



15501 N Dial Blvd
Scottsdale, AZ 85260
(Ph) 888-320-4234
(Fax) 602-869-4720

June 4, 2010

We have prepared a proposal for the MOAA Virginia Council Convention for 50 cabins on a 5 night sailing out of Baltimore, MD on October 15, 2011. It is our goal to customize a complete program for your organization. We include not only a great rate, but we also can design the flyer that groups use to help promote their event and will work with you all the way through the planning and execution of your event.

Your decision to provide an event at sea for your team members is very exciting because it will help you to inspire loyalty within and without your organization. We are pleased to submit the enclosed proposal to provide the research, planning, logistical, and technological requirements for your event at sea.

I look forward to discussing this proposal with you and to answer any questions you may have. I can be reached by calling 866-871-9181 x 5078 or by email at carol.lee@ourvacationcenter.com. If I am traveling or unavailable, please feel free to dial 866-871-9181 x2820 and any of our Group Specialists will be happy to assist you.

Sincerely,

Carol Lee
Cruise Ambassador/Group Event Sales
MOAA Travel
1550 N. Dial Blvd
Scottsdale, AZ 85260
carol.lee@ourvacationcenter.com
(ph) 888-320-4234 ext 5078
(fax) 602-896-4720

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Proposal for MOAA Virginia Council Convention

Objective

The MOAA Virginia Council Convention is an integral part of the Military Officers Association of America. The Virginia Council committee is looking for a Convention at Sea to provide onboard meetings to elect new officers as well as offering updated information, upcoming changes, events and continuing education to its members.

MOAA Travel will provide the MOAA Virginia Council Convention with a memorable event at sea and work closely with you to keep within any set budget and other requirements.

Proposed Cruise Line & Ship

Royal Caribbean – Enchantment of the Seas

Even before you reach your destination, you're going to be amazed at what you see – your cruise ship.

Royal Caribbean's cruise ships are the most innovative and exciting in the travel industry. From rock-climbing walls on every ship, to elegant dining rooms and relaxing spas, your experience onboard is nothing short of incredible. And the service you get will be just as amazing, with our signature Gold Anchor Service on every ship.

Cruise Itinerary

Departing Baltimore on Saturday, October 15, 2011

| Day | Port | Arrive | Depart |
|--------------|-----------------------|----------|---------|
| Sat - Oct 15 | Baltimore, MD | | 4:00 pm |
| Sun – Oct 16 | At Sea | | |
| Mon – Oct 17 | King's Wharf, Bermuda | 10:00 am | |
| Tue – Oct 18 | King's Wharf, Bermuda | | 2:00 pm |
| Wed – Oct 19 | At Sea | | |
| Thu – Oct 20 | Baltimore, MD | 7:00 am | |



Onboard Cruise Inclusions

- **Complimentary Berths** – Included in the price is one complimentary berth (person) for each block of 8 cabins. This amount is based on the rate of the category with the most cabins booked in the group. It is based on double occupancy with a minimum of 8 cabins. Rate is based on the net cruise fare minus the port charges and government fees.
- **Ship Accommodations** – The price includes accommodations for 5 nights.
- **Bottle of wine** – one bottle of wine per cabin
- **Cocktail Reception** – A private cocktail reception with hot and cold appetizers will be held to allow your group members to socialize with one another.
- **Meals** – All meals in the ship's main dining room, snacks, buffets as well as room service to your stateroom are included in the cruise fare.
- **Meeting space and use of standard A/V equipment** – A meeting room and basic A/V equipment are included as part of your cruise fare. Advanced A/V equipment may require additional fees.
- **Entertainment** – Daily cruise activities provided by the cruise line are included as part of your cruise fare. Additional entertainment or speakers may require additional fees.
- **Taxes, fees and travel insurance** – Extra charges such as port charges, government taxes and fees, onboard gratuities and travel protection insurance are included in the per person cost as a convenience to you.
- **Group Dinner** – Your group will have dinner together at a set time to enable you to build relationships with each other.

