

FIT VS INCENTIVE GROUP BENEFITS



GROUP BENEFITS	FIT GROUPS	INCENTIVE GROUPS
Examples	SMERF Affinity Speculative	Company sponsored event, meeting, or incentive trip One entity or person paying for all suites
Booking Requirements	Minimum = 12 suites Maximum = 30 Suites Suites booked & confirmed with deposit and all guest names	Minimum = 10 suites Maximum = 30 Suites Suites held for 30 days during contract negotiations Names required 45 days prior to sailing
Terms	Group Agreement secures rate for 90 date. No liability placed on agency or guests. Guest accept Cruise Ticket Contract terms.	Incentive Group Contract holds company or individual liable for all suites contracted with the exception of allowable attrition. Contract Signee accepts Group Contract terms.
Lock-In Rate	Lock-in rate for 90 days from the date the Group Agreement is signed Suites not held until deposited	Contracted suite rates are locked in through to travel
Deposit Requirements	25% deposit per suite	20% deposit on full contract
Payment Schedule	No additional payments on cruise fare required until 120 days prior to embarkation. Pre post hotel, air, transfers and Marquee events must be paid at time of booking.	Initial deposit with Signed Contract 20% Payment # 2 = 20% Payment # 3 = 20% Payment # 4 = 20% Final Payment = 20%
Payment Types Accepted	Credit Card, Wire or ACH	Wire or ACH
Cancellation Policy	Cancel up to 120 days prior to embarkation \$250 administration fee per person. Fee is eligible to be used towards a future booking up to a year from the booking date.	Contract allows for following attrition schedule; applicable for Terrace and Signature suites only. Up to 20% initial allocation - 365+ days prior to the sailing Up to 15% initial allocation - From 364 days to 270 days prior to the sailing 269 days to 180 days prior to the sailing – Up to 10% initial allocation 179 days to 120 days prior to the sailing – Up to 5% initial allocation
Commission	In accordance to agency's Trade Commission Policy earnings tier at time of booking. Commission does not apply to the Tour Conductor earnings.	Incentive groups will be quoted with a built in standard 5% commission. Additional commission can be built into group rate upon request. Commission does not apply to Tour Conductor earnings.
Onboard Group Amenities	\$200 OBC per suite	\$300 OBC per suite One two—hour or two one-hour private cocktail receptions Complimentary two room drops per day Dedicated operations support prior to voyage
Tour Conductors (TC)	1 complimentary Terrace Suite per every 12 suites paid. Maximum of 2 complimentary suites can be earned.	1 complimentary Terrace Suite per every 10 suites paid. Maximum of 2 complimentary suites can be earned.
Name Changes	One complimentary name change. Second name change requires full cancellation & rebooking of suite Subject to \$250 administration fee per person.	Names changes up to 45 days prior to embarkation

