

Mike Marchev's Seminar-at-Sea VI September 21-26, 2019 Aboard Anthem of The Seas sailing to Bermuda



Here's The **SCOOP!**

As a travel professional, you have probably wanted to experience more of the world but have never found the time to enjoy the upside of your profession. This could be the year to take that cruise where you not only enhance your professional skills but experience the beauty of Bermuda while building your all-important contact list.

Why this particular cruise might be EXACTLY what you need:

- You will learn a number of cost-effective strategies for becoming more successful selling travel related products.
- You will spend five uninterrupted days with other proactive professionals openly sharing "proven" business-development ideas.
- You will meet one-on-one with a seasoned marketing specialist to discuss your personal issues and concerns.
- You will carve out some alone time to think about your business, your strengths and your weaknesses before putting your plan into motion.
- You will experience Bermuda in all its beauty so you can sell this popular destination with confidence.
- You will enjoy all the benefits of cruising on Royal Caribbean's luxurious Anthem of The Seas.

I hope you will join us on September 21-26, 2019 onboard the Anthem sailing round-trip from Cape Liberty, NJ to Bermuda. **Please keep reading. You will be glad you did.**

A Personal Message From Your Cruise Seminar Facilitator

I remember when the idea of an annual training cruise for travel professionals first entered my mind. It was at an inter-coastal restaurant in Ft. Lauderdale and I captured my initial thoughts on a cocktail napkin. That was five cruises ago and I find it hard to believe I am planning for Cruise # 6 for this coming September.



Based on the number of return agents, this annual event is not just a one-time thing. For more than a few agents, this will be their third, fourth or fifth time cruising with me. This is proof that the value received from participating far outweighs the investment in your future success.

This year we will onboard Royal Caribbean's Anthem of The Seas leaving from Cape Liberty, NJ, sailing past the Statue of Liberty and heading for the beautiful island of Bermuda. During the two full days at sea we will be learning, sharing, discussing, brainstorming, thinking and reflecting on our businesses. With no interruptions and no outside influences we are sure to accomplish a great deal working collectively in our time together. But we will have **five** full days to learn from each other during meals and between the formal work sessions.

From post-cruise critiques from past participants, I have come to appreciate that one of the most valuable benefits from a cruise like this one is the close friendships that are established among the agents themselves. A true collaboration takes place onboard and then is carried forward in the years ahead. A certain quality of individual invests in opportunities like this and these are the people you want among your *Contacts List*.

Although the final agenda has not been determined as of this memo, you can be sure it will involve:

- **Selling Strategies**
- **Marketing Ideas**
- **Social Networking**
- **Self Promotion**
- **Referral Techniques**
- **Income Maximization**
- **Ongoing Self-Motivation**

You will find pricing and additional information including a registration form on the next page. Still in doubt or have other questions, please call me at (848) 702-1009.

If you have not already taken advantage of a training opportunity like this, you owe it to yourself to cast a vote of confidence in your direction. As "hypish" as this may sound, I guarantee you will be very pleased with your decision.

— *Mike*

SEMINAR REGISTRATION

Marchev Seminar-at-Sea VI – September 21-26, 2019

First Guest Name (Please Print) _____

First, Middle and Last Name on Your Passport

Address _____ City _____ State/Province _____ Zip _____

Tel: _____ Email _____

Gender _____ Birth Date _____ Passport # _____ Exp. Date _____

Company _____ Name for Badge _____

Second Guest Name (Please Print) _____

First, Middle and Last Name on Your Passport

Address _____ City _____ State/Province _____ Zip _____

Tel: _____ Email _____

Gender _____ Birth Date _____ Passport # _____ Exp. Date _____

Company _____ Name for Badge _____

Please register me/us for Mike Marchev's Seminar-at-Sea VI

Balcony (4D) - \$1,431 per person, double occupancy

Single Occupancy - \$2,147 per person

Ocean View (2N) - \$1,330 per person, double occupancy

Single Occupancy - \$1,945 per person

Interior (2U) - \$1,227 per person, double occupancy

Single Occupancy - \$1,739 per person

Please help me connect with a roommate of the same gender

Price includes your cruise fare, port fees and taxes; the seminar fee and materials; pre-paid onboard gratuities and two cocktail receptions. Reservations require a deposit of \$250 per person by May 1, 2019 with final payment due by June 15, 2019. Other staterooms and suites may be available at different prices. Travel Insurance is highly recommended – please sell yourself a policy.

