Norwegian Cruise Line

ECSC Cruise Line Segment: Contemporary

CONTACT INFORMATION	
Head Office Address	7665 Corporate Center Dr., Miami, FL 33126
Consumer Website	www.ncl.com
Agent Website / Online Reservation	www.norwegiancentral.ncl.com
Reservation # (FIT)	866-931-8124 and 866-234-7350
Reservation # (Group)	800-327-7030

COMMISSION STRUCTURE

16% on all cruise fare
10% on pre/post packages and NCL's Travel Insurance

ABOUT THE SUPPLIER

When you clients cruise with Norwegian, they sail beyond their imagination on the most modern contemporary fleet of 16 ships, soon to be 17 once the Norwegian Encore gets released. With 31 embarkation ports and more than 260 destinations world-wide, your clients can let inspiration be their guide. On Norwegian, the onboard experiences are just as exciting as the places your clients will explore. Norwegian's freedom and flexibility offer something for everyone from solo travelers to luxury clients, providing you the opportunity to expand your client base and grow your sales.

KEY CUSTOMER DEMOGRAPHIC

- All types of guests enjoy Norwegian Cruise Line, across a broad range of ages, with a balanced mix of:
  - Affluent Travelers
  - Active Families
  - Couples / Romance
  - Solo Travelers
  - Groups / Community Travelers
- They're open-minded, outgoing, and adventurous.
- They're social, enjoy spending time with friends and family, and have a strong interest in travel.
- Guests enjoy cruising on Norwegian for many reasons, including family vacations, honeymoons, romantic celebrations or anniversaries, birthdays, spring break, exploring new destinations, award-winning entertainment, incredible culinary delights and more dining options than any other cruise line, or just to relax and unwind.

DESTINATIONS

Alaska, Asia, Australia & New Zealand, Bahamas & Florida, Bermuda, Canada & New England, Caribbean, Cuba, Europe & Transatlantic, Hawaii, Panama Canal, Mexican Riviera, South America, and Pacific Coastal.

Cuba Frequently Asked Questions - Norwegian

Norwegian Cruise Line

TOP 6 MAJOR SELLING POINTS

***Freestyle Dining* –** gives you the freedom to dine how you want, when you want and where your palate leads you. With no fixed dining times or pre-assigned seating and the best culinary experiences at sea, nobody does dining like Norwegian. Discover the main dining rooms, where their daily changing menus are as fresh as the ingredients they use. Or feel free to reserve a seat at a Specialty restaurant for a taste of something unique and different. However, if you prefer to start with dessert, we Norwegian will not stand in your way.

***Freestyle Entertainment* –** When it comes to the entertainment onboard Norwegian's ships, the award-winning shows go on and on. Get charged on Norwegian Escape as you witness a stage full of megawatt dancers and a roof-raising jazz band as Harlem's Cotton Club comes to life in *After Midnight*. Acrobats soar while jaws drop during the dazzling performances of *Cirque Dreams* and *Dinner Jungle Fantasy* on Norwegian Breakaway. Get ready to rock with the Broadway musical *Rock of Ages*. From smash Broadway musicals to live music to hilarious comedies, it's show time-all the time. Get in on the action with exciting tournaments and promotions in Norwegian's Casinos. Hit the slots. Put on your best poker face in Texas Hold 'Em. Or put up the ante at one of Norwegian's High Roller tables.

***Freestyle Fun* –** Experience an unforgettable family vacation with Norwegian Cruise Line®. From dodgeball to cupcake decorating, there are lots of activities all over our ships for every age group. Plus, kids can learn to juggle at Circus School in Splash Academy and teens have the coolest themed parties in Entourage – our complimentary youth programs. Head up to the top deck and conquer the largest ropes course at sea. Catch some sun and a sea breeze as you whoosh down thrilling waters slides, play a friendly game of basketball in the middle of the ocean. Indulge in a hot stone massage or pick up a precious stone of your own at a fine jewelry boutique. There's something exhilarating (or relaxing) for everyone around every corner of a Norwegian ship. These are the moments you'll remember.

***Freestyle Accommodations* –** Rooms with balconies. Rooms with butlers. And plenty of room for pillow fights. Norwegian's award-winning fleet offers a wide range of contemporary and comfortable accommodations designed for you, your family or even your group. Unwind in guest spaces that have been completely redesigned and wind down in newly restyled staterooms and suites. Guests of Norwegian's award-winning **STUDIOS** have exclusive keycard access to the shared, private and relaxing **STUDIO LOUNGE**, where a delicious continental breakfast is available daily. Embrace your own personal space in Norwegian's wide range of comfortable and well designed Oceanview and Inside Staterooms. There's nothing like starting your morning with a glass of sunshine and fresh ocean breezes on your own private balcony. If you're looking for an accommodation for two, a little more space for your family or the convenience of connecting staterooms, there's a choice that's right for you.

***The Haven* –** Hidden away at the top of the ship is The Haven by Norwegian™, an exclusive enclave with Norwegian's most luxurious, well-appointed and spacious accommodations. Bask in the tranquility in The Haven Courtyard with a private pool and sundeck. Indulge in the unparalleled personal service of a certified butler and concierge, who will make all your arrangements on board and on shore, so you can focus on spending quality time with loved ones. Once you stay in The Haven, you may never want to cruise any other way.

CONTACT US NOW

All travel partners in North America have a single point of contact with Norwegian Cruise Line. These experienced professionals have an understanding of the Norwegian brand and are specifically trained to assist you in a number of different areas. They will help you reach your sales goals by working with you on the business and marketing plans, providing you with co-op funds to promote Norwegian and special programs designed for you. Contact your Business Development Manager today – we want you to grow with us. If you are not sure who your manager may be, just send an email to sales@ncl.com and we will get back to you within 24 hours.

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