InteleTravel.com 2019-2020

# PREFERRED TRAVEL PARTNERS



# OneALG, Working for YOU

# Your Future with ALG Aligned to Help You Earn

Our mission: to empower you to reach your top earning potential by focusing on growing your business with Apple Leisure Group and continuing to exceed the expectations of your customers. Here's how we can help:

- ✓ The largest Exclusive Nonstop Vacation Flight program in the industry
- ✓ Uncapped, flexible commission
- ✓ Bonus commission opportunities
- ✓ Greater product availability
- ✓ Superior promotions, exclusive offers, and special sales
- ✓ Group travel incentives, added values, tools and support
- ✓ VAX VacationAccess®
- ✓ Customized content for you!



# PREFERRED TRAVEL PARTNERS

MEET INTELETRAVEL.COM'S 2019-2020

This directory will introduce you to the world-recognized travel brands that have partnered with InteleTravel.com to provide you with more support, more marketing tools, more exclusive offers, more top quality travel experiences for your customers, and more commission than any other travel suppliers.

## Your commitment in return

In return, your commitment is to learn what these Partners have to offer, and recommend their products to your family, friends, coworkers, club members and other customers whenever possible. These Partners have been chosen because they represent the "Best of the Best" in entry level, premium and luxury cruise, river cruise, vacations, escorted tours and more. When you recommend and sell the best quality products, that makes you a top quality travel agent and travel resource for your customers.

# Other travel brands and suppliers

There are of course many thousands of other travel brands and suppliers, and other travel categories that may not be represented in this Directory. Some also have a close working relationship with InteleTravel.com, and may be found in the online listing of Preferred Travel Partners in the Agent Only area of www.

InteleTravel.com (log on with your Agent PIN and

password). But you will earn more, have more to offer your customers, and get more support by starting with the important Partners in this Directory.

### How to use this Directory

This book helps you quickly find the best and most profitable travel products to offer when you get a travel request from a customer. For each Partner, a description summarizes the itineraries, destinations and other product highlights. A list of "Important To Know" bullet points gives you additional helpful facts and hints. Special Agent Website addresses take you to free e-tools for selling travel, many customizable with your own contact info, like online newsletters you can forward to clients, e-postcards and brochures. You will also find the latest sales and special offers there, plus agent educational programs, registration for email updates and even online booking tools. Go to those websites and register now. Plan to take the educational courses of the Partners who address your customers or interest you the most. Improve yourself through this education, and establish yourself as an expert and specialist to grow your travel business.

Current commissions are listed too, but always check when booking as commissions may vary by travel components, booking method and more.

APPLE LEISURE GROUP















# **◀** CONTINUED

(All information in this Directory was correct at time of printing, but is subject to errors, omissions and change without notice.)

An important note about contacting Preferred Partner Business Development Managers and Representatives: Contact information is provided for your use, however less experienced Agents must contact CustomerService@InteleTravel. com first, prior to contacting Preferred Partner Account Representatives directly. Answers to many questions and basic booking support are available through InteleTravel.com. Reserve direct contact with Preferred Partner Account Representatives to more advanced issues, like prospective group sales, marketing support, etc.

# So, why sell Preferred Travel Partners?

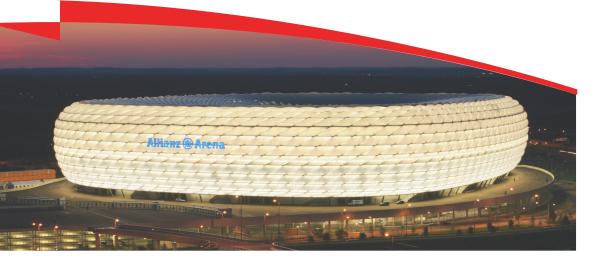
Selling Preferred Partners focuses
InteleTravel's sales on the travel companies
who support your educational and marketing
programs, and pay the highest compensation.
As sales grow with each company, commissions
and other benefits for you grow too. Each
Partner has also been carefully selected for
the quality of their brand and travel experience.
Bottom Line: Sell these Preferred Partners and
you will Learn More! Sell More! Earn More!

Thank you for being a part of the InteleTravel. com family and The Intelligent Travel Revolution!

www.InteleTravel.com

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|  |





## Helping you do what you do best-that's the Allianz Advantage

Earning some of the highest commissions in the industry is easier than ever when you sell Allianz Global Assistance Travel Insurance. You'll be able to build stronger relationships with your clients with our help—including global assistance, award-winning technology, and a dedicated sales team that you can depend on to take your goals to the next level.

Every year, over 40 million customers in the U.S. alone trust Allianz Global Assistance to protect them. Helping people anytime, anywhere is in our DNA. Our hotline assistance team is always available to help customers solve medical and travel-related emergencies—getting them back to their adventure or home safely. With a 97% satisfaction rating, we are constantly updating our offerings to attract more customers and provide the peace of mind they need to make the most of their travel experiences.

Our robust product offerings will give your clients the option to choose the policy that best fits their needs, with benefits that may include kids (17 and under) free if travelling with parent or grandparent, trip cancellation protection, emergency medical benefits, and 24-hour emergency assistance. Our core product suite also includes Smart Benefits , which can proactively pay your clients and simplify the claims process with no receipts required.

Terms, conditions, and exclusions apply. Plan(s) underwritten by BCS Insurance Company or Jefferson Insurance Company. AGA Service Company is the licensed producer and administrator of these plans.

# Important To Know:

- Kids 17 and under free when travelling with a partner or grandparent
- Smart Benefits for proactive claim payments
- AgentMax selling platformwww.agentmaxonline.com
- Customizable marketing materials
- Award winning assistance team
- ❖ Assistance available 24/7/365
- Customized Web-Ex training opportunities



# Special Booking Instructions:

Visit www.agentmaxonline.com to create an account and begin booking travel insurance. Once on the website, click "Create New Account". On the next page, enter your Email address and F202902 in the ACCAM field, click "Verify" to see your agency name, then click "Next". You will then receive an Email with a blue "Verify" button that you can click to complete your setup procwess.

Agents must register each booking in their back office.

### Contact

Consumers: www.agentmaxonline.com/consumer Agents: www.agentmaxonline.com & www.travelagentacademy.com Support: agentservices@allianzassistance.com

Reservations: **855.524.3687**Reservation Hours: **24/7/365** 

# Suzanne Lustig,

Director of National Accounts 888-433-2779 Suzanne.Lustiq@allianz.com



# 2

# **AMAWaterways**



Since 2002, AmaWaterways has offered unforgettable river cruises aboard award-winning ships sailing legendary rivers to the heart of Europe, Southeast Asia and Africa.

Family-owned and operated, we pride our Wselves on our passion for river cruising, strong partnerships with our dedicated travel agent partners, the unparalleled service of our staff and crew, our exquisite La Chaîne des Rôtisseurs dining, and our innovations, which range from staterooms with unique "twin balconies" to included shore excursions featuring active biking and hiking options. Our most recent innovation, the extraordinary AmaMagna, debuts on the Danube River in May 2019 with over 50% suite accommodations, four unique dining venues, an Exclusive Concierge Golf Program and groundbreaking Water Sports Platform, among several other innovations.

With the highest-rated ships in Europe according to the third edition of Berlitz: River Cruising in Europe & the USA, AmaWaterways has received countless honors and accolades including Town & Country River Cruise Awards as "Best Overall," "Best for Food," "Best for Onboard Activities" and "Best for On-Shore Activities," as well as 2017 AFAR and Recommend magazine Reader's Choice Awards for "Best River Cruise Line."

# Important To Know:

- 2019 Europe Save up to \$1,500 per stateroom on select cruises
- 2020 Early Booking Rewards
- 2018 Voted The Highest Rated Ships in Europe, Berlitz Guide to River Cruising in Europe
- The extraordinary AmaMagna, debuting on her maiden river cruise in May 2019. An evolution of AmaWaterways' award-winning European river fleet
- Sip & Sail Cocktail Hour with complimentary wine, beer, spirits and soft drinks
- The Chef's Table specialty restaurant
- Regionally inspired cuisine made with locally sourced ingredients
- Entertainment-On-Demand in all staterooms featuring free high-speed internet access, movies, a music library and English language TV stations

### Commission

**Europe:** 18% on the cruise portion; 12% on the land

portion

Mekong: 18% on cruise portion and 12% on land

portion (excluding Intra Asia Air)

**Africa:** 15% on the entire cruise tour amount

(excluding Intra Africa air)

Air: 5% (on total Air Package inclusive of taxes and

surcharges)

Additional Hotel Nights, Custom Arrangements and

Travel Protection Plans: 10%

Golf Package and Vow Renewal Program on

AmaMagna: 10%

# Contact

Consumers: www.amawaterways.com
Agents: www.amawaterways.com/agent-home
Support: info@amawaterways.com
Reservations: 1-800-626-0126
Reservation Hours:

Monday - Friday 6:00 a.m. - 6:00 p.m. PST Saturday 7:00 a.m. - 1:00 p.m. PST

## Elizabeth Yanes

Manager, National Accounts zabeth@amawaterways.com



# Special Booking Instructions:

Advisors must identify themselves as InteleTravel Advisors. Advisors must mention all promo codes.



# Apple Vacations & Funjet Vacations



# **Apple Vacations**

Apple Vacations is known as the nation's largest and most respected vacation company vacation company for the past 50 years and is also one of the largest providers of Exclusive Nonstop Vacation Flights! Travelers can enjoy a robust product line, including popular vacation destinations throughout Mexico, the Caribbean, Hawaii, and Central Americal Each all-inclusive vacation package features airport/hotel transfers, Exclusive Nonstop Vacation Flights, a friendly face in a faraway place, best price guarantee with the purchase of AV-OK insurance, and knowledgeable vacation experts - ready to assist in planning the vacation of a lifetime!

### **Funjet Vacations**

Funjet Vacations has been fulfilling vacation dreams for 45 years and counting. At Funjet, we are committed to creating vacations that far exceed the expectations of every customer and providing the best end-to-end service every step of the way. Our customers' collection of experiences and memories define us, and it is our desire to provide you with opportunities to truly do something you'll never forget.

# Important To Know:

# Apple Vacations

- \* #1 Worldwide to Mexico and Dominican Republic
- Our Exclusive Vacation Flights are frequently among the few-or only-non-stop options to your destination.
- Whether you book an air-inclusive or hotel only vacation package, Apple Vacations includes round-trip transfers between the destination airport and hotel.

## **Funjet Vacations**

- Funjet Vacations is a family-owned business that has been fulfilling vacation dreams for over 40 years and counting. At Funjet, we are committed to creating vacations that far exceed the expectations of every customer and providing the best end-to-end service every step of the way. Our customers' collection of experiences and memories define us, and it is our desire to provide you with opportunities to truly do something you'll never forget.
- We'll match a lower price-If you find a lower price on an identical vacation package from one of our competitors, we'll match it.
- We've got your back- Funjet's All-in-One Travel Protection will cover you in the case of those unforeseen circumstances that could rain on your client's vacation parade. (Literally—we even offer hurricane benefits.)
- Non-stop flights to fun- Yep, we have flights on more that 70+ airlines - including the non-stop flights on all major carriers from all the major gateways.

### Contact

# Apple Vacations

Consumers: www.AppleVacations.com Agents: apv.www.VaxVacationAccess.com Reservations: 1.800.517.2000

# **Funjet Vacations**

Consumers: www.Funjet.com
Agents: ifj.www.VaxVacationAccess.com

Reservations: 1.800.558.3060

# Tyler Seidel

Business Development Manager 610.360.3461 tyler.seidel@travimp.com



# Commission:

Up to 15% on International packages, up to 13% on Domestic packages, and up to 5% on air.

# Special Booking Instructions

Use www.vaxvacationaccess.com when booking, look for contracted hotels to earn the highest commissions. Hotels will show contracted hotel policies in the description to differentiate.



# **Avanti Destinations**



# **Unparalleled Travel Experiences**

Avanti Destinations has been specializing in unparalleled travel experiences since 1981. They provide exceptional value with limitless possibilities. The mission at Avanti is to bring authentic, quality international travel that is personally selected. Avanti is the leader for independent travel to Europe, Central & South America, and Asia offering a wide range of modular FIT packages, including air, rail, cars, hotel, sightseeing, transfers and other experiential travel options. We specialize in providing hand-picked, locally owned hotels in large and small cities, as well as hard-to-findoptions for experienced travelers at the best values.

