

NTIA $\frac{2}{2} \frac{2026}{6}$ 

ENTRANT GUIDELINES

**CATEGORY 01 – MOST OUTSTANDING
MOBILE / HOME BASED TRAVEL ADVISOR**

GALA DINNER & AWARDS PRESENTATION
Saturday 10th October 2026

Category 01 – Most Outstanding Mobile/Home Based Travel Advisor

Step 1 – Nominees to Submit a Video Submission

Key things to remember

- We've outlined the recommended time allocation for each question below; your final video duration must not exceed 10 minutes.
- Your responses should relate to the qualifying period which is 01 July 2025 - 30 June 2026.
- Each question will be marked out of 10, then weighted according to the percentages listed below.

1. What strengths and skills do you bring to your role as a mobile / home based travel advisor? (2mins, weighted at 15%)

- Be specific when listing your strengths and skills.
- Explain how these strengths and skills contribute to your role as a mobile / home based advisor.
- Outline any significant achievements during the last 12 months as a result of these strengths and skills.

2. How have you displayed outstanding conduct? (2mins 30secs, weighted at 25%)

- Describe the ways you add value to your clients when booking and managing their travel.
- Demonstrate a standard of quality in your customer service.
- Provide an example of when you have gone out of your way to support a client.

3. What actions have you taken to enhance your professional development? (2mins 30secs, weighted at 25%)

- How do you keep yourself abreast with travel trends?
- What innovative and creative approaches have you undertaken to build your network?
- Demonstrate, and provide examples, of how this professional development has enhanced your business.

4. How do you embrace ATIA Accreditation in your role? (2mins, weighted at 25%)

- Explain how you raise awareness about the benefits of booking with an advisor who is ATIA Accredited themselves, or part of an ATIA Accredited Network. Hint – have a read of the Code of Conduct.
- In what ways do you contribute to ATIA's vision of elevating industry standards?

5. Why do you believe you should be a NTIA Finalist? (1min, weighted at 10%)

- Explain what makes you the outstanding mobile / home based advisor.
- Provide a well thought-out and logical response.
- Articulate your response by substantiating any of the answers given above.

Step 2 – Finalists to Attend a Virtual Judging Interview

Key things to remember

- Each question will be scored out of 10 points.
- You will receive another score out of 10 for each of the following criteria: interpersonal communication, knowledge & content, structure of responses, quality of examples, and personal presentation.
- It is the finalists' responsibility to manage their time effectively to address the pre-set questions and judges' choice questions within the allocated time.

1. Introduce yourself.

- Think of this as an elevator pitch about yourself. Provide details of your experience within the industry and why you are passionate about travel.

2. Please state your TTV for the qualifying period. Explain how you were able to achieve this.

- Provide examples of strategic planning, marketing efforts, workflow productivity, and/or offering an enhanced customer experience.

3. What strategies do you use to build and maintain strong client relationships whilst working remotely?

- Provide examples of your onboarding process, personalised service, relationship building and communications.

4. If I were a first-time client, what would my experience booking with you look like? And what steps would you take to convert me to a long-term client?

- Describe your initial consultation process and the client journey, and how you'd build rapport to encourage repeat business.

5. Judges' choice question.

