



2012 Marketing Opportunities

Include the Channel Islands Chapter of CAI in your 2012 Marketing Budget... It is the ideal opportunity to make the most of your membership and see the return on your investment all year long!

***To Receive Discounted Rates,
please respond by January 13, 2012.***



America's Advocate for Responsible Communities

CAI - Channel Islands Chapter's 2012 Marketing Opportunities

The Channel Islands Chapter of CAI is dedicated to helping you build your business in the Community Association industry. As the chapter continues to grow, we are looking forward to once again providing you with opportunities to develop essential relationships that can help you increase your business.

Enclosed are the sponsorship and advertisement opportunities for 2012 including advertising information for the chapter magazine, Channels of Communication and the 2012-2013 Membership Directory. **We are pleased to announce both the Channels magazine and Membership Directory are now in FULL COLOR with most of the ad rates remaining the same as the 2011 rates!**

Make the most of your membership by becoming one of our exclusive Platinum, Gold, Silver or Bronze sponsors and receive:

- Recognition at every chapter event
- Company name in the Channels magazine (4 issues) and Membership Directory
- Company name on the chapter website
- Invitation for one of your company reps to attend an exclusive complimentary **'Keys to Success' Breakfast** where manager chapter members will give you guidance on how to market to our Board Member and Manager Members in the chapter. Plus you will have the opportunity to bring your marketing materials and exhibit display to hear their feedback. This breakfast will be held in the first quarter of 2012.
- Plus the opportunity to receive a discount at the amounts stated below. **Please note: Some opportunities count toward reaching your 'Total Amount Spent' but will not have the discount applied to them. In order to receive the following discounts, payment must be received with the one or two payment plan. (See payment form on page 9 for details)**

<u>Sponsorship Level</u>	<u>Total Amount Spent</u>	<u>Discount</u>
Platinum	\$6,000 +	10%
Gold	\$4,500	7.5%
Silver	\$2,500	5.0%
Bronze	\$1,000	0.0%

To qualify for the Platinum, Gold, Silver or Bronze sponsorship levels and receive these incentives, your marketing plan must be received by January 13, 2012. To complete your marketing plan, please fill out the forms on pages 8-9 and return with payment to the Chapter Office:

CAI-Channel Islands Chapter
PO Box 3575
Ventura, CA 93006
Fax: 805-658-1732 or email leah@cai-channelislands.org

****Please Note:** Marketing opportunities are for the members of CAI Channel Islands Chapter with the exception of the Golf Classic, Community Faires and chapter magazine. (see those pages for non-member pricing) Pre-payment is required to guarantee all sponsorships and advertising. Cancellation of a contract will result in a \$25 administrative fee if cancelled before 90 days prior to the event or advertising deadline. No refunds will be given for sponsorships or advertising cancelled after 90 days prior to an event or advertising deadline.

Looking forward to helping you build your business in 2012!

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CAI - Channel Islands Chapter's 2012 Marketing Opportunities

Luncheon Programs

EXHIBITOR SPONSORSHIP

Cost: \$290* per luncheon and includes:

- Lunch for one company representative
- Six foot skirted table to display your company information
- Company mentions at event
- Company name on event flyer & chapter website event page
- Company name on event thank you in Channels of Communication

Date	Location
January 31	Thousand Oaks
February 28	Thousand Oaks
April 24	Thousand Oaks
May 22	Oxnard
June 26	Oxnard
Aug 28	Oxnard
September 25	Thousand Oaks
October 23	Thousand Oaks
December 4	Thousand Oaks

*Upgrade Your Sponsorship for additional recognition & support CLAC!

