



Sponsorship Confirmation - 2008

SMC workshops are successful because of the knowledge and education attained in support of the homebuilding industry. These events cannot be done without our sponsors. As a sponsor of the workshops you confirm below, your company will not only be supporting the BIA, the sales & marketing profession and the homebuilding industry, but will receive invaluable recognition and exposure.

Sponsorships costs \$300/event and offer the following entitlements:

- ◆ Recognition at the event
- ◆ Recognition in the *North State Builder* magazine
- ◆ Opportunity to network with attendees

I would like to sponsor the following SMC events in 2008:

EDUCATIONAL:

<p>IRM II "Marketing Strategies, Plans and Budgets"</p> <p>DATE: March 6-7, 2008 TIME: 9:00a.m. – 5:00 p.m. both days Location: MaWu Building, 3001 Douglas Blvd, Roseville Instructor(s): Roger Fiehn, MIRM Additional entitlement: 2 min presentation at lunch and 1 lunch ticket.</p> <p style="text-align: center;">Maximum 4 Sponsors</p>	<p>"Essential Closing Strategies"</p> <p>DATE: June 4, 2008 TIME: 8:30 a.m. – 5:00 p.m. Location: TBD Instructor(s): Danny Lampel, MIRM Additional entitlement: 2 min presentation at lunch and 1 lunch ticket.</p> <p style="text-align: center;">Maximum 2 Sponsors</p>	<p>"Increased Profit through Builder Broker Cooperation"</p> <p>DATE: June 5, 2008 TIME: 8:30 a.m. – 5:00 p.m. Location: KB Home, 2420 Del Paso Rd, Ste 220, Sacramento Instructor(s): Danny Lampel, MIRM Additional entitlement: 2 min presentation at lunch and 1 lunch ticket.</p> <p style="text-align: center;">Maximum 2 Sponsors</p>
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<p>IRM I "Understanding Housing Markets and Consumers"</p> <p>DATE: September 11-12, 2008 TIME: 9:00a.m. – 5:00 p.m. both days Location: KB Home, 2420 Del Paso Rd, Ste 220, Sacramento Instructor(s): Roger Fiehn, MIRM Additional entitlement: 2 min presentation at lunch and 1 lunch ticket.</p> <p style="text-align: center;">Maximum 4 Sponsors</p>	<p>"Selling to Active Adults Workshop"</p> <p>DATE: October 14, 2008 TIME: 8:30 a.m. – 5:00 p.m. Location: TBD Instructor(s): Manny Schatz, MIRM, CMP Additional entitlement: 2 min presentation at lunch and 1 lunch ticket.</p> <p style="text-align: center;">Maximum 2 Sponsors</p>	<p>"Business Management for Building Professionals"</p> <p>DATE: October 15, 2008 TIME: 8:30 a.m. – 5:00 p.m. Location: TBD Instructor(s): Manny Schatz, MIRM, CMP Additional entitlement: 2 min presentation at lunch and 1 lunch ticket.</p> <p style="text-align: center;">Maximum 2 Sponsors</p>
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Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

Email: _____

Please fax this form to (916) 677-5734.

For more information or questions, please call (916) 677-5717 or email angela@northstatebia.org