- Handpicked, boutique-style hotels with character and style (in all the major cities and many smaller towns)
- Specialty programs such as villas, chateaux, manor houses, B&B's, castles, self-guided walking and biking, wine tasting, cooking programs, cultural and historic tours and events
- Flexible Land and Car packages for self-guided driving tours
- Rail inclusive travel throughout Europe, South America & Asia
- Specialty options like dinner with a family in their home, cooking classes, as well as all the typical highlights and must-sees

# Important To Know:

- Book pre- and post-cruise packages with one or more hotel nights, private transfers to and from piers and airports, along with sightseeing components
- Recommended Vacations are multi-night pre-planned independent travel itineraries packed with highlights and "must sees" of a region and include transfers, hand-selected hotels and tours, either land only or combined with special airfares, which you can customize to better meet your clients' needs
- Private services available through-out: All itineraries will include airport meet & greet and their guide with be with them everyday within that destination
- Now accepting large group bookings for 15 or more passengers. Contact the Groups Department for quotes.
- Team of expert Travel Consultants to help craft the perfect itinerary for individuals or customized groups
- Optional air deposit allows tickets to be issued protecting clients from schedule changes and price fluctuations

Agents: www.AvantiDestinations.com

### Contact

Reservations: 1.800.422.5053

Requests@AvantiDestinations.com

Groups: groups@avantidestinations.com

iGroups Site: www.avantidestinations.com/groups

## Dawn De Arrastia

772.584.4928 DDearrastia@AvantiDestinations.com





# Commission:

15% Land, Car; 5% Tour Contract Air, TripMate Travel Protection; Up to 5% European Rail

# Reservation Hours:

Monday - Friday: 6:30 am - 5:30 pm PST Groups Department" Reservation Hours: Monday - Friday: 7:30 am - 5:00 pm PST



# **Azamara Club Cruises**



Northern and Western Europe. The Mediterranean. Asia. Australia/New Zealand. The West Indies. 184 ports in 63 countries.

When your clients sail with Azamara Club Cruises®, we want them to enjoy immersive cultural experiences with longer stays, more overnights and opportunities for onshore nightlife. We also aim to create a gracious, hospitable onboard environment where quests aren't constantly asked to pay more.

# longer STAYS. more OVERNIGHTS. night TOURING.

- ❖ Destination Immersion<sup>SM</sup>— where nearly 50% of all Azamara port visits feature late night (8:00 PM or later) or overnight stays
- ❖ AzAmazing Evenings<sup>SM</sup> complimentary events exclusive to Azamara guests, so they can experience the advantages of longer stays and more overnights in port
- Night touring allowing your clients to truly immerse themselves in the culture and nightlife of all the places

# Important To Know:

- \* Azamara Club Cruises is a Destination Immersive product that features Longer Stays, More Overnights and Night Touring.
- In 2017, Azamara Club Cruises will visit 203 ports, 68 countries and 5 continents.
- More than half of all port visits include a late night or overnight stay.
- ❖ We have smaller, intimate and club-like ships that are highly rated.
- Both ships were recently refurbished in 2016.
- Discover the tools you need to successfully sell Azamara Club Cruises® at

www.CruisingPower.com



# Commission:

# Supplier Registration

www.CruisingPower.com Registration approved by InteleTravel.

Contact

Consumers: www.AzamaraClubCruises.com Agents: www.CruisingPower.com Reservations: 1.877.222.2526

## Lionel Garcia

Sr. Business Development Manager 305.928.7876 LionelGSupport@AzamaraClubCruises.com



# 6

# **Bedsonline**



Bedsonline is a leading booking engine for travel professionals only. Our company is dedicated to you and we do not sell directly to consumers.

With over 40 years of experience in the travel trade, we are your 360° travel partner, providing you with a huge range of travel products. Our range of destinations is extensive-including Europe, North America, North America, Asia, the Middle East, South America and the South Pacific. An in-depth product folio which includes over 177k properties globally in over 185 countries ranging from chain hotels, boutique accommodations, condos, villas, vacational rentals and apartments. In addition, Bedsonline offers 24k activites and 18K transfer routes to enhance customer experience in destination.

Our commitment to agents is evident in generous commission payouts which includes taxes and fees and does not require a minimum payment. As active members of ASTA and USTOA, we are regarded among the most respected tour operators in North America.

Bedsonline product selection and competitive pricing combined with our strong sales team has us confident in being your FIT provider of choice.

# Important To Know:

- Global operator for properties in 185 countries.
- \* Book private tours and private transfers easily
- Create multi-city packages conveniently on web.
- Search same day availability for last minute travel.
- On the road support 24/7/365



# Commission:

15% on all accommodation types14% on all activities and transfers.

# Special Booking Instructions:

Bedsonline utilizes a shopping cart feature which guarantees items in the cart for 30 minutes and must be booked within that time frame.

# Contact

Consumers: www.bedsonline.com
Support Phone Number: 833.422.3537
Support Email: support.americas@bedsonline.com
Reservation Hours:

Mon. - Fri. 9am - 9pm EST Sat. 9am - 5pm EST

## Hazel Sosbe

Partner Regional representative for InteleTravel hsobe@bedsonline.com



# Carnival Cruise Line



# We at Carnival believe fun is a choice.

Fun isn't a nice to have. It's a necessity. Fun breaks down barriers, opens up possibilities. That means racing down a giant water slide. Or lip syncing your heart out. Or simply taking a moment to let out a deep "ahhhhh" over a perfect ocean view. When your clients opt for fun it comes gratis with joy and elation and self-discovery and if they're real lucky, memories for a couple of lifetimes.

Onboard your clients will enjoy award-winning service, delicious dining, one-of-a kind onboard activities, spectacular entertainment, and so much more, all coupled with exotic 3 to 16 day itineraries to amazing destinations like The Bahamas, Caribbean, Mexican Riviera, Alaska, Hawaii, Canada, New England, Bermuda, Europe, Cuba, Australia, New Zealand and the Pacific Islands.

Every one of our 26 ships, soon to be 28 with Carnival Panorama sailing in 2019 from Long beach and *Mardi Gras*, features its own unique twist on Carnival-style fun. Plus with more U.S. departures than any other cruise line most our ships are within a 5 hour drive away, which means you're certain to find the right ship to match your client.

For over 45 years and 80 million guests, our mission has been to make fun, memorable vacations accessible to all. Each time your clients sails with us, we make sure to create an environment where your clients can be the truest and most fun versions of themselves.

So, whether you're helping your clients book the perfect family trip, planning a major event such as a wedding, conference or simply helping them getaway for a relaxing weekend, we're 100% certain they're going to have a great time- guaranteed! Carnival. Choose Fun.

## Important To Know:

- ❖ Serenity Adult-Only Retreat™ designed with all the necessary features to create the perfect tranquil "getaway within your getaway."
- Specialty eateries serving up delicious barbecue, burgers, hot dogs, pizza, pasta, seafood, sushi, salads, stir-frys, tacos, burritos, deli and more
- Spectacular production shows and entertainment; Live music; IMAX Theater; plus The Punchliner Comedy Club which is laugh out loud funny
- Best burgers at sea at Guy's Burger Joint; Mouthwatering premium cuts of beef and seafood at the Steakhouse; Unlimited pizza, salad and ice cream 24/7
- Seuss at Sea™ Exclusive to Carnival, featuring Seuss-a-palooza™ Parade, Seuss-a-palooza™ Story Time and Dr. Seuss Bookville™.
- Family-friendly Staterooms that comfortably accommodate up to five people; roomier inside staterooms; personalized, 24-hour room service
- SportSquare puts the fun in fitness with SkyRide®, our exclusive bike ride in the sky and SkyCourse, the ropes course challenge – 150 feet above sea level! Plus get cool at Carnival Waterworks™ onboard water park
- Leave the ground behind for a while and experience Sky Zone on Carnival Panorama or take a ride aboard the Mardi Gras and meet BOLT™: the fastest — and first! — rollercoaster at sea.

## Contact

Consumers: www.Carnival.com
Agents: www.goCCL.com
Reservations: 1.800.327.9501

Support Contact Sheet: www.goccl.com/-/media/ Project/GOCCL/Pages/Support/emails.pdf

Exclusive Groups Desk: **1.800.327.5782**Mon- Fri 9am – 9pm ET, Sat 10am - 6:30pm ET

## Aliette Penton

Business Development Manager Apenton@Carnival.com



# Commission:

16%

# Supplier Registration

www.goCCL.com

 $\label{lem:filling} \textit{Fill In \& Submit Form. Registration approved by InteleTravel.}$ 



# Celebrity Cruises



# **Celebrity Edge**<sup>SM</sup> A Revolutionary New Ship Poised To Shatter All Expectations.

# A SHIP DESIGNED TO LEAVE THE FUTURE BEHIND.

Celebrity's visionary design raises the bar on cruise vacations to even greater heights. Our team of world-class designers, that are new to the cruise ship design and chosen because we wanted to ensure every aspect of Edge would be a departure from traditional thinking about cruising. Our outstanding collection of designers includes the mastery of Kelly Hoppen, Tom Wright of WKK; and adding to the design team our newly appointed Design Ambassador, award-winning interior designer Nate Berkus.

One of the biggest influences on the design of Edge was our desire to make the destination experience even more immersive-starting right on-board. Celebrity Edge has a unique outward facing design that breaks from traditional ship design. On Celebrity Edge, you will feel more connected with the sea and the exciting places you'll visit in a variety of spaced ranging from our Edge Staterooms, featuring Infinite Verandas (Service Mark) to our reimagined, terraced pool deck that offers even greater views of the destinations and every glorious shimmer of ocean in-between.

When it came to naming this visionary new vessel, we looked no further than the very thing that makes this ship so unique — the fact that during two years of exploration and excitement every single design element has been taken to the leading edge of possibility.

Where will we go with Edge first, was an early question. Answered by the corner of the world so often referred to as "paradise" — The Caribbean Islands. Celebrity Edge, the revolutionary new wave of modern luxury vacationing beings island hopping through the Caribbean in December 2018.

## Important To Know:

- Unveiling "The Celebrity Revolution" started with the reveal of Celebrity Edge, and it continues across all ships, with even more to come.
- "Celebrity Cruises has always been recognized as an innovative, trend-setting brand, and the Celebrity Revolution is just another instance in which we keep raising the bar in modern luxury travel.
- This is the largest investment the brand has ever made to modernize our fleet, and it's all for our guests." Lisa Lutoff-Perlo, President & CEO, Celebrity Cruises.onboard (accommodates six guests).
- A complete \$400 million modernization of the entire Celebrity Cruises fleet is underway in January 2019, continuing for the next five years.
- Our new modern luxury design will benchmark design and onboard experience in the cruise industry.
- New bedding and bath program including Cashmere Bedding Collection, innovative and optimized stateroom storage, exclusive Retreat Sundeck for suite guests, revitalized Retreat Lounge for suite guests, a fresh, new Oceanview Café, and re-imagined meeting spaces.

### Contact

Consumers: www.CelebrityCruises.com
Agents: www.CruisingPower.com
Reservations: 1.800.437.3111

### Barbara Julian

Regional Sales Manager 954.554.0777 BJulian@Celebrity.com



# Commission:

16%

# Special Booking Instructions

TheCelebrityCommitment.com for all things Celebrity

# Supplier Registration

www.CruisingPower.com

Registration approved by InteleTravel.



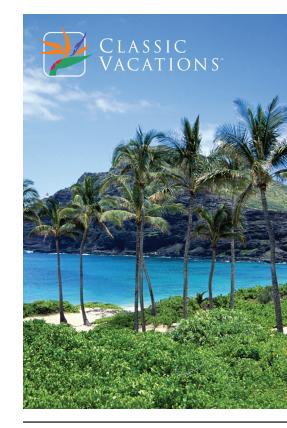
# **Classic Vacations**



A premier provider of vacations for discerning travelers for over 40 years, Classic Vacations offers a full line of services across the world. From luxury accommodations (including suites, villas and residences) first class and private jet options, and unique tours and activities to once-in-a-lifetime private yacht charters, cruise and train journeys, we have something for everyone. Whether it's Hawaii, Caribbean, Mexico, Europe, Tahiti, Fiji, Australia, New Zealand, Canada, Costa Rica, Maldives, Seychelles, Dubai, Abu Dhabi, Asia or our newest destination USA, travel agents have always relied on Classic to help create exceptional experiences for their clients every time.

