



# INDUSTRY PARTNER MEMBERSHIP

## Connect to grow your business!

As an industry partner, your CACM membership provides you with exclusive access to showcase your business and expertise to more than 2,000 community managers and executives from across California. As the number one provider of California-specific education for community managers, CACM provides you with a unique opportunity to brand your company as a "go-to" provider within California. You also can show your dedication to professionalism by earning the CCIP certification.

### Benefit From Focused Marketing

CACM is the only organization in California whose membership is comprised entirely of community association managers and industry partners. At CACM events, managers have the freedom to ask questions, share challenges and find solutions without the concern of their board members being present. CACM Industry Partners value this open dialogue and find that their interactions with managers provides a more focused marketing opportunity that brands them as a trusted resource.

### Pursue California-Specific Education and Certification

Becoming a California Certified Industry Partner (CCIP) shows you are knowledgeable in how community associations operate, and the role community managers, boards and service providers play in achieving operational success. You will learn ethical guidelines to apply when working with community managers and homeowners' associations. This also helps you stand out, providing a marketing advantage as you talk to clients.

### Gain Unmatched Visibility

CACM is proud that your membership dollars provide you statewide coverage of your marketing efforts. Unlike other organizations that require individual chapter dues and have their own set of sponsorships for you to commit to, CACM has one membership fee that allows you the freedom to use your marketing dollars in any (or all) regions of the state.

### Build Authentic Industry Relationships

You offer a unique perspective on the industry and opportunities to solve complex issues that managers face on a day-to-day basis. Simply put, the industry needs you! CACM ensures that industry partners meet managers in an environment that clears the path for deeper, more meaningful connections.

CACM IS WHERE THE COMMUNITY  
MANAGEMENT INDUSTRY'S  
LEADING INDUSTRY PARTNERS  
HAVE ALWAYS TURNED TO MAKE  
CONNECTIONS AND SHOWCASE  
THEIR PRODUCTS AND SERVICES.  
NOW CACM BRINGS YOU EVEN MORE  
VALUE BY OFFERING INDUSTRY  
SPECIFIC BUSINESS SOLUTIONS  
FOR YOUR ORGANIZATION'S  
MOST CRITICAL NEEDS.

CACM IS THE ONLY ORGANIZATION  
THAT ADVOCATES ON BEHALF OF  
MANAGERS AND MANAGEMENT  
COMPANIES IN SACRAMENTO.

# BENEFITS

MAKE CONNECTIONS AND PROMOTE YOUR BUSINESS

Industry Partner Membership Benefits	Industry Partner Plus Annual Cost \$1300	Industry Partner Annual Cost \$650
Member Logo Usage	✓	✓
myCommunity e-newsletter for Industry Partners	✓	✓
Vision Digital Magazine	✓	✓
Statewide & Regional Marketing/Networking Opportunities <i>(up to \$2,300 savings over chapter organizations)</i>	✓	✓
More than 50 Events & Courses Annually To Sponsor Providing Visibility	✓	✓
Digital Sponsorship Opportunities in Vision, Law Journal, myCommunity e-newsletter for Managers, the annual Resource Guide Member Directory	✓	✓
Opportunity to Reach Managers through Email Marketing Campaigns, Social Media	✓	✓
Exhibition Booth Opportunities <i>(up to \$700 savings)</i>	✓	✓
Industry Partner Services Directory Basic Listing on CACM Website <i>(\$300 savings)</i>	✓	✓
Industry Partner Services Directory Listing Enhancements* on CACM Website <i>(\$400 savings)</i>	✓	
\$500 Savings towards One Educational Forum Sponsorship	✓	
Priority Booth Registration Opportunity	✓	
Priority Sponsorship Opportunities	✓	
Complimentary 30-day Standard Banner Ad <i>(up to \$225 savings)</i>	✓	
Digital Recognition as Industry Partner Plus Member	✓	
Access to Group 401(k) Plan through CACM	✓	✓
Educational and Professional Development Guidance	✓	✓
Access to California Certification for Industry Partners (CCIP)	✓	✓
<b>POTENTIAL SAVINGS</b>	<b>\$2,700 or more!</b>	<b>\$1,620 or more!</b>

\* Prices and benefits are subject to change.  
*\*Includes one listing with logo, one page flyer/brochure, videos, bios, and social media links with the opportunity to purchase additional enhancements.*

## HAVE QUESTIONS?

Reach out to us at [membership@cacm.org](mailto:membership@cacm.org). We would be happy to walk you through how CACM can assist you in connecting you to grow your business.

