



CAI Legal Forum: California Communities

The Queen Mary, Long Beach, CA

October 21, 2011

## Exhibitor & Sponsorship Opportunities

### Exhibitor—Table Top (\$700) – **SOLD-OUT**

*Limited Availability, non-exclusive!*

- 6' Table top with electricity; one company rep included in exhibitor fee. *Additional company reps must register at a cost of \$100 each. Maximum of three reps per table top.*
- Exhibitor hours are 7:30 – 9:15 a.m. and 11:45 a.m. – 1:45 p.m.
- List of all attendees (once before event and final list after)

### Sponsorship Opportunities

#### Keynote Speaker Sponsor: \$5,000 (Limit of 1)

- Recognition from CAI at Keynote General Session
- Company presentation prior to the introduction of speaker (1 to 2 minutes)
- Introduction of the keynote speaker
- Company logo in continuous PowerPoint loop on screen (for six seconds each time) during audience entry at General Session
- Logo\* and hyperlink included on CAI website on the CAI Legal Forum: California Communities web page and listing (or logo if possible) with hyperlink on each of the eight California chapter websites
- Opportunity to include inserts or promotional items in attendee registration bags (All items provided by sponsor no later than October 3, 2011)
- Company mention in any Forum marketing pieces produced after contract date
- Inclusion of company logo on any promotional e-mails sent after contract date
- List of all attendees (once before event and final list after)
- Includes attendance of (2) company reps. *Additional reps can register at a cost of \$100 each.*

#### Event Sponsor: \$2,500 (Limit of 2) – **SOLD-OUT**

- Recognition from CAI at General Session
- Recognition from CAI at registration
- Company logo in continuous PowerPoint loop on screen (for 4 seconds each time) during audience entry at General Session
- Logo\* and hyperlink included on CAI website on the CAI Legal Forum: California Communities web page and listing (or logo if possible) with hyperlink on each of the eight California chapter websites
- Opportunity to include inserts or promotional items in attendee registration bags (All items provided by sponsor no later than October 3, 2011)
- Company mention in any Forum marketing pieces produced after contract date
- Inclusion of company logo on any promotional e-mails sent after contract date
- List of all attendees (once before event and final list after)
- Includes attendance of (1) company rep. *Additional reps can register at a cost of \$100 each.*

**Name Badge Sponsor: \$2,500 (Limit of 1) – SOLD-OUT**

- Get your company name and logo in front of each attendee for the entire time they attend the seminar. Name badge holders are worn by all attendees. *Logo due to CAI by September 9, 2011 (Logo printed on badge)*
- Logo\* and hyperlink included on CAI website on the CAI Legal Forum: California Communities web page and listing (or logo if possible) with hyperlink on each of the eight California chapter websites
- Opportunity to include inserts or promotional items in attendee registration bags (All items provided by sponsor no later than October 3, 2011)
- Company mention in any Forum marketing pieces produced after contract date
- List of all attendees (once before event and final list after)
- Includes attendance of (1) company rep. *Additional reps can register at a cost of \$100 each.*

**Parking Sponsor: \$1,000 (Limit of 2) – SOLD-OUT**

- 6' table top for company handouts near registration with opportunity to meet and greet attendees while validating their parking tickets. (One company rep must be staffed at the table from 7:30-9:30 am and 3:00-5:00 pm to validate parking tickets)
- Logo\* and hyperlink included on CAI website on the CAI Legal Forum: California Communities web page and listing (or logo if possible) with hyperlink on each of the eight California chapter websites
- Opportunity to include inserts or promotional items in attendee registration bags (All items provided by sponsor no later than October 3, 2011)
- Company mention in any Forum marketing pieces produced after contract date
- List of all attendees (once before event and final list after)
- Includes attendance of (1) company rep. *Additional reps can register at a cost of \$100 each.*

**Tote Bag Sponsor: \$750 (Limit of 4) – SOLD-OUT**

- Company logo\* on tote bag
- Company listed on CAI website on the CAI Legal Forum: California Communities web page and on each of the eight California chapter websites
- Opportunity to include inserts or promotional items in attendee registration bags (All items provided by sponsor no later than October 3, 2011)
- Company mention in any Forum marketing pieces produced after contract date
- List of all attendees (once before event and final list after)

**Cocktail Reception Sponsor: \$500 (Unlimited)**

- This is a post event networking reception for community managers and homeowners
- Event signage
- Company listed on CAI website on the CAI Legal Forum: California Communities web page and on each of the eight California chapter websites
- Company mention in any Forum marketing pieces produced after contract date
- List of all attendees (once before event and final list after)

**Networking Breakfast Sponsor: \$250 (Unlimited)**

- Exclusive signage at event registration
- Company listed on CAI website on the CAI Legal Forum: California Communities web page and on each of the eight California chapter websites
- Company mention in any Forum marketing pieces produced after contract date
- List of all attendees (once before event and final list after)

\*Please email company logo with signed contract to [cwallace@caionline.org](mailto:cwallace@caionline.org) or [hcarson@caionline.org](mailto:hcarson@caionline.org)  
Logo must be a JPEG or GIF file.

