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To: CEOs / Managing Directors / General Managers

NEW & IMPROVED

FMM HOTEL DISCOUNT SCHEME 2010

FMM is pleased to present the new and improved FMM Hotel Discount Scheme 2010, which has adopted a more targeted approach in negotiating better than market rates that are exclusively for FMM member companies. Under the new FMM Hotel Discount Scheme, members have a choice of **36 HOTELS NATIONWIDE**.

How Do You Book? Just THREE simple steps:

1. Select the hotel of choice from the attached FMM Hotel Discount Scheme 2010 List (Please visit www.fmm.org.my for the full corporate rates and special promotions)
2. Call the hotel and identify yourself as a FMM member and ask for FMM corporate rates
3. State your company's name for verification and make your bookings

The new Hotel Discount Scheme covers an expanded scope of products besides hotel rooms. These expanded products are meeting packages and special promotions that the hotels would be offering to members from time to time.

Members are strongly encouraged to:

1. Use* the FMM Hotel Discount Scheme to give better leverage to FMM during re-negotiation with these hotels on rates at year end – the higher the volume of bookings by members, the greater the negotiation clout for better rates and/or improved packages;
2. Give feedback on the services and rates of the hotels to improve the packages offered.

For further information or enquiries, **please contact Ms Florence at Tel: 03-62867200 Fax: 03-62741266/7288 or e-mail florence@fmm.org.my**.

Linda Tey
Manager
Membership & SMI Division

*Note: FMM endeavours to get the best hotel corporate rates for its members. However, if members are offered better rates through any other means, members should use the lower rate.