



SEABOURN®



Onboard Booking Savings Program



Now that you've successfully sold your clients on a Seabourn cruise, everyone at Seabourn is dedicated to making the most of your effort, both as a source of client satisfaction and a source of profit for you.

There's no better time to tempt them to sail with us again than while they're enjoying their cruise. Their minds are open to seeing new places as they're being cared for in personalized, intuitive Seabourn style. To encourage them to sail with us again while they're on board, Seabourn offers an **Onboard Booking Savings Program**. This incentive program offers an

extra 5% savings off their future cruise fare, on top of the publicly-offered savings for that cruise.

Seabourn guests secure the Onboard Booking Savings by making a \$500 Future Cruise Deposit with the *Cruise Sales Specialist* while they're on board. They can buy as many Future Cruise Deposits as they want, and use them to make bookings through you, any time within the next four years, receiving 5% savings on each cruise booked with one of the deposits! That's a pretty powerful incentive!



What you need to know about Future Cruise Deposits:

- Each \$500 deposit entitles the buyer to 5% Onboard Booking Savings for any cruise that departs within four years.
- The agent of record automatically receives a confirmation of any Future Cruise Deposit purchased by the client, and is entitled to full credit and commissions on any future cruise bookings they make.
- Guests can buy as many Future Cruise Deposits as they want.
- Future Cruise Deposits are fully refundable and automatically refunded if not used within four years.
- Future Cruise Deposits alternatively can be used for their \$500 cash value for payments on future cruises. (But only one Future Cruise Deposit will earn Onboard Booking Savings on any booking).
- Future Cruise Deposits are credited to the buyer's Seabourn Club number. You can check POLAR Online under "Deposits" to find out whether your clients have valid Future Cruise Deposits. This is a good way to initiate client conversations.

