

## **How to become a New Zealand Specialist Agent (NZSA)**

### **NZ Specialist Agents Membership Criteria**

1. To gain or maintain NZ Specialist Agents membership, an agency must achieve the following performance levels as measured over a 12 month period from 1 July to 30 June:

<b>Agency Type</b>	<b>Number of NZ placed students over 12 months</b>	<b>Client INZ visa approval rate over 12 months</b>
National Agency	40	85%
Regional Agency	30	85%
Big Centre (sole) Agency	30	85%
Small Centre (sole) Agency	20	85%

2. Based on the above criteria, short listed agencies will be asked to submit a minimum of five referees from NZ institutions, of which at least two referees must be from a government funded tertiary institution (i.e. Institute of Technology & Polytechnic (ITP) or University). **Please Note:** The agency should have sent a minimum of five students to the each of the referee institutions in the previous 12 months.

Each referee must be from the agent's international office preferably an International Director or marketing Manager they have dealt with directly. For example: Staff from the admissions team is not a valid referee.

3. ENZ reserves the right to make exceptions to the NZSA membership criteria in cases where an agent has fulfilled all but one criterion and has compensated for this by excelling in another area, or areas, in their support and marketing of New Zealand education. Evidence of such activity may be required to qualify under these criteria. However, all other criteria such as reference check, police clearance and payment of accreditation fee will remain the same as others for agents who qualify under this criterion.

4. The membership for the elite NZSA group is valid for **two years**, however new entries will be entertained every year based on the above mentioned criteria.

5. Membership in the NZ Specialist agents group is conditional on the agency signing the Specialist Agents Agreement and securing ENZ's discretionary approval.

6.. Education NZ, NZ Trade & Enterprise and Immigration NZ reserve the right to make final decisions on accrediting an agent as NZ Specialist Agent.

7. Membership fees of NZ\$500 +GST will be paid directly to ENZ. This is an annual fee for all accredited agents.

8. The assessment process for the group starts in the first week of July and is aimed for completion before the end of July.

9. During the two years, the agency must ensure that their NZ Country Managers/counsellors must attend the NZSA training programme and pass the multiple choice test if/when organised by ENZ New Delhi.