

# Make the Most of Your Membership



# About Us

It was on an autumnal night in October 1947 when the inaugural Ayrshire Chamber of Commerce meeting took place. We are still as passionate and optimistic about Ayrshire and the business community as we were then. We are a small business with a big voice, driven by our strong vision to make a difference for our members.

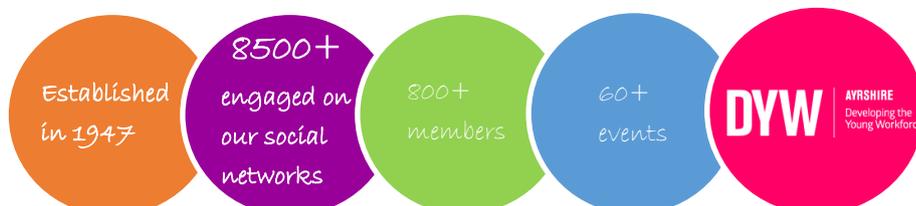
We represent the business community across the whole of Ayrshire. With over 800 members our objective is to promote and facilitate business between members to encourage commercial growth and local prosperity. We are the voice of the business community in Ayrshire and pride ourselves on providing strong representation of your interests at Holyrood and Westminster.

We aim to support every type of business, from sole traders to large multinational corporations. Our members cover a vast range of sectors including textiles, construction, tourism, retail and manufacturing. We are also proud to host the Developing Young Workforce initiative in Ayrshire, one of twenty-one regional groups that has been set up across Scotland to connect Education and Business. The purpose is to develop young people, ensuring they have the appropriate skills and qualifications needed to succeed in the world of work.

A warm Chamber welcome awaits  
within our base at Glasgow Prestwick Airport.

*Our Vision*

"To bring our business community together, enabling members to grow their organisation both locally and internationally, supporting economic development activity across Ayrshire and beyond."





I'm delighted to introduce our 'Make the Most of Your Membership Guide' that will provide you with everything you need to know about our membership model.

This informative guide will help you make the correct choice for your business, from Enterprise to Corporate membership there is something for everyone. Through listening to our members we offer a tiered model which gives you the control to choose the correct level for your business. We have developed a range of services that supports the Ayrshire business community with their ambitions and strategic objectives.

We have so much to look forward to and I hope to see many new businesses join us over the coming years to become part of our existing 800 + membership community.

At Ayrshire Chamber we celebrate the past, work with the present and look to the future.

*Val Russell*

Ayrshire Chamber of Commerce CEO



# Membership at a Glance

## Enterprise

From £10.00 per month + VAT

Free 'Your Business' Magazine & Free Editorial	✓
Foreign Exchange	✓
Referral Scheme Rewards	✓
CONNECT Networking	✓
Events Programme	✓
International Document Support	✓
Chamber HR and Legal Services	✓
Chamber Tax and Health & Safety Services	✓
Westfield Health (additional cost)	✓
AXA PPP Private Healthcare (additional cost)	✓
Listed within Business Directory	✓
Certificate of membership & Ayrshire Chamber Logo	✓
'Make the most of Your Membership' meeting	✓
Discounted Chamber Room Hire	✓
Ayrshire marketplace - 1 Active Offer	✓
Discounted 'Your Business' Advertising	✓
Online Presence Health Check	✓
AA Fleet Support	
Job Vacancy Marketing	
Chamber Training partner	
20% off Business Boost Training	
Featured Business Spotlight	
Anniversary Catch Up	
Ayrshire Marketplace - 2 Active Offers	
Named Contact	
Free marketing Audit	
Board members Support	
Chamber E-shot Advertising	
Business Cost Analysis	
Meet with CEO	
Exclusive Ayrshire Chamber Gym Incentives	
Exclusive Ayrshire Chamber Car Incentives	
Event Speaker Opportunity	
Bank of England Panel Invitation	
Ayrshire Marketplace - 3 Active offers	
Two Free Business Boost Training	
Present to the Board	
One Ticket to the Prestigious Annual Dinner	
Free Business Week Exhibition Stand	
Corporate Plaque	
Attendance at SCC Network Events/Business Insider Events	
Ayrshire Marketplace - 4 Active offers	



# Benefits Glossary

## Ayrshire Chamber Member Logo

Use of the Ayrshire Chamber logo across your marketing collateral to demonstrate your affiliation with the Chamber.

## Certificate of Membership

In recognition of your membership you will receive a membership certificate to demonstrate you are a member of the Ayrshire Chamber and larger Chamber network, including Scottish and British Chambers of Commerce.

## Listed within Business Directory

Your business details will be added to our online business directory. This will ensure your products and services are visible to fellow members and wider business community.

