



500 Harding Road  
Freehold, NJ 07728



## 2016 CAI-NJ ANNUAL EXPO SCHEDULE & PRESENTATIONS

**\$5,000 CASH PRIZES**

**DO YOU LIVE IN A CONDO OR HOA?  
THIS EVENT IS FOR YOU...LEARN  
ABOUT THE JOYS OF COMMUNITY  
ASSOCIATION LIVING!**

**★ EDUCATION  
★ VISIT OVER 150 SERVICE PROVIDERS  
★ CASH PRIZES  
★ FREE CATERED BREAKFAST & LUNCH**



**Wednesday, October 26, 2016  
Garden State Exhibit Center  
50 Atrium Drive, Somerset, NJ 08873**



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**G&C**  
ELECTRONICS

# 2016 CAI-NJ ANNUAL EXPO SCHEDULE & PRESENTATIONS

## SPECIAL EVENT FOR COMMUNITY BOARD MEMBERS, HOMEOWNERS & COMMUNITY PROPERTY MANAGERS.

Have all of your questions answered at this premier event!

**First time ever, we will be giving away \$5,000 in cash prizes. Everyone is eligible but you must be present to win!**

This year the CAI-NJ Conference & Expo will be on Wednesday, October 26th at the Garden State Exhibit Center in Somerset. There will be educational seminars, created specifically for each of our member types. Attendees will also have the opportunity to visit with 167 professionals and learn about the latest trends in community association services and gather advice from the experts as well. It's an excellent opportunity to make new contacts and meet potential vendors for upcoming projects within your community.

**10:00 AM – 11:30 AM Complimentary breakfast buffet available in the food area**

**10:00 AM – 3:30 PM Trade show floor open**

**11:00 AM – 11:45 AM Community Association Volunteer Leader Educational Session – Lecture Room**

**The One Hour Board Meeting and Beyond** - This is your opportunity to get those long grueling meetings under control. Craig will demonstrate how using a timed agenda, setting up the room correctly and having an organized time for the homeowners to speak will help any board turn their monthly or quarterly meeting into a meeting homeowners will want to attend.



**Presenter: Craig Huntington - President of Alliance Association Bank, a division of Western Alliance Bank.**

Craig is a well-respected and distinguished industry and motivational speaker. He has been presenting managerial, leadership and motivational presentations for the past 20 years and has developed a comprehensive collection of presentations on a wide range of subjects.

**12:00 PM – 2:30 PM Complimentary lunch buffet available in the food area**

**12:00 PM – 12:45 PM Manager's Educational Session – Lecture Room**

### **Batman vs. Superman: The Struggle Regarding Ethics and Confidentiality for Board Members & Property Managers**

In a world where association board members are faced with issues regarding ethics and confidentiality on a daily basis, who can you turn to in order to work through these complex problems? In this battle of good versus evil, you can't rely on the Man of Steel or the Dark Knight. This program will arm you with the necessary information and discuss the relevant law in order to help you properly navigate these thorny issues.



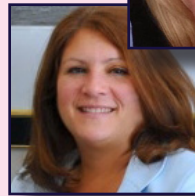
**Presenter: Jonathan Katz, Esq., - Hill Wallack LLP**

Jonathan H. Katz, Esq. is an attorney and a partner in Hill Wallack LLP's Community Association Practice Group in Princeton, New Jersey. Jon concentrates his practice in the areas of community association law and litigation, representing condominium and homeowners associations throughout New Jersey.



**Presenter: Terry Kessler, Esq. - Hill Wallack LLP**

Terry A. Kessler, Esq. is an attorney and a partner in Hill Wallack LLP's Community Association Practice Group in Princeton, New Jersey. She concentrates her practice in the area of community association law, representing condominium and homeowners associations throughout New Jersey.



