



NZAMI | ENEWS

NEW ZEALAND ASSOCIATION FOR
MIGRATION & INVESTMENT

DATES TO DIARISE

19 June 2025

Webinar (Live) - A deep-dive
into Bona Fide Concerns

Registration is open

26 June 2025

Webinar (Live) - PPI/RFI
Responses ... Waivers

Registration is open

27 June 2025

Webshop (online) - A Practical
Workshop for Skilled Residence
Category

Registration is open

24 October 2025

Annual Immigration Conference
- Auckland

Registration opening soon

PLEASE NOTE

FOR MP4 RECORDINGS

Once you have watched the recording, click the 'I confirm that I have watched the video' checkbox located below the video, FOR the relevant CPD hour/hours associated with the particular recording to be allocated to your CPD records.

WORD FROM THE CHAIR OPPORTUNITY KNOCKS & OTHER STORIES

Migration is an ecosystem in which New Zealand coexists with other economies, sometimes competing, sometimes cooperating. It is a global market, nonetheless, and one in which we cannot afford to think in isolation.

In some respects we are doing well. The Active Investor Plus scheme was launched in something of a sweet spot, going against the trend of other significant players who have suspended their own versions of the "golden visa", including the UK, Canada, various EU countries, and Australia. By all accounts, interest in AIP continues strongly, and a significant number of applications have been received. The Parent Boost category of long-term Visitor Visa for parents of New Zealand sponsors, announced on Sunday by the Minister of Immigration, will go some way toward addressing the anxiety of migrants who are [frustrated by the Lotto-style ballot of selection for Parent Residence](#).

International events can and do have their effect on us. Australians have joined a number of other countries in [choosing to avoid travelling to the US](#) owing to "anxiety and hesitation" about that country's policies and practices at the border. Multiple airlines have cut back services to the US owing to a fall in demand. It is doubtful that this is just about tourism, either.

There is an opportunity here for New Zealand. We have already grasped it with the investor programme, but it is also important to encourage people in the occupations where we need them not only to come here, but to remain here. Is the maximum continuous stay rule in AEWW Instructions going to prove to be a form of self-sabotage? People in so-called "lower-skilled" jobs will hit their time limit and have to leave in ever-greater numbers soon; and the same goes for other experienced migrant workers who have no pathway to Skilled Migrant Residence. Do we want to become known as just another country which recycles workers who are treated only as a necessary evil?

Earlier this year, the Board filed a complaint with the Advertising Standards Authority about a video produced by Education New Zealand and INZ, because we perceived that it misled Student Visa

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applicants by failing to point out the importance of addressing bona fides in their applications. The ASA initially rejected our argument that the video amounted to advertising by finding that it was effectively an informational brochure. We appealed to the Complaints Board and supplied statistics showing the numbers of Student Visas being declined, arguing that this was because many of the student applicants failed the “genuine intent and lawful purpose” test. A couple of weeks ago, the Board referred the matter back for reassessment by the ASA. We will report on the outcome in due course. [Take a look at the video](#) to judge for yourself – is it just information, or does it encourage people to apply?

I asked members of the Board to review the Association’s website with a view to tidying it up and making it more effective, both for Members and for the general public. Some good progress has been made on this, but there is more to do. In particular, I hope to see the website as a platform which demonstrates the work that is being done on behalf of the membership, particularly in the policy space.

Finally, the Annual General Meeting is coming up in August. I encourage people who have not previously done so, to consider standing for the Board. I won’t deny that it involves some work, but it also gives valuable insights into how the professional industry works, as well as a chance to influence change.

Simon Laurent
NZAMI Board Chairman

NEW PARENT “BOOST” VISITOR VISA FALLS SHORT OF REAL REFORM

The recent announcement of a new Parent “Boost” Visitor Visa by Immigration New Zealand has been met with cautious optimism by migrant communities—but a closer look reveals a policy that fails to address the core issues faced by families seeking long-term reunification.

While the government frames this as a move to “strengthen family connections,” the reality is that its punitive cost structure makes it inaccessible to the very communities it purports to help. Beyond the headline promises lies a financial minefield of application fees, insurance premiums, and hidden expenses that disproportionately exclude low- and middle-income migrant families.

