



## CAI Legal Forum: California Communities

Sheraton Universal Hotel, Universal City - October 20, 2017

### Exhibitor & Sponsorship Opportunities

#### **Exhibitor—Table Top (\$795) (60 available---first come, first served)**

*Limited Availability, non-exclusive!*

- 6' Table top with electricity upon request (check box on registration form); one company rep included in exhibitor fee. *Additional company reps must register at a cost of \$135 each. Maximum of three reps at your table at any one time.* Exhibitor hours are 8:00 a.m. – 10:00 a.m. and 12:30 p.m. – 2:00 p.m.
- List of all attendees (once before event and final list after)

#### **Clues for CLAC Sponsor: \$50 (25 available---first come, first served)**

Exhibiting Sponsor Add On - Create your own personal "Clue" to be used in a scavenger-hunt-style mobile app game in the Exhibit Hall

- Company name on mobile app along with your "Clue"
- Company name on the CAI-CLAC Website
- Recognition on event e-blasts

### **Sponsorship Opportunities**

#### **Event Sponsor: \$3,000 (Limit of 4)**

- Recognition with opportunity to greet attendees and share company introduction at the State of the Industry Session
- Company recognition on first slide of each session PowerPoint
- Logo\* and hyperlink included on CAI Website on the CAI Legal Forum: California Communities Web page
- Opportunity to include inserts or promotional items in attendee registration bags (500 items provided by sponsor no later than September 29, 2017)
- Company mention in any Forum marketing pieces produced after contract date
- Inclusion of company logo on any promotional e-mails sent after contract date
- Event App banner ad - Your banner ad will appear in rotation at the top of the Mobile App. Ad will be linked to the website of your choice.
- Full page ad in the program (5" wide x 7.5" high)
- List of all attendees (once before event and final list after)
- Double exhibitor table top booth
- Includes attendance of (2) company reps. *Additional reps can register at a cost of \$135 each.*

#### **Name Badge Sponsor: \$1,750 (Limit of 1)**

- 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 1, 2017 (Logo printed on badge)*
- Logo\* and hyperlink included on CAI Website on the CAI Legal Forum: California Communities Web page
- Opportunity to include inserts or promotional items in attendee registration bags (500 items provided by sponsor no later than September 29, 2017)
- 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 \$135 each.*

#### **Lanyard Sponsor: 1,750 (Limit of 1)**

- Get your company name and logo in front of each attendee for the entire time they attend the seminar. Lanyards for the name badges are provided to all attendees. *Logo due to CAI by September 1, 2017 (Logo printed on lanyard)*
- Logo\* and hyperlink included on CAI website on the CAI Legal Forum: California Communities Web page
- Opportunity to include inserts or promotional items in attendee registration bags (500 items provided by sponsor no later than September 29, 2017)
- 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 \$135 each.*

### **Parking Sponsor: \$1200 (Limit of 2)**

- 6' Table top exhibitor booth – premier location in the lobby with opportunity to validate attendee's parking ticket. *(please note: electricity is not available)*
- Includes attendance of (1) company rep to validate parking from 8:00 am – 4:30 pm. *One additional rep can register at a cost of \$135. (total of 2 company reps can be at the exhibit space)*
- Company listed on CAI Website on the CAI Legal Forum: California Communities Web page
- Company mention in any Forum marketing pieces produced after contract date
- List of all attendees (once before event and final list after)

### **Tote Bag Sponsor: \$500 (Limit of 6)**

- Company logo\* on tote bag. *Logo due to CAI by September 1, 2017 (Logo printed on tote bag)*
- Company listed on CAI Website on the CAI Legal Forum: California Communities Web page
- Opportunity to include inserts or promotional items in attendee registration bags (500 items provided by sponsor no later than September 29, 2017)
- Company mention in any Forum marketing pieces produced after contract date
- List of all attendees (once before event and final list after)

### **Lunch Sponsor: \$500 (Limit of 4)**

- Exclusive signage on lunch buffet table and attendee seating rounds
- Logo\* and hyperlink included on CAI Website on the CAI Legal Forum: California Communities web page
- 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: \$375 (Unlimited)**

*(This is a post event networking reception for Community Managers and Homeowners)*

- Event signage at the cocktail reception
- 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)

### **Event App Banner Ad: \$250 (Limit of 10)**

- Get your company in front of each attendee for the entire time they attend the seminar. Your banner ad will appear in rotation at the top of the Mobile App. Ad will be linked to the website of your choice.
- Company name and hyperlink included on CAI Website on the CAI Legal Forum: California Communities Web page
- 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 on breakfast table
- Company name and hyperlink included on CAI Website on the CAI Legal Forum: California Communities Web page
- Company mention in any Forum marketing pieces produced after contract date
- List of all attendees (once before event and final list after)

### **Program Advertising Opportunities (first come, first served):**

\$750 Color Back Cover Ad (5" wide x 7.5" high in hi res PDF format) (Limit of one!)

\$500 Color Inside Front Cover Ad (5" wide x 7.5" high in hi res PDF format) (Limit of one!)

\$500 Color Inside Back Cover Ad (5" wide x 7.5" high in hi res PDF format) (Limit of one!)

- 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). Logo must be a JPEG or GIF file.

