



**MATTA AWARDS NIGHT 2019  
NOMINATION FORM  
BEST TOUR OPERATOR (UMRAH & HAJJ)**

| <b>NOMINATED BY / SELF NOMINATION</b>   |  | <b>SECTION A</b> |
|---|--|------------------|
| <b>FULL NAME</b>  |  |                  |
| <b>GROUP / ORGANIZATION/ BUSINESS<br/>(IF APPLICABLE)</b>   |  |                  |
| <b>MATTA MEMBERSHIP NO.<br/>(IF APPLICABLE)</b>   |  |                  |
| <b>KPL/KPK NO:<br/>(IF APPLICABLE)</b>  |  |                  |
| <b>ADDRESS</b>  |  |                  |
| <b>TELEPHONE</b>  |  |                  |
| <b>EMAIL</b>  |  |                  |
| <b>NOMINEE DETAILS</b>  |  | <b>SECTION B</b> |
| <b>FULL NAME</b>  |  |                  |
| <b>GROUP / ORGANIZATION/ BUSINESS<br/>(IF APPLICABLE)</b>   |  |                  |
| <b>MATTA MEMBERSHIP NO.</b>   |  |                  |
| <b>KPL/KPK NO:</b>  |  |                  |
| <b>ADDRESS</b>  |  |                  |
| <b>TELEPHONE</b>  |  |                  |
| <b>EMAIL</b>  |  |                  |
| <b>AWARD CRITERIA</b>   |  |                  |
| Judging is based on: <ul style="list-style-type: none"><li>• Value and number of tourists (12 – 24 months duration)</li><li>• Sales network</li><li>• Active selling and promotion umrah, hajj &amp; Muslim travel tour packages</li><li>• Reliability of services offered</li><li>• Tourist-friendly in terms of reservation, confirmations and other services</li></ul> |  |                  |

| QUESTION  |  | SECTION C |
|---|--|-----------|
| <b>Organisational Statement</b><br>(150 words)  | A short statement about your organisation  |           |
| <b>Why you should win this award</b><br>(150 words)   | Briefly tell us why you should win this award  |           |
| <b>Awards Statements</b><br>Award statements should concisely outline how the organisation has demonstrated the criteria for this award, for each of the below areas: |  |           |
| <b>Leadership</b><br>Describe your financial strategy and how you drive value over volume<br>(500 words) – 35 points  | <b>Describe how you are experiencing sustainable economic growth through ongoing profitability, innovation, quality improvement and investment, including:</b> <ul style="list-style-type: none"> <li>• Your focus on long-term financial performance</li> <li>• How you invest capital to grow, and/or improve quality and productivity</li> <li>• How you innovate and have effective strategies to mitigate challenges facing your business</li> <li>• A clear link between your financial performance and business plan goals</li> </ul>   |           |
| <b>Operational Excellence</b><br>(350 words) – 25 points  | <b>Areas to cover may include:</b> <ul style="list-style-type: none"> <li>• Demonstrate excellence in financial reporting to stakeholders on business plan deliverables</li> <li>• How well you manage your financial risks and opportunities</li> </ul>   |           |
| <b>Impact and outcomes</b><br>Why results were achieved?<br>(500 words) – 40 points   | <b>Areas to cover may include:</b><br>What are the impacts of the organisation marketing/economic strategy? <ul style="list-style-type: none"> <li>• Growth in value</li> <li>• Growth in tourist's volume</li> <li>• Capital investment driving growth and/or quality and productivity improvements</li> <li>• Business innovations and strategies have mitigated challenges</li> <li>• Quantifiable superior results achieved over a sustainable period</li> <li>• Returns on investment exceeds original business plan goals</li> <li>• How is this marketing and economic strategy futureproofing the business?</li> </ul> |           |

**DECLARATION**

I, \_\_\_\_\_ hereby declare that I have complete authority to act on behalf of the \_\_\_\_\_ with regards to this nomination and their participation in the MATTA Awards Night 2019.

On behalf of \_\_\_\_\_, I agree to be bound by the terms and conditions of nomination for the Best Travel Agency (Umrah & Hajj) at the MATTA Awards Night 2019.

I declare that all information provided in this nomination form is true and correctly represented. I am aware that should any of the information provided be inaccurate or misrepresented, then this nomination will be disqualified.

|  |                                  |
|--|----------------------------------|
|  |                                  |
| _____<br><i>(Authorised Signatory)</i> | _____<br><i>(Official Stamp)</i> |

Date: \_\_\_\_\_

**Nomination forms should be completed and submitted with all supporting documents to [awards@matta.org.my](mailto:awards@matta.org.my)**

**by  
31 May 2019, 5.00pm**