## Important To Know:

- \* "Best In Class" with Global Hotel Partnership
- Specialty Products (Villas, Jets, Yachts, River Cruises, select cruises in Hawaii, Fiji and Tahiti)
- Classic Concierge (Rail in Europe, Interisland ferries in Greece, spa appointments, tee times)
- Dedicated Groups Department with Online Group Access
- Royalty Rewards Program for agents
- Technology to produce custom itineraries and proposals
- Classic Preferred Tours as well as Viator
- Classic Preferred as well as Travel Scape Hotel Inventory



# Commission:

14%\* Exceptions are Noted

# Reservation Hours

9:00am-9:00pm M-F EST, 9:00-3:00EST Sat.

# Special Booking Instructions:

Classic has a great OBE for pricing and transactional bookings but for detailed bookings please call our Res Team at 800 221-3949



# Contact

Consumers: www.ClassicVacations.com
Agent: www.ClassicAssist.com
Reservations: 800 221-3949

# Jeffrey Verlotta

954 467-8375 jverlotta@classicvacations.com

# 10 Club Med



# Water you waiting for?

Let it go, forget your worries and be in the moment. Savor each and every moment. Don't think about time and what comes next. Stop to feel and dream... Recharge and reconnect. Since 1950, Club Med's "reason for being" has been to help you return from vacation relaxed and feeling great. It's an oasis from your hectic day-to-day lives – an escape that brings our loved ones together. Today, more than ever, Club Med is "the antidote for civilization".

Today, Club Med is located in more than 65 wonderful destinations, steps away from wonders of the world, rain forests, majestic alpine mountains, pristine island beaches. And each of our resorts around the world blend seamlessly with their environment, and draw inspiration from local culture and nature. Club Med's All-Inclusive recipe includes: A wide variety of accommodations, even ultra luxury villas and chalets; A Foodie's Paradise, inspired by local flavors and designed by French trained chefs; an abundance of sports and activities, all with top of the line equipment and expert instructors; live nightly entertainment and fully engaging child care services to thrill your young minds with Club Med Signature Experiences, such as Circus School and Flying Trapeze!

Club Med offers even more for your groups! We specialize in hosting families, corporate groups, sport enthusiasts, weddings or whatever the passion. The more you book, the more perks your group will receive - such as additional discounts, upgrades, exclusive events and so much more! Customize our exceptional activities and events to fit your group needs for an even more memorable experience.

## Important To Know:

- Club Med is so much more than a vacation, it's a way of life. Freedom, empowerment, multiculturalism, Kindness. Here, you become a better, happier version of you.
- With over 40 sunny destinations and over 20 ski destinations, and growing, Club Med is the leader in all-inclusive vacations.
- ❖ A Club Med vacation is great for couples, friends, families, large groups, and sports enthusiasts.
- Club Med's 20+ ski properties are the only all-inclusive of it's kind: including lift tickets and lessons, in the some most famous ski domains in the world!
- Club Med also boasts the only all-inclusive premium family resort in the United States! Sandpiper Bay is located in Port St. Lucie, Florida, and is home to the finest in professional coaching in tennis, golf and beach volleyball!
- Let Club Med help you tailor your groups needs. With additional discounts and amenities, and large state of the art conference centers, Club Med is a crowd pleaser!
- With more than 60 sports activities, from the most traditional to the most innovative, enjoy the best equipment, training courses, open lessons, and professional coaching.
- Each resort is unique, and every vacation is unforgettable.

## Contact

Consumers: www.ClubMed.us
Agents: www.ClubMedTA.com

Reservations: 1.800.Club Med or 1.800.258.2633

## Chris Greco

Business Development Manager 718-844-4046 Chris.Greco@ClubMed.com



# Commission:

15%

# Special Booking Instructions:

See www.ClubMedTA.com for All Travel Agent Tools, including: access to our online booking engine, easyclubmed.com; order brochures; site inspection requests, etc. For groups, go to www.clubmedgroups. com or call 1-866-9 GROUPS(1-866-947-6877).

# Supplier Registration

Refer to Agent Dashboard in your back office. Do not alter any account information.







# **Italy's Finest**

Costa Cruise is the world's ambassador of Italy's finest. The brand operates a fleet of 15 contemporary ships and represents the best of Italy by offering beautiful Italian art, unique interior decorations with superb Italian mosaics and precious Murano chandeliers, fine Italian wines, excellent Mediterranean food selections and innovative itineraries that combine the excitement of new destinations with pampering onboard service and ambiance.

Costa's ships are deployed in the Mediterranean Sea, Northern Europe, Caribbean, South America, Arabian Gulf, Indian Ocean and Far East. The fleet will expand in 2019 with the arrival of the Costa Venecia in April and the Costa Smeralda in October 2019. Both ships will be powered by liquefied natural gas (LNG), the world's cleanest burning fossil fuel.

## Important To Know:

- The Costa Experience: A vacation that embodies a uniquely Italian passion for life that makes Costa different from any other cruise line.
- Porthole Readers' Award Best Med itineraries 17 years in a row.
- Costa offers more 7-night, year round, Med cruises than any other cruise line.
- Five Star Michelin Chef inspired menus derived from the most popular gastronomic regions of Italy.
- All latest promotions and marketing material are available at www.costaextra.com.
- New Pricing Module includes free beverage packages, discount on shore excursions and value budget pricing.
- Our small guests will experience a cruise filled with joy, fantasy and smiles with Peppa Pig and the thrill of being Princess and Captain for the
- Enjoy unsurpassed quality products such as fresh made Mazzarella Goccialatte produce on board, Gelateria Amarillo with gelatos, Nutella crepes and 18 ice cream flavors; and Pizzeria Pummid'oro to name a few.

# Contact

Consumers: www.costacruises.com Agents: www.costaclick.com Reservations: 1.800.462.6782 costasales@us.costa.it 9:00am - 6:00pm Monday-Friday EST

# Carolyn Corrigan

Business Development Manager Florida & Caribbean 954, 249,8605 corrigan@us.costa.it



# Commission:

12%

# Supplier Registration

Contact CustomerService@InteleTravel.com







# **The Crystal Difference**

The "Crystal Difference"— and "Crystal Experience"— has been earning Crystal Cruises" countless awards for over two decades for offering travelers a new class of luxury and prestige. Crystal continues to distinguish themselves by having one simple goal: to provide its guests with the finest travel experience available in the luxury service business, not just the luxury cruise industry. Crystal Cruises has redefined the luxury vacation and has become the benchmark from which guests and travel professionals now measure all other cruise lines.

# Luxury Expansions & Beyond

Crystal Cruises' first award-winning luxury vessel, Crystal Harmony® embarked in 1990, with sister ships Crystal Symphony® and Crystal Serenity® joining the fleet in 1995 and 2003, respectively. Since Crystal Harmony's retirement in 2005, the line has continued its innovative momentum. In 2016, Crystal will be the first large luxury cruise line to navigate the elusive Northwest Passage, while in 2018, the cruise line will expand its coveted World Cruise portfolio with four separate global itineraries. As the World's Most Luxurious Travel and Lifestyle portfolio continues to expand into the River cruise markets, Crystal will welcome six newly built additional river yachts to its luxury fleet over the next three years. The sleek vessels will cruise rivers in France, Eastern Europe and the surrounding regions.

# Important To Know:

- Voted "Worlds' Best" Luxury Cruise Line more than any other Cruise Line.
- 6-Star Luxury noted for: Space, Service, Quality & Choices.
- ❖ Over \$100 Million in refurbishments since 2010
- Now "All-inclusive": Complimentary Gratuities,
   & all Alcoholic/Non-Alcoholic Beverages
- Largest in Luxury Market affords endless choices of Activities, Dining & Entertainment
- Wide range of voyage lengths: 7, 9, 11, or 12 days and World Cruise/or Segments
- Three classes of Luxury Cruising: Ocean, River & Yacht



Commission:

7%

Supplier Registration

Contact CustomerService@InteleTravel.com

## Contact

Consumers: www.CrystalCruises.com
Agents: www.CrystalCruises.com
(and select "Partner Resource Center")
Plan & Book Your Clients Experience: 1.888.722.0021

# Jason Douglas

Senior Business Development Manager JDouglas@CrystalCruises.com



# **B** Delta Vacations



Delta Vacations, the official vacation provider of Delta Air Lines, offers convenient one-stop shopping for custom-designed vacation packages that bundle Delta flights with stays at thousands of hotels and resorts in more than 300 of the world's top leisure destinations. They also offer rental cars and hundreds of exciting activities, tours and excursions that can be added to vacation packages.

# There are many ways to book a vacation, but only Delta Vacations gives you:

- The opportunity to custom-create vacations, inspired by hundreds of destinations, thousands of accommodations and endless activities
- ❖ A Vacation Price Pledge the best price when you bundle, book and save.
- **EARN BONUS MILES** Delta Vacations is the only U.S. vacation provider to offer up to 7,500 bonus miles per person, through the SkyMiles® program. (Terms apply).
- A U.S.-based Customer Engagement Center, delivering the highest level of support, service and expertise from planning to booking to breathtaking vacations.
- Getaways for every occasion destination weddings and honeymoons, luxury packages, flexible group travel for friends and family and more
- Travel Protection Plans to ensure that your clients vacation investment is protected
- Traditional Groups

Delta Vacations gives you the benefits and flexibility for your clients to truly own their vacation experience with packages inspired by hundreds of destinations, thousands of accommodations and endless activities.

# Important To Know:

- EASY WAYS TO PLAN & PAY Hold your reservation for 72 hours, reserve your package with a deposit and pay the rest later.
- BEST PRICE GUARANTEED Relax and book your dream getaway with ease, knowing you're getting the best price with our Vacation Price Pledge.
- VACATION YOUR WAY Enjoy savings when you package your flights, hotels, car rentals and more to any of our 300+ destinations worldwide.
- POPULAR VACATION DESTINATIONS
  Caribbean, Mexico Hawaii U.S. & Canada
  Europe Central & South America Asia-Pacific
  Africa & The Middle East
- All cabins available to book including Delta One, First/Business and Coach
- Delta Vacations is wholly owned by Delta Air Lines.
- Best Tour Operator Overall and Best Tour Operator Domestic for DLV

Delta Vacations has earned numerous awards including Travel Weekly's prestigious Readers' Choice Award

# Contact

Consumers: www.Delta.com/Vacations
Agents: www.WorldAgentDirect.com
Reservations: 1.877.658.5035
Agent Support: 1-888-606-9899

Ski Support: **1-800-754-8599** Dive Support: **1-800-240-3686** 

## Sophia O'Brien

404.376.3715

sobrien@deltavacations.com



# Commission:

15% Land, 8% WDW and WDL, 10% LAS/SKI/Dive, 5% Int'l & HI Air, 3% Domestic Air except Hawaii is 5%

# Special Booking Instructions:

No commission reduction if you book with a reservations agent vs online.

### Supplier Registration

Contact CustomerService@InteleTravel.com



# 4 Disney Cruise Line



If you've never sailed with *Disney Cruise Line*, you'll find that a Disney cruise offers a vacation experience unlike any other. Discover what sets *Disney Cruise Line* apart during a one-of-a-kind voyage that includes the world-class hospitality, legendary service and attention to detail that Disney is famous for - it's magic only Disney could provide.

Disney Cruise Line has selected the most stunning destinations - in the most exciting regions around the world - for cruises you and your family will not soon forget. Enjoy the service and expertise of the dedicated crew as they guide you in your exploration of international ports of call, from the Caribbean to Alaska to Europe and beyond. Discover, in detail, the world of delights waiting for you. Best of all, every night, your family gets to return "home" to the comfort and magic of your Disney cruise ship—where plenty of enchantment awaits.

## Important To Know:

- Enchanting Entertainment: Delight in Broadwaycaliber musicals, lively deck parties and fireworks at sea (fireworks on most cruises).
- Spacious Staterooms: Designed for Families: extra space and storage, sitting area, and split bath to allow more people to get ready at the same time.
- Disney

  Private Island Castaway Cay: Relax in paradise with beach chairs, umbrellas, waterslides and a buffet lunch (on most Bahamian and Caribbean cruises).
- Variety of Dining Options: Enjoy upscale restaurants, buffets, poolside snacks and 24-hour room service.
- Imaginative Youth Clubs: Play in themed clubs for every age, staffed by specially trained Disney counselors.
- Pools & Recreation: Splash it up in freshwater pools and waterslides at sea.

