



AIR NEW ZEALAND

# Air New Zealand Meetings & Incentives Newsletter - Winter 2008

In the first MICE Newsletter of 2008, Air New Zealand's Meetings & Incentives Team wish you a Happy New Year! Our Newsletter aims to keep you informed about Air New Zealand and what is new for the MICE market. In today's competitive market, it is important to stand out and offer supreme service and exciting destinations.

Air New Zealand does this with destinations such as New Zealand, Australia, London, The Cook Islands and Samoa. This quarter we are excited to feature New Zealand and its many alluring qualities as a Meeting and Incentive destination. We are proud to represent Air New Zealand as our airline continues to be recognized in the industry through respected awards listed below.

## 2007 A Selection of Industry Awards

- 1. Business Traveler** - Best Business Class to South Pacific / Australia / New Zealand; 1<sup>st</sup> Place
- 2. TravelAge West** - Editors Award; Best International Airline
- 3. Condé Nast Traveler** - Readers' Choice Awards; Favorite Leisure Airline, Long-Haul
- 4. Skytrax World Airline Awards** - Airline of the Year: 7<sup>th</sup> Place ; Best Business Class: 5<sup>th</sup> Place; Best Business Class Lounges: 10<sup>th</sup> Place



## Featured Destination: New Zealand

The last major landmass to be discovered and occupied, New Zealand is a jewel-green island nation, packed with trout-filled lakes, stunning remote tropical beaches, steaming thermal pools, temperate rainforests, rolling lush farmland and snow capped mountain ranges. Among the treasures are vast, unspoiled national parks, volcanic wonderlands, awesome primeval glaciers and deep, clear, freshwater lakes and superb golf courses. The cities deliver superb restaurants, cool cafes, wonderful bars, hot clubs and excellent shopping. Overlaying all are the country's exceptionally friendly and relaxed peoples. English-speaking, the majority are of British heritage but with the uniqueness of the native Maori people entwined into the strands of everyday life and culture.



To ignite the spirit of your conference and incentive delegates, you need an environment that energises and excites. You want to open their eyes wide and give them something to smile about.

In New Zealand, you can pinpoint the feeling you want to engender within your group. If you're preparing people to be brave in business, give them a taste of risk on the end of an abseiling rope. If you want to freshen their thinking, give them alpine air in large quantities. And if you want them to feel valued, cocoon them in a luxury lakeside retreat where every wish is granted.

Share knowledge, launch new ideas or bond your team in a land where zeal comes with the territory. Offer your people the ultimate conference and incentive Travel destination. New Zealand – 100% pure wonderland.

**Tourism New Zealand:** [www.newzealand.com/conferences](http://www.newzealand.com/conferences)

**Conventions & Incentives New Zealand:** [www.conventionsnz.com](http://www.conventionsnz.com)

## Mice Team

Air New Zealand offers a team dedicated to the North American market to assist you when considering a new destination.

### Mark Jerusalem

#### MICE District Sales Manager

Mark manages the MICE team and its relationship with North American Incentive, DMC and Meeting interests. As an active member of SITE and MPI, Mark is well experienced in today's MICE market and is eager to help you be successful in selling Air New Zealand and our destinations.

### Lupe Maake

#### MICE Group Sales

Lupe manages all MICE group activities. Her goal is to win your business with competitive pricing and exceeding your expectations in customer relationships. Lupe's tenure, experience and knowledge of Air New Zealand's destinations ensures accuracy and responsiveness.

### Jaime Bresson

#### MICE Account Support

Jaime brings us a wealth of knowledge from the travel and tourism market. He acts as liaison between the District Sales Manager and Meetings & Incentives accounts throughout North America. Jaime services account needs such as contract inquiries, ticketing rules, and waiver or deviation from planned itinerary requests.

## We'll Go The Extra Mile...



If your Meetings or Incentives group has any special requests, we aim to satisfy all of your clients' needs. We offer at additional cost; special meals, personalized menus, specialized amenity kits, unique head rests, customized aircraft, client corporate logos on our aircraft for charters, special check-in, theme flights, luggage and coordinated pick-ups, airport representation and on-site coordinators.

## Contact

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