## Chamber HR

Our partnership with Quest provides an abundance of HR support. Included with your membership: 24hr advice line, FREE downloadable employment documents, HR healthcheck and insurance cover for employment disputes.

## Chamber Legal

Quest provide our legal support service. Included with your membership: 24hr legal advice line, FREE downloadable legal documents and £1M of legal expenses cover.

## Referral Scheme Rewards

Strengthening your business network and creating more business opportunities for you. Help us by referring companies and we will reward you with a choice of offers. Refer companies to us and once they join you can select from one of the following rewards:

- \*Free ticket to the Annual Dinner or Ayrshire Business Awards
- \*50% off a full page advert in 'Your business' magazine
- \*50% off your annual membership fee \*Conditions apply

Plus, when you refer more than three new members you'll be entered for the Chamber Champion Award.

## Ayrshire Online Marketplace

New for 2020 our 'Marketplace' is an exclusive service to the Ayrshire Chamber providing you with an online presence that will create new trading opportunities to sell your products and services locally, nationally and internationally.

## Events Programme

With over 60 events delivered throughout the year we have something for every business to get involved with. Our events diary includes a mixture of networking, interactive workshops and first aid training, through to our Annual Dinner and Business Awards Ceremony. The full events programme can be found on our website

## Westfield Health (additional cost)

We've been working with Westfield Health for over 15 years and can't speak highly enough about the incredible services they provide.

## AXA Private Healthcare (additional Cost)

We're pleased to be working with AXA PPP Healthcare to bring you an exclusive offer where you can receive up to 50% off your Chamber membership for 3 years (terms & conditions apply). Visit our website for full offer details.

## International Document Support

Our international documentation service is tailored towards those businesses who import and export and require the legal documentation to ensure a smooth and legal transaction. In addition, we also provide a selection of specific training and events including opportunities to participate in trade missions.

## Chamber Tax and Health & Safety

Need some tax help or looking for some clarity and guidance around Health & Safety in the workplace? Chamber Tax and Chamber H&S will keep you on the right track. These services include insurance to protect your business and your staff plus tax investigation cover.

## Online Presence Health Check

Our Platinum Partner 'Reach Solutions Scotland' will provide a FREE online presence health check that will review your current digital activity and create a comprehensive plan on the necessary steps to improve your online exposure.

## Foreign Exchange

If your business deals with international trade transactions the Chamber foreign exchange service can help. Provided through the buying power of the British Chambers of Commerce, Ayrshire Chamber can offer competitive, exclusive discounts and services through Moneycorp. Visit our website for details.

## Free Quarterly 'Your Business' Magazine

Our quarterly magazine is packed full of good news stories from across the network. From CEO updates to a list of new members most recently joined 'Your Business' is published digitally and a physical copy will be posted to you each month. 2000 copies are distributed locally and with an estimated readership of over 6000 this is an ideal way to advertise and market your business.

## 'Make the Most of it'

When you join you will be invited to attend the forthcoming 'Make the Most of Your Membership' meetings held within the Chamber. This one hour session will ensure you fully understand the benefits available to you and you get the chance to network with other members.

### Discounted 'Your Business' Advertising

10% discount will be applied to full price advertisement slots within 'Your Business' magazine raising your business profile.

### Incentivised Chamber Room Hire

Need a room for a business meeting or team event? As part of your membership we provide heavily discounted rates on our Chamber Boardroom. With a comfortable capacity of 18, WiFi, tea & coffee and presentation facilities, we would be delighted to welcome you. Speak with our team who can check availability and arrange booking. Call 01292678666

### CONNECT Networking

One of our most popular events connect provides an ideal environment and opportunity each month to surround yourself with the business community to network. The informal event is hosted in a different venue each month. Connect is supported by Reach Solutions Scotland. Our Events Diary online will keep you informed of all forthcoming events.

### Business Spotlight

With thousands of likes and followers across our digital media platforms, our 'Business Spotlight' initiative provides the ideal opportunity to promote your product or service across the network for 5 days. Simply provide us with the content and we will check availability and take care of the rest.

### Chamber Training Partner

Our training partners deliver many of our workshops and events across the calendar year and are an essential part of our offering and commitment to members. Speak with our events co-ordinator to find out more.

### Free Marketing Audit

Our Platinum Partners for Business **Launch Digital** offer a FREE marketing Audit to help you learn how to improve your marketing effort online and offline. For more information call **01292 286246** or email **info@launchscotland.com** quote AYRSHIRECHAMBER

### 20% Off Business Boosts

Business Boosts are training sessions delivered by our training partners that cover various business topics from measuring success online, to practical HR support plus much more. 20% will be deducted from full price Business Boost Events, subject to availability. Visit our website for planned Business Boost events.

