



Massachusetts Association for recreation and Employee Services  
214 Rocky Hill Road  
Rehoboth, MA 02769  
Phone (508) 252-4197 Fax (508) 252-4199  
Email: maresadmin@comcast.net Website: www.mares.org

## **MARES General Membership**

### **\$200.00 per year**

This fee entitles every employee of your organization to a membership regardless of the size of your company.

General membership is a corporate membership. Each general member company assigns a representative or representatives to be the company contact for MARES. Typically, representatives will be those individuals who are responsible for planning employee activities, managing wellness programs, and/or providing work/life services for your organization.

#### **MARES can offer a variety of benefits to you as a member company:**

- **Discounts on a variety of products and services from MARES vendors.**
- **Networking opportunities for the MARES representative(s) and their committee members.**
- **MARES logo for advertising purposes.**
- **Educational sessions at MARES meetings located locally at various member sites.**
- **Ideas on recognition, wellness programs, benefits fairs.**
- **Copy of the *MARES Membership Directory*, which includes information about all our members.**
- **Listing and Access to MARES Website: [www.mares.org](http://www.mares.org), featuring the Discount Directory, a listing of vendor discounts for MARES members.**
- **Access to our on-line Member Resources page where you and your employees can request tickets to attractions (i.e. water parks) or any of our other MARES resources available through the MARES office.**
- **Invitations to MARES special events (such as amusement parks, travel offerings, etc.)**
- **Opportunity for you and your employees to attend MARES' virtual trade shows.**
- **MARES Membership cards and a Discount Directory flyer to copy and make available to hand out to your employees (nominal fees may be applied.)**
- **Quarterly mailings of Buyer's Pak Editions, a collection of fliers and pamphlets promoting special offers from our vendors. This is an ideal tool for posting new and updated discount offerings for your employees.**
- **Listing on our email and Fax Broadcast Lists, a simple and effective means of receiving communications from MARES representatives.**
- **Opportunity to post questions, share programming ideas, and advertise tickets for sale or upcoming company events to MARES representatives via our Email Broadcast System and our new online message bulletin board.**

**AS YOU CAN SEE, \$200 GOES A LONG WAY!**

WANT TO JOIN? IT'S EASY. JUST FILL OUT THE ENCLOSED APPLICATION AND SEND WITH YOUR DUES PAYMENT TO MARES. ONCE WE RECEIVE YOUR MEMBERSHIP REQUEST, WE'LL SET YOU UP IMMEDIATELY AND FORWARD YOUR MEMBERSHIP MATERIALS ASAP.

## **MARES GENERAL MEMBER REPRESENTATIVE RESOURCE FLYER:**

### **IDEAS FOR UTILIZING A MARES GENERAL MEMBERSHIP –10 QUICK TIPS**

1. Incorporate MARES Discount Directory flyer, MARES Website info/logon access flyer and Website email postings as part of employee orientation packets, benefits fairs, payroll inclusions, newsletter, employee events, bulletin board postings, etc.
    - Copy and Distribute Discount Directory Summary into double sided flyer.
    - Provide employees with list of participating vendors.
    - Give out company access to Website, [www.mares.org](http://www.mares.org) (user name and password), use your company tailored website info flyer to do this.
    - Visit [www.mares.org](http://www.mares.org), select “News” at the top bar and review center column for current email broadcasts and/or flyer download prompts for latest information from MARES vendors and special events/meeting announcements for the MARES community.
  2. Request information regarding vendor specials either from MARES office or directly from the vendors.
    - Set up a brochure stand for employees with the latest pamphlets and fliers listing MARES specials.
    - Reply back to email communications from vendors, requesting promotional materials, (i.e., brochures, handouts or materials in doc or pdf format for you to post electronically).
    - Solicit vendors to send you information/giveaways for postings at your own benefit fairs/employee events.
  3. Utilize MARES Administrator at Employee Benefit Fairs.
    - Provide six weeks notice and Administrator will come and set up a table (table provided by company) and provide information about vendor discounts to your employees.
- OR
- Organize a vendor only Trade Show at your company; where you invite MARES vendors of your choice in to set up tables and tell your employees about their products or services. (Note: you can work with the MARES Administrator to facilitate this event for you.)
4. Set up an employee services announcement line or develop an employee activities’ website with a hyperlink to the MARES website.
    - Implement a phone line dedicated solely to employee services/recreation announcements.
    - Utilize an electronic bulletin board –similar to what MARES has incorporated within the Member Resources Section of [www.mares.org](http://www.mares.org).
  5. Participate in consignment programs offered by MARES vendors, or if unable to, post and copy consignment fliers sent seasonally from MARES so that employees have access to the mail order service program for various discounted tickets available through the MARES office. Note: Fliers containing consignment info and order forms are available as downloads in the “News” section of the MARES website.
    - Some vendors offering consignment programs include: Loon Mountain, Sugarloaf, Sunday River, Water Country, Water Wizz
  6. Post Fliers for MARES special events –notation will be on the flyer that all member companies, employees and their families can attend.
    - Employees will mail order request tickets through MARES office for events.