Cost: Additional \$60 per luncheon and includes: *(Limited to 2 Business Partners per luncheon)*

- Premier exhibit space by front entrance *(Be the first to shake hands with attendees!)*
- Recognition as the sponsor of the CLAC raffle at the luncheon
- Special thank you in the Channels of Communication & on chapter website event page

ATTENDEE TABLE SPONSORSHIP

Cost: \$310* per luncheon and includes:

- Lunch for two company representatives
 - Lunch for six invited Community Managers and/or Community Association Volunteer Leaders seated at your reserved table*
 - Your company name on reserved table
 - Recognition at event & in the chapter magazine, Channels of Communication
- *(you invite and make reservation)*

PEN SPONSORSHIP

Cost: \$400* per six months* and includes:

- Your company pen at each attendees seat and at check in at all luncheon programs and Community Faire during the six month period
- Pens to be supplied by sponsor (Approx. 1,000 pens needs for each six month period)
- *Only (2) sponsorships available: January - June 2012 and July - December 2012

Managers Programs

EXHIBITOR SPONSORSHIP

Cost: \$290* per program and includes:

- Lunch for one company representative
- Six foot skirted table to display your company information

Date	Location
Feb 17	Oxnard
Aug 10	Thousand Oaks

- Company mentions at event
- Company name on event flyer & chapter website event page
- Company name on event thank you in Channels of Communication

MANAGER ATTENDEE TABLE SPONSORSHIP

Cost: \$310* per program and includes:

- Lunch for two company representatives
- Lunch for six invited Community Managers seated at your reserved table (you invite and make reservation)
- Your company name on reserved table

Essentials Program

(Board Member Training Course)

EXHIBITOR SPONSORSHIP

Cost: \$150 and includes:

- Lunch for one company representative
- Six foot skirted table to display your company information
- Opportunity to greet guests with one minute intro on your company
- Company name on event flyer and chapter website event page

Date	Location
Mar 17	Oxnard

LITERATURE SPONSORSHIP

Cost: \$75 and includes:

- Opportunity to have your company information (brochure, etc.) at each attendee's place setting
- Company recognition at the event

CAI - Channel Islands Chapter's 2012 Marketing Opportunities

Mid-CA / Bakersfield Dinner Programs

EXHIBITOR SPONSORSHIP

Cost: \$200 per program and includes:

- Dinner for one company representative
- Six foot skirted table to display your company information
- Company name on event flyer and on chapter website event page

Date

March 1
April 26
June 14
September 13
September 20
November 8

Location

Pismo Beach
Bakersfield
Pismo Beach
Pismo Beach
Bakersfield
Pismo Beach

LITERATURE SPONSORSHIP

Cost: \$75 and includes:

- Opportunity to have your company information (brochure, etc.) at each attendee's place setting
- Company recognition at the event

Community Faires

(Mini Trade Shows) - Non-member rate: Add an additional 50% of the cost to the total.

EVENT SPONSORSHIP

Cost: \$600 per event and includes:

- Includes company logo on event flyer & event invitation
- Company name on website & in chapter magazine
- Company name on signage & mentions at Event
- Company name on attendee event bags
- Opportunity to place company literature in attendee bags.

Date

March 29
October 30

Location

Ventura / Oxnard
Westlake Village

(2) company reps. to attend exclusive manager and board member education programs with opportunity to give one minute intro on company at the beginning of the programs

GRAND PRIZE SPONSORSHIP

Cost: \$500 per event and includes:

- Sponsor the Grand Prize Give-A-Way
- Company logo on event flyer & event invitation
- Company name on attendee event bags
- Opportunity to place company literature in attendee bags.
- Company name on website and in chapter magazine
- Company name on signage & mentions at event

EXHIBIT HALL SPONSORSHIP

Cost: \$300 per event and includes:

- Opportunity to place company literature in attendee bags
- Company name on event flyer
- Company name on website and in chapter magazine
- Company name on signage & mentions at event

EXHIBITOR *(Sponsorship discounts do not apply to exhibit space)*

Cost: \$450 per event and includes:

- Six foot skirted table with electricity (If needed, please specify on page 8) to display your company information
- Company name on email blasts & chapter website event page
- Company name on event thank you in Channels of Communication

Ed Miller Memorial Golf Classic

CHAMPIONSHIP SPONSORSHIP - Only (3) sponsorships available!

