

## **SEABOURN**<sup>®</sup>







DOUG SEAGLE Vice President of Business Development, North America Seabourn

If you are a travel professional serious about your success, you should learn to market and sell luxury travel to affluent consumers. Research proves it takes no more effort to sell a highly profitable luxury vacation than it does to sell a less expensive, lower-profit one — all it takes is knowing how.

**Seabourn Academy** is an easy-to-use source of proven tips and techniques for locating, attracting and satisfying the affluent travelers living all around you. The content is gleaned from the most successful luxury travel professionals in the world, assembled into a course that you can complete at your own speed in your own time.

Plus, when you graduate, you will receive CLIA certification, and a \$100 bonus commission on your first Seabourn booking made within 60 days of completing the course.

Those who completed the course had the following observations:

- "Extremely helpful course... I am trying to get into specialization of the luxury cruising market. I needed to find out more about this segment of cruising and how to market to the right people."
- "Very informative... the test reminded me I need to go through the rest of this in a continuous manner so I can remember all the details."
- "I found the information extremely helpful... The marketing lessons are very informative and give good examples when developing a marketing plan and strategy. Knowledge checks were great review of each lesson."

You can log onto Seabourn Academy at **seabournacademy.com** or through the Travel Professionals section of the Seabourn website.

We look forward to sharing with you all the expertise and confidence that Seabourn Academy has to offer — and to helping you unlock your potential for profit!