

## GROUP FUN POINTS AND FLEXI-PRICING

Choose your points... choose your price!

Carnival Fun Points allow you to combine our preferred group rates with the amenities that you need to make your program work or to take advantage of an even lower rate without amenities. Fun Points allow you the flexibility to choose the price and amenities that fit your needs. Here's how it works:

Each sailing has a specific number of suggested Fun Points available (between 0 and 4) for group bookings (Fun Points are subject to change and depend on inventory availability).

1. Use suggested Fun Points: Choose amenities until you use up all your points. With this option, you will be able to take advantage of our menu of amenity selections and discounted group pricing.
2. Choose the lowest price: If your group wants the lowest group rate available, contact the Call Center or visit GoCCL for the no-amenities rate. If Fun Points apply on the sailing, the rate will be reduced.
3. Choose just what you need: Select only the amenities that you need for your group and reduce the price of the cruise by giving up some of your suggested Fun Points.
4. Choose more amenities: Additional Fun Points can usually be "bought." Please contact the US Call Center at (800) 327-5782, the AU Call Center at 13 31 94 or the UK support center at 0808 234 0680 and advise which amenities you need. We will calculate their point value and quote the new (higher) group price including the extra amenities.

Here's an example of each choice showing the effects on pricing. Please note point value will vary based on booking currency.

Carnival Breeze 7 Day Cruise - 4 Suggested Fun Points with 4B at \$599 including NCF

1. Use the four suggested points - RATE: \$599, POINTS: 4: Champagne and Chocolates (1 pt.) and \$50 per stateroom on board credit (3 pts.).
2. Choose the lowest price: - RATE: \$571, POINTS: 0: No amenities
3. Choose just what you need - RATE: \$585, POINTS: 2: Premium Wine (2 pts.)
4. Choose more amenities to meet your needs - RATE: \$655, POINTS: 12: Champagne & Chocolates (1 pt.), Bottle of House White Wine (1 pt.), Private Party (3 pts.), 2 category upgrade (2 pts.), \$100 per stateroom on board credit (5 pts.).

Carnival's Group Fun Points provide an innovative and exciting approach to group pricing. In addition to group discounts, Fun Points provide another tool to help you succeed in developing group business.

All amenities apply only to full fare (first/second) guests in stateroom, unless otherwise noted.

Attached is a listing of the available amenities and their point value based on cruise duration.

# CARNIVAL FUNPOINTS

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## COMPLIMENTARIES/GIFTS

	Min. Staterooms Required	3 day	4 day	5 day	6 day	7 day	8 day	9 day	10+ day
Bon Voyage Champagne and Chocolates	5	3	2	2	2	1	1	1	1
Bon Voyage Sparkling Cider and Chocolates	5	1	1	1	1	1	1	1	1
Bottle of house White wine	5	2	1	1	1	1	1	1	1
Bottle of house Red wine	5	2	1	1	1	1	1	1	1
Premium wine	5	4	3	2	2	2	2	2	2
Carnival Robes	5	5	5	4	3	3	3	2	2
Group Photo Appointment	25	3	2	2	2	1	1	1	1
Carnival Tote Bag	5	1	1	1	1	1	1	1	1
Shared Cocktail Party (maximum 50 staterooms)	8	1	1	1	1	1	1	1	1
Premium Private Cocktail Party (maximum 500 guests)	50	2	2	2	2	2	2	2	2

## PROMOTIONAL OPPORTUNITIES

Extra \$20pp off 3rd/4th rates	5	2	2	4	4	3	3	2	2
Fund Raiser	5	4	4	4	4	4	4	4	4

## ONBOARD CREDIT\*

\$25/stateroom	5	3	2	2	2	1	1	N/A	N/A
\$50/stateroom	5	5	4	3	3	3	2	2	2
\$75/stateroom	5	N/A	6	5	4	4	3	3	3
\$100/stateroom	5	N/A	N/A	6	5	5	4	4	4
\$200/stateroom	5	N/A	N/A	N/A	N/A	N/A	N/A	7	6

## UPGRADES

Based on inventory availability, assigned with names and full deposit, one per group; only applies within category type (i.e. interior to interior)

One Category Interior, Ocean view or Balcony	5	2	2	2	2	2	2	2	1
Two Categories Interior, Ocean view, or Balcony	5	3	3	3	3	3	3	3	2

## BONUS COMMISSION\*

\$10/stateroom	8	2	2	1	1	1	1	1	1
\$25/stateroom	8	5	4	3	3	2	2	2	2
\$50/stateroom	8	N/A	7	5	5	4	4	3	3
\$75/stateroom	8	N/A	N/A	8	7	6	5	5	4
\$100/stateroom	8	N/A	N/A	N/A	N/A	8	7	6	5

## UPFRONT STATEROOM

Agent Rate Stateroom	17	2	2	2	2	2	2	2	2
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### \*Notes

1. The charts above display number of points per sailing duration and cabin minimum.
2. A maximum of one onboard credit can be purchased per group.
3. Restrictions apply to number of cocktail parties a group can select based on sailing duration. Contact US Call Center at (800) 327-5782, the AU Call Center at 13 31 94 or the UK support center at 0808 234 0680 for details.

