## **AGENT QUESTIONNAIRE**



*Many thanks* for the interest you are expressing in MB Scambi Culturali. We would be most grateful if you could complete the following questionnaire in block capitals and return it to us at one of the following addresses:

• Fax: +39 049 664186

Post: MB Scambi Culturali, Via Tommaseo 65/B, Padova, 35121, Italy

• Email: <u>incoming@mbscambi.com</u>

Agent name:					
Contact person/s:					
•					
Department:					
Address:					
City:					
Telephone:	CAP: Country: + Fax: +				
Email:					
Web site:					
1) Approximately how	many full time employees work	at your age	ency? _		
2) In what year was y	our agency founded?				
3) How long has your	agency been involved in study a	abroad?			
4) Approximately how	many students did you send ab	road last ye	ear? _		
5) What are the top 3	study destinations for your clien	ts?	1		
			2		
			3		
6) What are the top 3	languages studied by your clien	its?	1		
7) What are the ages	of the students you send abroad	<b>d?</b>			
8) What types of prog	rams do your clients attend?				

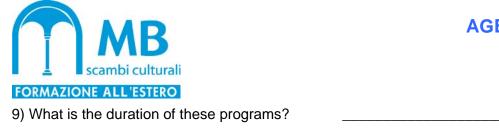
MB Scambi Culturali s.r.l.







## **AGENT QUESTIONNAIRE**



9) What is the duration of these programs?				
10) Have you ever sent students to Italy?				
If <b>yes</b> , approximately how many did you send to Italy last year?				
If <b>no</b> , why do you feel your clients might be interested in Italy?				
11) Please mark with <b>X</b> which of the following courses offered by MB are of interest to you:				
☐ International Summer Camp with <u>Italian</u> (for children and teenagers, 8-16)				
☐ International Summer Camp with English (for children and teenagers, 8-16)				
☐ International Summer Camp with <u>Italian</u> (for young adults, 16-20)				
☐ International Summer Camp with English (for young adults, 16-20)				
☐ International Rugby Camp (for children and young adults 8 – 16)				
☐ International Winter Camp with <u>Italian</u> (for closed groups, ages 10-18)				
☐ International Winter Camp with English (for closed groups, ages 10-18)				
☐ Italian Language: Intensive Group Course (for adults, 17+)				
☐ Italian Language + Italian Cooking Course (for closed groups of adults, 17+)				
☐ Italian Language Course + Cultural Itinerary (for closed groups of adults, 17+)				
☐ Italian Language + Italian Wine & Dine Program (for closed groups of adults, 17+)				
☐ Italian Art Course (for closed groups of adults, 17+)				
☐ Italian Language + Italian Opera Course (for closed groups of adults, 17+)				
☐ Italian Language course for Foreign Italian Teachers (for closed groups of adults, 17+)				
☐ Expatriate Program (for closed groups of adults, 17+)				
12) What marketing materials do you use?:				
☐ Create own brochures/leaflets ☐ Use school brochures/leaflets				
If you use school brochures/leaflets, how many copies do you usually need?				
13) Please include any additional comments/questions below:				

Thank you again for your help in completing this questionnaire. If there is any additional information that you would like concerning MB Scambi Culturali, please do not hesitate to ask.

**Dr Davide Bresquar – Managing Director** 

MB Scambi Culturali s.r.l.





