



T.E.A.M.

Together Everyone Achieves More



2025 MARKETING OPPORTUNITIES





T.E.A.M.

Together Everyone Achieves More

PRESIDENT'S *Message*

Welcome to Team CAI!

As the old adage goes, "Teamwork makes the dream work!" As your 2025 CAI Greater Los Angeles Chapter Board President, I am committed to elevating the sense of team and belonging within our profession.



**AMY
YANKAUSKAS**

Together Everyone Achieves More—T.E.A.M.!

In my 19 years in the property management field, with 6 of those years dedicated to the CID industry, one thing has always stood out: we cannot succeed without our team! Business Partners, Community Association Volunteer Leaders, and Community Managers all depend on each other for success. CAI GLAC has been instrumental in bringing us together, fostering long-lasting relationships, and encouraging both professional and personal growth through education, social networking events, and advocacy.

I am thrilled to serve our Chapter in this role and to focus on the core pillars of CAI: Connecting Communities through education, advocacy, and service. When we approach these initiatives with teamwork at the forefront, the benefits are immeasurable.

Conducting business with inclusivity, equity, and diversity as our guiding principles allows for a broader range of opinions and input. This ensures that everyone feels valued and included as a vital part of our collective success.

Let's continue to work together, support one another, and make 2025 a year of exceptional achievement and connection for CAI GLAC.

Thank you for being an integral part of Team CAI!

Sincerely,

Amy Yankauskas

Amy Yankauskas
2025 Chapter Board President
CAI Greater Los Angeles Chapter



**Physical address and mailing address
for chapter events only.**

CAI Greater Los Angeles Chapter

1010 N Central Ave, Suite 316

Glendale, CA 91202

818-500-8636

memberservices@cai-glac.org

**Mailing address for membership dues.
Do not send them to the chapter office.**

CAI Membership Applications and Dues

PO Box 748562

Atlanta, GA 30374-8562

payments@caionline.org

(888) 224-4321

www.cai-glac.org

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2025 CAI-GLAC Calendar

- Webinars ■ Social Events
■ In-Person Education ■ Board / CAI

JANUARY

- 7 CAI Social Club
- 10 Board Meeting
- 14 Manager Webinar
- 22 Luncheon & Mini Expo (Skirball Cultural Center)
- 29-31 CAI Law Seminar

FEBRUARY

- 4 HOA Webinar
- 7 Board Meeting
- 12 PCAM Reception (Downtown LA)
- 26 Breakfast & Mini Expo (Valencia)

MARCH

- 7 Board Meeting
- 8 Awards Gala (Biltmore Hotel, Downtown LA)
- 17-21 CID Law Course (Virtual)
- 26 Luncheon & Mini Expo (Torrance)

APRIL

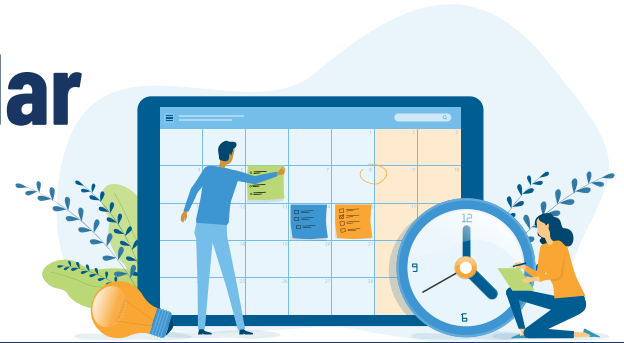
- 4 Board Meeting
- 8-9 Leadership Summit
- 15 HOA Webinar
- 30 CMCA Review & Mini Expo

MAY

- 2 Board Meeting
- 7-10 CAI National Conference (Orlando, FL)
- 13 CAI Social Club
- 17, 24 Board Leadership Development Workshop (Virtual)
- 28 Luncheon & Mini Expo (Skirball Cultural Center)

JUNE

- 6 Board Meeting
- 13 Dodgers Night (Dodger Stadium)
- 25 Manager Boot Camp



JULY

- 18 Board Retreat
no chapter events

AUGUST

- 1 Board Meeting
- 5 CAI Social Club
- 12 Reverse Trade Show
- 19 HOA Webinar
- 25 Golf Tournament (Porter Ranch)

SEPTEMBER

- 5 Board Meeting
- 12 Annual Expo
- 17-20 CAI CEO-MC
- 23 Manager Webinar

OCTOBER

- 3 Board Meeting
- 4, 11 Board Leadership Development Workshop (Virtual)
- 7 Tricks of the Trade
- 29 Luncheon & Mini Expo (Skirball Cultural Center)

NOVEMBER

- 4 HOA Webinar
- 7 Board Meeting
- 12 Luncheon & Mini Expo (Downtown LA)
- 19 CAI Social Club

DECEMBER

- 2 Manager Webinar
- 5 Board Meeting

cai-glac.org/events

Sponsorship Levels

Chapter Partner Titanium +\$6,000	Titanium \$10,000+	Platinum \$8,000+	Gold \$6,000+	Silver \$4,000+	Bronze \$2,000+
Website Recognition Logo on Home page and Sponsorships page Individual "Partner Spotlight" blog post	Website Recognition Name/level on Sponsorships page	Website Recognition Name/level on Sponsorships page	Website Recognition Name/level on Sponsorships page	Website Recognition Name/level on Sponsorships page	Website Recognition Name/level on Sponsorships page
Magazine Recognition Logo listed in Chapter Partner section in all issues Individual "Partner Spotlight" 1-page feature in one issue	Magazine Recognition Name/level listed in Sponsors section of all issues	Magazine Recognition Name/level listed in Sponsors section of all issues	Magazine Recognition Name/level listed in Sponsors section of all issues	Magazine Recognition Name/level listed in Sponsors section of all issues	Magazine Recognition Name/level listed in Sponsors section of all issues
Social Media Recognition Individual company with logo thanked in a post	Social Media Recognition Titanium sponsors listed and thanked in a post				
Chapter Partner Event Recognition Partner logos on sign near registration at all events Partner logos on all event fliers			To be included in the Sponsor Levels, a member must place their 2025 Marketing Opportunities order by January 31, 2025. A 5% discount will be given on 2025 Marketing Opportunities orders paid in full by January 31, 2025. (Minimum order \$4000.)		
Newsletter/Event Promo Email Recognition Partner logos included in every email blast					
Name Badge Recognition Chapter Partner designation & logo for all reps			NON-MEMBERS All sponsorships in this brochure are shown with the CAI-GLAC member rate. If you are not a member and would like to inquire about the non-member rates, contact the Chapter at memberservices@cai-glac.org or (818) 500-8636.		

