Preferred Supplier

Seabourn

ECSC Cruise Line Segment: Luxury

CONTACT INFORMATION	
Head Office Address	450 Third Ave. West, Seattle, WA 98119-4002
Consumer Website	www.seabourn.com
Seabourn Academy Agent Training	www.seabournacademy.com
Agent Website / Online Reservation	http://www.seabourn.com/travel-agent-center/Main.action
Reservations # (FIT & Group)	800-929-9595
Reservation Accounting #	866-530-2194
Air/Sea #	866-530-2196 or airseaservicerequest@seabourn.com
Guest Relations #	800-628-2298

COMMISSION STRUCTURE			
$0 - $299,999 = 13%	$300,00 - $499,999 = 14%	$500,000 - $649,999 = 15%	$650,000+ = 16%

5% on pre/post hotel packages

14% on pre/post land packages

10% on travel insurance

ABOUT THE SUPPLIER

The atmosphere aboard the Seabourn fleet is intimate and exclusive. Guests share expansive open decks, inviting social spaces, and the intuitive, personalized service of an exceptional crew.

KEY CUSTOMER DEMOGRAPHIC

Experienced travelers or first-time cruisers who enjoy personal service, world-class dining experiences, spa and wellness programming with Dr. Andrew Weil, all suite-accommodations and Explorers seeking unique, authentic experiences and enrichment. Our guests are well-travelled, enjoy socializing with interesting people, and enjoy our casually elegant ambience.

TOP 7 MAJOR SELLING POINTS

- Intimate ships with no more than 300 suites – most with private verandahs
- All dining venues are complimentary – dine where when, and with whom you wish
- Fine wines poured at lunch and dinner, and open bars throughout the ship
- Tipping is neither require nor expected – service simply to delight our guests
- Unique itineraries to must-see cities and hidden gems where larger ships cannot go
- The newest fleet in ultra-luxury cruising
- The only cruise line officially partnered with UNESCO

DESTINATIONS

Mediterranean, Northern Europe, Atlantic Crossings, Arabia & India, Southeast Asia, Australia/NZ/South Pacific, South America and Antarctica, Caribbean, Canada/New England, Extended Explorations

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PRIMARY CONTACTS		
Eastern US Division - Lucy Owen - Senior Manager - lowen@hollandamerica.com		
BDM	**Territory**	**Email**
Alan Baker	Georgia, North Carolina, South Carolina	abaker@hollandamerica.com
Diana Guerin	New York, New Jersey (Northern), Connecticut (Southern)	dguerin@hollandamerica.com
Bob Kirschner	New Jersey (Southern), Pennsylvania (Eastern, Northern & Southern)	bkirschner@hollandamerica.com
Lauren Mindel	Rhode Island, Massachusetts, Maine, New Hampshire, Vermont, Connecticut (Northern)	lmindel@hollandmerica.com
Sarah Perez	Florida (Southern)	sperez@hollandamerica.com
Peggy Steele	Florida (Western)	psteele@hollandamerica.com
Lori Taylor	Alabama, Florida (Northern & Central), Mississippi	ltaylor@hollandamerica.com
Central US Division - Cathy Larson- Senior Manager - clarson@hollandamerica.com		
BDM	**Territory**	**Email**
Jenni BenBassett	Delaware, District of Columbia, Maryland, Virginia, West Virginia	jbenbassett@hollandamerica.com
Andrew Davis	Arkansas, Louisiana, Oklahoma, Texas	adavis@hollandamerica.com
Judy Hall	Illinois (Northern), Minnesota, Wisconsin	jhall@hollandamerica.com
Debbie Iapalucci	Michigan, New York (Upstate), Ohio (Northern), Pennsylvania (Western)	diapalucci@hollandamerica.com
Kyle Kleyn van de Poll	Indiana, Kentucky, Ohio (Central & Northern), Tennessee	kkleynvandepoll@hollandamerica.com
Samantha Fust	Illinois (Southern), Iowa, Kansas, Missouri, Nebraska, N. Dakota, S. Dakota	sfust@hollandamerica.com
Western US Division - Jackie Day - Senior Manager - jday@hollandamerica.com		
BDM	**Territory**	**Email**
Tiffanie Kilgast	Los Angeles, Las Vegas	tkilgast@hollandamerica.com
Elycia Nelson	California (Southern)	enelson@hollandamerica.com
Nanette Padero	Alaska, Idaho, Montana, Oregon, Washington	npadero@hollandamerica.com
Laura Okonowski	Arizona, Colorado, New Mexico, Utah, Wyoming	lokonowski@hollandamerica.com

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Canada Division - Tami Normann- Senior Manager - tnormann@hollandamerica.com		
BDM	**Territory**	**Email**
Michelle Lebel	Quebec, Manitoba, Maritimes	mlebel@hollandamerica.com
Mary Goldsmith	Ontario (Southern)	mgoldsmith@hollandamerica.com
Lori Patterson	Ontario (Eastern & Western)	lpatterson@hollandamerica.com
Fiona Schonewille	Alberta (Northern), British Columbia, Yukon	fschonewille@hollandamerica.com
Tom Steer	Alberta (Southern), British Columbia, Saskatchewan	tsteer@hollandamerica.com
Inside Sales Team - 800-544-0443 (Option# 4)		
Representative	**Territory**	**Email**
Stephanie Tate-Croning	Inside Sales – Canada	statecroning@hollandamerica.com
Mitchell Torres	Inside Sales – East	mtorres@hollandamerica.com
Sierra Johnson	Inside Sales – West	sjohnson@hollandamerica.com