

HOW TO SELL CRUISES

step by step

SECOND EDITION

A BEGINNER'S GUIDE
TO BECOMING A "CRUISE - SELLING" TRAVEL AGENT



Lori Berberian Pelentay

How To Sell Cruises Step By Step English Edition

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How To Sell Cruises Step By Step English Edition:

How to Sell Cruises Step by Step Lori Berberian Pelentay,2013 How to Sell Cruises Step by Step is a beginner s guide to selling cruises for travel agents Whether you are a new or seasoned agent this book gives you a checklist of everything you need to know when making cruise bookings The book goes into detail about Mass Market Premium and Luxury cruise lines and discusses each element of a cruise booking including reading deck plans money matters and how cruises work A bonus chapter teaches how to organize your office and gives samples of forms that are useful in keeping track of your bookings A must read for any travel agent who sells cruises Lori has been selling cruises since 1984 She started in reservations at Princess Cruises and worked her way up to eventually working as liaison between the ships and the home office In 1988 she went to work onboard the original Love Boat for the Mediterranean and Baltic Season and got to climb the pyramids walk in the steps of Jesus navigate past the Arctic Circle and meet some of the most extraordinary people After returning home she began selling cruises as a travel agent and never looked back She has been featured in numerous magazines and is considered an expert in her field *Current History* ,1922 **Current History and Forum ...** ,1922 **Popular**

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How to Sell Cruises Step-By-Step Lori Berberian Pelentay,2013-03-25 Whether you are a new or seasoned agent this beginner s guide to selling cruises provides a checklist of everything you need to know to make cruise bookings It discusses different cruise lines and elements of a cruise booking including reading deck plans money matters and how cruises work A bonus chapter teaches how to organize your office with sample forms for keeping track of bookings Publisher s description

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