



## **ENTRANT GUIDELINES**

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

**GALA DINNER & AWARDS PRESENTATION  
Saturday 18th October 2025**

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

Please visit the ATIA website [atia.travel/NTIA2025](https://atia.travel/NTIA2025) to familiarise yourself with the Awards Stages, Judging Information and Key Dates.

## STEP 1 – ENTRANTS TO SUBMIT A VIDEO SUBMISSION

### Key things to remember

- Your video submission should be 10mins max.
- Your responses should relate to the qualifying period which is 01 July 2024 - 30 June 2025.
- 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.



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## 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.
- We recommend spending approximately 5mins to answer each pre-set question, so that you have sufficient time to also greet the judges and respond to the judges' choice question/s.

### 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 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 capitalise on your existing skills.
- Explain what steps you could take to achieve these goals and what resources you can leverage.

### 4. What are your plans to ensure the continual improvement and growth of your client base / business?

- Summarise your business goals and/or plan for the coming year and how you intend on achieving these. These plans may be linked to, or aligned to, the plans of the Network you are part of.

### 5. Judges' choice question.