Please note that the minimum stateroom requirements will be enforced on all groups. Amenities are capacity controlled and point values are subject to change. Amenities may not apply on certain rate codes and are only available in category 1A and above; check your group booking "Statement of Group Request" for details.

# CARNIVAL FUNPOINTS

## Terms for FUNPOINTS

### COMPLIMENTARIES/GIFTS

Complimentary gift orders may be delivered with group leader's or organization's compliments if desired. The delivery day to be confirmed by Carnival.

Group Photos must be scheduled no later than three (3) weeks in advance of sailing with Event Planning. One photo for 1st and second guests (max 2 per stateroom). Make your reservation early because group photo appointments are limited.

Carnival Tote is a canvas logoed bag - One tote bag per each first and second guest in stateroom. Maximum 2 per stateroom.

Robes – One per each first and second guest in stateroom. Maximum of 2 robes per stateroom.

Shared Party is a one hour party shared with other groups booked on the same sailing and is scheduled at Carnival's discretion. This party includes 3 Specialty Cocktails at Carnival's discretion, Red Wine, White Wine, Sparkling Wine, Soda, Domestic and International Beer, Regular Coffee and Tea. A minimum of eight (8) full fare cabins and a maximum of fifty (50) cabins must sail in order to qualify. Not combinable with Private Party and Premium Private Party amenities.

Premium Private Party is one hour open bar and is scheduled at Carnival's discretion. This party includes Spirits up to \$10.00 USD and \$16 AUD, a choice of 3 Specialty Cocktails, Red Wine, White Wine, Sparkling Wine, Soda, Domestic and International Beer, Regular Coffee and Tea. A minimum of fifty (50) full fare, sailed cabins are required to qualify, maximum of 500 guests. Not combinable with Shared Party.

### PROMOTIONAL OPPORTUNITIES

Fundraiser: Available in functional US currency only. CCL will contribute funds raised by the non-profit organization in the amount of \$4 per person, per day, i.e., 3 day cruise \$12 per person, 8 day cruise \$32 per person. "Contribution" check, based on actual number of staterooms sailed, will be made payable to the non-profit organization and mailed c/o the travel agency after the sailing.

Proof of non-profit organization status and contribution claim form must be submitted by final payment in order for contribution check to be paid.

### ON BOARD CREDITS

Credits apply per stateroom and are split evenly between first two guests in stateroom. Credits are non transferable and non refundable. Onboard credits are based on functional onboard currency.

### UPGRADES

Based on inventory availability, one per group. Upgraded stateroom numbers are not assigned until full deposit and names for each stateroom are received. Only applies within category type, (i.e, interior to interior). Once upgrades have been confirmed, this amenity may not be changed. Two category upgrades may not be available on some ships or in some categories. Upgrades to suites are not available.

### BONUS COMMISSIONS

Bonus Commissions are based on booking currency and apply to fully paid staterooms. Agent rates or other reduced special net rates do not qualify for bonus commissions. Bonus commissions are paid after sailing.

### UPFRONT STATEROOM

One Agent Rate Stateroom -with each 15 staterooms sold. (For travel agent use only). To be used by full time travel agent and his or her guest sharing the stateroom. The Confirmed Reduced Agent rate is based on double occupancy, capacity controlled, category restrictions and exclusions apply. 3rd, 4th and 5th guest pricing may vary and are based on prevailing rates. The stateroom will be provided by Carnival on a TBA basis. Please remember to submit the agency stateroom with count updates and on the final rooming list. Remember if you sell 15 full fare cabins then the 16th stateroom will generally be the earned complimentary and the agent rate stateroom would be the 17th. Beyond two agent rate staterooms, the offer is subject to availability and may be withdrawn.

### BUYING DOWN RATES

If Fun Points are used to reduce the group fare and the group finalized with less than 5 staterooms that did not have an amenity qualifying rate code, then the reduction will no longer apply and all staterooms will be re-priced.