



# National Yacht Brokers Certification Program Application Form

The following to be completed by \_\_\_ Applicant \_\_\_ Apprentice (check one)

Applicant name: \_\_\_\_\_ Date: \_\_\_\_\_

Company: \_\_\_\_\_ Business Email: \_\_\_\_\_

Company Address: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Website: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Home Address: \_\_\_\_\_

Personal Email: \_\_\_\_\_ Initial date of affiliation with current firm \_\_\_\_\_

Total number of years that the applicant has been engaged in the capacity of a yacht sales professional \_\_\_\_\_

**Please Note: A minimum of 2 years of full-time engagement as a yacht sales professional is required unless you are applying as an apprentice.**

**Please Circle All That Apply:**

**Association Membership:** BCYBA Boating Ontario CYBA IYBA GCYBA NYBA YBAA None  
**Industry Affiliate:** Beneteau Platinum Dealer MRAA MICD

**CPYB Requirements** - The applicant/apprentice, and, where appropriate, the company with whom the applicant/apprentice is currently affiliated, meets or agrees to comply with the following:

- |   |   |
|---|---|
| <p>1. ___A. The applicant must provide proof that he/she has worked for at least two years during the past ten years as a yacht sales professional and that he/she is currently engaged as a yacht sales professional and has been for the past one year.</p> <p>___B. The Apprentice is engaged as a yacht sales professional for a legitimate yacht brokerage or yacht sales company and who has not completed three consecutive years in the business as a yacht sales professional.</p> | <p>4. All client payments are made payable to the company/broker of record and not to an individual yacht sales professional.</p>                             |
| <p>2. The applicant/apprentice has not been convicted of a felony offense or equivalent within the previous seven years.</p>  | <p>5. The company/applicant/apprentice currently holds all necessary licenses required by all applicable governmental entities.</p>                           |
| <p>3. The company/ broker of record maintains a dedicated escrow/trust account that is utilized for all client funds in trust.</p>  | <p>6. All client transactions are supported by fully executed, contractually sound written agreements, affording protection to both the buyer and seller.</p> |
|   | <p>7. All business conducted by the applicant complies in full with the CPYB Code of Ethics.</p>  |
|   | <p>8. The applicant /apprentice has not been found in violation of any yacht broker association's code of ethics within the previous seven years.</p>         |

**Statement of Applicant/Apprentice:**

I have read the CPYB requirements and the CPYB Code of Ethics and I attest that I, and the company with which I am affiliated, do and will comply with the stated requirements and Code of Ethics. The National Yacht Brokers Certification Program reserves the right to revoke any issued CPYB certification if it is determined that:

- 1.) The applicant/apprentice is, or becomes, in violation of any of the stated CPYB Requirements, or
- 2.) The applicant/apprentice provided false or misleading information on the Application Form.

I hereby attest that the information provided herein is accurate and truthful to the best of my knowledge:

**Print Name:** \_\_\_\_\_

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**References;** Please list **two current CPYB yacht sales professionals** who can attest to your eligibility. **One** of your references must be affiliated with a company other than your current company and both references must be notified in advance of your intent to use them as references as they will be contacted by the CPYB office. **If you would like to take part in the Mentor Program, please designate the reference who will act as your Mentor by circling or starring their name. Additional information about the Mentoring Program can be found on the CPYB website (www.cpyb.net)**

1. Name: \_\_\_\_\_ Company: \_\_\_\_\_ Phone: \_\_\_\_\_  
2. Name: \_\_\_\_\_ Company: \_\_\_\_\_ Phone: \_\_\_\_\_

**Other yacht sales company with whom applicant has been affiliated:**

1. Company: \_\_\_\_\_ Principal/Owner: \_\_\_\_\_  
Years Employed: \_\_\_\_\_ Phone: \_\_\_\_\_

**The following to be filled out by principal/owner of the applicant's current company affiliation:**

Principal/ Owner name: \_\_\_\_\_ Title: \_\_\_\_\_  
Company name: \_\_\_\_\_ Year founded: \_\_\_\_\_  
Direct Line: \_\_\_\_\_ Email: \_\_\_\_\_

**Statement of Principal/Owner**

I have reviewed the applicant's/apprentice's information provided on this application.

I hereby attest that the information provided by the applicant is accurate and truthful to the best of my knowledge and that this company meets and supports the criteria necessary for the applicant to conduct business as a Certified Professional Yacht Broker.

Print Name: \_\_\_\_\_

Signature: \_\_\_\_\_ Date \_\_\_\_\_

**Fees: Effective January 1, 2020 all testing related fees are due at time of application submission and are non-refundable. Total cost includes application fee, exam fee and a copy of "The Guide" including shipping.**

- **Co-sponsoring association members of BCYBA, Boating Ontario Association, CYBA, IYBA, GCYBA, NYBA, and YBAA and Industry Affiliates; Beneteau Platinum Dealers and MRAA MICD. US mailing address: \$420; Canadian mailing address: \$445; Outside US or Canada: \$485.**
- **Non-members of co-sponsoring associations add \$500 to above prices.**
- **If you have already purchased a copy of "The Guide" please check here and the cost of the publication will be deducted. (\$95 US; \$120 Canada; \$160 Outside US or Canada)**

**Payment options:**

Enclosed is my check for: \_\_\_\_\_ Please make checks payable to CPYB

Charge: \_\_\_\_\_ to my Visa \_\_\_\_\_ MasterCard \_\_\_\_\_ American Express \_\_\_\_\_ Discover \_\_\_\_\_

Credit Card Number: \_\_\_\_\_ Expiration Date: \_\_\_\_\_ V Code \_\_\_\_\_

Card Holder Name: \_\_\_\_\_ Signature: \_\_\_\_\_

Please return application and payment to:  
National Yacht Broker Certification Program  
180 Admiral Cochrane Dr, Annapolis, MD 21401  
Phone: 410-940-6349 Email: cmcdonough@cpyb.net  
[www.cpyb.net](http://www.cpyb.net)