

apprec:ate

The home of LOVE2SHOP



REWARDS WRAPPED UP

GIFTS FOR THOSE WHO MATTER TO YOUR ORGANISATION

Want to reward your employees for their hard work or thank customers for their loyalty?

We've got exactly what you need to show your appreciation, so you can put a smile on the face of everyone you employ or do business with.

LOVE2SHOP GIFT CARDS

Thank employees or customers with Love2shop Gift Cards. Enjoy discounts on large orders for businesses and a range of payment, branding, personalisation and delivery options.

The Love2shop Gift Card is an exciting, flexible reward for customers and employees. It is accepted in-store at 95+ retailers and also boasts a massive catalogue of e-gift cards available, which cardholders can access by exchanging their balance at love2shop.co.uk.



SPEND IN-STORE

Accepted at over 95 top brands including...



Restrictions may apply - see www.love2shop.co.uk for full details and a complete list of accepting brands. List correct as of 09:07:19.

EXCHANGE CARD VALUE AT WWW.LOVE2SHOP.CO.UK

Gift card funds can be exchanged for a selection of gift cards, e-gift cards and vouchers...



READY-TO-GO OCCASIONS CARDS

Simply choose a pre-crafted gift card from our selection of occasions designs. The carrier, on which cards are mounted, provides space for a congratulatory message, this can be personalised to the individual recipient.



CASE STUDY: MOVE WITH US**AUDIENCE:****A NETWORK OF OVER 500
INDEPENDENT ESTATE AGENTS****CHALLENGE:**

Move With Us were looking for a new way to incentivise a network of independent estate agents (providing property conveyancing solutions) to pass on referrals.

Operational Director Dee Deadman said: "We reward our agents for every referral that turns into a sale, running monthly leagues with prizes of various values based on performance. They're very similar to football leagues in that at the end of each month there are winners, but also promotions and relegations. The higher the league, the higher the value of the prizes.

"We'd been using a reward provider that sent out vouchers by recorded delivery – which meant postage costs, situations where individuals lost their vouchers and, in some circumstances, people telling us that they hadn't received them at all."

This meant that Dee was on the lookout for a new reward mechanism that was not only highly desirable to clients, but also reliable and hassle-free for Move With Us to deliver.

SOLUTION:

Easy-to-implement and with a wide choice of places to spend, the Love2shop Card was an ideal solution for Dee: "It's very straightforward for us to top up our gift cards, which means we can deliver rewards quickly and efficiently.

"There are no postage costs and clients have the added security that if they lose a card and report it, their funds are normally protected. There were some very transparent wins from our point of view."

RESULTS:

"We like the fact that we can have a bespoke card with our design and name on them, as every time an individual uses it, they're reminded how they gained the reward. Hopefully, this will encourage the right behaviours in terms of relationships and consistent partnership."

"We've had no negatives since working with Love2shop – the staff have always been really helpful, so there will be plenty of opportunity to expand the scheme going forward."

"The scheme has now been adapted by other departments within Move With Us and we also use it internally as a staff reward scheme."



**move
withUS**

DIGITAL REWARDS

The future of staff and customer rewards, the Evolve digital platform is an innovative means to show your appreciation in near real time.

With Evolve's market-leading digital technology, reward codes are distributed via email or SMS and can be exchanged by the intended recipient for a range of thousands of vouchers, gift cards, physical gifts, holidays, experiences, e-codes and much more.

This freedom to exchange online codes for a range of physical and virtual rewards is truly unique and means you can be confident that your festive reward offers maximum appeal to each individual recipient.

You'll have the flexibility to offer a generic (Love2shop branded), co-branded or fully bespoke solution and can be up and running in a matter of hours or just a few days, depending on branding requirements.



VOUCHERS & GIFT CARDS

Codes can be exchanged for a superb range of vouchers and gift cards from M&S, John Lewis, Debenhams, Argos, Starbucks and many more.

GIFT ITEMS

Including holidays, experiences, hampers, chocolates and flowers.

E-CODES

Exchangeable immediately at a retailer's website, such as iTunes, Primark, B&Q and John Lewis.



LOVE2SHOP VOUCHERS

Don't lumber people with a gift they won't appreciate or use. With the nation's No.1 multi-retailer voucher your staff and customers can handpick something they'll love from over 150 leading retailers and spend in more than 20,000 UK stores.

They're available in £5 and £10 denominations and presented in gift wallets that can be branded or personalised so you can add a special festive message. Simple to understand and easy to present, vouchers could be the perfect for everyone in your workforce or the ideal way to let customers know you care.



ALL TASTES AND INTERESTS

- Department stores
- Toy shops
- Electronics
- Fashion
- Jewellers
- Food & drink
- Attractions
- Holidays

All the biggest brands including...



Restrictions may apply - see www.love2shop.co.uk for full details and a complete list of accepting brands. List correct as of 08:10:19.

CASE STUDY: RANK GROUP**AUDIENCE:**

10,700 EMPLOYEES AND MANY CONSUMERS ACROSS 154 VENUES NATIONWIDE

CHALLENGE:

Rank Group, owners of Mecca Bingo and Grosvenor Casinos required a multi-channel provider to issue rewards as staff incentives and customer prizes. With a diverse audience, Rank Group required a reward scheme that delivers a multitude of options to appeal to a large audience both online and offline.

