



IREM Industry Partner

2018 Program Guidelines

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www.irem53.org





What is IREM®?

The Institute of Real Estate Management (IREM®) was founded in 1933 in order to establish a reliable, objective system of identifying quality property managers. Today, IREM® is the nation's source of education and professional recognition for managers of all types of income-producing properties. Our organization offers education and certification, and proudly promotes the professional confidence of its membership in order to meet the needs of those who utilize their services.

IREM® is a worldwide association of more than 18,000 members engaged in the field of asset and property management, who have met stringent requirements in the areas of education, experience, and commitment to a code of ethics. It is the only professional association committed to serving all property types, both commercial and residential. IREM® awards four nationally recognized designations to qualified individuals and organizations.

Certified Property Manager® (CPM®)

Accredited Management Organization® (AMO®)

Accredited Residential Manager® (ARM®)

Accredited Commercial Manager (ACoM)

Southern Colorado Chapter No. 53 was founded in 1967 and is one of the Chapters within the international organization. The current membership is comprised of approximately 50 individual professionals practicing in the Southern Colorado cities and several mountain communities.

www.irem53.org





Why Should I Join?

The Industry Partners program was designed by the Southern Colorado Chapter No. 53 to provide a valuable exchange between a qualified group of contract service providers and the members and affiliates of our local IREM® Chapter.

The Industry Partner program provides participating vendors quality leads and exposure to local CPM®, ARM®, AMO®, ACoM, Associate and CPM® Candidate members throughout the Southern Colorado Chapter No. 53 membership. A variety of educational programs and social events throughout the year provide Industry Partners with the chance to interface with busy property management professionals.

The Industry Partners of IREM® program enables its participants to expand their business opportunities by providing IREM® members with a valuable resource of licensed, insured, and reputable vendors whose credentials have been reviewed by the local Chapter.



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Purpose of the Industry Partners Program

The purpose of the Industry Partners program is to provide a professional vehicle for Service Providers, Vendors, Suppliers to educate IREM® members and to exchange information, network and build lasting, valuable relationships.

Program Description

Participation in Chapter 53's Industry Partner program is limited. The associated benefits are described on the following pages.

Who Can Participate?

Only the finest and most reputable professionals are invited to participate in the Industry Partners program. To be considered, prospective applicants must provide proof of requisite business and industry licenses, evidence of general liability and workman's compensation insurance, as well as a recommendation from at least one CPM®, ARM® or ACoM from the local IREM® Chapter. *Renewal is not automatic, and each prospective and returning applicant's credentials are reviewed annually.*

Commitment to Professionalism

Chapter 53 is committed to promoting and maintaining strong business relationships between our Industry Partners and IREM® members.

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IREM® INDUSTRY PARTNER POLICY and DISCLAIMER

(please sign below and attach to your application)

An "Industry Partner" is not a member of the Institute of Real Estate Management. Only CPM® members (Certified Property Manager®), AMO® (Accredited Management Organization®), ARM® members (Accredited Residential Manager®), CPM® Candidates, Associate Members, ACoM members (Accredited Commercial Manager) may be members. By signing the Industry Partner application, I agree that I shall not hold myself out to be a member of IREM® nor shall I use or permit the use of the CPM® or AMO® designations, ARM® certification, or other indicia of membership in, or affiliation with, IREM®. I understand that, if approved as an Industry Partner, I may use the name Institute of Real Estate Management and/or its acronym "IREM®" only in conjunction with the words "Industry Partner of" for the sole and limited purpose of indicating that I am an "Industry Partner of IREM®."

I understand any work or bidding found to be fraudulent, deceptive, or unethical can result in immediate termination without refund or restitution for any benefits not yet received.

Applications are evaluated on a first come first served basis. Incomplete applications are not considered received until complete. Once approved, full payment will be invoiced and must be processed by January 31, 2018 in order to retain your Industry Partner status.

