



Association Alliance Member Feature—International Yacht Brokers Association (IYBA)

Formerly known as the Florida Yacht Brokers Association, IYBA was created in 1987 to unite those engaged in the yacht brokerage business to promote professionalism and cooperation among its members and to promote and maintain a high standard of conduct in the transacting of the yacht brokerage business. Each member is required to abide by a code of ethics to protect the public against fraud, misrepresentation, or unethical practices in the yacht brokerage profession.



“Our recent name change to the International Yacht Brokers Association is an evolution to more accurately represent our already global membership,” says Cindy Sailor, IYBA executive director. “The organization is comprised of more than 1,350 individual members representing over 400 businesses.”

The Yachts Miami Beach show, held annually in Miami, is owned jointly by IYBA and Yachting Promotions, Inc. The show represents a significant cornerstone of achievement for the Association and the yacht brokerage community at large.

Other IYBA cornerstones include education, legislation, legal advocacy and networking.

Education

IYBA provides educational seminars and services to its members to strengthen the ability of our industry to remain abreast of legal, technical, and environmental issues that affect the marine community throughout the state and beyond. Annual educational sessions include the Yacht Engineering Seminar, Yacht Sales Summit, Yacht Sales and the Law, and the Charter Destination Seminar.

Legislation

As an advocate of one of Florida’s largest industries, IYBA serves as a united voice for yacht brokers in the legislative and regulatory processes. By actively engaging with state and federal legislators, IYBA’s lobbying efforts have protected and nurtured the health of the yachting community since its inception. In 2010, IYBA (then FYBA) was responsible for the implementation of the \$18,000 sales tax cap for yacht transactions in Florida, which nurtured a beneficial environment for yacht brokers and owners, and resulted in a 10x increase in the sales tax collected by the state on yacht transactions. This change subsequently became a model for similar tax cap initiatives taken on in other states.

Networking

IYBA provides many opportunities throughout the year to network through our social and professional events and seminars. Thanks to our monthly broker and charter Open House events, many industry professionals can meet, collaborate and share information in a business-conducive environment.



Legal Advocacy

Through IYBA's member maritime attorneys and contract law specialists, the Association offers its members the yacht brokerage industry's best purchase and sale contracts and forms. These documents are constantly updated and refined through member input and legal channels to ensure they set the standard for the yacht brokerage industry.

Founding member of ISS, Bob Saxon, currently serves as VP on the IYBA Board of Directors. For more information or to join IYBA, please visit www.iyba.yachts



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