SOLUTION:

Rank Group use a range of vouchers including Love2shop's multi-retailer voucher, Amazon and big name supermarkets to incentivise staff for going above and beyond, plus competition prizes. They also purchase hampers for consumer Christmas prizes in Mecca sites.

The manager of each site has access to the Love2shop self-serve system, which empowers them with the ability to manage orders directly with ease.

The national promotions team place larger orders via the Love2shop Business Services team, who then fulfil direct to sites located across the UK on their behalf.

They have also most recently adopted the Evolve digital reward code platform. This maximises the impact of customer surveys and focus groups by distributing electronic reward codes instantly that can be exchanged for paper vouchers, plastic gift cards, merchandise and a variety of other rewards.

RESULTS:

"Our members really enjoy the flexibility of winning Love2shop Vouchers as this gives them access to special treats in a variety of renowned high street venues. The convenience of delivering vouchers to multi sites is easy to manage and efficient for the business as a whole."

Kevin Johnson - National Promotions Manager

A flexible product range, excellent fulfilment and customer service are the key to running a successful multi-channel incentive scheme for this UK wide brand.



LOVE2SHOP HOLIDAYS

With the highest perceived value of all our card rewards, Love2shop Holidays gives recipients the opportunity to book a dream holiday with 150+ tour operators through our in-house concierge booking team.



Love2shop Holiday Gift Cards can be used to book UK, European or Worlwide holidays by calling 0845 077 444



Calls to 0845 numbers will cost 5p per minute plus your phone company access charge. List correct as of 23:09:19



LOVE2SHOP RELOADABLE OPTION

The Love2shop Gift Card is also available as a reloadable reward option that gives your staff and customers 5% discount every time they add funds. And they can top it up as often as they like. It's accepted at over 95 leading brands, providing amazing choice as well as great year-round savings on card loads.



LEADING RETAIL BRANDS

Accepted at over 95 top brands including...



Restrictions may apply - see www.love2shop.co.uk for full details and a complete list of accepting brands. List correct as of 08:10:19.

Save
5%
on card
top ups



A long term branded
card loyalty scheme
focused on trade
customer growth and
retention.

CASE STUDY: AKZONOBEL - DULUX TRADE

AUDIENCE:

DULUX TRADE CUSTOMERS
CONTRACT DIRECT WEBSITE
ACCOUNT HOLDERS

CHALLENGE:

AkzoNobel wanted to drive more sales from their existing trade customers online at Dulux Trade Contract Direct.

To do this they needed a reward solution that was appealing to their broad customer base which has many different tastes.

They also needed a solution that reminded the recipient from who the reward was received and that provided an on-going, as opposed to one off reward. Additionally the solution needed to be cost effective to Dulux.

SOLUTION:

An AkzoNobel/Dulux Trade branded Love2shop card fitted the bill perfectly. The cost effective element was achieved by sending the cards to customers requiring activation (a unique customer number) which meant that the cards could be sent out via first class post.

Additionally a discount was given on the value of the reward load enabling AkzoNobel to push their budget even further. This has encouraged Dulux customers to repeat business.

The Love2shop card is very broadly accepted at over 95 leading high street retailers and for those internet savvy customers they can even use the card as full or part payment at a selection of websites including argos.co.uk.

However, the 'clever bit' is that customers are also able to load their own funds onto the card at an on-going discount for the next two years – which helps to re-enforce the loyalty aspect. Customers now have a real reason to keep the Dulux Love2shop card in their wallet as it helps provide on-going discounted shopping at brands such as Argos, M&S, Iceland and Debenhams.

RESULTS:

Fantastic! The feedback from customers is that they love the cards and AkzoNobel are delighted with the scheme and intend to repeat it in 2017.

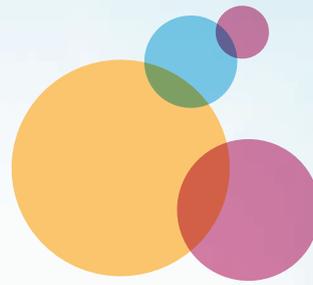


AkzoNobel

BULK SAVINGS ON SINGLE STORE OPTIONS

M&S, Debenhams and John Lewis offer a little more prestige than most, so treat your staff and customers to a luxury gift.

In addition to our multi-retailer rewards we also offer bulk order discounts on single store gift cards or vouchers for these stores and more.



REASONS TO CHOOSE US

- **Generous discounts** of up to 7% on large orders - ask when you order
- **Expert advice** from the UK's No.1 reward & incentive provider
- **Personalisation services** – reflect your brand or a particular theme on cards, carriers and supporting material.
- **In-house fulfilment** team - with over 30 years' experience in providing storage and packing services to businesses of all sizes, we are experts in logistics.
- **A wide range of payment methods**, including credit, Bacs, CHAPS, cheque and faster payments.
- **Superior customer service** – ask about our dedicated Business Support Team and service level agreements
- **Self-service reward management** for year-round schemes and repeat orders



Debenhams

apprec:ate

The home of LOVE2SHOP

READY TO ORDER?

Christmas will be here in no time. Call us or email today to discuss your needs

Phone: **0330 134 0116**

Email: **Hello@appreciate.co.uk**

Flexecash is the pre-paid card platform which issues Love2shop cards. This facility is provided by Park Card Services who are Authorised and Regulated by the Financial Conduct Authority to issue electronic money. (FRN: 900016)