

# venues of excellence

Venues of Excellence is the leading collection of exceptional venues delivering excellence in conferences, training and events.

## **“Stronger Together” An Exceptional Membership Offer!**

Supporting conference and event led venues, returning to business post COVID-19.

### **We are offering a 10% Discount for your first year’s membership**

For venues looking to join a proactive a sales and marketing consortium as we return to business. Be part of our family of excellent venues - #strongertogether (T&C’s: subject to sign up before 31.05.21 and the venue passing the criteria for membership)

As the UK’s largest sales and marketing consortium of specialist conference, meeting and training venues we are able to offer considerable benefits to individual venues. From national sales and marketing activity to a collective negotiating power with key industry suppliers, not forgetting a professional support network of likeminded people, your investment into membership will reap rewards across all aspects of your business.

**The strong and visible Venues of Excellence brand is an umbrella for all our members and allows customers to associate your venue with the quality and ‘Excellence’ that comes with it.**



Start your membership journey and speak to either **Mandy Jennings** or **Nicola Jenkinson** on how your venue could start benefiting through Venues of Excellence Membership

**[mandyjennings@venuesofexcellence.co.uk](mailto:mandyjennings@venuesofexcellence.co.uk)**

**[nicolajenkinson@venuesofexcellence.co.uk](mailto:nicolajenkinson@venuesofexcellence.co.uk)**

0345 230 1414 • [info@venuesofexcellence.co.uk](mailto:info@venuesofexcellence.co.uk) •



**[www.venuesofexcellence.co.uk](http://www.venuesofexcellence.co.uk)**



## WHY BECOME A MEMBER



### Marketing & PR

You can reach thousands of potential clients through our website, client database, email marketing and social marketing campaigns. Our focussed PR strategy positions Venues of Excellence as an expert and raises the profile of our member venues in the most influential media outlets.



### Sales

Our highly experienced team of venue finding consultants work closely with the key conference placement agencies gaining in-depth knowledge of their client base helping to generate leads for our members. We also offer avenue finding service which drives sales directly to our members.



### Learn in Class/Online

Our members get access to a range of dedicated training courses from our Learning and Development Academy, in partnership with Paje Consulting. Led by our industry experts across a variety of disciplines, you will learn and share experiences with peers from other member venues.



### Cost Savings

Keeping you connected, we can put you in touch with other member venues when you are reviewing suppliers to potentially make huge savings. We also carefully select businesses for our preferred partner programme. These suppliers share our passion for quality and provide preferential offerings for our members.



### Exhibitions

We regularly attend and host exhibitions throughout the year providing amazing publicity to the group of venues we represent. Venues are invited to share stands with us, which as an individual venue may be cost prohibitive. We also hold sector-specific events to raise awareness of the consortium members.



### Member Events

We host an exciting calendar of meetings, workshops and forums that are an opportunity to share news, celebrate success and learn from industry experts. We also encourage networking and a culture of openness amongst our members for sharing of experiences to benefit the consortium as a whole.

## Our quality process

includes the following compulsory elements:

1. A quality inspection audit prior to membership being approved
2. Submission of an annual quality self-audit
3. Receiving an annual quality audit and feedback

Our focus on quality brings more credibility to our brand, providing us with a strong message across the industry and in turn driving business growth.

[www.venuesofexcellence.co.uk/membership](http://www.venuesofexcellence.co.uk/membership)

