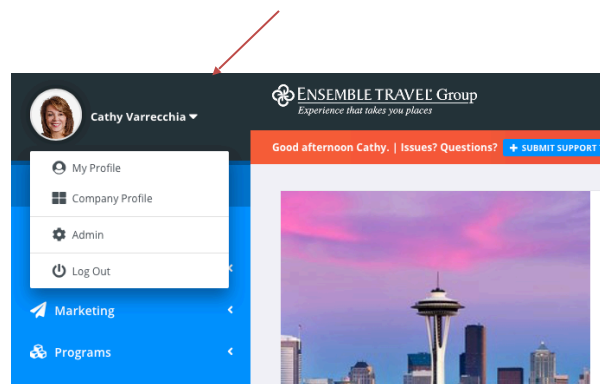


 **ENSEMBLE TRAVEL® Group**  
*Experience that takes you places*

Your guide to everything Ensemble: [agent.ensembletravel.com](https://agent.ensembletravel.com)

**Update your PROFILE – on the member portal upper left hand side of the screen – click on down arrow and then on **MY PROFILE****



# Ensemble Cruise Programs



## *Exclusive Collection of Personalized Cruises*

Ensemble partners with more than 30 ocean, river, and specialty cruise lines, many of which provide Ensemble members exclusive amenities not available to the competition. You'll find thousands of opportunities to impress your clients within Ensemble's Cruise Program! Choose any destination, any cruise style, and any price range, and you'll find a cruise to match your clients' needs. These programs are designed to give you a selling advantage, so remember to always check the Ensemble Extranet for any Ensemble exclusives, promotions or amenities as your first step in searching for a cruise. You'll be able to easily identify exclusive offers through the icons displayed for your convenience.

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## *Ensemble® Hosted Cruises*

We have partnered with a select group of cruise suppliers to craft a program with an array of consumer amenities and services – all positioned as coming from you as their agent, which ties the client to you and builds loyalty to you. Consumer benefits might include:

- Complimentary Ensemble Experience Custom Shore Event; OR
- Ensemble Experience Car and Driver Credit (New for 2020 Hosted Cruises); OR
- Ensemble Experience Credit to be used with an Ensemble On Location, a property within the Ensemble Hotel & Resort Collection Property or shipboard credit applied to purchases onboard.

An Ensemble Host will accompany the group on Ensemble Hosted Cruise dates based on minimum group size requirements. When an Ensemble Host is onboard, a private cocktail reception will be scheduled for the group.

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### *Ensemble® Amenity Cruises*

These sailings offer your clients an added-value amenity which may be a shipboard credit or prepaid gratuities, affording them the opportunity to choose how best to enjoy their time onboard. Some sailings even offer a bonus commission.

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### *Ensemble® Headquarter Groups*

With a number of partners, including Royal Caribbean, Celebrity, Cunard, Holland America and Princess, Ensemble holds Headquarter Groups that feature exclusive shipboard credit amenities. You can book your individual clients into our Ensemble group blocks to benefit from group pricing and amenities without the need to fill individual agency groups.

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To keep you up to date on the many options available and how to utilize the Ensemble Cruise Programs effectively, we offer webinars, training modules on our online learning platform U of E, as well as webinars presented by our preferred cruise partners. We also offer a weekly E-Newsletter that outlines our current time sensitive promotions, Ensemble exclusive offers as well as general consumer offers.

Each cruise line has different attributes and offers different experiences. We know the importance of understanding the difference and are here to help and assure that your clients keep coming back to you.

## Requirements:

- In most all instances, specific group numbers or promotion codes must be used when booking a hosted cruise
- **Ensemble Experience enrollment form must be received no later than 46 days prior to sailing if you are booking your clients on a luxury line and want to offer the choice of something other than the Ensemble shore event, you must submit the luxury enrollment form at least 46 days prior to the sailing, otherwise it automatically defaults to the Ensemble Experience shore event. Please don't forget!**



## Overview

Our value added hotel program offers premier accommodations at more than 600 four-and-five star properties in the most popular resort and city destinations. Enhancing the experience are exclusive complimentary perks and services including customized encounters, resorts credits, and dining discounts.

Our "Off-The-Beaten-Path" section showcases unique properties located in some of the world's most attractive travel destinations. From luxury camps and regal palaces to intriguing caves and intimate settings, this offering will appeal to your clients clearly seeking unusual accommodations as part of their experiential travel adventure. These properties are provided to us from our On Location partners. Booking requests must go through them. Their contact details are displayed in the hotel profile information. For additional details on the On Location partner, please

refer to their complete profile pages. Do take note, that these hotels do not offer the usual "Ensemble® Amenities" as they are not equipped to do so. Again, please contact the specific On Location partner for questions regarding the corresponding featured property! They would love to hear from you and build an itinerary including one of their "experiential" jewels.

**For bookings made using the Ensemble rate code (either GHL or GHP depending on the GDS you use, guests staying at a hotel that is part of the Ensemble Hotel & Resort Collection will receive: (excludes Off The Beaten Path Properties)**

- Upgraded room at time of check-in, if available
- Early check-in, late check-out, if available
- An Ensemble Exclusive Amenity, such as breakfast daily, resort credit, afternoon tea, etc...

