

## Accompanying notes

# NEW-TO-SELLING CRUISE STATEROOMS

In this video, Andy Harmer walks us around P&O Cruises Iona, visiting the four main types of stateroom that you will find across the majority of cruise ships.



0:05

### Inside Cabin

- Generally the lowest price option
- Well-appointed with all of the usual facilities
- No natural light (no window or balcony)
- A great value way to start cruising



0:40

### Sea view Cabin

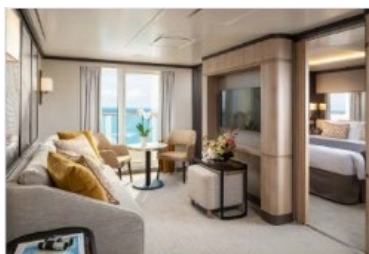
- Well-appointed with all of the usual facilities
- Guests have a window to enjoy the view



1:00

### Balcony Cabin

- Well-appointed with all of the usual facilities
- Guests have their own piece of outside space (balcony) – their own vantage point



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### Suite

- The ultimate VIP experience
  - Generally separate shower to bath
  - Separate bedroom from a seating area
  - Larger balcony
  - Some offer Butler service or access to certain restaurants or areas on the ship
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