Cruise Price per Person

| <i>Category</i> | <i>Description</i> | <i>Allotment</i> | <i>Cruise Fare PP</i> | <i>Port Charges PP</i> | <i>Gov Fees PP</i> | <i>Gratuities PP</i> | <i>CSA Travel Insurance</i> | <i>Total per person</i> |
|-----------------|--------------------|------------------|-----------------------|------------------------|--------------------|----------------------|-----------------------------|-------------------------|
| N | Inside | 6 | \$301.50 | \$145.00 | \$82.68 | \$49.75 | \$69.00 | \$647.93 |
| M | Inside | 5 | \$311.50 | \$145.00 | \$82.68 | \$49.75 | \$69.00 | \$657.93 |
| L | Inside | 5 | \$321.50 | \$145.00 | \$82.68 | \$49.75 | \$69.00 | \$667.93 |
| I | Outside | 5 | \$416.50 | \$145.00 | \$82.68 | \$49.75 | \$69.00 | \$762.93 |
| G | Outside | 10 | \$446.50 | \$145.00 | \$82.68 | \$49.75 | \$69.00 | \$792.93 |
| D2 | Balcony | 9 | \$754.00 | \$145.00 | \$82.68 | \$49.75 | \$99.00 | \$1100.43 |
| D1 | Balcony | 10 | \$804.00 | \$145.00 | \$82.68 | \$49.75 | \$99.00 | \$1180.43 |

* Airfare and transfers are additional.

* Cabin allocation & group pricing is based on double occupancy and is subject to change until group is contracted.

Deposit Requirements

\$100.00 per person 11/18/10
Balance due 7/22/11

Cancellation Terms

| | |
|------------------------|---------------------------------|
| Aug 16, 2011 and prior | none |
| Aug 17 to Sep 15 | \$100 penalty per person |
| Sep 16 to Oct 7 | 50% penalty of total per person |
| Oct to day of sailing | 100% penalty of total fare |

Cabins contracted through MOAA Travel with the cruise line are non-transferable to any other travel agency.

June 4, 2010.

Enhancement Suggestions

Your event should be remembered long after the sailing is over. To help your guests remember this special event, we urge you to consider the following enhancements above and beyond your cruise price. They will add value for the attendee and can be built into the per-person cost listed above.

- **Shore Excursions** – Privately hosted shore excursions are a great way to build loyalty among your group. We can assist in choosing and setting up shore excursions that are unique and tailored to your group's demographic. Pricing vary depending on the excursion.
- **Onboard Promotional Collateral** – Collateral materials may be included in your customized cruise program and may include: name badges, program agenda, reminder flyers for activities, VIP door recognition and table tent cards.
- **In-Room Gifts** - Many of our clients enjoy distributing in-room gifts to build their brand and promote goodwill. Also, members of your group will receive items with your logo such as luggage tags, a duffle bag, a beach towel and a T-shirt as well as edible gifts such as chocolate covered strawberries and complimentary wine for each guest.
- **Private Dance with DJ** – Your group may choose the option of having a private dance party with their own DJ who will play your group's song requests. This will allow your group to have a place to dance and socialize with each other in a private area and will also encourage more participation as many people are intimidated by the "night club" environment.
- **Thank You Gifts** – Post-cruise evaluation can be mailed with a letter or gift such as a thank you for participating in your cruise event. This will generate goodwill and will encourage participation in your next event.

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Contractual Agreement

Signed agreement must be received by 11/1//10 to secure proposed rates. Once you accept this proposal with any desired changes, MOAA Travel will secure your program requirements.

Proposal Accepted by:

Signature

Date

Printed Name

Title

Please fax your signed Contractual Agreement to 602-896-4720. If you have any questions, please contact me at 866-871-9181 ext 5078 or carol.lee@ourvacationcenter.com