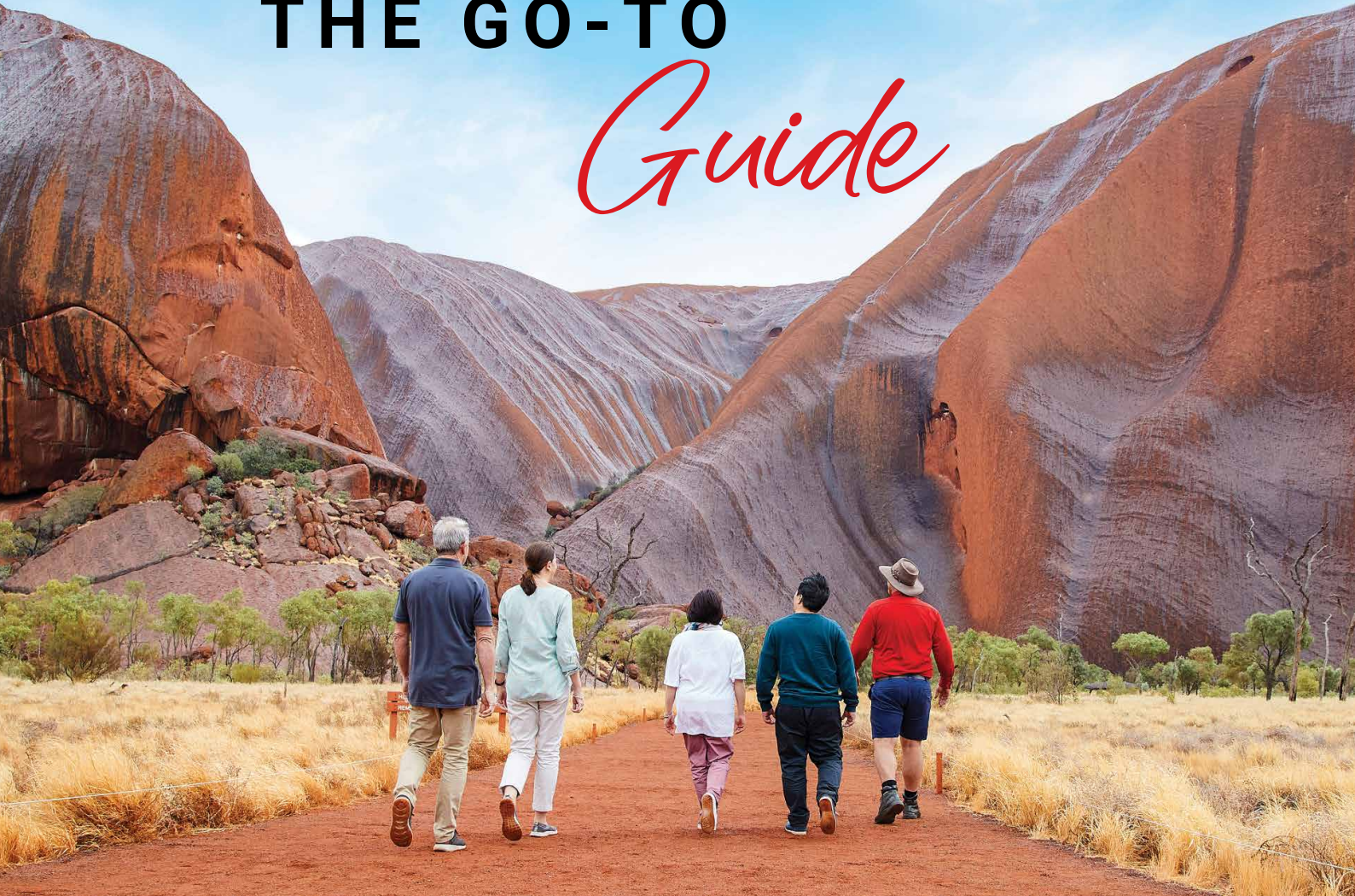




# THE GO-TO

# Guide



## ONLY WITH AAT KINGS

AAT Kings are the undisputed experts in Australia & New Zealand travel experiences.

For over 100 years, we've been helping guests to discover two lands of extraordinary landscapes, a tapestry of ancient cultures and a rugged wilderness, on two remarkable island nations.

Whether your clients choose a Guided Holiday, Short Break or Day Tour, the exclusive experiences and unrivalled access that only AAT Kings offers will create magical memories that last a lifetime.

