



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 to qualified yacht sales professionals. The CPYB program is administered by a consortium of professional associations including Yacht Brokers Association of America, British Columbia Yacht Brokers Association, Boating Ontario, California Yacht Brokers Association, Gulf Coast Yacht Brokers Association, International Yacht Brokers Association, and the Northwest Yacht Brokers Association.

The certification is endorsed by the Marine Retailers Association of the Americas (MRAA) Marine Industry Certified Dealership (MICD) program and leading yacht manufacturers.



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.