***NOTE: Payment must be received and processed at the CAI National Office before sponsorships are confirmed and benefits begin. Sign up as soon as possible to ensure availability.***



**LOOKING FOR MORE SPONSORSHIP OPPORTUNITIES?**

**SPONSOR THE CAI-CLAC BENEFIT FUNDRAISER!**  
**Thursday, October 19, 2017**

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**Event Sponsor: \$1,000 (LIMIT 2)**

- Company logo on event invitation
- Company logo on event attendee name badges
- Company logo on the CAI-CLAC website with link to company website
- Recognition on event e-blasts
- Recognition at event
- One Grand Prize raffle ticket to share with a guest
- Registration for two event attendees

**Bar Sponsor: \$500**

- Company logo on the CAI-CLAC website with link to company website
- Signage with company logo displayed at Bar
- Recognition on event e-blasts
- Recognition at event
- One Grand Prize raffle ticket to share with a guest
- Registration for one event attendee

**Souvenir Photo Sponsor: \$400 (LIMIT 6)**

- Company logo on Souvenir Photo insert
- Company name on the CAI-CLAC website
- Recognition on event e-blasts
- Recognition at event

**Attendee Sponsor: \$300**

- Sponsor two community managers or homeowners (includes full event attendance for both)
- Company name on your sponsored attendees' name badges
- Company name on the CAI-CLAC website
- Recognition at event

**Food Sponsor: \$150**

- Signage with company logo displayed at food tables
- Company name on the CAI-CLAC website
- Recognition at event

**Grand Prize Sponsor: \$100 (LIMIT 10)**

- Company name on event raffle tickets
- Company name on CAI-CLAC website

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## Hosting Chapters

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

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

### **Coachella Valley**

Mr. Callen Lockett, CED  
Phone: (760) 341-0559  
[clockett@cai-cv.org](mailto:clockett@cai-cv.org)  
[www.coachellavalleycai.org](http://www.coachellavalleycai.org)

### **Orange County Regional**

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

### **California North**

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

### **Greater Inland Empire**

Ms. DJ Conlon, CMCA, 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**

Mr. Richard Ybarra, CED  
Phone: (858) 836-1119  
[richard@cai-sd.org](mailto:richard@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, MBA, CMCA, CED  
Phone: (818) 500-8636  
[joan@cai-glac.org](mailto:joan@cai-glac.org)  
[www.cai-glac.org](http://www.cai-glac.org)

### **California Legislative Action Committee**

Ms. Wendy Van Messel, CMCA  
Administrator  
Phone: (888) 909-7403  
[office@caiclac.com](mailto:office@caiclac.com)  
[www.caiclac.com](http://www.caiclac.com)

### **Forum Headquarters**

Sheraton Universal Hotel  
333 Universal Hollywood Drive  
Universal City, CA 91608  
(818) 980-1212  
<https://www.starwoodmeeting.com/events/start.action?id=1703137611&key=154A2071>



# 2017 CAI Legal Forum: California Communities Sponsorship Commitment Form

Contact Name / Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

City / State / Zip \_\_\_\_\_

Web Address \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

### EXHIBITOR REGISTRATION:

- Exhibitor - \$795  Clues for CLAC \$50  Electricity Requested
- First Exhibitor Representative: (included) \_\_\_\_\_
- Second Exhibitor Representative: (additional fee of \$135) \_\_\_\_\_
- Third Exhibitor Representative: (additional fee of \$135) \_\_\_\_\_

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

### FORUM SPONSORSHIPS:

- |   |         |   |         |  |         |
|---|---------|---|---------|--|---------|
| <input type="checkbox"/> Event Sponsor*             | \$3,000 | <input type="checkbox"/> Name Badge Sponsor*  | \$1,750 | <input type="checkbox"/> Lanyard Sponsor*  | \$1,750 |
| <input type="checkbox"/> Parking Sponsor            | \$1200  | <input type="checkbox"/> Tote Bag Sponsor     | \$500   | <input type="checkbox"/> Lunch Sponsor     | \$500   |
| <input type="checkbox"/> Cocktail Reception Sponsor | \$375   | <input type="checkbox"/> Event App Sponsor Ad | \$250   | <input type="checkbox"/> Breakfast Sponsor | \$250   |

\*Additional Sponsor Representatives (only applicable to **Event, Name Badge and Lanyard Sponsors**)

- First Company Representative: (included) \_\_\_\_\_
- Second Company Representative: (included in **Event** sponsorship / additional fee of \$135 for all other sponsorship levels) \_\_\_\_\_
- Third Company Representative: (additional fee of \$135) \_\_\_\_\_

### CLAC BENEFIT FUNDRAISER SPONSORSHIPS:

- |   |         |                                       |       |   |       |
|---|---------|---------------------------------------|-------|---|-------|
| <input type="checkbox"/> Event Sponsor    | \$1,000 | <input type="checkbox"/> Bar Sponsor  | \$500 | <input type="checkbox"/> Souvenir Photo Sponsor | \$400 |
| <input type="checkbox"/> Attendee Sponsor | \$300   | <input type="checkbox"/> Food Sponsor | \$150 | <input type="checkbox"/> Grand Prize Sponsor    | \$100 |

### ADVERTISING (5" high x 7.5" high - Hi Res PDF format - at least 300 dpi):

- |  |       |  |       |   |       |
|--|-------|--|-------|---|-------|
| <input type="checkbox"/> Color Back Cover Ad | \$750 | <input type="checkbox"/> Color Inside Front Cover Ad | \$500 | <input type="checkbox"/> Color Inside Back Cover Ad | \$500 |
|--|-------|--|-------|---|-------|

**SPONSORSHIP/ADVERTISING SUBTOTAL: \$** \_\_\_\_\_

**TOTAL DUE: \$** \_\_\_\_\_

**PAYMENT METHOD:** Full payment must accompany this form. Please remit to: CAI / Attn: Crystal Wallace, 6402 Arlington Blvd., Suite 500, Falls Church, VA 22042 • Fax (240) 524-2424 • [payments@caionline.org](mailto:payments@caionline.org)

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

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

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

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

SIGNATURE \_\_\_\_\_

**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 (\$795), 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 \_\_\_\_\_