

**Boating Safety Unit
Yacht and Ship Licensing and Enforcement Program
Division of Boating and Waterways
Salesperson License**

Summary:

A “**Salesperson**” refers to a natural person who, for compensation or in expectation of compensation, is employed by a licensed broker in California to do one or more of the acts below:

- (1) Sells or offers to sell, buys or offers to buy, solicits or obtains listings of, or negotiates the purchase, sale, or exchange of yachts, and who does not own those yachts.
- (2) Leases or rents, offers to lease or rent, places for rent, solicits a listing of a yacht for rent, or negotiates the purchase, sale, or exchange of a lease on a yacht, for a rental or lease period of more than 90 consecutive days to any one person or business during any 12-month period, and who does not own that yacht

Eligibility:

To be eligible, an applicant must be sponsored by a licensed California yacht and ship broker who plans to employ the individual.

Applicant also must clear DOJ/FBI background check before a license can be issued.

Fees:

\$ 25.00 - Temporary Salesperson's License (optional).

\$ 25.00 - Written examination

\$100.00 -Yacht and Ship Salesperson's License

\$150.00 Total

Other Fees:

\$50/\$100 – Renewal

\$75/\$125 – Reinstatement

\$10 - Transfer

Total Sales Licenses:

There are currently **664** active salespersons in the yacht brokerage industry in California.