Why This Isn’t Enough – The Concerns Raised by Migrant Communities

As reported by [RNZ](#), migrant groups have mixed feelings:

Positives:

- Some families will finally be able to reunite after years of separation.

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WELCOME TO NZAMI

Sashika Yapa
Sirus Migration

Sameena Kaur Jaspal
1881 Global Mobility

Amanbir Singh Jaspal
1881 Global Mobility

Fay Zsuzsanna Elma (Suzanne)
Tasman Visa

Grace Xian Li Xie
Australian Migration and
Recruitment Consulting

Tumua Diana Bell
Stace Hammond Lawyers

- A step forward from the complete closure of parent visa categories in recent years.

Negatives:

- Exclusionary financial requirements lock out many working-class families.
- No stability—parents remain in limbo, unable to settle permanently.
- No commitment to reopening the Parent Resident Visa, which was axed in 2016 and remains sorely missed.

Breaking Down the Costs: A Barrier to Entry

1. Upfront Application Fee: \$3,000

The visa requires a non-refundable application fee of NZD \$3,000+ (current visitor visa fee: \$246 + additional processing costs).

2. Compulsory Health Insurance: \$5,000–\$10,000 Per Year

Parents must hold full health insurance for their entire stay

Estimated annual premiums for elderly applicants:

- Basic coverage: \$5,000–\$7,000 per parent
- Comprehensive (pre-existing conditions covered): \$8,000–\$10,000+

(Sources: Southern Cross Visitor Cover, nib NZ International Plans, 2024 rate cards)

Over 5 years, this adds \$25,000–\$50,000 per parent—effectively pricing out working-class families.

Conclusion: A Visa for the Wealthy, Not Families

This policy isn't a "boost"—it's a financial sieve designed to limit parent immigration under the guise of generosity. Until costs are slashed, most migrant families will likely remain separated.

Harris Gu

NZAMI Policy Chair

To access MP4 recordings, please follow the below steps:

- Login to your account, once logged in on your dashboard,
- Scroll down to the 'Navigation' Card on the left,
- Select the 'Tickets' link (in blue),
- Select the heading of the MP4 recording, this will direct you to the recording page,
- Scroll down the page for the video and speaker presentations,
- **Once you have watched the recording, click the 'I confirm that I have watched the video' checkbox located below the video, and the relevant CPD hour/hours associated with the particular recording will be allocated to your CPD records.**

If you have purchased an MP4 recording after the live event, the recording is available straight after the purchase.

Depending on the format of the video, they either play through the NZAMI webpage by clicking the 'play' button or click on the "watch on YouTube" link.

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LIAS IN 2025: WEARING MANY HATS, HOLDING ONE COMPASS

The role of a Licensed Immigration Adviser has never stood still – but in 2025, it looks nothing like it did even five years ago. What once focused on helping a single migrant or family navigate a path to New Zealand has expanded into something far broader.

Today, we're no longer just working with migrants – we're managing entire ecosystems. Employers lean on us as their outsourced HR, compliance, and legal experts. We're fielding questions from all directions - directors, accountants, HR managers, industry bodies – and immigration officers. And the migrants? They're still there, but often wrapped in layers of employer expectations, compliance burdens, and ever-moving policy goalposts.

This isn't form-filling. This is strategic navigation – with increasingly high stakes.

Having worked in this sector for over 20 years – well before licensing even began – I've witnessed our role evolve from something niche and reactive to something fast-paced, technically demanding, and highly impactful.

Yes, it's complex. But it's also exhilarating. Because our scope now spans across commercial sensibility, legal precision, strategic foresight, client relationship management, digital fluency, marketing literacy – and most importantly, human empathy. Often, all within a single conversation.

Success in this profession is no longer just about knowing policy. It's about reading people, anticipating economic and geopolitical shifts, interpreting business pressures, spotting systemic weaknesses, and charting meaningful settlement pathways. Our toolkit is broader – and sharper – than ever before.

But with that comes a new challenge: the pathways don't always align.

It's not uncommon to see a work visa strategy head in one direction while the residence pathway demands another. I've had to deliver difficult messages like, "Yes, your visa was granted under the Green List, but that approval came during a time when INZ scrutiny was light and so INZ didn't really check if the ANZSCO code chosen was correct. Now that you're applying for residence, the scrutiny is tighter – and the inconsistency is a problem."

