

When you're finished changing, you're finished.

*Benjamin Franklin*

## River Cruising

1. Name the two “Signature Preferred” River Cruise Companies

## River Cruising

2. Name the third “MMT Preferred” River Cruise Line.

## River Cruising

3. Your clients want to visit Amsterdam then take a scenic river cruise seeing picturesque castles and historic cities such as Cologne and Heidelberg.

Which River would they be on?

## River Cruising

4. Signature's 2014 AmaWaterways Blocked Space Program is already available for sale. Commissions on the Blocked Space Program are:
- A. 15 – 18%
  - B. 18 – 20%
  - C. 20 – 25%
  - D. 30 – 34%

## River Cruising

5. I want to see Paris for the first time and I really want to visit the beaches of Normandy where my father landed with the Allied forces on D-Day in World War II.

What river are they going to be cruising on?

## River Cruising

6. I've always wanted to visit the beautiful cities of Vienna and Budapest and maybe even Bucharest and continue on all the way to the Black Sea:

What river are you booking?

## River Cruising

7. Signature's 2014 AmaWaterways Blocked Space Program offers \$300 - \$400 per cabin shipboard credit and is available on 15 different itineraries with over:
- A. 50 departures
  - B. 75 departures
  - C. 150 departures
  - D. 200 departures



## River Cruising

8. I can receive become a Uniworld River Cruise Specialist and AmaWaterways Specialist by:
  - A. Completing the CTC River Cruising Module
  - B. Paying a fee to sign up to take the courses directly from the suppliers.
  - C. Take online classes offer online through Signature's SigNet Online classes free of charge.

## River Cruising

9. My wife wants to see Venice and I've heard about the wonderful food of Northern Italy and especially the best tortellini in the world in Bologna. Can I do this on a river cruise?

Can they do this and if so, which river would they be cruising in Northern Italy?

## River Cruising

Extra Credit

10. If I cruise all the way from Amsterdam to Bucharest which rivers will I experience?

## River Cruising

1. Name the two “Signature Preferred” River Cruise Companies

AmaWaterways

Uniworld

## River Cruising

2. Name the third “MMT Preferred” River Cruise Line.

Viking River Cruises

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What river are they going to be cruising on?





## River Cruising

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## River Cruising

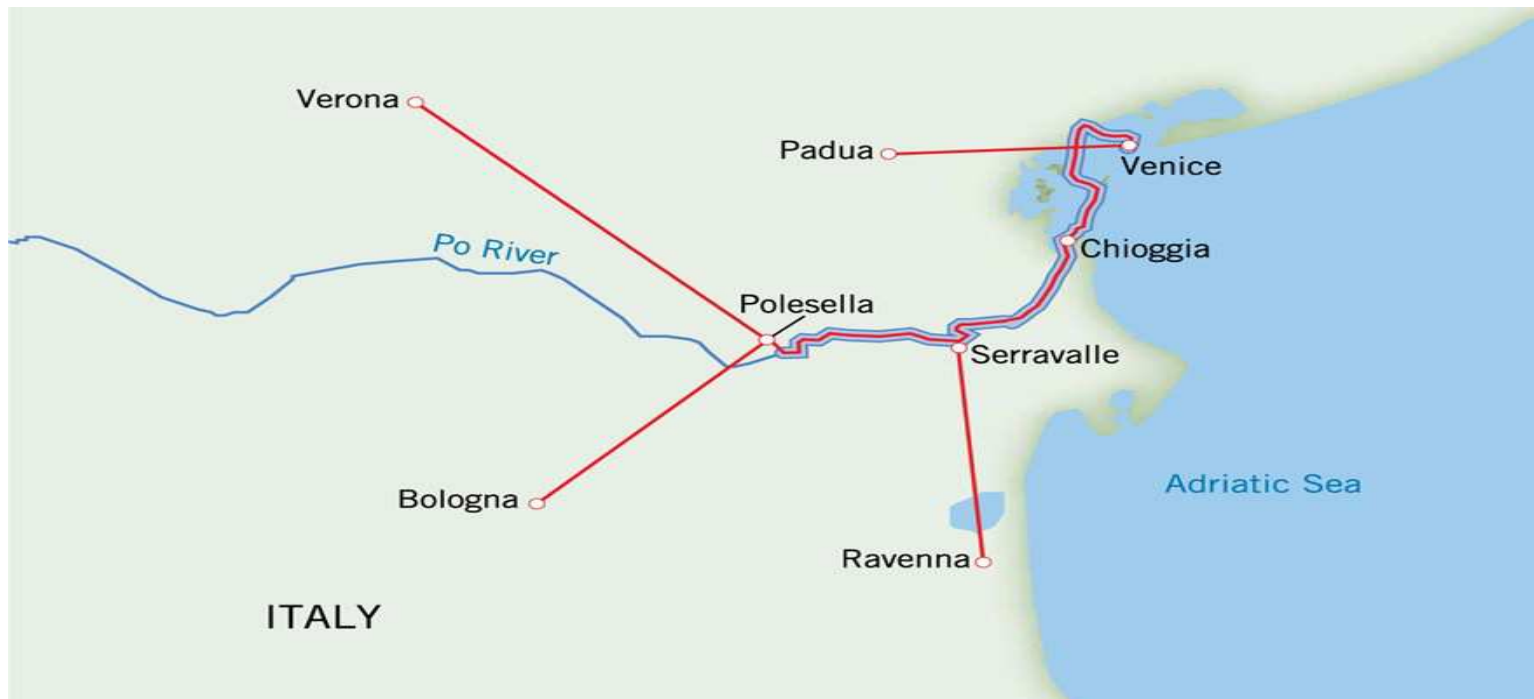
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## River Cruising

Extra Credit

10. If I cruise all the way from Amsterdam to Bucharest which rivers will I experience?



## River Cruising

### Bonus Questions

What is the maximum length of the ships sailing the rivers of Europe?

How many passengers are on the largest ships of:

AmaWaterways

Uniworld

Viking River

## River Cruising

### Bonus Questions

What is the maximum length of the ships sailing the rivers of Europe?

443 Feet

How many passengers are on the largest ships of:

AmaWaterways – 168 passengers

Uniworld – 159 passengers

Viking River – 200 passengers

## Helpful Hint

- You can find an audio pronunciation guide at
  - [www.dictionary.reference.com](http://www.dictionary.reference.com)



## Preferred Suppliers

- We need to maximize our opportunity to sell preferred suppliers
  - Agents with detailed training on preferred suppliers
  - Specialization within our company
  - When sales calls are generated by advertising and promotion they will be directed to agents that have received training
- To be included on the rotary for inbound River Cruise Promotions agents will need to complete the training on our three preferred River Cruise Suppliers

MORRIS MURDOCK

TRAVEL

