



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

Lori Berberian Pelentay

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"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!

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