

## Affinity Groups Program

Effective for 8/21/2019 on new groups moving forward for sailings 1/1/20 and later.

### AFFINITY Groups:

A specific group of passengers that are affiliated. This would include families, organizations, or other established groups of people.

- Affinity groups can be booked on 3+ night sailings.
- Beverage Packages will be offered based on the following:
  - Premium Beverage Package – available on 3+ night sailings only
  - Hawaii Beverage Package – available on Pride of America sailings only
- Minimum of 7 cabins held (double occupancy) to qualify.
- Maximum 199 cabins can be held in a group. No FIT to include will be allowed at 199.
  - Groups of 200 cabins or more will be referred to as a Commit Deal, which will require Revenue Management’s approval and will follow Commit Risk group terms.
- ALL cabins blocked require a \$50 initial deposit per cabin, due 60 days from when date contract is created.
- Once cabins are assigned, the standard deposit is required within 7 days. Please see payment schedule below:

Sail Length	Initial Deposit Amount	Initial Deposit Due	Confirming Deposit Amount	Confirming Deposit Due	Final Payment Amount	Final Payment Due	Final Payment Holiday
1-6 day	\$50 per cabin	60 days after blocking space	\$100 per person	Within 7 days of booking	Remaining Amount	90 days prior to sailing	120 days prior to sailing
7+ day	\$50 per cabin	60 days after blocking space	\$250 per person	Within 7 days of booking	Remaining Amount	120 days prior to sailing	120 days prior to sailing

- Unsold space is recalled at standard recall schedule for groups with 7-99 cabins:

Length of Sailing	Recall Dates	Final Payment Dates
1-6 days	90	90
7+ days	120	120
Holiday sailings *	120	120
Applies to all ships including the Pride of America.		
*Christmas, New Years		

## Affinity Groups Program

Effective for 8/21/2019 on new groups moving forward for sailings 1/1/20 and later.

- Groups with 100-199 cabins will follow the below recall schedule:

Recall Schedule - Unsold Space for groups 100-199		
Days from Sailing	If less than 10% of group space is sold by 270 days before sailing	If at least 10% of group space is sold by 270 days before sailing
270	25%	N/A
180	50%	50%
120	All remaining unsold space	All remaining unsold space

- GAP dollars DO NOT apply to Affinity groups.
- FIT reservations can be moved into Affinity Groups, assuming the group does not exceed 199 cabins, however, all other promotions are not combinable and will be removed from the reservation.
  - Concierge, Suites and Havens that FIT to include can keep the standard Free at Sea program or receive all 4 amenities from the Affinity Group Amenities list or Non-Gratuity Amenity List + 1 Bonus Amenity.
  - FIT to include reservations may choose from the Affinity group menu.
- The program excludes categories: IX, OX, BX and MX (Sail Away Categories).
  - IX, OX, BX and MX (Sail Away Categories) cannot be included into any group.
- This program is only available in the FS group environment
- Studio, Concierge, Suites, Haven and mandatory cabin assignments cannot be held as group space and will need to FIT to include.
- Anything consumed above the promotional benefit will be the responsibility of the guest at prevailing rates.
- Payments not received by due dates will result in cancellation of booking and/or confirmed space, cancellation fees and rebooking fees.
- Guests, who cancel and rebook, must accept this promotion's Terms and Conditions. Standard cancellation fees apply.
- Government Taxes, Port Expenses & Fees, and onboard service charges are additional.

### Each cabin qualifies for the following:

#### 1. Tour Conductor Credit

TC = 1 for 10

#### 2. Group Discount

Group discount based on fares at time contract is issued. Discount off advertised fare (i.e. inclusive of NCF's) applicable to guest 1 and 2 only.

- The percentage of the discount is driven by the initial date. The percentage of the discount will remain the same even if it is re-priced within a different percentage time frame.

## Affinity Groups Program

Effective for 8/21/2019 on new groups moving forward for sailings 1/1/20 and later.

- Discounts will be applied via automatic promo codes (reservations that FIT to include do not qualify for percentage discounts):

- AF50FF
- AF100FF
- AF150FF

Days to Sailing	Studio & Inside	Oceanview & Above
<120 Days	--	--
121 to 270	5%	5%
271 to 450	5%	10%
>450	5%	15%

### 3. Group Amenities (based on meta):

#### Studio & Inside

- Choose 2 amenities from the Affinity Group Amenities list or Non-Gratuity Amenity List + 1 Bonus Amenity

#### Oceanview & Above

- Receive all 4 amenities from the Affinity Group Amenities list or Non-Gratuity Amenity List + 1 Bonus Amenity

