

**NTIA**  $\frac{2}{2} \mid \frac{\text{Globe}}{6}$

## **ENTRANT GUIDELINES**

**CATEGORIES 03 & 04 – MOST OUTSTANDING  
TRAVEL CONSULTANT – CORPORATE / LEISURE**

**GALA DINNER & AWARDS PRESENTATION**  
Saturday 10th October 2026

# Categories 03 & 04 – Most Outstanding Travel Consultant – Corporate/Leisure

## **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 travel consultant? (2mins)**

- Be specific when listing your strengths and skills.
- Explain how these strengths and skills contribute to your role as a travel consultant.
- Outline any significant achievements during the qualifying period as a result of these strengths and skills.

### **2. How have you displayed outstanding conduct? (2mins)**

- 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 evidence of customer satisfaction.

### **3. What actions have you taken to enhance your professional development? (2mins)**

- Outline any professional development initiatives you have undertaken during the last 12 months to improve how you assist your clients.
- Demonstrate, and provide examples, of how you acted with adaptability and demonstrated a high level of professionalism.

### **4. How do you embrace ATIA Accreditation in your role? (2mins)**

- In what ways do you contribute to ATIA's vision of elevating industry standards? Hint - have a read of the Code of Conduct.
- Explain how you raise awareness about the benefits of booking with an ATIA Accredited Agency.

### **5. Why do you believe you should be a NTIA Finalist? (2mins)**

- Explain what makes you the outstanding travel consultant.
- 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 (01 July 2025 – 30 June 2026). 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. 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.

### **4. What are some of your goals that relate to your professional development and career progression. How will you achieve these goals?**

- Outline your goals and explain how they align with your values and long-term aspirations.
- Identify areas where you want to improve or capitalize on your existing skills.
- Explain what steps you could take to achieve these goals and what resources you can leverage.

### **5. Judges' choice question.**