Chapter Partner Program

The Chapter Partner Program is available for participation by Titanium Sponsors. It gives Chapter Partners an extraordinary level of recognition throughout the year and includes exclusive benefits not available through any other means.



Chapter Partner Program Package | \$6,000

6 available (no more than 2 per business category)

Exclusive Benefits

- » First choice for initial 2025 Marketing Opportunities orders
- » One (1) extra rep ticket for all sponsored luncheons/ breakfasts and Expo
- » Premium exhibit location for all sponsored luncheons/breakfasts and Expo
- » Premium Listing upgrade in the Online Membership Directory
- » “Chapter Partner” recognition and logo in all newsletters and event promo emails
- » “Chapter Partner” recognition on all event pages and signage at events
- » “Chapter Partner” designation and logo on name badge at all events for all reps
- » “Chapter Partner” recognition and logo on website homepage and Chapter Sponsors page
- » “Chapter Partner” recognition in print publications
- » “Partner Spotlight” post on social media for each partner
- » “Partner Spotlight” blog post for each partner
- » Recognition in Chapter video played for the Zoom waiting room

Annual Sponsorships

Annual Sponsorships increase the exposure of your company all year long in unique ways.

Lanyard Sponsor | \$3,000

1 available

- » We will use your branded lanyards at all in-person events throughout the year.

Bag Sponsor | \$3,000

1 available

- » Your branded bags will be available at the registration desk for all luncheons/breakfasts and the golf tournament, or you can opt to hand out the bags yourself. Sponsor provides the branded bags. (This is a buyout of all individual Bag Sponsorships in the 2025 Marketing Opportunities for a savings of \$500.) Additionally, your logo will be included on the Expo bag along with the other Expo Bag Sponsors.

Membership Campaign Sponsor | \$500

4 available

- » Help our chapter achieve its membership goals and reach more of the Los Angeles HOA community. This sponsorship helps fund the prizes for the annual membership campaign and supports recruitment efforts. It includes:
 - » Company logo on all membership campaign promotions
 - » Recognition in Chapter video played for the Zoom waiting room
 - » Company logo in the Membership Minute section of the magazine
 - » Sponsors may also participate in awarding the membership campaign prizes

Community Outreach Sponsor | \$500

4 available

- » Your contribution supports the activities of the Community Outreach Committee's quarterly service projects that help residents throughout LA County. This sponsorship includes:
 - » Company logo on all Community Outreach promotions
 - » Company logo on the 2025 Community Outreach banner used at all outreach events
 - » Recognition in all magazine articles about Community Outreach activities

Digital Sponsorships

All CAI-GLAC members receive a basic listing in one category as a benefit of membership. Upgrade your listing to increase your visibility in the directory.

Online Membership Directory Upgrades

Basic Listing | Included with membership

» Includes primary contact and link to company website.

Enhanced Listing | \$500/year

» Includes primary contact, link to company website, search logo, company description, staff roster, and additional categories.

Premium Listing | \$1,000/year

» Includes primary contact, link to company website, search logo, company description, staff roster, additional categories, photo gallery, and videos.

Save \$1,000 when you buy the whole year; 12 months for \$5,000.

Save \$1,000 when you buy the whole year; 12 months for \$5,000.

Save \$300 when you buy the whole year; 12 months for \$1,500.

Display Sponsorships

eNewsletter Sponsor | \$500/month

» Three (3) per month available
» For one month, your logo/link will be included on every newsletter and event promotion email.

Website Sponsor Leaderboard Ad | \$500/month

» Five (5) per month available
» For one month, your 728x90 leaderboard ad will be displayed run-of-site in the website header

FOCUS Magazine Digital Edition Sponsor | \$150/month

» One (1) per month available
» Sponsor the online edition of FOCUS Magazine. Your logo/link will appear at the top of the magazine page on the website.

Davis Stirling Code Sponsor | \$500/year

» Sponsor the Davis Stirling code of your choice. Your logo/link will appear at the top of the selected code section for the year.

Trade Shows and Educational Events



JANUARY 22

Skirball Cultural Center

FEBRUARY 26

Valencia Breakfast

MARCH 26

Torrance

MAY 28

Skirball Cultural Center

OCTOBER 29

Skirball Cultural Center

NOVEMBER 12

Downtown LA

Mini Expos & Luncheons (one is a Breakfast!) are the best way to connect with managers and homeowners. The event starts with a one-hour trade show followed by a meal and education program, with 140-190+ attendees at each event, with at least 40% managers and homeowners. All event sponsors receive the attendee contact list after the event.

Mini Expos - Luncheons/Breakfasts

EXHIBITING SPONSORSHIPS

Standard Exhibitor

Table | \$700

30 available

- » 6-ft exhibitor table
- » One (1) attendee included, with the option to purchase one (1) additional business partner ticket (based on availability)
- » Company name listed on event page and in promotions

Parking Sponsor | \$500

1 available

- (for select dates only)
- » One exhibitor can guarantee more visitors to their table by purchasing the parking sponsorship.
- » Additional promotion and signage as the Parking Sponsor
- » Hand out parking validations at your table

CLAC Sponsor | \$100

5 available

- » Exhibitors reserve a premium location for your exhibitor table; attendees reserve a prime seat location; or simply donate to CLAC
- » Proceeds go to the CA Legislative Action Committee (CLAC)

EVENT SPONSORSHIPS

Title Sponsor | \$1000

1 available

- » We will change the title of the event to include your company name: "Educational Luncheon presented by Company Name" on the event page and all event promotions and signage
- » A table of ten (10) attendees is included (no more than 3 business partners at the table)