**7. Publicize MARES Virtual Trade Show Announcements**

- **Online event for MARES member companies, their representatives, employees, and employees' immediate family members**
- **Great resource to download the latest discount fliers, vendor offerings, register to win great doorprizes, and request more information from MARES vendor reps.**

**8. Spread the word about our website, [www.mares.org](http://www.mares.org).**

- **Direct your employees to utilize this as their primary resource for MARES information.**
- **Give out your company's access code to the Member Resources section of our website – request a company tailored website flyer to do so from the MARES Administrator or look for you annual copy in your buyers pak mailing.**
- **Visit the “News” page of [www.mares.org](http://www.mares.org) yourself to keep current on the latest vendor offerings, download any fliers you may have missed, or print up a copy of the latest discount directory or website info flyer. Direct prospective members to this page where they can print an info kit about our organization.**
- **Utilize fliers provided in your membership mailing and from quarterly Buyers' Pak mailings (a bulk mailing of fliers from our vendors) to enhance MARES awareness.**
- **Encourage employees to sign up for MARES email blast service, so that they can designate their own address to receive the latest MARES vendor offerings (utilizing a work or home address per your company policy). Employees can sign up for the service on the [www.mares.org](http://www.mares.org) homepage.**

**9. Utilize MARES Email Broadcasts.**

- **Forward email messages regarding vendor specials or MARES' upcoming events to your employees or employee service volunteers. OR direct your employees to sign up for the free employee email blast service from the homepage of the MARES website.**
- **Post questions or ask for assistance from your peers regarding scheduling events, handling employee affairs, etc. See what your fellow members institute within their own organizations.**
- **Sell extra tickets of “swap shop” items electronically through our member posting board. (See Bulletin Board, center column of the Member Resources Page and News page of the website) or forward an email to the MARES administrator to be sent to the membership.**

**10. Keep your company's contact information current.**

- **Designate up to three representatives per membership. First rep will receive quarterly mailings and listing within MARES' online membership directory. All 3 reps will receive email and/or fax communications. Note: If you have not received any communications from MARES within the month, then your company contact information may be outdated. Visit [www.mares.org](http://www.mares.org), select Member Resources, enter in your user name and password, select General Member Directory, enter in your company. Review your listing. If incorrect, email the Administrator or submit a General Member Update form included in your spring membership inserts mailing.**

**Below is a partial listing of MARES' current members :**

ADM Cocoa  
Alfa Aesar, a Johnson Matthey Company  
Analog Devices, Inc.  
Barletta Engineering  
Boston Center (The)  
Brockton Hospital  
BTU International  
The Boston Center  
Caritas Christi  
Charles Stark Draper Laboratory  
Children's Hospital Boston  
Comcast  
Fresenius Medical Care  
Glen Ridge Nursing Care Center  
Home Health VNA  
Island Oasis Frozen Beverage Company  
John Hancock  
KeySpan Energy  
Lahey Clinic  
Madico  
Masco  
Massachusetts Port Authority  
Melmark New England  
MicroSemi  
Newton Wellesley Hospital  
Pentucket Medical Associates  
Perkins School for the Blind  
ProMutual Group  
Reed Business Information  
RSA Security  
SEIU Local 888  
Shriners Hospital  
South Shore Area Local #3844 (APWU)  
Stryker Biotech  
USPS Brockton P&DC  
Wentworth Institute of Technology  
Winchester Hospital