Cost: \$2500 and includes

- (1) VIP Foursome (includes lunch & dinner)
- Logo / Company Name on all marketing materials: (e-mail blasts, registration form, website, Channels & more)
- Half page ad in tournament program
- Company mentions and signage at event
- Company banner at event registration (you provide banner)
- TEE III sponsorship (see next page for details)

Date

May 8

Location

Moorpark, CA

(Additional Golf Classic Sponsorships on page 5)

Ed Miller Memorial Golf Classic

(continued)

HOLE IN ONE SPONSORSHIP - Only (1) sponsorship available **\$1000 and includes**

Date
May 8

Location
Moorpark, CA

Sponsorship of Hole in One Contest including additional signage at hole
Company exhibit table at the Hole in One with opportunity to provide beverages and snacks to the golfers (TEE III sponsorship)
Company Name on all marketing materials: (e-mail blasts, registration form, website, Channels, tournament program & more)
Company mentions and signage at event
Lunch & Dinner for (1) company representative

PRO SPONSORSHIP

\$750 and includes

One VIP Twosome (includes lunch & dinner)
Half page ad in tournament program
Prize Sponsorship (extra recognition during prize giveaways at the banquet)
Company mentions & signage at event

TEE III SPONSORSHIP with CONTEST- Limited # of sponsorships available

\$700 and includes

Host a Par 3 Contest Hole and give away Closest to the Pin Prize at banquet (prize included in sponsorship cost)
(By hosting a contest hole, this allows you another opportunity to network with golfers)
Tee Sign with your company name at hole (sign provided)
Table at a premium hole on the course with opportunity to provide beverages (alcoholic and non-alcoholic) and snacks to the golfers
Company Name on all marketing materials: (e-mail blasts, registration form, website, Channels, tournament program & more)
Company mentions and signage at event
Lunch & Dinner for (1) company representative

TEE III SPONSORSHIP - Limited # of sponsorships available

Cost: \$550 and includes

Table at a premium hole on the course with opportunity to provide beverages (alcoholic and non-alcoholic) and snacks to the golfers
Company Name on all marketing materials: (e-mail blasts, registration form, website, Channels, tournament program & more)
Company mentions and signage at event
Lunch & Dinner for (1) company representative

DIRECTOR'S CART SPONSORSHIP - Only (4) sponsorships available!

Cost: \$350 and includes

Sign with your company name on the Director's Cart. (Sign provided) (Director's cart makes their 'rounds' on the course during the tournament.)
Company Name on all marketing materials: (e-mail blasts, registration form, website, Channels, tournament program & more)

TEE II SPONSORSHIP - Limited # of sponsorships available

Cost: \$330 and includes

Table at a premium hole on the course with opportunity to provide giveaways or marketing materials to the golfers. (no food or beverages)
Company Name on all marketing materials: (e-mail blasts, registration form, website, Channels & more)
Company mentions and signage at event including name in tournament program
Lunch & Dinner for (1) company representative

TEE I SPONSORSHIP

Cost: \$165 and includes

Sign with your company name (CAI will provide) on a tee or on the green
Company name on website and in tournament program

PRIZE SPONSORSHIP

Cost: \$150 and includes

Sponsorship of a prize for giveaway at the banquet
Company mentions and signage at banquet
Company name on website and in tournament program

ENTRY FEE (Sponsorship discounts do not apply to entry fees)

Cost: \$175 per player and includes

Green fees, cart, lunch and dinner banquet

Pricing listed is for members or non-members.



Channels of Communication

Channels of Communication Chapter Magazine - NOW IN FULL COLOR!

Ad Spaces	Ad Size	Price per issue	TOTAL COST <small>(Total for print in all 4 issues)</small>
Back Outside Cover - Full Page Ad	7.5"W x 10"H	\$700	\$2800
Inside Front or Inside Back Cover - Full page ad	7.5"W x 10"H	\$600	\$2400
Full Page	7.5"W x 10"H	\$525	\$2100
Half Page	7.5"W x 4.75"H	\$425	\$1700
Qtr. Page	3.5"W x 4.75"H	\$325	\$1300
Business Card	3.5"W x 2"H	\$150	\$600

Channels Print Deadlines - All ad spaces must be received by:

First Quarter Issue - February 1, 2012
 Second Quarter Issue - May 1, 2012
 Third Quarter Issue - August 1, 2012
 Fourth Quarter Issue - November 1, 2012

Non-member rate:

Add an additional 50% of the cost to the total.

