



afta

**NATIONAL TRAVEL
INDUSTRY AWARDS**

2019

FINALIST PRESENTATION PREPARATION

*Wednesday 29 May, 12 Noon (AEST)
Hosts – Christian Schweitzer, NTIA Judge &
Joanne Arancibia, AFTA Head of Marketing*

Housekeeping:

- Session will be recorded
- Presentation will be available at www.afta.com.au
- Audience will be on mute
- Q & A will be taken at the end of the presentation

Guest Judge, Christian Schweitzer

Christian is the General Manager of the Business Publishing Group comprising of the leading titles; Travel Daily, travelBulletin, Cruise Weekly, Travel & Cruise Weekly, Business Events News and Pharmacy Daily.

A multi-faceted professional with 25 years of commercial experience in sales, marketing, management and customer service, Christian has particular industry experience across travel, tourism, non-profit, retail, wholesale and direct marketing industries.

In 2009 Christian led the marketing team of a major international touring company which won Best Tour Operator International at the National Travel Industry Awards. More recently, Christian is a driving force behind the Travel Daily Sustainability Summit and has been a regular guest on Sky News Business channel commenting on travel topics for the business traveller.

Christian is also a regular judge for the Cruise Industry Awards and Mumbrella Travel Marketing Awards.

Congratulations to all Finalists!



Webinar Objective

- Help you prepare!
- Understand and interpret the criteria
- Insight into what the judges are looking for
- Demonstrate ethical and fair process

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afta
NATIONAL TRAVEL
INDUSTRY AWARDS

National Travel Industry Awards

- Gala Dinner, Saturday 20 July
- International Convention Centre, Sydney
- Extra legroom!
- Now accepting ticket requests – selling fast!
- Tables of 10 seats @ \$222 (+ GST) per ticket



The NTIA Process

NOMINATED > VOTED > FINALISTS > WINNER

NOMINATED > SUBMISSION > INDEPENDENT ASSESSORS > FINALISTS > JUDGED > WINNER

All the details are available at afta.com.au/ntia

Judging Panel Recommendations:

PREPARATION:

- Read and understand each question
- Answer all the questions asked and answer in the order they are asked
- Number each answer according to the entrant guidelines
- Judged on the presentation given (not handout notes)
- You may play a video with sound but it must be included within the allotted time frame
- It is your responsibility to check that your video plays and is embedded within your PowerPoint presentation

Judging Panel Recommendations:

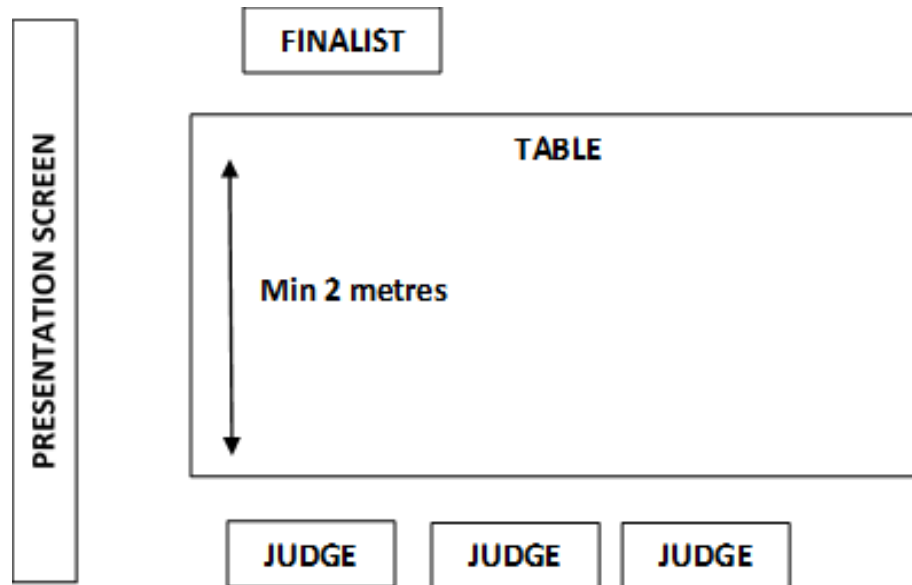
PREPARATION:

- Judges may ask questions but only at the conclusion of your presentation and only if it is within the allotted time frame
- Judges are bound by a code of ethics and non-disclosure agreement
- Sensitive information i.e., financials - provide percentages not figures
- Winner is **not** determined by fiscal results
- Practice! To ensure you answer everything in the time allotted

One presenter allowed. However, for company categories only you may have up to 2 presenters.

