



WHAT IF YOU PICK
NOW OVER NEVER?

Cozumel, Mexico

60% OFF SECOND GUEST + KIDS SAIL FREE*

There's never been a better time for your clients to dive head first into adventure. Wave is here, earlier than ever before. And when they book now, they'll save 60% on their second guest. And that's just the start of the savings.

DISCOVER MORE WAYS TO SAVE

KIDS SAIL FREE — Guests 12 years and under sail free on select sailings.

DECK THE HOLIDAYS DASH — They'll also save up to \$150 when they sail with us during the holidays.

..... **STOP WONDERING. START WANDERING.**

Offer Ends December 4, 2018.

Visit CruisingPower.com/LoyalToYouAlways



*BOGO ("Offer"): Cruise must be booked between November 1 – December 4, 2018 ("Offer Period"). Offer applies to sailings departing on or after December 1, 2018. "BOGO" Offer includes 60% off cruise fare of second guest booked in the same stateroom as first full-fare paying guest. 30% off cruise fare for third guests and higher booked in the same stateroom as the first two qualified guests. Kids Sail for Free Offer: offers free cruise fare for 3rd guests and higher who are 12 years old or younger on 4 nights or longer Alaska, Bahamas, Bermuda, Canada, Caribbean, CaribNE, Coastal, Cuba, Europe and Hawaii sailings departing between December 1, 2018 – December 19, 2019. Offer excludes Holiday sailings (Sailings between December 18, 2018 – January 1, 2019), President's day sailings (Sailings between February 15 – 18, 2019), Spring Break sailings (Sailings between March 16 – 30, 2019), Holy Week/Easter sailings (Sailings between April 13 – 22, 2019) Summer sailings (Sailings between May 15 – August 31, 2019) and 2019 Thanksgiving sailings (Sailings between November 23 – 30, 2019). Offer is not combinable with Deck the Holidays, Deck the Holiday Deals; provides instant savings of up to \$150 per stateroom determined by category booked and sailing length: On sailings 5 nights or less, \$50 savings for Interior and Ocean View, \$75 for Balconies and \$75 for Suites; on sailing 6 nights or longer, \$50 savings for Interior and Ocean View, \$100 for Balconies and \$150 for Suites for those guests' sailing between December 18, 2018 – January 1, 2019 and sailings between December 19, 2019 – December 31, 2019. Offer is not combinable with Kids Sail Free. NRDB cancelled prior to final payment due date will receive a future cruise credit in the amount of the deposit minus a 100USD/CAD per person service fee ("FCC"). FCC is non-transferable and expires after 12-months from issue date. 100USD/CAD per person service fee applies to changes to NRDB ship or sail date. Deposits made toward Guarantees and Grand Suites and higher categories are non-refundable and are subject to NRDB Booking Terms. Combinability: BOGO and Kids Sail Free are combinable with each other, promotional OBCs, NextCruise offers, Instant Savings, restricted discounts (for example, Seniors, Residents, Military), Crown and Anchor discounts and Shareholder Benefits. Deck the Holidays is combinable with promotional OBCs, instant savings, NextCruise offers, restricted discounts (for example, Senior, Resident, Military) but not combinable with Shareholder benefits and Crown and Anchor discounts. Kids Sail Free and Deck the Holidays are not combinable with each other. All offers are not combinable with any other offer or promotion, including, but not limited to, Standard Group, Interline, Travel Agent, Travel Agent Friends and Family, Weekly Sales Events, Net Rates. General Terms: Instant savings amount shown in USD and will be converted to currency used for cruise purchase. Instant savings do not apply to China departures. Savings applied to cruise fare at checkout. All other charges, including, but not limited to, taxes, fees and port expenses, are additional and apply to all guests. After the Offer Period, the offer will be removed from the booking if the guest cancels and reinstates the booking or rebooks into a new booking on the same ship and sail date, applies a fare change, or changes the ship or sail date of the booking; certain other changes to the booking may also result in removal of the offer. Offer applies to new, individual and named group bookings confirmed at prevailing rates. Individual reservations may be transferred into an existing group, assuming required criteria are met; full deposit will be required at time of transfer. Failure to apply the required full deposit amount may result in the cancellation of the booking. Single occupancy guests paying 200% cruise fare are eligible for full amount of offer; single occupancy guests paying less than 200% cruise fare are eligible for a prorated amount of the offer. Offer available to residents of United States, Canada, Puerto Rico, and select countries in the Caribbean. Prices and offers are subject to availability and change without notice, capacity controlled, and may be withdrawn at any time. Refer to www.RoyalCaribbean.com for complete terms and conditions. Royal Caribbean International reserves the right to correct any errors, inaccuracies or omissions and to change or update fares, fees and surcharges at any time without prior notice. ©2018 Royal Caribbean Cruises Ltd. Ships registry: Bahamas. 18064808 • 10/16/2018

FREQUENTLY ASKED QUESTIONS November Wave Offer • November 1 - December 4, 2018

1. **What are some selling tips I should know about this offer?**
 - **BOGO60** — Buy one guest, and get second guest at 60% off.
 - **Kids Sail Free** – Guests 12 years and under sail free on select sailings.
 - **Deck the Holiday Deals** – Up to \$150 instant savings on holiday sailings.

