

Accompanying notes

NEW-TO-SELLING CRUISE DECK PLANS (PART 2)

In this video, Andy Harmer walks us around P&O Cruises Iona, highlighting some key areas of a deck plan that we should identify as part of the sales discussion with our customers



0:05
Pool and Bar areas

Outdoor venues, especially important on warmer weather itineraries



0:31
Multi-purpose entertainment venues

Perfect for daytime relaxation on sea days, these venues often transform to offer entertainment in the evening



1:04
Outdoor Deck spaces

Whether appealing to those guests wishing to relax and take in the views, the outdoor decks also offer space to play games, or take part in sports. Many have running tracks which gives guests an extra fitness opportunity



1:40
Lounge venues

Inside spaces for guests to meet and relax together – often with panoramic windows for guests to enjoy scenic cruising



2:09
Exclusive-access areas

Separate areas with access restricted to guests in particular accommodation types or those who have paid for access, either on a daily or weekly basis



2:50

The Atrium

The heart and soul of the ship – usually central within the ship, and spread across a number of decks. A meeting point for guests throughout the cruise



3:28

Dining venues

Identify the Main Dining Room or the multiple Main Dining venues, as well Speciality Dining venues which are often recommended to pre-book



4:15

Evening Entertainment venues

Evening entertainment and activities offered are plentiful. Cruises often offer West-End style shows – check which shows are being offered onboard