- Competitive commission & incentives
- Holiday options to suit every type of guest
- Personalised agent support & marketing toolkits
- Simple booking process, no-wait phone times or book online
- Easy trade portal for instant quotes or booking

# WHY CHOOSE AAT KINGS



## OUR EXPERTISE, YOUR EXPERIENCE

With an unrivalled passion and over 100 years' experience in the region, our team of experts will bring to life the fascinating history, culture and vibrant characters of these two great lands we are so lucky to call home.



## PATHS LESS TRAVELLED

AAT Kings holds exclusive access to some truly unique locations, secret trails and roads less travelled, and each itinerary is curated with care to take you further than ever before.

## LEAVE ONLY FOOTPRINTS

The pristine landscapes and incredible cultures of Australia and New Zealand are at the core of everything we do at AAT Kings.



## TRAVEL YOUR WAY

Dip your toe into a destination on a Day Tour, escape the everyday on a Short Break or get ready for adventure on a fully Guided Holiday. From simplicity through to seamlessness, your drivers are sure to find the perfect fit.

## DRIVEN BY SERVICE





AAT Kings is a proud member of The Travel Corporation (TTC), you can relax knowing your clients have the security of an established, experienced company.





# OUR HOLIDAY OPTIONS AT A GLANCE

PRODUCT	PRODUCT DESCRIPTION	DESTINATIONS	PEAK TRAVEL
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## EXTENDED GUIDED HOLIDAY OPTIONS CHOOSE FROM TWO DISTINCTLY DIFFERENT STYLES

	<p><b>FULLY GUIDED, FOR SEAMLESS EXPLORATION</b> <i>Connect deeply with your destination, on a fully curated holiday of 5-21 days</i></p> <ul style="list-style-type: none"> <li>• All accommodation in premium hotels, lodges and eco-resorts</li> <li>• More 2 night stays with later starts</li> <li>• Most meals including daily breakfasts</li> <li>• Exclusive Be My Guest Experiences</li> <li>• Wine with all included dinners</li> <li>• Cultural activities in your destination</li> <li>• Group size up to 50 guests</li> <li>• Suitable for ages 5+</li> </ul>	<p>NT, WA, SA, VIC, TAS + New Zealand</p>	<p>SA - Sep to Apr QLD - Jul to Apr TAS - Sep to May NT - May to Oct WA (Kimberley) - May to Sep WA (South) - Aug to Dec VIC - Oct to Mar NSW - Oct to Mar NZ - Sep to Mar</p>
	<p><b>FLEXIBLE, FOR BUCKET LIST EXPLORERS</b></p> <ul style="list-style-type: none"> <li>• Comfortable accommodation with easy access to city centres</li> <li>• Flexible free time on your holiday</li> <li>• Earlier starts, and a faster pace</li> <li>• Many meals including daily breakfast</li> <li>• Iconic destinations, every day</li> <li>• Active optional experiences, for you to add on to your holiday</li> <li>• Group size up to 50 guests</li> <li>• Suitable for ages 5+</li> </ul>	<p>NT, WA, VIC, TAS, ACT NSW, QLD + New Zealand</p>	

## SHORTER HOLIDAY EXPERIENCE OPTIONS:









	<p><b>2-7 DAY BREAKS WITH YOUR CHOICE OF ACCOMMODATION</b></p> <ul style="list-style-type: none"> <li>• All accommodation, with your choice of 3 standards of quality; Budget, Standard or Superior, depending on your budget and needs</li> <li>• Some meals</li> <li>• Seamless transfers between every spot on your itinerary</li> <li>• Money-can't-buy exclusives, dependant on your itinerary</li> <li>• Benefit from the knowledge of a new driver guide each day</li> <li>• All National Park Entrance Fees</li> <li>• Suitable for all ages</li> <li>• Meet new travellers every day</li> </ul>	<p>NT, WA, SA, VIC, NSW, QLD</p>	<p>Same as above except: VIC - Nov to Mar NSW - Nov to Mar</p>
	<p><b>ONE DAY OR HALF DAY SIGHTSEEING TOURS</b></p> <ul style="list-style-type: none"> <li>• Travel in purpose-built air-conditioned coaches, with reclining seats and WiFi</li> <li>• The services of a highly experienced Driver Guide</li> <li>• Cultural activities in your destination</li> <li>• Community engagement activities in your destinations</li> <li>• Suitable for all ages</li> </ul>	<p>NT, WA, SA, VIC, NSW, QLD</p>	<p>Departs year round</p>

