



# **CORFAC International**

## **2018-2019 Conference Sponsorship Prospectus**



**Fall Summit**  
**London, United Kingdom**  
**September 23-26, 2018**



**Spring Conference**  
**Scottsdale, Arizona**  
**February 20-23, 2019**

## About CORFAC

Founded in 1989, CORFAC is a network of privately held, independently owned, entrepreneurial commercial real estate firms with expertise in office, industrial and retail, tenant and landlord representation, investment sales, multifamily, self-storage, acquisitions and dispositions, property management and corporate services. CORFAC has 47 offices in the U.S., 6 in Canada and 27 internationally. CORFAC firms completed more than 10,000 lease and sales transactions totaling 500 million square feet of space valued in excess of \$8.0 billion in 2017.

## Market Coverage

CORFAC firms have 1,000 employees in 60 markets in North America and 20 global offices including Australia, Colombia, France, Germany, Ireland, Israel, Italy, Mexico, Romania, Russia, South Africa, South Korea, Switzerland and the United Kingdom.

## The CORFAC Advantage

Senior principals participate in and oversee most transactions referred between CORFAC affiliates. CORFAC referrals operate with one individual as a single point-of-contact in every assignment. This ensures clients receive the highest service available in any network. CORFAC's focus on integrity, accountability and local market knowledge consistently translates into positive client results.

Professional standards and relationships are key to the success of CORFAC. CORFAC boasts a high percentage of Certified Commercial Investment Member (CCIM) designees, Certified Property Manager (CPM) designees, Counselors of Real Estate (CRE) designees, Members of the Royal Institution of Chartered Surveyors (MRICS) and Society of Industrial & Office REALTORS® (SIOR) designees.

## Build Relationships with CORFAC

By joining us as a sponsor, you will build relationships with principals and brokers within the CORFAC family. You are meeting face-to-face with the company decision makers.

Average tenure of a CORFAC firm is 15 years. That says a lot about the quality, value and longevity of the network. We've added 15 new firms in the last three years. After 29 years, we continue to grow.

We also have a tremendous commitment to our Next Generation members. They make up 20% of conference attendees.

The most important thing to CORFAC is a mutually beneficial long-term relationship with our sponsor partners. We want to see you coming back year after year. We've developed partnerships with our sponsors where they offer product and service discounts to CORFAC members. We make you visible before, during and after the conference to all 1,000 CORFAC members.

## Sponsorship Opportunities

CORFAC holds two national events every year, one in the spring and one in the fall. 125-150 leading industry professionals meet to discuss industry issues and trends, share best practices, conduct deal-making sessions, network and have a good time. CORFAC principals and brokers are constantly looking for the newest and best products and services to improve their daily business. This is an intimate and unique way to interact with our decision-makers while highlighting your business. CORFAC conferences are members-only and principals are the majority of attendee decision-makers from around the globe.

If you are interested in being a sponsor and gaining exposure to our 80 international offices and 1,000 members, please contact Jonathan Salk, Executive Director at 224/257-4400 or [jonathan@corfac.com](mailto:jonathan@corfac.com).

## Sponsorship Benefits

Sponsors receive a variety of benefits based on sponsorship level including:

- Publicity in news releases and postings
- Visibility throughout the conference with signage at conference registration
- Company profile in conference materials
- Complimentary registration (based on sponsorship level)
- Introduction at the Opening Session
- Time in front of all conference attendees during a general session (based on sponsorship level)
- Exhibit table
- Title sponsorship of one of the week's events (based on sponsorship level)
- Attendee contact lists before and after the conference
- Entry into the exhibitor raffle (item provided by sponsor)

<b>Platinum</b>	<b>\$6,500 one Conference</b>	<b>\$12,000 two Conferences</b>
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**Platinum Level Sponsorship of Each Conference Includes:**

- Title Sponsorship of a selected event
- Time in front of all conference attendees during a general session
- Table top exhibit display space
- 4 sponsor registrations and 4 complimentary tickets to all conference events
- 2 complimentary tickets to the Awards Dinner and golf or cycling outing
- Profile in the program app with logo
- One standalone e-blast to members (scheduled time determined by you in arrangement with CORFAC)

**Platinum Level Title Sponsorship (choose one):**

- Golf. Join attendees and network on the course.
- Awards Dinner. Address attendees and assist in the presentation of awards.
- Opening Session. Presentation to attendees and introduce the keynote speaker.
- General Session. Give a short presentation to attendees and introduce the speaker.

