



community  
ASSOCIATIONS INSTITUTE



# event sales prospectus







# our mission

CAI believes condominium  
and homeowners associations  
should strive to exceed the  
expectations of their residents.

We work toward this goal by identifying and meeting the evolving needs of the professionals and volunteers who serve associations by being a trusted forum for the collaborative exchange of knowledge and information, and by helping our members learn, achieve and excel. Our mission is to inspire professionalism, effective leadership and responsible citizenship—ideals reflected in associations that are preferred places to call home.

CAI offers a wide range of marketing and sponsorship opportunities across a variety of platforms, programs and initiatives, providing the ability to align your brand visibility, in-person contact, marketing activities, and touch points with the community associations industry worldwide.



# BY THE NUMBERS: 2025 CAI EVENTS

## Law Seminar

756  
attendees

43  
sponsors  
participants

799  
total  
participants

## Annual Conference

1350  
attendees

827  
sponsors  
participants

2177  
total  
participants

## HRMW

66  
attendees

52  
sponsors  
participants

118  
total  
participants

## CEO-MC

311  
attendees

225  
sponsors  
participants

536  
total  
participants

## LSMW

121  
attendees

62  
sponsors  
participants

183  
total  
participants



Alliance Association Bank has benefitted greatly from our partnership with CAI. Over the past few years, **we've significantly raised our profile in the community associations industry** and had the opportunity to engage with CAI members at large national events, like the annual conference, and at smaller national meetings with community association influentials. **Our partnership with CAI has enabled us to more fully engage with community management professionals**, and I would wholeheartedly recommend partnership to my fellow industry partners.

**CRAIG HUNTINGTON, PRESIDENT, WESTERN ALLIANCE BANK**

# ANNUAL EVENTS AT A GLANCE



## Community Association Law Seminar

**WHEN:** January 14 -16, 2026

**WHERE:** San Diego, CA

**WHO:** Over 800 attorneys, insurance professionals, community managers and management company executives (CEOs and Senior Executives).

The Law Seminar is a key platform for professionals to dive deep into critical legal, legislative, and insurance topics that shape the community association industry. With growing participation from attorneys, insurance professionals, community managers and senior executives, it's an incredible chance for businesses to engage with a diverse mix of potential customers. The cross-industry audience makes it especially valuable for businesses looking to connect with different sectors of the market.



### TOP 5 STATES in highest attendance (2025)



over  
**800**

attorneys, insurance professionals,  
community managers and  
management company executives



### TOP 5 MEMBER CATEGORIES

in highest attendance (2025)

- 1 Attorney
- 2 Insurance Professional
- 3 Individual Manager
- 4 Management Company Executive
- 5 Community Association Volunteer



# ANNUAL EVENTS AT A GLANCE



## Community Now: CAI Annual Conference & Exposition

**WHEN:** June 3 - 5, 2026

**WHERE:** Ft. Lauderdale, FL

**WHO:** Over 1,300 homeowner leaders, community managers and management company executives (CEOs and Senior Executives).

Community NOW: CAI's Annual Conference and Exposition is THE opportunity for businesses to engage directly with homeowners, community association management companies, and executives. With over 1,300 attendees, this event is a goldmine for networking, fostering relationships, and showcasing your HOA products and/or services to key decision-makers. The annual conference will amplify your visibility and connect you with the right people and/or companies to grow your business.

over  
**1,300**

homeowner leaders, community managers and management companies from around the world



### TOP 5 MEMBER CATEGORIES in highest attendance (2025)

- 1 Individual Manager
- 2 Management Company Executives
- 3 Attorney
- 4 Community Association Volunteer
- 5 Insurance Provider



### TOP 5 STATES in highest attendance (2025)



# ANNUAL EVENTS AT A GLANCE



## High-Rise Managers Workshop

**WHEN:** July 13-15, 2026

**WHERE:** Chicago, IL

**WHO:** 100 max community managers, assistant managers, and management companies representing high-rise communities (buildings over 7 stories).

The workshop offers a truly hands-on, immersive experience tailored specifically for professionals managing high-rise buildings. From rooftop systems to parking infrastructure, participants get a behind-the-scenes look at real-world operations, paired with expert-led presentations on high-rise-specific challenges and solutions.

Beyond the technical insights, the built-in networking opportunities with managers and business partners make this an ideal event for companies that serve the high-rise sector. If your products or services support high-rise operations, this is the event where your business needs to be—right in front of the decision-makers who use and recommend your solutions daily.



### TOP 5 STATES in highest attendance (2025)



100

community managers and  
management company executives



# ANNUAL EVENTS AT A GLANCE



## Large-Scale Managers Workshop

**WHEN:** September 9 – 12, 2026

**WHERE:** Big Sky, MT

**WHO:** 120 max large-scale general managers, assistant general managers, LSM designees, and managers interested in large-scale management.

Sponsoring the LSM Workshop offers a unique opportunity to elevate your brand through high-impact visibility, targeted engagement, and meaningful networking with your ideal audience. As a sponsor, you'll position your brand in front of motivated professionals, decision-makers, and industry influencers—enhancing both your exposure and credibility. This partnership is a win-win: while you gain direct access to a valuable market segment, your support helps power a leading event that drives innovation and connection within the community association industry.



### TOP 5 STATES in highest attendance



California



Virginia



Texas



Arizona



South  
Carolina

120

managers and management  
company executives

# ANNUAL EVENTS AT A GLANCE



## CEO-MC Retreat

**WHEN:** October 14–16, 2026

**WHERE:** San Antonio, Texas

**WHO:** Over 300 community management CEOs and management company senior executives.

The CEO-MC Retreat is an exclusive and high-impact event! With over 300 key decision-makers in community association management, development, and policy, it's a perfect opportunity for businesses to engage with the top brass who shape the industry's future. Networking here could lead to strong, long-term business relationships and potential collaborations.



## TOP 5 STATES in highest attendance (2025)



 over  
**300**

management company executives



# ANNUAL EVENTS AT A GLANCE



## Congressional Advocacy Summit

**WHEN:** TBD

**WHERE:** Washington, D.C.

**WHO:** 200+ CAI members including homeowner leaders, community association managers, management company executives, and CAI Business Partners.

CAI's Congressional Advocacy Summit offers unparalleled benefits for organizations committed to advancing community association governance and gaining notoriety in the space. By aligning your brand with this prestigious event, you gain exclusive access to a highly engaged audience of industry leaders, advocates, and stakeholders. Engage in meaningful networking opportunities, showcase your expertise through thought-provoking presentations, and contribute directly to CAI's advocacy efforts aimed at fostering sustainable and thriving community living environments.



## TOP 5 STATES in highest attendance (2025)





For more information,  
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