



DANCE HOSTS

Attention Single ladies:

Sundancer Cruises has advertised since 2005 that we would provide a minimum of 2 dance hosts on every dance cruise sailing for THE single ladies. With the cost of the staff and instructors, we need to stress, that we will only be guarantying two dance hosts per cruise, regardless of the “ratio”. We have tried to keep our pricing reasonable and it would not be fair to the couples to raise prices to hire more dance hosts. All our dance activities are included in our costs. We are confident that Sundancer Cruises will continue to provide a high quality dance experience and an outstanding value for your vacation dollar.

Also, there seems to be a misconception that the instructors should be dancing with all the single ladies. The instructors are hired and contracted to teach dance lessons only. They are not obligated to social dance with the other cruisers booked. They have cruisers that book the cruise solely because of them, and have to make their dancers happy first.

We know there are NEVER enough single men on any of dance cruise. We have given this issue much thought and have some ideas and suggestions we wanted to share.

One question we are frequently asked by single ladies is “what is the ratio of women to men”. The answer really doesn’t mean very much, although our cruises typically are 3 to 1. The problem is, of the single men that book, we have no idea about their dancing ability, what dances they know, and whether they will “circulate” or not. Of course, this is their vacation too, so we have no control over that. To be honest, we had a dance cruise in 2006 where the ratio was equal, but the men on that cruise did not circulate. We have seen on other cruises ladies actually get more dances and have more fun where the ratios was 3 to 1, because the men on those cruises did circulate more. Also many of our couples like to circulate with the singles, but this also varies with each cruise. So for whatever it is worth – the ratio often means very little. We cannot guaranty how many dances any single lady will receive. We do try to do mixers, line dances and ladies choice dances to help.

Our first suggestion would be for single cruisers to try to find a dance partner to join you whenever possible, or to encourage any single men that you like to dance with at your local dance locations to join you.

We hope you will understand that we want to keep cruise pricing affordable for everyone, while also keeping our business profitable. However, the truth of the matter is on an average it takes ten single ladies to cover the cost of one dance host, and Sundancer does not make a profit on those ladies. Yet

we put the same effort and service from booking that cabin through final payment and through last minute details, giving the same attention we give the couples that have booked, even though we make no profit on the single lady bookings. We know that for the 38 dance cruises we have organized thus far, this does not make good business sense, but have provided dance hosts anyway and continued to keep our pricing reasonable.

However, starting in 2019 we will be re-evaluating this policy and deciding whether to continue hiring dance hosts due to profitability issues. We may be going to a new format of partner dance cruises only.

In the meantime, we have come up with some suggestions for those single ladies that want to take advantage of it.

You can hire your own dance host and you would get to choose who you would want that to be. Some instructors may be interested in this arrangement, as well as hosts or advanced dancers you may know. Here is how it could work. You would assume the cost, or share the cost of hosts based on the following:

- (1) One lady to one host (you pay 100% of the host's cruise expenses)**
- (2) Two ladies to one host (you each pay half of the host's cruise expenses)**
- (3) Three ladies to one host (each lady pays one-third of the host's cruise expenses)**
- (4) Four ladies to one host (each lady pays one-fourth of the host's cruise expenses)**

This way you would get guaranteed dances with your own host.

Of course, the host you choose would have to agree to go on the cruise in exchange for his services. It would be between you and your host as to what amount of expenses you would cover and what duties your host would provide. Of course, the cost will vary depending on the cruise and itinerary. We will still continue to do mixers, ladies' choices, and other fun activities to make sure everyone is having fun.

Should you or your host need a roommate we can assist with matching him up with another single guy.

We also have some wonderful hosts we have used in the past if you would like a referral.

Please let us know if you have any questions.