# Commission:

15% on new bookings, 10% for transferred or onboard bookings

# Supplier Registration

www.DisneyTravelAgents.com
Fill In & Submit Form Using CLIA#.
Registration approved by InteleTravel.

Ships © Registry: The Bahamas. As to Disney artwork, logos, and properties: Disney



### Contact

Consumers: www.DisneyCruise.com
Agents: www.DisneyTravelAgents.com
Reservations: 1.800.511.1333

## Josh Fernandez

District Sales Manager (DSM) josh.m.fernandez@disney.com

# **Educational Travel Services (ETS)**



# ETS is the worldwide leader in Faith Based Travel, bringing more people to the Holy Land than any other company.

Allowing pastors and their congregations to experience life changing journeys of faith has been our passion for over 43 years.

ETS also offers All-Inclusive Cruise packages, visiting the Lands of the Bible, following the Journeys of the Apostle Paul, and enjoying Christian fellowship, to cruises worldwide. Women's Retreats, Marriage Retreats and Missions Cruises are also very popular in the Christian Market.

ETS is recognized as the top producer of Faith Based Cruises by Royal Caribbean, Celebrity Cruises, Azamara Club Cruises and AmaWaterways Cruise Lines.

Other products include Church Heritage tours to Ireland, England, Italy and more; walking in the footsteps of Nelson Mandela in South Africa and making stops in churches and ministries while circumnavigating Cuba.

## Important To Know:

- Faith Based Travel is a Group Niche. The key to a successful group is a Faith-Based Leader.
- If you go to Church and know your pastor or priest; You have a lead!
- \* Ask your potential leader if they have ever been to the Holy Land.
- Get your free Faith Based Travel Sales Kit - www.etsagents.com/saleskit.
- Offer the group leader the first TC if they can get 10 people to travel (the 2nd with 20 people).
- All packages include 15% commission you make an average of \$15,000 on a group!!!



15% Commission, 1 to 10 TC Credit

### Supplier Registration

www.ETSAgents.com - Fill In & Submit Form Using ARC #.



### Contact

www.etsagents.com 1.800.929.4387 x2

## Elissa Garibaldi

800-929-4387 x408 ehovet@travelwithus.com

# **16** Fare Buzz



Fare Buzz, is a leading Airline Supplier serving the travel industry since 1994. With over 80 airline contracts we can offer substantial discounted Airfares, Hotel rates and Car Rentals.

Our specialties are Business and First-Class fares to destinations anywhere in the world. Our clients are assigned a Dedicated agent for International airfares to ensure they receive our best deals. Domestic fares can be booked online with our most user-friendly booking engine. Our clients continue to prosper due to our excellent commissions, bonuses, incentives and loyalty program. All clients are assisted by our fully trained customer support team to ensure your concerns are immediately addressed. Our goals are to always provide the highest standards of service. If you will allow us the opportunity to serve you I am positive you will be pleased with the results. If you are interested in learning more about Fare Buzz, please contact either Dina at Dina@Farebuzz.com or at Don@Farebuzz.com. Please contact us to discuss your travel needs and allow us the opportunity to offer a solution. We look forward to hearing from you in hopes we can form a lasting relationship.

## Important To Know:

- Exclusive rates for Business & First-class fares on most major airlines
- Last minute bookings
- Most user-friendly Booking Engine
- Commissions paid weekly
- Customer Support 7 days a week
- Cash bonus for International fares.
- ❖ Able to add a markup on all products
- Price Meet or Beat Policy



# Commission:

The amount of commissions depends on how much you want to add to the base price. When you log in and make a booking there will be a box that says, "add your commissions". That is where you can markup the fare.

## Special Booking Instructions:

For Domestic fares, log into our system and book, Agents must add a markup to receive a commission. For all International fares, send an email to Dina@ Farebuzz.com, providing all the details and Dina will reply with a quote.

# Contact

## Consumers: www.Farebuzz.com

Agents: Your agents must log into our system by entering their Username and Password at

## www.Farebuzz.com

Travel Agent Reservations: 888-808-4123

# Reservations

4:00AM to 12:00am

## Dina Kolarevic

Senior Account Manager 888-808-4123 ext 14126 Dina@Farebuzz.com



# **Globus Family Of Brands**

Globus, Cosmos, Monograms, and Avalon Waterways



# **Globus Family Of Brands**

Celebrating 90 years in 2018 the Globus Family of Brands has been providing a variety of vacations that address the needs of today's diverse traveler with unparalleled vacation experiences full of discovery and insight.

We offer hundreds of unique itineraries all over Europe, North America, Cuba, South & Central America, Africa, Asia, Australia & New Zealand, and Faith Based Travel.

Whether it is a fully escorted tour with Globus & Cosmos, Independent Hosted vacation with Monograms, or the Suite Ships of Avalon Waterways you will get unmatched value, insider knowledge, and world class customer service with every journey.

By now it's no secret. River Cruising is booming and Avalon Waterways has risen to the top of this growing market by doing one thing well-listening to travel agents and it's consumers. Every aspect of the Avalon experience is tailored to the preference of our guests. Unexpected, Unhindered, and an Utterly Unique river Cruise.

From the Suite ships of Avalon Waterways and the new Active cruises, Avalon is your answer to legendary River Cruises and Inspired Design

# Important To Know:

- Globus: Every Journey Tells A Story-First Class Escorted Tours. Bring the world to life with VIP access and more inclusions.
- Cosmos: Turning Travel Dreams Into Reality. Escorted tours that offer unrivaled value.
- Monograms: The adventure and personal freedom of independent hosted vacations.
- Avalon Waterways: Avalon Waterways has an all-suite fleet in 2019.
- Book your groups early and take advantage of 1 free for 10 passengers on most vacations with all brands. Check out our "Get your group to go" guide in our agent portal at globusfamilypartner.com.
- Visit our agent portal on: www.GlobusFamilyPartner.com
- Take our GFOB University course, including our Avalon course on our agent portal: www. globusfamilypartner.com/training & Benefits
- Check out the latest promotions on the agent portal //globusfamilypartner.com/promotions

### Contact

Consumers: www.GlobusJourneys.com Agents: www.GlobusFamilyPartner.com

Reservations: **1.800.221.0090**Group Department: **1.800.221-0097**Reservation Hours: Travel Professionals

Monday - Thursday: 6:00 AM - 10:00 PM PST

Friday: 6:00 AM - 7:00 PM PST Saturday: 8:00 AM - 4:00 PM PST Sunday: 8:00 AM - 10:00 PM PST

# Denise Fraind

Business Development Manager 727.433.1649 dfriand@qlobusfamily.com



# Commission:

18% Globus, Monograms, Avalon, 13% Cosmos Globus Escapes Commission 10%

# Special Booking Instructions:

5% commission on air

5% commission on pre-booked optionals on Globus,

Monograms, and Avalon Waterways.

# Supplier Registration

Contact CustomerService@InteleTravel.com



# **GOGO Vacations**



For over 65 years, GOGO Vacations has been a leading US travel wholesaler. With teams in locations nationwide, GOGO Vacations works exclusively with travel agents. Its in-depth product knowledge, expansive product line including My Time, and comprehensive marketing programs provide tremendous value to the travel professionals they serve. With the world's most extensive product distribution network, GOGO Brands including GOGO Vacations, GO Groups, GOGO Espanol and Worldwide Traveler, delivers unwavering commitment only to the travel agent community with support and responsiveness that is unparalleled in this space, including GOGO REWARD\$, a monthly incentive opportunity; competitive commission tiers; and educational programs.

# Worldwide Traveler

Worldwide Traveler offers unforgettable journeys to thrilling points around the globe. Receive bespoke itineraries created for each traveler, 24/7 emergency assistance, and expert guidance to exciting locales.

# **GO Groups**

GO Groups' professionals provide customized contracts with added concessions to fit any group's needs. One agent will book flights, choose sightseeing options, and find accommodations, plus address any accounting or commission issues

# Important To Know:

- Only at Your Travel Agent: GOGO Vacations has one customer...YOU, our travel agent partner!
- GOGO REWARD\$: A program that recognizes loyalty and delivers lucrative bonuses, increased commissions, trips, airline tickets, cash, gift cards and more. New perks and parameters revealed each month.
- Unrivaled Product Range: Product you can't get anywhere else! GOGO Vacations works with all suppliers so you can offer customers the widest range of vacation options available in the market.
- My Time, Your Advantage: Exclusively through GOGO Vacations, My Time gives you an advantage over the competition by providing your clients exclusive perks and special amenities, all at no additional cost to you or them.
- 24/7 Support: GOGO Vacations is available for you and your travelers around the clock, just in case.
- One Stop Shop: With our brands and services under one roof, GOGO assists in booking long-haul travel, offers dedicated group and Spanish-speaking consultants, and provides the same commission tiers across all brands.
- Commission Direct: This excellent tool helps with your business cash flow. Receive commission at time of final payment.
- GOGO Guarantee: If your clients find a lower rate, price-beat it with GOGO and still get commission.

### Contact

www.GoGoWWV.com

Reservations: 1.888.681.5841

## **David Mostert**

Director of National Accounts 201.312.6097 MostertD@gogowwv.com



### Commission:

16% Front End Commission; Commission may vary by product: Car Rentals up to 10%; Sightseeing up to the Front End Commission Category; All Walt Disney Products up to 10%; Vegas up to 10%; Norwegian Cruises up to 12%; Club Med 13%; Globus 14%; Rocky Mountaineer up to the Front End Commission Category; CIE Tours up to the Front End Commission Category; Special Discount Product as selected by GOGO Vacations in its sole discretion which depending on the Product may have dynamic rates up to 11% subject to GOGO Vacation sole discretion.

# Reservations:

888.681.5841

24/7 Sales & Support: 877-901-GOGO (4646)

Groups: 866-484-1272 GOGO Espanol: 855-577-5736 Worldwide Traveler: 866-565-7348

### Supplier Registration

www.GoGoWWV.com Fill In & Submit Form Using ARC #.



# 9 Golden Tickets



Golden Tickets has been providing tickets on the secondary market to our customers for over 30 years. We are considered leaders and pioneers in our industry and we have earned our reputation of honesty and integrity by the way we conduct our business. We specialize in major events such as the Super Bowl, Masters, Kentucky Derby and Olympics as well as other major events both domestic and international.

Our website, www.goldenticketsfortravelagents.com has over 2 Billion dollars' worth of inventory to most sold out sporting events, concerts and theatre. With our amazing interactive maps, we make it easy to quote tickets to your clients with just a couple of clicks of your mouse.

Our new affiliate program offers you an opportunity to have your own personalized Golden tickets website that you can market to your clients, friends and family while earning a commission by simply promoting your website.

Please check www.goldenticketsfortravelagents.com for more information.

# Important To Know:

- Honesty-Integrity-Reliability-Accountability-Dependability-Respectability
- Easy to Navigate Website
- Personalized Customer Service
- Founding Members of the National Association of Ticket Brokers (NATB)
- Member In good standing with the Better Business Bureau for the past 28 years
- 100% Secure Websites!
- Over 2 Billion Dollars Worth of Inventory
- ❖ All Tickets are Delivered with 200% Guarantee



# Commission:

10%

# Supplier Registration

www.GoldenTicketsForTravelAgents.com Registration initialized at purchased

DO NOT REGISTER AS AGENCY.

## Contact

Consumers: www.GoldenTickets.com

Agents: www.GoldenTicketsForTravelAgents.com

Reservations: 972.424.2377

Ram Silverman

Ram@GoldenTickets.com



# 20 Hertz



Hertz operates its car rental business through the Hertz, Dollar and Thrifty brands from approximately 10,400 corporate, licensee and franchisee locations in North America, Europe, Latin America, Asia, Australia, Africa, the Middle East and New Zealand. Hertz is the largest worldwide airport general use car rental brand, operating from approximately 8,800 corporate and licensee locations in approximately 150 countries. Hertz is the number one airport car rental brand in the U.S. and at 111 major airports in Europe. Dollar and Thrifty have approximately 1,580 corporate and franchisee locations in approximately 80 countries.

# **Hertz Services**

- Gold Choice is the freedom your clients can only get from Hertz to keep the car they reserved or simply choose another. Open to Hertz Gold Plus Rewards Members only.
- Mobile Gold Alerts: Hertz will send an email or SMS Carfirmation to your clients the moment their plane lands. It confirms their vehicle and the stall it will be waiting in. Open to Hertz Gold Plus Rewards Members only.
- eReturn: When your clients return their car, they fill in the Express Return slip and walk away. Hertz will email them a PDF eReceipt within 30 minutes of returning their car.