---

## **Hosts**

### **Bay Area and Central CA**

Mr. Kelvin Nanney, CMP, CED  
Phone: (925) 355-1980  
[kelvinn@meetingpossibilities.com](mailto:kelvinn@meetingpossibilities.com)  
[www.caibaycen.com](http://www.caibaycen.com)

### **Coachella Valley**

Ms. Wendy Van Messel, CED  
Phone: (760) 341-0559  
[wvanmessel@cai-cv.org](mailto:wvanmessel@cai-cv.org)  
[www.coachellavalleycai.org](http://www.coachellavalleycai.org)

### **Orange County Regional**

Ms. Kathy Gonzales, CED  
Phone: (714) 479-1022  
[kathy@caioc.org](mailto:kathy@caioc.org)  
[www.caioc.org](http://www.caioc.org)

### **California North**

Ms. Judy Reule, AMS, PCAM, CED  
Phone: (916) 337-3246  
[office@cai-cnc.org](mailto:office@cai-cnc.org)  
[www.cai-cnc.org](http://www.cai-cnc.org)

### **Greater Inland Empire**

Ms. DJ Conlon, CED  
Phone: (951) 784-8613  
[dj@cai-grie.org](mailto:dj@cai-grie.org)  
[www.cai-grie.org](http://www.cai-grie.org)

### **San Diego**

Ms. Barbara Ozenbaugh,  
CMP, CED  
Phone: (619) 299-1376  
[Barbara@cai-sd.org](mailto:Barbara@cai-sd.org)  
[www.cai-sd.org](http://www.cai-sd.org)

### **Channel Islands**

Ms. Leah Ross, CED  
Phone: (805) 658-1438  
[leah@cai-channelislands.org](mailto:leah@cai-channelislands.org)  
[www.cai-channelislands.org](http://www.cai-channelislands.org)

### **Greater Los Angeles**

Ms. Joan Urbaniak, CED  
Phone: (323) 254-9526  
[joan@cai-glac.org](mailto:joan@cai-glac.org)  
[www.cai-glac.org](http://www.cai-glac.org)

### **California Legislative Action Committee (CLAC)**

Mr. Earl "Dick" Pruess  
Phone: (626) 584-000  
[earlpruess@gmail.com](mailto:earlpruess@gmail.com)  
[www.caicalif.org](http://www.caicalif.org)

### **Forum Headquarters**

The Queen Mary  
1126 Queens Highway  
Long Beach, CA 90802  
(562) 435-3511

## 2011 CAI Legal Forum: California Communities

Contact Name / Title \_\_\_\_\_  
 Company Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City / State / Zip \_\_\_\_\_  
 Web Address \_\_\_\_\_  
 Contact Email \_\_\_\_\_  
 Contact Phone / Fax \_\_\_\_\_

### EXHIBITOR REGISTRATION:

- Exhibitor - \$700  
 First Company Rep: (included) \_\_\_\_\_  
 Second Company Rep: (additional fee of \$100) \_\_\_\_\_  
 Third Company Rep: (additional fee of \$100) \_\_\_\_\_  
*(Maximum of three company reps per exhibit. One company rep included in exhibitor fee.)*

**EXHIBITOR SUBTOTAL: \$** \_\_\_\_\_

### SPONSORSHIPS:

- |  |         |   |       |
|--|---------|---|-------|
| <input type="checkbox"/> Keynote Sponsor*    | \$5,000 | <input type="checkbox"/> Tote Bag Sponsor           | \$750 |
| <input type="checkbox"/> Event Sponsor*      | \$2,500 | <input type="checkbox"/> Cocktail Reception Sponsor | \$500 |
| <input type="checkbox"/> Name Badge Sponsor* | \$2,500 | <input type="checkbox"/> Breakfast Sponsor          | \$250 |
| <input type="checkbox"/> Parking Sponsor*    | \$1,000 |   |       |

**\*Additional Company Reps** *(only applicable to Keynote, Event, Name Badge and Parking Sponsors)*

- First Company Rep: (included) \_\_\_\_\_  
 Second Company Rep: (included in Keynote sponsorship / additional fee of \$100 for Event, Name Badge and Parking sponsorship levels) \_\_\_\_\_  
 Third Company Rep: (additional fee of \$100) \_\_\_\_\_  
*(Maximum of three company reps per sponsorship level: Keynote, Event, Name Badge & Parking)*

**SPONSORSHIP SUBTOTAL: \$** \_\_\_\_\_

**PAYMENT METHOD:** Full payment must accompany this form.

- Check Enclosed (made payable to CAI)     Visa     MasterCard     American Express

ACCOUNT # \_\_\_\_\_

EXP. DATE \_\_\_\_\_

NAME ON CARD \_\_\_\_\_

SIGNATURE \_\_\_\_\_

**Please remit to: CAI, Attn: Crystal Wallace or Holly Carson, 6402 Arlington Blvd., Suite 500, Falls Church, VA 22042 • Phone (888) 224-4321 • Fax (703) 970-9331**

**TERMS:** Full payment must accompany signed contract. CAI reserves the right to refuse any contract or to cancel any contract it deems appropriate to avoid conflicts of interest. CAI will refund payments for canceled contracts if marketing did not include company mention. Refunds or cancellations cannot be made after any promotional materials have been created.

**CAI SUITCASING POLICY:** CAI has a no-tolerance policy regarding "suitcasing," which describes the practice by non-sponsoring companies or individuals of soliciting sales or sales leads in the hotel, lobbies and/or representing their services or soliciting seminar participants, including social activities. Non-exhibiting suppliers participating in the seminar as attendees or speakers are prohibited from soliciting business in or after sessions, or in the hotel itself.

**Violators** of this policy will be charged the amount an exhibitor (\$700), which must be paid prior to registering as an attendee, exhibitor or sponsor at any future CAI functions.

I acknowledge and accept all terms and policies on this form.

\_\_\_\_\_  
 AUTHORIZED SIGNATURE

\_\_\_\_\_  
 DATE

\_\_\_\_\_  
 PRINT NAME

\_\_\_\_\_  
 TITLE