Table Host Sponsor | \$600

- » Host a table of ten (10) attendees (no more than 3 business partners at the table)
- » Company name listed on event page and in promotions

Bag Sponsor | \$500

1 available

- » Sponsor provides branded bags to be available to all attendees at the registration desk (sponsor may choose to hand them out at registration)
- » Sponsor may provide an insert for the bag
- » Company name listed on event page and in promotions
- » Includes one (1) attendee

Centerpiece Sponsor | \$500

1 available

- » Company logo placed on table centerpieces with QR code to sponsor's website
- » Sponsor may provide an additional giveaway to be placed near the centerpieces
- » Company name listed in event page, promotions, and on signage
- » Includes one (1) attendee

Trade Shows and Educational Events



SEPTEMBER 12
Location TBD

The annual Community Expo is our biggest trade show of the year, with more exhibitors, more attendees, and more education than any other event! This is our most well-attended in-person event by HOA board members and managers. Only sponsoring business partners may attend. If you are only exhibiting at one event this year, make it this one. All event sponsors receive the attendee contact list after the event.

Annual Community Expo

EXHIBITING SPONSORSHIPS

Premium Exhibitor Booth | \$1,400

10 available

- » 10'x10' booth
- » Two (2) attendees for the Expo and the business partner education sessions
- » Company name listed on event page and in promotions

Standard Exhibitor Table | \$900

80 available

- » 6-ft exhibitor table
- » Two (2) attendees for the Expo and the business partner education sessions
- » Company name listed on event page and in promotions

Demonstration Stage Time Slot | \$500 NEW

10 available

- » Exhibitors can secure a 12-minute time slot on the new Demonstration Stage to showcase their products or services to the Expo crowd. The Demonstration Stage schedule will be included in the printed Expo program and each demonstrating exhibitor will be announced to the entire Expo hall before they start.
- » 12-minute exhibition slot
- » 1 additional attendee
- » Speakers, mic, screen, projector, and electrical hookups provided
- » Company name included on event page, promotions, and signage

Parking Sponsor | \$1,000

2 available

- » Guarantee more visitors at your booth by purchasing the parking sponsorship.
- » Additional promotion and signage as the Parking Sponsor
- » Hand out parking validations at your booth

Trade Shows and Educational Events

Annual Community Expo (cont'd)

EVENT SPONSORSHIPS

Title Sponsor | \$3,000

1 available

- » We will change the title of the event to include your company name: "Community Expo presented by Company Name" on the event page and all event promotions and signage
- » Includes Premium Exhibitor Booth (value \$1400)
- » Includes three (3) attendees total

Photo Sponsor | \$1,000

2 available

- » Company logo on all souvenir photos from the event
- » Company name listed on event page and in promotions
- » Includes one (1) attendee

Printed Program Sponsor | \$1,000

1 available

- » Your full-page color ad will be featured on the back cover of the printed program
- » Company name listed on event page and in promotions
- » Includes one (1) attendee

Bag Sponsor | \$500

5 available

- » Company logo on bag given to attendees
- » Sponsor may provide an insert for the bag
- » Company name listed on event page and in promotions
- » Includes one (1) attendee

EDUCATION SPONSORSHIPS

Keynote Sponsor | \$1,000

1 available

- » Company name included on event page, promotions, and signage
- » Company logo featured on keynote sessions sign
- » Company rep given 1 minute to address the keynote audience
- » Company rep introduces the keynote speaker(s)

Education Sponsor | \$500

6 available (1 per breakout session)

- » Company name included on event page, promotions, and signage
- » Company logo featured on sponsored breakout sessions sign
- » Company rep given 1 minute to address the breakout session audience
- » Company rep introduces the session speaker(s)

FOOD & BEVERAGE SPONSORSHIPS

Bar Sponsor | \$500

4 available

- » Company logo on signage near the service area
- » Company name included on event page, promotions, and signage
- » Includes one (1) attendee

Lunch Sponsor | \$500

4 available

- » Company logo on signage near the service area
- » Company name included on event page, promotions, and signage
- » Includes one (1) attendee

Dessert Sponsor | \$500

2 available

- » Company logo on signage near the service area
- » Company name included on event page, promotions, and signage
- » Includes one (1) attendee

Trade Shows and Educational Events



APRIL 30
Playa Vista

This is a day-long free event for managers studying for the CMCA exam. The CMCA is the first certification managers earn from CAI. A light breakfast is served before the education program begins. During the lunch break, there is an hour-long trade show for exhibiting sponsors. All event sponsors receive the attendee contact list after the event.

CMCA Review & Mini Expo

EXHIBITING SPONSORSHIPS

Standard Exhibitor Table | \$700

- 25 available
- » 6-ft exhibitor table
- » One (1) attendee included, with the option to purchase one (1) additional ticket - for the expo/lunch portion of the day
- » Company name listed on event page and in promotions

CLAC Sponsor Table Upgrade | \$100

- 5 available
- » Reserve a premium location for your exhibitor table
- » Proceeds go to the California Legislative Action Committee (CLAC)

FOOD & BEVERAGE SPONSORSHIPS

Breakfast Sponsor | \$500

- 2 available
- » Company logo on signage near the service area
- » Company name included on event page, promotions, and signage
- » Includes one (1) attendee for the breakfast portion of the day



Trade Shows and Educational Events



APRIL 8-9

Location TBD

This award winning educational program was developed specifically for management company CEOs and executives. It is two days of advanced education with a cocktail reception on the first night. Only sponsoring business partners may attend this exclusive event. All sponsors receive the attendee contact list after the event.

Executive Leadership Summit

EVENT SPONSORSHIPS

Event Sponsor | \$2,800

15 available

» Includes one (1) ticket for a rep to attend both days of the summit, including the opening cocktail reception and attendance at the educational sessions alongside the management executives. Company name listed on all event invitations, signage, and promotions. Company description and rep bio included in the printed program.

Networking Sponsor | \$1,000

10 available

» Includes one (1) ticket to the opening cocktail reception. Company name listed on all event invitations, signage, and promotions.

Printed Program Sponsor | \$1,000

1 available

» Get your full-page color ad on the back cover of the printed program. Ticket not included.

