



## Employment Opportunities

We are pleased to announce Steiner's innovative acupuncture program at sea. As licensed acupuncturists ourselves, we value this medicine and work to expose as many people as possible to its effectiveness. We are currently hiring licensed acupuncturists with a passion for TCM, and an ability to educate the cruising demographic of its many benefits. If you share our passion, please consider applying for a position that will surely change your life, while helping others change theirs.

Dan Brown AP  
Director

Stephanie Kimber L.Ac  
Manager

Jorge Martins AC.  
Sales and Revenue Manager

### 1. Requirements:

- 7 month contracts
- Licensed acupuncturist by your state or local government.
- Successful bill of health from a Maritime Approved Doctor
- A willingness and desire to meet or exceed revenue targets as set by management
- Ability to successfully provide TCM acupuncture treatments
- Ability to publicly speak on TCM topics (power points lectures provided)
- Successful completion of Steiner training course
- Ability to manage multiple treatment rooms simultaneously
- Ability to conduct 15 minute consultations about acupuncture and Chinese herbs
- Ability to conduct yourself in a professional manner consistent with the rules of behavior on any vessel and your profession

### 2. Pay/Commissions:

**Commission structure varies slightly from cruise line to cruise line. The variances are listed below by brand.**

#### **Celebrity, Silver Seas**

7% on services (10% on all services above \$675 a day)

9% on retail

15% auto gratuity

#### **Azamara, Crystal, Disney, NCL, RCCL, Windstar**

7% on services (10% on all services above \$675 a day)

9% on retail

18% auto gratuity

## **Carnival, Carnival Australia, Cunard, HAL, P&O, Princess, Seabourn**

12% on services (15% on all services above \$675 a day)

9% on retail

15% auto gratuity

- It is important to remember that all costs once on board are paid for by Steiner. This includes premise liability insurance, health insurance (while on board), marketing materials, acupuncture supplies, food and lodging.

Average: On average acupuncturists are making \$800 to a \$1000 per week. This is based upon the 49 acupuncturists we have currently working at sea. It is important to remember that this is an average and not a guarantee. There are acupuncturists making more and less than this amount.

### **Treatment Costs vary depending on cruise line.**

1<sup>st</sup> treatment - \$150/\$125

Return treatments - \$125/\$100

Facial Rejuvenation- \$175

Treatment Plans/Package prices available

All acupuncture sessions must be conducted within 50 minutes, with exception of facial rejuvenation- 80 minutes.

## **3. Acupuncturists Hours**

Average work hours per week: 52 hours-guaranteed 1 full day and one half day off per week. Contract length: 7 months

## **4. Interviews**

An interview is required before a position is guaranteed. An applicant will need to arrange a personal interview with their recruiter prior to arrival for training. Times and dates of interviews will be provided by each recruiter.

## **5. Trainings**

Trainings are at Yo San University in Los Angeles, California throughout the year (please request schedule for specific dates). The training length is 3 days. The following topics are covered during training:

- Orientation to ship life
- Marketing your maritime business
- Public Speaking (public speaking training)
- Point Protocols for Steiner signature acupuncture treatments:
  - Acupuncture Facial Rejuvenation
  - Weight Loss
  - Sea/Motion Sickness

- Detoxification with Traditional Chinese Medicine
- Training with our organic line of Jou Chinese herbal formulas
- Retail Sales (sales training)
- Creating your professional biography for public display on board

Acupuncturists generally complete the training course and return home to await their placement details.

## 6. Testimonials

*TCM at Sea was an irreplaceable growth experience. I honed my presentational skills, treated a vast variety of conditions, turning skeptics into believers and traveled while working. Rewarding and fun too, thanks for the opportunity!*

Gale O'Keefe

San Dimas, California

*"I really have enjoyed this time on the Explorer. It has been rewarding financially and socially. I have a great team, spa manager, crew, staff, amazing itinerary; everything has been very good. I look forward to another contract."*

Daniel Nemer L.Ac.

Lafayette Hills, Pennsylvania

*"Not in a million CEU's or years of practice can you get the clinical and sales and marketing experience available from practicing on board."*

James Caliendo L.Ac.

Del Ray Beach, Florida

*"In my second extended contract on ships, I can say this has been an invaluable experience. Professionally, I have developed immense trust in myself and my ability as an unguided practitioner, have gained extreme comfort in public speaking, and take great pleasure in awakening many non-believers as to the power of our medicine. Personally, the relationships I've cultivated all over the world have broadened my perspective of what's important and possible in life."*

Jessica Mann L.Ac

Ventura, California

*"I would like to thank all of you for the opportunity to practice acupuncture on a cruise ship and the chance to promote acupuncture as much as I could.*

*I learned a lot and had a great time.*

*I think acupuncture on a cruise is slowly developing well as a way to promote acupuncture and doing business in general. I see good things to come in the future."*

Van Ngo

Los Angeles, CA.

*Hello Dan and Stephanie,*

*I am filled with so much gratitude towards you both for placing me on this ship. It has been such a wonderful experience and I feel extremely blessed. I am really excited that I will be able to rejoin this ship after dry dock.*

*Thanks for giving me one of the greatest gifts I have ever received. I will forever cherish the time I have had here and any time I have here in the future.*

**Marie Veverka LAc.**  
**Denver, Colorado**

*To my fellow colleagues,*

*First of all, I would like to thank Dan, Steve, Stephanie and the entire Steiner management staff. You have embarked on an amazing program by introducing acupuncture into your spas on both land and sea. Acupuncture is an excellent adjunctive therapy to help your clientele in their individual growth and healing process.*

*I am sitting in LaGuardia airport (NYC) after disembarking from working as an acupuncturist on the Norwegian Dawn for four consecutive months. The experience of working on the Dawn proved to be both lucrative and pleasurable; a profound experience.*

*As an introduction, I will tell you that I have never seen a cruise ship before let alone cruise on one. Yet, I decided that this would be a great experience to practice Chinese Medicine within a slightly different framework. I had no idea what I was getting into! I arrived at the Dawn on December 1<sup>st</sup>, 2005 and was immediately amazed with the awesomeness (both size and structure) of the ship. When I first embarked the ship, the current acupuncturist showed me to my room and made feel right at home. While I was initially surprised at the size of my cabin (small), I knew that I would adapt and it would serve as ample space for R&R. As for 'the work', hours are long but rewarding. The amount of potential patients that you can see is limitless and depends on your ability to present yourself and deliver the medicine that you know. People are starving for holistic care and are willing to pay top dollar for your services. Steiner Leisure provided excellent training to make my transition from land to sea and supported me both professionally and personally.*

*As for the R&R, there was enough time for me to nourish myself at all levels while facilitating my patients to do the same. The islands were beautiful. In two months time I had explored all the ports that we docked in. I would do it again and recommend it to anyone whom desires to grow in their practice while exploring the world with a slightly different twist. Whether you are practicing on land or floating in the middle of the ocean, one thing is the same. We are connecting with people at whatever level we are willing to connect with ourselves.*

*Bon Voyage!*

Joshua Berka N.D., L.Ac.

Portland, Oregon

*"If you have a passion for people and places and you enjoy practicing Chinese Medicine, then this is something you really must consider. The set up is there for you, promotions are in check and you don't have to worry about paying rent and other initial costs to run a business. I am still, to this day overwhelmed by the interest acupuncture receives at sea. I find people are very fascinated by it and they want to know more. Acupuncture was the most popular treatment in the spa on my ship!"*

Dimitri Didaskalou

Melbourne, Australia