

THE ROARING '20s

**13th Annual CACM
Northern California
Law Seminar
& Trade Show**

**Oakland Marriott City Center
February 2-3, 2012**



THE ROARING '20s



CALIFORNIA CID LAW

Presented exclusively from the manager's perspective!

2012 LAW SEMINAR

The CACM Law Seminar program broke new ground when it was first introduced as an event focused solely on California CID law from the manager's perspective. Today, it is the leading event to focus on new changes in community management best practices and laws.

This year's seminar features sessions to update you on new case law, community manager liability, and smoking and architectural issues. Plus, the new Table Topic sessions allow you to brainstorm with colleagues and legal minds during round table discussions on a variety of topics.

TRADE SHOW

Next to the bee's knees and the cat's pajamas, this year's trade show will be a guaranteed highlight throughout this two-day event. Step into *The Roaring '20s* Exhibit Hall for the chance to browse the latest products and services. You'll want to case the joint, being sure to visit the more than 100 service providers who know all about your beeswax and how to help you meet your daily challenges.

13th Annual CACM Northern California Law Seminar & Trade Show

FEATURING THE OPENING GENERAL KEYNOTE SESSION



Who Needs A Runway? Take Off From Where You Are! With Vernice "FlyGirl" Armour

The bottom line is that we have to move into action from where we are. Unfortunately, many people become paralyzed in the preparation phase. Decide what you want, put your stake in the ground and execute!

"Vernice Armour was one of the most dynamic and heart-felt speakers I have heard in a long time. Her 'Zero to Breakthrough' strategies reinvigorated some of the passions and inspirations that had been dormant in me for a long time."

*—Katy Krupp
Fenton Grant Mayfield Kaneda & Litt, LLP*

Vernice "FlyGirl" Armour calls this making a commitment to the commitment. In this session, you will get an invigorating perspective that reveals how to:

- Infuse passion in your life, both professionally and personally
- Recognize and utilize the skills and talents of everyone around you
- Unleash your full potential no matter your starting point
- Lead a *Zero to Breakthrough™* life with a *Breakthrough Mentality™* as the foundation

Vernice "FlyGirl" Armour, America's First African American Female Combat Pilot, is a Former Officer in the United States Marines who understands that corporate America can be its own form of combat. Now the Chief Breakthrough Officer (CBO) of her own company, VAI Consulting and Training, LLC, FlyGirl will give you strategies to create a personal or team flight plan to take you from *Zero to Breakthrough™*.



Schedule of Events

FEBRUARY 1

12:30 – 4:30 pm

CMM130 Ethics for Community Managers

(optional, additional fee required)

CACM's Ethics for Community Managers course is an interactive discussion of ethics complaints, disciplinary action and appeals procedures, and it provides the student with an understanding of the official rules of conduct for community managers. (CCAMs will earn 4 classroom CEUs; DRE credit available.)

FEBRUARY 2

8:00 – 9:00 am

Registration Continental Breakfast

9:00 – 9:45 am

Annual Meeting

Meet CACM's newly elected board of directors and hear highlights from the CACM annual report.

9:45 – 11:15 am

Opening General Law Session

New Legislation and Case Law

As we start a new year, the burning questions on everyone's mind are, "What new laws impact the way we do business?" and "What new court cases must we be aware of?" This session will give you the answers and ensure you're armed with the knowledge you need to best direct your boards. After you attend this session, when your boards ask you, "What's new?," you'll be able to tell them!

11:15 am – 1:30 pm

Exhibit Hall Open Buffet Lunch

1:30 – 3:15 pm

Opening General Keynote Session CCAM Oath Ceremony

Who Needs a Runway? Take Off From Where You Are!

Keynote Speaker Vernice "FlyGirl" Armour will help give your organization the boost it needs with her insights on how staff members can come together as a team, understand how their objectives support the

overall strategy and accomplish the mission at hand. Read more on the previous page.

