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ENTRANT GUIDELINES
CATEGORY 05 – ROOKIE OF THE YEAR

GALA DINNER & AWARDS PRESENTATION
Saturday 18th October 2025

CATEGORY 05 – ROOKIE OF THE YEAR

Please visit the ATIA website 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 attracted you to the travel industry and what have been your strengths and skills as a Travel Consultant? (2mins, weighted at 15%)

- Explain what attracted you to the travel industry and the steps you took to attain this position.
- What new strengths and skills have you gained as a travel consultant?

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 evidence of customer satisfaction.

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

- Outline any professional development initiatives you have undertaken since you commenced your role, 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, weighted at 25%)

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

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

- Explain what makes you rookie of the year.
- 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. What excites you about a career in the travel industry and what are your ambitions?

2. What are some of your goals that relate to your professional development. 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.

3. What opportunities do you see for yourself in the travel industry?

- How do you see your current role evolving in the next few years?
- Are there any areas of the travel industry, or any leadership or mentoring opportunities, that you're interested in?

4. In your opinion, how can we attract more people to the travel industry?

- Reflect on your own experience. Was there something your employer got right, or could have done better, to create an engaging and motivating work environment.
- What strategies would you suggest employers to consider, to attract and retain talent.
- Scores will be awarded based on the finalist's ability to articulate a well thought-out and logical response to the question.

5 - Judges' choice question.