

# NATIONAL CERTIFICATE IN MARINE SALES AND SERVICES BOAT SALES AND BROKERAGE (Level 4)

99-103 CREDITS

Version 2

A trainee completing this NZQA registered qualification will gain the knowledge and skills required to be Marine Industry recognized and qualified as a competent **Boat Broker**.

In this qualification, trainees gain a comprehensive and detailed understanding of all aspects of the boat sales and brokerage business activities. This includes formal valuation of boats, representation on behalf of boat vendors to market, managing the boat sale and purchase process, as well as assisting with financial and insurance requirements.

In addition, trainees gain an understanding of the New Zealand Marine Industry and boatbuilding methods.

This qualification takes, on average 1.5 to 2 years to complete.

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Colin Rees



With a degree in Yacht Design and experience as a professional yacht skipper on the East Coast of America and the Caribbean, Colin Rees moved into the area of yacht brokerage and completed his National Certificate in Marine Sales and Services (Boat Sales and Brokerage) Level 4 in 2002.

He is currently the Senior Yacht Broker working at Busfield Marine Brokers in Auckland. He is his own boss, sets his own hours and travels overseas regularly to manage international sales in the global market.

*“To be successful in this sector of the industry, as well as training you need to have a strong boating background” – Colin Rees*

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### Unit Standard Content

Unit Number	Unit Title	Level	Credit Value
497	Protect health & safety in the workplace	1	1
4249	Demonstrate care & timeliness as an employee	1	3
6914	Control recreational craft by day in sight of land	3	4
9913	Demonstrate a knowledge of the New Zealand marine industry	2	3
9917	Demonstrate knowledge of boatbuilding methods	2	4
11753	Establish a presence in the boat sales and brokerage market and build a client base	4	3
11754	Qualify boat vendors and enter into agency agreements	4	2
11758	Attract prospective purchasers for specific boats	5	8
11762	Provide information to purchasers regarding the availability of finance and insurance	3	4
11763	Execute the sale of boats	5	14
11765	Explain principles of law and ethics applying to boat brokerage and the sale of boats on behalf of owners	3	5
11766	Explain principles of law and ethics applying to boat brokerage and the sale of boats from stock	3	5
18167	Appraise the value of boats under supervision	3	4
18269	Demonstrate knowledge of selling boats by auction	3	3
18270	Demonstrate knowledge of selling boats by tender	3	2
23243	Identify and explain the causes and prevention of material deterioration in the marine environment	4	8
26542	Demonstrate basic knowledge of the operation of recreational craft by day	2	6

### Elective Unit Standards

Plus any **1** of the following:

Unit Number	Unit Title	Level	Credit Value
11755	Assess value of pleasure power boats	5	6
11756	Assess value of pleasure sail boats	5	6
11757	Assess value of charter boats, commercial boats and their operations	5	8

Plus any **1** of the following:

Unit Number	Unit Title	Level	Credit Value
<b>11759</b>	Qualify and advise prospective purchasers of pleasure power boats	4	8
<b>11760</b>	Qualify and advise prospective purchasers of pleasure sail boats	4	8
<b>11761</b>	Qualify and advise prospective purchasers of charter boats and commercial boats	4	10

Plus any **1** of the following:

Unit Number	Unit Title	Level	Credit Value
11767	Prepare descriptive reports of pleasure power boats	3	6
11768	Prepare descriptive reports of pleasure sail boats	3	6
11769	Prepare descriptive reports of charter boats and commercial boats	3	6

### Elective 3 - A minimum of 3 credits

Unit Number	Unit Title	Level	Credit Value
67	Produce and distribute promotional materials in a retail or distribution environment	4	4
11821	Negotiate and implement sales contracts	5	4
11989	Select and present goods for promotion in a retail or distribution environment	4	3