**\*\*You can locate The Hotel & Resort Collection properties by going to the SEARCH in the MENU BAR in the Member Portal and looking under the HOTEL TAB.**

## **GDS Booking Instructions**

Detailed instructions for each system are outlined on the Ensemble Extranet.

**WITHOUT GDS ACCESS:** Use Ensemble's Hotel Express tool or contact the hotel directly.

Please note: If you book one of the hotels in the collection through a wholesaler or tour operator or a different rate code other than the Ensemble, clients will not be eligible to receive the Ensemble Amenities



## Overview & Booking Instructions

**Home away from Home in an Idyllic setting...**

Luxurious, yet affordable, private vacation villas in any of more than 30 destinations around the globe. On hand are professional villa specialists committed to catering to all needs, while providing exceptional service and expertise. *It's private, it's a great value,*

**When booking Ensemble Villas & Vacation Homes, don't forget:**

- To book call Ensemble's Exclusive line - 1-888-305-1152
- A **"\$200 concierge credit"** will be provided to each reservation as a special amenity for clients of Ensemble members. They can use this \$100 credit toward any service we offer through our concierge team, just mention the promotion code "Ensembleamenity14" every time you make a reservation
- All villa commissions are **10% of the base villa rental, taxes which are included in the quote are non-commissionable and will be deducted from the total cost when calculating your commission.**

**\*\*You can locate The Villas & Vacation Homes by going to ENSEMBLE PROGRAMS menu and look for VILLAS COLLECTION.**

# Ensemble Land & Tour Partners

**Hundreds of land and tour suppliers all offer our members:**

- Preferred commission structures
- Exclusive offers
- Easily searchable with detailed fact sheets and contact information on the Ensemble Extranet
- Specialty & Niche suppliers... culinary tours, yacht charters, Luxe Life....

## **Why sell Specialty and Niche Partners:**

These are your biggest money-making opportunities and most importantly these types of suppliers will set you apart from your competition! More and more of your clients want unique, special or niche travel. These partners can help you with that!

## **Specialty & Niche Partners – you may not be familiar with:**

Honeymoonwishes.com

Le Boat

Sports Empire

Cool Effect

EatWith

Oasis Collection

Onfinestay

Roadtrips Sports Travel

Select Registry

Belmond

**\*\*You can locate all of Ensemble’s preferred SUPPLIERS by going to the SEARCH menu then click on the SUPPLIERS TAB and filter your search.**



**The Ensemble On Location Program is perfect for your customers who are looking for:**

- Authentic Encounters
- Personal Connections
- VIP Treatment

Ensemble has 90+ in-destination supplier partners located throughout the world. These in-destination partners are extremely knowledgeable about their destinations and can provide you with insider information, and access to some of the world’s most important cultural and historic venues. They can create high value, exclusive experiences to help you differentiate yourself from your competition. They are able to provide unique itineraries based on individual customer preferences and travel styles. Experiences that cannot be shopped!

- At your fingertips you have access to the “unique & extraordinary”
- YOU have a global network\_of specialists to call “your own”
- YOU can increase your bottom line!
- They make YOU look like the Expert!



What can an On Location Do? They can do a complete itinerary for you... if your clients need a complete custom designed luxury itinerary, including hotels, transfers, sightseeing etc... an On Location can create that customized complete itinerary for you, but they will also just do specific things. For example... you only want private transfers or you want a private city tour or you need private shore excursions... they can do just about anything else you can think of!

**\*\*You can locate all of Ensemble ON LOCATION Partners by going to the SEARCH menu then click on the SUPPLIERS TAB and filter your search by SUPPLIER TYPE.**

## Why use Ensemble Air®?

This program is exclusive to Ensemble Members and provides you with new revenue opportunities when selling air for your clients.

This program is exclusive to Ensemble Members and provides you with new revenue opportunities when selling air for your clients.

- 26 Partner Airlines
- 22 Airlines Allow Member ticketing
- Opportunities for Members to earn money selling air!
- Up-front/Time of Ticketing Commission
- Exclusive Net Agreements with 4 Airlines
- Private Jet Partnership - Vitesse Worldwide

Please call **844-291-4445** to contact the Aviate Support Desk.



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## **U of E is your one-stop-shop for all things training!**

*24/7 Access · Online Anytime · Learn @ Your Leisure – go to our Member Portal under Training & Events to locate and launch U of E*

### **Featuring:**

- Ensemble Expert Certification Course
- Supplier Partner Expert Courses including new supplier expert courses for 2019
- Recorded Webinars (Webinar Wednesday and Take 30 Thursday)

### **Ensemble Expert Certification Course**

The Ensemble Expert Certification Course provides you with in depth knowledge on all the Ensemble Programs, Products and Tools that are available to you through membership. Complete each of the 19 modules and earn 20 Genius Points per module. Pass the final “test your knowledge” quiz, become an Ensemble Expert and earn an additional 120 Genius Points for a total of 500 Genius Points!