Trade Shows and Educational Events



AUGUST 12
Location TBD

In this reverse trade show, the management companies are the exhibitors and the business partners come to you. Meet the Managers will be held in person and filled with networking, food, games, and prizes. We're still working out the details for this one, but it will include speed-dating style appointments for business partners to meet with management companies. This is worth 1 CEU for managers. All attendees will receive the attendee list after the event.

Meet the Managers

Management Company
Exhibitors | Complimentary

25 available

» Each management company office will have a table with two (2) high-level managers. If you have more than one office, you can have more than one table. Managers who attend will receive a \$50 gift card.

Business Partner
Attendees | \$500

50 available

» As an attendee, your company will receive tickets for two (2) reps and will receive an assigned time slot to meet with the managers at each management company table. You're asked to provide one piece of educational material to hand out to all management company attendees, and a \$50 gift card. You may also bring a small gift valued under \$25 to hand out to the managers.

One-Hour Webinars



JANUARY 14
SEPTEMBER 23
DECEMBER 2

Manager webinars provide professional development and education for managers only. All sponsors receive the attendee contact list after the event.



FEBRUARY 4
APRIL 15
AUGUST 19
NOVEMBER 4

HOA Webinars provide education for homeowners and board managers. Managers are welcome to attend as well for continuing education credit. All sponsors receive the attendee contact list after the event.

Manager Webinars

Title Sponsor | \$500

1 available

» We will change the title of the event to include your company name: "Manager Webinar presented by Company Name" on the event page and all event promotions. Sponsors may have one (1) rep attend and receive 60 seconds of time before the program for their video promotion or live introduction. Includes logo on all event promotions.

Education Sponsor | \$400

4 available

» Sponsors may have one (1) rep attend and receive 60 seconds of time before the program for their video promotion or live introduction. Includes logo on all event promotions.

Gift Card Sponsor | \$80

10 available

» Help fund gift card giveaways for each webinar. Includes logo on all event promotions.

HOA Webinars

Title Sponsor | \$500

1 available

» We will change the title of the event to include your company name: "HOA Webinar presented by Company Name" on the event page and all event promotions. Sponsors may have one (1) rep attend and receive 60 seconds of time before the program for their video promotion or live introduction. Includes logo on all event promotions.

Education Sponsor | \$400

4 available

» Sponsors may have one (1) rep attend and receive 60 seconds of time before the program for their video promotion or live introduction. Includes logo on all event promotions.

Gift Card Sponsor | \$80

10 available

» Help fund gift card giveaways for each webinar. Includes logo on all event promotions.

Virtual Workshops



JUNE 25

The Manager Boot Camp is a special half-day workshop that is free for managers and is the most well-attended manager event. All sponsors receive the attendee contact list after the event.

Manager Boot Camp

Education Sponsor | \$500

10 available

» Sponsors may have one (1) rep attend and receive 60 seconds of time before one of the education blocks for their video promotion or live introduction. Includes logo on all event promotions.

Gift Card Sponsor | \$80

20 available

» Help fund gift card giveaways for this workshop. Includes logo on all event promotions.



**TWO CONSECUTIVE SATURDAYS
9 AM - 12 PM**

**MAY 17, 24
OCTOBER 4, 11**

The Board Leadership Development Workshop is CAI's certificate course for HOA board members. California CAI chapters use an augmented curriculum that includes California law. This is one of the best ways to reach homeowners and board members. All sponsors receive the attendee contact list after the event.

Board Leadership Development Workshop

Education Sponsor | \$500

4 available

» Sponsors may have one (1) rep attend and receive 60 seconds of time before the program for their video promotion or live introduction. Includes logo on all event promotions.

Gift Card Sponsor | \$80

10 available

» Help fund gift card giveaways for each webinar. Includes logo on all event promotions.

Virtual Workshops



MONDAY, WEDNESDAY,
FRIDAY, 9 AM - 12 PM

MARCH 17-21

California chapters of CAI present an 8-hour, in-depth study of California laws governing common interest development for managers and HOA boards. All sponsors receive the attendee contact list after the event.

Common Interest Development Law Course

Education Sponsor | \$500

4 available

» Sponsors may have one (1) rep attend and receive 60 seconds of time before the program for their video promotion or live introduction. Includes logo on all event promotions.

Gift Card Sponsor | \$80

10 available

» Help fund gift card giveaways for each webinar. Includes logo on all event promotions.

Fundraisers and Social Events



JANUARY 7
MAY 13
AUGUST 5
NOVEMBER 19

New this year! CAI Social Club is a quarterly happy hour event that brings together members in a fun, relaxed atmosphere. The 2024 Holiday Happy Hour was postponed to January 2025 and will kick off this new series of events. All sponsors receive the attendee contact list after the event.

CAI Social Club

Title Sponsor | \$1,000

1 available

» We will change the title of the event to include your company name: "CAI Social Club presented by Company Name" on the event page and all event promotions and signage. Includes tickets for two (2) reps to attend.

Gift Sponsor | \$500

1 available

» Opportunity to provide a special gift to all attendees, in line with the theme of the event. Company name included on event page, promotions, and signage. One (1) attendee included.

Event Sponsor | \$500

5 available

» Company name included on event page, promotions, and signage. One (1) attendee included.



FEBRUARY 12
Downtown LA

PCAM is the highest level of certification a manager can receive. Join the Chapter Board of Directors in honoring the PCAM designees at this special event. This is an exclusive opportunity to network with over 30 of the most experienced managers and management company executives. Only sponsoring business partners may attend. All sponsors receive the attendee contact list after the event.

PCAM Reception

Title Sponsor | \$1,500

1 available

» We will change the title of the event to include your company name: "PCAM Reception presented by Company Name" on the event page and all event promotions and signage. Opportunity to provide a special gift to all attendees. One (1) attendee included.

Event Sponsor | \$1,000

10 available

» Company name included on event page, promotions, and signage. Opportunity to provide a special gift to all attendees. One (1) attendee included.

