

## SoAZ-CAI 2012 Partnership Program

The SoAZ-CAI Partnership Program is intended to meet the growing needs of our industry professionals and businesses. There is truly a place for every member company in this program, and recent program updates allow Partners even more flexibility!

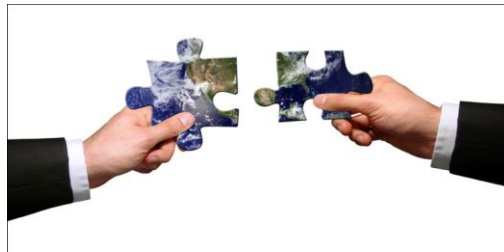


### Why Participate?

The program will provide you with continual exposure to our members and enable you to reach your business goals by increasing your presence in the community association market!

The purpose of the partnership program is twofold. First, participating companies will receive tremendous exposure in their target market. This is one of the most direct forms of promotion, advertising, and networking available to companies in the community association industry.

Second, the financial contributions of participating companies serve as a large part of the Chapter's operating capital and demonstrate a high level of support for SoAZ-CAI and the community association industry.



### Creating Exclusive Opportunities to Build Our Industry and Your Business...

#### Partner Benefits

Chapter Partners receive an unparalleled list of benefits. Many of the benefits are tangible, such as significantly enhanced advertising placements; Partner Dollars to spend on additional sponsorships, advertising or event registration; and special identification as Chapter Partners.

Many of the benefits come in the form of increased exposure and are perception based. Recognition as a Chapter Partner means that your company will be listed on signage at every event, listed in every piece of printed marketing material the Chapter develops, and offered repeated thanks and verbal recognition throughout the year.



#### Benefits to SoAZ-CAI

The Chapter receives tremendous financial support from our Chapter Partners and in turn is better able to work for the betterment and continuous advancement of the community association industry. Educational programs and networking opportunities are just a few of the benefits we all receive thanks to our Partners.

## More Value for your Dollars

2012 Benefactor will contribute \$3500 and receive the following value:

Base Sponsorship -	\$2500
2 Attendees per event -	\$396
Casino Sponsor -	\$500
Mini Tradeshow Booth -	\$350
2 Manager Memberships -	\$260
TOTAL -	\$4006 This is a savings of \$506

**Additional Benefits PRICELESS!**

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### Chapter Benefactor

**\$3500.00**

- Recognition at all Chapter events and programs, both verbal and on signage with company logo\*
- Recognition with company logo on marketing materials for all Chapter events and programs\*
- Prominent placement of company logo in each quarterly issue of Community Connection
- Annual profile in Company Connection including company logo\*
- Recognition on all event and program pages on the Chapter website with company logo\*
- Designation as Benefactor in our Online Membership Directory including ½ page ad and company profile
- List of program attendees after all events\*
- Casino Sponsorship and Mini Tradeshow booth included
- ½ page Mini Tradeshow advertisement (distributed to approximately 100 attendees)
- Premium placement of Mini Tradeshow booth (as space permits)
- At the conclusion of the 2012 Mini Tradeshow all Benefactors will have first opportunity to select the booth of their choice for the 2014 Tradeshow & Expo
- First opportunity to secure additional event sponsorships (limited time to act)
- Opportunity to place marketing materials at select Chapter events (at Chapter's discretion)
- Partner recognition name tags (2 per company) to wear at Chapter events
- Communication dedicated to Chapter partners
- Speaking opportunity at select Chapter events (at Chapter's discretion)
- Admission for 2 attendees per event
- Membership dues 2 Manager memberships that includes 2 designated events during the year (to be determined by the chapter) dedicated to networking between Partners of the Scholarship and recipients of the scholarship

### Chapter Patron

**\$2500.00**

- Recognition at all Chapter events and programs on signage with company name\*
- Recognition with company name on marketing materials for all Chapter events and programs\*
- Recognition on all event and program pages on the Chapter website with company name\*
- Designation as Patron in our Online Membership Directory including ¼ page ad
- List of program attendees after all major events
- Casino Sponsorship or Mini Tradeshow Booth included (must be chosen with Partnership registration)
- ¼ page Mini Tradeshow advertisement (distributed to approximately 100 attendees)
- First opportunity to secure additional event sponsorships, following Benefactors (limited time to act)
- Partner recognition name tags (1 per company) to wear at Chapter events
- Communication dedicated to Chapter partners
- Admission for 1 attendee per event
- Membership dues for 1 Manager membership that includes 1 designated event during the year (to be determined by the chapter) dedicated to networking between Partners of the Scholarship and recipients of the scholarship

