

# Not a Member Yet? Here's the Easy Part



Accommodation  
Association  
of Australia

- 1 Join online: go to [www.aaoa.com.au](http://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](mailto:mail@aaoa.com.au) to discuss your membership options

## Join the Accommodation Association of Australia

### Benefits, Services & Advocacy



## 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](mailto:mail@aaoa.com.au)

w: [aaoa.com.au](http://aaoa.com.au)

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



## 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



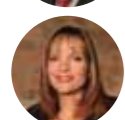
**Barry Robinson**  
Wyndham Vacation Resorts



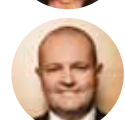
**Col Hughes**  
Independent



**Ian Sandilands**  
Best Western Australasia



**Rachel Argaman**  
TFE Hotels



**Trent Fraser**  
Choice Hotels Asia-PAC



**Zed Sanjana**  
Quest Apartment Hotels

### Testimonials

*"Being a member of such a body is a great reference point, on such things as awards, standards and public holidays. I often ring to gain clarification on these and many other workplace practices."*

**Michael Ludeke**  
General Manager,  
Motel Mayfair on Cavell, Tasmania.

*"The staff were thoroughly helpful in every way. I called them back in August after the BWI conference in Bali. I've always used the BWI preferred supplier but thought, what the hell, I've been an AAOA for 30 years so I'll give your preferred supplier a try. Nell stayed in touch with me all the way as they could not quote so far out, my insurance not falling due until 30th November. Along the way, Nell offered me additional coverage for areas I had not previously considered. The end result, great coverage with a saving of over 20% (around \$4,500 saving)."*

**Rob McBride**  
Best Western Ensenada Motor Inn & Suites.

*"You are the first point of contact when we are unsure of an issue."*

**Benjamin Vandeleur**  
Director,  
Whyalla Foreshore Motor Inn.

### Corporate Partners

#### Principal Partner



#### Alliance Partners



#### Gold Sponsors



#### Silver Sponsors



#### Bronze Sponsors



### Industry Partners



## 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 INNSurance program developed in conjunction with leading brokers, Finn Foster APB. This member only insurance pool saves members an average of \$4,370 pa.\*
- Our Group Energy Buying programs save members an average of \$1,500 pa, via member numbers through our preferred brokers.\*
- 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
- Australia Revenue Managers Association (ARMA) – up to 50% off membership
- Rostering and Payroll System
- Corporate Health Plan with BUPA
- Discounted Workplace Relations Legal Representations
- Discounted Events and Seminars
- FREE State Level STR Global Industry Reports

## 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
- And more ...

## 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

\*Based on membership level

