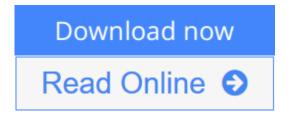


How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-**Selling**" Travel Agent

By Lori Berberian Pelentay



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"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!



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Editorial Review

About the Author

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. She now lives in California with her two children, and tries to take at least two cruises a year. She has met some of her dearest friends onboard ships, and considers herself very fortunate indeed to have been able to cruise the world. She hopes this book opens doors for you so that you, too, can experience the world from the balcony of your very own stateroom!

Users Review

From reader reviews:

Amy Sims:

This How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-Selling" Travel Agent book is just not ordinary book, you have after that it the world is in your hands. The benefit you receive by reading this book is usually information inside this book incredible fresh, you will get data which is getting deeper an individual read a lot of information you will get. That How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-Selling" Travel Agent without we realize teach the one who reading through it become critical in contemplating and analyzing. Don't possibly be worry How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-Selling" Travel Agent can bring if you are and not make your bag space or bookshelves' turn out to be full because you can have it within your lovely laptop even telephone. This How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-Selling" Travel Agent having great arrangement in word as well as layout, so you will not experience uninterested in reading.

Mandy Jackson:

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Danica Johnson:

That guide can make you to feel relax. This book How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-Selling" Travel Agent was colourful and of course has pictures on there. As we know that book How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-Selling" Travel Agent has many kinds or style. Start from kids until teenagers. For example Naruto or Investigator Conan you can read and believe that you are the character on there. So, not at all of book are make you bored, any it can make you feel happy, fun and relax. Try to choose the best book for you personally and try to like reading that.

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