

GET  
FIRED  
UP



## PARTNERSHIP OPPORTUNITIES FOR CAMFIRE CONFERENCE 2018

We are thrilled to invite you to participate in TOPS Software's 4th Annual CAMfire Conference!

The CAMfire Conference is a gathering of Community Association Management professionals, thought leaders and TOPS users in an open, engaging environment. Our mission is to INFORM attendees about CAM industry trends, INSPIRE them to be a positive force, and IGNITE in them a passion to serve.

Our vision is to create a BIG TENT industry event where professionals within our space gather to learn, network and become energized to serve in Community Association Management.

We will be offering three days of CAM-centric classes led by thought leaders from the industry and TOPS training sessions, together with interactive panel discussions and multiple keynotes. Based on past participation, we anticipate that more than 500 community association management professionals will be in attendance.

To learn more about what partnering at CAMfire is like, watch this video: <https://youtu.be/Y13heHStDBQ>

### WHEN AND WHERE

**ORLANDO, FL**  
**February 28-March 2, 2018**

**Caribe Royale Orlando**  
8101 World Center Dr,  
Orlando, FL 32821

## PARTNERSHIP PERKS

### INCLUDED IN PARTNERSHIP:

- Branding links on event marketing
- Receive attendee list for your pre and post event marketing
- 6' partner table in general session ballroom
- Full conference access (including sessions) for up to 2 attendees; additional badges available at discounted rate
- Breakfast and Lunch included
- Dedicated Vendor Expo on Wednesday morning with hand-passed mimosas to get conversations flowing
- Happy Hour on Wednesday evening in Vendor Zone to encourage networking
- Dinner and entertainment provided on Thursday evening
- Printed marketing material and swag placed in each attendee's hand
- Your company profile in the program notes

### TOPS [ONE] INTEGRATED PARTNERS

Because we feel that TOPS [ONE] is the future, we want to showcase our partners who are using the TOPSConnect API v2 in the following ways:

- Premium placement on all CAMfire marketing materials where sponsors are listed
- Opportunity to present your products and services in a classroom setting
- Premium recognition for your booth in the vendor zone

## MARKETING MATERIALS

### CAMFIRE CONFERENCE BAGS

We will be assembling bags to hand out to each attendee. We are asking each partner to provide 500 swag items plus 500 copies of a printed promotional item (marketing slick, postcard, flyer, etc.). Please ensure your materials arrive at the following address no later than January 8, 2018. All items must be received by this date in order for them to be included in the swag bags! Any items received after January 8 will be returned to you.

***TOPS Software***

2495 Enterprise Rd. #201

Clearwater, FL 33763

Attn: Brianna Sturm

## SHIPPING

You may ship your items directly to the hotel. Please make sure to specify your company name and that it is for the CAMfire Conference. Please ensure that your shipped items do not arrive at the hotel more than 14 days prior to the conference.

The UPS Store inside the Caribe Royale Business Center:

***Name of person to receive package***

***CAMfire Conference***

8101 World Center Dr.

Orlando, FL 32821

HOLD FOR ARRIVAL: m/d/y

Please note that all packages sent to the hotel will incur a handling charge based upon the weight of each item according to the list below:

<b>Package Handling Fees*</b>	
<b>Incoming or Outgoing Rates</b>	
Carrier Envelope	\$ 5.00
Padded Pak	\$ 7.00
0-10 lbs	\$ 10.00
10.1-20 lbs	\$ 15.00
20.1-40 lbs	\$ 25.00
40.1-60 lbs	\$ 50.00
60.1-100 lbs	\$ 75.00
101 lbs and over	\$ 120.00
Crates & Pallets	\$ 300.00

The UPS Store Business Center will also be available to assist exhibitors with all outbound shipping at the close of the conference. The UPS Store Manager, Jennifer Friedman, is available by phone at 407-238-8436 or email at [jfriedman6679@theupsstore.com](mailto:jfriedman6679@theupsstore.com) to answer any additional questions you may have regarding the above as you prepare for this event.

*"CAMfire is awesome. We've had so many decision makers that are really concerned at doing their business better and we really enjoy interacting with the companies and partnering with them. And we have gotten way more quality than quantity from CAMfire."*

- Joe Russo, GetDocsNow

## BECOME A PARTNER NOW!

### REGISTRATION

The partnership fee for the conference is \$3,750. Click the link at the end of this document to reserve your spot for the CAMfire Conference. We only have 30 partner spots available, so be sure to get your registration in early. Spaces are first come, first served and they fill up fast! *Your spot will not be reserved until your partnership fee is paid in full.*

### SESSION PITCH

As our valued partner, we would like to invite you to submit a session pitch for one of the more than 40 classes that will be presented at CAMfire. In order to provide value to our attendees, session topics must be fresh, timely, relevant, useful and educational. We will not accept thinly veiled sales presentations.

We encourage you to bring several of your own clients to the session with you to tell their stories and invite Q&A by the audience. This is a great way to present your product/services in terms of the problems it solves or the benefits it gives to real clients.

Submit your session pitch here: <http://www.camfire-conference.com/submit-presentation.html>

### REMEMBER THESE IMPORTANT DATES

- **July 31, 2017** Session Proposal Submission Deadline
- **October 18, 2017** Final Presentations Due
- **January 8, 2018** Swag and Printed Items Due-All items received after this date will be returned to sender

We're excited for you to be a part of the hottest event in the CAM industry! See you around the fire!

**[CLICK HERE TO REGISTER NOW!](#)**

*We've been able to network with management firms from all over the country. We had a lot of traffic at our booth, and it's really invaluable time that you get to spend face to face with operators and managers. You get to give them quality time to help them learn about your product. I would recommend to any company that is in the space to come to CAMfire.*

- Chris Lardo, Paylease