Fundraisers and Social Events

**JUNE 13****Dodgers Stadium**

This event is B-A-N-A-N-A-S! It sells out faster every year. Take your clients out to a game, network with friends, and highlight your company with a sponsorship. Sponsors get early access to buy additional tickets. Attendance 150 (but we're trying to add more tickets this year). All sponsors receive the attendee contact list after the event.

Dodgers Night

SPONSORSHIPS

Title Sponsor | \$2,500

1 available

» We will change the name of the event to "Dodgers Night presented by Company Name" included on all event promotions, on signage at the event, and in the magazine. Includes two (2) tickets.

Peanuts Sponsor | \$1,500

1 available

» Company logo on bags of peanuts given to attendees. Company name listed in all events promotions, on signage, and in the magazine. Includes one (1) ticket.

Tailgating Sponsor | \$1,000

10 available

» The bar sponsor and food sponsor have been combined into this one sponsorship. Company name listed in all events promotions, on signage, and in the magazine. Includes one (1) ticket.

Souvenir Sponsor | \$1,000

6 available

» Company logo on a souvenir giveaway for all attendees. Past giveaways have included a seat cushion and personal fan. Company name listed in all events promotions, on signage, and in the magazine. Includes one (1) ticket.

Attendee Options**NEW**

» This year, if you purchase a Dodgers Night sponsorship you can pre-order up to 10 additional tickets at this price. (Price subject to change after January 1, 2025.)

Game Tickets | \$219

Fundraisers and Social Events



MARCH 8
Millennium
Biltmore,
Downtown LA

Welcome to the Enchanted Forest, this year's annual Awards Gala. Highlight your company and show your support for our exceptional members and volunteers who went above-and-beyond to meet the needs of this industry during 2024. Attended by nearly 300 members and guests, the Awards Gala includes dinner, dancing, awards, casino games, and door prizes. All sponsors receive the attendee contact list after the event.

Awards Gala

EVENT SPONSORSHIPS

Title Sponsor | \$5,000

2 available

» We will change the title of the event to include your company name: "Awards Gala presented by Company One Name and Company Two Name" on the event page and all event promotions and signage. Sponsor given time at the event to address all attendees, and participate in the awards presentation. Includes one table for ten (10) attendees.

Enchanted Forest Sponsor | \$1,000

NEW

8 available

» Help us turn the majestic Biltmore Hotel into an enchanted forest. With this sponsorship, you will be assigned a particular area of the event to decorate with an enchanted forest theme. As the sponsor, you will provide all of the greenery and decor required to achieve your vision. Company name listed in all event promotions, on signage in your assigned area, and in the magazine. Includes one (1) ticket.

Floral Crown

Sponsor | \$2,000

NEW

1 available

» This unique sponsorship allows you to set up a table or station in the registration area and provide floral crowns (flowers or ivy, etc.) to all attendees. Chapter provides the crowns. Company name listed in all event promotions, on signage in your assigned area, and in the magazine. Includes one (1) ticket.

Centerpiece Sponsor | \$2,000

1 available

» All dinner table centerpieces will have your company name and logo displayed on them. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket.

Photo Sponsor | \$2,000

2 available

» Company logo on all souvenir photos from the event. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket. Two available; sponsors must be in different service categories.

Fundraisers and Social Events

Awards Gala *(cont'd)*

Entertainment Sponsor | \$2,000

1 available

- » Company logo on signage near the entertainment stage. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket.

Craps Table Sponsor | \$2,000

2 available

- » Company logo on signage at one of the two craps tables. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket.

Playing Cards Sponsor | \$2,000

1 available

- » Opportunity to provide branded playing cards for all card gaming tables. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket.

Casino Chips Sponsor | \$2,000

1 available

- » Opportunity to provide branded casino chips. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket.

Blackjack Table Sponsor | \$1,000

10 available

- » Company logo on signage at all of the blackjack tables. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket.

Printed Program Sponsor | \$1,000

1 available

- » Get your full-page color ad on the back cover of the printed program. Includes one (1) ticket.

Parking Sponsor | \$1,000

1 available

- » Company logo on signage near the valet stand or inside the venue. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket.

FOOD AND BEVERAGE SPONSORSHIPS

Champagne Sponsor | \$2,000

1 available

- » Company-branded champagne station in the registration area. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket.

Cocktail Reception Sponsor | \$2,000

4 available

- » Company logo on cocktail napkins. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) ticket.

Attendee Options **NEW**

- » This year, if you purchase an Awards Gala sponsorship you can pre-order additional tickets to the Awards Gala at this price. (Price subject to change after January 1, 2025.)

Table of 10 | \$2,799

- » Reserve a table of 10. Your company name and logo will be displayed on a sign on the table, along with the names of your guests.

4 Tickets | \$899

- » Save \$97 over the single ticket price.

1 Ticket | \$249

CLAC Fast Pass | \$100 **NEW**

15 available

- » The CLAC Fast Pass is a special wristband that sends you to the front of the line at the cocktail bar. All proceeds go to the California Legislative Action Committee.

Fundraisers and Social Events



AUGUST 25

Porter Valley
Country Club,
Porter Ranch

Tee Time Tailgate Tournament

It's a tailgate party! The golf tournament is a great time for all and an important fundraiser for the chapter. Deepen relationships with your clients out on the links. All sponsors receive the attendee contact list after the event.



Golf Tournament

EVENT SPONSORSHIPS

Title Sponsor | \$3,000

1 available

» We will change the name of the event to "Golf Tournament presented by Company Name" included on all event promotions, on signage at the event, in each golf cart, and in the magazine. Includes a Tee Sponsor with two (2) banquet tickets.

Tee Sponsor | \$1,000

17 available

» Host one of the holes on the golf course. Go all out with your set-up. Decorate your space according to the "tailgate party" theme. Choose a sport and team. Bring tailgate-style food and drinks. Sponsors will be provided with one 6-foot table, 2 chairs, and 2 box lunches. Electric access not provided; generators allowed. Company name listed in all event promotions, on signage, and in the magazine. Includes two (2) banquet tickets.

Photo Sponsor | \$1,500

2 available

» Company logo on all souvenir photos from the event. Company name listed in all event promotions, on signage, and in the magazine. Two available; sponsors must be in different service categories. Includes one (1) banquet ticket.

