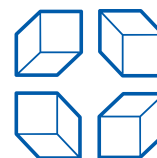


The Australia New Zealand Agent Workshop

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



Queenstown Events Centre • Feb 29 - Mar 02, 2012



ICEF

Connect. Recruit. Grow.

Agent Familiarisation (FAMIL) tours overview 2012

Regional peak bodies and member institutions in New Zealand are hosting a variety of pre and post-workshop familiarisation tours. FAMIL tours are a great way to:

- increase your product knowledge, by visiting institution campuses, the regions & their local tourist attractions
- get to know the staff from host institutions better
- network with other agents
- get to know the country and culture better and pass this knowledge is on to your counsellors and clients

Extended FAMIL tours

Auckland – Study Auckland (3 days / 4 nights)

Christchurch - Study Christchurch & Education New Zealand (3 days, 2 nights)

Dunedin – Education Dunedin (3 days, 2 nights)

Timaru – Craighead Diocesan School for Girls (2 days, 1 night)

Wellington / Manawatu - Education Wellington & International Education Manawatu (4 days / 3 nights)

One day FAMIL tours

Milford Sound - JUCY Cruize (1 day)

Queenstown - Study Queenstown (½ day)

Wanaka - Mount Aspiring College & International Language Centre (1 day)

Suggested websites for travel arrangements (if required) to and from FAMIL tour destinations:

Air New Zealand: www.airnewzealand.com

Qantas: www.qantas.com

Jet Star: www.jetstar.com.au

AirAsia: www.airasia.com

Pacific Blue: www.flypacificblue.com

Webjet: www.webjet.com.au

Virgin Australia: www.virginaustralia.com

How to book:

Only institutions and agents registered to attend The ANZA Workshop are permitted to participate.

1. Registered agents should email directly to relevant FAMIL tour organisers indicating their interest in joining a FAMIL.
2. FAMIL tour organiser will advise you how to apply, and at a later date will advise you of the success (or otherwise) of your application, and all details for that tour.
3. Please contact FAMIL tour organisers directly with any questions about their FAMIL, and/or the progress of your application.

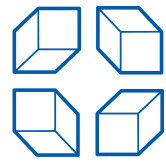
Note: The offer of a place on a FAMIL tour is at the sole discretion of the organising bodies for that FAMIL tour. Such offers are not determined by the organisers of the ANZA workshop (ICEF and EdMedia).

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 • Feb 29 - Mar 02, 2012



ICEF

Connect. Recruit. Grow.

Auckland, New Zealand

Organised by

Study Auckland

Date

Sunday 4th – Wednesday 7th March, 2012

Maximum number of places

6

Host institutions

Academic Colleges Group (ACG)
New Zealand Management Academies (NZMA)
The International Travel College of New Zealand
Whitecliffe College of Arts & Design

The tour

Sunday 4 March

Agents arrival in Auckland from Queenstown transfer to hotel

Monday 5 March

Breakfast with Study Auckland
Institution visits including lunch
Dinner at Monsoon Poon Tuesday 6 March Institution visits including lunch
Sailing and dinner on Pride of Auckland

Wednesday 7 March

Institution visits including lunch
Activity
Dinner at Orbit Restaurant, Sky Tower

Thursday 8 March

Agents depart - own arrangements

Agents need to provide

Travel to and from Auckland

Further information

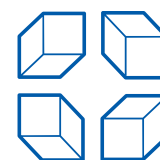
Debbie Chambers
E: chambers@aucklandnz.com

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 • Feb 29 - Mar 02, 2012



ICEF

Connect. Recruit. Grow.

Dunedin, New Zealand

Organised by

Education Dunedin

Date

Sunday 26th February – Tuesday 28th February

Maximum number of places

10

Host institutions

Otago University Language Centre and Foundation Year, Otago Polytechnic, Logan Park High School, Kaikorai Valley College, Kavanagh College

The tour

Sunday February 26th

Agents collected at Dunedin Airport in morning - transfer to motel. 1pm embark on a sightseeing trip of the city and the Otago Peninsula. Visit Larnach's Castle, Otakou Marae, see the Royal Albatross (Toroa) in flight and seals basking on the rocks followed by a trip to Penguin Place to see penguins returning to their nests after a days fishing. Dinner will be at a restaurant at St Clair beach.

Monday February 27th

Today you will visit three institutions Logan Park High School, Kavanagh College, Otago Polytechnic and Otago University Language Centre and Foundation Studies. Visit Dun Eden Farm Park where you can interact with sheep, cows, horses, pigs, ducks, hens, turkeys and rabbits. Afterwards enjoy a Kiwi BBQ dinner with your hosts.