That's a brutal conversation – especially when you also have to tell the employer that this trusted worker's journey in NZ has reached a dead end. Even worse? When the employer realises, they can hire a

To view and or print individual CPD certificates, please follow the below steps:

- Login to your account, once logged in on your dashboard,
- On the 'My CPD Card' on the right,
- Select the 'View my CPD History' link (in blue), this will direct you to all your CPD hours page,
- Click the 'Download CPD Certificate' link (in blue) next to the particular CPD event on the right.
- Please note - You can still download all CPD hours by clicking the 'Download as CSV file' button at the top of the page (on the left) that can be saved as an Excel Workbook (xlsx) or PDF file.

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new person in the same role – just not rehire the one they trained and invested in. The confusion and injustice are real.

And this is where our ethical compass becomes critical.

It's tempting to tell people what they want to hear. To do what others seem to be doing. To take shortcuts and hope no one looks too closely.

But we don't have that luxury.

We are the ones who *must* look closely. Who must say no when no is needed. And who must hold the long view – even when everyone around us wants a quick fix.

I often ask my team, "Are we solving for the short-term visa outcome, or are we safeguarding someone's long-term future?" Because a shortcut today means nothing if it leads to rejection or heartbreak later.

Sometimes, the motivations of the employer and the migrant don't align. And when that happens, we must be alert, ready to identify potential conflicts of interest, and clear about how we handle them when they surface. We must be ethical anchors in an environment full of moving parts.

That kind of clarity often comes with experience – but experience alone isn't enough.

According to the 2024 NZAMI Salary Survey, over 19% of advisers now hold provisional licences, and more than 15% have entered the industry within the past two years. That's encouraging. These new entrants bring fresh thinking, digital fluency, and a different kind of energy that our profession needs.

But what they need in return isn't just technical knowledge – it's pattern recognition built on thousands of hours. It's intuition that says, "I've seen this before, or I can see it coming, and I know how it plays out." And that kind of insight isn't found in a manual – it's shared, over time, through conversation, mentorship, and experience.

And let's be honest – those of us who've been around a while? We don't have all the answers either. Sometimes we're too close to legacy systems. We need the new wave to challenge our thinking, to question the status quo, and to push the profession forward.

This isn't a field that needs hierarchy. It needs partnership. Between the experienced and the emerging. Between employers and advisers. Between advisers and migrants. Between advisers themselves.

To update your Privacy settings please follow the below steps:

- Login to your account,
- Scroll down to the 'Navigation' Card
- Select the 'Privacy' link (in blue)
- This takes you to all the personal information that you can choose who sees the information
- From here, select from the drop-down arrow (Nobody, Members Only, The Public) for each field
- Click save (at the bottom).

Please note - The System default setting is "Nobody"

To update your specific area, languages and countries of expertise, please follow the below steps:

- Login to your account,
- Scroll down to the 'Navigation' Card
- Select the Update Visa / Permit link (in blue) and or the Language and Countries links (in blue)
- Tick the relevant areas/visas you work on/ languages/ countries of specialisation
- Click save (at the bottom).

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So if you're new and finding your rhythm, or seasoned and seeking perspective – reach out. Learn from each other. Share the wins, the near-misses, and the lessons that sit between them. We are better for it.

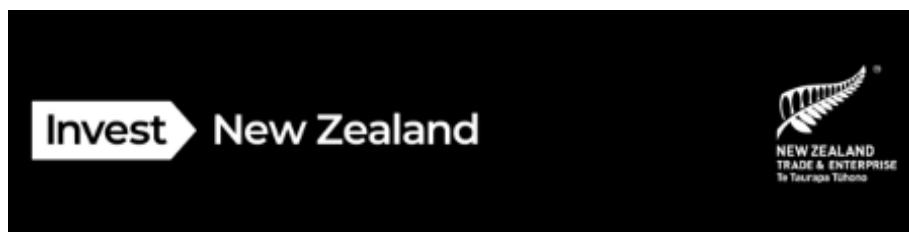
Because no, this isn't the job many of us signed up for 15 or 20 years ago. It's more demanding, more technical, and more unpredictable. But it's also more meaningful. We're not just helping people migrate. We're helping shape workforce strategies, advise businesses, build communities, contribute to economies and often fill in the gaps left by policy.