The Industry Partner of IREM® program is not a National program, but solely and exclusively under the direction and administration of Southern Colorado Chapter #53. All rules, regulations, privileges and penalties, costs, fees, changes, modifications and administration are under the sole direction and discretion of Southern Colorado Chapter #53.

The use of the above "IREM® Industry Partner" logo may be used by IREM® Industry Partners. Please contact the Chapter office for your copy of the logo.

Applicant's Signature: _____

DATE: _____

Company Name: _____

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2018 ELITE Partner Program Guidelines

Elite Level Industry Partner of IREM®: \$800.00 per year

This package will provide Industry Partners of IREM® with the best coverage for their company and services. Your company will receive the following benefits:

- Attendance at all regular luncheon meetings, the Summer Social and the annual Winter Holiday events, with:
 - A display table will be provided for company and product brochures (except at the Summer Social and Winter Holiday events).
 - Opportunity to be selected by IREM® membership to present during IREM Industry Partners Round Table luncheon once per year (15-30 minute educational presentation).
 - Opportunity to be the monthly Industry Partner Spotlight on the chapter website.
 - Table signs listing IREM®'s Industry Partners at all regular luncheon meetings.
 - One complimentary attendee at all regular luncheon meetings, the Summer Social and Winter Holiday events.
- Listing on our website (www.irem53.org) with a link to your website.
- Accessibility to Chapter's website with access to the member directory.
- Receive Chapter mailings and electronic postings.
- Opportunities to network with Southern Colorado's top professional property and asset managers.
- Two Chapter name badges for each Chapter function.

www.irem53.org





2018 PREMIER Partner Program Guidelines

Premier Level Industry Partner of IREM: \$500.00 per year

Your company will receive the following benefits:

- Attendance at one regular luncheon meeting, the Summer Social or the annual Winter Holiday events, with:
 - Opportunity to be the monthly Industry Partner Spotlight on the chapter website.
 - One complimentary attendee at the Summer Social or Winter Holiday events.
- Listing on our website (www.irem53.org) with a link to your website.
- Accessibility to Chapter's website with access to the member directory.
- Receive Chapter mailings and electronic postings.
- Opportunities to network with Southern Colorado's top professional property and asset managers.
- One Chapter name badge for each Chapter function.

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Industry Partners Comparison Grid

	Benefit	Elite Level	Premier Level	Comments
Pricing	Two tier sponsorship program supports local IREM Chapter 53	\$800	\$500	
Chapter Luncheon Meetings	Attendance at Chapter Luncheon Meetings, Summer Social and Winter Holiday Events	All	One	Elite – Includes cost for one for all regular monthly events Premier – Includes cost for one for Summer Social Or Winter Holiday event
	Luncheon presentation	Yes	No	Elite – voted IREM Industry Partners Round Table (30 min. presentation)
	Company recognition at Chapter Luncheon Meetings	Yes	Yes	
	Industry Partner badge for Chapter Luncheon Meetings	Yes	Yes	Elite – includes two badges Premier – includes one badge
	Display company information at Chapter Luncheon Meetings	Yes	No	
Chapter Programs	Receive Chapter mailings and electronic postings	Yes	Yes	Includes meeting announcements
	<u>Listing</u> on website	Yes	Yes	Link also provided to company website
	Participation in <u>Chapter committee meetings, courses and events</u>	Yes	Yes	May be a member of committees (not Chairperson). Event and educational information distributed throughout the year.

