



**Northwest
Certified
Professional
Yacht
Brokers**



National Yacht Brokers Certification Program

The Northwest Yacht Brokers Association leads the country with almost 100 members who have achieved the professional designation of CPYB. These NYBA members are to be commended for their dedication to their chosen profession and for taking the time and effort to earn Certified Professional Yacht Broker designation.

With the National Yacht Brokers Certification Program, boat sellers and buyers are now in a better position to select qualified, competent yacht brokers.

The National Yacht Broker Certification Program is a joint effort of the Yacht Brokers Association of America (YBAA), International Yacht Brokers Association (IYBA), Northwest Yacht Brokers Association (NYBA), California Yacht Brokers Association (CYBA), Boating Ontario Dealers, Gulf Coast Yacht Brokers Association (GCYBA) and the British Columbia Yacht Brokers Association (BCYBA).

In development since 1999, the yacht broker certification project objective is to set a performance baseline for professional yacht brokers nationwide. A program 'Design Team' of volunteers from the three associations worked with the National Occupational Competency Testing Institute to define the industry Body of Knowledge, which lists the key areas of performance skills and knowledge required to be a professional yacht broker. The team then crafted a certification exam, comprised of 151 questions, designed to be an objective measurement of a broker's knowledge.

As in many other industries, performance standards, professional training and recognition are essential tools to encourage and maintain aggressive performance goals and sound business practices. YBAA, IYBA, NYBA, CYBA, Boating Ontario Dealers, GCYBA and BCYBA each have had in place, for many years, association mandated codes of ethics which provide the minimum standards for ethical broker performance, and are mandatory for all brokers who desire membership in the organizations. The Yacht Broker Certification Program takes this process to a new level, providing a comprehensive method for qualifying eligible brokers who have the necessary experience, skills and know-how to be recognized as a Certified Professional Yacht Broker – CPYB.

You can locate NYBA's Certified Professional Yacht Brokers by the CPYB designation in the Northwest Yacht Brokers Association Membership Directory. You may obtain further information about the CPYB program by calling the NYBA office at 206-748-0012 or by browsing www.cpyb.net.

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Certified Professional Yacht Brokers

Yacht Sales Professionals – (brokers, dealers, salespeople) nationwide have a benchmark for measuring their skills, abilities and performance, while enhancing their marketing value. Boat sellers and buyers are in a better position to select qualified, competent sales professionals with confidence and trust. The Certified Professional Yacht Broker (CPYB) program has made this dream a reality.



You DO have a choice!