

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

TRAVELLER DETAILS

- ☐ Who's travelling? (Solo, couple, family, group – include names)
- ☐ Ages / age range?
- ☐ Phone & email?
- ☐ Been to Australia before?
- ☐ What type of travel are they after?
 (Relaxation, adventure, culture, nature, food & wine, outback, cruise, rail, golf, special interest, or ticking off the highlights?)
- Any special occasion?(e.g. honeymoon, birthday, anniversary)
- ☐ Any special needs, mobility issues, or young kids to consider?

TRIP BASICS

- □ Travel dates? Flexible?
- □ Trip length?
- **□** Budget?
- ☐ Preferred travel style?

 (Fully guided, self-drive, motorhome, something in-between?)
- ☐ Scenic trains or domestic flights preferred?
- □ Fast-paced or relaxed itinerary?

ACCOMODATION

- ☐ Preferred style?
 (Hotel (star rating), Luxury lodge or resort, boutique, B&B, eco-lodge)
- ☐ Approx. nightly budget?
- ☐ Add in a splurge night?
- ☐ Happy to move around or prefer longer stays in fewer places?

DESTINATIONS & EXPERIENCES

- One state or multiple?
 (Min 7 days for one state, 12-14 days if visiting more than one)
- ☐ Any must-sees?

 (e.g. Great Barrier Reef, Uluru, Sydney Opera House)
- ☐ Interested in Indigenous cultural experiences or tours?
- Outdoor interests?
 (Walks, wildlife, marine life, scenic flights, snorkelling)
- ☐ Are food & wine important?
- Anything they're not into?(e.g. adrenaline activities / water)