Also, join us for the Oath Ceremony at the beginning of the program to recognize managers who have achieved the Certified Community Association Manager (CCAM) designation in the past year.

3:15 – 3:30 pm

Break

3:30 – 4:45 pm

Concurrent Sessions

Clear the Air: Smoking Issues in California Community Associations

Community associations and their boards are increasingly faced with issues concerning the obligation and power of the association to regulate smoking use within the association, while simultaneously observing the respective rights of smokers and non-smokers. Applicable law is quickly evolving to address these burning issues in a community association setting. This panel will present the current state of the law, applicable legal cases and various strategies that can help associations clear the smoke-filled air and resolve these issues.

"[I liked] networking with others in the industry. It's nice to build relationships ... even with our competitors! The updates are helpful for all in our industry"

Beth Farrell, CCAM
Merit Property Management, Inc. ACMF

Table Topics: Participate in a Candid Conversation

So many issues, so little time ... Do you have a burning question or issue you need answers to? Brainstorm solutions with like-minded managers, hear about others' experiences and get legal input from the attorney facilitators at any of the following round table discussions:

- ADA/Fair Housing
- ADR/IDR
- Assessment Collection
- Construction Defects
- Elections
- Email/Social Media
- Facilities Maintenance
- Hierarchy of Rules
- Illegal Board Activities
- Managing Risk
- Neighbor Disputes
- Owners Threatening Lawsuits
- Parking
- Pets
- Reserve Funding

Visit one or visit them all. You're free to stop by a table for one question and

then move on to the next, or stay for the entire conversation. These round table discussions put you in control!

4:45 – 6:30 pm Managers' Reception

Gather with colleagues and friends at the close of the first day for appetizers and good conversation.

FEBRUARY 3

8:00 – 10:00 am Exhibit Hall Open Continental Breakfast

10:00 – 11:30 am General Law Session Architectural Review: Strategies to Avoid Controversy and Win Cases

This panel discussion will provide practice tips for every step in the review process with emphasis on the more complicated aspects of how architectural claims are ultimately fought and won. Even the most seasoned

managers will discover ways to minimize architectural claims and maximize the chances of a successful outcome if and when claims arise.

11:30 am – 1:45 pm Exhibit Hall Open Buffet Lunch Exhibitor Giveaways

1:45 – 3:45 pm General Law Session Stories from the Trenches: 12 Lessons in Community Manager Liability

CID attorneys are on the front lines when it comes to claims against community associations and community managers. This year, CACM asked a panel of seasoned HOA attorneys to report on the most frequent claims crossing their desks. The result is their version of the "Dirty Dozen." These interesting stories and valuable insights will help you spot and avoid the land mines of manager liability.

Map prize drawing winners will be announced during this session.

