

**2019 OCTOBER EXPO**

**ATTENTION BUSINESS PARTNERS—  
RESERVE YOUR BOOTH SPACE TODAY!**

CHESAPEAKE  
REGION CHAPTER  
**community**  
ASSOCIATIONS INSTITUTE

# MEETINGS GONE WILD

★ **Leading Your Board Out of Chaos** ★

The Chesapeake Region Chapter of the Community Association Institute (CAI) is hosting its Annual Symposium & Expo

SPONSORSHIPS AVAILABLE

**NO Company Service Vehicles are allowed to park in the front parking lot at Martin's West**

**Tuesday, October 22, 2019 • 8:00 am–4:00 pm • Martin's West • Baltimore, MD**

Reserve a booth in the ***Business Providers Showcase*** which enables managers, board members and homeowner volunteers to meet with:

- Painting contractors
- HVAC maintenance contractors
- Attorneys
- Insurance companies
- Landscapers
- Accountants
- Reserve specialists
- Pool companies
- Roofing companies
- All Business Partners are welcome

The Business Partner that sponsors the most Homeowners and Managers to attend the Expo Event wins a \$100 gift card!



**BOOTH APPLICATION** →



**See inside for details on how your company can participate...**

***"It was an overall great experience and great exposure!"***

# MEETINGS GONE WILD

## ★ Leading Your Board ★ Out of Chaos

### RESERVE YOUR BOOTH SPACE

Have a booth in the **Business Providers Showcase** which enables managers and volunteer leaders to meet with painting contractors, pool companies, HVAC maintenance contractors, insurance reps, attorneys, landscapers, reserve specialists, roofing companies, & more.

#### How Can Business Partners Be Involved in this Important Event?

Product and Service Providers and Professionals will have an opportunity to display their products and literature, networking with business owners, homeowners and association managers in the Business Providers Showcase.

Property Managers and other Principal Decision Makers will be on hand to review the latest available products and services to support the needs of the communities that they serve.

#### Who Should Be An Exhibitor?

Any company or business professional representing products and services valuable to community associations should participate. If your product or service is applicable to any portion of a residential community, you won't want to miss this event.

#### Who Will Attend?

- Board Members
- Homeowners
- Managers

**Booth Space Available**

**There are a limited number of booth spaces available.**

***First come, first served!***

#### What is the Chapter's "suitcasing policy"?

CAI/CRC has a no-tolerance policy regarding "suitcasing", which describes the unauthorized practice of a non-exhibiting company's representative or an individual soliciting any amount or type of sales or business anywhere in the Expo facility including but not limited to on the tradeshow floor, in the aisles, hallways or in the lobbies, and/or representing any of his services or products, current or future, to facility or conference staff, attendees and/or participants. Distribution and/or display of literature, business cards, signs, or any other promotional items are restricted to the Exhibit Hall and Expo facility and may only be distributed by participating

exhibiting companies and their authorized representatives. Unauthorized distribution of literature, business cards, signs, promotional items and the like is prohibited. Complaints about suitcasing are to be directed to the Chapter Expo Manager at the time of the perceived violation. The Expo Monitor Team and the Chapter Executive Director will determine if a violation has occurred in their sole discretion at the time. Violators will be directed to leave the Expo facility and will be escorted out by the Chapter Expo Manager. The Board of Directors reserves the right to implement additional measures to address the violation of above policy as deemed appropriate.



## LOOK LIKE A HERO!



Vendors will have the opportunity to buy additional tickets for their customers and colleagues to attend this event. Attendee invitation will be available this summer.

