

# 'Sense of Place'

"The biggest barrier to starting a company isn't ideas, funding or experience. It's excuses."

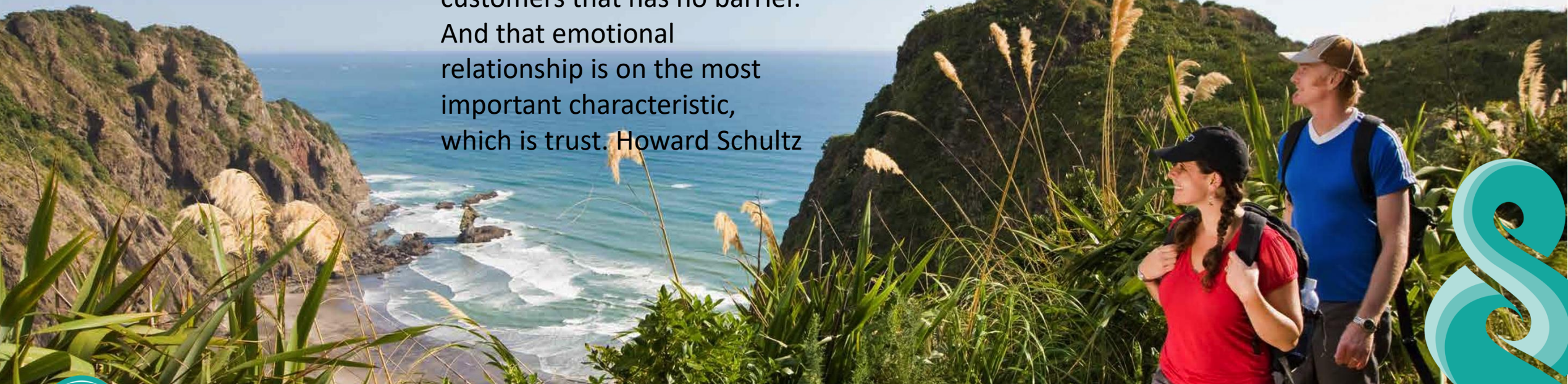
Sarah Lacy

## "Sustaining Innovation – Fostering Excellence"

Great companies that build an enduring brand have an emotional relationship with customers that has no barrier. And that emotional relationship is on the most important characteristic, which is trust. Howard Schultz

"The greatest barrier to someone achieving their potential is their denial of it".

Simon Travaglia



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# UNIQUE NEW ZEALAND EXPERIENCES

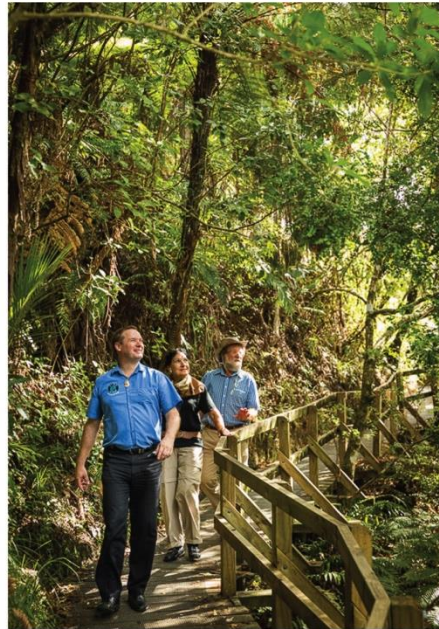
## AUCKLAND TOURS



## CULTURAL EXPERIENCES



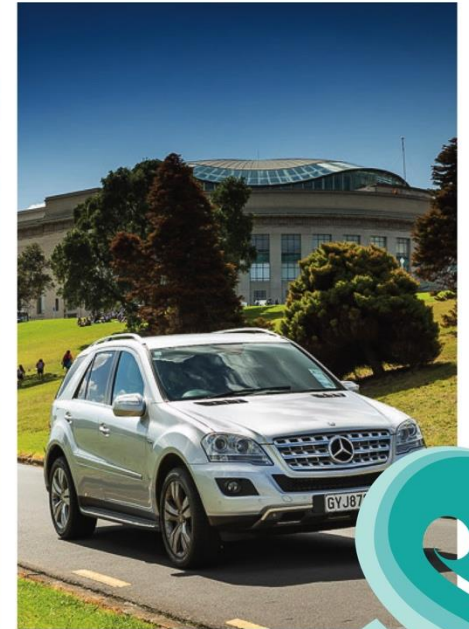
## WILDERNESS GUIDED WALKS



## SHORE EXCURSIONS



## PRIVATE LUXURY TOURS



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# Are you holding 'Your Map' the right way?



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# National Geographic World Legacy

## ITB Berlin March 2016



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# "Sustaining Innovation – Fostering Excellence"

## MANAAKITANGA

Hospitality, kindness, generosity  
—the process of showing respect,  
generosity and care for others.

## PANEKIRETANGA

Highest standard, highest benchmark,  
pinnacle of achievement, excellence.

## KAITIAKITANGA

Guardianship, stewardship,  
trusteeship, trustee.

## KOTAHITANGA

Unity, togetherness, solidarity.

# VALUES



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**‘One cannot be in two PLACES at once...’**

Being well PLACED...

**He tangata takahi manuhiri, he marae puehu**  
*A person who mistreats his guest has  
a dusty Marae (Meeting house)*

This whakatauki (Maori proverb) relates to someone who disregards his visitors will soon find he has no visitors at all. This accentuates the importance of Manaakitanga, or hospitality within society and culture.





# IN THE RIGHT 'PLACE'

At the Right TIME...

**Whāia te iti kahurangi ki te tūohu koe me he maunga teitei**

*Seek the treasure you value most dearly: if you bow your head, let it be to a lofty mountain.*

This whakatauki is about aiming high or for what is truly valuable, but it's real message is to be persistent and don't let obstacles stop you from reaching your goal.





# Its about a TIME, a Space and a Place...

Knowing your Place...

**Ma whero ma pango ka oti ai te mahi**

*With red and black the work will be complete.*

This whakatauki refers to co-operation where if everyone does their part, the work will be complete.  
The colours refer to the traditional kowhaiwhai patterns on the inside of the meeting houses.





# ‘Mapping Excellence in all you do – Innovate for sustainability’

Insights, trends & marketing strategies offered by TIME  
Unlimited...

- Understand the NetWORTH of your NETworks
- Source info on ‘best in industry’
- Model on ‘best practice’ regardless of industry
- Continually understand competitive advantages/disadvantages
- Seek to work with those already with industry connectors
- Find the best money can’t buy (enter awards, online society)
- Pool your talent - Co-brand/co-exist by association
- Think left field – outside box – turn your map often...







**Fostering & Sustaining Innovation & Excellence – together..”**

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