



What is a Certified Professional Yacht Broker?

A Certified Professional Yacht Broker (CPYB) is recognized as having achieved the highest level of industry accreditation, available only to fully-qualified yacht sales professionals. The CPYB program is administered by Yacht Brokers Association of America in partnership with Florida Yacht Brokers Association, Northwest Yacht Brokers Association, California Yacht Brokers Association, Boating Ontario Dealers, British Columbia Yacht Brokers Association and Gulf Coast Yacht Brokers Association.

The CPYB program is endorsed by the Marine Retailers Association of the Americas and Group Beneteau as a key component of their industry standards, the highest level of achievement for their member yacht sales professionals.



Experience & Validity

The CPYB designation is earned by eligible yacht sales professionals, who, after serving a minimum of three years as a full-time professional, have successfully completed a comprehensive written examination to validate professional competency.



Continuing Education

A CPYB is committed to their personal and professional development through continuing education, as mandated for CPYB recertification every three years.



Ethics & Standards

A CPYB adheres to, and is accountable to, a nationally recognized Code of Business Ethics and conducts yacht sales transactions in accordance with a stringent set of industry standards of practice.



Fiduciary Responsibility

A CPYB maintains a dedicated escrow/trust account to protect their client's funds.
A CPYB understands their fiduciary responsibility and obligations with respect to client funds.



Transaction Management

A CPYB uses proven, industry-recognized transaction documents, which fully and clearly describe all terms and conditions of a transaction.



Honesty & Integrity

A CPYB maintains the highest standards of professionalism, acting with honesty and integrity.



Trust & Confidence

A CPYB instills confidence, trust and consistency in all transactions involving fellow yacht sales professionals, for the benefit of the client.