



Dear Associate Member,

On behalf of the IAA Board of Directors, we are inviting you and your team to attend the eighth annual Reverse Trade Show on May 4, 2017, which will benefit the National Apartment Association (NAA) Political Action Committee (PAC).

The Reverse Trade Show is a highly effective association business networking event that allows you the opportunity to meet one on one with owners and decision makers from property management companies.

Here is how it works: From 4:00 pm – 5:00 pm, there will be a cocktail reception with owner/management participants. From 5:00 pm – 7:00 pm owners/management executives will be seated at tables and you will have an opportunity to meet with these decision makers in seven-minute intervals over the two-hour session. Your initial appointment will be assigned; after the initial assigned appointment, you will be able to meet with as many decision makers in seven minute intervals as time allows.

The Reverse Trade Show format gives you the opportunity to have immediate contact with buyers from management companies representing over 70,000 units across the state of Indiana...**and our list is growing.**

To date, the following management companies have agreed to participate:

- AMP Residential
- Becovic Management Group
- Birge + Held Asset Management
- Buckingham Companies
- Dominion Realty, Inc.
- Edward Rose & Sons
- Englert Management Corp.
- Fath Properties
- Flaherty & Collins Properties
- Gene B. Glick Company
- Herman & Kittle Properties
- In Good Company
- Intrepid Professional Group
- J.C. Hart Company
- Pangea Properties
- Pedcor Homes Corporation
- Redwood Living
- Sheehan Property Management
- StoneCreek Communities
- TGM Communities
- TWG Management
- Van Rooy Properties
- Wingate Management Company

Registration will be limited. Only three attendees per vendor company. The cost is \$350 per vendor attendee.

The Reverse Trade Show is an NAA PAC fundraiser, so payment is only by **personal credit cards and personal checks**. Credit cards with company names will not be accepted. Please see the attached registration form for additional information. Call 317.816.8900 or e-mail Lauren O'Neill at lauren@iaaonline.net with any questions.

Once your check & registration form is received you will be sent a confirmation. Shortly after you register you will also receive a form for you to list the management company you would like to be assigned to for the initial appointment. Choices will be assigned on a first-come first-served basis, so send in your registration form today!

Sincerely,

Chad Greiwe
IAA Chairman of the Board

Lynne Petersen, CAE
IAA President

OVER FOR REGISTRATION



Reverse Trade Show
May 4, 2017 • 4:00 PM – 7:00 PM
The Willows on Westfield

BENEFITS

- Reasonable registration fee providing exclusive selling opportunities
- One-on-one with executive level decision makers
- An effective return on your marketing investment benefiting the NAAPAC

Cost: \$350 per person MEMBERS ONLY. Payment must accompany registration form for each person. Registration is limited to 3 attendees per company and is on first come first served basis due to limited space.

-Early Bird Pricing - \$350 (ends April 3, 2017)

-Registrations received after April 3 - \$400

Accepted Methods of Payment: Personal check or personal credit card and LLP, Sole Proprietorship or LLC operating as a partnership checks - with all partner information included. Checks must be payable to NAAPAC. You must also fill out the NAAPAC authorization form below.

PAC contributions are personal in nature, may not come from a corporate entity and may not be reimbursed. Payment made by a corporate entity will be returned and registration will not be accepted until personal payment is submitted.

Attendee Name: _____ Email: _____

Company Name: _____ Phone: _____

Address: _____ City: _____ State: _____ Zip: _____

Payment Enclosed: \$ _____ Check #: _____

VISA/MasterCard/AMEX #: _____

Exp. Date: _____/_____/_____ Security Code: _____

Cardholder's Name: _____ Signature: _____

Contributions to the PAC are not deductible as charitable donations for federal income tax purposes. Contributions to the PAC are voluntary and you may refuse to contribute without reprisal. To comply with Federal law, we must use best efforts to obtain, maintain, and submit the name, mailing address, occupation and name of employer of individuals whose contributions exceed \$200 in a calendar year.

NAAPAC AUTHORIZATION FORM: Permission to Help the Industry

A: My business is incorporated. I recognize the value of staying politically informed and authorize NAAPAC to contact me & my employees per federal guidelines for voluntary, personal contributions during the years indicated by my signatures.

2017 Authorizing Signature

2018 Authorizing Signature

B: My business is not incorporated. The business is operated as a:
 Sole Proprietorship Partnership Other

The purpose of this information is to provide the authorization required by the Federal Election Commission in order for NAAPAC to solicit personal contributions from its members. Similar authorization has not been and will not be given to any other trade association political action committee in the years indicated.

**Fax registration form to 317.816.8911, email to lauren@iaaonline.net, or mail to
 9100 Keystone Crossing, Ste.725, Indianapolis, IN 46240**