



# Selling Cruises

**Bill Cooper, Laurel Cooper**



## **Selling Cruises:**

**How to Sell Cruises Step-By-Step** Lori Berberian Pelentay, 2020-05-31 How to Sell Cruises Step by Step is a beginner's guide to selling cruises for travel agents. Whether you are a new or seasoned agent, this book gives you a checklist of everything you need to know when making cruise bookings. The book goes into detail about Mass Market Premium and Luxury cruise lines and discusses each element of a cruise booking, including reading deck plans, money matters, and how cruises work. A bonus chapter teaches how to organize your office and gives samples of forms that are useful in keeping track of your bookings. A must read for any travel agent who sells cruises. Whether you are a new or seasoned agent, this beginner's guide to selling cruises provides a checklist of everything you need to know to make cruise bookings. It discusses different cruise lines and elements of a cruise booking, including reading deck plans, money matters, and how cruises work. A bonus chapter teaches how to organize your office with sample forms for keeping track of bookings, and the second edition includes a new chapter on River Cruising plus much more. [How to Sell Cruises Step-By-Step](#) Lori Berberian Pelentay, 2020-05-20

[How to Sell Cruises Step by Step](#) Lori Berberian Pelentay, 2013 How to Sell Cruises Step by Step is a beginner's guide to selling cruises for travel agents. Whether you are a new or seasoned agent, this book gives you a checklist of everything you need to know when making cruise bookings. The book goes into detail about Mass Market Premium and Luxury cruise lines and discusses each element of a cruise booking, including reading deck plans, money matters, and how cruises work. A bonus chapter teaches how to organize your office and gives samples of forms that are useful in keeping track of your bookings. A must read for any travel agent who sells cruises. Lori has been selling cruises since 1984. She started in reservations at Princess Cruises and worked her way up to eventually working as liaison between the ships and the home office. In 1988 she went to work onboard the original Love Boat for the Mediterranean and Baltic Season and got to climb the pyramids, walk in the steps of Jesus, navigate past the Arctic Circle, and meet some of the most extraordinary people. After returning home, she began selling cruises as a travel agent and never looked back. She has been featured in numerous magazines and is considered an expert in her field. **Selling the Sea** Bob Dickinson, Andrew Vladimir, 1997 An insider's view of how the

cruising business operates. Selling the Sea offers a complete picture of the cruise line industry along with step by step coverage of how to effectively market the cruising experience. This updated Second Edition features new coverage of how technology has impacted the industry, new niche markets in cruising, and expanded material on shipbuilding and design. It also includes insightful interviews with today's captains, social directors, food and beverage managers, and cruise line executives who have hands-on experience at the day-to-day workings of a cruise ship. Bob Dickinson, Miami, FL, is President and CEO of Carnival Cruise Lines and a member of the Board of Directors of the parent company, Carnival Corporation. Andy Vladimir, Coconut Grove, FL, is a well-known business and travel writer, a member of the Editorial Board of the FIU Hospitality Review, and contributing editor of Quest magazine. **How to Promote and Sell Cruises** Bob Burke, 2017-08-30 This book

is a How to guide to sharply increase cruise sales whether you are a travel professional working from home in a retail travel business or as an agency owner Written in a casual style the manual is easy to read and packed with actionable suggestions and proven low cost promotions The author draws on his experience in both cruise sales and management consulting along with a good deal of research to create the book The Amazon look inside features a table of contents that shows what you will learn including dozens of hints and tips to insure your success If the guide just allows you to sell just one more cruise the profit more than pays for the book Of course you can expect to boost sales far more as you learn selling secrets from some of the best travel professionals

*Selling Cruises, Don't Miss the Boat* Tom Ogg, Joanie Ogg, 2013-08 This book offers you easy to understand details on how to sell cruises most effectively It takes all of the guesswork out of the process and it will help you on your way without any lost effort by showing you exactly how to go about it Selling Cruises Don t Miss the Boat gives you all of the secrets that will get you well underway to establishing your own successful cruise niche travel business You will learn about How to cash in on the booming cruise industry Understand the cruise product in its entirety and focus on the types of cruises you want to sell How to develop your client files and cruise selling files How to properly sell from a cruise brochure How to manage your cruise clientele effectively How to automate your cruise business How to market your cruise business with newsletters promotions advertising social media and many other ways Selling Cruises Don t Miss the Boat was first written in 2001 and has been updated several times This edition is completely current and demonstrates the fabulous opportunity that the cruise industry offers travel professionals looking to specialize in the cruise market Tom and Joanie Ogg CTC MCC share over 75 years in the travel industry and have trained tens of thousands of cruise agents at cruise conventions trade shows seminars and seminars at sea Tom was the founder of [www CruiseReviews.com](http://www.CruiseReviews.com) and [www PortReviews.com](http://www.PortReviews.com) and has personally led over 300 cruise seminars on ships teaching travel professionals how to sell cruises Joanie has won numerous awards in the cruise industry including being inducted to the CLIA Hall of Fame

