**Affinity Groups Program**

Effective for 4/1/2019 on new groups moving forward.

**AFFINITY Groups:**
A specific group of passengers that are affiliated. This would include families, organizations, or other established groups of people.

- Affinity groups can be booked on 3+ night sailings.
- Beverage Packages will be offered based on the following:
  - Premium Beverage Package – available on 3+ night sailings only
  - Premium Plus Beverage Package – available on 3 to 6-night Sun / Sky sailings only
  - Hawaii Beverage Package – available on Pride of America sailings only
- Minimum of 7 cabins held (double occupancy) to qualify.
- Maximum 199 cabins can be held in a group. No FIT to include will be allowed at 199.
  - 50 additional reservations can FIT to include, assuming the total amount of cabins does not exceed 199.
  - Groups of 200 cabins or more will be referred to as a Commit Deal, which will require Revenue Management’s approval and will follow Commit Risk group terms.
- ALL cabins blocked require a $50 initial deposit per cabin, due 30 days after space is blocked.
- Once cabins are assigned, the standard deposit is required within 7 days. Please see payment schedule below:

<table>
<thead>
<tr>
<th>Sail Length</th>
<th>Initial Deposit Amount</th>
<th>Initial Deposit Due</th>
<th>Confirming Deposit Amount</th>
<th>Confirming Deposit Due</th>
<th>Final Payment Amount</th>
<th>Final Payment Due</th>
<th>Final Payment Holiday</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-6 day</td>
<td>$50 per cabin</td>
<td>30 days after blocking space</td>
<td>$100 per person</td>
<td>Within 7 days of booking</td>
<td>Remaining Amount</td>
<td>90 days prior to sailing</td>
<td>120 days prior to sailing</td>
</tr>
<tr>
<td>7+ day</td>
<td>$50 per cabin</td>
<td>30 days after blocking space</td>
<td>$250 per person</td>
<td>Within 7 days of booking</td>
<td>Remaining Amount</td>
<td>120 days prior to sailing</td>
<td>120 days prior to sailing</td>
</tr>
</tbody>
</table>

- Unsold space is recalled at standard recall schedule for groups with 7-99 cabins:
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<table>
<thead>
<tr>
<th>Length of Sailing</th>
<th>Recall Dates</th>
<th>Final Payment Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td>1-6 days</td>
<td>90</td>
<td>90</td>
</tr>
<tr>
<td>7+ days</td>
<td>120</td>
<td>120</td>
</tr>
<tr>
<td>Holiday sailings *</td>
<td>120</td>
<td>120</td>
</tr>
</tbody>
</table>

Applies to all ships including the Pride of America.

*Christmas, New Years:

- Groups with 100-199 cabins will follow the below recall schedule:

<table>
<thead>
<tr>
<th>Days from Sailing</th>
<th>If less than 10% of group space is sold by 270 days before sailing</th>
<th>If at least 10% of group space is sold by 270 days before sailing</th>
</tr>
</thead>
<tbody>
<tr>
<td>270</td>
<td>25%</td>
<td>N/A</td>
</tr>
<tr>
<td>180</td>
<td>50%</td>
<td>50%</td>
</tr>
<tr>
<td>120</td>
<td>All remaining unsold space</td>
<td>All remaining unsold space</td>
</tr>
</tbody>
</table>

- GAP dollars DO NOT apply to Affinity groups.
- FIT reservations can be moved into Affinity Groups, assuming the group does not exceed 199 cabins, however, all promotions are not combinable and will be removed from the reservation.
  - Concierge, Suites and Havens that FIT to include can keep the standard Free at Sea program or can select up to two choices from the group menu but cannot combine with one another.
  - FIT to include reservations may choose from the Affinity group menu.
- The program excludes categories: IX, OX, BX and MX (Sail Away Categories).
  - IX, OX, BX and MX (Sail Away Categories) cannot be included into any group.
- This program is only available in the FS group environment
- Studio, Concierge, Suites, Haven and mandatory cabin assignments cannot be held as group space and will need to FIT to include.
- Anything consumed above the promotional benefit will be the responsibility of the guest at prevailing rates.
- Payments not received by due dates will result in cancellation of booking and/or confirmed space, cancellation fees and rebooking fees.
- Guests, who cancel and rebook, must accept this promotion's Terms and Conditions. Standard cancellation fees apply.
- Government Taxes, Port Expenses & Fees, and onboard service charges are additional.

