

## PerryGolf and Azamara®

2019 / 2020 / 2021

### Partnership Background

Azamara® has partnered with PerryGolf since 2011 in the creation and delivery of high end all-inclusive fully managed golf cruises to various parts of the world. PerryGolf has been in business since 1984, has operations in Wilmington, NC and Helensburgh, Scotland and is a leading provider of international golf vacations to the most memorable destinations in the world.

### Current Golf Cruise Destinations

The 2020/2021 portfolio is our most expansive ever. Twenty-four worldwide golf voyages are offered featuring play at more than 70 marquee courses in 23 countries. Twenty-five of the courses rank among the world's top 100.

Destinations include the **British Isles** (six voyages, two all new), the **Mediterranean** and **Baltic** seas, the **Arabian Gulf**, **South America**, **South Africa**, **New Zealand & Australia** plus **Norway** which is another new departure. The flagship is our annual **British Isles** voyage which includes attendance to **The Open**, golf's original major championship. Our guests will play many of the world's leading venues including **Royal Dornoch**, **Carnoustie**, **Royal County Down**, **Ballybunion**, **Royal Portrush** and **Turnberry** in the British Isles; **Valderrama** and **PGA Catalunya** in the Mediterranean; **The Emirates** in the Arabian Gulf; **Leopard Creek** in South Africa; **Cape Kidnappers** and **New South Wales** in New Zealand & Australia; **Lofoten Links** in Norway; **Bro Hof Slot** in Sweden; **Gorki Golf Club** in Russia and the **Olympic Golf Course** in Rio de Janeiro.

### Golf Cruise Format

The golf cruises are hosted and fully managed by PerryGolf. The itineraries are selected to provide a balance for the guests between outstanding golf and Destination Immersion® Experiences. All golf related arrangements and logistics are managed in advance and onsite by PerryGolf. Typically (although varies dependent on individual itineraries), the golf cruise program will schedule golf on just over half of shore days, allowing golfers a balance of golf and other activities. Beyond golf, guests are free to explore on their own arrangements or via **Azamara Shore Excursions®**. The ethos of the golf cruise program is to ensure the high level of service which guests enjoy onboard the Azamara® ships is extended to the overall golf service experience off the ship.

### Websites & Video

Azamara® details are available at [www.azamarclubcruises.com/golf-cruises](http://www.azamarclubcruises.com/golf-cruises)

PerryGolf details are available at [www.perrygolf.com/cruises](http://www.perrygolf.com/cruises)

PerryGolf video is available at [www.perrygolf.com/cruisesvideo](http://www.perrygolf.com/cruisesvideo)

### Group Size

The typical golf cruise group size is approximately 40 – 60 golfers with on average a further 10 non-golfing spouses.

The annual cruise including The Open will typically number 150 golfers with a further 50 nongolfing spouses.

Multiple transfers from ship to golf course ensure that each guest enjoys a very personalized level of service.

Some guests will travel in small relatively self contained groups, eg 2 or 4 couples who know each other, and they have their own golfing partners already arranged. Other guests travel as individual couples or single travelers and are seeking to meet and play golf with other guests, and PerryGolf arranges a variety of golf pairings for these guests and through this a great many friendships are born. Non-golfing spouses are also perfectly catered for with the range and breadth of **Azamara Shore Excursions®** available.

### Typical Golf Day

Each guest's golf equipment is managed from start to finish of the golf cruise by PerryGolf. On each golf day the golf equipment will be taken to the golf course in advance, loaded onto a golf cart (or be waiting with a caddie at certain venues) and be ready and waiting for each guest's arrival at the golf course.

Multiple ground transfers from the ship ensure that each guest arrives at the golf course at a time which allows suitable opportunity to warm up before play. A sandwich lunch is provided for consumption on the golf course during play, sometimes as a box lunch from the ship, or alternatively provided by the golf course. Snacks, soft drinks and water are available during play.

Following golf, guests will relax in the clubhouse with an open bar enjoying a chat about their round and to experience the particular ambience of that club before returning to the ship on the transfer provided.

On one golf day during each cruise an informal competition will be held with individual and fun prizes, an awards ceremony taking place later onboard the ship.

## Social Activities

A number of onboard golf group social events are scheduled (welcome cocktails and briefing on the first evening, one or two mid cruise cocktail party or awards social gatherings, and a final evening farewell event). Participating golfers and any non-golfing spouses are all most cordially welcomed.

There is usually a strong bond created within the group, while at the same time all golf group guests remain free to enjoy all the flexibility of social, dining, activity, and entertainment which Azamara® accommodates so beautifully.

## Cruise & Golf Package

The Golf Cruise is separated into a CRUISE purchase and a GOLF PACKAGE purchase. The Golf Package is inclusive of all items listed below. It typically includes between 4 and 7 rounds with per person prices from \$2,000 to \$5,000.

Travel agents will earn their standard rate of commission with Azamara for the cruise, and a \$200 commission from PerryGolf for each booked golf package participant. They will also earn 10% from PerryGolf on the value of all booked pre/post cruise options plus mid-cruise overnight/overland options including for any accompanying non-golfing spouses.

## Golf Package Inclusions

- Green fees and starting times for specified rounds of golf including shared use of electric golf cart where available (caddies at certain British Isles venues)
- All transfers to and from the scheduled golf courses in luxury air conditioned motor coaches
- Practice range and range golf balls where available
- Welcome & Farewell Cocktail parties onboard
- Box lunch at each golf course plus open bar for select standard beers, wines & spirits

- "Golfers Social" gatherings on board where scheduling permits
- Casual tournament format with awards on one day
- Handling of golf equipment by PerryGolf throughout
- Fulltime PerryGolf program manager on board and onsite at each golf venue

## Payment and Cancellation Terms

Normal Azamara® payment and cancellation terms apply in addition to the golf package.

Deposits for the golf package start at \$750 per person but they will vary on select voyages. The balance is payable 120 days prior to travel.

Cancellation terms are \$50 per person for the golf package until 12 months out. Thereafter the fee is 25% until 120 days out, rising to 75% and 100% closer in.

Cruise cancellation fees are additional.

## Group Policy

For 15 paying golfers in a group, the 16th golfer will receive a free golf package.

## Travel Agent Tips

We encourage Travel Agents to have clients make their cruise and golf program bookings as far in advance as possible to ensure access to the best selection of staterooms and suites (particularly suites with their limited availability) at the very best prices. Cancellation penalties for cruise and golf package are extremely low.

## Contact

PerryGolf's dedicated team of Golf Travel Experts welcomes the opportunity to assist you personally at [Expert@PerryGolf.com](mailto:Expert@PerryGolf.com) or **1.800.344.5257 ext 3**. Everyone here is a golfer with extensive knowledge of the courses, the program details plus all have sailed before with Azamara®.

*Terms & Conditions Effective as of August 8, 2019*



PLAY THE GAME. SEE THE WORLD.™



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