

## HALF PRICE & FREE MEMBERSHIP!

Earn yourself half price or even free ESSA membership whilst helping the association to grow into an even more powerful voice for the UK event contractor, services and supplier community. Tell your clients, suppliers and partner companies about the benefits of belonging to ESSA and enjoy rewards if they successfully apply for membership.

**For you and the new member!**

**For EACH successful referral!**

**Plus**

**50%**

**For THREE successful referrals!**

**Or**

**100%**

**For FIVE successful referrals!**

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### APPLICATION FORM

Name:  Company:  ESSA Membership No:   
 Tel:  Fax:  Email:

	Contact:	Company:	Tel:	Email:
<b>One</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Two</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Three</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Four</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Five</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

This offer is only valid for new referrals from 1/11/09. Existing and new member gifts can only be redeemed once the new member application for membership has been processed, approved and fees have been paid. Membership discounts apply for the Jan-Dec 2010 membership year only. To qualify this form must be completed and returned along with the referred applicants' application forms, supporting documents and cheques to cover their membership fees, to **Christine Hasler, ESSA, 119 High Street, Berkhamsted, Hertfordshire HP4 2DJ.**

# Save Time, Save Money...and Get More Business!

## Save Time...

- Get instant access to event industry information, support and advice - if we can't answer your question immediately, we'll know someone who can!
- Receive Regular communication via monthly Director e-newsletters, quarterly hard copy report, a quarterly magazine, and bespoke communications.
- Review industry research via the EIA facts, the AEO 100 and the Economic Impact Study, as well as individual research projects such as 'Salary Survey' and 'Mood Survey'.
- Stay informed of governmental, legislative, and other relevant issues that may affect your business through our member only online 'Advice Centre'.
- Work with industry peers to coordinate, set and adhere to 'best practice' industry standards through participation in ESSA working groups including Sustainability and Technical.
- Stay ahead of the game with the ESSA Health & Safety Helpline, ESSA Answers, 'Have Your Say' and dedicated HR, Legal and VAT Helpline services.

## Save Money...

- Advertise for free on our industry-wide ESSA/AEO/AEV recruitment pages.
- Free 10 minute consultation plus 10% off Human Resource support services with HR2HR
- Free 15 minute consultation every month for VAT advice with the VAT Consultancy
- 5% off insurance with Towergate Coverex,
- Up to 40% savings on accommodation with a range of hotels and booking agencies
- 10% off secure self storage with Big Yellow
- 20% off ESSA's Health & Safety Consultancy Services
- 12.5% off BS8901 workshops with Positive Impact
- Up to 35% off PR services with Vivid Ink
- 20% off exhibiting space at a selection of industry events within the ESSA Pavillion

## Get More Business...

- FREE 2x2m shell scheme stand at The Event and Exhibiting Show 2010! – the UK's benchmark event industry show, attracting exhibitors, organisers and fellow contractors and suppliers.
- Approved Supplier status on ESSA, AEO and AEV websites and recommendations to fellow members for subcontracting.
- Option to provide a members-only offer for your services to all ESSA, AEO and AEV members where appropriate.
- Use of the ESSA Logo and ESSA Bond if you are providing an on-site service (terms apply).
- An article in EIA Standard about your services and products – circulated to 1500 industry professionals including organisers, venues and contractors.
- Benefit from the promotional campaign 'Use an ESSA Member' aimed at possible new customers and end user clients.
- Get help networking across the industry with access to sister organisations the Association of Event Organisers (AEO), the Association of Event Venues (AEV) and the Events Industry Alliance (EIA).
- Be eligible to attend ESSA and its sister organisations networking events such as the ESSA G50 Summit, ESSA AGM, ESSA Event Industry Golf & Spa Day, AEO Excellence Awards, AEO Conference, Forums and many others.
- Marketing Partner and stand alone sponsorship opportunities at the AEO Excellence Awards, AEO Conference and other AEO, ESSA and AEV events, achieving get great visibility with your chosen audience.

"ESSA membership helps open doors to new clients, win new contracts and renew existing ones, as well as building relations with people and companies in the event and exhibition industry, as its credible logo is well recognized by those in our industry as a mark of excellence. It also helps emphasize our reputation for professionalism and credibility as a reliable supplier."

**Oliver Richardson, DB Systems**

"We were directly asked to confirm by our prospective client if we were "a member of the stand building trade association ESSA". Confirming that we were indeed members of ESSA enabled DMN to proceed with tendering for the Paris show with the prospect of additional shows to follow. I believe that this clearly demonstrates membership has helped us in our sales efforts."

**Mark Lamont, DMN.**

"We cannot check every company that is, or purports to be, an exhibition contractor - ESSA has already done this for its members and clients are able to use membership as a pre qualification in their selection process. This is undoubtedly an aide to ESSA members selling their services."

**Trevor Pearson, Aston Display Limited**