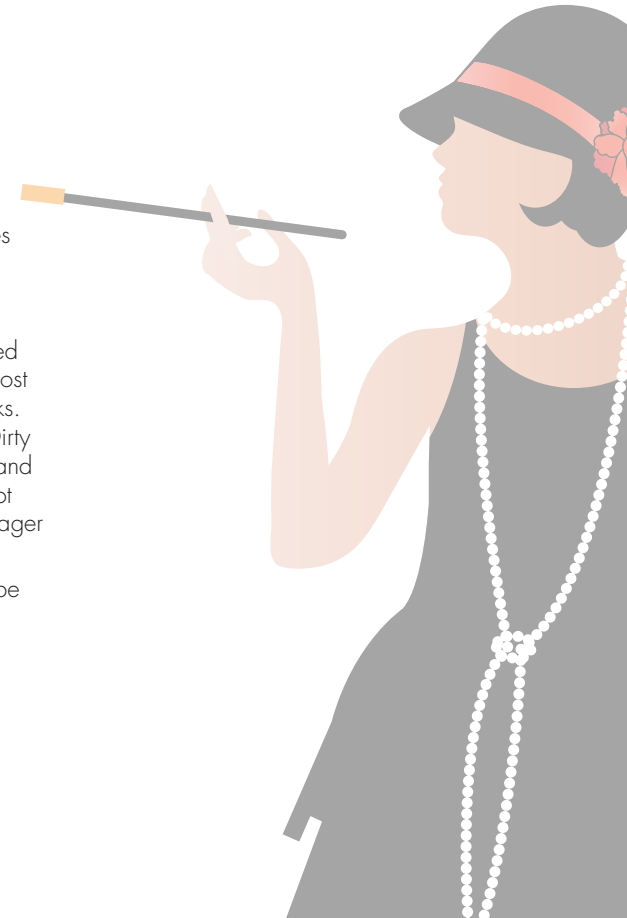
3:45 – 4:00 pm Break

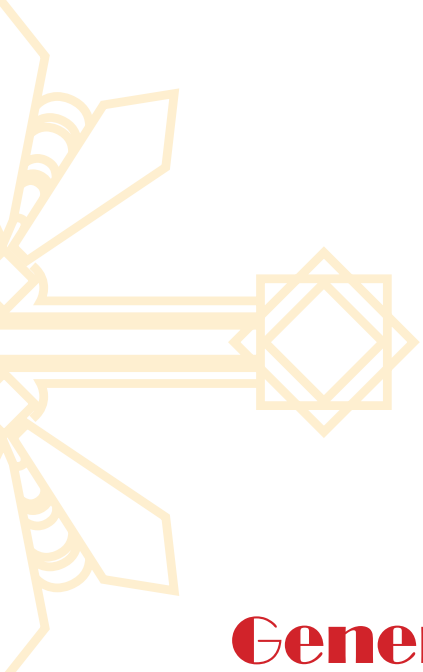
4:00 – 4:30 pm Review and Exam

"I always come away with new information that allows me to perform my duties more professionally."

Janis Schock, CCAM
Common Interest Management Services, ACMF

WE NEED YOUR INPUT! If you have a question related to one of the Table Topics above, we request you send it to us in advance. To access the electronic submission form, visit www.cacm.org, type "Table Topics" in the site search box and submit your question. The link will close on January 20, 2012. Not sure what to ask yet? Don't worry – questions will also be accepted at each table during the session.





General Information

HOTEL INFORMATION

Special room rates for event attendees are available through January 16, 2012, at the Oakland Marriott City Center, 1001 Broadway, Oakland, CA 94607. Please contact the hotel at 800.991.7249 and ask for the CACM room rate (Single/Double \$172). Book early as this rate is subject to early sellout.

PARKING

Self-parking is available at a rate of \$20 per day for event attendees. Valet parking is available at a rate of \$29 per day. Parking fees, which are subject to change, are the responsibility of the attendee and are not included in the event registration price.

REGISTRATION DESK

The Registration Desk is adjacent to the exhibit hall and will be open Wednesday, February 1, Noon – 5:00 pm; Thursday, February 2, 7:30 am – 4:00 pm; and Friday, February 3, 8:00 am – 2:00 pm.

CONFERENCE BADGES

Each attendee and exhibitor will receive a name badge at the Registration Desk. This badge allows admission to the conference programs, events and trade show. All attendees and exhibitors MUST display a conference badge. Badges are not transferable.

TRADE SHOW

The Exhibit Hall is open Thursday, February 2, from 11:15 am – 1:30 pm and Friday, February 3, from 8:00 – 10:00 am and 11:30 am – 1:45 pm. All manager registrants will receive an official map to *The Roaring '20s* Exhibit Hall. Visit each exhibitor to have your map stamped and be eligible to win prizes. Winners will be announced Friday, February 3, at the end of the Closing General Session. You must be present to win all prizes and drawings.