## MARES DISCOUNT DIRECTORY SUMMARY

### What is MARES?

MARES is the Massachusetts Association for Recreation and Employee Services. We are an award winning, non-profit organization in existence for more than twenty-five years. We are dedicated to providing resources for programs to help improve the quality of life for our members. Our Association is comprised of more than 100 members including both the private and public sector, small and large companies alike.

This Discount Directory is only produced by MARES and is provided to MARES companies as a membership benefit and a tool to help recap our vendor offerings for their employees. Your company's MARES membership entitles you, the employee, and your family, to the following offerings listed below as well as access to our website, [www.mares.org](http://www.mares.org). These benefits are offered to you, courtesy of your employer. When utilizing MARES' vendor offerings, make sure to mention that you are a MARES member through your employer. In addition, if you would like to receive special email offers from MARES vendors, please subscribe to the MARES email service. Information on how to do so can be found on the home page of our website, [www.mares.org](http://www.mares.org). For the latest vendor discount offerings, last minute specials, and current fliers click on the "News" icon at the top of the MARES website.

### **MARES VENDORS AND DISCOUNT OFFERINGS (page one):**

- Caesars Pocono Resorts: Lakeville, PA, (800) 327-3992,  
[www.caesarspoconoresorts.com/getawayclub](http://www.caesarspoconoresorts.com/getawayclub)  
Caesars Pocono Resorts offer up to 40% off all-inclusive packages at any of our four resorts: Cove Haven, Paradise Stream, Pocono Palace and Brookdale. Getaway cards available through MARES office; Employees can email MARES administrator at [maresadmin@comcast.net](mailto:maresadmin@comcast.net) to request your card. When calling Caesars Pocono Resorts for reservations at 877-822-3333 mention your MARES id #18125.
- Celebration Tours, Inc.: Quincy, MA,  
Rep: Thomas Donnelly, (617) 696-1900  
5% individuals; 5% plus incentives for groups of 20 or more. Mention MARES
- Choice Hotels International:  
Rep: Erica Lieberman, (301) 592-5196  
[www.choicehotels.com](http://www.choicehotels.com)  
MARES members will receive 15% off the rack rate (varies) at over 4,000 participating hotels worldwide. Hotels include Comfort Inn, Comfort Suites, Quality, Sleep Inn, Clarion, MainStay Suites, Econo Lodge, and Rodeway Inn. Discount may be used for business or leisure travel. \*Advance reservations are required. Discount is subject to availability at participating hotels and cannot be combined with any other offer or discount. To make reservations, go to [choicehotels.com](http://choicehotels.com), click on Special Offers & Programs, Special Rate ID, and Enter MARES ID #00802166 or call 1-877-424-6423 toll free and mention your special MARES ID discount rate #00802166.

