

----- Original message -----

From: Susan Dentino <sdentino@rccl.com>
Date: 5/27/21 12:19 PM (GMT-05:00)
To: Judy Clappin <jclappin@donovantravel.com>
Subject: June Offer: June 2-30

Hi Judy,

I hope all is well.

I wanted to share our June month-long promotion. Our June promotion will run from June 2-30, 2021, and offer our guests 60% Off their Second Guest, 30% Savings for 3rd/4th guests plus up to \$150 Instant Savings for sailings departing October 1, 2021 – September 30, 2022.

Below, you can find the offer details, flyers and terms and conditions for your reference & review. Please let me know if you have any questions.

Offer Details:

BOGO60

Booking Window: June 2 – June 30, 2021

Sailing Window: All sailings departing on or after July 2, 2021

Offer details:

- Buy One Guest, Get Second Guest 60% Off
- 30% Savings for 3/4 guests

2021 – 2022 Kicker

Booking Window: June 2 – June 30, 2021

Sailing Window: All sailings departing on October 1, 2021 – September 30, 2022

Offer details: Up to \$150 instant savings

Sailing Length	Inside/Ocean View	Balcony	Deluxe
5N and less	\$25	\$50	\$75
6N and more	\$50	\$75	\$150

Flyers:

Consumer Flyers:

USD: https://creative.rccl.com/sales/royal/promotions/21076156_June_Consumer_Flyer_USD.pdf

Trade Flyers:

USD: https://creative.rccl.com/sales/royal/promotions/21076154_June_Trade_Flyer_USD.pdf

Combinability:

OFFER COMBINABILITY CHART													
	2021 Kicker	60% off Second Guest	CAS Double Points	NextCruise Offer	Senior/Resident/Military Discounts	Crown & Anchor Balcony & Suite Bonus	Shareholder Benefits	Standard Group	Interline	Travel Agent Friends & Family	Going Going Gone	Discovery Deals	Loyal To Royal
2021 Kicker	YES	YES	YES	YES	YES	YES	YES	NO	NO	NO	NO	YES	YES
60% off Second Guest	YES	YES	YES	YES	YES	YES	YES	NO	NO	NO	NO	YES	YES
CAS Double Points	YES	YES	YES	YES	YES	YES	YES	NO	NO	NO	NO	YES	YES
NextCruise Offer	YES	YES	YES	YES	YES	YES	YES	YES	NO	NO	YES	YES	YES
Senior/Resident/Military Discounts	YES	YES	YES	YES	YES	YES	YES	NO	NO	NO	NO	YES	YES
Crown & Anchor Balcony & Suite Bonus	YES	YES	YES	YES	YES	YES	YES	NO	NO	NO	NO	YES	YES
Shareholder Benefits	YES	YES	YES	YES	YES	YES	YES	YES	NO	YES	YES	YES	YES
Standard Group	NO	NO	NO	YES	NO	YES	YES	NO	NO	NO	NO	NO	NO
Interline	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
Travel Agent Friends & Family	NO	NO	NO	NO	NO	NO	YES	NO	NO	NO	NO	NO	NO
Going Going Gone	NO	NO	NO	YES	NO	NO	YES	NO	NO	NO	NO	NO	NO
Discovery Deals	YES	YES	YES	YES	YES	YES	YES	NO	NO	NO	NO	NO	YES
Loyal To Royal	YES	YES	YES	YES	YES	YES	YES	NO	NO	NO	NO	YES	YES

June Offer T&Cs:

Full T&Cs

* Price is per person, in USD, cruise only, applies to select sailings, interior stateroom, based on double-occupancy, and reflects any promotional savings.

BOGO60 offer must be booked between **June 2 – June 30, 2021** (“Offer Period”). BOGO60 offer applies to select sailings departing on or after **July 2, 2021**. BOGO60 provides 60% savings off the price of cruise fare of the second guest booked in the same stateroom as first, full fare paying guest. BOGO60 also provides 30% cruise fare savings for third guests and higher booked in the same stateroom as the first two qualifying guests. BOGO60 savings applied to cruise fare at checkout.

2021 – 2022 Kicker applies to new bookings made between **June 2 – June 30, 2021**. **2021 – 2022 Kicker** provides instant savings of up to \$150 USD per stateroom on select sailings departing between **October 1, 2021 – September 30, 2022**. Savings amount determined by category booked and sailing length: On sailings 5 nights or less, \$25 savings for Interior and Ocean View, \$50 for Balconies and \$75 for Suites; on sailings 6 nights or longer, \$50 savings for Interior and Ocean View, \$75 for Balconies, and \$150 for Suites. Instant savings applied as instant rebate to the price of cruise fare at checkout. Instant savings do not apply to China departures.

The **“Cruise with Confidence”** program allows individual guests and guests in non-contracted groups who booked a cruise on or before July 31, 2021, for cruises sailing between June 12, 2020 and April 30, 2022, to opt-in for RCI’s “best price guarantee” on their current sailing, or cancel their cruise up to 48 hours prior to the vacation start date and have the option to receive a Future Cruise Credit (“FCC”) equal to the amount of the cruise fare the guest paid for their cruise. CWC FCC must be applied by April 30, 2022 towards the cruise fare due on an existing booking, on RCI, for a sailing departing on or before September 30, 2022. Visit www.royalcaribbean.com/cruisewithconfidence for complete details. Nonrefundable Deposit Bookings (“NRDB”) cancelled prior to final payment due date will receive a future cruise credit in the amount of the deposit minus a 100USD/CAD per person service fee (“FCC”). FCC is non-transferable and expires after 12-months from issue date. 100USD/CAD per person service fee applies to changes to NRDB ship or sail date. Deposits made toward Guarantees and Grand Suites and higher categories are non-refundable and are subject to NRD Booking Terms.