Membership Directory

Please Note: Advertising in the Membership Directory counts toward your total sponsorship dollars but discounts do not apply.

2012 - 2013 Membership Directory - NOW IN FULL COLOR!

AD Spaces	Ad Size	Price
Full Page	4.5"W x 7.5"H	\$800
Half Page	4.5"W x 3.5"H	\$600
Business Card	3.5"W x 2"H	\$400

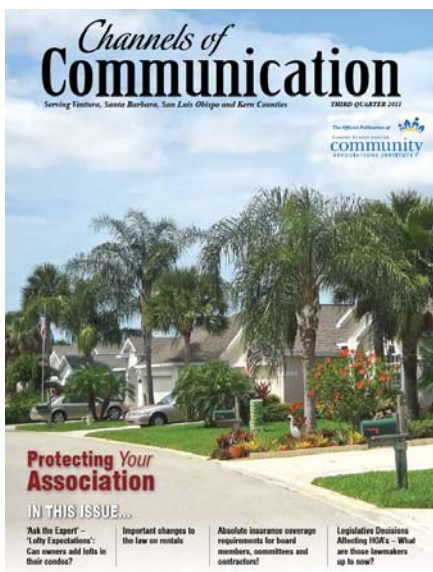
PREMIUM Ad Spaces (printed on thick bond paper in a priority location / Limited # available)

Outside Back Cover	4.5"W x 7.5"H	\$1600
Inside Front Cover	4.5"W x 7.5"H	\$1500
Inside Back Cover	4.5"W x 7.5"H	\$1400
Divider Page	4.5"W x 7.5"H	\$1400

Listings (see page 7 for category listings / make your selection on page 8)

First Category Listing	FREE
Additional Category Listings	\$100 each

Directory Print Deadline - All ad spaces must be received by March 1, 2012.



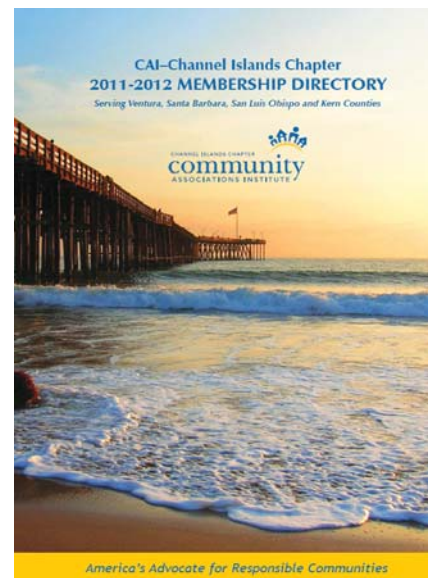
Ad Space Requirements:

- Illustrator C2S (.eps), all fonts converted to outlines.
- Accepted File Formats: High Resolution .pdf, .jpg or .tif are accepted.
- Minimum 300 dpi for color, 150 dpi for grayscale, 1,200 dpi for B&W line art.

Advertising Terms & Conditions:

- Advertisers must be members of the Channel Islands Chapter of CAI to advertise in the membership directory. Non-members can advertise in the Channels of Communication but will be charged 50% more for each ad placed.
- Advertisements are not permitted for memberships in the homeowner or on-site manager category.
- CAI - CIC shall not be bound by specific location / position requests. (except for front, back and divider pages.)
- Allocation of ads will be based on date and time of receipt of payment. The Chapter reserves the right to determine actual position.
- CAI - CIC has the right to verify credentials / designations.
- Additional charges will apply if graphic design, file conversion, and / or modifications are necessary.

E-MAIL ARTWORK TO leah@cai-channelislands.org



Chapter Website

Chapter Website www.cai-channelislands.org

Web Page Advertising: \$600 per year and includes:

Ad tile* with your company information linked to your website on TWO chapter web pages plus ONE event page per quarter. (Web pages include one service directory page of your choice and one additional high traffic page.)
PLUS: Your company logo linked to your website next to your category listing in the online service directory.

