



## **Carnival Cruise Line Enters Partnership with TRAVELSAVERS and NEST Marketing Organizations**

June 6, 2016

### ***Agreement Gives Enhanced Benefits to TRAVELSAVERS and NEST Members***

MIAMI (June 6, 2016) – Carnival Cruise Line has entered into a new partnership with TRAVELSAVERS, an international marketing organization with 2,500 independently owned, full-service travel agencies in more than 35 countries around the world, and NEST (Network of Entrepreneurs Selling Travel), the industry's first and only marketing group exclusively for home-based travel agents.

As part of the agreement, travel partners belonging to TRAVELSAVERS and NEST will receive specialized training from Carnival Cruise Line, tailored marketing support, custom benefits in the line's travel agent rewards program, enhanced commissions and dedicated support from Carnival's sales team. Nicole Mazza, TRAVELSAVERS and NEST'S Chief Marketing Officer, will also join Carnival's Executive Forum group, which supports the line in developing key trade strategies.

"We are proud to partner with the thousands of highly-respected travel agents who belong to the trusted TRAVELSAVERS and NEST brands and look forward to working with them on developing sales and marketing plans to increase their Carnival sales," said Carnival's Vice President of Sales and Trade Marketing Adolfo Perez.

Carnival's Vice President of Field Sales Mike Julius added, "This agreement marks an important step in strengthening our relationships with travel agent consortia and is a direct result of our 'Onboard with You' trade support platform. We can't wait to begin working with TRAVELSAVERS and NEST agents on expanding their Carnival business."

"We are excited to welcome Carnival as a preferred partner – the current leadership team has demonstrated a renewed commitment and dedication to the industry," said TRAVELSAVERS and NEST'S Chief Marketing Officer, Nicole Mazza. "Our team looks forward to building a strong and mutually beneficial program together."

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### **About Carnival Cruise Line**

Carnival, a unit of Carnival Corporation & plc (NYSE/LSE: CCL; NYSE: CUK), is "The World's Most Popular Cruise Line®" with 25 ships operating three- to 16-day voyages to The Bahamas, Caribbean, Mexican Riviera, Alaska, Hawaii, Canada, New England, Bermuda, Europe, Australia, New Zealand and the Pacific Islands. The company recently introduced the 133,500-ton Carnival

Vista, which debuted in Europe May 1, 2016, and has an as-yet-unnamed sister vessel scheduled to enter service in 2018.

### **About TRAVELSAVERS**

Owned by American Marketing Group, Inc., TRAVELSAVERS is an international travel marketing organization with a retail chain of more than 2,500 independently owned full service travel agencies in over 35 countries that together generate more than \$22 billion in annual travel sales.

Headquartered in Oyster Bay, New York, TRAVELSAVERS offers a comprehensive range of products and support services to help its licensed agencies maximize sales through a select group of suppliers – and stand out as travel leaders in their local communities. The marketing company also features a unique exclusive territory system based on populations of 50,000, so agents maintain control over clients and prospective leads in their exclusive area. Travel professionals interested in learning more about joining TRAVELSAVERS can visit <http://sales.travelsavers.com>

### **About NEST**

The Network of Entrepreneurs Selling Travel (NEST), is the industry's first and only marketing group exclusively for home-based travel agents. The company focuses entirely on helping home-based travel agents achieve greater success financially, professionally and personally by championing solutions and opportunities just for them. From supplier negotiations to marketing, education to networking, and a complete portfolio of technology solutions, NEST delivers what home-based agents need, when they need it. NEST also supports the changing needs of suppliers, helping them to effectively reach the rapidly growing, home-based distribution channel to train, motivate, cultivate and compensate them. For more information visit: [www.jointhenest.com](http://www.jointhenest.com)