# Important To Know:

- Hertz Discount Code Use CDP #353750 for up to 20% off Hertz Retail rates in the US and Canada.
- Hertz Promotional Offers Weekly/Weekend/ Monthly Rentals.
- Hertz Affordable Europe Program: Earn 10% commission on Hertz Affordable Europe Rentals.
- Hertz Business Rewards: Enroll small to medium companies for Business Travel rates and benefits.
- Agent Gold Rewards: Hertz rentals of 3+ days, earns 10 AGR points. Enroll and info at www. agentgoldrewards.com.
- Hertz Gold Plus Rewards: Invite your clients for free enrollment at www.hertz.com. Your Hertz CDP #353750 has been added.
- Dollar & Thrifty are preferred suppliers use Dollar CDP #3024762 Thrifty CDP #3024759 for retail rate discounts.
- Dollar and Thrifty are part of Hertz Global Holdings.

# Commission:

Hertz pays 10% on weekly and weekend rentals which include the CDP# 353750 and booked with the TA IATA #

# Special Booking Instructions:

At www.HertzAgent.com or 1.800.654.3131, CDP #353750 must be added at time of reservation along with IATA#.

# Supplier Registration

Refer to Agent Dashboard in your back office. Do not alter any account information.

### Contact

Consumers: www.Hertz.com
Agents: www.HertzAgent.com
Domestic: 1.800.654.3131

International Reservation: 1.800.654.8881

# Maura A. Mandel

mmandel@hertz.com



# 21 Holland America Line



At Holland America Line, it's our privilege to offer your clients enriching journeys in distinctively classic cruise style, connecting them to the most fascinating people, places and cultures on earth. Our itineraries span the globe with more than 400 ports of call, a number unequaled among premium cruise lines, and more than 500 carefully crafted itineraries.

We're particularly excited about our exclusive partnerships that help bring each intriguing location to life onboard. These include BBC Earth Experiences, showing the natural world as never before; as well as Destination Guides, in partnership with AFAR. Music Walk<sup>TM</sup>, available on select ships, offers an immersive showcase for outstanding live performances. It includes Lincoln Center Stage, an ideal setting for nightly chamber music; B.B. King's Blues Club, the best of Memphis soul and funk at sea; and Billboard Onboard, featuring 50 years of chart-topping hits.

We're proud of our nearly 145-year seafaring heritage and of all we offer our guests: engaging, immersive activities; a wide array of dining and entertainment choices; and attentive, impeccable service. We look forward to welcoming your clients aboard.

# Important To Know:

- History of Award-Winning Excellence
- Family Cruising Feat. Club HAL® For Kids & 'Tweens
- Cuisine That Spans The Globe From Casual To Exotic
- Music That Moves You With B.B. King's Club, Billboard Onboard & More
- Destination Immersion Onboard With Location Focused Events
- Endless Epicurean Enhancements With Our Honorary Culinary Council®
- Our Destination Guides Bringing You The World
- Celebrated Partnerships Including BBC
   Earth And America's Test Kitchen





# Commission:

15%

# Special Booking Instructions:

All bookings to be made through Polar Online. All group blocks can be made via Polar Online.

# Supplier Registration

Contact CustomerService@InteleTravel.com



## Contact

 ${\tt Consumers:} \ \textbf{www.HollandAmerica.com}$ 

 $\hbox{Agents: } \textbf{www.GoHAL.com}$ 

Online Training: www.halacademy.com

Reservations: **1.800.426.0327** 

## Sarah Perez

Business Development Manager 312-560-9799 SPerez@Seabourn.com

# **Marriott International**



Marriott International is a leading lodging company with more than 3,700 properties located in 74 countries and territories. Through an ever-evolving portfolio of innovative and award winning brands — each with its own identity, each offering a different type of guest experience — Marriott can meet virtually any travel need or niche — for business or leisure, from weekend getaways to extended stays. And whether guests seek a luxurious deluxe hotel or sheer value accommodations, Marriott hotel brands adhere to a tradition of attentive guest care, exceptional amenities and indepth local knowledge to ensure our guests' stays are not just comfortable, but always memorable. The Marriott family of brands is categorized into six classifications: Iconic Luxury, Lifestyle Collections, Signature, Modern Essentials, Extended Stay & Vacation Clubs.

| ExecuStay              | Autograph Collection Hotels  | SpringHill Suites by Marriott |
|------------------------|------------------------------|-------------------------------|
| The Ritz-Carlton       | AC Hotels                    | TownePlace Suites by Marriott |
| JW Marriott            | Courtyard by Marriott        | Marriott Executive Apartments |
| Marriott Vacation Club | Bulgari Hotels & Resorts     | Renaissance Hotels            |
| Edition                | Grand Residences by Marriott | Marriott Hotels & Resorts     |
| Gaylord Hotels         | Residence Inn by Marriott    | Marriott Conference Centers   |
| The Ritz-Carlton       | ExecuStay Fairfield Inn &    |                               |
| Destination Club       | Suites by Marriott           |                               |

## Important To Know:

- Become a Hotel Sales Specialist with the Industry's Leading Training Program: Hotel Excellence! www.HotelExcellence.com
- Enjoy the industry's only Double Commission Guarantee!
- Check out the fun at Love Travel Agents www. LoveTravelAgents.com
- Need help? Contact Marriott's award winning Intermediary Partner Care team at TA.Help@ Marriott.com
- Same rate guarantee! Your clients will not find a lower rate, anywhere.



### Commission:

10% commission paid on all commissionable rates

# Special Booking Instructions:

800.831.3100 - option 3, or 402.390.1651 (Intermediary Partner Care for Travel Agent assistance) Worldwide Reservations in US - 1.888.236.2427

# Supplier Registration

Refer to Agent Dashboard in your back office. Do not alter any account information.

## Contact

Consumers: www.Marriott.com Agents: www.Marriott.com/TravelAgents Reservations: 1.888.236.2427

**Intermediary Partner Care** 

800.831.3100 - option 3







# The World's Fastest Growing Cruise Line

MSC Cruises, the largest family-owned cruise line invites you to embark on an unprecedented experience aboard our 14 ultramodern ships with 2 more coming into service by March 2019. Explore an array of unique cruises to the Caribbean, Cuba, the Mediterranean, Northern Europe, South America, South Africa, Abu Dhabi, Dubai and mystical India. From our exquisite amenities and award-winning entertainment for all ages, to some of the finest international cuisine at sea, MSC Cruises is the #1 cruise line in Europe and South America, serving over 11 million guests.

# **Best New Cruise Ships On The Horizon**

The MSC Cruises fleet continues to make its mark with its newest additions, MSC Meraviglia, sailing the Mediterranean and the revolutionary new MSC Seaside, the newest addition to the Miami skyline sailing weekly from Miami to the Caribbean year-round. Both ships have already been awarded "Best New Cruise Ship" by Cruise Critic, the world's leading cruise reviews site. MSC Seaview will join the fleet in June 2018, offering a wealth of riches in the Mediterranean and Brazil on itineraries to some of their regions' many wondrous destinations. In March 2019 MSC Bellissima will debut, followed by 8 more ships through 2026.

# Important To Know:

- Cuba Starting December 10, 2018 MSC Armonia will sail from Miami with two full days in Havana where guests will participate in required People-to-People activities.
- MSC World Cruise In 2020, journey for 117 days to 43 destinations in 23 countries across five continents on MSC Magnifica, departing January 4, 2020.
- MSC Yacht Club For the ultimate in VIP luxury, discerning guests enjoy a private enclave of the ship, 24-hour butler and concierge service, exclusive gourmet dining and a wealth of premium privileges.
- MSC Seaside features the largest Balinese Spa at sea with a Thermal Area, multi-sensory steam baths, a Himalayan salt room, snow room and over 20 exotic massages.
- Ocean Cay MSC Marine Reserve is MSC Cruises' very own private island in the Bahamas with over 2 miles of pristine beach, due to open in late 2019.
- MSC Cruises Status Match Program will match your current program's status if you belong to a loyalty program with other travel brands, cruise lines and hotels.
- World-Class Entertainment- Enjoy a 6 different dazzling shows on a 7-night cruise.
- Cirque du SoleilTM at Sea On MSC Meraviglia class ships you can purchase tickets for either Sonor or Viaggio- created exclusively for MSC Cruises.

## Contact

Consumers: www.MSCCruises.com
Agents: www.MSCCruisesAgent.com
Reservations: 1.800.666.9333

## Beth Cohen, ACC

Business Development Manager
1.866.672.0762 Sales Service
Beth.Cohen@MSCCruisesUSA.com



# Commission:

Cruise 16%

5% pre-booked shore excursions

### Special Booking Instructions:

For MSC Book our B2B booking portal, please contact Inteletravel Customer Service to obtain your user name and password

# Supplier Registration

Contact CustomerService@InteleTravel.com





# **Norwegian Cruise Line**



Norwegian Cruise Line offers the uniqueness of the real Freestyle Cruising product with 16 ships built exclusively for the freedom of our guests. Freestyle means freedom to enjoy your vacation on your terms, freedom to dress up or down, and freedom to eat when and where you want. The average Norwegian guest is 42 years old.

Family Accommodations are offered in different categories as well as 2 and 3 bedroom suites that accommodate up to 8. The Haven offers luxury suites of up to 5,750 square feet with exclusive benefits and amenities including key-card access for dining as well as private pool, sundeck, hot tub and fitness area. This offers a perfect multi-generational vacation. Innovative studio staterooms offer solo accommodations with special single pricing (Norwegian Epic, Breakaway, Getaway, Escape, Bliss, Encore)

Freestyle Dining offers an incredible choice of restaurants with up to 27 different dining venues. Specialty restaurants have unique offers with cover charges or a la carte. Children under 3 eat free always and there is a complimentary kids menu available for children 4-12 years old. Freestyle Entertainment offers Broadway and Las Vegas style shows. Kids and Teens programs offer complimentary fun for all ages starting at age 2. Our ships offer slides, climbing walls, basketball, kids pools and video arcades. 2018 offers 5 ships in Europe, 3 in Alaska, Caribbean itineraries from New York, Tampa, Port Canaveral, New Orleans & Miami. New additions include South America, Asia, Australia & New Zealand. We continue to offer Bermuda from Boston and NY as well as Canada/N.E. and the exclusive year-round 7-day Hawaiian Island itinerary from Honolulu.

# Important To Know:

- Freestyle Cruising—No dining or entertainment assignments — resort wear casual — up to 27 dining venues.
- Freestyle Accommodations from 2 and 3 bedroom villas to solo staterooms & spa staterooms.
- \* Kids and Teens Programs in 5 age categories as well as a nursery program on N. Escape.
- 2 group types! Speculative groups No deposits on groups of 8 cabins until 120 days before departure.
- Affinity groups—The most generous Tour Conductor ratio in the industry & amenity options guaranteed for the life of the group.
- NCLU voted "Best Travel Agent Educational Program". Visit www.NorwegianCentral.com to earn your degree.
- The Haven Complex of suites on Epic, Breakaway, Getaway, Escape, Bliss, Encore and Jewel Class ships with Butler, Concierge & exclusive amenities.



# Commission:

16%

# Supplier Registration

Contact CustomerService@InteleTravel.com

## Contact

Consumers: www.NCL.com
Agents: www.NorwegianCentral.com
Reservations: 1.800.327.7030

# Mary Sue Jurkowski & Soleil Urrutia

Business Development Managers
414.870.4848 | 305.436.4479

MSueJurkowski@NCL.com | SUrrutia@NCL.com



# Oceania Cruises



# Experience value without compromise... Every wish fulfilled

Perfect for travel connoisseurs, our collection of alluring voyages brings you to the far corners of the world for off-the-beaten-path explorations and fascinating discoveries. As you enjoy authentic experiences around the world, savor The Finest Cuisine at Sea and relax aboard our intimate and luxurious ships. During relaxing days at sea, include in a soothing massage at the Canyon Ranch SpaClub, partake in a wine tasting led by one of our expert sommeliers or attend an engaging guest lecture. Enjoy a romantic dinner for two at one of our exquisite gourmet restaurants and crown the night with a lively musical. It's your turn to explore the world the way you've always imagined. Oceania Cruises invites you on the voyage of a lifetime that finally fulfills your passion for travel. The Bliss of Every Moment from our complimentary specialty restaurants to in-suite dining with free room service, Oceania Cruises continues the tradition of offering a rich array of luxurious extras on board at no additional charge. Our generous packages and offers invite you to take advantage of an even greater value, often include a wide range of amenities. From beginning to end, the extraordinary value of an OceaniasCruises vacation encourages you to savor each moment more fully.