## MARES VENDORS AND DISCOUNT OFFERINGS (page two):

- Coast to Coast Travel:  
Rep: Margie Dolgin, CTC, ECC, MCC & CTIE & Authorized Disney Vacation Planner,  
800-632-1988;  
[www.coasttravel.com](http://www.coasttravel.com)  
Full Service Travel Agency in business since 1975. Call or email us for our list of discounted trips up to 50% OFF. Offering Discount to MARES individuals & groups on all Cruise Lines, Vacation Packages, Tours, All-Inclusive Resorts, Sandals, Beaches Family Resorts, Club Med, SuperClubs, Our Lucaya, Ski Trips, Weddings, Honeymoons, Anniversary's, Family Reunions, Birthday, Graduation, Retirement & Other Celebrations, Las Vegas, Orlando, Disney, Hawaii, Alaska & Other US Destinations, Europe, Bahamas, Bermuda, Mexico, Caribbean, Aruba, Tahiti, Hotels, Car Rentals & MORE trips & places around the world!!!! Call us Toll-Free at 800-632-1988, email us at [Margie@coasttravel.com](mailto:Margie@coasttravel.com), visit our website at [www.coasttravel.com](http://www.coasttravel.com) and sign our Guest Book.
- Colpitts Group Travel: Dedham, MA,  
Rep: David Shields, (781) 326-7800  
[www.colpittswt.com](http://www.colpittswt.com)  
Colpitts World Travel, located in Dedham, MA, has been in business and servicing travelers throughout New England since 1890. We offer MARES members special cruise programs at prices that are unavailable through standard travel agencies while providing the quality service we are known for throughout the local area. Our prices will not only be the least expensive offered in the marketplace, but MARES members will be entitled to an additional discount. We also offer special 2008 February and April school vacation cruises to the Caribbean and tours to Europe that will save you a substantial amount of money. MARES members can reserve their reservations or make their inquiries via our toll free line, 800-972-7777, through the website [www.colpittswt.com](http://www.colpittswt.com) or come by our office in person. Make sure to mention your MARES membership. Group and Individual discounts are available.
- Equity Residential: Atlanta, GA,  
Rep: Nancy Sickler, (770) 392-3838  
[www.equityapartments.com](http://www.equityapartments.com)  
Equity Residential's Preferred Employer Program offers apartment discounts at over 950 communities nationwide! \$0 application fee, 50% security deposit with approved credit, and up to \$300 off 1<sup>st</sup> month's rent, in addition to any other community special. Visit [www.equityapartments.com](http://www.equityapartments.com) to view listings in your area, enter MARES as the keycode to create a personalized coupon or call 800-410-7772. Minimum 6 month lease required. Offer not valid with the use of locator services. Mention MARES.
- Indian Head Resort: North Lincoln, NH,  
Rep: Stew Weldon, (603) 745-8000 x250 or 800-343-8000 for reservations;  
[www.indianheadresort.com](http://www.indianheadresort.com)  
10% discount off room rate only -year round, excluding holidays and holiday weeks. 10% off of group packages also available for 20 or more people. Mention MARES at time of reservation.

## MARES VENDORS AND DISCOUNT OFFERINGS (page three):

- Loon-Sugarloaf-Sunday River Resorts: Conway, NH,  
Rep: Maurice LaRoche, (603) 356-5544 x322  
[www.LoonMtn.com](http://www.LoonMtn.com); [www.Sugarloaf.com](http://www.Sugarloaf.com); [www.SundayRiver.com](http://www.SundayRiver.com)  
Discount lift vouchers at Loon Mountain, Sugarloaf, & Sunday River Ski areas when purchased through your co's MARES rep or via mail order only service by MARES (no ticket pickups). Visit the "News" page of [www.mares.org](http://www.mares.org), to download an info flyer & mail order form. Call Maurice for group rate information and to sign up for the consignment program. Mention MARES.
- Magic Falls Rafting: West Forks, ME,  
Rep: Donna Neddeau, (800) 207-7238,  
[www.magicfalls.com](http://www.magicfalls.com)  
White water rafting trips on two of Maine's Rivers, The Dead River and The Kennebec River for the "2007" season starting mid-April to Mid-October. 10% Discount to MARES member on regular trips excluding "special event dates". Lodging also available. Mention MARES when making reservation. Discount available to individuals or groups.
- Massachusetts Bay Lines: Boston, MA,  
Rep: Kelley Yelle, (617) 542-8000,  
[www.massbaylines.com](http://www.massbaylines.com)  
Whale Watches \$4.00 off; all other regular scheduled cruises (blues, rock n' roll, sunset, harbor cruises) receive \$2.00 off (not valid on promotional cruises). Group rates vary as well as charter rates. Mention MARES when making reservations. Show MARES card at ticket window.
- Moseley's on the Charles: Dedham, MA,  
Rep: Edward DeVincenzo, (781) 326-3075,  
[www.moseleysonthecharles.com](http://www.moseleysonthecharles.com)  
Entertainment -Discounts varies by show. Most shows, advance purchase required to obtain discount. Individual discounts also available. Contact owner as to discount availability. Functions-discount on facility rental depends on type/size of function and time of year. Contact Function Manager for information. Individual discounts as advertised via email specials, additional discounts for groups +30. Show your MARES card for discounts.
- Northeast Charter Boat: Eliot, ME,  
Rep: Debbie Jordan, (207) 439-8900/8850,  
[www.northeastcharterboat.com](http://www.northeastcharterboat.com)  
Offering MARES members a \$50 discount off your trip. Or book by 5/31/06 to receive a \$100 discount. Northeast Charter Boat offers a fleet of powerboats for offshore and inshore fishing (max. 6 per boat), cruising, Portsmouth, NH Harbor Tours, sightseeing, burials at sea, scuba diving (seals are a highlight) or customize your own trip. A lobster clam bake can be combined with any trip. Check out our website to see our many offerings. To make your reservation call.603-235-5526/5525 and Mention your MARES membership.

