

FOR IMMEDIATE RELEASE

The International Yacht Brokers Association (IYBA) Names Julian Gowing as Digital Services Lead

FORT LAUDERDALE, FL – October 13, 2026 – In recent years, the International Yacht Brokers Association (IYBA) has developed a robust, industry-owned suite of digital tools to streamline and enhance day-to-day business operations for yacht sales professionals. In order to further that process, IYBA is proud to introduce its new Digital Services Lead, Julian Gowing. He will oversee IYBA's digital platforms including Yachtr, Yachtbroker.org, and Boatdox.org, helping members maximize the technology tools and services available to them.



Julian Gowing

Born in England and a Florida resident for the past decade, Julian has spent years traveling throughout North America, working closely with yacht brokers, dealers,

and marine businesses to better understand their needs and help them succeed in an increasingly digital marketplace.

“We’re very excited to have Julian aboard,” said IYBA Chief Operating Officer Paul Flannery. “With more than 16 years in the marine digital space and 30 years in the marine industry, Julian brings a unique combination of industry knowledge, technical expertise, and strong relationships throughout the brokerage community.”

Advanced, secure digital services that IYBA offers include:

- Centralized listing data storage
- Online marketing tools
- Co-brokerage MLS sharing
- Digital documentation solution
- Automated e-signatures.

“Whether you’re looking for assistance with digital marketing, listing management, documentation workflows, or simply want to get more value from IYBA’s technology offerings, I am here to help,” Julian said.

Contact Julian Gowing at Julian@IYBA.com. For more information about IYBA’s digital suite, visit www.yachtbroker.org, BoatDox.org and yachtr.com.

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About IYBA

The International Yacht Brokers Association was created in 1987 to unite those engaged in the yacht brokerage business for the purpose of promoting 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. Each member is to endeavor to eliminate any practices, which could be damaging to the public or the dignity and integrity of the yacht brokerage profession. The organization is comprised of over 2000 individual members representing over 900 businesses. For more information, visit iyba.org.