

Join

BBAV

Today!

*We'll take care of you. . .
. . . While you take care of
your guests.*



Bed & Breakfast Association of Virginia
3270 Melrose Lane
Keswick VA 22947
InnVirginia.com
1-888-660-2228

Yes, I would like more information on Becoming a BBAV Member.

Mail this form to BBAV 3270 Melrose Lane Keswick VA 22947

Name

Address

Phone

Fax

E-mail

Web Site

The Many Benefits of BBAV Membership

We invite YOU to become a member and join hundreds of Virginia innkeepers who have found their membership in BBAV has brought them many rewards. Our current member benefits include:

- **Guide to BBAV Member Inns:** A listing in our full color Bed & Breakfast Inns of Virginia Guidebook currently distributing 100,000 copies.
- **InnVirginia.com:** A listing on our association web site; rated as "one of the best in the country." Your listing includes multiple pictures for your inn, a link to your personal website, and opportunities to promote your special packages. Our outstanding visitor traffic is driven by placement in prominent search engines and links from all major bed & breakfast sites.
- **Special Marketing Campaigns:** Our marketing committee designs special campaigns to promote BBAV and Virginia inns. This in turn, assists you in promoting your inn.
- **InnSide Virginia:** Our association's quarterly e-newsletter designed to keep members informed about each other, industry trends and other BBAV news.
- **BBAV Annual Meeting:** Our yearly meeting enables you to meet other innkeepers and attend workshops, as well as learn more about your association.
- **Gift Certificate Program:** As a member, you are able to participate in our free gift certificate program. Thousands of dollars of gift certificates are purchased each year from BBAV and you will receive 100% reimbursement on them.

- **Co-op Marketing Opportunities:** Participate in a variety of cooperative opportunities such as the Virginia B & B Cookbook; Virginia is for B & B Lovers yearly campaign.
- **Member Discounts:** Our organization is always on the look out for special discounts on a wide variety of products and services which we pass along to you.
- **Vendor Information:** We provide you with information on vendors, such as credit card processors, insurance, inn products and other innkeeper needs.
- **PAII Discounts:** BBAV members will receive a discount should they decide to join the Professional Association of Innkeepers International.
- **Reciprocal Lodging:** A great opportunity to participate with some other member inns and stay at each other's inns for discounts.
- **Mentorship:** All new member innkeepers will have a mentorship available to them. Often lifelong friendships develop through contacts with your mentor.
- **BBAV News:** Presidential Points and special e-mail updates keep our members informed of time sensitive issues, breaking news, marketing opportunities and training.
- **Regional Meetings:** Attend smaller regional meetings with opportunities for small group discussions and networking. This is your connection to the BBAV Board.
- **Biennial Inspections:** A qualified independent inspector provides you with an objective evaluation assuring you meet the standards for Virginia Innkeeping; allowing you to market alongside other quality properties. BBAV pays for the inspection.

- **Group Representation:** BBAV works with a variety of Virginia government and tourism officials helping to provide a unified voice for our members.
- **Educational Materials & Industry Resources:** Information is available on line at our web site as well as through the BBAV office. We are here to help you and answer all of your questions.
- **Most Important:** Our members receive the value of sharing experiences with one another. Working together, we develop the bonds of many strong friendships which last a lifetime

**Application Fee of \$100
Nonrefundable**

**New inns will be charged a one time \$50
Internet set up fee**

**Upon approval, new members will be billed
for dues prorated quarterly**

Annual Membership Dues

1-2 Rooms	\$250
3 Rooms	\$275
4 Rooms	\$300
5 Rooms	\$325
6 Rooms	\$350
7 Rooms	\$375
8 Rooms	\$400
9 Rooms	\$425
10 + Rooms	\$450

**If you have questions on becoming a
BBAV member, contact the
BBAV office at 1-888-660-2228 or
E-Mail info@innvirginia.com**