### Named Contact

To ensure you are making the most of the benefits and services included within your tier, your dedicated named contact will be there to help you with any questions and queries that you may have.

### Business Mentoring

The Business Mentoring service matches you with an experienced mentor from all business areas and sectors, helping you grow your enterprise.

### Anniversary Visit

On the approach of your anniversary with us, we will contact you to arrange a catch up visit to keep you up to date with all your Chamber benefits and services.

### Job Vacancy Marketing

Needing to source the best new talent to take your business forward? Our job vacancy service will share your vacancies across our social media platforms.

### AA Fleet Support

Whether you have a small or large fleet of cars or even a single commercial vehicle, we can help you keep your company on the move with Chamber Roadside Assistance.

### Board Member Support

The Board of Directors exists to ensure we achieve our strategic objectives. The Ayrshire Chamber Board are also keen that members get the support they require and can tap into their mixed skill set throughout the year. The Board will provide an opportunity each quarter where Directors will be available for a 'drop in session' within the Chamber for a few hours to help you.

### Chamber E-shot Advertising

Banner advert exposure via one 'What's On' chamber e-shot. These emails are submitted to the full membership.

### Business Cost Analysis

In partnership with **Auditel**, find out how you could realise hidden profits for your company.

### Meet with CEO

Providing the opportunity to have conversation focused around the current and future Ayrshire business community. From celebrating success to discussing issues facing members, forwarding any concerns to the Scottish and UK Governments.

## Gym, Spa & Wellbeing Incentives

We are delighted to have partnered with several fitness & gym establishments throughout Ayrshire to provide discounted Exclusive Chamber packages. See below for members supporting this exclusive incentive:

### The Seamill Hydro, West Kilbride

Open to all employees, £44 per month for FULL gym and spa membership with 75% off joining fee of £100. Full member benefits also includes 20% off food and hot beverages in the hotel for themselves and up to three guests per visit (subject to availability).

### Trump Turnberry Resort, Turnberry

Waived joining fee (currently £250) and 10% off below current full price Gym and Spa memberships: Single Adult - £92pcm, Couples - £150pcm Inclusions are 30% off treatments, 10% off retail, 20% off food & beverage at the Spa Café, £95BB rate on accommodation and access to daily classes (subject to availability). Open to all employees.

### The Marine Hotel, Troon

FULL gym and spa membership for £36pcm. This includes gym, pool, exercise class timetable, squash courts, 15% off across the hotel and spa menu. 3 annual guest passes and reduced rates for member guests. (subject to availability) Open to all employees.

### The Gailes Hotel, Irvine

15% discount on individual gym membership. (subject to availability) Open to all employees.

## Event Speaker Opportunity

The Chamber are always sourcing guest speakers to inspire our audiences with their journey and stories. An ideal opportunity to maximise exposure and gain awareness.

## Bank of England Panel Invitation

Represent your business and local community at the Bank of England panels that take place three times throughout the year.

## Corporate Plaque

In recognition of your Corporate membership you plaque will be created and presented to you within one month of membership.

## Present to the Board

The opportunity to attend an Ayrshire Chamber Board meeting to present or discuss a specific business topic relating to the Ayrshire business community.

## FREE Business Week Exhibition Stand

As part of Ayrshire Business Week, you will be provided a space to exhibit your products and services with over 50+ other businesses from around Ayrshire. The event takes place annually in October.

## 1 Ticket to the Prestigious Annual Dinner

One of the highlights of our Events calendar each year. Your complimentary ticket will ensure you enjoy a great night of networking and entertainment.

## Two FREE Business Boosts

These training sessions are delivered by our training partners that cover various business topics, from measuring success online, to practical HR support plus much more. (subject to availability)

## Business Insider Events

Through out Platinum Partner 'Reach Solutions Scotland' Corporate members will be invited to 'Business Insider' events that take place across Scotland each year. This will provide opportunities to network at a higher level and create a platform to maximise brand awareness.

## SCC Network Events

As part of the Scottish Chambers of Commerce network, Corporate members will actively be invited to attend various events throughout the year. From conferences and awards to ministerial round tables that help shape and influence local and national economic agendas.

## Our Platinum Partners



# Join Today

Enterprise	£10 per month + VAT	£120 per annum +VAT
Premier	£20 per month + VAT	£240 per annum +VAT
Enhanced	£30 per month + VAT	£360 per annum +VAT
Corporate	£73 per month + VAT	£876 per annum +VAT

[www.ayrshire-chamber.org/join-now](http://www.ayrshire-chamber.org/join-now)

Membership subscriptions are Tax Deductible.



**ayrshirechamber**

of commerce and industry

Ayrshire Chamber of Commerce

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