Printed Program

Sponsor | \$1,000

1 available

» Get your full-page color ad on the back cover of the printed program. Includes one (1) banquet ticket.

Centerpiece Sponsor | \$500

1 available

» All banquet table centerpieces will have your company name and logo displayed on them. Company name listed in all event promotions, and in the magazine. Includes one (1) banquet ticket.

Golf Towel Sponsor | \$500

1 available

» Opportunity to provide branded golf towels for each golfer. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

Fundraisers and Social Events

Golf Tournament *(cont'd)*

Golf Ball Sponsor | \$500

1 available

- » Opportunity to provide branded golf balls for each golfer. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

Visor Sponsor | \$500

1 available

- » Opportunity to provide branded visors for each golfer. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

Personal Fan Sponsor | \$500

1 available

- » Opportunity to provide battery-operated personal fans for each golfer. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

Bag Sponsor | \$500

1 available

- » Opportunity to provide branded bags for each golfer to hold all their gifts and goodies from the day. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

FOOD AND BEVERAGE SPONSORSHIPS

Breakfast Sponsor | \$1000

2 available

- » Sponsors may have a 6-foot table in the breakfast area. Company logo on signage near the breakfast buffet. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

Lunch Sponsor | \$1000

2 available

- » This sponsorship is one of the best kept secrets of the golf tournament! Sponsors may have a 6-foot table in the lunch area. Company logo on signage near the lunch truck. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

Beverage Cart Sponsor | \$1500

2 available

- » Company name beverage cart. Sponsor provides driver to deliver beverages to 9 holes on the course. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

Bloody Mary Sponsor | \$1000

1 available

- » Sponsor provides drinks and servers at the Bloody Mary bar in the breakfast area. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

Cocktail Hour Sponsor | \$1000

4 available

- » Company logo on cocktail napkins or signage near the bar. Company name listed in all event promotions, on signage, and in the magazine. Includes one (1) banquet ticket.

Banquet Sponsor | \$500

4 available

- » Company name listed in all event promotions, on signage in the banquet area, and in the magazine. Includes one (1) banquet ticket.

Attendee Options

- » This year, if you purchase a golf tournament sponsorship you can pre-order foursomes as well.

Foursome | \$1000

- » Includes a round of golf for four, golf cart, breakfast, lunch, and banquet.

Print Advertising

2025-26 Membership Directory

Once again we are partnering with E&M Consulting to publish the 2025-2026 directory.



12 MONTHS OF EXPOSURE



COST EFFICIENT



REACH YOUR AUDIENCE

The Membership Directory is an indispensable tool for all members. Don't miss out on an entire year's advertising and the opportunity to stand out from your competitors by advertising or enhancing your company's listing!

NEED DESIGN HELP?

Ad Creation: \$39-\$149

Ad Change: \$39-\$99

*Cost based on ad size

FOR MORE INFORMATION

Sales Department
800.572.0011

advertising@eandmsales.com

LEARN MORE ABOUT E&M CONSULTING

*Please call us at 800-572-0011, fax 952-448-9928, or email optout@emconsultinginc.com to opt-out of future communications. Please be sure to include your company name and the title of the publication. Such requests will be honored within a reasonable time from the date of the request.

SIGN UP HERE TO ADVERTISE IN DIRECTORY



<https://www.reserveyourad.com/CAIGLAC/>

ADVERTISING RATES FOR 5.5 X 8.5 SPIRAL PUBLICATION:

PREMIUM AD SPOTS		COLOR
Back Cover		\$1,999
Inside Covers (Front or Back)		\$1,799
Facing Page to Inside Covers		\$1,799
Full Page Tab		\$1,699
1/2 Page Tab		\$1,399
DISPLAY ADS		COLOR
Full Page		\$1,399
1/2 Page		\$1,199
Business Card Color		\$679

ADDITIONAL FEATURES:

ENHANCED LISTING*	RATE
Boxed Listing	\$219
Boxed Listing with Logo	\$319
Boxed Listing with Logo & 50 word bio	\$419
Shaded Boxed Listing with Logo & 50 word bio	\$519

*To participate with an enhanced listing, I understand I or my Company must be an active member with the association/chamber at the time the publication prints. If I am not an active member, I authorize E&M to create an advertisement to run an ad in the publication (or if I already have one a secondary ad) or provide a digital link in replacement of the enhanced listing.

DIRECT MAIL INSERT	RATE
Postcard (2-Sides)	\$2,099

Print Advertising

Focus Magazine

Once again we are partnering with E&M Consulting to publish the 2025 quarterly issues of FOCUS Magazine.



VIEW PAST ISSUES



Click here to see past issues that reached thousands of viewers!

DEADLINES

SPRING

AD DEADLINE: February 14
EST. DELIVERY: Late March

SUMMER

AD DEADLINE: May 16
EST. DELIVERY: Late June

FALL

AD DEADLINE: August 15
EST. DELIVERY: Late September

WINTER

AD DEADLINE: November 7
EST. DELIVERY: Mid-December

SPECIFICATIONS

COLOR SPACE: Full Color

FREQUENCY: Quarterly

BINDING: Saddle-Stitch

TRIM SIZE: 8.375" x 10.875"

AD DELIVERY:

Email press-ready art to
magazine@eandmsales.com

FOR MORE INFORMATION

SALES DEPARTMENT

tf. 800.572.0011

advertising@eandmsales.com

WHY ADVERTISE IN THE FOCUS MAGAZINE?



REACH

CEOs, Presidents, Directors, Purchasing Agents and Senior Management at Community Management companies and industry business partners.



4,200

Print and online versions of Focus reach 4200+ readers annually with multiple ways to be seen.



TARGETED

Focus magazine is a recognized and targeted industry publication with established readership and trusted content.