Tuesday, October 22, 2019 • 8:00 am–4:00 pm • Martin's West • Baltimore, MD

# Meetings Gone Wild—Leading Your Board Out of Chaos

<p><b>6:00–7:45 am*</b> Vendors setup their table display <b>(DISPLAYS MUST BE SET-UP BY 8:00 AM, LATE SET-UP PROHIBITED!! FINES IMPOSED.)</b></p> <hr/> <p><b>8:00–9:15 am</b> Continental Breakfast and Early Bird Preview of the Expo</p> <hr/> <p><b>9:15–11:00 am</b> General Session Program for Attendees</p> <hr/> <p><b>11:00–11:15 am</b> Legislative Update</p>	<p><b>11:15 am–1:00 pm</b> Expo and Lunch in the Exhibit Area (Prize Drawings at 12:45 pm)</p> <hr/> <p><b>1:00 pm–2:15 pm</b> Vendors break down their displays</p> <hr/> <p><b>1:15–2:15 pm</b> Afternoon Concurrent Sessions</p> <hr/> <p><b>2:30 pm–4:00 pm</b> Wrap Party! <b>VENDORS WELCOME!</b></p> <hr/> <p><b>4:00 pm–5:00 pm</b> Vendors may continue dismantling exhibits</p>
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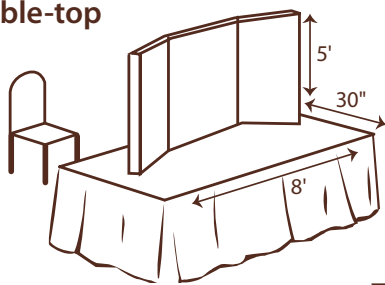
**PLEASE NOTE** \*If a vendor arrives to set up after 8:00 am, they will NOT be eligible to receive the early bird rate for a table-top or booth in 2020. They MUST wait until 9:15 am to set up. Any violators found setting up between 8:00 am–9:15 am (during the show opening) (see Official Rules and Regulations of the Exhibitor Contract) will be assessed \$250.

**IMPORTANT!** An application to participate is enclosed with this brochure. **Payment must accompany this application form in order for the reservation to be valid. Vendors may choose their table space; however, it will be on a first come, first served basis.** Send application and payment to the Chesapeake Region Chapter Office.

The Business Partner that sponsors the most Homeowners and Managers to attend the Expo Event wins a \$100 gift card!

**COST TO PARTICIPATE:**

**Option 1: Table-top**



**Table-top**

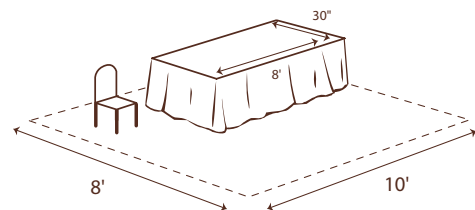
CAI Member ( <b>before</b> July 26) .....	\$725.00
CAI Member ( <b>after</b> July 26) .....	\$825.00
Non-CAI Member .....	\$1,075.00

**SAVE BY BOOKING BEFORE THE EARLY BIRD DEADLINE!**

**THE TABLETOP AND BOOTH FEES INCLUDE:**

- One—8'x30" draped table and chair
- One ticket for the Presentation, Lunch and Wrap Party