Charge my/our Marchev Seminar VI deposit and final payment as follows:

Name on Card _____ Card No. _____

Exp. Date _____ Verification Code _____

Billing Address, if different from above: _____

Signature _____ Date _____

Please scan and email your registration today to mike@mikemarchev.com or mail to Mike Marchev, 1710 NW 18th Ave. #202, Delray Beach, FL 33445.

Please call me if you have additional questions — (848) 702-1009.

Exploring the Royal Naval Dockyard

After more than 150 years as the bastion of Royal Naval might in the Western Atlantic, the Royal Naval Dockyard now holds art galleries, shops, museums and a slew of history. Known as "Dockyard," this lively hub on Bermuda's West End has a long and storied history, plus plenty of things to see and do. It is also team base for the 35th America's Cup presented by Louis Vuitton.

A COLOURFUL MILITARY HISTORY—In 1809, when the British were no longer able to use U.S. ports after the American Revolution, they began construction on the Royal Naval Dockyard, also known as "the Gibraltar of the West." Since then, it's seen a sweep of history. During the War of 1812, a British fleet sailed from the Dockyard on its infamous mission to attack and seize Washington, DC and Baltimore. (It's on one of those ships that a prisoner, Francis Scott Key, wrote the Star-Spangled Banner after witnessing the American flag still flying over Baltimore.)

Later, the Dockyard was a strategic base for England in the Atlantic and an active shipyard during the First and Second World Wars. Until it stopped serving the Royal Navy in 1951, its great warships changed over from the tall-masted, men-of-war to the diesel-turbine frigates. Munitions changed from shots and cannon balls to torpedoes and shells. Today, its fine old stone buildings, wharves and fortifications serve as a hub for shopping, dining and entertainment. And on its grounds, there are multiple tributes to Bermudian history and culture.

THE OLD STONE BUILDINGS, RAMPARTS AND WHARVES ARE NOW A HUB FOR SHOPPING, DINING AND ENTERTAINMENT.

THE NATIONAL MUSEUM OF BERMUDA—Get to know the island's legendary maritime history at the National Museum of Bermuda, which houses cannons, shipwreck artefacts, small watercraft and artwork in buildings of the former Keep Fort. Don't miss the dramatic mural depicting four centuries of Bermuda history by local artist Graham Foster or the outdoor playground, where kids can zip down a lighthouse slide or crawl through a jumbo eel model.

SHOPS & CRAFT MARKETS—Local makers show and sell candles, metalwork, soap and food stuffs at the Bermuda Craft Market. Two working studios also operate in historic buildings here: Dockyard Glassworks features glass-blowing and flame-throwing demos plus colourful vessels, jewellery and Christmas ornaments for sale; the Bermuda Clayworks provides workspace and a shop for locally made pottery and ceramics. Nearby in an impressive 1856 naval warehouse with two towers, the Clocktower Mall offers boutiques stocked with Bermudian jewellery, clothing and accessories.

WATER-THEMED ATTRACTIONS—The Dockyard also offers good, splashy fun. At Dolphin Quest Bermuda, you can touch or swim with dolphins while learning about marine life conservation. You can watch the lively mammals both in their enclosure within the National Museum of Bermuda or in a large, innovative sanctuary outside the Dockyard walls.

The **Spirit of Bermuda** is a beautiful, three-masted vessel that calls the Royal Naval Dockyard home. The ship, a detailed replica of a Royal Navy sloop-of-war, is open to the public (when she's not out on the high seas) and tours are offered regularly.

The **Island Tour Centre** operates out of the Dockyard, offering an array of adventures for all tastes, including glass-bottom boat cruises, historic walking tours, eco-tourism opportunities and much more.

With its white sands, shallow waters and equipment rental, **Snorkel Park** lures families and watersports enthusiasts. You can rent kayaks, pedal boats and jet skis here, or just kick back at the on-site cafe.

We will spend full two days at the Dockyard, so you also will want to hop on a ferry to discover **Hamilton**, the capital of this 118-island nation, and **St. George's** on the North Island.

