CONTENTS

Tourism New Zealand ................................3
Tourism Business Database .................. 4
Creating your account....................... 5
Business information ......................... 6
Product listing .................................... 7
Creating deals ................................... 8
After listing ...................................... 10
Trade Marketing .................................. 11
Tourism New Zealand (TNZ) markets New Zealand to the world as a tourist destination. The major tool we use to do this is the 100% Pure New Zealand marketing campaign, a campaign that has evolved over the past 20 years to make New Zealand one of the world’s most well-respected tourism brands.

Our consumer website, www.newzealand.com, is the main way we provide information about New Zealand to international visitors. newzealand.com provides information and connects consumers with travel sellers and gets over 51 million visits to the site each year.

The site offers interactive planning tools, special travel deals, operator listings and information about New Zealand. Content on the site is tailored to the interests and requirements of consumers from all our key markets. There are now 20 market versions of the site, with nine of the editions either partly or fully translated. All our campaign activity drives visitors to newzealand.com.
THE TOURISM BUSINESS DATABASE

Why list your products in the Database?
A presence on newzealand.com can help grow your business by connecting you with people considering a visit to New Zealand. A key role of the website is to drive qualified traffic to your website (a ‘referral’).

There is no charge for having a product listing on newzealand.com and your listing has the potential to reach the millions of visitors to newzealand.com every year. It also means your business will benefit from being distributed through our partnerships with some of New Zealand’s regional tourism organisations – it’s worth taking time to register and make the most of this opportunity.

What you need before you start
Before you start, it can help to prepare by gathering the information you will need first. You will need information about your business and products that you wish to list, such as:

1. Type and description – of both the business generally and individual products you wish to list
2. Images (including logos) and video
3. Contact and booking information
4. Physical location
5. Tour locations (tour listing only)
6. Branch location details (transport listing only)
7. Pricing and details
8. Facilities and features
   (activity and accommodation listings only)
9. Trade information
10. Any relevant explore program offers
11. Website information
12. Qualmark ID
13. TripAdvisor ID
14. Social media links

Note: The exact information will differ slightly depending on what listing type is selected. The different listing types for New Zealand Based Operators are for activities, tours, transport or accommodation listings.
CREATING AN ACCOUNT

To have your business listed on newzealand.com, you must first sign up to the Tourism Business Database on [https://register.newzealand.com/en/home/](https://register.newzealand.com/en/home/).

Here you can create an account by entering your details and confirming this information via email. Once your account is confirmed, you will be able to create listing content.

There are two steps to listing your products on newzealand.com:

1. **Add your business information** – This includes your business name, contact information, website and social media links, physical business location and an optional business logo.
2. **Create a product listing** to display on newzealand.com - This includes the product type, a brief description, images, videos, booking information and pricing information.

Getting your listing working effectively helps drive referrals to your business website. A product listing on newzealand.com will tell consumers where you are and what you offer.

Once you have created a listing, it will be sent to Tourism New Zealand for moderation. This is so we can ensure that listings contain all the necessary information and are consistent. Moderation takes around 5-7 working days before your listing will show on newzealand.com.

There are four main stages a listing goes through before it is published on the site:

- **Draft**: The listing is still being created, with sections left to complete. Draft listings do not display on the site.
- **Pending**: The listing has been submitted and is waiting for approval. Pending listings do not display on the site.
- **Approved**: The listing has been approved by Tourism New Zealand and is showing on the site.
- **Declined**: The listing/edits to a listing have been declined and do not show on the site. You will be notified if your listing has been declined and the reason why so that you can make the necessary changes and re-submit it.

The workflow for listing approval is as follows:

- All sections are complete in a draft listing and the listing is submitted for approval – click ‘submit for approval’ – from grey draft logo to orange clock.
- If TNZ approves the listing, it will be published to be displayed on the site – orange clock to green tick.
- If TNZ declines the listing, you will be notified by email with a reason outlining why and any recommended changes – orange clock to red cross.

If you need assistance with creating a listing, contact the Tourism Database Specialist on +64-21-416-027 or register@tnz.govt.nz.
ADD YOUR BUSINESS INFORMATION

Once you have created an account you can start the process of listing on newzealand.com. Step 1 is adding your business information. If the business already exists on newzealand.com, please email the Tourism Database Specialist for help on register@tnz.govt.nz.

Select ‘Add a business’ to start creating your business information content.

As a New Zealand operator, you need to make sure you select the ‘New Zealand Based Operator’ business type, then enter the relevant information for each information tab.

- Add or update your business logo.
- Check your contact information: address, email address, phone number(s), website link and booking link.
- Check your social media links, such as facebook, TripAdvisor and YouTube.
- Check your map location. It is important that you make sure your location is accurate on the map. Visitors will use this map to find you so it’s in your best interest that it’s correct.
- If you don’t operate your business from a set physical address, please enter a pick-up point or the best point of reference for visitors as your map location.
- If you need to finish this at a later date, make sure to click ‘save as draft’ and complete it at another stage.

