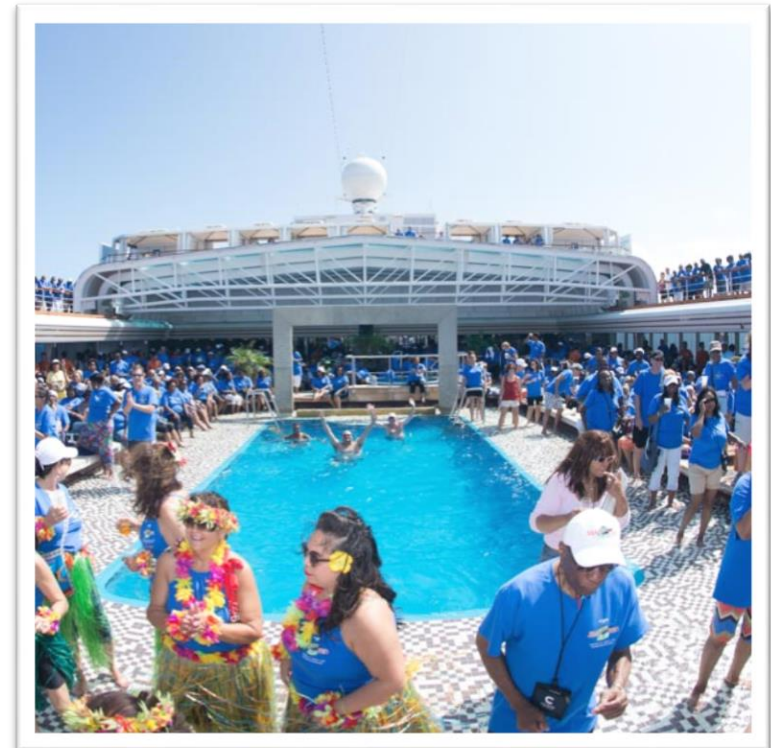




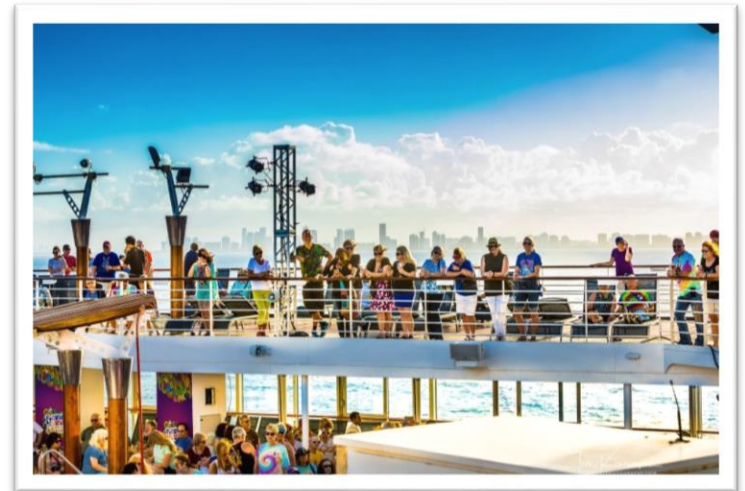
Travel Agent Webinar
2018-2019 Season Updates

- **Overview**

- Introducing StarVista LIVE
- Overview of dates, ships and lineups for the 2018-2019 cruise season by our Executive Producers
- Review StarVista LIVE travel agent program
- Learn more about special bonus commissions available on Ultimate Disco Cruise and Soul Train Cruise
- StarVista LIVE Q&A Session



- StarVista LIVE, creates unique entertainment experiences that bring fans together to relive their favorite moments, create new memories, and enjoy unparalleled access to the superstars they love.
- Cruises include:
 - 24/7 Entertainment at Sea!
 - Providing over 40 concerts throughout the week from over a dozen artists from the era
 - Unique opportunities to see the artists up close and personal
 - Daily concerts, themed parties, celebrity cooking demonstrations, panel discussions, comedians, wine tastings, Q&A's, and much more!