**Presenter: Denise Becker, PCAM – Homestead Property Management, Inc., AAMC**

Denise Becker is the Senior Vice President of Community Management at Homestead Management Services, Inc. in Hillsborough, New Jersey, responsible for community management, the oversight of community managers, new business development, and client relations and marketing.

# 2016 CAI-NJ ANNUAL EXPO SCHEDULE & PRESENTATIONS

1:00 PM – 1:45 PM

## Legislative Update Session – Lecture Room

**Representatives from New Jersey chapter Legislative Action Committee (LAC)**, will discuss legislative and regulatory issues affecting common interest communities in New Jersey. Topics include Municipal Services Act reform, Mortgage Foreclosure reform, Manager Licensing and Elections reform. Join us for this informative session to learn more about these important hot issues.

**Presenter: Christine Li, Esq., CCAL – Partner, Greenbaum, Rowe, Smith & Davis LLP**



Christine F. Li is a partner at Greenbaum, Rowe, Smith & Davis LLP, Woodbridge, New Jersey where she is a member of the Real Estate Department and Chair of the firm's Community Association and Planned Real Estate Practice Groups. Her community association practice includes general counseling, collections, and alternative dispute resolution. She is a Fellow in the College of Community Association Lawyers and the American College of Real Estate Lawyers, and a co-author of the treatise New Jersey Condominium and Community Association Law.

**Presenter: George Greatrex, Esq. – Shivers, Gosnay & Greatrex, LLC**



George C. Greatrex Jr. is a partner in the law firm of Shivers, Gosnay & Greatrex, LLC in Cherry Hill, New Jersey where the majority of his practice is devoted to community association law in the areas of residential and commercial planned unit developments. Mr. Greatrex and his firm currently represent 150 such associations in Southern and Central New Jersey. Mr. Greatrex received his B.A. degree from Rutgers College in New Brunswick and his J.D. degree from Temple University School of Law in Philadelphia.

**Presenter: Tim Martin – MBI GluckShaw**



Timothy Martin is a Senior Associate with MBI GluckShaw out of Trenton, New Jersey. Mr. Martin focuses on legislative and regulatory affairs, consults on a number of healthcare issues including patient safety, access and quality of care, mental health and addiction treatment. Prior to becoming a full time government affairs agent, he interned in both the New Jersey General Assembly and the Urban League of Lancaster County, PA. Mr. Martin earned his B.S. from Millersville University.

**Presenter: Mike Pesce, PCAM - Associa-Community Management Corp.**



Mike Pesce, PCAM is Branch President of Community Management Corp. an Associa company located in Clifton, New Jersey, a real estate management company focused on community associations, including condominiums, cooperatives, planned-unit developments and townhouses. Mr. Pesce previously practiced law and concentrated his practice in real estate litigation. Mr. Pesce received his B.A. from the University of Notre Dame and his J.D. from Rutgers University.

2:00 PM – 2:45 PM

## Business Partner Educational Session – Lecture Room

**Be a Super Hero Vendor by Meeting Your Client's Expectations.** Paul will show business partners how to work effectively with management companies and understand the board management structure. Some of the key points that will be discussed are how to get your foot in the door and in front of managers and board members, how to retain your contracts and how to navigate conflicts and maintain good relationships.



**Presenter: Paul Santoriello, PCAM, CMCA, AMS - President Taylor Management Company, AAMC, AMO**

Paul Santoriello oversees the entire organization and is actively involved in the management services division. Having been an accountant for a Big 8 accounting firm (Deloitte Haskins and Sells) for 3 years, he possesses a strong background in all areas of financial management. During his 21 years of property management experience he has developed a broad base of knowledge regarding management of the various community association structures. Paul holds a B.S. in Accounting from the University of Delaware.

