IN SEARCH OF AN UNFORGETTABLE PERFORMANCE TRIP?

YOUR SEARCH IS OVER...

STARS at SEA®

Like no performance on earth for more than 20 years.

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Cruise Industry Overview

- Dominated by 2 publicly owned (stocks traded on NYSE) companies that control 81% of global cruise market share
  - Royal Caribbean Cruises Lt. (RCI)
    - Operates global brands including Royal Caribbean, Celebrity Cruises, Azamara Club Cruises etc.
  - Carnival Corp. (CCL)
    - Operates global brands including Carnival Cruise Line, Holland America, Princess Cruises, Costa, Cunard etc.
- Smaller suppliers
  - Norwegian Cruise Line
  - MSC
  - Disney Cruise Line
  - Other (SilverSea, Hurtigruten, Genting etc.)

Cruise Performance Programs

- Before taking your best clients on a performance cruise, it’s important to keep in mind, not all cruise brands offer this opportunity.

- The companies offering performance programs are:
  - Royal Caribbean International
  - Celebrity Cruises
  - Carnival Cruise Line
  - Azamara Club Cruises – Adult tap and jazz dance groups only
• Founded in 1993 by owners of dance and music schools
  • We understand the needs, wants and expectations of your students, their parents and teachers
• Incorporated in the state of Florida and program launched in 1995
• Over 1,700 groups, 51,000 performers and more than 150,000 guests have traveled with Stars at Sea
• 88% of groups sign up for a repeat cruise
• Insured by Birkely Insurance Co.
  • A division of AON Affinity Insurance Company
• Member in good standing of International Association of Travel Agents (IATA) and Cruise Line International Association (CLIA)
Our Goals

Provide students of the arts an extraordinary performance opportunity aboard a luxury cruise ship.

Provide the very best vacation value for the parents that invest in their children's education.
Why Choose Stars at Sea?

- More than **two decades** of providing **great performance** opportunities
- Directed by a **Stars at Sea’s** team of professionals
  - All with backgrounds in the fine arts (dance and music)
- With an **88% group retention statistic**, you can rest assured you’ve made the right choice
- Available on the best cruise brands and ships in the industry
- **Truly professional performance venues**
- An **escape** from the ordinary
- Available 365 day per year
  - You pick the ship and sailing date
- Global itineraries available
- Increased **safety** compared to land-based options
- Quality time spent with the family
- Group travel with room to escape individually
- **Positive word-of-mouth advertising for your school!**
Something For Everyone!

Contemporary musical stage productions, live music and shows

Rock climbing

Ice skating*

Hangin’ at the pool

Surfing*

Miniature golf*

Basketball and volleyball Court*

You time

Shopping time*

Family time

In-line skating*

Couple time

Fitness time

* Shipboard amenities vary per ship.
Especially For The Kids & Teens

Not Just a Great Performance!

Adventure Ocean and Camp Carnival Award Winning Youth Programs

We know that happy kids mean happy parents. So on a Royal Caribbean and Carnival cruise vacation, kids will be entertained in age-specific peer groups.

<table>
<thead>
<tr>
<th>Royal Caribbean</th>
<th>Carnival</th>
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<tbody>
<tr>
<td>6 – 18 months</td>
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<td>18 months – 3 years</td>
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<td>3 – 5 years</td>
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<td>9 – 11 years</td>
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<td>12 – 14 years</td>
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<tr>
<td>15 – 17 years</td>
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Sample activities

- Adventure Science
- Adventure Art by Crayola*
- Build and Grow with Lowe’s®
- Adventure Theater by Camp Broadway
- Teen centers
- Arcades
- Sports tournaments

* Shipboard amenities vary per ship.
What About Land Excursions?

ARE YOU ON OF THOSE FLOW-RIDING, REEF-SNORKELING, PARASAILING, PINK-SAND-SEEKING KINDS OF PEOPLE? CONGRATULATIONS, YOUR SHIP HAD JUST COME IN.

It really all comes down to this one question: What does adventure mean to you? And the best part is there are no wrong answers. Because whatever your concept of adventure, you’re pretty much guaranteed to find it when you cruise with Royal Caribbean and Carnival.

Unforgettable land excursions can be added. Choose from snorkeling; scuba diving; swimming with dolphins or zip lining through the rain forest just to name a few. The options are endless.

Arranged your adventure prior to departure or from the comfort and convenience of your stateroom.
What’s Included?

