

## **MEMBER BENEFITS – JOIN BY 31<sup>ST</sup> OCTOBER AND ENJOY UP TO 15 MONTHS MEMBERSHIP FOR THE PRICE OF 12!**

Joining forces with like-minded tourism, leisure and hospitality businesses with the overall aim of working together to attract more visitors simply has to make sense!

**Discover Folkestone, Hythe and Romney Marsh** members include accommodation providers of all sizes and accreditations, attractions, entertainment venues, restaurants, cafes, pubs, clubs, excursion and private and public transport operators.

Your Membership to **Discover Folkestone, Hythe and Romney Marsh** enjoys all the standard benefits of *Folkestone Partnership* membership (*as below*) but with a BIG difference, which adds enhancements to your business opportunities including;

- **24/7 online advertising** on the DFH&RM portal on the [www.folkestone.towntalk.co.uk](http://www.folkestone.towntalk.co.uk) website
- **24/7 online link** to your own website and direct access to your booking engine, giving you double exposure and double the opportunity to increase your business.
- **A FREE line listing** in the official Discover Folkestone, Hythe and Romney Marsh guide; with discounted rates for members wishing to place bespoke advertising.
- **Brochure Racking**; DFH&RM owns information points in Eurotunnel terminals at Folkestone and Coquelles (*with over 4.5m passengers pa*). We invite DFH&RM members to include their own dedicated marketing leaflets in these prominent locations. In addition, DFH&RM guides will be available across the district and further afield in relevant TIC locations as well as being available in member properties.
- **Additional promotion** through tourism events, hyperlinks from external websites.
- **B2B marketing** to promote corporate rates available to fellow businesses
- **B2C marketing** on [www.folkestone.towntalk.co.uk](http://www.folkestone.towntalk.co.uk) to promote your special offers, events, news and jobs.
- **DFH&RM window sticker** showing details of the website and App, further promoting your business.

### **ADDITIONAL 'FOLKESTONE PARTNERSHIP' MEMBER BENEFITS AVAILABLE TO DFH&RM MEMBERS**

#### **MEMBER ADVERTISING BENEFITS**

- Discounts on advertising in the Folkestone Town Talk e-newsletter and web banner advertising
- Discounts off advertising rack rates with Media Partners including the KM Group
- Preferential rates to members on town guides and marketing material and promotional events produced /organized by the Folkestone Partnership

#### **MEMBER DISCOUNTS**

- 10% discount on sponsorship opportunities
- 5% Discount on business insurance
- Discounts on utilities, goods and services through our purchasing partner
- 25% off gazebo hire
- Discounted rates for hire of precinct display space

***Complete and return our membership application form overleaf; or for further information or to discuss membership, please call 01303 258594 or email [discoverfolkestone@gmail.com](mailto:discoverfolkestone@gmail.com)***

**Please return to DFH&RM, 20 Bouverie Place Shopping Centre, Folkestone, Kent CT20 1AU  
or email [discoverfolkestone@gmail.com](mailto:discoverfolkestone@gmail.com)**

'Discover Folkestone, Hythe and Romney Marsh' is the brand name of the not-for-profit organisation set up by **Folkestone Town Centre Management Ltd** to provide tourism marketing services for its members across the district of Shepway. The organisation is funded entirely by its members comprising accommodation providers, attractions, restaurants, entertainment venues and excursion and transportation companies.

20 Bouverie Place Shopping Centre, Folkestone, Kent CT20 1AU. Tel: 01303 258594  
 W: [www.discoverfolkestone.co.uk](http://www.discoverfolkestone.co.uk) E: [discoverfolkestone@gmail.com](mailto:discoverfolkestone@gmail.com)

## MEMBERSHIP / APPLICATION / RENEWAL FORM

**NB: ENTRY INTO OUR ANNUAL GUIDE IS TIME DATED TO MEET PRINT DEADLINES**

Business Name:	Contact Name:
Address:	Tel No:
Postcode:	Fax No:
Email Address:	Your Website Address:
	Your 'Online Booking' Landing Page Web Address:

**2016 DFH&RM GUIDE:** FINISHED SIZE DL BASED ON MIN OF 12 PANELS: *(final size dictated by member numbers)*

Please include my Business Name, Address, Telephone and web address for my standard FREE line entry

Please upgrade to an illustrated Photo Ad *(1/5<sup>th</sup> size of DL panel)* at the early bird\* rate of £99  *(Please book by 31<sup>st</sup> January 2016\*)*

*Please provide an image for your Photo Ad, depicting your property, business image or logo (Max size 2mb - .jpg, .gif, .png) and descriptive text of up to 40 words for inclusion in our guide. Larger adverts can be booked subject to space. Contact us to discuss*

**MEMBER WEBSITE ENTRY:** Please provide descriptive text of 200 words which will be used for display on your Micro Website on the DFH&RM portal on [www.folkestone.towntalk.co.uk](http://www.folkestone.towntalk.co.uk). Please include web address links to YouTube videos you may wish to have displayed on your Micro Website *(we reserve the right to make amendments, but not at the detriment of the text)*. Note: Links to external websites from DFH&RM/TownTalk websites are all subject to compatibility

Please indicate which level of membership applies  Membership runs for 12 months from date of joining\*\* *(all costs + VAT)*

	Up to 5 Bedrooms/ Pitches	6 to 10 Bedrooms/ Pitches	11 to 20 Bedrooms/ Pitches	21 to 35 Bedrooms/ Pitches	36 to 50 Bedrooms/ Pitches	51+ Bedrooms/ Pitches		Small Up to 5 employees	Medium 6 to 11 employees	Large 12+ employees
<b>ACCOMMODATION PROVIDERS:</b>										
Hotels, Guest Houses, B & B's	£95 <input type="checkbox"/>	£125 <input type="checkbox"/>	£175 <input type="checkbox"/>	£250 <input type="checkbox"/>	£325 <input type="checkbox"/>	£400 <input type="checkbox"/>	<b>RESTAURANTS, BARS &amp; PUBS</b>	£125 <input type="checkbox"/>	£175 <input type="checkbox"/>	£225 <input type="checkbox"/>
Self-Catering property, Holiday Parks, Camping & Caravan Sites	£95 <input type="checkbox"/>	£125 <input type="checkbox"/>	£175 <input type="checkbox"/>	£250 <input type="checkbox"/>	£325 <input type="checkbox"/>	£400 <input type="checkbox"/>	<b>SMALL VENUES:</b> inc. Cinema, Nightclub; Snooker Club; Gym	£125 <input type="checkbox"/>	£175 <input type="checkbox"/>	£225 <input type="checkbox"/>
<b>FREE BROCHURE RACKING SERVICE</b> Please list your brochures and guides and for inclusion in our brochure racking service : <b>Please ensure you supply adequate stock for</b>							<b>ATTRACTIONS &amp; LARGER VENUES:</b> Wildlife & Zoo Parks / Amusement / Theme Parks; Visitor Attractions. Theatres / Concert Halls	Up to 19,999 Visitors pa £150 <input type="checkbox"/>	20k Up to 99,999 Visitors pa £250 <input type="checkbox"/>	Over 100,000 Visitors pa £400 <input type="checkbox"/>
1) 2) 3) 4) 5)							<b>TRANSPORT OPERATORS:</b> <b>Local:</b> Taxi /Car Hire, Removal Companies  <b>Regional:</b> Ferry, Eurotunnel, Airline, Rail, Bus & Coach & Excursion Companies	£125 <input type="checkbox"/>	£175 <input type="checkbox"/>	£225 <input type="checkbox"/>  £450 <input type="checkbox"/>

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 or email [discoverfolkestone@gmail.com](mailto:discoverfolkestone@gmail.com)

**Return by 31<sup>st</sup> October 2015 to enjoy up to 3 months FREE MEMBERSHIP or for standard 12 months membership return by 31<sup>st</sup> January to be included in our 2016 DFH&RM Guide\*\***

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