<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #e1f5fe;"> <th style="text-align: center;">Affinity Group Amenities:</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px;">Beverage or Soda Package <b>not</b> including gratuities (1st &amp; 2nd guest only)*: Premium Beverage Package – 3+ night sailings Hawaii Beverage Package – Pride of America sailing</td> </tr> <tr> <td style="padding: 5px;">Ultimate Dining Package <b>not</b> including gratuities (1st &amp; 2nd guest only)*: 3-4 night sailings – 1 Meal Package 5-6 night sailings – 2 Meal Package 7-8 night sailings – 3 Meal Package 9-10 night sailings – 4 Meal Package 11+ night sailings – 5 Meal Package</td> </tr> <tr> <td style="padding: 5px; text-align: center;">\$50 USD Shore Excursion credit (per cabin)</td> </tr> <tr> <td style="padding: 5px;">Internet Package (per cabin): 3-6 night sailings - 100 minutes 7+nights - 250 minutes</td> </tr> </tbody> </table>	Affinity Group Amenities:	Beverage or Soda Package <b>not</b> including gratuities (1st & 2nd guest only)*: Premium Beverage Package – 3+ night sailings Hawaii Beverage Package – Pride of America sailing	Ultimate Dining Package <b>not</b> including gratuities (1st & 2nd guest only)*: 3-4 night sailings – 1 Meal Package 5-6 night sailings – 2 Meal Package 7-8 night sailings – 3 Meal Package 9-10 night sailings – 4 Meal Package 11+ night sailings – 5 Meal Package	\$50 USD Shore Excursion credit (per cabin)	Internet Package (per cabin): 3-6 night sailings - 100 minutes 7+nights - 250 minutes	OR	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #e1f5fe;"> <th style="text-align: center;">Non - Gratuity Amenities:</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px; text-align: center;">\$50 USD Shore Excursion credit (per cabin)</td> </tr> <tr> <td style="padding: 5px; text-align: center;">Internet Package (per cabin): 3-6 night sailings - 100 minutes 7+nights - 250 minutes</td> </tr> <tr> <td style="padding: 5px; text-align: center;">10 Photos Package (per cabin)</td> </tr> <tr> <td style="padding: 5px; text-align: center;">\$100 USD OBC (per cabin)</td> </tr> </tbody> </table>	Non - Gratuity Amenities:	\$50 USD Shore Excursion credit (per cabin)	Internet Package (per cabin): 3-6 night sailings - 100 minutes 7+nights - 250 minutes	10 Photos Package (per cabin)	\$100 USD OBC (per cabin)	PLUS	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr style="background-color: #e1f5fe;"> <th style="text-align: center;">1 Bonus Amenity Menu:</th> </tr> </thead> <tbody> <tr> <td style="padding: 5px; text-align: center;">\$100 USD OBC (per cabin)</td> </tr> <tr> <td style="padding: 5px; text-align: center;">\$100 USD Bonus Commission (per cabin) (only if TC met)**</td> </tr> <tr> <td style="padding: 5px; text-align: center;">\$100 USD Fundraising Credit (per cabin)</td> </tr> <tr> <td style="padding: 5px; text-align: center;">10 Photos Package (per cabin)</td> </tr> <tr> <td style="padding: 5px; text-align: center;">1 HR - Cocktail Party (group minimum required)</td> </tr> <tr> <td style="padding: 5px; text-align: center;">Commitment/Vowel Renewal</td> </tr> <tr> <td style="padding: 5px; text-align: center;">Intra-Ship Calling (Unlimited) (per cabin)</td> </tr> </tbody> </table>	1 Bonus Amenity Menu:	\$100 USD OBC (per cabin)	\$100 USD Bonus Commission (per cabin) (only if TC met)**	\$100 USD Fundraising Credit (per cabin)	10 Photos Package (per cabin)	1 HR - Cocktail Party (group minimum required)	Commitment/Vowel Renewal	Intra-Ship Calling (Unlimited) (per cabin)
Affinity Group Amenities:																						
Beverage or Soda Package <b>not</b> including gratuities (1st & 2nd guest only)*: Premium Beverage Package – 3+ night sailings Hawaii Beverage Package – Pride of America sailing																						
Ultimate Dining Package <b>not</b> including gratuities (1st & 2nd guest only)*: 3-4 night sailings – 1 Meal Package 5-6 night sailings – 2 Meal Package 7-8 night sailings – 3 Meal Package 9-10 night sailings – 4 Meal Package 11+ night sailings – 5 Meal Package																						
\$50 USD Shore Excursion credit (per cabin)																						
Internet Package (per cabin): 3-6 night sailings - 100 minutes 7+nights - 250 minutes																						
Non - Gratuity Amenities:																						
\$50 USD Shore Excursion credit (per cabin)																						
Internet Package (per cabin): 3-6 night sailings - 100 minutes 7+nights - 250 minutes																						
10 Photos Package (per cabin)																						
\$100 USD OBC (per cabin)																						
1 Bonus Amenity Menu:																						
\$100 USD OBC (per cabin)																						
\$100 USD Bonus Commission (per cabin) (only if TC met)**																						
\$100 USD Fundraising Credit (per cabin)																						
10 Photos Package (per cabin)																						
1 HR - Cocktail Party (group minimum required)																						
Commitment/Vowel Renewal																						
Intra-Ship Calling (Unlimited) (per cabin)																						

\*Amenity is based on product and number of days to sail. Guest is responsible for 20% gratuities on the retail value of the beverage and dining packages except when booking through the Australia office.

\*\*Requires tour conductor allotment to qualify for amenity.

+ Soda Package applicable to guests under the age of 21 years of age.

## **Affinity Groups Program**

Effective for 8/21/2019 on new groups moving forward for sailings 1/1/20 and later.

### **Additional Details:**

- If a group has bookings with reservations that selected the Bonus Commission and they no longer qualify they will need to select a different promo. This program only has one collection type.
- If FIT pricing falls below group price prior to finalization/final payment, then group price can be re-fared to prevailing FIT price. Note: Don't think this feature should be advertised (only back pocket as needed).
- Affinity Group program is not combinable with other promotional offers/programs such as Air, KSF, Dash, Bonus, etc.
- 1-1-1 Rule – Affinity Group Program is limited to 1 group per agency, per ship, per month.