Family of Cruises

- Malt Shop Memories Cruise
- Soul Train Cruise
- The Country Music Cruise
- Flower Power Cruise
- '70s Rock & Romance Cruise
- Southern Rock Cruise
- Ultimate Disco Cruise





Save The Dates!

- Malt Shop Memories Cruise: Nov. 4-11, 2018
- Southern Rock Cruise: Jan. 6-12, 2019
- Soul Train Cruise: Jan. 20-27, 2019
- The Country Music Cruise: Jan. 27-Feb. 3, 2019
- **NEW! Ultimate Disco Cruise: Feb.14-19, 2019**
- '70s Rock & Romance Cruise: Mar. 25-30, 2019
- Flower Power Cruise: Mar. 30-Apr. 6, 2019



Five Nights of Dance Fever At Sea! February 14-19, 2019 Celebrity Infinity

Featuring over 40 LIVE performances by:

- KC and The Sunshine Band (Special Appearance 2/17)
- Kool & The Gang
- Gloria Gaynor
- Village People
- Tavares
- Norma Jean Wright, Alfa Anderson & Luci Martin (formerly of Chic)
- Evelyn “Champagne” King
- Thelma Huston
- [And more!](#)





Itinerary

Day	Date	Destination	Arrive	Depart
Thursday	2/14/19	Ft. Lauderdale, FL		4:00 PM
Friday	2/15/19	Key West, FL	9:00 AM	4:00 PM
Saturday	2/16/19	At Sea		
Sunday	2/17/19	Cozumel, Mexico	10:00 AM	12:00 AM
Monday	2/18/19	At Sea	10:00 AM	6:00 PM
Tuesday	2/19/19	Ft. Lauderdale, FL	7:00 AM	



The Feel Good Party At Sea! March 25 – 30, 2019 Celebrity Infinity

Featuring over 40 LIVE performances by:

- Foreigner
- Boz Scaggs (Special Appearance 3/27)
- Little River Band
- THE ORCHESTRA Starring Former Members Of ELO
- Orleans
- Leo Sayer
- Gino Vannelli
- Firefall
- Exile
- [And more!](#)





Itinerary

Day	Date	Destination	Arrive	Depart
Monday	3/25/19	Ft. Lauderdale, FL		4:00 PM
Tuesday	3/26/2019	At Sea		
Wednesday	3/27/2019	Cozumel, Mexico	10:00 AM	Midnight
Thursday	3/28/2019	At Sea		
Friday	3/29/2019	CocoCay, Bahamas	11:00 AM	6:00 PM
Saturday	3/30/2019	Ft. Lauderdale, FL	7:00 AM	

FLOWER POWER CRUISE

The Grooviest Trip At Sea! March 30 – April 6, 2019 Celebrity Infinity

SOLD OUT!

Featuring over 50 LIVE performances by:

- The Beach Boys
- Tommy James & The Shondells (Special Appearance 4/3)
- Jefferson Starship
- The Lovin' Spoonful
- The Yardbirds
- Gary Puckett and The Union Gap
- Big Brother & The Holding Company
- Chuck Negron formerly of Three Dog Night
- The Ides of March featuring Jim Peterik
- [And more!](#)





Itinerary

Day	Date	Destination	Arrive	Depart
Saturday	3/30/19	Ft. Lauderdale, FL		4:00 PM
Sunday	3/31/19	At Sea		
Monday	4/1/19	At Sea		
Tuesday	4/2/19	St. Maarten	10:00 AM	7:00 PM
Wednesday	4/3/19	San Juan, Puerto Rico	10:00 AM	11:45 PM
Thursday	4/4/19	At Sea		
Friday	4/5/19	At Sea		
Saturday	4/6/19	Ft. Lauderdale, FL	7:00 AM	



**The Rock 'N' Roll Party At Sea!
November 4 – 11, 2018
Holland America Line Nieuw Amsterdam**

Featuring over 50 LIVE performances by:

- Frankie Avalon
- Four Tops
- Felix Cavaliere's Rascals
- Chubby Checker
- Little Anthony and The Imperials
- Darlene Love
- Jay Siegel's Tokens
- Gene Chandler
- The Chantels
- [And more!](#)





Itinerary

Day	Date	Destination	Arrive	Depart
Sunday	11/4/18	Ft. Lauderdale, FL		5:00 PM
Monday	11/5/18	At Sea		
Tuesday	11/6/18	Grand Turk, Turks & Caicos Islands	8:00 AM	2:00 PM
Wednesday	11/7/18	San Juan, Puerto Rico	11:00 AM	10:00 PM
Thursday	11/8/18	Basseterre, Saint Kitts, St. Kitts & Nevis	11:00 AM	6:00 PM
Friday	11/9/18	At Sea		
Saturday	11/10/18	At Sea		
Sunday	11/11/18	Ft. Lauderdale, FL	7:00 AM	



The Hippest Trip At Sea!
January 20 – 27, 2019
Holland America Line Nieuw Amsterdam

Featuring over 50 LIVE performances by:

- Special Guest, The Iconic Smokey Robinson (1/23)
- **JUST ADDED!** Gladys Knight
- George Clinton
- The Ohio Players
- Stephanie Mills
- Morris Day & The Time
- The Chi-Lites featuring Marshall Thompson
- Bloodstone
- New Birth
- [And more!](#)





Itinerary

Day	Date	Destination	Arrive	Depart
Sunday	1/20/19	Ft. Lauderdale, FL		5:00 PM
Monday	1/21/19	At Sea		
Tuesday	1/22/19	Amber Cove (Puerta Plata), Dominican Republic	10:00 AM	6:00 PM
Wednesday	1/23/19	San Juan, Puerto Rico, USA	11:00 AM	Midnight
Thursday	1/24/19	At Sea		
Friday	1/25/19	At Sea		
Saturday	1/26/19	Half Moon Cay, Bahamas	8:00 AM	4:00 PM
Sunday	1/27/19	Ft. Lauderdale, FL	7:00 AM	



THE COUNTRY MUSIC CRUISE

Real Country Music, A Real Good Time!

January 27 – February 3 , 2019

Holland America Line Nieuw Amsterdam

Featuring over 50 LIVE performances by:

- Jeff Foxworthy
- The Oak Ridge Boys
- Patty Loveless
- Ronnie Milsap
- Ricky Skaggs In His Electric Country Show
- Joe Diffie
- The Bellamy Brothers
- Host Lorianne Crook
- Shenandoah
- [And more!](#)





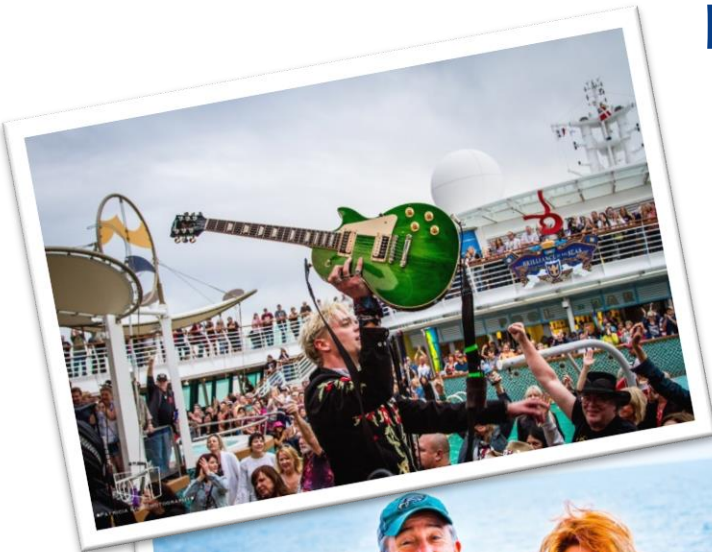
THE COUNTRY MUSIC CRUISESM

Itinerary

Day	Date	Destination	Arrive	Depart
Sunday	1/27/19	Ft. Lauderdale, FL		4:00 PM
Monday	1/28/19	Key West, FL	12:00 PM	12:00 AM
Tuesday	1/29/19	At Sea		
Wednesday	1/30/19	At Sea		
Thursday	1/31/19	St. Thomas, USVI	10:00 AM	6:00 PM
Friday	2/1/19	At Sea		
Saturday	2/2/19	Half Moon Cay ,Bahamas	8:00 AM	3:00 PM
Sunday	2/3/19	Ft. Lauderdale, FL	7:00 AM	



