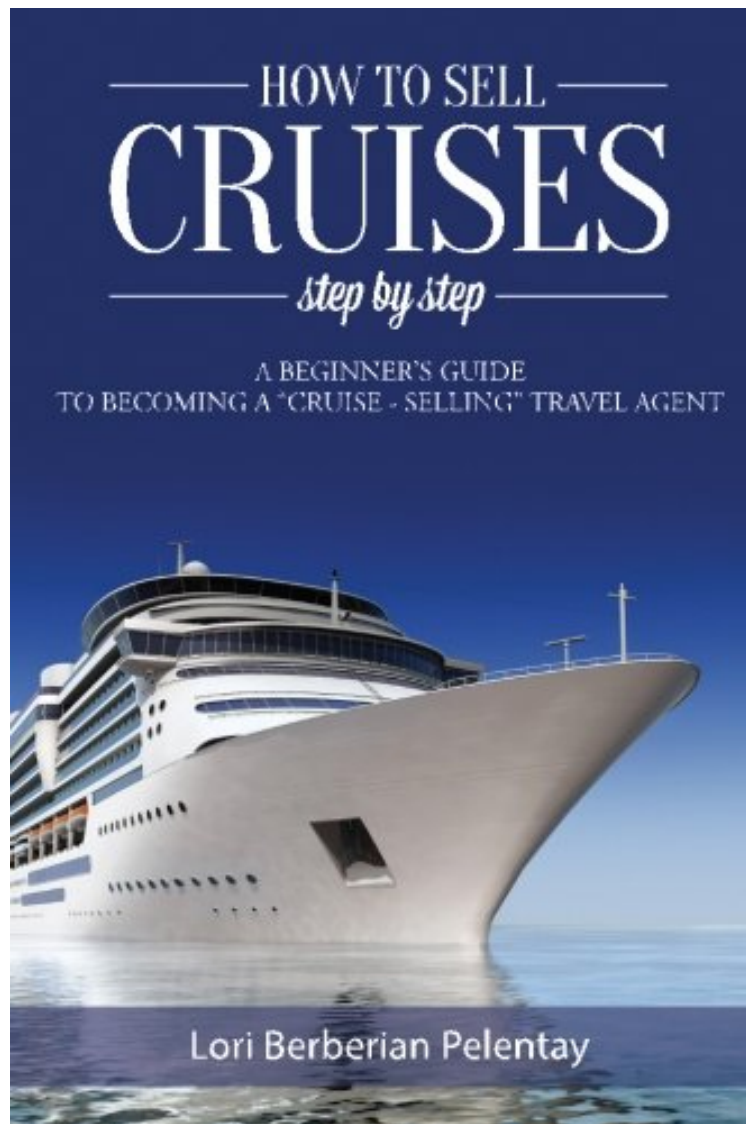


[Download pdf] How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-Selling" Travel Agent

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

Lori Berberian Pelentay

ebooks | Download PDF | *ePub | DOC | audiobook



 Download

 Read Online

#840568 in Books Lori Berberian Pelentay 2013-03-25Original language:EnglishPDF # 1 9.00 x .34 x 6.001, .46 #File Name: 1483959163148 pagesHow to Sell Cruises Step By Step | File size: 68.Mb

Lori Berberian Pelentay : How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-Selling" Travel Agent before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Sell Cruises Step-by-Step: A Beginner's Guide to Becoming a "Cruise-Selling" Travel Agent:

5 of 5 people found the following review helpful. This book will ignite your desire to sell cruises!By Carmen M.

NamenekEven if you never considered selling cruises before, or if you had but lacked the know how, Lori will guide you step by step and make you believe in the possibilities. Lori's expertise and experience will help you navigate where to start and what to do next. I devoured her book as it was easy to read and kept my interest.0 of 0 people found the following review helpful. Must-have for travel agentsBy AthenanyThis book is the definitive book on selling cruises. It is a must-read for any travel agent.2 of 2 people found the following review helpful. Amazing book !!By CESAR FLORIANVery valuable book ...I've got totally engaged after i read only the first 3 pages. I'm taking seriously the idea to open my virtual travel agency specialized in cruises !!! thanks

"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!

About the AuthorLori has been selling cruises since 1984. She started in reservations at Princess Cruises, and worked her way up to eventually working as liaison between the ships and the home office. In 1988 she went to work onboard the original Love Boat for the Mediterranean and Baltic Season and got to climb the pyramids, walk in the steps of Jesus, navigate past the Arctic Circle, and meet some of the most extraordinary people. After returning home, she began selling cruises as a travel agent and never looked back. She has been featured in numerous magazines and is considered an expert in her field. She now lives in California with her two children, and tries to take at least two cruises a year. She has met some of her dearest friends onboard ships, and considers herself very fortunate indeed to have been able to cruise the world. She hopes this book opens doors for you so that you, too, can experience the world from the balcony of your very own stateroom!