Tuesday February 28th

Today you will visit Kaikorai Valley College before travelling to Alexandra to visit Dunstan High School. A tour of Alexandra will follow. You will then take a short drive to Cromwell to view Otago Polytechnics' Cromwell Campus. Dinner will be at a Central Otago Winery after which you will then proceed to Queenstown and your hotel.

Agents need to provide

Flight or coach to Dunedin, arriving by the morning of Sunday 26th February. (If you wish to arrive and stay overnight before Sunday, this will be at your own cost. We can help you arrange this.)

Further information

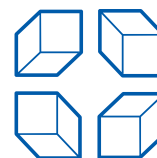
Ms Sue Radcliffe-Mason
Marketing and Administration Manager
Education Dunedin
E: education.dunedin@xtra.co.nz

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 • Feb 29 - Mar 02, 2012



ICEF

Connect. Recruit. Grow.

Christchurch, New Zealand

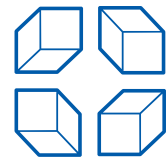
| | |
|---------------------------------|--|
| Organised by | Study Christchurch & Education New Zealand |
| Date | Sunday 26 - Tuesday 28 February, 2012 |
| Maximum number of places | All agents are welcome |
| Host institutions | CPIT - Christchurch Polytechnic Institute of Technology, University of Canterbury, CCEL - Christchurch College of English Limited, 1 x Secondary School, 1 x Private training provider |
| The tour | <p>Sunday 26 February 2012</p> <p>Agents will be greeted at the airport and transferred to their accommodation to settle in and rest before afternoon activities.</p> <p>Private afternoon tour of Christchurch and surrounding areas of interest - courtesy of Study Christchurch and Christchurch & Canterbury Tourism.</p> <p>The first day in Christchurch will end with a relaxed dinner and drinks at one of the region's beautiful wineries. Dinner sponsored by Education New Zealand</p> <p>Monday 27 February 2012</p> <p>Breakfast at hotel. Join Study Christchurch and members for a fun day experiencing life in Canterbury. Enjoy fresh food, great hospitality and your choice of adventure or leisure tour options in the afternoon. Share an evening meal and stories of the day's highlights together with agents and Study Christchurch hosts.</p> <p>Tuesday 28 February 2012</p> <p>Breakfast at hotel - agents to check out of accommodation</p> <p>Take a tour of one of your host's campus' and experience life as an International Student in Christchurch. Attend classes or lectures and talk to current students from your home country. Flight to Queenstown late in the afternoon. Flights sponsored by Education New Zealand.</p> |
| Agents need to provide | Flights to Christchurch (flight from Christchurch to Queenstown sponsored by Education New Zealand) Dietary requirements (if any) |
| Further information | Education New Zealand E: agents@educationnz.govt.nz +64 4 917 0876 Study Christchurch E: info@studychristchurch.co.nz Emily Branthwaite +64 3 353 6859 or Samantha Sellars +64 3 353 6955 |

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 • Feb 29 - Mar 02, 2012



ICEF

Connect. Recruit. Grow.

Timaru, New Zealand

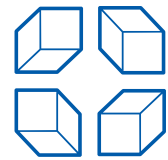
| | |
|---------------------------------|---|
| Organised by | Craighead Diocesan School for Girls (Timaru) |
| Date | Sunday 4th - Monday 5th March, 2012 |
| Maximum number of places | 3 |
| Host institutions | Craighead Diocesan School for Girls |
| The tour | <p>Sunday 4th March</p> <p>9.30am Pick-up from your Queenstown hotel Travel to Timaru via the beautiful Mackenzie Basin View Mt Cook, weather permitting, salmon farm visit and take a jet boat ride on Lake Tekapo Arrive in Timaru to be hosted overnight at a Farmstay. Enjoy a Country dinner and meet with Craighead staff.</p> <p>Monday 5th March</p> <p>9.30am Tour of Craighead Diocesan School + Boarding facilities and Timaru town 12.00 Lunch and transfer to Christchurch International Airport, arriving at 3.30pm</p> |
| Agents need to provide | Nothing |
| Further information | Julie McLean Craighead Diocesan School for Girls E: mcleanju@craighead.school.nz |

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 • Feb 29 - Mar 02, 2012



ICEF

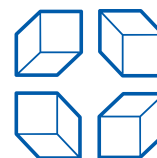
Connect. Recruit. Grow.