## Important To Know:

- The Finest Cuisine at Sea™: A variety of distinctive open-seating restaurants, all at no additional charge
- Gourmet cuisine curated by world-renowned
   Master Chef Jacques Pépin
- ❖ Epicurean enrichment programs, including immersive Culinary Discovery Tours™ in the world's most fascinating destinations
- Award-winning itineraries featuring more than 400 alluring destinations
- Spectacular port-intensive voyages featuring overnight visits and extended evening port stays
- Exceptional personalized service: Intimate, luxurious ships catering to just 684 or 1,250 guests
- Country club casual ambiance & acclaimed Canyon Ranch® spa



# Commission:

16%

# Supplier Registration

www.OceaniaCruises.com/Agent
Fill In & Submit Form Using CLIA#

## Contact

Consumers: www.0ceaniaCruises.com
Agents: www.0ceaniaCruises.com/Agent
1.800.531.5658 ext. 4224

## Jill Hanlon

Regional Sales Director 1-800-531-5658 ext. 42248 JHanlon@OceaniaCruises.com



# **26** Princess Cruises



Explore new lands, see history come alive, connect to exotic cultures and see things that you would never see at home when you cruise with Princess. We bring the flavor of the region you are visiting to life onboard with world-class cuisine and fascinating enrichment programs. And you can sample the very best of every port you visit with our award-winning shore excursions.

Onboard, enjoy live musical performances in the European-inspired Piazza, escape to the tranquil Sanctuary — a spa-like oasis reserved exclusively for adults, or grab a lounge chair and a bag of complimentary fresh-popped popcorn and enjoy Movies Under The Stars\*, on our giant poolside big screen.

You'll also find an assortment of dining options to suit a variety of tastes. From signature pastas and freshly baked breads, to savory main courses and indulgent desserts.

With decades of experience sailing the world's oceans, the destination experts have carefully planned award-winning itineraries to over 300 ports of call from the Caribbean to Europe, Australia, Asia, and beyond. It's no wonder they've been awarded "Best Cruise Line Itineraries" nine times by Recommend magazine. Whether it's swimming with sea turtles, visiting wineries in the Italian countryside or dog sledding on a glacier in Alaska, Princess offers experiences that will last a lifetime.

# Important To Know:

- Fleet of 18 includes large vessels with our signature features as well as more intimate small ships
- Many destinations offer in-depth cruise tours for a complete land and sea vacation
- Carefully planned shore excursions offer passengers the chance to explore best attractions of each port
- Book flights with ease using Princess eZAir® and gain peace of mind with Next Port Protection
- Extend you vacation with Cruise Plus Hotel Packages at the beginning or end of your cruise
- Excellent trip cancellation coverage provided by optional Princess Vacation Protection plans
- For the most up-to-date information and to download brochures, visit www.Princess.com



# Commission:

Princess Strategic Partner 2018 15% Princess Cruises, 15% Cunard Line

# Supplier Registration

Contact CustomerService@InteleTravel.com

## Contact

Consumers: www.Princess.com or www.Cunard.com
Agents: www.OneSourceCruises.com
Reservations: 1.800.Princess/1.800.Cunard

## **Charlotte Tom**

Business Development Manager 561.838.9419 CTom@PrincessCruises.com



# **Regent Seven Seas Cruises**



# It's All Included: The Most Inclusive Luxury Cruise Experience

This is cruising as it was meant to be — where even the most sought-after amenities are included: FREE Business Class Air\*, FREE Unlimited Shore Excursions, FREE WiFi, FREE Pre-paid Gratuities and much more. Guests enjoy unparalleled hospitality and impeccable service by our professional staff in a sophisticated ambiance with an extraordinary staff-to-guest ratio of at most 1 to 1.5. They delight in the expansive spaciousness of all-suite accommodations on our intimate, luxurious ships featuring no more than 375 suites, indulge in the exquisite cuisine of the finest dining experience at sea, and explore the world's greatest destinations without limits. Guests will be spoiled by a wealth of alluring vistas and memorable encounters in nearly 450 destinations around the world, aboard perfectly sized ships that can access the world's most intimate ports that larger vessels cannot reach. Guests really can have it all aboard Regent Seven Seas Cruises®.

# **Become a Luxury Cruise Expert**

Visit our RSSC UNIVERSITY and become a Luxury Cruise Expert by learning about our all-inclusive value proposition, luxurious fleet and all of the tools we provide to help you to sell our luxury product.

## Important To Know:

- Download our Value Comparison Piece on our Travel Agent Center as this is a valuable tool that will assist you in selling the value of a Regent Seven Seas Cruise
- We offer generous commissions as they are based on the inclusions we offer within our cruise fare. That means that you are receiving commissions on Shore excursions, specialty restaurants, gratuities, drinks & more
- Our intimate ships carry no less than 490 guest and no more than 750 guest
- Luxury perfected, the brand new Seven Seas Splendor will set sail in early 2020
- Our Group Sales Program provides confidence of all important price protection and suite allocations. When you book a group with us, you can customize the incentives for your clients and even earn up to a 4% Performance Bonus Commission.
- If your clients book another cruise while they are on board they can save up to \$6,200 and you will automatically earn the commission.
- The Regent Seven Seas Cruises® Travel Agent Center is the place to make and manage reservations, as well as find helpful tools and information exclusively for you.
- Marketing Central is a resource featuring a variety of branded marketing collateral that you can customize with your contact information and logo. You will be able to customize and download flyer's, emails, social posts or order printed invitations, posters and more.

## Contact

Consumers: www.RSSC.com Agents: www.RSSC.com/agent Reservations: 1.800.285.1835

## Jodi Murphy

Manager, National Account Business Development 954-940-7313

JMurphv@RSSC.com





# Commission:

15%

# Special Booking Instructions:

Please provide home office phone number of 561.272.9666 when making a booking.

# Supplier Registration

www.RSSC.com/Agent
Fill In & Submit Form Using ARC/IATA #.



# 28

# **Rocky Mountaineer Railtours**



Rocky Mountaineer Railtours offers over 65 unique Canadian vacation packages and four distinctive rail routes through British Columbia, Alberta and the Pacific Northwest. Our world-renowned, luxury train travels by daylight through the wild beauty of Canada's West and is the best way to experience the maiestic Canadian Rockies.

## Commission:

14%

## Reservation Hours:

### iTravel Professionals:

Monday – Thursday: 6:00 AM – 10:00 PM PST Friday: 6:00 AM – 7:00 PM PST Saturday: 8:00 AM – 4:00 PM PST Sunday: 8:00 AM – 10:00 PM PST

## Important To Know:

- All your land needs: hotels, transfers, tours, train, & more.
- Personalize client trip by adding nights/ removing nights, tours and changing to hotels from 3 star properties to 5 diamond!
- Great for an Alaska pre/post cruise tour to be added to their Alaska cruise!
- We do not Rebate or Discount for any clients who online price shopping.
- The Best time to book is early, rather than later to secure your added value offers, hotels and dates that work best for you!
- All your land needs: hotels, transfers, tours, train, & more.
- More awards and accolades than any other train company in the world, boasting a Certificate of Excellence by Trip Advisor for more than 18 years in a row!

## Contact

Consumer: www.rockymountaineer.com
Agents: www.rockymountaineer.com/user.login
TRACKS Learning Modules (must be signed in):
www.rockymountaineer.com/agent/training
Agent Reservations: 1.877.460.3200
Support E-mails: sales@rockymountaineer.com

# **Jeff Caesar**

Business Development Manager 561.568.1799 jcaesar@rockymountaineer.com





# 29

# **Royal Caribbean International**



This is not a cruise. This is Oasis Class, the new four front of adventure, delivering year-round Caribbean sailings from Florida. Your clients can explore seven distinct neighborhoods with great food, thrilling entertainment and one-of-a-kind onboard thrills. Like the tallest slide at sea, two FlowRider® surf simulators, and zip lining nine decks up. Edge-of-your-seat entertainment, like high-flying AquaTheater shows and hit Broadway musicals. Gourmet globetrotting with dining options to please every palate.

# An Adventure Awaits

On Oasis of the Seas®, Allure of the Seas®, Harmony of the Seas®, and Symphony of the Seas, conformity doesn't exist. Ingenuity is more like it for these Royal Caribbean Oasis Class ships. That's why the four largest ships in the world are filled from bow to stern with first-at-sea experiences, some so unique you'll be hard pressed to match them on land. If your clients have dreamed of crossing rock climbing off their bucket list, Royal Caribbean will hand them the pen! Afterwards, they can perfect their surfing skills on the FlowRider® surf simulator, where they'll hang ten on 40-foot-long waves. And if that's not enough, they can cool off at the only ice skating rink at sea (maybe even zip lining across deck to get there). This list goes on and on. And after a full day of adventure, they can take relaxation to a new level. A visit to Vitality Spa, one of the largest at sea, rejuvenates the body with a wide array of soothing holistic treatments. Get ready for "perfect day at coco cay" opening may 2019. Thrill our guests with our water slides, hot air balloon, wave pool and more! Or, your guest can chill out at our amazing over water cabanas and tranquil beaches! Guests can visit perfect day on the newly reimagined mariner and navigator of the seas on a 3 or 4 night Bahamas adventure or on many of our oasis class ships itineraries!"

# Important To Know:

- Revolutionary, imaginative ships
- Exclusive first-at-sea activities
- Personalized Gold Anchor Service®
- Over 270 worldwide destinations
- Unparalleled dining options: selection of world-class dining venues onboard with varying cuisines
- Dazzling entertainment & nightlife: Broadway just steps from their stateroom
- An award-winning youth program
- Accommodations including lofts, suites: well-appointed retreats, with Royal Suite Class



# Commission:

6%

# Supplier Registration

www.LoyalToYouAlways.com www.CruisingPower.com Registration approved by InteleTravel.

# Contact

Consumers: www.RoyalCaribbean.com
Agents: www.CruisingPower.com
Reservations: 1.800.327.6700

## Lori Madeo

Strategic Accounts Manager LorimSupport@RCCL.com







# The Pinnacle of Ultra-luxury Travel

Seabourn continues to represent the pinnacle of ultra-luxury travel with intimate ships offering key elements that set the line apart: spacious, thoughtfully appointed suites, many with verandas and all 100% ocean front; superb dining in a choice of venues; complimentary premium spirits and fine wines available on board at all times; award-winning service and a relaxed, sociable atmosphere that makes guests feel right at home on board. The ships travel the globe to many of the world's most desirable destinations, including marquee cities, UNESCO World Heritage Sites, and lesser-known ports and hideaways.

Guests who sail on Seabourn will continue to find a number of innovative offerings and programs, including partnerships with a select group of companies and individuals whose dedication to superior quality, exceptional service and consistent customer satisfaction matches Seabourn. These programs include 'An Evening with Tim Rice', the new evening entertainment experience created exclusively for the line in association with Belinda King Creative Productions; Spa and Wellness with Dr. Andrew Weil, offering guests a holistic spa and wellness experience that integrates physical, social, environmental and spiritual well-being; and The Grill by Thomas Keller, reminiscent of the classic American restaurant from the 50's and 60's. Exclusive to Seabourn, The Grill is a unique culinary concept for Chef Keller, focusing on updated versions of iconic dishes.

# Important To Know:

- Intimate ships with a private club atmosphere
- Intuitive, personalized service
- Curated voyages to all seven continents
- Complimentary in-suite bar
- Tipping is neither required, nor expected
- \* All dining venues are complimentary
- Seabourn Conversations with visionary experts
- ❖ Ventures by Seabourn™ optional shore excursions



# Commission:

InteleTravel Commission Percentage and any detail for 2019: 15%

# Special Booking Instructions:

All bookings to be made through Polar Online.
All group blocks can be made through Polar Online.

# Reservation Hours:

Monday - Friday: 6:00 am - 5:00 pm PST Saturday: 7:00 am - 12:00 pm PST

# Contact

Consumer: www.Seabourn.com

Agent: www.Seabourn.com/Travel-Agent-

Center/Main.action

Reservations: **1-800-929-9595** 

SeaReservations@Seabourn.com

Agent Online Academy: **SeabournAcademy.com** 

## Sarah Perez,

Business Development Manager 312.560.9799 SPerez@Seabourn.com



# **Shore Excursions Group**



# Shore Excursions Group and TourSales offers you the opportunity to provide your clients with a higher quality shore and land experience.