SOLICITATION

Only official CACM exhibitors may distribute and display commercial literature at the trade show. Unauthorized distribution of promotional materials or solicitation is strictly prohibited. Violators will be removed from the trade show. Thank you for not soliciting employment during the event.

CONTINUING EDUCATION UNITS/DRE CREDIT

CCAMs seeking CEUs and attendees seeking DRE credit are required to attend at least 90% of the program and must pass the exam with a grade of 70% or better. Attendees who do not complete the exam will not receive credit – no exceptions. If these requirements are met, CCAMs will receive 7 classroom CEUs and, pending DRE approval, attendees seeking DRE credit will receive seven hours of Consumer Protection, DRE credit, California Department of Real Estate Sponsor #3012. Approval, if granted, does not constitute an endorsement of the views expressed by the course authors, sponsors, instructors or lecturers. Attendees seeking DRE credit should be prepared to show picture I.D. and provide CACM with a DRE license number. The DRE has a course and instructor evaluation available on their website at www.dre.ca.gov.

PLEASE NOTE: Participation in CACM's Law Seminar is restricted to professional community managers and management support staff only. No board members or homeowners are allowed to attend.

"Being able to put faces to names – there were a number of vendors who I have spoken with on the phone, but never had an opportunity to meet in person. This was a great way to get to know them."

Jennifer Law, CCAM
Johnson Ranch Management

13th Annual Northern California Law Seminar & Trade Show Registration Form

Please print clearly

NAME

EMAIL (REQUIRED)

FIRM / ASSOCIATION

ADDRESS

CITY/STATE/ZIP

PHONE/FAX

PAYMENT: Visa MC Am Ex Discover Check enclosed (payable to CACM)

CARD NUMBER

EXPIRATION DATE

BILLING ZIP CODE

NAME AS IT APPEARS ON CARD (Please print)

EMAIL ADDRESS FOR CREDIT CARD RECEIPT

SIGNATURE

REGISTRATION/REFUND POLICY: Prepayment of registration fee is required and must be received at CACM offices no later than 10 days prior to the Law Seminar to guarantee your registration. The registration fee is 90% refundable only if registration is cancelled, in writing, prior to January 19, 2012. The registration fee is 50% refundable if the cancellation request is received between January 19-26, 2012. No refund will be issued after January 26, 2012. Registration is not transferable once the seminar begins.

Law Seminar & Trade Show February 2 – 3, 2012

Manager Member	Before 12/15/11 <input type="checkbox"/> \$239	12/15/11-1/19/12 <input type="checkbox"/> \$279	After 1/19/12* <input type="checkbox"/> \$319
Manager Non-Member	<input type="checkbox"/> \$279	<input type="checkbox"/> \$319	<input type="checkbox"/> \$349

*After 1/19/12, ONLY onsite registration is available.

Ethics for Community Managers February 1, 2012, 12:30 – 4:30 pm

Manager Member	Before 12/15/11 <input type="checkbox"/> \$119	12/15/11-1/19/12 <input type="checkbox"/> \$119	After 1/19/12* N/A
Manager Non-Member	<input type="checkbox"/> \$140	<input type="checkbox"/> \$140	N/A

Total Fees Enclosed \$ _____

NOTE: Registration form MUST be accompanied by check or credit card information. Prepayment is REQUIRED. Confirmation will be sent upon receipt of paid registration.

Easy ways to register:

1. Online: www.cacm.org
2. Email: scanned form to registration@cacm.org
3. Fax: 949.916.5557
4. Mail:



California Association of Community Managers, Inc.
23461 South Pointe Drive, Ste. 200
Laguna Hills, CA 92653
800.363.9771 • registration@cacm.org

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It's more than a legislative update.

CACM's Law Seminar provides an arsenal of examples, stories and tools to give you an edge with your boards and other industry professionals.

Your seminar fee includes:

- Continental breakfast both days
- Lunch both days
- Afternoon refreshments
- Managers' Reception
- All seminar materials

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