

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 SURREY STORY ... HIGHLIGHTS OF 2009

The Visit Surrey Partnership went from strength to strength in 2009. Under the leadership of Michael More-Molyneux (Loseley House), this thriving public/private collaboration between five local authorities and over 100 tourism businesses has continued to support the growing visitor economy. Successes have included the approval of a three year area marketing strategy and action plan; continued media support and exposure with Surrey Life (a monthly feature) and BBC Surrey; and the launch of a new and improved www.visitsurrey.com which has seen a resulting massive 250% increase in traffic.

New members for the Partnership and for Tourism South East include Branksome Place, Grayshott Pottery, Burhill Golf Club and Surrey County Council, and all members had the opportunity to network at the well-attended Partnership events held at the Lightbox, Sandown Racecourse and Clandon Park.

Training has been a continuing success story with over 270 people taking up training places offered by Tourism South East. These include the Welcome Host programme, Customer Service training for those seeking employment and Making Quality Count, focusing on the benefits of the National Quality Assessment Scheme.

It's been a year of tourism award success for Surrey with Tourism Excellence wins for RHS Garden Wisley (Large Visitor Attraction) and the Lightbox, Woking (Small Visitor Attraction) plus recommendations to Guildford Cathedral and a silver award to the Asperion for Sustainability. And congratulations go to the Crown Inn, Chiddingfold for Johansson's Best Inn in England award.

The Surrey story continued ... plans for 2010 revealed

The Partnership welcomes both a new Chair (Kevin Lorimer, The County Club) and a Vice Chair (Laura Holman, Woking Borough Council) to take us through 2010 and to welcome new members from local authorities and businesses.

Plans for Visit Surrey in 2010 include a greater focus on the groups market through first-time appearances at all three of Tourism South East's Excursions travel fairs and the Best Of Britain travel trade forum in March. The partnership will be participating in two national marketing campaigns in conjunction with Tourism South East - Time for Us and Family Fun, plus the German trade mission. A new focus looking at the London market will also be included within the marketing plan for 2010. Finally the partnership will actively be supporting the valuable Tourist Information Centre in Guildford.

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:

Surrey

Catherine Knight
Tel: 01483 444981 or 07725792408
Email: cknight@tourismse.com

www.industry.visitsoutheastengland.com