Each cabin qualifies for an on-board credit:

- Cabin must be booked at least 4 months out.
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- OBC will be based on the table below.
- Applicable promotion code: **GOBC**

### Onboard Credit Per Stateroom in USD

<table>
<thead>
<tr>
<th>Sail Length</th>
<th>Studio</th>
<th>Inside</th>
<th>Oceanview</th>
<th>Balcony</th>
<th>Mini-Suite</th>
<th>Concierge, Suite &amp; The Haven</th>
<th><em><strong>See legend below for applicable categories</strong></em></th>
</tr>
</thead>
<tbody>
<tr>
<td>Select 3 - 4 Night Sailings</td>
<td>$12.50 USD</td>
<td>$25 USD</td>
<td>$30 USD</td>
<td>$50 USD</td>
<td>$70 USD</td>
<td>$150 USD</td>
<td>$250 USD</td>
</tr>
<tr>
<td>Select 5+ Night Sailings</td>
<td>$25 USD</td>
<td>$50 USD</td>
<td>$60 USD</td>
<td>$100 USD</td>
<td>$140 USD</td>
<td>$300 USD</td>
<td>$500 USD</td>
</tr>
</tbody>
</table>

### Legend - categories per ship that qualify for $250 or $500 USD OBC

<table>
<thead>
<tr>
<th>Ship</th>
<th>Category</th>
</tr>
</thead>
<tbody>
<tr>
<td>Breakaway, Escape, Getaway</td>
<td>H2, H3</td>
</tr>
<tr>
<td>Dawn, Star</td>
<td>S1, SA, SB</td>
</tr>
<tr>
<td>Bliss, Encore, Epic, Joy</td>
<td>H2</td>
</tr>
<tr>
<td>Gem, Jade, Jewel, Pearl</td>
<td>H1, H2, H3</td>
</tr>
<tr>
<td>Pride of America</td>
<td>SA, SB, SC</td>
</tr>
<tr>
<td>Sky, Spirit, Sun</td>
<td>SB</td>
</tr>
</tbody>
</table>

### Choice:

- 1 for 10 berths tour conductor credit PLUS Pick 2 from below:
  - **Beverage Package** (guest 1-2)
    - Premium Beverage Package – 3+ night sailings
    - Premium Plus Beverage Package – 3 to 6 night Sun / Sky sailings
    - Hawaii Beverage Package – Pride of America sailings
  - **Specialty Dining Package** (guest 1-2)
    - 3-4 night sailings – 1 Meal Package
    - 5-6 night sailings – 2 Meal Package
    - 7-8 night sailings – 3 Meal Package
    - 9-10 night sailings – 4 Meal Package
    - 11+ night sailings – 5 Meal Package
  - **Internet Package** (per cabin)
    - 3-6 night sailings – 100 minutes
    - 7+ night sailings – 250 minutes
  - $50 per Port Shore Excursion Credit (per cabin)
  - 20 Photo Package (per cabin)
  - $75 OBC (per cabin)
  - **Fundraiser** (per cabin)
  - **Bonus Commission** (per cabin)
  - **Cocktail Party** (per cabin)
  - Commitment Ceremony

*Guest is responsible for 20% gratuities on the retail value of the beverage and dining packages except when booking through the Australia office.

**Requires a minimum of 7 cabins sold, all guests in the group will receive this selection plus one additional choice. Bonus Commission, Fundraiser and Cocktail party choices are not combinable with one another.