## IMMERSIVE, AUTHENTIC, SMALL GROUP JOURNEYS:

	<p><b>SMALL GROUP IMMERSIVE, BOUTIQUE EXPERIENCES (5-19 DAYS)</b></p> <ul style="list-style-type: none"> <li>• Hand-picked accommodation, selected to immerse you in your destination</li> <li>• Most meals, including Local Dining Experiences</li> <li>• Complimentary refreshments throughout the journey</li> <li>• Travel by bespoke vehicle with reclining seats, WiFi and air-conditioning</li> <li>• Expert Journey Director or Driver Guide</li> <li>• Group size 10-20 guests</li> <li>• Suitable for ages 16+   No children under 12 years</li> </ul>	<p>NT, WA, VIC, TAS + New Zealand</p>	<p>VIC - Sep to Mar NT - May to Oct WA - Departs year round TAS - Departs year round</p>
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# GUIDED HOLIDAY OPTIONS

AAT Kings now offers your clients the choice of two distinct Guided Holiday styles, to customise their perfect journey. From travellers looking for the relaxation and seamlessness of a fully inclusive experience, to explorers wanting to discover their own special moments, or even first-time visitors ready to fulfill their ultimate sightseeing bucket list, there's an itinerary that's ideal for all.

1 FIRST CHOICE	✓ BEST BUYS
<p><b>INSIDER KNOWLEDGE</b></p> <p>Every inclusion has been curated to enhance your experience. Our Travel Directors provide insights and reveal 'hidden gems' you simply couldn't experience if travelling on your own.</p> 	<p><b>FLEXIBLE HOLIDAYS</b></p> <p>The delightful balance between a guided journey and the flexibility and freedom to explore independently is perfect for pathfinders looking for a little more active travel.</p> 
<p><b>LOCAL CONNECTION</b></p> <p>Exclusive Be My Guest experiences allow guests to connect with the locals in an authentic and meaningful way.</p> 	<p><b>TIME FOR YOU</b></p> <p>Travellers ready to discover the soul of a destination don't necessarily need the plushiest hotels or the three course lunch; comfortable arrangements without the extras leave guests freer to find their own bliss.</p> 
<p><b>CULTURAL IMMERSION</b></p> <p>Local encounters with custodians of the land ensure you scratch beneath the surface of each destination and experience our off-the-beaten-track discoveries.</p> 	<p><b>ICONIC SITES</b></p> <p>We'll take guests to the best and most famous spots, perfect for both first-time visitors and avid travellers who want to keep to the primary sights.</p> 
<p><b>SUSTAINABLE FOOTPRINTS</b></p> <p>Preserve the pristine on your journey to Australia and New Zealand's most wild and remote locations.</p> 	<p><b>SUSTAINABLE TRAVEL</b></p> <p>We've been care taking these lands for over 100 years, and work with local groups to ensure that these precious habitats remain pristine for eons to come.</p> 



## MAKE TRAVEL MATTER



AAT Kings partners with the TreadRight Foundation to safeguard the planet, wildlife and people in the places we visit for generations to come. Reducing the environmental impact of our business isn't just a nice-to-have for us, it's at the core of what we do, hence why we committed to eliminating all avoidable single-use plastics across all operations by 2022. For more information visit [TreadRight.org](https://TreadRight.org)

### AUSTRALIA ZOO WILDLIFE WARRIORS

**Over 2,360 Koalas helped!** AAT Kings has been partnering with the Australia Zoo wildlife hospital since 2014. Through sponsoring the AAT Kings Trauma Treatment Ward at the Wildlife Hospital, the TreadRight Foundation directly helps up to 13 koalas in recovery at any one time.

### RAINBOW SPRINGS NATURE PARK

**55% of Kiwi's Hatched Worldwide!** AAT Kings supports the National Kiwi Hatchery Aotearoa Rainbow Springs, the largest and most successful kiwi conservation hatchery in the world. We contribute to the 'Operation Nest Egg' Kiwi Breeding Program to hatch and raise chicks, perform health checks and daily monitoring.