*Ad Tile Design (optional): \$50 (Sponsorship discounts do not apply)

Web designer to create ad tile using your logo & company info.

OR create your own ad and e-mail it to leah@cai-channelislands.org meeting the following guidelines:

RGB color, 72 dpi resolution, .JPG or .GIF file type, 112 pixels width x 186 pixels height

Website Listing (in online service directory) -

First Listing is FREE. Each additional category listing: \$60 per year. See categories below. Make your selection on page 8.

Logo link: \$60 per year / per listing

Add your company logo (linked to your website) next to your online service directory listing.

Category Listings

- Accountants / CPA's
- Air Duct Cleaning
- Asbestos / Lead Abatement
- Asbestos / Lead Consulting & Testing
- Asphalt / Paving
- Assessment Collections / Liens / Foreclosures
- Attorneys Specializing in Community Association Law
- Attorneys Specializing in Construction Defects
- Backflow Testing
- Banks / Financial Services
- Concrete
- Construction Defect Specialists
- Construction Management
- Contractors, General
- Copier Equipment & Supplies
- Data Management
- Deck Products & Services
- Disclosure Documents
- Dryer Vent Cleaning
- Electrical Contractors
- Emergency Water & Fire Restoration Services
- Fencing & Gates
- Gate Entry Systems / Access Control
- Geotechnical Consultants
- Insurance
- Insurance Claim Consultants
- Internet
- Landscape & Irrigation Distributor
- Landscape Maintenance
- Laundry Services
- Lead Paint Removal
- Mailing Equipment & Supplies
- Management Companies
- Management Systems & Tools
- Mediation / Arbitration
- Mold Testing & Remediation
- Painting
- Paint Suppliers
- Patio Furniture
- Paving
- Pest Control Services
- Pet Waste Removal
- Pipe Restoration
- Plumbing
- Pool Services
- Power Washing
- Promotional Products
- Rain Gutter Cleaning
- Reserve Studies
- Roofing Contractors
- Security Hardware / Surveillance Cameras
- Security Services
- Slope & Foundation Repairs
- Solar Electric
- Street Sweeping
- Tree Services
- TV Services
- Water Damage Restoration
- Waterproofing
- Window Washing
- Other: _____

Use the form on page 8 to make your category selections for the Membership Directory & Online Service Directory.

Your 2012 Marketing Plan with CAI-Channel Islands Chapter

Your Plan

SPONSORSHIPS

LUNCHEON PROGRAMS

DATE	AREA	Exhibitor Sponsorship	Add CLAC Upgrade	Attendee Table Sponsorships
January 31	Thousand Oaks	<input type="checkbox"/> \$290	<input type="checkbox"/> +\$60	<input type="checkbox"/> \$310
February 28	Thousand Oaks	<input type="checkbox"/> \$290	<input type="checkbox"/> +\$60	<input type="checkbox"/> \$310
April 24	Thousand Oaks	<input type="checkbox"/> \$290	<input type="checkbox"/> +\$60	<input type="checkbox"/> \$310
May 22	Oxnard	<input type="checkbox"/> \$290	<input type="checkbox"/> +\$60	<input type="checkbox"/> \$310
June 26	Oxnard	<input type="checkbox"/> \$290	<input type="checkbox"/> +\$60	<input type="checkbox"/> \$310
Aug 28	Oxnard	<input type="checkbox"/> \$290	<input type="checkbox"/> +\$60	<input type="checkbox"/> \$310
September 25	Thousand Oaks	<input type="checkbox"/> \$290	<input type="checkbox"/> +\$60	<input type="checkbox"/> \$310
October 23	Thousand Oaks	<input type="checkbox"/> \$290	<input type="checkbox"/> +\$60	<input type="checkbox"/> \$310
December 4	Thousand Oaks	<input type="checkbox"/> \$290	<input type="checkbox"/> +\$60	<input type="checkbox"/> \$310