Room Layout

Choice to sit or stand when presenting.



Scoring

- **Criteria Scoring**
 - Based on researched rubric scoring matrix
 - Answer all the questions
 - All questions are evenly weighted but some may need more time than others to answer properly
 - All questions are evenly weighted and out of 4 possible marks
 - **Judges do not see answers from written submissions (certain categories)– assume no prior knowledge!**

TIP! Did you demonstrate full knowledge of the question and address all the elements successfully?

Scoring

- **Presentation Scoring**
 - Presentation skills; clear & audible
 - Well structured, organised, succinct
 - Appropriate visual aids
 - 20 marks will be awarded to the presentation delivery

TIP! Most marks go to answering the criteria but the better your presentation the easier for Judges to follow your answers.

Presentation Skills

- First Impressions
- Open Body Language
- Displaying Confidence
- Hands & Feet
- Tone of Voice
- Rate of Speech

Summary – top tips

- Refer to the criteria/questions
- Answer all criteria in the order asked
- Handouts are not reading material
- Keep to time and allow enough time to answer each question properly
- You will not be penalised for finishing early but the Judges will stop you when time is up which might prevent you answering all the questions

Judging Schedule

Wednesday 12th June 2019
CAT 9: Best Online Travel Agency (OTA) CAT 10: Best Business Events Travel Agency CAT 34: Best Sales Executive - Air CAT 32: Best Sales Executive - Land
Thursday 13th June 2019
CAT 1: Best Travel Agency Group (50 stores or more) CAT 16: Best Mobile Travel Advisor CAT 7: Best National Travel Management Company CAT 30: Best Wholesaler - International Product CAT 25: Best Tour Operator - International
Friday 14th June 2019
CAT 24: Best Tour Operator – Domestic CAT 29: Best Wholesaler – Australian Product CAT 13: Best Travel Agency Manager - Leisure Single Location CAT 14: Best Travel Agency Manager - Leisure Multi Location