Once you have finished adding your content, click ‘Submit for approval’.

If you would like to list more than one business, you can repeat these steps by clicking ‘add a new business’ in your account.

Note: Your business information does not display directly on newzealand.com. Only product listing information is displayed on the website.

Tourism New Zealand | NZBO User Guide

Moeraki, Otago
CREATE A PRODUCT LISTING

After adding your business information you can create a product listing. A product listing is designed to be for a single product and is the part that displays on newzealand.com.

Step 1: From your business dashboard, select ‘Manage this business’ to go to the over-view page for that business.

Step 2: Select ‘add a new listing’ to start creating your listing content.

Step 3: Complete each section with as much detail as possible to ensure the best possible performance of the listing.

Note: all fields with a red star (*) are required and must be completed to be able to either save or create the listing.

Once a section is complete, click ‘Continue’ to automatically open the next section.
Step 4: When you have entered as much information as you can, click ‘Submit for approval’ to save and send the listing to TNZ for approval.

Tips for creating your product listing
Here are a few things to keep in mind while creating your product listing:

- Create one listing per product. If the business offers multiple different products, then you can create a listing for each one.
- Think about what a visitor would expect your product(s) to be called and name things accordingly.
- What makes the product special or different from others of its kind? Make sure to outline this in the Description.
- The summary is the first thing a consumer may read about the product. Use this space to grab their attention by succinctly outlining what the product is.
- Each listing must have at least one relevant image. We recommend between 3 - 10 images is best.
- Select images that show what the product is and reflect it in its best light. Use high quality images - a picture tells a thousand words so use this space well.
- If a product has more than one address, generally a transport offering, create a location for each address. Make sure to label each location carefully as this can display with the listing.
- A product listing can have up to five tags associated with it. These tags help to further describe your product, and are part of determining where your listing is displayed on the site, so choose the most important first.
ADDING DEALS

Deals on newzealand.com

A travel deal is a small tile on newzealand.com which advertises a special travel offer. This can be for an activity, tour, accommodation offering, transport or a package. A travel deal has a button inviting users to ‘Find out more’ that goes through to an operator’s website.

Travel deals appear on various types of web pages across the site including articles, destination pages, feature pages, things-to-do and promotional campaign pages. It’s the most effective tool a business listed on newzealand.com can use to drive traffic to the business’ website.

To load a travel deal, a business must first be registered in the Operator Database and have an approved listing on newzealand.com. Once a listing has been approved, the deals function will appear in your account in the Operator Database, where you can create and submit deals to show with your listings and/or articles on newzealand.com.

Creating a deal

Step 1: Log in and go to Deals
Start by logging into your Tourism Business Database account on: https://register.newzealand.com/en/home/

Once logged in, select Deals from the navigation bar at the top of the page and click Add a new deal.

Step 2: Choose your listing
You can choose which listing/product your deal is for. The listing you select will be where the deal will primarily display on. If you would like the deal to show on more than one listing, it will need to be created again for each one.

Step 3: Choose the language and corresponding markets
You can create deals in a variety of languages. It is best to select the same language as the listing you previously selected in step 2.

Once the language is selected, you will be able to choose from the corresponding markets that the language is for. If you are not targeting a specific market with the deal, create it in English and select International English.

Tip: Be specific with your markets for the best chance of useful referrals. The more specific with market selection you can be, the better.
Step 4: Choose the deal type

You can choose from five different types of deals:
- Free
- Percentage Off
- More for Less
- Price Point
- Save Amount.

It's the top performing deal type compared to other travel deal types and is the most recommended travel deal type to use.

Performs best when the percentage is higher (more than 20%). For example, if the product only has 5% discount, it's not recommended to use this type of deal.

Free
- As a ‘save amount’ deal, this could be stated as “save $10 per hour on all kayak hire”.
- As a ‘percentage off’ deal this could be “33% off all hour long kayak hire”.
- As a ‘price point’ deal this could be “Limited time offer $20 per hour on all kayak hire”.

You should select the deal type that will frame your deal in the best light. For example, you would like to offer a $10 discount on a $30/hour kayak hire product.

Save Amount
- As a ‘save amount’ deal, this could be stated as “save $10 per hour on all kayak hire”.

More for Less
- As a ‘save amount’ deal, this could be stated as “save $10 per hour on all kayak hire”.

Step 5: Add the deal details

Think about what information would a consumer need to know to understand what the deal is, what product/service the deal is for, where it is located and how they claim the offer.

Good deals:
- State the product in the title.
- State the city/region.
- State an attractive offer in plain language. Deals that do not provide value to consumers may not be approved.
- Link to a page that directly relates to the offer and product, not a generic homepage unless the deal is shown there.
- Have a reasonable start and end date - a deal should be for a limited time offer.
- Currency of the deal matches the landing page selected.
- Description of the product is hidden on mobile so make sure the title makes sense when the description is hidden.