2018 IMPORTANT EVENT DATES

MONTH	DATE	TIME	EVENT
January	9 18	12:00pm 7:00am	Executive Council Meeting – GB Office Economic Forecast Breakfast
February	13 14-15	12:00pm All day	Executive Council Meeting – GB Office MNT 402 CPM designation class
March	13	12:00pm	Executive Council Meeting – GB Office
April	10 11	12:00pm 11:30am	Executive Council Meeting – GB Office Monthly Luncheon – IREM Industry Partners round table
May	8	12:00pm	Executive Council Meeting – GB Office
June	12 19	12:00pm 11:30am	Executive Council Meeting – GB Office Monthly Luncheon
July	10 18	12:00pm 5:30pm	Executive Council Meeting – GB Office Summer Social Event
August	14	12:00pm 11:30am	Executive Council Meeting – GB Office Annual IREM, BOMA, IFMA Charity Golf Tournament
September	11 18 26-29	12:00pm All Day All Day	Executive Council Meeting – GB Office Monthly Luncheon IREM Global Summit- Hollywood/Ft. Lauderdale, FL
October	9 16	12:00pm 11:30am	Executive Council Meeting – GB Office Monthly Luncheon – Donation to Golf Tournament Charity
November	6 13	12:00pm 11:30am	Executive Council Meeting – GB Office Introduction to Property Management course
December	11 6	12:00pm 5:30pm	Executive Council Meeting – GB Office Winter Holiday Event

Event details and updates will be available on the Chapter website at www.IREM53.org and added to other Chapter Correspondence, as they become available. Event dates and topics are subject to change.

www.irem53.org





2018 Program Categories

www.irem53.org



Business Industry Categories

Advertising
Asbestos Abatement
Arbor Care (See Tree Services)
Architecture & Engineering
Asphalt Maintenance/Repair/Construction
Attorney
Communications
Computers/Software
Credit Reporting/Talent screening
Doors/Door Services
Electrical
Elevator/Escalator Services
Emergency Restoration Services
Environmental Remediation
Financial Planning
Financial Services (Banking, etc.)
Fire Protection
Flooring Contractor
General Contractor
HVAC
Infrared Inspectors
Janitorial Services
Landscape Services
Office Furniture
Painting & Wall Covering
Parking Lot Maintenance/Repair
(see Asphalt)
Pest Control
Parking Lot Operations
Parking Lot Auditors
Plumbing
Printing
Property Maintenance
Property Tax Services/Consulting/Appeals
Roofing Contractor
Roofing Distributor
Screening Services - Tenant
Security Services
Signage
Snow Removal/Sweeping Services
Tree services-
Pruning/Removal/Maintenance/Installation
Uniform Rental/Direct Sales
Waterproofing
Window Cleaning/Maintenance
Window Repair/Replacement



Chapter 53 Industry Partners Program – 2018 Application

➔ Deadline for receipt by IREM: December 31, 2017 ←

Sponsoring IREM Member (If Applicable, PLEASE List only one): _____

Firm: _____
 Contact: _____
 Mailing Address: _____
 Phone: _____
 Fax: _____
 E-mail Address: _____
 Web Site Address: _____

Professional Affiliation and Memberships (please spell out acronyms): _____

List IREM® CPM®, ARM® or ACoM Member references you have provided services to: _____

2018 Annual Participation Level Requested (check one)

____ **ELITE LEVEL: \$800.00** (See attached “benefits” sheet for a description of two-tier sponsorship levels.)
 ____ **PREMIER LEVEL: \$500.00** (See attached “benefits” sheet for a description of two-tier sponsorship levels.)

Business Industry Category _____

2018 IREM Event Sponsorship (check one)

____ **Economic Forecast Breakfast: \$400, \$700, or \$1,000**
 ____ **BOMA/IREM/IFMA Charity Golf Tournament: \$350, \$400, \$450 or \$600**

Please include with your application:

1. Proof that your company has been in business for at least 2 years.
2. Proof of financial stability, which can be in any form or manner you deem appropriate to satisfy committee review.
3. Proof of your company’s association with the Better Business Bureau, if applicable. List any complaints and action taken toward resolution of same for the past 12 months.
4. Attach executed “Policy and Disclaimer” form.

NAME (Please Print) _____ SIGNATURE _____
 TITLE _____ DATE _____

DATE and TIME RECEIVED by Chapter #53 _____

Committee’s review and approval: YES _____ NO _____ DATE: _____
 Executive Council approval: YES _____ NO _____ DATE: _____