Judging Schedule

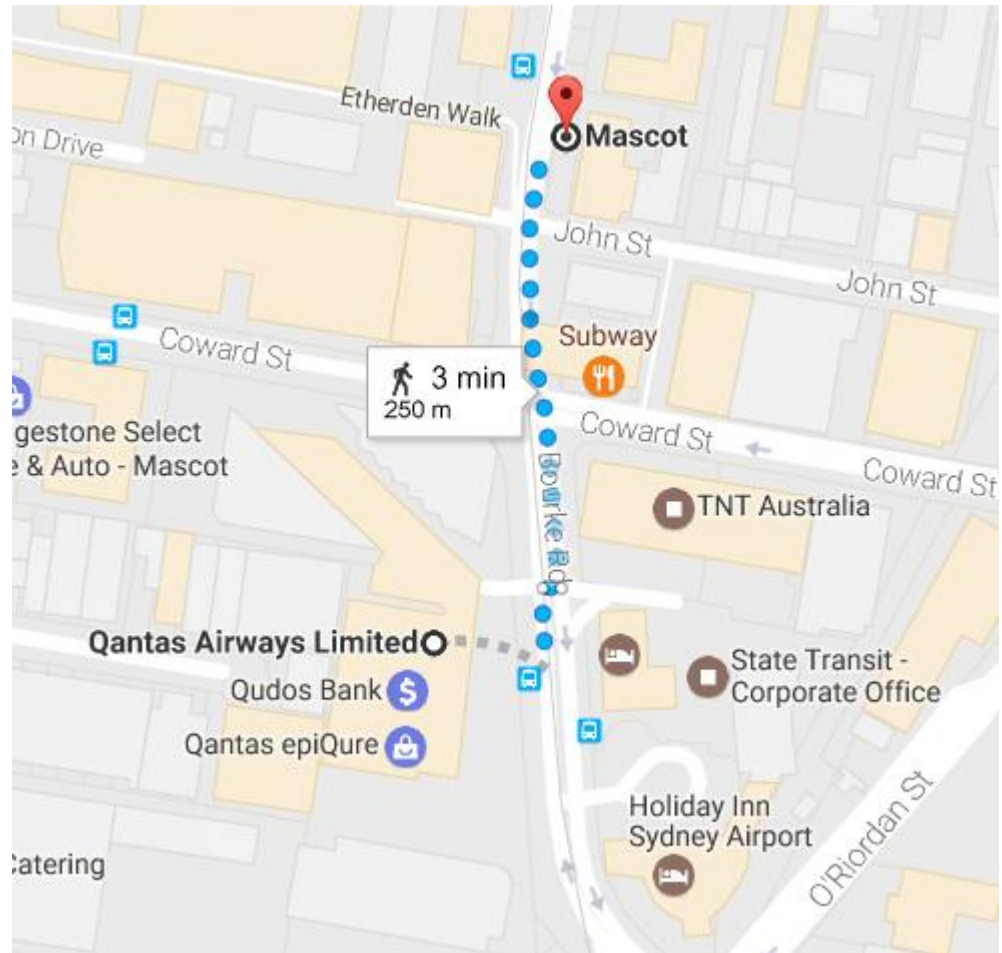
Monday 17th June 2019
CAT 38: Best Travel Agent Technology Innovation CAT 36: Best Registered Travel Industry Training Institution CAT 28: Best Speciality Wholesaler CAT 23: Best River Cruise Operator
Tuesday 18th June 2019
CAT 15: Best Travel Agency Manager - Corporate Single Location CAT 8: Best Mobile Travel Advisor Network CAT 11: Best Travel Consultant - Leisure CAT 12: Best Travel Consultant - Corporate
Wednesday 19th June 2019
CAT 2: Best Non Branded Travel Agency Group CAT 33: Best Sales Executive - Cruise CAT 4: Best Travel Agency Leisure - Multi Location CAT 6: Best Travel Agency Corporate - Multi Location
Thursday 20th June 2019
CAT 17: Young Agent of the Year CAT 39: Emirates Travel Consultant Scholarship CAT 3: Best Travel Agency Leisure - Single Location CAT 5: Best Travel Agency Corporate - Single Location
Friday 21st June 2019
CAT 41: Best Travel Consultant - Adventure CAT 42: Best Travel Consultant - Group Touring CAT 43: Best Travel Consultant - Ski CAT 44: Best Travel Consultant - F.I.T

Judging Venue

Qantas Headquarters
10 Bourke Road
MASCOT NSW

You must bring photo ID.

Enter via the main building & an AFTA staff member will greet you at reception.



Judging – what to expect?

- Arrive 15 - 20 minutes prior to presentation time
- Bring your presentation on the NTIA USB provided
- Qantas Headquarters – you must bring photo ID
- 2 judging sessions will run simultaneously
- Finalist photos
- Winners - NTIA Gala Dinner
- Judges feedback

What's next?

- Finalist logo
- Travel arrangements; Sue Whelan ea@afta.com.au
- Finalist Trophies sponsored by Tramada – advise us if you're not attending
- Gala Dinner Tickets On Sale!
- Gala Dinner Saturday 20 July, 5pm
- Guest names and dietary requirements due early July

Questions?

Good luck to all 2019 Finalists!

E nita@afta.com.au

T [@AFTAOfficial](https://twitter.com/AFTAOfficial)

Engage with us [#NTIA2019](https://twitter.com/hashtag/NTIA2019)