And through all of it, the one thing that must remain constant is our compass.

Hold it firm.

Arunima Dhingra

NZAMI Board Director and Immediate Past Chair



Active Investor Plus

In order to keep you up to speed with the progress of the Active Investor Plus (AIP) programme we send out quarterly communications. We are currently updating our database of those who receive the information. If you would like to be included, please complete [this form](#) and we will take care of the rest.

We look forward to keeping you up to date about the continued growth of the programme.

Best regards,

Matt Hoskin
Community Investment Manager



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W nzte.govt.nz

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Wellington 6011

New Zealand Trade and Enterprise is New Zealand's international business development & investment attraction agency. We support migrant investors at every stage of their New Zealand journey.

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ADDRESSING THE INCREASING DECLINE RATES OF OFFSHORE STUDENT VISA APPLICATIONS

The growing popularity of New Zealand as a study destination has resulted in a significant rise in education agents and their subagents, who play an essential role in supporting international students worldwide. Recognized as key stakeholders in the international education sector, these agents are often the first point of contact for prospective students and their families, providing invaluable guidance and support.

To safeguard the well-being, safety, and satisfaction of international students, New Zealand mandates compliance with the Education (Pastoral Care of Tertiary and International Learners) Code of Practice 2021. This foundational framework ensures that international students not only receive high-quality education but are also well-informed, supported, and cared for.

Risk Management and Compliance

The Code underscores the importance of active risk management in working with education agents. The New Zealand Qualifications Authority (NZQA) provides detailed guidance to help education providers meet these obligations. Resources include support for understanding agents' legal responsibilities, best practices for selecting trustworthy agents, and advice on drafting robust agreements. Education providers and agents must also comply with frameworks such as the London Statement of Principles and the Immigration Advisers Licensing Act 2007.

Additionally, NZQA offers practical strategies for mitigating risks. Key recommendations include consolidating the number of contracted agents to improve oversight and including the names of both primary and subcontracted agents on offers of place. Providers that prohibit subcontracting should make it clear that offers of place are invalid if submitted by unauthorized agents. To facilitate the performance of agents, creating dedicated agent information webpages, and regularly monitoring marketing materials are further steps to promote transparency and accountability.

It is worth noting that while the administration of the Code predominantly falls under the New Zealand Qualifications Authority (NZQA), certain responsibilities related to universities are delegated to Universities New Zealand.

Education providers are also encouraged to visit offshore agents to gain firsthand insights into their practices. Feedback from international students and families, collected through multilingual surveys, offers valuable perspectives on the quality of agency services and helps identify areas for improvement.

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Addressing Challenges

Despite these measures, certain challenges persist, particularly in markets like India and Nepal, where the prevalence of unregulated subagent networks has led to the lodgement of low-quality applications, resulting in higher visa rejection rates. Ambiguities in recording agency details on the offer of places and Recording the Immigration Adviser/ Offshore Exempt Agent instead of Education Agent's information published on Immigration New Zealand (INZ) platforms around agency approval data further complicate the landscape. Government agencies, including INZ, Education New Zealand, and the Immigration Advisers Authority, alongside education providers, must align efforts to mitigate these issues.

Reasons Behind High Student Visa Decline Rates in Certain Markets:

- Education agents and advisers may lack a clear understanding of Immigration New Zealand's requirements.
- Immigration officers could misinterpret market-specific documentation.
- Submission of low-quality applications.

Collaborative Solutions

To address these ongoing concerns, the New Zealand Association for Migration and Investment (NZAMI) has initiated a survey to gather industry-wide insights. This collaborative effort seeks to evaluate the reasons for high decline rates for certain markets and develop strategies to tackle systemic inefficiencies.

Stakeholder input is critical to safeguarding the integrity of New Zealand's international education system. These efforts will play a pivotal role in reinforcing New Zealand's global reputation as a premier destination for high-quality education that prioritises student care and accountability.