## **MARES VENDORS AND DISCOUNT OFFERINGS (page four):**

- **Point Sebago Resort:** Casco, ME,  
Rep: Ruth Faut, (207) 655-7949,  
[www.pointsebago.com](http://www.pointsebago.com)  
775 acre resort on the shores of Sebago Lake, in Casco, ME with an award winning golf course offers MARES members a 10% discount off spring & fall theme getaway packages: Lobsterfest, Wellness/Spa, Pirates of Sebago, Summerfest, Country Western Jamboree, Murder Mystery, Monte Carlo, Oktoberfest, Quilters & Halloween. Visit our website or call 800-530-1555 for info/reservations. Mention MARES for discount. Groups can earn a free theme getaway weekend for yourself when you bring a group for a golf package or theme getaway weekend. Call Ruth for details.
- **Smugglers' Notch Resort:** Smugglers Notch, VT,  
Rep: John Kup, (800) 521-0536,  
[www.smuggs.com](http://www.smuggs.com)  
MARES members are afforded corporate partnership VIP status. Individuals benefit from group rates w/o satisfying minimum group numbers. Groups benefit with preferred VIP status in lodging and pricings. Mention MARES when making reservation.
- **Tax Man, Inc./H&R Block:** Cambridge, MA,  
(617) 441-7800 x214  
[www.taxman.com](http://www.taxman.com)  
Offering members a valuable 20% discount off the cost of professional, satisfaction guaranteed tax preparation service at any of our 24 New England offices. Please show MARES card or Tax Man Discount Savings Letter. Call 800-7-TAXMAN for more information or visit our website.
- **Water Country Park:** NH,  
Rep: Julie Roos, (603) 418-8077,  
[www.watercountry.com](http://www.watercountry.com)  
Catered BBQ outings available for groups of 100+. Discount no-risk consignment ticket program for individuals available through your MARES company rep or via mail order only service by MARES (no ticket pickups) Visit the "News" page of the MARES website, [www.mares.org](http://www.mares.org), to download an info flyer & mail order form. Consignment ticket ordering for groups only. For park info: please call 603-427-1111 or visit the website.
- **Water Wizz of Cape Cod, Inc.:** E. Wareham, MA,  
Rep: Patricia Kells, (508) 295-3255,  
[www.waterwizz.com](http://www.waterwizz.com)  
\$2.00 off all day admittance for up to 4 people; \$6.00 off no-risk consignment bands available as ordered by your MARES company rep (groups only) or via mail order only service by MARES (no ticket pickups). Visit the "News" page of the MARES website, [www.mares.org](http://www.mares.org), to download an info flyer and mail order form. Individuals utilizing \$2.00 discount must show MARES card at ticket window.