2. **Which sailings qualify for the 60% off second guest?**
This offer applies to all sailings departing on or after December 1, 2018

3. **Which sailings qualify for the Kids Sail Free?**
This offer applies to all sailings departing between November 1 - December 14, 2019. Offer excludes Holiday sailings (Sailings between December 18, 2018 – January 1, 2019), President's day sailings (Sailings between February 15 – 18, 2019), Spring Break sailings (Sailings between March 16 – 30, 2019), Holy Week/Easter sailings (Sailings between April 13 – 22, 2019) Summer sailings (Sailings between May 15 – August 31, 2019) and 2019 Thanksgiving sailings (Sailings between November 23 - 30, 2019).

4. **Which bookings qualify for the Deck the Holiday Deals?**
Bookings made between November 1 - 19, 2018

5. **Which sailings qualify for the Deck the Holiday Deals?**
This offer applies to sailings between December 18, 2018 - January 1, 2019 and sailings between December 19, 2019 - December 31, 2019.

6. **How will the Deck the Holiday Deals instant savings be applied?**
Guests who book a holiday sailing will automatically receive an up to \$150 instant savings per stateroom determined by category booked and sailing length. Savings will be applied to cruise fare at checkout.

7. **What can my clients expect onboard during the Holidays?**
All December long, Royal Caribbean is bringing your holiday favorites onboard — from grand tree-lighting ceremonies, to story time with Santa's elves, to the hottest New Year's party yet.

8. **Can this offer be booked in groups?**
Yes, group bookings are eligible for this offer. To qualify, one of the following must be actioned during the promotional period of November 1 - December 4, 2018.
 - Create a new group and name new bookings at prevailing rates.
 - Book a new individual reservation under qualifying fares and transfer the booking into an existing group.
 - Add names to an existing group, resulting in a re-price to prevailing fares. Group rates held prior to the start of the booking window may no longer be available and will not be protected.

9. **Can this offer be booked through automation?**
Yes, our automated booking tools support this offer.

10. **Are single occupancy bookings eligible for this offer?**
Single occupancy guests paying 200% cruise fare are eligible for offer. Single occupancy guests paying less than 200% cruise fare will be eligible for a prorated amount of the offer.

Combinability Guidelines

1. **Is this offer combinable with Future Cruise Certificates and Letters of Credit?**
Yes, this offer is combinable with Future Cruise Certificates and Letters of credit.

2. **What is the offer combinable/not combinable with?**

OFFER COMBINABILITY CHART

	Kids Sail Free	BOGO 60	Pre-Paid Gratuities	NextCruise Offer	Senior/Resident/Military Discounts	Crown & Anchor Discounts	Shareholder Benefits	Standard Group	Interline	Travel Agent Friends & Family	Going Going Gone	Deck the Holidays
Kids Sail Free		YES	YES	YES	YES	YES	YES	NO	NO	NO	NO	YES
BOGO 60	YES		YES	YES	YES	YES	YES	NO	NO	NO	NO	YES
Pre-Paid Gratuities	YES	YES		YES	YES	YES	YES	NO	NO	NO	NO	YES
NextCruise Offer	YES	YES	YES		YES	YES	YES	YES	NO	NO	YES	YES
Senior/Resident/Military Discounts	YES	YES	YES	YES		YES	YES	NO	NO	NO	NO	YES
Crown & Anchor Discounts	NO	YES	YES	YES	YES		YES	YES	NO	NO	YES	YES
Shareholder Benefits	YES	YES	YES	YES	YES	YES		NO	NO	NO	NO	YES
Standard Group	NO	NO	NO	YES	NO	YES	NO		NO	NO	NO	NO
Interline	NO	NO	NO	NO	NO	NO	NO	NO		NO	NO	NO
Travel Agent Friends & Family	NO	NO	NO	NO	NO	NO	NO	NO	NO		NO	NO
Going Going Gone	NO	NO	NO	YES	NO	YES	NO	NO	NO	NO		NO
Deck the Holidays	YES	YES	YES	YES	YES	YES	YES	NO	NO	NO	NO	