# AAT KINGS

## VS INDEPENDENT TRAVEL



HOLIDAY COMPONENT	AAT KINGS GUIDED HOLIDAY	INDEPENDENT HOLIDAY
<b>ACCOMMODATION</b>	<b>INCLUDED</b> <ul style="list-style-type: none"><li>Carefully chosen, quality hotels</li><li>Central locations</li><li>Porterage and hotel tips included</li></ul>	<ul style="list-style-type: none"><li>Hours of research</li><li>Paying retail prices</li><li>Unknown quality &amp; locations</li></ul>
<b>SIGHTSEEING &amp; GUIDES</b>	<b>INCLUDED</b> <ul style="list-style-type: none"><li>Knowledgeable and friendly Travel Director</li><li>In-depth sightseeing with local guides</li><li>VIP entry into many attractions</li></ul>	<ul style="list-style-type: none"><li>No local expertise/assistance</li><li>Relying on guidebooks</li><li>Limited understanding of what you're seeing</li><li>Lengthy queues</li></ul>
<b>DINING</b>	<b>INCLUDED</b> <ul style="list-style-type: none"><li>Breakfast daily and up to half of your dinners</li><li>Authentic experiences</li><li>Welcome reception and farewell dinners*</li><li>Quality local cuisine</li><li>Tips included</li><li>For all other meals, help with reservations and directions to where the locals eat</li></ul>	<ul style="list-style-type: none"><li>Paying restaurant prices for meals</li><li>Risk of poor quality</li><li>Additional cost for tips</li><li>Navigating unfamiliar menus and foods</li></ul>
<b>TRANSPORT</b>	<b>INCLUDED</b> <ul style="list-style-type: none"><li>Daily transportation on bespoke/purpose built coaches</li><li>Professional Driver</li><li>Relax in comfort</li><li>Fuel, toll charges and parking taken care of</li><li>Luxury coach or small vehicle</li></ul>	<ul style="list-style-type: none"><li>Organising your own transport</li><li>Risk of getting lost</li><li>Unfamiliar road rules and signs</li><li>Paying for tolls and parking</li></ul>
<b>EXCLUSIVE EXPERIENCES</b>	<b>INCLUDED</b> <ul style="list-style-type: none"><li>Exclusive Be My Guest dining experiences**</li><li>Hidden Gems sightseeing</li><li>Traditional cultural experiences</li><li>Sightseeing with local guides &amp; experts</li></ul>	<ul style="list-style-type: none"><li>Only see sights that are easily accessible to the general public</li><li>Limited cultural experiences and interaction with locals</li></ul>

\*Welcome reception and farewell dinners vary by itinerary. \*\* Be My Guest dining experiences are available on First Choice itineraries only.



## AGENT SUPPORT

**Sales Managers** can assist you with product training, consumer information sessions, local expos, joint advertising advice and marketing collateral. Additionally, we provide advice on planning, promoting and selling group travel.

**Reservations** provide extra support and expertise to close sales.

**Group Sales Team** for charter enquiries or custom itineraries. Simply call 1300 303 337 (toll free in Australia), +61 2 9028 5053 (outside of Australia) or email [groups@aatkings.com.au](mailto:groups@aatkings.com.au)

## SPECIAL OFFERS FOR YOUR CLIENTS

We offer great deals across our holiday options: Early Bird Savings, Kings Club, Loyalty Savings, Solo traveller savings and Last Minute Deals. Visit [aatkings.com/waystosave](http://aatkings.com/waystosave) for more information.

## DEFINITE DEPARTURES

We offer Definite Departures on our most popular tours. This means you can confidently book ahead and your clients can take advantage of airlines' early booking deals and our Early Bird Savings.



## SIMPLE BOOKING PROCESS

Simply call our friendly reservations team on 1300 556 100 or email [reservations@aatkings.com.au](mailto:reservations@aatkings.com.au)

**Open Hours:** **Monday to Friday 9am - 6pm**  
**Saturday 9am - 1pm**

Our online tools help you manage your client bookings. Go to [trade.aatkings.com](http://trade.aatkings.com) to log in or register for our agent portal. Online bookings are available 24 hours a day.



> **Reservations:**  
Phone: 1300 556 100 or email

**Guided Holidays:**  
[guidedholidays@aatkings.com.au](mailto:guidedholidays@aatkings.com.au)

**Short Breaks:**  
[reservations@aatkings.com.au](mailto:reservations@aatkings.com.au)

**Group Sales Team:**  
[groupallocation@aatkings.com.au](mailto:groupallocation@aatkings.com.au)



> **Online:**  
[trade.aatkings.com](http://trade.aatkings.com)



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