Shore Excursions Group and TourSales offers you the opportunity to provide your clients with a higher quality shore and land experience while saving your clients both time and money. Traveling with a smaller group, often 30 passengers or less, provides a more intimate experience - so clients are not left touring with 300 of their closest new friends!

We offer the worlds best guarantees, including our Return To Ship Guarantee; in the unlikely event a client misses their ship because one of our tours returns them late to the ship, we will get them to their next port of call - all expenses covered and we will pay each person \$500 for the inconvenience! Talk about putting your money where your mouth is!

We believe in Guaranteed Departures - so your booked clients don't have to worry about getting a call a week before their cruise telling them a tour is canceled because we didn't reach a minimum!

We are a B2B company - but offer a B2C solution! No matter how you work with us you still earn your full commission - why would you spend a minute of your time on discussing shore excursions and tours when you could be selling more vacations!

Take advantage of our complimentary email reminder programs - tell them and they will come! Then let us do the rest for you!

# Important To Know:

- \* Best guarantees in the business including Return to Ship Guarantee!
- Guaranteed Departures if your clients are the only ones booked - they still travel - no additional fees!
- Low Price and a Full Money Back guarantee!
- We act as your Shore Ex department so you don't have to know about 2500+ tours!
- Our leading class technology prevents your clients from booking tours that don't work for their cruise! We've taken the guess work out of the equation.
- We are all industry veterans and are here to help you and your clients!
- \* We are the largest provider of independent shore excursions in the world! Our guarantees allow you to book with us with confidence!
- We help you become the 'One Stop Shop' your clients need and we help you grow repeat and referral business!

## Contact

Consumer: www.ShoreExcursionsGroup.com Agent: Click Travel Agent Link Reservations: 1.866.999.6590

# Lorri Cohn

Vice President, Sales 866.999.6590 info@shoreex.com



# Commission:

15%

# Special Booking Instructions:

Use automated email reminders to send your clients beautiful custom messages about the best excursions for their cruise at just the right times! We also work with Client Base, WinCruise, and other tech companies to help you maximize your commission potential!



# The Travel Corporation



At The Travel Corporation (TTC) our philosophy is simple: to create enriching experiences for our travelers by combining an unbeatable mix of exceptional service and quality at great value.

No matter your customer's taste, whether they are a family or a couple, a group or traveling solo—TTC offers something for everyone. Our multi award-winning portfolio ranges from luxury hotels and boutique river cruises, to independent holiday package companies and a variety of guided travel experiences.

As a worldwide travel expert, we operate in 70 countries, with 40 sales offices and 10,000 team members, serving over 2 million customers annually. We are a family of brands driven by service and we put our guests at the heart of everything we do.

# **Loyalty Discount**

At TTC, we're confident that there is another perfect holiday waiting for our guests, offered from our extensive collection of travel experiences through some of the

best travel brands in the world. As our way of saying thank you for traveling within our family of brands, we offer a Past Guest Discount, This can be combined with many of our other fantastic loyalty discounts, special offers, and savings opportunities.

# Supplier Registration

TTC Agent Academy: www.ttcupdate.com/ttc-agent-academy For brand registration, visit: www.ttcupdate.com/brands Select brand and go to Agent Login. Use IATA or CLIA # and register

# Contact

Consumers: www.ttc.com Agents: www.ttcupdate.com

## Brand BDM Contacts

# Brendan, CostSaver, Trafalgar:

Ashley Vaughan ashley.vaughan@trafalgartours.com 407.421.1333

Contiki: Jennifer Kennedy jennifer.kennedy@contiki.com 714 323 6483

**Insight Vacations:** German Jones german.jones@insightvacations. com 646.737.2006 x3606

## Important To Know:

## Brendan

As the premier Celtic travel experts, no one knows Ireland and Scotland like we do. www.BrendanVacations.com (800) 687-1002

### Contiki

Operating 250 trips across six continents, we are the worldwide leader in social travel experiences exclusively designed just for 18-35 year olds.

www.Contiki.com/us/en (866) 266-8454

### CostSaver

Unbeatable experience at an unbeatable price. Expert travel directors and highly rated itineraries let quests explore the destination on their own time with plenty of optional experiences to complement their trip. www.CostSaverTour.com (866)544-4434

# Insight Vacations

Connecting travelers with local people and places through unique Insight Experiences, deliciously authentic dining, and smaller groups on our premium guided vacations to Europe, the Eastern Mediterranean and North America. www.InsightVacations.com/us (888) 725-5248

From the iconic to the unexpected, we connect our guests to people, places and experiences that reveal the world's diversity. Our Local Specialists, Travel Directors and Drivers take care of all the essential so guests don't have to! www.Trafalgar.com/usa (866) 513-1995



17% Brendan Vacations, CostSaver, Insight Vacations, Trafalgar, 14% Contiki

# Special Booking Instructions:

5% commission on air

10% commission on pre-booked pre/post nights, travel protection













# The Travel Corporation



# "No request too large, no detail too small."

This is our motto and what we believe in. Whether sailing on one of our award-winning, luxury boutique river cruise ships, being pampered in one of our five-star boutique luxury hotels or visiting unique and exotic vistas with one of our luxury guided brands, guests will never be so relaxed, never feel so indulged and never feel more rejuvenated. Our teams meticulously plan every detail to ensure our guests not only travel in the best style but experience an escape from the ordinary.

# **Loyalty Discount**

At TTC, we're confident that there is another perfect holiday waiting for our guests, offered from our extensive collection of travel experiences through some of the best travel brands in the world. As our way of saying thank you for traveling within our family of brands, we offer a Past Guest Discount. This can be combined with many of our other fantastic loyalty discounts,

special offers, and savings opportunities.

### Contact

Consumers: www.ttc.com Agents: www.ttcupdate.com

## Brand BDM Contacts

African Travel: Kevan Cowie kevanc@africantravelinc.com 818.507.7893 x1981

Brendan FIT: Sarah Hamilton

sarah.hamilton@brendanvacations.com

917.470.1498

Luxury Gold: German Jones

german.jones@insightvacations.com

646.737.2006 x3606

Red Carnation Hotels: Melissa Young

myoung@rchmail.com

Uniworld & U by Uniworld: Pam Scott

pam.scott@uniworld.com

# Supplier Registration

TTC Agent Academy: www.ttcupdate.com/ttc-agent-academy For brand registration, visit: www.ttcupdate.com/brands Select brand and go to Agent Login. Use IATA or CLIA # and register

## Important To Know:

## African Travel

Longest established travel brand in the US focused exclusively on Africa. Journeys and safari choices for all travelers at prices from moderate to premium, offering both tailormade itineraries and pre-planned set departures

www.AfricanTravelInc.com (800) 421-8907

### Brendan FIT

Whether it's self-drive, locally hosted rail journeys, golf, or a private chauffered vacation, we offer hand crafted ways to discover the Celtic nations, all designed to ensure every guest returns with their own Celtic tale. www.BrendanVacations.com (800) 687-1002

# Luxurv Gold

Opens the doors to exceptional travel experiences across the globe and beyond the imagination. Enjoy VIP experiences, critically acclaimed dining and luxury hotels on a journey tailored by an expert Traveling Concierge.

www.LuxuryGoldVacations.com/us (888) 680-1241

# Red Carnation Hotel Collection

Seventeen luxury award-winning, family owned and run boutique hotels located in the UK, Ireland. South Africa. Switzerland and the USA. www.RedCarnationHotels.com

### Uniworld

Award-winning, all-inclusive, boutique river cruise collection. Our 18 luxuriously appointed ships are reflective of the inspiring destinations we visit throughout Europe, Russia, Asia, India and Egypt. www.Uniworld.com/en (800) 257-2407

# U by Uniworld

We gave river cruising a modern makeover! U by Uniworld amps up experiential travel for 21 to 45 year-olds with cruises designed for those with a passion for exploring and a taste for authentic adventures. Sleek comfortable ships give guests access to the heart of the city, farm-to-table food, lively onboard atmosphere, and immersive activities—all at an exceptional value. www.UbyUniworld.com/US (800) 883-8785

## Commission:

Up to 27%

# Special Booking Instructions:

5% commission on air

10% commission on pre-booked pre/post nights. travel protection















# 34

# **Travel Impressions**



Founded in 1974, Travel Impressions is one of the nation's largest leisure tour operators, offering packaged and FIT vacations to over 1,300 destinations in the Caribbean; Asia and its subcontinents and the Persian Gulf; Mexico; Central and South America; Europe, including the Eastern Mediterranean; Africa; Australia; New Zealand; Fiji; the Islands of Tahiti; Canada; the Continental U.S.; Alaska; and Hawaii. An extensive portfolio featuring more than 250,000 resorts, hotels, and over 2,000 luxury villas, plus 30,000 tours, attractions, and transfers provide global options for every traveler. In addition to vacation packages utilizing scheduled air on major carriers, the company also offers Exclusive Nonstop Vacation Flights from over 15 U.S. departure cities to popular vacation destinations throughout Mexico, the Caribbean, and Costa Rica.

## Important To Know:

- Premium Commissions and Bonuses including our dedicated rewards program earning you points on every booking
- Long-time leader in group travel, offering Flex Groups for as few as five rooms this seems to be the only one with a period, can you either take it out or include for all?
- Global product portfolio covering travel components for 1,300+ destinations across nearly every continent
- EducaTion First Family of programs including TI University, Dimension Series and #WeekendLearning - providing resources and development to support advisor growth
- With the Lower Deposit Program you can secure your client's booking for the cost of Cancel for Any Reason Waiver\* and Travel Protection plan and \$50 per person!
- Travel Weekly Readers Choice Award winner for "Best Tour Operator - Sales & Service" for a record-breaking 14 consecutive years
- Offering Nonstop Exclusive Vacation Flights, the largest program in the industry giving you competitive pricing, robust schedules and up to 15% commission!



VAX Commission: up to 15% with a 10% cap on Las Vegas and The Villa Experience

# Special Booking Instructions:

Use www.vaxvacationaccess.com
When booking, look for contracted hotels to earn the highest commissions. Hotels will show contracted hotel policies in the description to differentiate.

# Contact

Agent: www.vaxvacationaccess.com/suppliers/travel-impressions

www.travelagentacademy.com/travelimpressions
Reservations: 800.284.0044

## Tvler Seidel

Business Development Manager 610-360-3461 tyler.seidel@travimp.com





# **United Vacations, Southwest Vacations, Blue Sky Tours**



United Vacations® combines the best fares on United Airlines® with everything you need to create the vacation experience vou've dreamed of. We offer vacation package options to over 250,000 resorts in over 400 destinations across the United States, Canada, Mexico, the Caribbean, Central America, South America, Europe, Asia, Australia, New Zealand and the Middle East. And with over 10,000 activities available, your perfect trip is just a few clicks away. Plus, when you vacation with us, you can earn United MileagePlus® bonus award miles in addition to credited flight miles.

Southwest Vacations® is committed to our customers. Our goal is to provide you with a superb vacation experience from beginning to end. From the planning stages, to the vacation itself, all the way to your return home, we are there for you. We recognize and appreciate the uniqueness of our customers. No two people are alike, so no two vacations should be alike. With Southwest Vacations, you can customize your vacation package to fit your needs and wants. We partner with quality suppliers for all of our vacation elements to ensure that you get the vacation you deserve. So feel at ease when you book a Southwest Vacations' package!

Blue Sky Tours, a leading wholesaler to Hawaii and the South Pacific, has been selling custom designed vacation packages since 1981. Blue Sky Tours sells only through travel agents, providing Hawaii destination experts who offer superior service and the greatest value.

# Important To Know:

- You'll always find the lowest United Airlines® airfares, on United Vacations®If you find a lower vacation price, we'll match it and you'll receive the benefits of booking with United Vacations for you and your clients.
- The benefits of booking United Vacations® are now better than ever for your clients; in addition to exclusive sales and offers at 50,000 resorts in 400 destinations your clients can receive exclusive United MileagePlus® bonus award miles when they make a booking with United Vacations.
- Southwest Vacations offers complete vacation packages to destinations across the U.S., Mexico, the Caribbean, and Central America. Southwest Vacations partners with quality suppliers for all of our vacation elements.
- With Southwest Vacations the first and second checked bags fly free (weight and size limits apply). Even golf bags, a pair of skis, and snowboards fly free! That's a savings of up to \$120 per person, round trip.
- Blue Sky Tours, a leading wholesaler to Hawaii and the South Pacific.
- Blue Sky Tours sells only through travel agents.

