

# 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**



## TOURISM SOUTH EAST

### THE ISLE OF WIGHT STORY ... HIGHLIGHTS OF 2009

It is heartening to see the new local arrangements for delivering support to the tourism sector on the Island coming to fruition after a long period of transition. Tourism South East has played its part and is now working closely with the Council and Chamber of Commerce, Industry and Tourism to ensure the new arrangements are a success.

Part of this has been the closer alignment of the Isle of Wight's strategic marketing with programmes being delivered by Tourism South East ensuring wider national and international media and web exposure. Collaboration has also extended to business support in the form of free one-to-one advice on quality and a full range of free and subsidised training courses and workshops.

The training has been a success and, with the help of the Chamber, Council and Isle of Wight College, our Tourism Skills Coordinator, Marilyn Hughes, has run 18 heavily subsidised courses. These include the highly popular Welcome Host and E-marketing courses.

A friendly face from Tourism South East on the Island has been Sarah Davis, the Membership Coordinator. Over the last 9 months she has met many Tourism South East members and organised a highly successful member social event at the Enchanted Manor in Niton on 29 October.

#### The Isle of Wight story continued ... plans for 2010 revealed

Tourism South East will be working harder than ever in 2010 to ensure that the Isle of Wight features strongly in regional marketing campaigns. We will be working very closely with the Council, Chamber, major operators and their agents to achieve this. One of the first opportunities of the year will be the Sunday Telegraph travel supplement in February which will include free line entries for Isle of Wight Tourism South East members as part of a major Island feature.

The Isle of Wight will also benefit from funding secured by Tourism South East for a number of new major projects. One of these is intended to raise the profile of the South East and its principal destinations with the international media in the years leading up to 2012. It will focus on hosting journalists, travel writers and television companies and we hope the Island Games will be a significant theme in 2011.

Major new funding has also been secured for the promotion of festivals, events and museums and we will be exploring with partners how the Island can gain maximum benefit.

Helping businesses to acquire new skills will again be a priority. There will be generous subsidies available for customer care and e-marketing courses of all kinds for members. To take advantage while the funding lasts, contact Marilyn Hughes – she may be able to tailor a course for your specific needs.

And finally – Sarah Davis is planning to meet as many of Tourism South East members on the Isle of Wight as possible in 2010. Sarah will be meeting new and potential members at the Chamber of Commerce Open Evening in January before starting a regular series of monthly visits to the Island.

She is planning an evening networking event for the summer and one later in the year to coincide with Halloween. Watch out for more details in the monthly e-newsletters.

---

## 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:

#### The Isle of Wight

Sarah Davis  
Tel: 023 8062 5523 or 07921 888937  
Email: sdavis@tourismse.com