**Option 2: 8'x10' Booth**

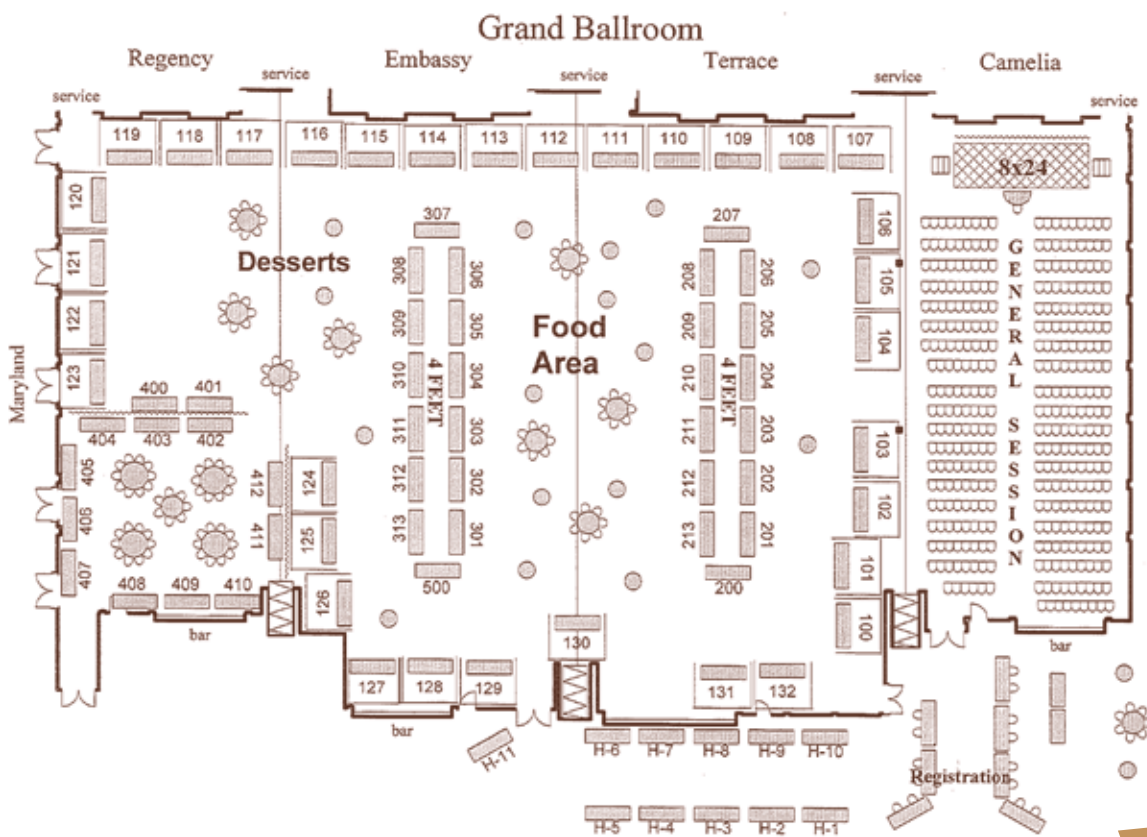


**8'x10' Booth**

CAI Member ( <b>before</b> July 26) .....	\$875.00
CAI Member ( <b>after</b> July 26) .....	\$975.00
Non-CAI Member .....	\$1,225.00

**NON-CAI MEMBER BOOTH APPLICATIONS WILL BE CONSIDERED AFTER JULY 26, 2019**

**Please note: Electricity will only be available with the 8'x10' Booth Space. Fee is \$30.00 for a 110v outlet.**



**IMPORTANT!!  
VENDOR SETUP**

\*\*If a vendor arrives to set up after 8:00 am, they will NOT be eligible to receive the early bird rate for a table-top or booth in 2020. They MUST wait until 9:15 am to set up. Any violators found setting up between 8:00 am–9:15 am (during the show opening) (see Official Rules and Regulations of the Exhibitor Contract) will be assessed \$250.

*Vendors may select the table/booth location of their choice. Please be sure to list a 2nd and 3rd choice in case your selection is not available.*

**Best Booth Competition!  
Give us your Best Booth Display & Win!**



The Community Associations Institute (CAI), Chesapeake Region Chapter, is a non-profit association created in 1973 and dedicated to fostering vibrant, responsive and competent community associations. Their mission is to assist communities in promoting harmony, community and responsible leadership.

**COMMENTS FROM LAST YEAR'S ATTENDEES**

- "This is always a great event! Great vendors and a great networking day!"
- "Very well organized & very useful! I look forward to attending again next year!"

**COMMENT FROM LAST YEAR'S VENDOR**

- "Participation in the CAI Expo is always very worthwhile!"

**LOCATION**

**Martin's West**

6817 Dogwood Road, Baltimore, MD 21244  
410-944-9433

Take I-695 to Exit 17, Security Boulevard-West. Turn right on Belmont Avenue. Follow Belmont Avenue approximately 1/2 mile and Martin's West will be on your left, facing the Baltimore Beltway.