References:

- [Link 1 NZQA guide to managing education agents](#)
- [Link 2 ENZ guide to ethical recruitment of international students](#)
- [Link 3 Rules for approved education providers](#)
- [Link 4 NZQA Code for Pastoral Care of International Students](#)
- [Link 5 IAA Information for education agents](#)

Vandana Rai
NZAMI Board Director

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Zoom Webinar (Live)
**A DEEP-DIVE INTO BONA FIDE
CONCERNS, RESPONDING TO INZ,
PRACTICAL CASE STUDIES AND MORE ...**
Thursday 19th June 2025

Webinar overview:

We will unpack the often-misunderstood concept of bona fide in immigration applications.

This will cover:

- What bona fide really means;
- why it's assessed the way it is; and
- how advisers can strengthen their responses when intent is questioned.

Using real-case examples, the webinar will explore:

- how to identify the gaps that lead to bona fide concerns;
- how to structure evidence so it flows logically; and
- how to apply IAC13-09 as a practical advocacy tool.

Members will leave with a clearer understanding of how to anticipate an officer's concerns, avoid common pitfalls, and present intent in a way that builds credibility and confidence in the applicant's case.

About the Presenter:

Zinnia Manchanda has been a licensed immigration adviser since 2016. Her career spans private practice, leadership, and team development – including time as an Operations Manager and Principal LIA, and later as co-Director of a busy consultancy where she managed and mentored a team of up to 20 across visa processing, sales, and marketing.

Zinnia now runs her own practice at Mission Migrate and supervises Provisional Advisers. Zinnia specialises in IAA compliance, policy interpretation, and complex cases such as DLNs, waivers, breaches of fairness and natural justice, and bona fide matters. Zinnia also holds a Certificate of Proficiency (with Distinction) in Employment Law from Massey University.

The webinar will be facilitated by Vanita Hurbuns, NZAMI CPD Facilitator.

There will be opportunities to ask questions during the live webinar, if you have a particular question you want covered in this webinar, please send them directly to Vanita - vanita@nzami.co.nz

**Here's what
previous Webinar
attendees had to
say:**

**'Information provided in
the webinars is useful to my
immigration practice'**

**'Presenters are very
knowledgeable'**

'Very informative webinar'

**'The content was relevant and
new to me and the interactive
demonstration was helpful'**

'To the point, very informative'

'Great webinar, thank you'

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REGISTRATION IS OPEN and this Webinar will be Recorded. Please register now if you do not want to miss out as registration will close as soon as this event is full!

Time: 1:00 pm - 2:00 pm

Date: Thursday 19th June 2025

Venue: Zoom Online Platform - Zoom access link will be sent once registration closes.

Costs: The cost to attend this Webinar live is \$75.00 inclusive of GST for members and \$140.00 inclusive of GST for non-members. Select the 'Zoom Webinar (Live)' option at registration.

The cost to purchase the MP4 recording of this Webinar is \$75.50 inclusive of GST for members and \$140.50 inclusive of GST for non-members. Select the 'MP4 Recording' option at registration.

CPD: This webinar will contribute to 1 hour of CPD.

Registration and payment are to be done via the NZAMI website www.nzami.co.nz/events to confirm your booking.

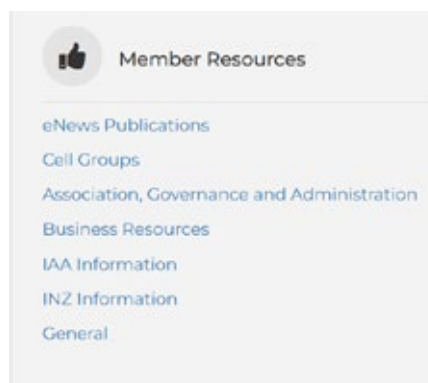
Please note that if you order the Webinar live attendance and you chose not to attend, your order cannot be switched to the MP4 recording after the event.

Registration will close on Monday 16th of June 2025 @ 2 pm.

If you have any questions, please contact Alisha via email at alisha@nzami.co.nz

REMINDER

To view the member-only resources once you have logged into your NZAMI account, click on the relevant blue link (shown below) for previous editions of the eNews, various INZ communications, NZAMI submissions etc.



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Zoom Webinar (Live)
PPI/RFI RESPONSES ... WAIVERS
Thursday 26th June 2025

Webinar overview:

A detailed look into the process for preparing and submitting waiver requests (medical and character).

