

# FEEL FREE TO MAKE YOUR CUSTOMERS HAPPY.



Feel Free™



## FREE AT SEA

Thanks to Free at Sea your customers get more freedom and flexibility. And as everyone has their own idea of freedom your clients can choose 2 free packages for only €99 on a 7-day cruise or enjoy their cruise at the lowest available fare with our base fare. Find more information about Free at Sea on our Infographic and on our agency website.



## UNRIVALLED DINING EXPERIENCES

Freestyle Dining offers exciting taste experiences in a variety of international dining venues on board. And, as we have no fixed meal times or assigned seats, your customers can eat where and when they wish.



## HUGE VARIETY OF WORLD-CLASS ENTERTAINMENT

We offer your customers an award-winning entertainment programme onboard our ships: Blockbuster Broadway musicals, breath-taking stage, dinner and comedy shows, live music and memorable parties.



## FOR THE YOUNG AND OLD

On board, the perfect vacation awaits families with a varied programme of activities included in the price, generous family staterooms and a lot of fun and entertainment all over the ship.



## UNIQUE LIVING EXPERIENCE

From luxurious suites in the exclusive The Haven by Norwegian® complex, to family staterooms and trendy studios for solo travellers: We'll have the perfect stateroom for each one of your customers. Guaranteed.



## FLEET MODERNISATION

With Norwegian Edge® we are setting new standards for contemporary cruising through extensive refurbishment of the entire fleet, so your customers can enjoy exciting novelties and consistent modern facilities on every cruise.



## WORLDWIDE DESTINATIONS

Cultural highlights in Europe, idyllic Caribbean beaches, Alaskan glaciers, the joy of life in Hawaii, the exotic Asia or the unique animal world of Australia – with us, your customers will discover the world!



## MULTILINGUAL GUEST SERVICES ON BOARD

As our guests come from all over the world, the main language used on board is English. However, in order to assist our international guests, we offer our multilingual guest service in French and Italian on sailings in Europe and select worldwide itineraries. This service is designed to help our valued guests overcome potential language barriers. For more details, visit [www.it.ncl.eu](http://www.it.ncl.eu) respectively [www.ncl.fr](http://www.ncl.fr) or call us. Please see back page for telephone numbers.



## THE WORLD OF NCL 17 SHIPS. 121 COUNTRIES. 323 PORTS OF CALL.



EUROPE'S LEADING CRUISE LINE  
2008 – 2018



WORLD'S LEADING CRUISE LINE  
2016 – 2018

[www.worldtravelawards.com](http://www.worldtravelawards.com)

# INTERESTED IN A TRUSTING COOPERATION?



## ATTRACTIVE COMMISSION MODEL

- **10% commission** on the cruise component, on Air Sea Program, transfers and hotels



## SIMPLE BOOKING PROCESS

- Telephone: see numbers applicable to your country below
- Email: [reservations@ncl.com](mailto:reservations@ncl.com)
- Booking engine **BOOK NORWEGIAN & Amadeus Cruise**



## PARTNERS FIRST FACEBOOK GROUP

- Become part of our Facebook Group and never miss any news, offers and contests! Join our group now:  
**Norwegian Cruise Line Partners First: Central Europe**



## FLEXIBLE GROUP CONDITIONS

- Free option period up to 120 respectively 90 days before departure
- Attractive net and gross rates
- One free guest for every 16 full-paying guests
- No deposit for small groups with up to 8 staterooms



## YOUR ADVANTAGES AND TRAINING OPTIONS

- Your personal agency website
- Webinars
- Ship visits
- Agent Manual with important information
- Marketing- and training materials



## OUR TIPS FOR SUCCESSFUL SALES:

### A UNIQUE PRODUCT

- Throw the calculator overboard because we have the perfect price level for each of your customers: From our **Free at Sea** with 2 individual free packages for only €99 to our lowest available fare. We make your sales pitch easy with our wide range of offers!
- We offer a consistently high-class cruising experience, no matter which ship of the fleet your customers choose. Because through Norwegian Edge®, we invest extensively in the modernisation of the entire fleet.

### HOW WE SUPPORT YOU

- Options can be kept open for up to four days and can even be extended within given guidelines via our "Book Norwegian" booking tool.
- We will help you create advertisements, newsletters, events, B2B2C mailings and many other promotions. Contact us!
- You will find training courses (NCLU), webinars, group booking conditions, PEP rates, daily updated prices and offers, as well as other useful information in our agency area.
- Decorate your travel agency with our Point of Sales materials orderable via our agency area.

FOR MORE INFORMATION , PLEASE VISIT **NCL.EU**, OR OUR AGENCY AREA: **AGENTS.NCL.EU**, OR SEE OUR SALES MANUAL.

## YOUR PERSONAL SALES CONTACT:



JENNIFER PICHL

Business Development  
Manager

Benelux & Germany

+49 173 8869 130

[jpichl@ncl.com](mailto:jpichl@ncl.com)



JESSICA LICHT

Senior Business Development  
Manager

Eastern Europe

+49 611 36 07150

[jllicht@ncl.com](mailto:jllicht@ncl.com)



FRANCESCO PARADISI

Senior Business Development  
Manager

Italy, France, Monaco, Cyprus,  
North Africa & Malta

+39 3394561689

[fparadisi@ncl.com](mailto:fparadisi@ncl.com)



TOM BARAAS

Business Development  
Manager

Norway, Denmark & Iceland

+44 02088349066

[tbaraas@ncl.com](mailto:tbaraas@ncl.com)



VIVECA JERRESTAM

Business Development  
Manager

Sweden & Finland

+46 76 390 50 95

[vjerrestam@ncl.com](mailto:vjerrestam@ncl.com)

### FOR MORE INFORMATION

DENMARK +45 78 77 28 22 | [www.ncl.eu](http://www.ncl.eu)  
FINLAND +358 9 3157 9407 | [www.ncl.eu](http://www.ncl.eu)  
SWEDEN +46 8 403 087 02 | [www.ncl.eu](http://www.ncl.eu)

NORWAY +47 21 95 62 10 | [www.ncl.eu](http://www.ncl.eu)  
FRANCE +33 805 371 622 | [www.ncl.fr](http://www.ncl.fr)  
ITALY +39 010 897 6519 | [www.it.ncl.eu](http://www.it.ncl.eu)

### OTHER EUROPEAN COUNTRIES

PHONE 00800 03 10 21 21 (toll-free from landline network)  
FAX 00800 03 10 21 22 (toll-free from landline network)  
E-MAIL [reservations@ncl.com](mailto:reservations@ncl.com) | [www.ncl.eu](http://www.ncl.eu)

