

Procedures for International Seminars at Sea

WHAT IS A SEMINAR AT SEA?

A Seminar at Sea is an actual sailing on board the ship to experience full itineraries. The purpose of a Seminar at Sea is to create awareness and educate travel agents on the applicable RCL product. The Seminar has to be prepared by the Partner and developed into an active sales opportunity. We jointly invest in providing this space for the Partner. Please let RCL know if support is needed to get the right return out of this investment.

HOW IS SPACE FOR SEMINARS AT SEA REQUESTED?

International Sales & Marketing requests the space, seeking space on ships and dates per Partner input. These requests need to be placed through your Business Development Manager with the complete Client Profile sheet, at least 8 weeks prior to sailing date.

CONFIRMATION OF SEMINAR:

The Partner will be notified of confirmation of space as soon as possible by the sales department. It may take up to 30 days for RCL to confirm seminar space. If the requested date is not available for Seminars, then an alternate date may be offered to the Partner.

PAYMENT

As per group payment terms.

BOOKING INFORMATION

Name, date of birth, passport number and nationality of each participant must be received by RCL as per RCL's Group Booking Policy. At one (1) week prior to sailing, name changes will not be accepted.

CANCELLATIONS

As per group cancellation terms.

ESCORT

RCL needs the Partner to have the Seminar accompanied by an experienced escort who knows and is experienced with RCL's product at Partner's expense. The escort will conduct the product seminar, host the cocktail party, and be responsible for sending an activity report about the Seminar to RCL's International Sales and Marketing Team. The cocktail party is automatically arranged. It is necessary for the escort to request meeting space and time for the product seminar upon acceptance of the Seminar at Sea space.