- Identifying where and when waivers apply.
- Assessing the merits of a waiver assessment – balancing the merits against the instructions.
- Preparing a waiver assessment – research, structuring the argument, identifying the strengths and weaknesses.
- Drafting your waiver request – structure, tone, format.

About the Presenter:

Paul Janssen is the Manager of Turner Hopkins Services Limited, providing immigration advice across a wide range of Visa categories, with a specialisation in partnership cases. Paul has nearly twenty years of experience in the immigration sector, providing advice to both commercial and private clients across a wide array of immigration related matters. Achieving a successful outcome, whilst ensuring clients feel secure and at ease with the process are Paul's key skills.

Paul holds a full Immigration Advisers Licence and has twice served on the Immigration Advisors Authority reference group, which provides feedback to the industry and Government in respect of best practices for licensed advisers.

The webinar will be facilitated by Vanita Hurbuns, NZAMI CPD Facilitator.

There will be opportunities to ask questions during the live webinar, if you have a particular question you want covered in this webinar, please send them directly to Vanita - vanita@nzami.co.nz

REGISTRATION IS OPEN and this Webinar will be Recorded. Please register now if you do not want to miss out as registration will close as soon as this event is full!

Time: 1:00 pm - 2:00 pm

Date: Thursday 26th June 2025

Venue: Zoom Online Platform - Zoom access link will be sent once registration closes.

Costs: The cost to attend this Webinar live is \$75.00 inclusive of GST for members and \$140.00 inclusive of GST for non-members. Select the 'Zoom Webinar (Live)' option at registration.

The cost to purchase the MP4 recording of this Webinar is \$75.50 inclusive of GST for members and \$140.50 inclusive of GST for non-members. Select the 'MP4 Recording' option at registration.

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Please note that if you order the Webinar live attendance and you chose not to attend, your order cannot be switched to the MP4 recording after the event.

Registration will close on Monday 23rd of June 2025 @ 2 pm.

If you have any questions, please contact Alisha via email at alisha@nzami.co.nz

Webishop A PRACTICAL WORKSHOP FOR SKILLED RESIDENCE CATEGORY

Friday 27 June 2025 - Spaces Limited: 20

Webishop overview details:

Join us for a practical online workshop delving into the “nuts and bolts” of the Skilled Residence Category. We will work through real-life case studies, complexities, and the application of immigration policies when assessing a client then applying for residence.

The webishop is refreshed with updated material to reflect the most up-to-date policies and best practices.

This will cover:

- SR3 – SMC – Points, occupational registration, etc.
- SR5 – Green List – Work to Residence – reviewing changes in employment, timeline calculations, etc.
- SR6 – Care Workforce.
- SR7 – Transport Sector.
- Assessment sheets and case studies.
- Practical, interactive discussions and participation is required.

About the Webishop Facilitator:

Vanita Hurbuns NZAMI's CPD Facilitator, has close to 10 years of immigration experience and is also licensed for Australia in her own practice. Vanita has served on the Immigration Advisers Authority reference group in 2020 and has experience working with both private and commercial clients, providing strategic advice.

REGISTRATION IS OPEN This webishop will not be available through live stream or MP4 so get in quick and register if you don't want to miss out. Registration will close as soon as this event is full and will be on a first-in-based system.

Here's what previous
Webishop attendees
had to say:

'Very informative and robust'

'Very interesting. It is great to
discuss how to apply the policy
to complex situations'

'It was interesting, varied and
challenging at times'

'Exceeded my expectations'

'Found the activities very helpful
during the webishop'

'The webishop kept me
interested, particularly when
participants shared their
experience'

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Registration and payment are to be done via the NZAMI website www.nzami.co.nz/events to confirm your booking.

Time: 10:00 am – 2:00 pm

Date: Friday, 27th June 2025

Venue: Zoom Online Platform - Zoom access link will be sent once registration closes.

Costs: The cost to attend this Webshop is \$279.00 inclusive of GST for members and \$459.00 inclusive of GST for non-members.

Select the 'Zoom Webshop' option at registration.

CPD: This webshop will contribute to 4 hours of CPD.

Registration will close on Monday 23rd of June 2025 @ 2 pm OR once the maximum number of 20 participants is reached.

If you have any questions, please contact Alisha via email at alisha@nzami.co.nz

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