

## Practical Business Advice

### for Start Ups and Existing Business: B&B and Self Catering Guides

Whether you're thinking about setting up a B&B in your home or need some help to grow your self catering operation, Tourism South East's Business Advice Handbook will guide you and your business through the whole process.

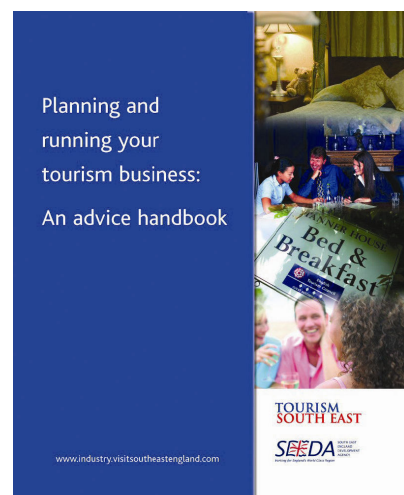
The handbooks are directed at those looking to set up in the B&B or Self Catering sectors as well as those who have already established their business.

From understanding the legal concerns of your venture to promoting it to the right audience, it is important to know what you are doing, or at least know where to find the right information. The Business Advice Handbook provides this and much more besides, all in an easy to read format.

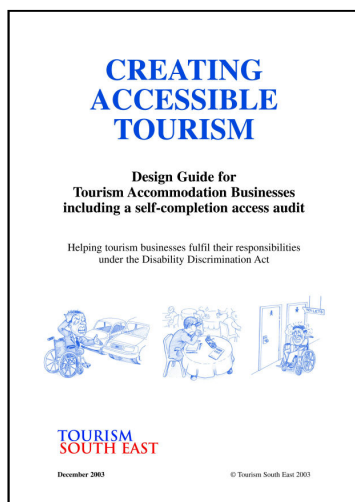
The handbook is categorised so it can be used as a reference tool in the future and a regular update service will be provided to purchasers whenever there are changes in legislation or contact details.

The Handbooks include advice and information on a number of areas including, details of TSE support services, a guide to the tourism industry, legal and regulatory requirements, financial considerations, the importance of quality, promoting your business effectively, case studies of successful businesses and other sources of information.

**The Business Advice Handbooks are priced at £35 (TSE members £25)**



### Business Advice Handbook B&B and Self-Catering



## Creating Accessible Tourism design guides for tourism businesses

Using diagrams, photos and easy to read guidance, TSE's 'Creating Accessible Tourism' booklets show how accommodation providers and attractions can create a disability-friendly environment at little or no cost.

The guides look at all stages of service from pre-arrival to departure and a self completion access audit is included to help you spot potential problems, with low cost and simple suggestions to help you overcome them.

There are two versions of the booklet available, one each for accommodation providers and attractions

**Creating Accessible Tourism booklets are priced at £20 (TSE members £10)**

To order a publication or for more information, please contact:

**TSE Development Services  
Tourism South East  
40 Chamberlayne Road  
Eastleigh  
Hampshire  
SO50 5JH**

**Tel: 023 8062 5400  
E-mail: [tsedevelopment@tourismse.com](mailto:tsedevelopment@tourismse.com)**

## Other TSE Publications

### Health and Well Being

#### tourism opportunities for smaller rural and farming businesses

The health and well-being tourism market is an emerging phenomenon and the natural features and tranquillity of rural and farming locations offer some unique selling opportunities for tourism operators in the South East Countryside.

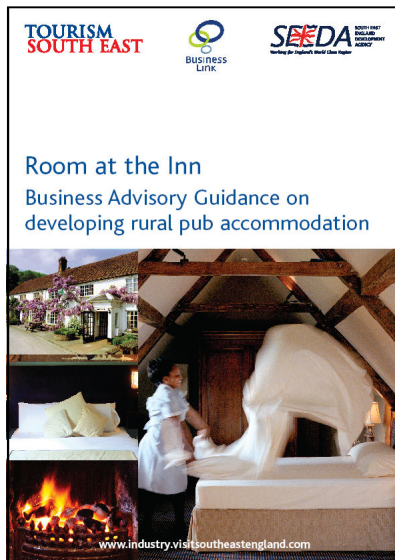
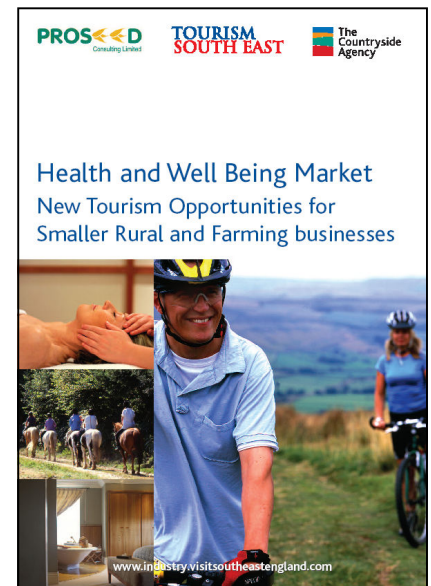
TSE has conducted innovative research into the Well Being tourism sector to establish the diversification opportunities for small rural businesses, resulting in the production of detailed business guidance notes.

This guidance has been produced for those seeking to introduce or extend rural and farm based tourism experiences for visitors to the South East of England.

The guidance provides a background to drivers behind the growth, how health and well being links to tourism, examples of product opportunities, guidance on how to evaluate a particular opportunity, case studies of successful businesses already operating in the market and sources of further help and advice.

**The guidance is free and can be ordered using the contact details below or downloaded from:**

<http://www.industry.visitsoutheastengland.com/site/developing-the-region/product-development/well-being-tourism>



### Room at the Inn

#### guidance on developing rural pub accommodation

This Business Advisory Guidance has been produced for everyone involved in or interested in the development of pub accommodation.

Developing rooms is a potential business opportunity for which the risks and rewards must be properly assessed. Room at the Inn provides a number of tools with which to do this, based on benchmark performance data and real life case studies.

The guidance seeks to provide information on the pub accommodation sector and key trends, the performance and potential of pub accommodation, the risks and rewards of this type of business investment, the key drivers to success and sources of further help and advice.

**The guidance is free and can be ordered using the contact details below.**

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