



Six Reasons

to become a Certified Professional Yacht Broker

- **Distinguishes** you among your peers
- **Indicates** that your level of knowledge and its application has been tested, measured and verified to the highest business standards and protocols
- **Signals** to your peers and clients that you follow a strict code of ethics and standard business practices
- **Demonstrates** your commitment to staying current with industry trends and changes through continuing education
- **Establishes** your commitment to advancing excellence in the industry
- **Enhances** your earning potential by allowing you to stand out in the eyes of the boating public

Consumers recognize the value of credentialing. In a crowded field, they view professional certification as a way to identify those individuals who will conduct business in an ethical manner and act in their best interest.

For more information go to www.ybaa.org
or contact us at jkimball@ybaa.org



Pathway to Certification

Invest in yourself and your profession
Consumers recognize the value of credentialing

Follow these steps to Certification



QUALIFICATIONS NEEDED

- Complete two years of full-time yacht sales experience
- Adhere to the CPYB Code of Ethics
- Acknowledge your Fiduciary responsibilities



ON-LINE APPLICATION PROCESS

- Quick 15-minute application
- Provide references; and add Job history
- Submit Application/Exam Fee



TWO-THREE WEEK APPLICATION REVIEW PROCESS

- Reference & Employer verification
- Certification Advisory Council Review
- Upon approval: Candidate status, approved to take exam



TAKE THE CPYB EXAM

- Participate in an optional study session
- Review "The Guide"
- Pass the online proctored exam



ENJOY THE BENEFITS OF CPYB CERTIFICATION



Total Financial investment: If you are a member of a Partner Association, your total cost for application, exam fees and study materials is under \$500.

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