PEN Sponsorships

January - June 2012	<input type="checkbox"/> \$400
July - December 2012	<input type="checkbox"/> \$400

MANAGERS PROGRAMS

	Exhibitor Sponsorship	Attendee Table Sponsorship
February 17 Oxnard	<input type="checkbox"/> \$290	<input type="checkbox"/> \$310
August 10 Thousand Oaks	<input type="checkbox"/> \$290	<input type="checkbox"/> \$310

ESSENTIALS PROGRAM

	Exhibitor Sponsorship	Literature Sponsorship
March 17 Oxnard	<input type="checkbox"/> \$150	<input type="checkbox"/> \$75

WORKSHOP PROGRAMS

DATE	AREA	Exhibitor Sponsorship	Literature Sponsorship
March 1	Pismo Beach	<input type="checkbox"/> \$200	<input type="checkbox"/> \$75
April 26	Bakersfield	<input type="checkbox"/> \$200	<input type="checkbox"/> \$75
June 14	Pismo Beach	<input type="checkbox"/> \$200	<input type="checkbox"/> \$75
September 13	Pismo Beach	<input type="checkbox"/> \$200	<input type="checkbox"/> \$75
September 20	Bakersfield	<input type="checkbox"/> \$200	<input type="checkbox"/> \$75
November 8	Pismo Beach	<input type="checkbox"/> \$200	<input type="checkbox"/> \$75

COMMUNITY FAIRES

	March 29	October 30
Exhibitor w/out electricity (no discount)*	<input type="checkbox"/> \$450	<input type="checkbox"/> \$450
Exhibitor w/ electricity (no discount)*	<input type="checkbox"/> \$450	<input type="checkbox"/> \$450
Event Sponsorship	<input type="checkbox"/> \$600	<input type="checkbox"/> \$600
Grand Prize Sponsorship	<input type="checkbox"/> \$500	<input type="checkbox"/> \$500
Exhibit Hall Sponsorship	<input type="checkbox"/> \$300	<input type="checkbox"/> \$300

GOLF CLASSIC

	May 8
Championship Sponsorship	<input type="checkbox"/> \$2500
Hole in One Sponsorship w/ TEE III	<input type="checkbox"/> \$1000
Pro Sponsorship	<input type="checkbox"/> \$750
TEE III with Contest	<input type="checkbox"/> \$700
TEE III Sponsorship	<input type="checkbox"/> \$550
Director's Cart Sponsorship	<input type="checkbox"/> \$350
Tee II Sponsorship	<input type="checkbox"/> \$330
Tee I Sponsorship	<input type="checkbox"/> \$165
Prize Sponsorship	<input type="checkbox"/> \$150
Entry Fee (no discount)*	<input type="checkbox"/> \$175 x _____ # of players = \$ _____

SPONSORSHIP *NON-DISCOUNT TOTAL: \$ _____

REMAINING SPONSORSHIP TOTAL: \$ _____

Fill in your sponsorship and advertising totals on page 9.

ADVERTISING

CHANNELS OF COMMUNICATION -

AD SIZES	Price
Back Outside Cover (full page ad)	<input type="checkbox"/> \$700 x _____ # of issues
Inside Front Cover (full page ad)	<input type="checkbox"/> \$600 x _____ # of issues
Inside Back Cover (full page ad)	<input type="checkbox"/> \$600 x _____ # of issues
Full page ad	<input type="checkbox"/> \$525 x _____ # of issues
Half page ad	<input type="checkbox"/> \$425 x _____ # of issues
Quarter page ad	<input type="checkbox"/> \$325 x _____ # of issues
Business Card ad	<input type="checkbox"/> \$150 x _____ # of issues

MEMBERSHIP DIRECTORY - (no discounts)*

AD SIZES	Price
Full page ad	<input type="checkbox"/> \$800
Half page ad	<input type="checkbox"/> \$600
Business card ad	<input type="checkbox"/> \$400

PREMIUM AD SPACES -

Outside Back Cover (full page ad)	<input type="checkbox"/> \$1600
Inside Front Cover (full page ad)	<input type="checkbox"/> \$1500
Inside Back Cover (full page ad)	<input type="checkbox"/> \$1500
Divider page (full page ad)	<input type="checkbox"/> \$1400