SIGN UP HERE TO ADVERTISE IN MAGAZINE



<https://www.reserveyourad.com/CAIGLAC/>

AD RATES ALL RATES LISTED ARE PER ISSUE

AD SPECS (Width by Height)

COLOR ADS	1 ISSUE	4 ISSUES	WEB LINK	VERTICAL	HORIZONTAL
Back Cover	\$1,499	\$1,399	\$279	N/A	8.625" x 8.375"
Inside Covers	\$1,399	\$1,299	\$279	8.625" x 11.125"	N/A
Facing Inside Covers	\$1,299	\$1,199	\$279	8.625" x 11.125"	N/A
Full Page	\$1,099	\$999	\$279	8.625" x 11.125"	N/A
1/2 Page	\$699	\$599	\$279	3.625" x 10"	7.5" x 5"
1/4 Page	\$499	\$399	\$279	3.625" x 5"	N/A
Direct Mail (2-Sided)	\$1,599	\$1,599	N/A	Trim Size: 4" x 6" Bleed Spec: 4.25" x 6.25"	Trim Size: 6" x 4" Bleed Spec: 6.25" x 4.25"

DIGITAL BANNER	1 ISSUE	4 ISSUES	WEB LINK	AD SPECS
Double Side Banner Package	\$999	\$899	INCLUDED	Two @ 833 x 3583 pixels
Splash Page	\$799	\$799	INCLUDED	4167 x 2084 pixels
Full Side Banner	\$599	\$499	INCLUDED	833 x 3583 pixels
Double Box	\$499	\$399	INCLUDED	833 x 2363 pixels
Single Box	\$399	\$299	INCLUDED	833 x 1146 pixels
GIF Upgrade*	\$400	N/A	N/A	Length: 10 seconds Frames: 3 max

*Once you have purchased a print or digital advertisement, the GIF Animation Upgrade will allow your image or text to animate in the Digital Edition of the magazine.

Suitcasing Policy

CAI-GLAC holds educational and networking events and encourages business partner members to exhibit at or sponsor these events. In some cases, business partner members can purchase a ticket to attend without sponsoring or exhibiting. In these cases, CAI-GLAC has a no-tolerance policy regarding “suitcasing,” which describes the practice by non-sponsoring companies or individuals of soliciting sales or sales leads during Chapter events, including social activities. Non-exhibiting/non-sponsoring business partners participating in the event as attendees or speakers are prohibited from activities such as soliciting business or passing out business cards or marketing flyers during sessions. It is acceptable to provide a business card to another attendee upon request, to share information about your company’s services when asked by another attendee, or to schedule a meeting with a prospective client to be held outside of the hours of the CAI-GLAC event.

Need help with your sponsorship order?

Schedule a 30-minute call with the Chapter Executive Director to review your business goals and discuss the sponsorships that would be a good fit for your company. Use this link: <https://calendly.com/caiglac/30min>

IMPORTANT DATES

- | | |
|---------------------------|---|
| September 30, 2024 | » Marketing opportunities brochure published |
| | » Webinar preview of brochure (available on CAI-GLAC YouTube) |
| October 7, 2024 | » Online order form opens |
| January 31, 2025 | » Last day for 5% paid in full discount on orders over \$4000 |
| | » Last day for sponsorship orders to count for sponsor levels |
| | » Order form closes - all sponsorships will be sold a la carte online |

Order Form

THIS IS A SAMPLE ORDER FORM.

The live form will be available on the Marketing Opportunities page of the website starting October 7, when orders open.

CHAPTER PARTNER PROGRAM - Page 3

Become a Chapter Partner \$6,000

ANNUAL SPONSORSHIPS - Page 4

Lanyard Sponsor \$3,000

Bag Sponsor \$3,000

Membership Campaign Sponsor \$500

Community Outreach Sponsor \$500

DIGITAL SPONSORSHIPS - Page 5

Enhanced Directory Listing \$500

Premium Directory Listing \$1,000

eNewsletter Sponsor \$500 x _____ mos...

Jan	Feb	Mar	Apr	May	Jun
Jul	Aug	Sep	Oct	Nov	Dec

Website Leaderboard Sponsor \$500 x _____ mos...

Jan	Feb	Mar	Apr	May	Jun
Jul	Aug	Sep	Oct	Nov	Dec

Stirling Davis Code Sponsor \$500 x _____

Which code number(s) do you want to sponsor?

FOCUS Digital Sponsor \$150 x _____

Jan	Feb	Mar	Apr	May	Jun
Jul	Aug	Sep	Oct	Nov	Dec

TRADE SHOWS AND EDUCATION

Annual Community Expo - Page 7

Title Sponsor \$3,000

Exhibiting Sponsor - Table \$900

Exhibiting Sponsor - Booth \$1,400

Demonstration Stage Slot \$500

Photo Sponsor \$1,000

Printed Program Sponsor \$1,000

Parking Sponsor \$500

Centerpiece Sponsor \$500

Bag Sponsor \$500

Keynote Sponsor \$1,000

Education Sponsor \$500

Bar Sponsor \$500

Lunch Sponsor \$500

Dessert Sponsor \$500

Educational Luncheons/Breakfasts - Page 8

Jan	Feb	Mar	May	Oct	Nov
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Title Sponsor \$1,000

Exhibiting Sponsor \$700

Table Host Sponsor \$600

Parking Sponsor \$600

Bag Sponsor \$600

Centerpiece Sponsor \$600

CLAC Sponsor \$100

CMCA Review & Mini Expo - Page 6

Exhibiting Sponsor \$700

Breakfast Sponsor \$500

Executive Leadership Summit - Page 10

Event Sponsor \$2,800

Networking Sponsor \$1,000

Printed Program Sponsor \$1,000

Reverse Trade Show - Page 11

Management Company Exhibitor \$0

Business Partner Attendee \$500

VIRTUAL EDUCATION

Manager Webinars - Page 12

Jan	Sep	Nov
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Title Sponsor \$500

Education Sponsor \$400

Gift Card Sponsor \$80

HOA Webinars - Page 12

Feb	Apr	Aug	Nov
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Title Sponsor \$500

Education Sponsor \$400

Gift Card Sponsor \$80

Manager Boot Camp - Page 13

Education Sponsor \$500

Gift Card Sponsor \$80

LIVE FORM AVAILABLE ON WEBSITE OCTOBER 7:

 www.cai-glac.org/marketing-opportunities/**Board Leadership Workshops** - Page 13

	May	Oct
Education Sponsor	\$500	
Gift Card Sponsor	\$80	

CID Law Course - Page 14

Education Sponsor	\$500
Gift Card Sponsor	\$80

FUNDRAISERS & SOCIAL EVENTS**CAI Social Club** - Page 15

	Jan	May	Aug	Nov
Title Sponsor				\$1,000
Event Sponsor				\$500
Gift Sponsor				\$500

PCAM Reception - Page 15

Title Sponsor	\$1,500
Event Sponsor	\$1,000

Dodgers Night - Page 16

Title Sponsor	\$2,500
Peanuts Sponsor	\$1,500
Souvenir Sponsor	\$1,000
Tailgating Sponsor	\$1,000
Game Tickets	\$219

You can purchase up to 10 tickets in addition to your sponsorship.