## Chapter Supporter

**\$1250.00**

- Recognition at all Chapter events and programs on signage with company name\*
- Recognition with company name on marketing materials for all Chapter events and programs\*
- Recognition on all event and program pages on the Chapter website with company name\*
- Mini Tradeshow booth included
- First opportunity to secure additional event sponsorships, following Benefactors and Patrons (limited time to act)
- Partner recognition name tags (1 per company) to wear at Chapter events
- Communication dedicated to Chapter partners (specific times designated when CED is available only to Benefactor)
- Admission for 1 attendee per event

### **IMPORTANT INFORMATION**

**Payment Plan Option** – for your convenience you may pay for your Annual Partnership in three (3) equal installments due:

February 15, 2012

April 30, 2012

August 1, 2012

**A La Carte Options** – for those choosing not to become Partner Benefactors the following can be purchased separately.

**Casino Event Sponsor - \$1000.00**

**Mini Tradeshow Booth - \$700.00**

**Lunch Partner - \$250.00 per luncheon** (this is for Patron and Supporter's wishing to Partner additional luncheons during the year)

**Legal Forum – \$175.00**(additional for all partners)

**A La Carte Options may be purchased at any time during the year.**

#### **Notes:**

Partner is responsible for providing all program and marketing materials in a timely manner.

In the event that fire, strike, natural disasters or other circumstances beyond the control of CAI cause an event to be cancelled, refunds for the specific contracted event will be given.

### **CAI SUITCASING POLICY**

CAI has a no-tolerance policy regarding "suitcasing," which describes the practice of companies or individuals, who are not event sponsors, soliciting sales or other business by the distribution of their companies' brochures or other promotional literature or gifts at a CAI program or event. This includes solicitation in the lobby, parking lot or other portion of the facility at which the event is being held. The no-suitcasing policy includes a prohibition against non-sponsoring companies representing their services or soliciting conference participants for non-CAI social activities.

**Disclaimer:** SoAZ-CAI Partners must maintain current membership in CAI separate from their Chapter Partnership. For membership information please visit [www.caionline.org](http://www.caionline.org)

# 2012 Partnership Program Registration Form

## General Information (Please Print or Type)

Company: \_\_\_\_\_

Primary Contact: \_\_\_\_\_ E-mail: \_\_\_\_\_

Billing Contact: \_\_\_\_\_ E-mail: \_\_\_\_\_

Address: \_\_\_\_\_

Suite/P.O. Box: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Web site: \_\_\_\_\_

## Names to appear on Partner recognition name tags:

(Benefactor – two, Patron – one – Additional Partner recognition name tags available for \$15.00 each)

1. \_\_\_\_\_ 3. \_\_\_\_\_

2. \_\_\_\_\_ 4. \_\_\_\_\_

2012 Chapter Partnership Package	Rate
_____ Chapter Benefactor	\$3500.00
_____ Chapter Patron	\$2500.00
_____ Chapter Supporter	\$1250.00

## Billing Preference

\_\_\_\_\_ Payment in Full      \_\_\_\_\_ Two equal payments      \_\_\_\_\_ Three equal payments

## Payment

\_\_\_\_\_ Check Enclosed (Made payable to SoAZ-CAI)

\_\_\_\_\_ Visa, MasterCard, American Express

Card Number \_\_\_\_\_

Card Expiration \_\_\_\_\_ Card Security Code \_\_\_\_\_

Card Holder's Name \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

With my signature below, I affirm that I am authorized to make the above commitment on my company's behalf. I have read and understand the benefits associated with this partnership and agree to pay in accordance with SoAZ-CAI payment terms. I understand that this form becomes a contract when signed.

Authorized Signature \_\_\_\_\_ Date \_\_\_\_\_