  
**\$25** NOT A MEMBER?  
VALUE USE PROMO  
CODE "MARVEL"

**COMPLIMENTARY  
FREE ADMISSION**  
For One (1) Non-Member Community Board  
Member/Homeowner



Sponsored By:

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2016 CAI-NJ Annual Conference & Expo  
**ATTENDEE  
REGISTRATION FORM**  
Wednesday, October 26, 2016  
Garden State Exhibit Center  
50 Atrium Drive, Somerset, NJ 08873



**Please note:** CAI-NJ only reviews CAI designations, certifications, and accreditations for validity and current status. Registrants are advised that each individual company is solely responsible for the content they provide on registration forms including all designations, certifications, accreditations and licenses by the company or the individual employee. Concerns about the validity of non-CAI designations, certifications, accreditations, and licenses should be directed to the specific company or individual in question. Removal of designations, certifications, accreditations, and licenses by CAI-NJ will only take place upon the submission of a letter written by the official credentialing and/or licensing body to CAI-NJ. CAI-NJ advises that for training, marketing or other purposes, the Conference & Expo may be recorded, videotaped and/or photographed. By attending this event, I consent to the use of my image by CAI-NJ and agree to waive any claim for the use of my image, including without limitation, the appropriation of my image for commercial purposes or the invasion of my privacy.

Please type or print company/association name in block letters exactly as it should appear on name badges.

Attendee Name and CAI Designation (1). \_\_\_\_\_

Company/Association Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Telephone: (     ) \_\_\_\_\_ Fax: (     ) \_\_\_\_\_

E-mail: \_\_\_\_\_ Website: \_\_\_\_\_

**PRE-REGISTER TO RESERVE YOUR SEAT**

Check the box for the Educational Session(s) you plan on attending.

- 11:00 AM – 11:45 AM Community Association Volunteer Leader Educational Session
- 12:00 PM – 12:45 PM Manager’s Educational Session
- 1:00 PM – 1:45 PM Legislative Update Session
- 2:00 PM – 2:45 PM Business Partner Educational Session

**CONFERENCE FEES:**

	CAI Members		Non-CAI Members	
	Pre-registration	On-site registration	Pre-registration	On-site registration
Homeowners, Unit Owners, Board Members	FREE	FREE	\$20.00	\$25.00
Business Partners	\$125.00	\$150.00	\$150.00	\$180.00
Individual Managers	\$75.00	\$100.00	\$100.00	\$130.00

**Member Homeowners, Unit Owners, Board Members — FREE!**  
Pre-registration is recommended as tickets are limited.

**SUITCASING POLICY:** CAI-NJ has a no-tolerance policy regarding “suitcasing,” which describes the practice of non-exhibiting companies or individuals soliciting sales in the conference hotel, on the tradeshow floor, in the aisles, or in the lobbies, and/or representing their services or soliciting conference participants for conflicting social activities. Violators of this policy will be ejected from the show and charged the highest single-booth rate (\$1,950.00), which must be paid prior to registering as an attendee, exhibitor, or sponsor at any future CAI-NJ conferences or events. Additionally, the CAI-NJ Board of Directors may take additional actions available to the Chapter as deemed appropriate based upon the violation of the suitcasing policy.

**Promo Code** \_\_\_\_\_

**PAYMENT OPTIONS:**

**Payment by Check**

Mail form with check payable to:

**CAI-NJ**  
Attn: 2016 Conference & Expo  
500 Harding Road  
Freehold, NJ 07728

**Questions:** Contact Angela Kavanaugh  
at (609) 588-0030 or email [expo@cainj.org](mailto:expo@cainj.org).

**Payment by Credit Card**

Please fax your signed application with payment to (609) 588-0040.

Visa     Mastercard     Discover     American Express

Cardholder Name: \_\_\_\_\_

Card Number: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Security Code: \_\_\_\_\_

Cardholder Signature: \_\_\_\_\_

Cardholder acknowledges receipt of goods and/or services in the amount of the grand total shown herein and agrees to perform the obligations set forth in the cardholder’s agreement with the credit card issuer.

(For CAI-NJ Use Only):

EXP: \_\_\_\_\_