

### Introduction:

Ladies and Gentlemen,  
I'm <host name>, <Laithwaites'> <job title> and I'm your host for tonight.  
I'm delighted to introduce Andrea Burchett...  
Andrea leads the partnerships, marketing and insight teams at Avios  
And she has details of a few little treats planned for tonight...  
So, please join me in welcoming Andrea...

### Andrea's Speech:

Thank you <name of host>

Don't worry, I won't interrupt the wine pouring for **TOO** long.

I just wanted to welcome you all – and to **thank you** for joining our first birthday celebrations.

As our members have enjoyed **XXXXXX** bottles of wine from our Laithwaites friends in our first year {**ASIDE**: and of course we've enjoyed a few too!}, we thought the Great Halls here at Vinopolis would be an apt venue for celebrating.

<**OPTIONAL**: And I'd like to thank Laithwaites for letting us share their event.>

2012 has been a good vintage – we've launched new ways to collect, like on Bupa healthcare. Seen more destinations become available with Iberia and BMI now on board. And we've helped **XXXXXX** members jet off.

But, while tonight **is** about celebrating that, it's **also** about:

- thanking **you** for being part of our journey;
- hearing your ideas for next year;
- and giving you the opportunity to get Avios tips from our experts.

Just pop along to our Avios Lounge <[point/direct to lounge - emergency exit style!](#)> where our learned Ambassadors have all sorts of ways to help you fly faster. {**ASIDE**: And please **do** go to see them – as, ... if they're not busy with you, I fear they might get **rather** too busy with the wine.}

And finally ... as you've been **exclusively** picked for being the 'Grand Cru' of our members, we wanted to give you a couple of **extra** thank yous:

So ... we're adding 1,000 bonus Avios to your account for every Laithwaites wine case you order tonight.

**And**, we're giving away a mini-break for two to the Rioja wine region - staying in two luxurious five star hotels.

You'll find entry forms at the Avios Lounge - and I'll be back later to announce the winner.

Your wine glasses will be pleased to hear, that's it from me.

So enjoy the evening and, once again, thank you for being part of our first year.