



Reap the rewards!

**10 good reasons to become
a member of DEHOGA**



The trade association for the hospitality industry

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Your own lawyer

1

Many legal issues arise in the workplace and DEHOGA's legal experts are here to help you with their real expertise in the hospitality industry. Our legal experts will take a look at your company contracts and will actively support you with any legal issues or problems you have. Your DEHOGA legal expert will consult you in person and with our eight regional association offices we're always there when you need us.

Free of charge!



Representation before the labour court

2

Unfortunately a legal dispute with employees cannot always be avoided. However, under these circumstances, you can be certain that your DEHOGA legal expert will provide you in person with professional legal representation before the labour court. Your DEHOGA legal expert has outstanding knowledge in collective bargaining and labour law.

Free of charge!



20 % GEMA discount

3

As a member, you can simply save 20% on your next GEMA invoice. Or you can also save 20% on numerous other copyright law claims, such as from VG Media or ZWF. Furthermore, your DEHOGA specialist offers you advice on classification in the correct GEMA tariff – there are also savings to be made here!

Discounted!



Reining in energy costs

4

Cheap electricity and gas for your company. That's the aim of the DEHOGA energy initiative. Members will be looked after by German's leading energy broker. First of all, the DEHOGA power pool combines the overall power demand of all member companies and subsequently enters into price negotiations with energy providers for all of these members. This results in wholesaler conditions and therefore in energy cost savings being made. There are also framework agreements in place with regional energy providers. Furthermore, DEHOGA members benefit from the tips and advice offered by experts as part of the energy campaign in the hospitality industry.

Major cost savings!



Your very own business consultancy

5

The DEHOGA advisor acts as your partner when it comes to the financial issues of company management. Simply allow your business to be analysed from a neutral perspective. Our DEHOGA advisors provide you with a whole host of practical recommendations which really make a difference.

Brief consultation free of charge.



More than 40 different ways to make a saving

6

With the DEHOGA savings book, members can save up to 28% when purchasing a new car, 50% on hotel classifications and 20% on Lexware software. They can also obtain favourable credit card commissions and a good-value telephone flat rate as well as receiving 20% off at AHGZ job exchange and making many more savings: www.dehoga-sparbuch.de

Even more benefits to be had with the DEHOGA savings book!



Help with insurance-related issues

7

The association's promotion company offers an insurance service that advises you on anything insurance related. This is part of a cooperation between DEHOGA and ERGO Versicherungsgruppe AG (ERGO insurance group).

Free of charge!



Your own department for advanced training

8

As an employer in the hospitality industry you face a number of different challenges. That's why it goes without saying that you and your employees need advanced training on a regular basis. Benefit from our experience and expertise in the education sector and take advantage of the opportunities we currently have to offer. Our diverse program of seminars encompasses all relevant topics in the hospitality industry.

Discounted seminar fees!



Information at first hand

9

DEHOGA members are always kept up-to-date. The membership magazine "DEHOGA Niedersachsen Aktuell" is delivered free of charge directly to their door and a regular online newsletter offers the latest news on hot topics in the industry. And what's more, important information and agreements are available for DEHOGA members to download at no cost under the member section of the website.

Free of charge!



German hotel classifications

10

DEHOGA star ratings have long been a reliable aid for your guests when it comes to booking a hotel room. They provide the guest with clarity and security. Why not get your hotel involved and gain prime marketing opportunities from the stars used for German hotel classifications? Visit the www.hotelsterne.de website for a clear overview of all services.

Major discounts!



10 advantages of being a DEHOGA member – and much much more!

A strong association for you.

Around 70,000 restaurateurs and hotel owners in Germany know exactly how great it is to be a member of DEHOGA. This is because many members make a strong association. And because a strong business community enables us to do a lot for the industry, but more specifically to do as much as we can for you!

Around 7,000 members in Lower Saxony make up the solid foundation for offering you outstanding services both now and in the future. And the best thing about it is: you are offered really interesting terms and conditions without taking any risks.

DEHOGA is

- Your strong partner for the industry
- Your group of fellow industry members located close by
- Your very own service provider

Successes

- reducing VAT for accommodation services
- abolishing taxation on gratuities
- introducing the 400 euro mini-job regulation
- maintaining Sunday, holiday and night-time surcharges
- maintaining the tax deductibility for entertainment expenses
- exemptions from the smoking ban for pubs
- prevention of the levying of an alcohol tax

A successful business with a strong partner!

Membership fees:

The membership fees for DEHOGA Niedersachsen e.V. members are calculated according to the annual turnover of your business. According to your own classification, there are ten different contribution classes to choose from.

You can read about the current fees in the contribution policy and on the Internet at www.dehoga-niedersachsen.de

Fees can either be paid once a year or once every six months and the payment can be made in advance by direct debit. Individual district and local associations also charge an additional fee for the work performed by the relevant administrative office.

The membership fee does not include VAT.

However, it goes without saying that the fee is fully tax-deductible as a business expense.

Good reasons to become a member of DEHOGA

Thorsten Pitt

Restaurants operated by Mövenpick in Wolfsburg

„A strong business requires a strong association. As the Head of Autostadt Restaurants operated by Mövenpick, DEHOGA offers me support and provides me with solutions in many different areas. It acts as an indispensable and forward-thinking platform for our industry.“



Michaela and Thomas Bötedefür

Schützenhof Dötlingen

„We don't just consider DEHOGA Niedersachsen to be our advisor in legal matters, but also to be a community in which we feel right at home. Talking to colleagues has often resulted in good ideas being generated for our company.“



Chi Trung Khuu

Mister Q, Hannover

„I believe that promoting young talent is an absolute necessity in the catering industry. With DEHOGA's help, we can ensure that anybody wanting to learn something new and who would like to contribute to a company's success gets the opportunity to do so.“



Sükrü Bingöl

Paulaner am Thielenplatz

„In the catering business we need a strong partner attending to our interests on political level. It won't work without good lobbying!“



Thomas Kubitza

Inkognito discothek, Celle

„The 20 percent discount offered by GEMA alone makes being a member of DEHOGA worthwhile. We also often make use of the information provided to us by members on hot topics in the industry and take the opportunity to attend events which DEHOGA organizes for us.“



Susanne Ostler

*Ringhotel Celler Tor ****superior*

„We take advantage of what DEHOGA has to offer; whether it be training courses, hotel classification systems or even energy consulting services, and we are delighted with the advice we have received. The reduction in VAT also enables us to invest even more in sustainability, our employees and in our company.“



Sotirios Tsitalis

Restaurant elio

„The experts of DEHOGA are partners who are always there to help me in legal matters. With regard to disputes concerning my rental agreement, this was a great relief, thank you!“



Antonio Colantuono

Ristorante Paladino

„I have never regretted my decision on joining the association on recommendation of a colleague. And that was almost 20 years ago...“



**DEHOGA Niedersachsen.
We're game! Are you?**

The following organizations support DEHOGA Niedersachsen:



The trade association for the hospitality industry

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www.dehoga-niedersachsen.de

If you have any questions, please contact:

DEHOGA membership: 05 11 - 33 70 60

Seminars and advanced training: 05 11 - 33 70 6-33

DEHOGA consulting services: 05 11 - 33 70 6-20