



## *Be A Partner*

The Industry Partner program is designed to foster professional relationships between Chapter Members and reputable service providers in the local area. This program offers service providers the opportunity to participate in chapter activities that bring together the industry's top property management decision makers.

### ABOUT IREM

The Institute of Real Estate Management (IREM) has been educating and certifying real estate management professionals for over 75 years. IREM is the only organization that:

- Serves the needs of all real estate management professionals - managers of residential, commercial, and retail properties, including site managers, property supervisors and management company owners.
- Confers the industry's most recognized designation for real estate managers - the Certified Property Manager<sup>®</sup> (CPM<sup>®</sup>)
- Recognizes residential and commercial managers through the Accredited Residential Manager<sup>®</sup> (ARM<sup>®</sup>) and the Accredited Commercial Manager (ACoM) programs, respectively.
- Sets the standards for real estate management companies by identifying the best in the business as Accredited Management Organizations<sup>®</sup> (AMO<sup>®</sup>) firms.

### ABOUT THE NORTHERN VIRGINIA CHAPTER:

The Northern Virginia chapter of IREM is comprised of over 450 site, property, and asset managers of office buildings, shopping centers, apartments and condominiums. Chapter meetings are attended by the most important and influential property managers and decision makers in the area. Monthly membership meetings in 2019 averaged over 90 attendees. As an Industry Partner, business sponsors are afforded the opportunity of personally networking with property managers at chapter meetings and advertising their services in the chapter newsletter and on the chapter website.

## *Sponsorship Opportunities*

Limited opportunities exist for sponsoring a predetermined 2020 chapter meetings. There is a limit of four sponsoring firms per meeting. Meeting sponsors receive the following exclusive benefits:

- Two complimentary tickets for the sponsored meeting and seating with chapter members.
- Formal introduction from the podium.
- Opportunity to advertise services in the slideshow playing during the network hour.
- Recognition on all meeting advertisement eblasts and website meeting announcements.
- Free listing on the chapter's website Industry Partner page (by specialty and alphabetically) with a direct link to the sponsor's own website.
- Two sets of mailing labels and email lists (as requested) of chapter CPM<sup>®</sup> members, candidates, ARM<sup>®</sup> participants and associate members.
- Opportunity to attend **all** chapter meetings (ticket purchased at regular price, limit two representatives).
- Listed in **all** quarterly chapter e-newsletters
- Opportunity to **prepay for all chapter meetings at a discounted rate** (up to 2 per sponsor).



Note: By signing and returning the enrollment form, you've agreed to become an IREM Industry Partner. The chapter will do its best to accommodate meeting date requests, but reserves the right to change dates in the best interest of all concerned. An Industry Partner is not a member of the Institute. Only CPM<sup>®</sup>, ARM<sup>®</sup>, or ACoM members and AMO<sup>®</sup> firms may be Members. By signing this form, you agree that you shall not hold yourself out to be a member of the Institute of Real Estate Management, nor shall you use or permit the use of the CPM<sup>®</sup> or AMO<sup>®</sup> designations, ARM<sup>®</sup> or ACoM service awards, or any other indicia of membership in, or affiliated with, the Institute. You understand that, if approved as an Industry Partner you may not use the Institute's name, acronym or logo, with the exception of the phrase "Industry Partner" for the sole and limited purpose of indicating that you are a Partner of the Institute.

**COMPANY NAME** (exact name as you want it to appear in signage and webpage):

\_\_\_\_\_

**CONTACT:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

\_\_\_\_\_

**PHONE:** \_\_\_\_\_

**EMAIL:** \_\_\_\_\_

**SIGNATURE:** \_\_\_\_\_

**Business Categories:** Choose From List Below and Enter One Primary & Up To Two Secondary Categories for Website Listings

(must be categories on the list):

**Primary Business Category:**

\_\_\_\_\_

\_\_\_\_\_

**Secondary Business Categories:**

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

\_\_\_\_\_

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

### Choose Your Meeting to Sponsor in 2020

First Choice: Second Choice:

February 12 Lunch	\$2,400	<input type="checkbox"/>	<input type="checkbox"/>
March 18 Lunch	\$2,400	<input type="checkbox"/>	<input type="checkbox"/>
March 18 Bar Sponsor	\$3,000	<input type="checkbox"/>	<input type="checkbox"/>
April 11 Lunch	\$2,400	<input type="checkbox"/>	<input type="checkbox"/>
June 10 Dinner	\$2,400	<input type="checkbox"/>	<input type="checkbox"/>
June 10 Bar Sponsor	\$3,000	<input type="checkbox"/>	<input type="checkbox"/>
September 10 Breakfast	\$2,400	<input type="checkbox"/>	<input type="checkbox"/>
November 11 Installation Dinner	\$2,700	<input type="checkbox"/>	<input type="checkbox"/>
Nov. 11 Installation Bar Sponsor	\$3,300	<input type="checkbox"/>	<input type="checkbox"/>
December 2 Happy Hour	\$2,400	<input type="checkbox"/>	<input type="checkbox"/>
December 2 Bar Sponsor	\$3,000	<input type="checkbox"/>	<input type="checkbox"/>

Access Control	Irrigation Management
Commercial Laundry Service	Janitorial Services
Concierge Services	Landscaping – Exterior
Construction Engineering & Consulting	Landscaping - Interior
Corporate Gifts	Legal
Decorating & Seasonal Decor	Materials Supplier
Disaster Recovery & Property Restoration	Painting
Electrical	Parking Garage Cleaning
Elevators & Escalators	Paving & Striping
Energy/Sustainability	Pools & Water Features
Executive Recruiting	Roofing
Exterior Building Maintenance	Safety & Fire Protection
Exterminators/Pest Control	Security
Facility Operations & Maintenance	Snow & Ice Removal
Fire and Life Safety	Specialty Cleaning
Flooring and Carpeting	Telecommunications
Furniture	Tenant Events
General Construction	Utility Submetering & Billing
Glass Installation	Waste Disposal & Recycling
HVAC/Electrical/Plumbing	Waterproofing & Caulking
	Window & Facade Cleaning

Return completed application with check made payable to IREM Chapter 77 to: IREM Chapter 77, P.O. Box 3035, Gaithersburg, MD 20885 or fill in credit card information below and scan to [iremchapter77@gmail.com](mailto:iremchapter77@gmail.com) or register online at [irem77.org](http://irem77.org).

Credit Card Number (MC/Visa/Discover/AmEx): \_\_\_\_\_ Exp. Date \_\_\_\_\_

Amount to Charge (Add \$430 if you would also like to prepay for 2020 meetings\*): \$ \_\_\_\_\_

Signature: \_\_\_\_\_

\*Prepay for all chapter meetings at a discounted rate (up to 2 per firm.)

*Thank you*