Cruise Operations Management Philip Gibson, 2012-02-01 Cruise Operations Management Hospitality Perspectives provides a comprehensive and contextualized overview of hospitality services for the cruise industry As well as providing a background to the cruise industry it also looks deeper into the management issues providing a practical guide for both students and professionals alike Since the first edition of this book there have been many important developments in the industry and this new edition features revised chapters on contemporary cruise operations cruise geography itinerary planning health safety and security maritime issues and legislation In addition there is a new chapter on Cruise Management Resources intended to be of benefit to research students Cruise Operations Management presents a range of issues illustrated by a number of case studies that encourage the reader to examine the often complex circumstances that surround problems or events associated with cruise operations The case studies are contemporary and are constructed from first hand research with a number of international cruise companies providing a real world insight into this industry They include Roles and Responsibilities on a

Cruise Ship Customer Service Systems and Passenger Profiles and Managing Food and Drink Operations Onboard Each case study is followed by questions that are intended to illuminate issues and stimulate discussion The structure of the book is designed so the reader can either build knowledge cumulatively for an in depth knowledge of managerial practices and procedures onboard a cruise ship or they can dip in and make use of specific material and case studies for use within a more generic hospitality or tourism learning context

*Selling Cruises* Claudine Dervaes,1998-01-01 *Selling Cruises* provides a thorough understanding of cruise travel from freighters to luxury cruising Knowledge of geography and cruise destinations is emphasized with all world ports identified on maps and described with marketable appeal This training manual presents key information on applying effective sales skills qualifying clients for selecting the right cruises along with learning reservation payment and documenting procedures The language of cruising is defined with cruise and nautical terminology and references on cruise lines and ferry services offer useful introductions to this unique industry in travel From pricing exercises sample forms promotional ideas research activities role play discussions to learning all the right techniques get on board with *Selling Cruises*

***Selling Cruises, Don't Miss the Boat*** Tom Ogg,Andy Ogg,Joanie Ogg,2017-12-26 This book offers you easy to understand details on how to sell cruises most effectively It takes all of the guesswork out of the process and it will help you on your way without any lost effort by showing you exactly how to go about it *Selling Cruises Don t Miss the Boat* gives you all of the secrets that will get you well underway to establishing your own successful cruise niche travel business You will learn about How to cash in on the booming cruise industry Understand the cruise product in its entirety and focus on the types of cruises you want to sell How to develop your client files and cruise selling files How to properly sell from a cruise brochure How to manage your cruise clientele effectively How to automate your cruise business How to market your cruise business with newsletters promotions advertising social media and many other ways *Selling Cruises Don t Miss the Boat* was first written in 2001 and has been updated several times This edition is completely current and demonstrates the fabulous opportunity that the cruise industry offers travel professionals looking to specialize in the cruise market Tom Andy and Joanie Ogg CTC MCC share over 90 years in the travel industry and have trained tens of thousands of cruise agents at cruise conventions trade shows seminars and seminars at sea Tom was the founder of [www CruiseReviews com](http://www.CruiseReviews.com) and [www PortReviews com](http://www.PortReviews.com) and has personally led over 300 cruise seminars on ships teaching travel professionals how to sell cruises Joanie has won numerous awards in the cruise industry including being inducted to the CLIA Hall of Fame She was recently honored to be the Godmother of the Emerald Star

*The Unofficial Guide to Cruises* Kay Showker,Bob Sehlinger,2007-08-27 From the publishers of *The Unofficial Guide to Walt Disney World A Tourist s Best Friend* Chicago Sun Times Indispensable The New York Times Five Great Features and Benefits offered ONLY by *The Unofficial Guide* More than 100 cruise lines and 500 ships reviewed and ranked for value and quality Complete details on cruise lines ships and itineraries around the world Industry secrets for getting the lowest possible fare plus extras like free vacation days

Everything you need to know to make planning your cruise vacation fun and easy Helpful hints for getting the best cabin without breaking your bank account      **Sell Up and Cruise the Inland Waterways** Bill Cooper,Laurel Cooper,2010-03-09

A wealth of practical information for anyone dreaming of cruising inland waterways      **Cruise Vacations for Mature Travelers** Kerry Smith,2010-04-01 If you re one of the more than five million people who will go on a cruise vacation this year you may be wondering how to choose between the many cruise lines ships and destinations that are available You may be looking for a cruise geared towards adults one where both you and the grandkids can have fun or a cruise on which singles are catered to as much as couples The key to great vacation is knowing what you need in one convenient place Looking for an Alaskan cruise in an intimate Old World style ship or a huge ocean liner that can keep all ages happy during a Caribbean family reunion Cruise Vacations for Mature Travelers helps you the traveler determine what kind of cruise experience fits your personality and then tells you how to find it describing every cruise line and detailing their fleets ship by ship so you can choose the perfect vacation The book also includes tips on budgeting your trip as well as the options for booking through travel agents directly with the company or online It even helps you choose the best time to travel and the most comfortable cabins A cruise vacation is an adventure Make the most of it with Cruise Vacations for Mature Travelers