LISTINGS

First Listing	<input type="checkbox"/> Free w/ membership!
Additional Category Listings	<input type="checkbox"/> \$100 x _____ # of listings

Please list which category(s) you would like to be listed under:

- _____
- _____
- _____
- _____

CHAPTER WEBSITE -

Web Page Advertising	<input type="checkbox"/> \$600
Ad Tile Design	<input type="checkbox"/> \$50

WEBSITE DIRECTORY LISTINGS

First Listing	<input type="checkbox"/> Free w/ membership!
Additional Category Listings	<input type="checkbox"/> \$60 x _____ # of listings
Logo Link	<input type="checkbox"/> \$60 x _____ # of links

Please list which category(s) you would like to be listed under:

- _____
- _____
- _____
- _____

ADVERTISING *NON-DISCOUNT TOTAL: \$ _____

REMAINING ADVERTISING TOTAL: \$ _____

Your 2012 Marketing Plan with CAI-Channel Islands Chapter

Marketing Plan Total

**Non-discounted items (add separately)*

SPONSORSHIP / NON-DISCOUNTED ITEMS \$ _____
 REMAINING SPONSORSHIP ITEMS \$ _____
 ADVERTISING / NON-DISCOUNTED ITEMS \$ _____
 REMAINING ADVERTISING ITEMS \$ _____
 LESS DISCOUNT (IF APPLICABLE) (\$ _____)
 SUBTOTAL \$ _____
 SUGGESTED CLAC CONTRIBUTION (\$25) \$ _____
GRAND TOTAL: \$ _____

Sponsorship Level:	Total Amount Spent:	Discount:
Platinum	\$6,000 +	10%
Gold	\$4,500	7.5%
Silver	\$2,500	5.0%
Bronze	\$1,000	0.0%

**Non-discounted items help you reach your total amount spent but the discount does not apply to those items.*

Your Contact Info

Company Name _____
 Contact _____
 Address _____ City, State, Zip _____
 Phone _____ Fax _____
 E-mail _____ Website _____

Is this the contact information you would like as your listing in the membership and website directories?

- Yes
 Keep my listings the same as last year
 No (If no, please attach an additional piece of paper with the correct listing information.)

Payment Options

PAYMENT OPTIONS - Please check one of the following options:

- I would like to receive the discount and will send in my full payment by Jan. 31, 2012. (check only, no credit cards accepted)
 I would like to receive the discount and will send in half of the payment by Jan. 31, 2012 and the remaining half by March 30, 2012. (check only, no credit cards accepted)
 I would like to decline the discount and will pay per opportunity or the entire balance at this time. (check or credit card accepted)

Credit Card # _____ Expiration Date: _____ Billing Zip Code: _____

Please make checks payable to CAI-Channel Islands Chapter

By signing below you agree to the following conditions -

Benefits, opportunities and applicable credits are subject to change without notice. Should an event be cancelled, payment for the event shall be fully refunded. Payments must be made according to the option you checked above. Any late payments will void the discount and you will be billed and required to pay for the difference; net 10 days. Pre-payment is required to guarantee all sponsorships and advertising. Some levels of sponsorships are limited to a specific number. All sponsorships are on a first-come, first-serve basis. Cancellation of a contract will result in a \$25 administrative fee if cancelled before 90 days prior to the event or advertising deadline. No refunds will be given for sponsorships or advertising cancelled after 90 days prior to an event or advertising deadline. Marketing opportunities are for the members of CAI Channel Islands Chapter with the exception of the Golf Classic, Community Faires and chapter magazine. (see those pages for non-member pricing)

Signature: _____ Date: _____

Please return the completed forms (pgs. 8-9) by January 13, 2012 to:

CAI-CIC, PO Box 3575, Ventura, CA 93006
 Fax: 805-658-1732 or e-mail it to leah@cai-channelislands.org
 QUESTIONS - Call the Chapter Office at 805-658-1438

