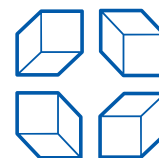


The Australia New Zealand Agent Workshop

The region's largest B2B event for buyers & sellers of education, work, youth and student travel



Queenstown Events Centre, Queenstown • Feb 29 - Mar 02, 2012



ICEF

Connect. Recruit. Grow.

ICEF Asia Pacific

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14 June, 2011

Dear Supporter / Stakeholder,

We welcome your interest in offering or supporting an agent familiarisation (FAMIL) tour before and/or after the **Australia New Zealand Agent (ANZA) Workshop**, February 29 – March 2, 2012 in Queenstown, New Zealand.

The event organisers are committed to supporting all participants and to helping each organising party recruit the numbers and types of agents preferred for their FAMIL tour.

This document outlines timelines and guidelines for arranging agent FAMIL tours.

All approved FAMIL tour options will be simultaneously published and offered to all (currently registered) agents by the organisers. This will ensure a “level playing field” for all participants.

All tour options and itineraries will be published via the event website at www.anzaworkshop.com/for-agents/famil-tours.html, as well as emailed to all event-registered agents.

Please call me at any time with any questions. Thank you for your support and interest.

We look forward to seeing you in Queenstown.

With kind regards,

Rod Hearps
Convenor

The Australia New Zealand Agent (ANZA) Workshop 2012

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| | |
|-------------------------|---|
| October 3, 2011 | Deadline for submissions of FAMIL tour proposals to info@anzaworkshop.com |
| October 10, 2011 | Email confirmation (from ANZA organizers) of acceptance of tour proposals |
| October 17, 2011 | Promotion of FAMIL tours to all registered agents by ICEF |

ICEF will promote and invite all agents to apply to attend FAMIL tours. Further selection process details will be advised to FAMIL tour organisers as the event approaches.

FAMIL tours may only be offered **outside ANZA workshop related activities and times**

| | |
|--------------------------------|---|
| Tuesday Feb 28, 2012 | 28/2/12 (and preceding days) is available for Agent FAMIL tours. Agents arrive in Queenstown & receive 3 (if based in New Zealand) or 4 (all other agents) nights of accommodation from Tuesday night, 28/2/12, until Saturday morning, 3/3/12. |
| Wednesday, Feb 29, 2012 | 09:00 - 13:00 - Agent FAMIL tours and activities 13.30 - 18.00 - ANZA Conference (seminar programme) |
| Thursday March 1, 2012 | 1:1 business meetings at Queenstown Events Centre |
| Friday March 2, 2012 | 1:1 business meetings at Queenstown Events Centre 18.00 - End of workshop, followed by Farewell Reception hosted by BYATA, Study Queenstown & Destination Queenstown |
| Saturday March 3, 2012 | Optional day tour + FAMIL tours may commence |
| Sunday March 4, 2012 | FAMIL tours may commence |

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FAMIL tour guidelines

- **IMPORTANT NOTE:** Only schools attending the ANZA Workshop 2012 can meet and host agents who have joined ANZA related FAMIL tours. Otherwise non-registered schools could potentially access, and benefit from, agents that ANZA workshop registered schools have helped fund to visit this region. It is the ANZA workshop and its participants who are drawing the agents to this region at this time. FAMIL tour organisers who allow non-registered institutions to meet and host agents while on ANZA approved FAMIL tours will not be invited to offer ANZA FAMIL tours in subsequent years.
- The workshop organisers (ICEF & EdMedia) will not totally control and administer FAMIL tours, but will become sufficiently involved in the promotion of all tours, in order to ensure a “**level playing field**” for all event participants.
- All FAMIL tour proposals are subject to approval and acceptance by the workshop organisers. Non-approved FAMIL tours may not be promoted to ANZA workshop registered agents.
- FAMIL tour organisers may determine all logistics, conditions and costs associated with their FAMIL tour, including which agents are accepted to join, and which are not.
- Please contact Rod Hearps on +61 7 5545 2912 or rhearps@icef.com with any FAMIL tour or event related questions or requests, at any time.