

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 SUSSEX STORY ... HIGHLIGHTS OF 2009

Looking back over 2009 gives some real success stories to tell for Sussex. The hugely successful Sussex Breakfast project attracted over 58 businesses and the 'Eat a Sussex Breakfast Fortnight' was timed to coincide with the British Food Fortnight (BFF) - it resulted in the county logging the most food entries on the BFF website to claim the title as Top Foodie Destination in Britain! This local distinctiveness is being continued in 2010 through the 'Taste of Sussex' project that encourages the use of locally sourced foods that can prove a winning strategy for a hospitality business.

The website www.visitsussex.org continues to work for our visitors and our partners with over 200,000 unique visitors last year who each looked at an average of five pages. Polling went live on the site and an informative and supportive trade section was implemented. PR has worked for its living in 2009 with Sussex now firmly on the media agenda: 30 national press editorials, eight press trips and a nine-month campaign providing a staggering 20 million opportunities-to-see (total circulation figures).

Training continues to feature high on the agenda with over 300 delegates participating in the last quarter of 2009 alone – a third of whom achieved nationally recognised qualifications. A Training & Skills Co-ordinator is available to discuss training needs and source appropriate solutions for partners.

Nick Head stepped down as Chairman after six successful years but he remains on the Partnership Committee as an experienced adviser. He has been succeeded by Sally Ann Lycett of the De La Warr Pavilion in Bexhill.

The Sussex story continued ... plans for 2010 revealed

Three priority areas have been identified for the coming year and beyond – the development of Visit Sussex as relevant and powerful marketing tool, the continuing importance of green tourism in terms of local food and the

natural environment and the recognition of culture as a key business driver for the region. The South Downs National Park will be a significant area of work for the Partnership in the coming year.

Effective communication – both within the Partnership and to potential visitors – is top of the agenda. Sussex's diversity is the area's key strength and the communications is being built around that which make Sussex distinctive – the natural environment, local food and wine, top-quality hotels, world-class heritage and an internationally recognized cultural offer.

Sussex's diversity represents the area's key strength (as well as being a challenge at times!) and key messages are being built around the distinctive strands that make up the beauties of Sussex: the natural environment, locally sourced food and wine, speciality restaurants, unique attractions and top-quality hotels.

Looking forward to tourism events in Sussex we will be holding the AGM on 4 November 2010. So do join us as we work to encourage tourism in Sussex.

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.

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