

Not a Member Yet? Here's the Easy Part

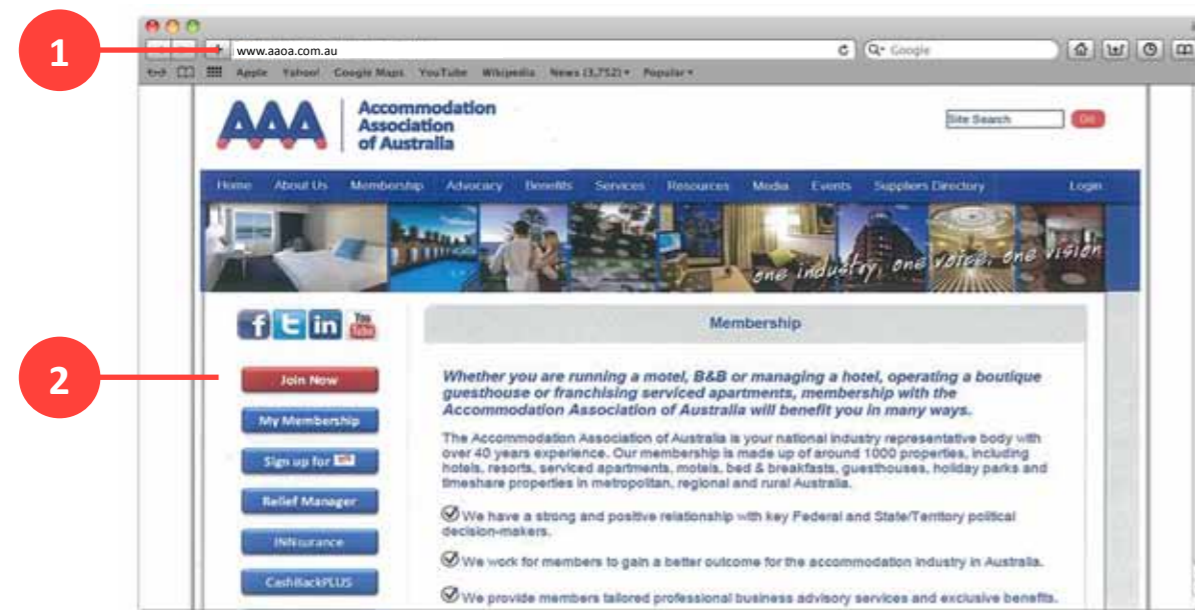


Accommodation
Association
of Australia

- 1 Join online: go to www.aaoa.com.au
- 2 Click the red "Join Now" button
- 3 Complete the enclosed Full Membership Application Form or call us on 1300 304 397 to get a copy
- 4 Call us on 1300 304 397 or 02 8666 9015 or email to mail@aaoa.com.au to discuss your membership options

Join the Accommodation Association of Australia

Advocacy, Services & Benefits



Contact:

Accommodation Association of Australia
Suite 1, Level 2, 189 Kent Street,
Sydney NSW 2000

p: 1300 304 397 02 8666 9015

f: 02 8666 9017

e: mail@aaoa.com.au

w: aaoa.com.au

Brochure design by Leonards - Accommodation Association Gold Partner
Image credits: Destination NSW, Emirates Airline



Staying Ahead of the Challenges

The Accommodation Association of Australia is your national industry representative body, and best placed to manage all the challenges the industry faces. Immediate priorities include:

- Working with the ACCC to re-examine the level of competition in online travel agency franchises (OTAs)
- Tackling the serious and growing impact of non-compliant and illegal accommodation in Australia facilitated by online services such as Airbnb
- Correcting the imbalance of our industrial awards through the four-yearly review with the Fair Work Commission to fight for an impost of lower penalty rates, part-time employee restrictions and Public Holidays

Our membership represents the national industry – hotels, resorts, serviced apartments, motels, bed & breakfasts, guesthouses, holiday parks and timeshare properties in metropolitan, regional and rural Australia.

Board of Directors

-  **Julian Clark**
President
Lancemore Group
-  **Simon McGrath**
Deputy President
Accor Hotels
-  **Bruce Copland**
Treasurer
Independent
-  **Barry Robinson**
Wyndham Vacation Resorts
-  **Col Hughes**
Independent
-  **Ian Sandilands**
Best Western Australasia
-  **Rachel Argaman**
TFE Hotels
-  **Trent Fraser**
Choice Hotels Asia-PAC
-  **Zed Sanjana**
Quest Apartment Hotels

Testimonials

"Being able to consult with different managers within the industry is another opportunity to improve your operation and product. When networking in this space I tend to do a lot of listening and end up taking a great deal of knowledge and information from the relationship. Like any membership, you get out what you put in, so be part of the conversation and you will prosper from the experience."

Hayden Hughes
General Manager,
Novotel Melbourne on Collins.

"It is important to unite and push for issues vital to our industry - legislation, tourism promotion, attractions/events to drive visitors."

Manfred Piper
Executive General Manager of Operations,
Ayers Rock Resort.

Corporate Partners

Principal Partner



Alliance Partners



Gold Sponsors



Silver Sponsors



Bronze Sponsors



Industry Partners



Advocacy –
Because Your Voice Should Be Heard



Each and every operator is up against rapid change in 2016. That's why it works to your advantage to have a body like the Accommodation Association speaking up for your operation. Representing your business wherever and whenever it matters:

- Tourism Investment
- Online Travel Agencies (OTAs)
- Legislation
- Government and Industry
- Fair Work Submissions
- Tourism Boards and Industry Committees
- Australian Competition & Consumer Commission
- Productivity Commission
- FREE Industry Analysis Reports
- FREE Audience Research Reports
- Discounts on Media Advertising and Buying

Services* –
Because You Cannot Do It All



Just how time poor are you? Even as government promises to reduce red tape the demands placed on you and your operation keep building. Can you afford not to take advantage of the solutions and support that comes with your Accommodation Association membership? Check these positives that deliver every day for your business:

- Unlimited Workplace Relations Advisory Service and Support
 - Unlimited Operational Advice and Support
 - Wage Rates and Awards Interpretation
 - Online resource library of Fact Sheets, Templates and Sample Forms, Letters and Policies
 - Resident Manager's Contract (50% Discount for Members)
 - Discounted Representation at Fair Work Commission
 - Business Operations Advisory Service
 - Relief Management Service
 - Website Resources Access
 - E-Newsletter "Key News Update" Access
 - The Academy for Industry Specific Training
 - Online OHS Management System
 - Visa Advice Support†
 - WPR Legal Advice Support†
 - HR Directors Forums
- And more ...

Benefits* –
Because Every Dollar Counts



Margins have never been tighter. Yield tougher to generate. That's why every dollar and cent that the Accommodation Association can save your business is a WIN! WIN! Enjoy benefits and savings like:

- Our INNsure program developed in conjunction with leading insurance brokers Finn Foster APB is saving Hotels and Motels members between 15% and 30%.*
- Our Group Energy Buying programs are saving Hotels and Motels an average of 15%* off existing contracts.
- CashBackPLUS for Everyday Purchases – e.g. 4.15% cash back at Dan Murphy
- Room Rates Monitoring with RatesAlarm.com – up to 25% for annual subscription
- Australian Revenue Managers Association (ARMA) – up to 50% off membership for all staff.
- Rostering and Payroll System
- Corporate Health Plan with BUPA for all staff
- Discounted Workplace Relations Legal Representations
- Discounted Events and Seminars
- FREE State Level STR Global Industry Reports

*Based on membership level
†Time limited service

