

Qualify your client to save time & get the best result first go!

 AVELLER DETAILS Who's travelling? (Solo, couple, family, group – include names)	ACCOMODATION Preferred style? (Hotel (star rating), Luxury, boutique,
Ages / age range?	B&B, guesthouse, self-contained) Approx. nightly budget?
Phone & email? Been to NZ before?	☐ Add in a splurge night?
What type of travel are they after? (Relaxation, adventure, culture, nature,	☐ Happy to move around or prefer longer stays in fewer places?
food & wine, ski, cruise, rail, golf, special interest, or ticking off the highlights?)	DESTINATIONS & EXPERIENCES □ North Island, South Island, or both?
Any special occasion? (e.g. honeymoon, birthday, anniversary)	(Min 7 days for North, 10 days for South) Any must-sees?
Any special needs, mobility issues, or young kids to consider?	(e.g. Hobbiton, Rotorua, Queenstown) Interested in Māori cultural experiences?
 RIP BASICS Travel dates? Flexible?	Outdoor interests?(Hiking, ziplining, kayaking, wildlife, cruising)
Trip length?	☐ Are food & wine important?
Budget?	Anything they're not into?(e.g. adrenaline activities)
Preferred travel style? (Fully guided, self-drive, motorhome, something in-between?)	SKI-SPECIFIC Ski level?
Scenic trains or domestic flights preferred?	(First-timers or experienced)
Fast-paced or relaxed itinerary?	□ Need to hire clothing/equipment?
	☐ Just skiing or interested in



off-mountain activities too?

or self-drive?

☐ Prefer daily transfers to the mountain