## COMPETING EVENTS

CACM believes in the power of collaboration and works diligently to provide all members with exceptional opportunities to network at our events. Members who partner with CACM in sponsoring these events ensure that managers' expectations are exceeded, while receiving the recognition they deserve. When events, albeit from members or non-members, take place during (and in close proximity to) CACM events with the intent of driving CACM attendees to a non-CACM sponsored activity, it is seen as direct competition. No member, exhibitor, agent of exhibitors, employee, sponsor, associate, successor, heir or assign, may schedule any non-CACM sponsored activity, including but not limited to a hospitality suite, party (on or off event premises), activity, or any similar event during a scheduled CACM event. CACM reserves the right to decline participation in future events for individuals or companies in violation of this provision, at the sole discretion of CACM. It is CACM's goal (and preference) to bring all members together. If you have a desire to provide event attendees of any CACM event an elevated activity or experience, please reach out to us at [events@cacm.org](mailto:events@cacm.org). We are happy to come alongside you in determining what will create the most value for all involved.



[cacm.org](http://cacm.org)

*With nearly 3,000 members, CACM is California's premier association serving individual community managers, management companies and industry partners.*

*CACM provides a broad range of services that promote professionalism and help to solve the industry's most pressing needs including education, credentialing, compliance, networking and marketing opportunities, legislative advocacy and specialized business solutions.*

Follow @CACMchat



**California Association of Community Managers, Inc.**

23461 South Pointe Dr. | Ste. 200 | Laguna Hills, CA 92653  
949.916.2226

# CACM Industry Partner Member Application

We hereby apply for annual Industry Partner membership in the California Association of Community Managers, Inc. It is our understanding that an industry partner member is a non-voting colleague, working within the community association industry and that membership represents one company only.

## MEMBERSHIP LEVEL

Industry Partner \$650  
 Industry Partner Plus \$1,300

## SERVICE CATEGORIES

- |                                     |                                    |
|-------------------------------------|------------------------------------|
| Access Controls                     | Mail Services                      |
| Accountants                         | Mailbox Products & Installation    |
| Air Conditioning & Heating Services | Maintenance & Repairs              |
| Animal Control Services             | Maintenance Manuals & Consulting   |
| Architects                          | Management Software Solutions      |
| Asphalt Manufacturer                | Mold Specialists                   |
| Asphalt Repair & Paving             | Paint Manufacturers & Consultants  |
| Assessment Collection Services      | Painting Contractors               |
| Attorneys                           | Parking Enforcement                |
| Awnings                             | Patio Furniture & Restoration      |
| Billing Documents & Services        | Pest Control Services              |
| Biohazard Remediation               | Pet Waste Products & Removal       |
| Cable Communication Services        | Playground Products & Services     |
| Charity Partner                     | Plumbing & Boiler Repairs          |
| Chimney Repairs & Services          | Pool Maintenance & Services        |
| Community Association Consulting    | Pool Repair & Resurfacing Services |
| Computer Products & Services        | Power Washing & Steam Cleaning     |
| Concrete Products & Services        | Printing & Publications            |
| Construction Defect Analysis        | Rain Gutters                       |
| Decking Products & Services         | Recreation Facility Services       |
| Dry Rot Repair & Replacement        | Repipe Services                    |
| Election Administration             | Reserve Study Firms                |
| Electrical Contractors              | Restoration Services - Emergency   |
| Elevator Products & Services        | Restoration Services - Structural  |
| Employment Services & Consulting    | Restroom Restoration               |
| Energy Solutions Provider           | Risk Management                    |
| Engineering Services/Consultants    | Roof & Water Consultant            |
| Environmental Consultants           | Roofing Contractors                |
| Environmental Products & Services   | Roofing Products & Services        |
| Fencing, Gates & Doors              | Security Services & Systems        |
| Financial Management                | Seismic Retrofitting               |
| Financial Services                  | Sewer/Septic Cleaning              |
| Fire Safety                         | Shade Covers                       |
| Fitness Equipment & Services        | Siding Products & Services         |
| Flooring                            | Signs                              |
| Foreclosures                        | Slurry Seal, Sealcoat & Striping   |
| Garage Doors                        | Solar Products & Services          |
| General Contractors                 | Stormwater Service & Maintenance   |
| Graffiti Removal                    | Street Sweeping Services           |
| Green Products & Services           | Termite Control Services           |
| Hazardous Materials Management      | Towing Services                    |
| Inspections & Reports               | Tree Services                      |
| Insurance Agency                    | Utility Auditors                   |
| Insurance Valuations                | Vendor Compliance                  |
| Internet Services                   | Waste Management & Services        |
| Investment Counselors               | Waste Removal Services             |
| Janitorial Services                 | Water Feature Maintenance          |
| Lake & Stream Management            | Water Management & Services        |
| Landscape Consulting                | Water Truck Service                |
| Landscape Design Services           | Waterproofing                      |
| Landscape Maintenance               | Weatherproofing                    |
| Landscape Materials & Supplies      | Window Cleaning Services           |
| Leak Prevention & Detection         | Window Replacement                 |
| Lighting Services                   |                                    |

Don't see your category? No problem. Share your category with CACM.