Awards Gala - Page 17

Title Sponsor	\$5,000
Enchanted Forest Sponsor	\$1,000
Floral Crown Sponsor	\$2,000
Centerpiece Sponsor	\$2,000
Photo Sponsor	\$2,000
Craps Table Sponsor	\$2,000
Playing Cards Sponsor	\$2,000
Casino Chips Sponsor	\$2,000
Blackjack Table Sponsor	\$600
Entertainment Sponsor	\$2,000
Printed Program Sponsor	\$1,000

Awards Gala (continued)

Parking Sponsor	\$1,000
Champagne Sponsor	\$2,000
Cocktail Reception Sponsor	\$2,000
Table Host Sponsor	\$2,799
1 Ticket	\$249

Golf Tournament - Page 19

Title Sponsor	\$3,000
Tee Sponsor	\$1,000
Photo Sponsor	\$1,500
Printed Program Sponsor	\$1,000
Centerpiece Sponsor	\$500
Golf Towel Sponsor	\$500
Ball Sponsor	\$500
Personal Fan Sponsor	\$500
Visor Sponsor	\$500
Bag Sponsor	\$500
Breakfast Sponsor	\$1,000
Lunch Sponsor	\$1,000
Beverage Cart Sponsor	\$1,500
Bloody Mary Sponsor	\$1,000
Cocktail Hour Sponsor	\$1,000
Banquet Sponsor	\$500
Foursome	\$1,000

PRINT ADVERTISING**2025-26 DIRECTORY** Page 21**FOCUS MAGAZINE** Page 22

We are partnering with E&M Consulting to publish our 2025-2026 Directory and 2025 quarterly issues of FOCUS magazine.

Click on link below to order print advertising:

<https://www.reserveyourad.com/CAIGLAC/>

Please email E&M Consulting for any questions.
advertising@eandmsales.com

Sponsorship Agreement and Payment Consent

This form will be available as an online form starting on October 7 and must be completed along with the order form when you submit your order.

As a sponsor of the CAI Greater Los Angeles Chapter, I agree to:

- Keep my membership with CAI current and in good standing
- Pay my invoices on time
- Abide by chapter policies, including the [Member Code of Ethics](#), the [Event Code of Conduct](#), and the [Suitcasing Policy](#).
- Provide the chapter with a high resolution version of my logo
- Maintain up-to-date contact information in the chapter database (log into the website to update)

I will pay for this order by:

Check (payable to CAI-GLAC, 1010 N Central Ave., Suite 316, Glendale, CA 91202)

Credit Card

I understand that even if I am paying by check I need to keep a current credit card on file with the chapter, and that if I do not pay any invoice within 30 days of the event date or effective date of the sponsorship or advertising, the chapter will charge the invoice to my credit card.

CREDIT CARD INFORMATION

Account Type: Visa MasterCard American Express Discover

Cardholder Name: _____

Account Number: _____ CVV2: _____

Expiration Date: _____ Billing Zip Code: _____

Signature below constitutes sponsor/advertiser agreement to the terms and conditions outlined herein including payment in full of the referenced costs in accompanying order form.

Signature: _____ Date: _____

Printed Name: _____

Company: _____

Email: _____

Phone Number: _____

Terms & Conditions

By signing you agree to all of the following conditions: Benefits, opportunities and applicable credits are subject to change without notice. Should an event be canceled entirely, payment for the event shall be fully refunded or a credit offered. Neither the facility nor CAI shall be liable for failure to perform its obligations under this contract due to strikes, acts of God, or any cause beyond its control. Prepayment is required to guarantee all sponsorships and advertising. Some sponsorships are limited to a specific quantity. All sponsorships are on a first-come, first-serve basis.

Payment in Full

If your order contains a sponsorship package or totals more than \$4,000 and you pay in full, due by January 31, 2025, a 5% discount will be applied to your entire order. If payment is received after that date, the discount will be removed and you will be billed for the difference.

Payment Plans

The chapter strongly prefers payment in full. If your order totals more than \$4000 and you need a payment plan, please contact the chapter office after submitting your order. At their discretion, the chapter may allow you to pay your bill in three installments with your first payment due by January 31, 2025. Subsequent payments will be due March 1 and April 1. Charges will be divided based on event date or effective date for sponsorships and advertising.

Refund Policy

- No registration refunds or credits given after registration closes.
- No sponsorship or advertising refunds or credits given within 30 days of the event date or advertising deadline.
- Non-refundable registrations and sponsorships may be transferred to another member.
- Sponsorships or advertising canceled at least 30 days before an event will result in a credit that must be used in 2025.
- If a refund is issued, a 3% fee will be subtracted from the amount regardless of the form of payment.

Invoices Due

- All event invoices must be paid in full at least 30 days prior to the event date or your registration or sponsorship may be canceled.
- All advertising invoices must be paid in full by the advertising deadline or your ad order may be canceled.
- Overdue invoices may prevent you from purchasing additional registrations, sponsorships, or advertising.

Termination & Cancellation

CAI-GLAC may terminate this agreement immediately on written notice to the sponsor/advertiser, if the sponsor/advertiser fails to pay the amount due to CAI-GLAC in accordance with the payment provisions of this agreement. If the sponsor/advertiser fails to pay the amount due, CAI-GLAC reserves the right to redirect any payments received for other purposes to the outstanding invoice and to purchased and paid-for items that have yet to be fulfilled by CAI-GLAC.