Combinability: **BOGO60 and 2021 – 2022 Kicker** are combinable with each other as well as promotional OBCs, Next Cruise offers, instant savings, restricted discounts (for example, Seniors, Residents, Military), Promo Code driven offers, Free Upgrades, Crown and Anchor discounts and Shareholder Benefits. Resident rates apply to select states on select sailings; valid address must be entered at time of booking to redeem savings. Offer is not combinable with any other offer or promotion, including, but not limited to, Standard Group, Interline, Travel Agent, Travel Agent Friends and Family, Weekly Sales Events, and Net Rates. Promo Code driven offers are based on select ships and sail dates and must be applied at time of booking; limit one promo code per booking.

General Terms: All other charges, including, but not limited to, taxes, fees and port expenses, are additional and apply to all guests. Instant savings amount shown in USD and will be converted to currency used for cruise purchase. Savings applied to cruise fare at checkout. Instant savings will be reflected in checkout as “Dollars Off” or “Savings.” Onboard Credit will be reflected in checkout as “Ship Spend” or “Ship Credit.” Onboard credit and instant savings do not apply to China departures. OBC is in USD, has no cash value, is non-transferable, not redeemable for cash, and will expire if not used by 10:00 PM on the last evening of the cruise. After the offer period, the offer will be removed from the booking if the guest cancels and reinstates the booking or rebooks into a new booking on the same ship and sail date, applies a fare change, or changes the ship or sail date of the booking; certain other changes to the booking may also result in removal of the offer. Offer applies to new, individual and named group bookings confirmed at prevailing rates. Individual reservations may be transferred into an existing group, assuming required criteria are met; full deposit will be required

at time of transfer. Failure to apply the required full deposit amount may result in the cancellation of the booking. Single occupancy guests paying 200% cruise fare are eligible for full amount of offer; single occupancy guests paying less than 200% cruise fare are eligible for a prorated amount of the offer. Offer available to residents of United States, Canada, Puerto Rico, and select countries in the Caribbean. Prices and offers are subject to availability and change without notice, capacity controlled, and may be withdrawn at any time. Refer to www.RoyalCaribbean.com for complete terms and conditions. Royal Caribbean International reserves the right to correct any errors, inaccuracies or omissions and to change or update fares, fees and surcharges at any time without prior notice. ©2021 Royal Caribbean Cruises Ltd. Ships' registry: Bahamas.

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* Price is per person, in USD, cruise only, applies to select sailings, interior stateroom, based on double-occupancy, and reflects any promotional savings.

BOGO60 must be booked between **6/2 – 6/30/21**. **BOGO60** applies to select sailings departing on or after **7/2/21**.

BOGO60 provides 60% off cruise fare of second guest booked in the same stateroom as first, full fare paying guest.

BOGO60 offer also provides 30% cruise fare savings for third guests and higher booked in the same stateroom as the first two qualifying guests.

2021 – 2022 Kicker applies to new bookings made between **6/2 – 6/30/21**. **2022 Kicker** provides instant savings of up to \$150 USD per stateroom on select sailings departing between **10/1/21 – 9/30/22**. Savings amount determined by category booked and sailing length: On sailings 5 nights or less, \$25 savings for Interior and Ocean View, \$50 for Balconies and \$75 for Suites; on sailings 6 nights or longer, \$50 savings for Interior and Ocean View, \$75 for Balconies, and \$150 for Suites. Instant savings applied as instant rebate to the price of cruise fare at checkout. Instant savings do not apply to China departures.

The **“Cruise with Confidence”** program allows individual guests and guests in non-contracted groups who booked a cruise on or before July 31, 2021, for cruises sailing between June 12, 2020 and April 30, 2022, to opt-in for RCI's “best price guarantee” on their current sailing, or cancel their cruise up to 48 hours prior to the vacation start date and have the option to receive a Future Cruise Credit (“FCC”) equal to the amount of the cruise fare the guest paid for their cruise. CWC FCC must be applied by April 30, 2022 towards the cruise fare due on an existing booking, on RCI, for a sailing departing on or before September 30, 2022. Visit www.royalcaribbean.com/cruisewithconfidence for complete details. Nonrefundable Deposit Bookings (“NRDB”) cancelled prior to final payment due date will receive a future cruise credit in the amount of the deposit minus a 100USD/CAD per person service fee (“FCC”). FCC is non-transferable and expires 12-months from issue date. 100USD/CAD per person service fee applies to changes to NRDB ship or sail date. Deposits made toward Guarantees and Grand Suites and higher categories are non-refundable and are subject to NRD Booking Terms. Offer applies to new, individual and named group bookings confirmed at prevailing rates.

Offer open to residents of US, Canada, Puerto Rico and select countries in the Caribbean. Prices and offers are subject to availability and change without notice, capacity controlled, and may be withdrawn at any time. Refer to www.RoyalCaribbean.com for complete terms and conditions. Royal Caribbean International reserves the right to correct any errors, inaccuracies or omissions and to change or update fares, fees and surcharges at any time without prior notice. ©2021 Royal Caribbean Cruises Ltd. Ships' registry: Bahamas.

Sincerely,

Susan Dentino | Strategic Account Manager | South Massachusetts, Southern CT and RI

Arci Gonzalez | Business Development Specialist

Royal Caribbean Cruises Ltd. | 1080 Caribbean Way, Miami FL 33132

800-327-2056 ext. 83619 | susandsupport@rccl.com



Royal Caribbean Group



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