# Contact

Consumers:

United Vacations: vacations.united.com Southwest Vacations: www.southwestvacations.com Agents:

United Vacations: iua.www.vaxvacationaccess.com Southwest Vacations: iwn.www.vaxvacationaccess.com Blue Sky Tours: blu.www.vaxvacationaccess.com Reservations:

United Vacations: 800-328-6877 Southwest Vacations: 800-754-8438

Blue Sky Tours: 800-678-2787

Tyler Seidel

Business Development Manager 610-360-3461 tyler.seidel@travimp.com



**United Vacations:** up to 14% for International Travel and Hawaii, up to 10% for US Domestic and Canada, and up to 7% on Las Vegas.

**Southwest Vacations:** up to 13% for International Travel, up to 10% for US Domestic, and 3% on Air. 5% on Land Only bookings.

Blue Sky Tours: Commission based on the land portion of packages 12-15%.3% for International Travel, 10% for US Domestic, and 3% on Air. 5% on Land Only bookings.

### Special Booking Instructions:

Use www.vaxvacationaccess.com When booking, look for contracted hotels to earn the highest commissions. Hotels will show contracted hotel policies in the description to differentiate.







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# **Universal Orlando Resort**



Take your clients' vacation to the next level at Universal Orlando Resort<sup>TM</sup>. With three amazing theme parks -Universal Studios Florida<sup>TM</sup>, Universal's Islands of Adventure<sup>TM</sup>, and Universal's Volcano Bay<sup>TM</sup> water theme park, spectacular on-site hotels and more, it's days and nights of endless fun for every member of the family.

Universal on-site hotels deliver the complete Universal Orlando Resort experience. They are not just a place to sleep and eat; they transport guests to the heart of the excitement, immersing them in an unforgettable vacation with incredible services and exclusive theme park benefits.

## Important To Know:

- ❖ Three Theme Parks Universal Studios Florida™, Universal's Islands of Adventure™, and Universal's Volcano Bay™
- 6 on site hotels, Universal's Aventura Hotel, Universal's Cabana Bay Beach Resort, Loews Sapphire Falls Resort, Loews Royal Pacific Resort, Hard Rock Hotel, Loews Portofino Bay Hotel
- Proximity everything close in one destination
- Simplicity Ease of everything, worry-free
- Exclusivity special access and reserved benefits
- Universal Parks and Resorts Vacations Official Travel Company of Universal Orlando Resort



# Commission:

10%

# Special Booking Instructions:

Bookable through VAX

Select Universal Parks and Resorts Vacations (UPRV)

## Contact

Agents: www.UniversalTravelAgents.com

Support: U0travelagentteam@universalorlando.com

Reservations: 1-800-224-3838

Reservations Hours: Mon-Fri 9am-7pm EST

# Lisa Mullins

407.224.8756

lisa.mullins@universalorlando.com



# **Vacation Express**



# All-Inclusive Vacation Packages + Affordable Modern Luxury

Based in Atlanta, Vacation Express, part of Sunwing Travel Group, is a tour operator specializing in quality, affordable vacation packages to over 30 destinations in the Caribbean, Mexico and Costa Rica. Now in business for over 30 years, Vacation Express is one of the country's largest and most trusted tour operators. Travel agents looking for the most affordable, all-inclusive vacations may book Vacation Express' exclusive, non-stop packages by phone seven days a week at 1-800-309-4717 or online at VACATIONEXPRESS.com. Exclusive charter flights are operated by Sunwing Airlines, Allegiant Air, Swift Air, LLC., VivaAerobus, Miami Air International and Volaris. See Operator/Participant Agreement for details.

## Important To Know:

- Vacation Express has over 30 years of experience in providing affordable travel
- Vacation Express' exclusive, non-stop flights to Cancun, Punta Cana, Jamaica, and Los Cabos are available from 20 cities across the U.S.
- Round-trip air is also available for select gateway cities to other Caribbean destinations
- Vacation packages include airfare, hotel, meals, drinks, taxes and more
- Many travel deals offer resort credits and Kids Stay, Play & Eat Free deals
- More than 300 beachfront resorts listed on www.vacationexpress.com
- Vacation Express offers exclusive agent benefit programs such as Cash Bonuses, Freebies and Book 5, Fly Free



# Commission:

14% on land portion; 3% on air portion via agent website. 2% commission reduction for bookings made by phone. 12% when booking over the phone.

# Supplier Registration

www.VacationExpress.com
Fill In & Submit Form Using ARC/IATA #.

# Contact

Consumers: www.VacationExpress.com
Agents: Pro.VacationExpress.com/Travel-Agents
President's Club Line: 1-800-486-9777

# Barbara Tautkus

Senior Business Development Manager, Strategic Accounts 937.430.1848 btautkus@vacationexpress.com



# 38 Viking Cruises



# **Traveling with The Best**

When you book your clients with Viking, they sail with the world's leading river cruise company, and enjoy the rewards of more than 175 years of heritage and a level of expertise second to none. Inspiring destinations, beautifully crafted itineraries, expert tour guides, elegant ships, fine cuisine, excellent service, remarkable value --our success is defined by all these things, and something else, too: personal attention to every detail. In 2015, Viking introduced its first ocean ship with the all-veranda Viking Star. In 2016, Viking launched its second ocean ship, Viking Sea, and will launch four additional sister ships in the coming years, including Viking Sky and Viking Sun in 2017, Viking Spirit in 2018, and the sixth, yet-to-be-named ship, in 2019.

# The Most Award-Winning River Cruise Line

Viking River is the World's Best River Cruise Line in the Travel + Leisure World's Best Awards readers' survey and has consistently placed high on competitive rankings like Condé Nast Traveler's Gold List, Reader's Choice and Best Small Ships awards. We have also been honored by prestigious international organizations like the World Travel Awards. Meanwhile, agents like you have recognized us with awards including TravelAge West's Best Line for River Cruising and Travel Weekly's #1 River Cruise Line. And Viking is featured in National Geographic's The 10 Best of Everything.

## Important To Know:

- No NCFs
- Over \$1,700 commission per Viking Longship® booking
- New award-winning Viking Longships
- Most awarded river cruise line
- ❖ Inclusive fares best value in river cruising
- Only river cruise line to guarantee award-winning service
- Largest fleet providing the most availability
- Cultural enrichment with exclusive access



# Commission:

River Cruise 18% Commission Ocean Cruises 16% Commission

# Supplier Registration

www.MyVikingJourney.com/agent Fill In & Submit Form Using ARC/IATA #.

# Contact

Consumers: www.VikingRiverCruises.com
Agents: www.VikingRiverCruises.com/agents
Agent Academy: specialist.vikingrivercruises.com

# Reservations: **1.877.523.0584**

# Darren Dolan

Director of Business Development 305.586.4130 Darren.Dolan@VikingCruises.com



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# Vitesse Worldwide









Vitesse Worldwide has been dedicated to providing premier services to their corporate and luxury clients in over 1000 cities in 97 countries around the world for over 31 years.

Vitesse takes into consideration every aspect of your client's transportation and travel. With varying options, such as being able to locate their chauffeur on our app at any time, to providing private aircraft charter travel arrangements, inquiring about executive protection services or last-minute tickets to that event they must get access to, we leave nothing to chance. Details are everything to us – and we don't leave anything out.

Our team of Client Service Representatives have been carefully selected for their ability to handle the detail of complex itineraries and have been specially trained to make clients' travel arrangements as stress free and trouble free as possible. Our priority is to ensure that the consistency, reliability and quality of services constantly exceed the expectations of every client.

# Vitesse Worldwide App

With the Vitesse Worldwide App, you can place reservations from your iOS or Android mobile device from anywhere in the world in minutes.

# Important To Know:

- Global Chauffeured Services: An immaculate fleet of late model, chauffeur-driven luxury vehicles from sedans to motor coaches in 1000 major cities in 97 countries around the world. A complimentary vehicle upgrade, based on availability on the day of service. Complimentary car seat upon request, based on availability on the day of service.
- Private Aircraft Charter: From your choice of any US or International gateway. Choose from a wide selection of aircraft to meet your needs. Up to a \$1000 (USD) savings on a round-trip private air charter booking with a minimum charter cost of \$10,000, PLUS \$500 credit towards round-trip ground transportation. Up to a \$500 (USD) savings on a one-way private air charter booking.
- Concierge Service: A no-membership white glove concierge service.
- Executive Protection: For clients who require personal protection when traveling on business or for pleasure.
- \* \$1.5 million to \$10 million in insurance coverage for chauffeured services.
- Most advanced state-of-the-art technology available in the ground transportation industry.

## Contact

Consumers: www.vitesseworldwide.com
Travel Agent Reservations: 1.800.637.3373
Agent Support Desk: www.inteletravel.com/agents/
support-desk/

Reservations Hours: 24/7/365

Email: clientservices@vitesseworldwide.com

Concierge Services:

concierge@vitesseworldwide.com
Executive Protection Services:

executiveprotection@vitesseworldwide.com

## Mary Thompson

Vice President, National Sales mary@vitesseworldwide.com sales@vitesseworldwide.com



### Commission:

### **Chauffeured Ground Transportation:**

15% Commission on any worldwide luxury chauffeured service. A complimentary vehicle upgrade, based on availability on the day of service Complimentary car seat upon request, based on availability on the day of service

### Special Booking Instructions:

online bookings.

Chauffeured Services: 203.327.9447

establish your agency/agent account code
Gds Booking Tools Are Available Upon Request
\* Please call if service is within 24 hours
Upon establishing an account, you will be able to
access the link to place reservations.
With our online services, you can book, update or
cancel reservations in real-time. Confirmations and
receipts are automatically sent to the client by email or
fax. All confirmations are secure and certified by SSL.
Contact our client services department to be set up for

Account Code: Upon request, Vitesse Worldwide will

Private Aircraft Charter: 800.637.3373

Email: aircraftcharter@vitesseworldwide.com



# Walt Disney World® Resort



# Four Big Parks, One World of Dreams

It's like stepping right into a dream. The four *Walt Disney World*, Resort Theme Parks make the real world seem far away, and make-believe as real as the smile on your face. Experience storybook wonder as favorite Disney classics come to life at *Magic Kingdom*, Park. Discover big fun and cultures from around the globe at *Epcot*, Create your own adventure and explore the realm of creatures who inhabit our world...and our imagination...at *Disney's Animal Kingdom*, Theme Park. And immerse yourself in the world of movies, music and shows at *Disney's Hollywood Studios*, Wherever you go, the only limit to the fun is your imagination. Prepare to be awed, inspired, thrilled and enchanted. From fantasy and discovery, to spotlights and roaring adventure, the magic of *Walt Disney World*, Theme Parks will come alive all around you.

# What's New: Toy Story Land

Your Toy Story pals can't wait to have you join them. So come on, step into *Toy Story Land* where kids and grown-ups alike can experience all-new adventures you'll only find at *Disney's Hollywood Studios*, at *Walt Disney World®* Resort. In the so-much-larger-than-life setting of Andy's backyard, Woody, Buzz Lightyear, Jessie and the rest of the Toy Story gang invite you to take part in the adventure together.

# Important To Know:

- Learn more about Walt Disney World<sub>®</sub> Resort and all Disney Destinations brands! Complete the College of Disney Knowledge at www. DisneyTravelAgents.com
- Visit the Marketing Tools page of disneytravelagents.com for a variety of free marketing tools, including customizable fliers and postcards
- Visit the Featured Offers page of disneytravelagents.com for information about special offers for your clients



# Commission:

10%

# Special Booking Instructions:

Book online using the Quote or Book module on **disneytravelagents.com.** Alternatively, you may call the Disney Reservation Center between the hours of 7am and 11pm Eastern Time.

# Supplier Registration

www.DisneyTravelAgents.com Fill In & Submit Form Using CLIA #. Registration approved by InteleTravel.

As to Disney artwork, logos and properties; Disney

### Contact

Consumers: **DisneyWorld.com**Agents: **www.DisneyTravelAgents.com**Reservations: **1.800.327.2996** 

## Josh Fernandez

District Sales Manager
Josh.M.Fernandez@Disney,com



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