Dining Options
- Fine dining
- Casual dining
- Pizza parlor and soft-serve ice-cream bar
- 24 hour room service

Youth Activity Programs
- Includes designated shipboard areas
- Certified youth counselors

Day Spa and Fitness Center
- Stationary bikes, treadmills, free weights
- Elliptical machines
- Sauna & steam room
- Massage, facials, hair styling

Shipboard Accommodations As Selected

Entertainment
- Nightly musical stage productions
- Live music & comedy shows
- Casino

Performance
- Venue use for:
  - One hour rehearsal
  - 30 minute show (3, 4 & 5-night itineraries)
  - 2 x 30 minute shows (6+night itineraries)
- All technical fees for:
  - Sound
  - Standard lights
  - Theatre manager
  - Custodial services
- Shipboard group coordinator
- Gift for each performer
- Commemorative award for the studio
- Shipboard education workshops may be available

DON’T FORGET...
MEMORIES
THAT WILL LAST A LIFETIME!
How To Begin?

Cruising is one of the most popular segments of the vacation industry. Tremendous value, exciting new ships, wonderful destinations and ease of booking have all propelled cruising into this leadership position. The following will aid in planning your groups performance cruise:

- **Book early** - Cruising in peak season (June, July, March) sells quickly. Book as early as possible to receive the best price and space availability
- **Contact Stars at Sea** - Discuss itinerary options and price points
- **Pick Itinerary, Date and Duration** - You know your students and customers best. Group discussion on itinerary selection will inevitably lead to months of unnecessary negotiation and school politics. Consider your average client’s demographic and past group travel habits when making your decision
- **Request a full quote** – Your clients will be able to choose from inside, ocean-view or balcony accommodations. Special request for suites are also possible.
- **Complete Individual Reservation Form** – Complete the top part of Guest Registration form located on www.starsatsea.com. Print and copy enough forms for each member of the group
- **Have a group meeting** - Inform your group of all details including price, deposit requirements, due dates and cancellation policies. Distribute a Stars at Sea guest registration form to each family
- **Collect deposits and guest information forms**
- **Deposit checks and send Stars at Sea one 'official' company check for deposit**- You may choose to wire the deposit via your financial institution or the internet. Your Stars at Sea Representative can provide you required wire instructions.
- **Forward guest information forms to Stars at Sea** - mail, email etc.
- **Intern payments** – May be required pending total group size or cost
- **90-days prior to departure** - Final payment
- **60 - 70-days (approximately) prior to sailing** - Each guest will be issued individual reservation number. This will enable guests to complete pre-boarding documentation and pre-purchase shore excursions
**Miscellaneous Information and FAQ’s**

**When is The Best Time To Book?** - Varies pending itinerary, date requested and group size. Typically 5 to 24 months in advance.

**Where do we perform?** - What is typically referred to as ‘The Main Theatre’. Cruise director’s have the option to relocate entertainment if necessary. In over a decade, 4 groups have been relocated due to technical challenges or refurbishment of the theatre.

**How Many Times Do We Perform?** - Once on a short cruise (5-nights or less) and twice on a long itineraries (6-nights or longer). As a company, we do not believe the guest talent show is a suitable venue to perform. Additionally, as it is open to the general public, we believe there is no value for the trained group.

**How is the performance advertised shipboard?** – All groups should appear in the Cruise Compass or Carnival Capers delivered to each stateroom.

**Booking Conditions:**
- All performers **must** be booked with Stars at Sea
- No solos, duets or trio’s permitted
- Audition material (tapes and pictures), if required, will not be returned
- The information contained in this publication / pdf was accurate at time of printing but subject to change

**Options Available:** Ask your Stars at Sea representative about the following:
- Cancellation Insurance
- Ground transfers in embarkation city
- Land performance opportunities
- Pre or post cruise accommodation
- Combine your short cruise itinerary departing from Port Canaveral, FL or Los Angeles, CA with a performance with Disney Performing Arts or Universal Studios STARS ®. Ask your Stars at Sea representative for details
- A coordinator will be available during your cruise to answer questions and provide assistance. You are never alone!

**Beware of the ‘Group Cruise Expert’** - There’s a self-proclaimed 'expert' in every group. Stars at Sea has been booking performance groups for more than a two decades on Carnival and Royal Caribbean. Don’t be misinformed or misled. When in doubt, contact Stars at Sea.

**Note:** All information contained herein is subject to change and modification by Stars at Sea and or the cruise supplier. Kindly ask your Stars at Sea representative for additional information or updates.

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We Look Forward to meeting the Future Stars at Sea!

For additional information, please contact Stars at Sea:

Toll free 888.248.7809
Or visit us online at:

www.starsatsea.com