## MEMBERSHIP DUES

CACM industry partner membership dues are based on a calendar year and payable every July 1. Should you join in a month other than July, your annual membership dues will be prorated accordingly. If you pay by credit card, you will be charged only the prorated amount. If you pay by check, any overpayment will be credited to your account to apply towards your renewal. All members must have their dues paid in full to be considered a "member in good standing" and eligible for member discounts and benefits.

## PRIVACY STATEMENT

By applying for membership, you consent to receive emails, faxes, and other electronic communications, as well as direct mail, related to CACM membership events, and to products and services of CACM and other select third parties. You also agree while membership may provide you access to lists from CACM databases, you will use those lists only in accordance with their express terms, and not for commercial purposes. You also agree to respect CACM service marks and trademarks, and use the CACM brand and credentials in accordance with association approved standards and policies.

## PHOTO RELEASE

Member grants permission to CACM and its agents to utilize member's image, likeness and/or sound recordings for its legitimate business purposes in perpetuity. If you do not wish CACM to use your name, image or likeness, please contact communications@cacm.org.

## PLEASE FILL IN ALL FIELDS BELOW (\* indicates mandatory fields)

### BUSINESS DETAIL

COMPANY\* \_\_\_\_\_

HOW DID YOU HEAR ABOUT US?

Social Media    Referral/Word of Mouth    Events    Search Engine    Online Ads    Other

Referral Name \_\_\_\_\_

### CORPORATE/DIRECTORY ADDRESS

STREET ADDRESS\* \_\_\_\_\_

CITY\* \_\_\_\_\_ STATE\* \_\_\_\_\_

ZIP/POSTAL CODE\* \_\_\_\_\_ COUNTRY\* \_\_\_\_\_

BUSINESS PHONE/EXT\* \_\_\_\_\_ DIRECTORY EMAIL\* \_\_\_\_\_

WEBSITE\* \_\_\_\_\_ FACEBOOK LINK \_\_\_\_\_

TWITTER LINK \_\_\_\_\_ LINKEDIN LINK \_\_\_\_\_

COUNTY OR COUNTIES SERVED\* \_\_\_\_\_

PRIMARY CATEGORY OF SERVICE (CHOOSE ONLY ONE) \_\_\_\_\_

### MAIN CONTACT FOR THE COMPANY

FIRST\* \_\_\_\_\_ MI \_\_\_\_\_ LAST\* \_\_\_\_\_

TITLE\* \_\_\_\_\_

BIRTHDAY: MONTH AND DAY ONLY \_\_\_\_\_

SERVICE REGIONS \_\_\_\_\_

MAIN CONTACT EMAIL\* \_\_\_\_\_ MOBILE PHONE\* \_\_\_\_\_

### MARKETING CONTACT FOR THE COMPANY

FIRST\* \_\_\_\_\_ MI \_\_\_\_\_ LAST\* \_\_\_\_\_

TITLE\* \_\_\_\_\_

MAIN CONTACT EMAIL\* \_\_\_\_\_ MOBILE PHONE\* \_\_\_\_\_

SERVICE REGION FOR MARKETING CONTACT: \_\_\_\_\_

### ONSITE/PHYSICAL ADDRESS

CHECK BOX IF SAME AS CORPORATE ADDRESS

STREET ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_

ZIP/POSTAL CODE \_\_\_\_\_ COUNTRY \_\_\_\_\_

PREFERRED MAILING ADDRESS:    CORPORATE    ONSITE

### PAYMENT METHOD (please check one)

Amex    Discover    Mastercard    Visa

Please email a credit card receipt to: \_\_\_\_\_

CARD NUMBER \_\_\_\_\_ CVV \_\_\_\_\_

EXPIRATION DATE \_\_\_\_\_ BILLING ZIP CODE \_\_\_\_\_

CARDHOLDER NAME (PRINT CLEARLY) \_\_\_\_\_

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



Memberships are not transferable and dues are not refundable. A \$100 reinstatement fee will be charged to process lapsed memberships. Failure to supply payment and all information requested may delay processing of membership.

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