Deals are declined when:
- The deal is confusing/unclear – it does not state what is actually being offered.
- The deal is inaccurate, and does not match the pricing or discount on the operator’s own website.
- The deal links to a page on the operator’s website that doesn’t mention or explain the offer.
- The deal promotes services which the operator always offers standard at that price – for example ‘Free WiFi’ or ‘Free Parking’ - or provides minimal value to consumers.
More About URL - this is where you can add a link to your website where users are directed to find out more information or book. These links must show the same information as the new deal on the webpage and users can easily see all the information they need to book.

Step 6: Add deal type details

This is the section that is dependant on the deal type you have previously selected. Use the deal examples on the previous page as a guide for what details work for each deal type.

If you wish to create a deal in a different currency, use a Price Point deal type and select the single market for that currency. For example, to create a deal in $AUD, select the Price Point deal type and only select Australia in the market selection.

As a New Zealand Based Operator, it is recommended that you should keep the currency in $NZD to keep the deal the same as the pricing on your site.

Examples:

**Price point**

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price *</td>
<td>0.00</td>
</tr>
<tr>
<td>From</td>
<td></td>
</tr>
</tbody>
</table>

**More for less**

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>More for less price *</td>
<td></td>
</tr>
<tr>
<td>More for less title *</td>
<td></td>
</tr>
<tr>
<td>More for less suffix *</td>
<td></td>
</tr>
</tbody>
</table>
Foreign language listings

Currently, the Tourism Business Database supports nine languages:
- English, Japanese, Chinese, Korean, Portuguese, Bahasa, German, French and Spanish.

If you have language capabilities in any of these languages, you can submit another language version of your product listing. All products must first have an English listing created and approved before any other languages can be added.

It is recommended that a product/service has full capability in the market for each language to make the most out of a foreign language listing. For example, in-house speakers of the language and safety information available in the correct language.

The steps for adding a foreign language listing are similar to the English language listing process. In your business account, next to your product listing, you will see an “add a translation button”.

Select which language you wish to create and follow the same steps as the original listing. Once you have saved and submitted the listing, it will then go to the relevant offshore Tourism New Zealand office for approval before showing on the site.

Important things to remember:
- You must first have an English version of the listing submitted and approved.
- You (or someone in your business) must have the ability to provide the translation so that it matches the content of the English version.
- We advise not using Google Translate as the translation can be inaccurate and will not be approved.
- All links should connect with web pages in the same
TRADE MARKETING

Trade marketing overview
Tourism New Zealand works with travel sellers across all key offshore markets to ensure they have a good understanding of New Zealand, that they offer the products Tourism New Zealand’s target market wants to buy and that they are passionate about selling New Zealand as a holiday destination.

Each office does this in a way that works best for their individual market, including:

- partnering with trade partners in both consumer and trade marketing campaigns and assisting them with promoting New Zealand.
- bringing travel sellers to New Zealand to build their knowledge of New Zealand regions and products.
- training travel sellers (both face to face and via webinar) to help them increase the value of their New Zealand itineraries.

To read more about working with the travel trade see [here](#).

To check how export ready your business is, check out [Tips for Working in the Export Tourism Market](#).

Explore discount programme
Through Explore, New Zealand tourism businesses can offer discounts to international travel agents and media coming independently to our country. There are currently over 1,000 New Zealand offers in Explore. Around 450 media and trade travel to New Zealand with Explore each year.

Explore gives you the opportunity to showcase your product to travel professionals that can help grow your business in New Zealand’s key markets.

TNZ’s offshore offices pre-approve Explore applicants before they arrive in New Zealand to ensure only genuine agents and quality media have access to your offers.

You can set close out periods over dates you do not wish to accept visiting agents and media. You can alter these at any time. There is no cost to being in Explore other than honouring your offer.

You can read more about Explore [here](#) and extend a discount through your Tourism Business Database account under the Explore Offers section.
CREATE A EXPLORE OFFER

After adding your business information and product listing is approved, you can choose to offer an Explore deal. Explore deals are a completely optional chance to target verified Travel Trade and Media coming to New Zealand.

Step 1:
Navigate to the Explore Offers section in your account and select ‘Add an Explore Offer’ to start.

Step 2:
Read the Explore Terms of Trade Agreement. If you agree to these terms, tick the box and select ‘Continue’.

Step 3:
Enter the contact details that you would like to display with your Explore Offer.

Note that this can be different from the product listing information. If there is a dedicated trade or sales team within the business, it is recommended to use that team as the direct contact.

Step 4:
Enter the offer details.

Offers are usually free, two-for-one or 50% off for the approved applicant. You can select from the pre-set range of offers or you can offer something different. If you wish to do this, select ‘other’ and enter your offer in the text box.

Small offers are less likely to appeal, however if you have a premium product or one with high operating costs (e.g. scenic flights, boat charters etc…), a 10-30% off offer can be attractive to media and travel sellers.

If you are a nationwide company, you will need to make an offer related to each individual product listing.

Step 5:
Once you are happy with your offer, click ‘Submit for Approval’. Offers can take up to 5 to 7 working days to be approved. Once approved, you will see the status of the offer change to ‘approved’ with a green tick.