

November 28, 2016

We are approaching the time to finalize budgets and solidify plans for the coming year, whether it be for personal or business activities. It is an excellent time to consider the broad benefits we individually and collectively receive from our membership and participation in our Community Association Institute chapter. A simple list of benefits would easily fill an entire page of paper. How many can you think of? Regardless of which type of membership you have in CAI, there are numerous benefits that increase the value of your membership.

For the over 400 members in the management category, benefits include:

Continuing Education opportunities for licensing requirements, industry magazines that include the locally published *Georgia Commons* and the national *Common Grounds*, online Manager Briefs newsletter, networking with Business Partners, exposure to new products and providers, professional luncheons and speakers, relaxing and entertaining social events, community service opportunities, Best Practice white papers and *Guides for the Association Practitioner* (GAP) Reports providing industry leading knowledge, online peer-networking, three levels of professional certifications (CMCA, AMS, PCAM) supported by the Professional Management Development Program with recognition of achievements, and career growth opportunities which offers increased earning potential for managers.

CAI also provides funding of a lobbyist specific to the community association industry here in Georgia, a dedicated committee of our members serving on the Legislative Action Committee (LAC), providing representation to the Georgia Real Estate Commission, creating better educated managers and employees for management companies, and as an industry group - we collectively keep a pulse on the industry.

For the over 200 business partner memberships, benefits include all the following:

Identify as a member of the largest trade organization for this industry, networking opportunities with the managers and board members of business partner's customers, advertising channels including *Georgia Commons* and the national *Common Grounds*, presence on local and national website with easy-to-navigate industry-specific categorization and information, professional luncheons and speakers, provides credibility to management companies and HOA Boards, community service opportunities, relaxing and entertaining social events, CAI provides funding of a lobbyist specific to the community association industry here in Georgia, a dedicated committee of our members serving on the Legislative Action Committee (LAC), and as an industry group - we collectively keep a pulse on the industry.

For the almost 150 community volunteer memberships, benefits include all the following:

Educated and professional employees at member management companies, large referral network of service providers, extensive reference library and informational resources, both the locally published *Georgia Commons* and the national *Common Grounds* magazines, peer networking opportunities to interact with other association board members, and education programs specifically for volunteer leaders.

The Community Associations Institute provides a wealth of member benefits to each of its unique, yet closely linked constituencies. As members, we share in educational, professional, networking and social benefits. Each benefit is targeted at improving the professional, business and community environment in which we all live, work, and play.

Best Regards,  
Your Board of Directors