The Ultimate Tailgate At Sea! LYNYRD SKYNYRD Early January 2019



Travel Agent Benefits

What's In It for You!

Special Bonus Commission!

Now through May 28, 2018

Earn 15% Commission on ALL New Bookings on the Soul Train Cruise AND Ultimate Disco Cruise!*

* 15% commission is only applicable on reservations made by travel agents between April 12 and May 28, 2018 and are not retroactive. The 15% commission is applicable to new and alumni reservations.

Travel Agent Benefits

What's In It for You!

StarVista LIVE Values its Travel Agent Partners!

Benefits of Partnership

Specialists available to answer your questions

- Ability to reserve your clients online through travel agent booking portal or calling our reservation center
- Marketing collateral for promotion
- Commission levels increase with tiers, based on level of sales

How do I become a Travel Agent Partner?

- Complete Registration Process
- Registration Forms are available on each cruise website or contact our travel agent coordinator, Jessica Rowley, JessicaR@StarVistaLive.com

Travel Agent Benefits

What's In It for You!

Commission Structure

StarVista LIVE knows its travel agents are an integral part of our sales team. We compensate agents who actively promote and sell our cruises. Through the tiered commission structure, agents are rewarded for their hard work.

Commission Level	Cabins Sold (in 12 month period)	Commission (New Guests)	Commission (Returning Guests)
One Star	1-9 cabins	10%	7%
Two Star	10 or more cabins	12%	10%

Bonus:

- A travel agent can earn a complimentary Tour Conductor berth for each 15 paying reservations (not including taxes) within any Cruise Schedule, ie 16th berth is free*.
- Plus travel agents will be eligible for up to an additional \$1,500 bonus upon \$150,000 worth in aggregate cabin sales.

*Full travel agent terms and conditions are available on our websites.

Travel Agent Benefits

What's In It for You!

Frequently Asked Questions

- **Do I earn commission on my cabin?**

Star Vista LIVE Agents do not earn commission on their personal cabins. For every commissionable cabin the StarVista LIVE agent sells, the agent shall receive a 2% discount off their personal cabin purchased at the full fare price (maximum of 10%), thereby allowing the agent to earn the equivalent of a 10% commission on their own cabin.

- **How do I book cabins for my clients?**

You may either reserve cabins for your clients by calling our reservation center using the toll free number for each cruise, or you may reserve the cabin online using our travel agent portal.

- **How do I get marketing material for promotion?**

Marketing collateral is available currently for the Malt Shop Memories, Soul Train Cruise, The Country Music Cruise, Flower Power Cruise, '70s Rock & Romance Cruises and Ultimate Disco Cruise. We have marketing cards or web banners available for your use on our websites, or call our toll free numbers to request this material.

Travel Agent Benefits

What's In It for You!

Frequently Asked Questions

- **How can I earn a tour conductor berth on these cruises?**
 - In addition to commissions, you can earn a Tour Conductor berth based upon the following:
 - 1 free berth, double occupancy, for 15 berths sold within any cruise season; i.e. 16th berth is free (not including taxes)
 - The free berth shall be in the cabin category most represented by the berths sold
 - The first two berths in the cabin are used in this calculation (single or double occupancy)
 - If you choose not to sail or there is no availability for the current season, you may receive the full rate of the cabin as part of your commission

Travel Agent Benefits

What's In It for You!

Questions & Answers Session

**We value your time and commitment to StarVista LIVE!
Thank you for participating today!**