Preferred Supplier

Regent Seven Seas Cruises®

ECSC CRUISE LINE SEGMENT: LUXURY

CONTACT INFORMATION	
Head Office Address:	7300 N.W. Corporate Center Drive Miami, FL 33126
Consumer Website:	www.RSSC.com
Regent Seven Seas Cruises University	https://www.rssc.com/agent/rsscu/
Agent Website / Online Reservation:	www.RSSC.com/agent
Reservation #:	800.285.1835

COMMISSION STRUCTURE

Your tier for 2018 will be based on your 2017 RSSC sales production. The 2017 sailed commissionable cruise-fare (CCR) is defined as the commissionable cruise fare after all applicable cruise fares discounts are deducted, including deductions for air allowances, air credits and non-commissionable fees. Revenue from air upgrades, pre and post hotel or land packages, passenger insurance, additional shore excursion, deviation and change fess are excluded from CCF. Net charter and incentive business is also excluded from CCF.

$0 - $549,000	15%
$550,000 - $849,000	16%
$850,000+	17%

10% on RSSC Travel Insurance Plan (AON Insurance)

5% on pre/post land packages

ABOUT THE SUPPLIER

The Most Inclusive Luxury Experience™. This is cruising as it was meant to be — where even the most sought-after amenities are included: FREE Roundtrip Business Class Air* on Intercontinental flights, FREE Roundtrip Air on Domestic Flights, FREE Unlimited Shore Excursions, FREE 1-Night Pre-Cruise Hotel Package in Concierge Suites and Higher, FREE Unlimited Beverages , Including Fine Wines and Spirits, FREE Open Bars and Lounges Plus In-Suite Mini-Bar Replenished Daily, FREE Pre-paid Gratuities, FREE Specialty Restaurants, FREE Transfers Between Airport and Ship*, FREE 2 or 3 Night Land Program on Select Voyages, FREE Unlimited Wi-Fi. Guests enjoy unparalleled hospitality and impeccable service by our professional staff in a sophisticated ambiance. They delight in the expansive spaciousness of all-suite accommodations, indulge in the exquisite cuisine of the finest dining experience at sea, and explore the world's greatest destinations without limits. Guests really can have it all aboard Regent Seven Seas Cruises®.

KEY CUSTOMER DEMOGRAPHIC

- Average age is 55
- Income is $500,000
- 35% are retired

Regent Seven Seas Cruises®

DESTINATIONS

Africa, Alaska, Asia, Canada & New England, Caribbean, Mediterranean, Northern Europe, South America

MAJOR SELLING POINTS

- 2-For-1 All-Inclusive Fares
- FREE Roundtrip Business Class Air on Intercontinental Flights*
- FREE Roundtrip Air on Domestic Flights
- FREE Unlimited Shore Excursions
- FREE 1-Night Pre-Cruise Hotel Package in Concierge Suites and higher
- FREE Unlimited Beverages Including Fine Wines and Premium Spirits
- FREE Open Bars and Lounges PLUS In-Suite Mini-Bar Replenished Daily
- FREE Pre-Paid Gratuities
- FREE Specialty Restaurants
- FREE Transfers Between Airport and Ship
- FREE Unlimited Wi-Fi

*All fares are per person in U.S. dollars, valid for residents of U.S. and Canada, based on double occupancy, for new bookings only and may be increased or withdrawn at any time. Not all promotions are combinable. 2-for-1 Fares are based on published Full Brochure Fares; such fares may not have resulted in actual sales in all suite categories and do not include optional charges as detailed in the Guest Ticket Contract. Fares include additional Bonus which may be changed or withdrawn at any time without notice. FREE Roundtrip Business Class Air on featured voyages in all suite categories includes ground transfers and applies to flights only from the following airports: ATL, BOS, CLT, DEN, DFW, DTW, EWR, FLL, IAD, IAH, JFK, LAX, LGA, MCO, MDW, MIA, MSP, ORD, PBI, PHL, PHX, SAN, SAV, SEA, SFO, TPA, YUL, YVR, YYZ. Airfare is available from select U.S. and Canadian gateways for an additional charge. FREE Roundtrip Business Class Air applies to intercontinental flights only and FREE Air applies to domestic flights only. All airline fees, surcharges and government taxes are included, however airline-imposed personal charges such as baggage fees may apply. Custom Air arrangements may be made 270 days prior to sailing (custom air fees apply). Guests who elect not to participate in Regent Seven Seas Cruises® FREE Air Program or do not purchase transfer arrangements from Regent Seven Seas Cruises® will be responsible for their own transfer arrangements to and from the ship. FREE 1-Night Pre-Cruise Hotel Package applies to guests 1 and 2 in Concierge Suites and higher, includes transfers from hotel to pier only and is not available for new bookings made within 60 days of departure. FREE Land Program applies to Guests 1 and 2 for one pre- or post-cruise program and is not combinable with the FREE 1-Night Pre-Cruise Hotel Package, or the 5% discount on pre- or post-cruise Hotel or Land programs available to Concierge Guests for purchase. Guests in Concierge Suites and higher who choose a FREE Land Program or choose to arrange their own pre-cruise hotel accommodations will receive a credit of between $100 to $350 per person in lieu of the FREE 1-Night Hotel Package. FREE Unlimited WiFi includes one log-in, one device, per suite. Concierge Suites and higher receive up to four logins, four devices, per suite. Ships' Registry: Marshall Islands and Bahamas. ©2018 Regent Seven Seas Cruises®

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PRIMARY CONTACTS			
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