**MARES VENDORS AND DISCOUNT OFFERINGS (page five):**

- Will Power: Wakefield, MA,  
Rep: William Snell, (781) 245-0850  
[www.willpower.com](http://www.willpower.com)  
Basic Estate Planning: Will, Living Will, Durable Power of Attorney and Health Care Proxy -\$250 per individual \$150.00 for spouse or partner. (includes on-site seminar, individual interview and all document preparation.) Retail value \$500.00 for individuals to \$1,000 plus per couple. Mention MARES at inquiry.
- Yogi Bear's Jellystone Park: Ashland, NH,  
Rep: Stephanie Crowley, (603) 968-9000,  
[www.jellystonenh.com](http://www.jellystonenh.com)  
10% off Sunday-Thursday nights, campsites only. Excludes all cabins. Not valid during holiday periods. Mention MARES when making reservation.

MAKE SURE TO VISIT THE "NEWS" PAGE ON [WWW.MARES.ORG](http://WWW.MARES.ORG) FOR THE LATEST UPDATES TO OUR VENDORS' OFFERINGS, NEW FLIERS, AND SEASONAL TICKET OFFERINGS AVAILABLE TO YOU VIA THE MARES MAIL ORDERINGS PROGRAM.

**Massachusetts Association for Recreation and Employee Services**

**2008 MARES GENERAL MEMBERSHIP APPLICATION**

**MEMBERSHIP DUES: \$200.00 now -December, 2008**

Name of Organization:	Website Address:
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Street:	City:	State:
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Zip Code + 4:	# of Employees
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You can list up to 3 representatives for your company. Rep #1 will receive MARES mailings and faxes. All reps will be contacted by email.

**Rep #1**

Name:	Title:
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Street:	City:	State:	Zip Code:
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Phone Number:	Fax Number:	Email:
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**Rep #2**

Name:	Title:
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Street:	City:	State:	Zip Code:
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Phone Number:	Fax Number:	Email:
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**Rep #3**

Name:	Title:
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Street:	City:	State:	Zip Code:
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Phone Number:	Fax Number:	Email:
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**PERMISSION TO USE YOUR COMPANY NAME:**

- My company name may be used on MARES promotional pieces to aid in the recruitment of new members.  
(This is only for MARES publications, NOT for outside advertisers. A blank box declines your permission.)

**PERMISSION FOR ASSOCIATE MEMBERS TO CONTACT YOUR COMPANY:**

- Mares Associate Members may telephone our company's designated representatives, listed above, to provide them with discount and/or promotional information.
- Mares Associate Members may **not** telephone our company's designated representatives.

**DOES YOUR COMPANY MAINTAIN AN EMPLOYEE STORE?** (Information to be used by MARES reps only.)

- Yes, Name of Contact is \_\_\_\_\_ phone # \_\_\_\_\_

**INTERESTED IN BECOMING A VOLUNTEER WITHIN MARES?**

- YES, please email/fax me more information on how I can help within MARES. I understand this is a request only and in no way obligates me to make a commitment. (A blank box declines your interest at this time.)

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In accepting this membership, my company agrees to abide by the conditions set forth by MARES regarding promotional programs. I agree to advise the MARES Office in writing of changes to any of the items on this form. I understand any changes made which are contrary to MARES guidelines could result in membership termination as a member. The Membership Binder or Renewal Inserts you will be receiving are strictly confidential. They are not to be sold, borrowed or loaned and are for your company's use only.

Signed: \_\_\_\_\_ Dated: \_\_\_\_\_

**Enclose your check made payable to MARES. Forward your payment along with this application to MARES, 214 Rocky Hill Road, Rehoboth, MA 02769. Sorry no credit cards accepted.**

OR \_\_\_\_\_ (check if applicable) Please invoice my company for the 2008 dues payment. Fill out this application and fax or mail to MARES ASAP. Fax: 508-252-4199. Questions??, contact Melinda Gilmore at MARES @ phone: 508-252-4197 or email: maresadmin@comcast.net