Wellington/ Manawatu, New Zealand

| | |
|--------------------------|---|
| Organised by | Education Wellington/ International Education Manawatu |
| Date | 4 days/ 3 nights: Sunday 04 March - Wednesday 07 March 2012 |
| Maximum number of places | 4 |
| Tour inclusions | Accommodation 3 nights included (+ breakfast) Transport to/from campus visits and scheduled activities All scheduled group tours, meals & activities as per itinerary excluding meals on the Sunday 04 March and dinner on Wednesday 07 March when delegates are free to make their own arrangements |
| Host Institutions | Scots College (Boys) - www.scotscollege.school.nz Queen Margaret's College (Girls) - www.qmc.school.nz Otaki College (Co-education) - www.otakicollege.school.nz Nga Tawa Diocesan School (Girls) - www.ngatawa.school.nz |
| The tour | Sunday 4 March Agents arrive in Wellington Transfer to Hotel Free time in evening Monday 5 March Visit Queen Margaret's College and Scots College. Lunch included Dinner with Education Wellington at top Wellington restaurant Tuesday 6 March Travel to Kapiti Coast Activity and lunch provided Visit Otaki College in afternoon Travel to Palmerston North Dinner with International Education Manawatu Wednesday 7 March Morning activity in Manawatu. Visit Nga Tawa Diocesan School. Lunch provided 3.35pm - Agents depart from Palmerston North (Air NZ flight NZ 5214 recommended). |
| Agents need to provide | All international/domestic return airfares & airport transfers |
| Further information | For more information: please contact Matthew Steele, Education Wellington P: +64 4 382 0085, E: matthew.steele@growwellington.co.nz www.educationwellington.co.nz For more information on Manawatu section of tour please contact: Mary-Cherian Matthews, International Education Manawatu, P: +64 6 3564817 ext 8847 E: cherian@awatapu.school.nz |

The Australia New Zealand Agent Workshop

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



ICEF

Connect. Recruit. Grow.

Milford Sound, New Zealand

Organised by JUCY Cruize Milford Sound

Date Saturday March 03, 2012

Maximum number of places 5

Host institutions JUCY Cruize Milford Sound

The tour **Saturday March 03, 2012**

With complimentary pick-up from your hotel at 7.15am, you will board our five-star, toilet-equipped luxury glass-roof coach.

With only 36 seats there's plenty of leg room to stretch out in comfort and enjoy the scenic drive along the shores of Lake Wakatipu before a refreshment break.

From Te Anau, experience the grandeur and beauty of Fiordland National Park with unique scenic photo stops and nature walks giving you the chance to get close to the native flora and fauna set amongst the majestic glacial scenery.

On arrival in Milford Sound, you will board our boutique boat cruise where your lunch and complimentary tea and coffee will be available. The Milford Adventurer is a smaller style vessel allowing you to enjoy close up, uninterrupted viewing of the stunning vistas, local wildlife and towering waterfalls. Seals and dolphins are often seen and sometimes the rare Fiordland Crested Penguin is sighted. We will drop you back off at your hotel in Queenstown around 7.30pm

Agents need to provide Nothing

Cost Free for 5 (only) sponsored agents. \$159 for non-sponsored agents and all other delegates.

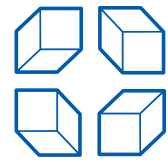
Further information Rob Burnell
E: Rob@jucy.co.nz

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 • Feb 29 - Mar 02, 2012



ICEF

Connect. Recruit. Grow.

Queenstown, New Zealand

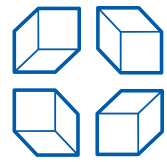
| | |
|--------------------------|--|
| Organised by | Study Queenstown |
| Date | Wednesday, 29 February, 2012 |
| Maximum number of places | All agents are welcome |
| Host institutions | ABC College of English, Language Schools New Zealand, Queenstown Resort College, Southern Lakes English College, Wakatipu High School, Southern Institute of Technology (Queenstown Campus), Otago Polytechnic (Queenstown Campus) |
| The tour | Discover Queenstown with the locals: Learning about providers has never been more fun! Participants will undertake an interactive treasure hunt which will provide valuable insights into Study Queenstown providers. Agents will also learn about and experience some of Queenstown's major attractions, culture and customs. This FAMIL runs from 9am - 12 noon. |
| Agents need to provide | Nothing |
| Further information | Duncan Sadleir E: Duncan.Sadleir@qrc.ac.nz P: +64 (0) 3 409 0500 |

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 • Feb 29 - Mar 02, 2012



ICEF

Connect. Recruit. Grow.

Wanaka, New Zealand

| | |
|------------------------|---|
| Organised by | Mount Aspiring College & International Language Centre |
| Date | Sunday 4 March, 2012 |
| Host institution | Mount Aspiring College & International Language Centre |
| The tour | 9:00am - Pick up from hotel 11:00am - Tour of Mount Aspiring College & International Language Centre 12:30pm - Barbeque lunch 1:30pm - Boat tour of Lake Wanaka 3:30pm - Depart for Queenstown - drop off at hotel |
| Agents need to provide | Nothing |
| Further information | Claire Easterbrook E: ilc@mtaspiring.school.nz P: +64 (0) 3 443 9920 M: +64 (0) 27 2531926 www.moutaspiring.school.nz |