



BUSINESS DEVELOPMENT PROGRAMME BENEFITS JANUARY – APRIL 2021



Business Development	GOLD	SILVER	BRONZE
Virtual Leadership Academy	Gold Level Members may attend completely free of charge from the 22nd–23rd January 2021	Silver Level Members may attend completely free of charge from the 22nd–23rd January 2021	Bronze Level Members may attend completely free of charge from the 22nd–23rd January 2021
Business development calls to support your business goals	One 30 minute call per month	One 30 minute call per season	-
Online discussion sessions with peers to develop business knowledge and share experiences	Yes	Yes	Yes
Facebook discussion group to build and strengthen relationships with senior Head Office staff and your peers	Yes	Yes	Yes
Recruiting leads via Head Office	Yes	-	
Event leads via Head Office	Yes	Yes	-
Advance information on business development and new initiatives	Yes	Yes	Yes Yes
Exclusive opportunities to attend events representing USBAH	Yes	Yes	Yes
Opportunities for high level discussions to influence the shape of the business with the Business and Leadership Team	Yes	Yes	Yes
Sales Support			
Monthly New Titles Pack at a special offer price	Yes	Yes	Yes
UK postage discounts	Free P&P on every £120+ order (UK deliveries only)	Free P&P on every £120+ order (UK deliveries only)	Save £1.50 on the P&P of every £120+ order (UK deliveries only)
Non-UK postage discounts	Save £10 on the P&P of every £120+ order (non-UK deliveries only)	Save £10 on the P&P of every £120+ order (non-UK deliveries only)	Save £5 on the P&P of every £120+ order (non-UK deliveries only)
Head Office meeting room use for team meetings	Yes	Yes	Yes
Preview copies of new stationery items	Yes	Yes	
New season leaflets FREE OF CHARGE with £120+ order (leaflets released within the membership period)	Yes	Yes	Yes Yes
Exclusive special offers	Yes	Yes	

A 'lead' is a person who has expressed an interest in our books, events or the opportunity of becoming an Organiser. Leads that come to us at Head Office are distributed to Organisers on the Business Development Programme as per the Leads Scheme.

Please note: the company reserves the right to amend the list of Business Development Programme benefits at any time.