

INVESTING TO WIN: Your membership discount benefits at a glance

NEW FOR 2010 / NEW FOR 2010 / NEW FOR 2010 / NEW FOR 2010 / NEW FOR 2010

eviivo FRONTDESK software

SAVE £420 

The total cost for Tourism South East members is £79+VAT as a one-off installation and training fee for the software, usual price is £499 + VAT. Consumer commission for online bookings start at as little as 6%

Pre-Employment Checks

25% Discount on employment screening 

Employment screening with European Background will enable Tourism South East members to gain access to services normally only available to corporations

Save up to £60 per check

A1-Group

10% Discount on First Aid courses 

Health and Safety Executive recognised First Aid Training, for both groups or individuals either delivered 'in-house' or at open training events. Discount applies to all courses including First Aid and Emergency First Aid At Work, renewals and refreshers

Average saving of £22

IMPROVED FOR 2010 / IMPROVED FOR 2010 / IMPROVED FOR 2010 / IMPROVED FOR 2010

RAC Breakdown Cover

30% OFF 

RAC membership fees - including European cover

Average saving of £43

Windsor Insurance

10% Discount on Keyplan up to 12 guests and discount on Crownplan over 12 guests 

Up to 25% no claims discount tailored for Hotels, Guesthouses, Inns, B&B's & Self-Catering Accommodation

10% saving

Paperwiz

Online sales brochures 

Solution for businesses wanting to convert existing brochures to online sales & marketing tools for wide distribution - high impact at exceptionally low cost of £8 per page

20% saving


Barclaycard Business

- **Joining fee waived** 
- **No minimum monthly usage fee**

Charges from £11.50 for terminal rental service. Transaction fees between 1.25% & 1.50% on electronic transfers - no minimum turnover fee

Average saving of £350

BUPA healthcare discount

25% Discount on BupaCare scheme 

10% Off the Heartbeat scheme

Get Noticed 2010

15% 'Get Noticed' Members Package 

Generate marketing opportunities through interviews, soundtracks, video clips and testimonials to bring websites and printed material to life

Average saving of £445

AA Hotel Service

15% 

Discount on AA accreditation fee

Applies to first year fees for AA Hotel and Guest Accommodation Assessments

Average saving of £55

Argos/Homebase

5% 

Trade account discount over and above other in store discounts - through exclusive store card application

5% saving on top of all other discounts

Take One Media

FREE Brochure Distribution 

Spend £1000 and receive the complimentary Select One distribution service in your county of choice.

Alternatively save even more... spend over £1100 and receive complimentary distribution in 3 counties of choice.

Average saving of £370

Average saving of £1110

Online HR advice

FREE Access to online HR advice

Tourism South East members (fewer than 250 staff) get free access to the HR Business Adviser website containing advice and resources on HR and employment law

Enjoy the benefits of membership of Tourism South East

- **A**tract more customers
- **B**enefit your business
- **C**ut your operating costs
- **D**evelop your tourism product
- **E**njoy local support and national influence

For more information and to access any of these benefits please contact the membership team on **023 8062 5544**



MEMBER BENEFITS 2010

TOURISM SOUTH EAST

THE BERKS, BUCKS AND OXON STORY... HIGHLIGHTS OF 2009

The power of networking has been successfully celebrated throughout 2009 with five events across the Partnership. Against backdrops as varied as the Royal Mechanical Engineers Museum in Arborfield, Farmer Gows in Fernham, Bekonscot Model Village, Waterperry Gardens and Heythrop Park, members learnt from each other and worked together to increase visitor numbers and room bookings.

Continuing the networking theme, our Members Day in March was held in the newly refurbished Chapel at Beaumont House in Old Windsor and focussed on managing through the recession. This proved a popular topic and was well-attended. Our quarterly newsletter keeps everyone informed about events, achievements, topical stories and opportunities open to all including training and marketing initiatives.

Business support continued on many fronts including a partnership with the BBO Food Group to help promote and encourage members to participate in a month-long Food Festival. Fallowfields Country House opened the Festival with a Community Day and Ascot Racecourse held the last event with a Food Festival around the Grandstand.

Gold glittered for two members in 2009. Newington Nursery won the President's Most Creative Award and a Gold medal at the Chelsea Flower Show for their Undersea Reef Garden (a partnership with The Cayman Islands); and Terry Boswell of Abingdon's Abbey Guest House won an Access For All Gold at our Tourism ExSEllence Awards. Next year it could be you winning an award...

To round off 2009 John Williams, Chairman of Tourism South East, joined Conservative Party Leader David Cameron at Blenheim Palace when the famous historic house became the 2000th member nationally of the Green Tourism Business Scheme, the leading sustainable tourism certification in the UK.

The Berks, Bucks and Oxon story continued... plans for 2010 revealed

Building on the success of 2009's networking events, we have nine planned for 2010. All events are free to members and include a joint event with the BBO food group at Chowle Farmhouse, wine tasting at Stanlake Park Vineyard and a health-giving yet business-focussed walk around the Rollright Stones.

The networking breakfast at Heythrop Park on 15 March will be followed by the second Explore Oxfordshire event held to coincide with the beginning of British Tourism Week. Group organisers and the public will be invited to attend and members can book their table with Diane Blackwell dianeblackwell@westoxon.gov.uk.

Following 2009's four successful one-day familiarisation tours of Oxfordshire, there will be another four this year encompassing destinations and venues such as Ewelme's Watercress beds, Henley, Abingdon and Newington Nurseries. Tours are free to accommodation providers and Tourist Information Centre staff.

We welcome John Blake of Ascot Racecourse as a new Committee member plus new members across the region ranging from Bill Spectre's Ghost Tours to Lakelets at Dorney Lake. And speaking of Dorney Lake, we are continuing to work towards the promotion of the largest 2012 Olympic and Paralympic venue outside London.

CONTACT US:

To find out more about opportunities in your area and how to join Tourism South East, please contact your local team or our central membership department.

Tourism South East Central Membership Team

Colin Whitcher

Small Business Executive

Tel: 023 8062 5490

Tel: 07843 348629

Email: cwhitcher@tourismse.com

Dan Holmes

Membership and

Communications Officer

Tel: 023 8062 5449

Email: dholmes@tourismse.com

LOCAL CONTACT:

Berks, Bucks and Oxon

Jeanette Howse

Tel: 07917 162876

Email: jhowse@tourismse.com

www.industry.visitsoutheastengland.com