**Build It! Run It! Sell It?** R.W. "Bill" Crossley,2012-10-26 Build it Run it Sell it is a business book disguised as a humorous novel with a plot that makes for an interesting informative and entertaining read Set in the disparate worlds of sailing aboard luxury yachts and high fashion BIRISI is organized around the framework of the entrepreneurs mantra Build it Run it Sell it into which are woven the imperatives of a successful multi million dollar enterprise and the structuring of a deal that investing angels and green card seekers cant refuse      **Ask Arthur Frommer** Arthur Frommer,2009-03-11 Arthur Frommer is still dispensing practical advice to travelers USA Today Written in Frommer s trademark light and conversational tone Ask Arthur Frommer covers more than 800 topics from packing quandaries to the best airport food options all arranged alphabetically for easy reference Each entry is brief informative and entertaining American Way magazine Packed with practical advice for budget travel Frommer s strong opinions and conversational writing style make the book a fun easy read About com Reading Ask Arthur Frommer is like having dinner and a glass of wine and then coffee and dessert with the world s best travel advisor Jeanne Leblanc Courant com Arthur has a unique perspective on the changes that have take place over the past 50 years This book is packed with everything from airfares and lodging to vacations for nudist and vegans Tripso com Organized by travel topic More than 500 entries Each entry is a short digestible take no longer than a page 250 b w photos Arthur s style is personable and engaged his personality shines through      *Computer-aided Marketing and Selling* Robert Shaw,1991      Cruise Ship Industry United States. Congress. House. Committee on Merchant Marine and Fisheries. Subcommittee on Merchant Marine,1986      *The Business and Management of Ocean Cruises* Michael Vogel,Alexis Papathanassis,Ben Wolber,2012 After decades of solid growth the worldwide ocean cruise sector has become a noticeable

economic factor and a significant employer In the way it combines social technological and natural systems to form its products cruise tourism is an increasingly attractive area of study particularly with regards to the managerial challenges posed by the interaction of these systems This book brings together industry know how managerial experience and academic rigour to cover some of the most important and interesting managerial challenges associated with ocean cruises      **Resorts** Robert Christie Mill,2011-09-21 The 3rd Edition of Resorts Management and Operation is a summary of almost 30 years of thought analysis and research into the field of resort management written from a business viewpoint yet takes into account the unique structure of resorts The text is divided into three sections Each section has a philosophical basis for the inclusion of the subsequent principles and practices The first section covers major types of resorts those that are mountain based beach based and golf tennis based Two chapters are devoted to each of the various resort types The first chapters of each resort type focuses on development issues with the impact on operations noted throughout The second chapter in each resort type deals with guest profiles and management issues The second section highlights what makes managing a resort different from managing a regular hotel The final section features a newly expanded chapter on spas pools and indoor water parks along with individual chapters on specialty resorts cruise ships and casinos reflecting the importance of these types of properties      **Gay and Lesbian Tourism** Jeff Guaracino,2007 Provides a foundation of knowledge on gay and lesbian market segment Packed with case examples and practices of gay tourism initiatives and campaigns this text provides analysis and context that addresses some of the questions in this area      The Unofficial Guide? to Cruises 2002 Kay Showker,Bob Sehlinger,2001-09-29 The Unofficial Guides are the Consumer Reports of travel guides offering candid evaluations of all the vital elements of your vacation all rated and ranked by a team of unbiased inspectors so even the most compulsive planners can be sure they re spending their time and money wisely Each guide addresses the needs of everyone from families to business travelers with handy charts that demonstrate how each place stacks up against the competition Plus all the details are pulled out so they re extremely easy to scan The Unofficial Guide to Cruises looks beyond the glossy cruise line brochures to rate and rank each cruise line and ship so you can find the one that s right for you We give the inside scoop on cabins itineraries service dining entertainment facilities and shore excursions and show you how to get the very best deal when you re ready to book your trip Includes complete coverage of worldwide cruises from the Caribbean and Alaska to Europe and Asia The Top 5 Ways The Unofficial Guide to Cruises Can Help You Have the Perfect Cruise More than 120 cruise lines and 350 ships reviewed and ranked for value and quality plus tips on how to identify the ship that s right for you Industry secrets for getting the lowest possible fare plus extras like free vacation days The inside story on who your fellow passengers will be Proven strategies for making hassle free air connections Tips on making the most of your time and money once you re on board

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