



Hi! I am Michael Lazaroff, Executive Director of Jazz Cruises, LLC and I want to welcome you to the Group Leader Program. I will be your contact while you serve as a group leader for this cruise.

As a Group Leader, you have the opportunity to earn credits against the price of your cabin by building the number of booked passengers in your group. I am including a copy of the Group Leader Program for your review and your files. As you can see, once you have added a guest to your group, that guest is “yours” for as long as you are active.

To get started, you need to register with us the names and addresses of those potential guests that you have targeted for your group. At that time, you may want to contact me to discuss the best way to approach your “group”. You can send out our printed materials, make phone calls or any other means of getting the “word” out that suits you and your situation. In doing so, it is always helpful to determine ways to get potential guests to “click-on” and visit the “web site” ([www.jazzcruisesllc.com](http://www.jazzcruisesllc.com)).

Dave Jetton, our Administrative Director will be the one who will “keep the books” for your sales and you should direct those inquiries to him either by e-mail at [dave@jazzcruisesllc.com](mailto:dave@jazzcruisesllc.com) or by telephone at 314.726.7621. All other questions should be directed to me. I can be reached by e-mail at [michael@jazzcruisesllc.com](mailto:michael@jazzcruisesllc.com), by telephone at the office at 314.726.7631 or on my cell phone at 314.330.9911. Do not ever hesitate to contact me. There is no question too small or too silly for us to answer and we are here to make your job as Group Leaders as easy as possible.

Once you have contacted your potential guests, please advise them to call us at the National Guest Center (877-330-JAZZ; 877-330-5299) and we will process their reservations. To ensure proper allocation of each guest, ask them to identify themselves as being a member of your group when they call in, but, even if they don’t do that, as long as they are on your list, you will be given credit.

I will be contacting you periodically with updates and new information which you can share with your group members. I would prefer to communicate via email as it is faster. If I don’t have your email address, would you please send it to our Administrative Director at [dave@jazzcruisesllc.com](mailto:dave@jazzcruisesllc.com).

I look forward to talking to each of you and I wish you every success as a Group Leader of Jazz Cruises, LLC!

Michael Lazaroff  
Executive Director  
877-330-JAZZ  
877-330-5299  
[Michael@jazzcruisesllc.com](mailto:Michael@jazzcruisesllc.com)



## **GROUP LEADER PROGRAM**

**Definition of a "Group Leader":** An individual or entity that organizes and assembles a group of individuals who wish to register and reserve staterooms on a cruise ship as a "group" for any reason and is compensated accordingly. "Groups" are generally formed as a result of a common thread among the members, but, with the approval of Jazz Cruises, LLC ("Jazz Cruises"), "groups" may also be formed or expanded by efforts at the various concerts and performances of the performing Artists.

**Purchase of Cabin by Group Leader:** A Group Leader may only qualify individuals for his/her group after their own purchase of a cabin for the subject cruise. If, for any reason, the Group Leader cancels that reservation, then the benefits due such Group Leader will be allocated ratably among the members of the group, rather than being provided to the Group Leader.

**Use of Commission:** The Group Leader may elect to have the amount paid either by check from Jazz Cruises which will be brought onboard by the Director of Group Sales and delivered personally to the Group Leader or have the amount due applied as an "onboard credit".

**Passenger List:** Prior to solicitation, the group leader must provide Jazz Cruises with a list of names and addresses of prospective passengers. If a person on the list has sailed with Jazz Cruises within the last three years and is not a past group member of the Group Leader submitting the name, that name will not qualify. Please note that is the intention of Jazz Cruises to ensure that Group Leaders are properly rewarded for their efforts. To that end, if a name has been cleared on the Group Leader's list and appears on the manifest of the cruise, the Group Leader will be credited accordingly.

**Future Cruises:** As long as an individual is actively serving as a Group Leader for Jazz Cruises then said individual shall be compensated for passengers who continue to book with said Group Leader.

**Terms and Conditions of Cabin Purchases:** Passengers in any Group must fulfill all of the requirements of any person purchasing a cabin for a Jazz Cruises' program. Such requirements are prominently displayed on the web sites of the respective cruises:

The Jazz Cruise [www.thejazzcruise.com](http://www.thejazzcruise.com)  
The Smooth Jazz Cruise [www.thesmoothjazzcruise.com](http://www.thesmoothjazzcruise.com)

Failure to complete the requirements disqualifies the person as a passenger and their cabin will not be included in the total cabin calculation of the Group Leader.

### **Compensation to Group Leaders:**

5 Cabins.....\$500	14 Cabins.....\$1800
6 Cabins.....\$600	15 Cabins .....\$2000
7 Cabins.....\$700	16 Cabins.....\$2200
8 Cabins.....\$800	17 Cabins.....\$2400
9 Cabins.....\$900	18 Cabins.....\$2600
10 Cabins.....\$1000 (*)	19 Cabins.....\$2800
11 Cabins.....\$1200	20 Cabins.....\$3000(**)
12 Cabins.....\$1400	Over 20 Cabins....Agreement with Jazz Cruises
13 Cabins.....\$1600	

(\*) 10% Discount on Group Leader's Cabin

(\*\*) An additional 10% Discount (total of 20%) on Group Leader's Cabin

**Toll Free in US and Canada: 888.852.9987**

**Toll Free International: 800.852.99872**

[www.jazzcruisesllc.com](http://www.jazzcruisesllc.com)