

PACE 2007

Promotional Activity
Calendar for Education



MALAYSIA

Malaysian & Indonesian Inbound Agents

Participation Fee

2 Hour visit	\$2,000 + GST	One Full Day	\$3,750 + GST
Two Full Days	\$6,500 + GST	Three Full Days	\$7,950 + GST

Dates 25 – 29 June
Sectors SEC, ITP, UNI, PTE, ELS

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Agencies are still to be confirmed.

Education agents are a key source of information and point of assistance to international students. Agents are also a key influence in the decision making process for Indonesian and Malaysian students and their parents. The inbound agents programme will provide institutions interested in these markets with the opportunity to promote their facilities. It will also assist the agents to broaden their knowledge of New Zealand institutions from all sectors and to build strong relationships.

Each year Education New Zealand invites around 15 groups of agents to travel to New Zealand on familiarisation visits of educational institutions. By taking part in these visits, agents improve and update their knowledge of New Zealand educational opportunities and make new contacts for ongoing business. New Zealand participants in the Inbound programme benefit from meeting new agents and promoting their school or region. Hosting a group of agents and giving them the first hand experience of an area commonly leads to solid relationships being formed.

Two options for hosting agents are available; either a two hour time slot for one institution or a regional/cluster option for a number of days at a time. The regional/cluster option allows groups to more effectively give agents the flavour of the region as well as institutional information. By international standards,

New Zealand has quite a homogeneous education system, and so the key 'unique sales proposition' for many institutions is as much the region they are in as the institution itself. This can be a good way of working together to share the cost and benefits.

An independent survey of past participants of the Inbound Agent programme was carried out early in 2006, this report is available for downloading at the 'Planning for Success' section of the ENZ website. Here you will also see a document titled 'Guidelines for Regions/Clusters'.

The Indonesian and Malaysian Inbound visit will be organised based on demand, the itinerary is made up from those who register their time. Often it is difficult to provide the exact list of agents expected to travel to New Zealand at the time of registration, as agents have not been invited at that stage, however we can often advise the potential agents a few months before they are actually confirmed.

The ENZ project manager for each visit will work closely with registered participants to ensure that the proposed visit meets the objectives of both institutions and agents. The ENZ marketing team is only too happy to give advice and guidance if you are thinking about how a visit might work for you.

More information about Inbound Visits can be found at www.educationnz.org.nz/inbound