

Accompanying notes

NEW-TO-SELLING CRUISE WHAT TO DO ONBOARD A CRUISE

In this video, Andy Harmer introduces a discussion amongst our Trade Engagement Working Group, asking them what they love to get up to on their cruise holiday.

Your panelists:



Shane Riley
Virgin Voyages



Carly Perkins
Seabourn



Luke Smith
Carnival Cruise Line



Torey Kings-Hodkin
Royal Caribbean
International



0:36 – Torey Kings-Hodkin **Relaxation & Wellness**

Cruise ships offer incredible spa and relaxation spaces for guests to really rest and unwind. The experience of being at sea can also be a very attractive element of a cruise holiday.



1:06 – Luke Smith **Childrens & Family activities**

Whether looking for the peace of mind offered by a Kid's clubs, or activities to enjoy together with state-of-the-art facilities such as waterparks and sports complexes, a cruise can be the perfect setting for a multi-generational holiday experience.



1:51 – Carly Perkins **Enrichment and Learning**

Cruise holidays often offer the opportunity to try out a new hobby or skill – cookery or photography for example. The destinations that you visit can also be brought to life by onboard experts who hold talks or guided excursions.



2:37 – Carly Perkins

Luxurious & once-in-a-lifetime experiences

Cruises can deliver once-in-a-lifetime experiences, exclusive access to venues or events, or immersive tours led by experts in their field.



3:29 – Luke Smith

Health, Wellbeing & Fitness

Every ship will offer a fully-stocked fitness suite, most with panoramic views of the ocean. Health and wellness classes can also be a perfect introduction to a new routine you may wish to continue once home.



4:02 – Torey Kings-Hodkin

The Sea Day Opportunity

A Sea Day should never be seen as a lost part of an itinerary. In fact, it is the perfect opportunity to experience the ship, however your guests want to – whether that is something active or completely relaxing. The ship should always be included as a destination you discuss with your customer.