<b>Gold</b>	<b>\$5,000 one Conference</b>	<b>\$9,250 two Conferences</b>
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**Gold Level Sponsorship of Each Conference Includes:**

- Title Sponsorship of a selected event
- Time in front of all conference attendees during a general session
- Table top exhibit display space
- 2 sponsor registrations and 2 complimentary tickets to all conference events
- One complimentary ticket to the Awards Dinner
- Profile in the program app with logo
- One standalone e-blast to members (scheduled time determined by you in arrangement with CORFAC)

**Gold Level Title Sponsorship (choose one):**

- Charlie King Cycling Classic. Sponsor and participate in the cycling tour.
- Breakfast. Join attendees as they start the day and network.
- Reception before the Awards Dinner. Network with attendees before dinner.
- Principals Caucus. Introduce speaker at the most popular event with firm leaders.
- Beverage Break. Greet and network with attendees between sessions.

<b>Silver</b>	<b>\$3,000 one Conference</b>	<b>\$5,500 two Conferences</b>
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**Each Silver Level Sponsorship of Each Conference Includes:**

- Table top exhibit display space
- Time in front of all conference attendees during a general session
- One sponsor registration and one complimentary ticket to all conference events
- One complimentary ticket to the Awards Dinner
- Profile in the program app with logo

<b>Bronze</b>	<b>\$1,500 one Conference</b>	<b>\$2,750 two Conferences</b>
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**Each Bronze Level Sponsorship of Each Conference Includes:**

- Table top exhibit display space
- One sponsor registration and one complimentary ticket to all conference events
- Profile in the program app

## Sponsorship Agreement

Table top exhibits are open from Thursday at 3:00 pm until the end of sessions on Friday (Scottsdale) and Monday morning until the end of sessions on Wednesday (London). Sponsors do not need to be in the exhibit space during general sessions. Typically sponsor tables are in the same room as the general session. Booth set-up will be Thursday, 10:00 am–2:00 pm (Scottsdale), 6:00-8:00 am Monday (London). Booth tear-down is Friday after 4:30 pm (Scottsdale), Wednesday at 12:00 pm (London).

**Select your Event(s):**

\_\_\_ Fall Summit, 2018 (London)

\_\_\_ Spring Conference, 2019 (Scottsdale)

**Select your level of sponsorship:**

\_\_\_ Platinum One Event - \$6,500

\_\_\_ Platinum Two Events - \$12,000

\_\_\_ Gold One Event - \$5,000

\_\_\_ Gold Two Events - \$9,250

\_\_\_ Silver One Event - \$3,000

\_\_\_ Silver Two Events - \$5,500

\_\_\_ Bronze One Event - \$1,500

\_\_\_ Bronze Two Events - \$2,750

**Platinum or Gold Sponsors: Please list your top 3 choices for your Titled Sponsorship from the sponsorship menu.**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Sponsor Firm Name \_\_\_\_\_

Contact Person \_\_\_\_\_

Address \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

I agree to be a sponsor of the CORFAC event I selected above. I agree to fulfill the terms of this agreement and to work with CORFAC leading up to the conference and to provide information and materials. I have read and agree to the exhibitor rules in this package. I also agree to pay 50% of the sponsorship amount within 30 days of signing this agreement.

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Please return form and check in U.S. funds to:**

CORFAC International

2700 River Road, Suite 105, Des Plaines, Illinois 60018

Tel: 224/257-4400 • Fax: 224/567-8674 • Email: [jonathan@corfac.com](mailto:jonathan@corfac.com)

## Sponsorship Rules

Sponsors agree to the following by signing and submitting the sponsorship agreement:

1. The sponsorship agreement must be completed and submitted with the 50% deposit to reserve your sponsorship.
2. Sponsorship requests are considered in order of submission and payment of 50% deposit. Booth location is assigned at the discretion of CORFAC.
3. Table top exhibits will be open from Monday morning until 12:00 pm on Wednesday (London) and Thursday at 3:00 pm until the end of sessions on Friday (Scottsdale). Sponsors do not need to be in the exhibit space during general sessions. Hours are subject to change. We will provide a table and two chairs for your use. All breaks, breakfasts, lunches and two receptions take place in the vicinity of the exhibits.
4. Booth set-up will be 6:00 - 8:00 am, Monday (London), Thursday, 10:00 am – 2:00 pm (Scottsdale). Booth tear-down is Wednesday at 12:00 pm (London), Friday after 4:30 pm (Scottsdale). It is the sponsor's responsibility to arrange shipping of all of your materials for the conference. All items should be removed from the booth by the final session.
5. The sponsor will not share booth space with another company without written consent from CORFAC.
6. Sponsor tables are normally in the same room as the general sessions.
7. Sponsors must adhere to all municipal and state laws, rules and regulations. No combustible decorations are allowed and all materials must comply with fire department regulations. Hotel rules must be followed at all times.
8. Sponsor is responsible to pay for any and all damages to property owned by the hotel, its owners or managers, which result from any act or omission of the sponsor. Sponsor agrees to defend, indemnify and hold harmless the hotel and its agents from any charges resulting from sponsor's use of the property.
9. No guard service is used during the CORFAC event. CORFAC, the hotel and their agents cannot accept responsibility for any damage or loss of the property of a sponsor.
10. No outside food or beverage is allowed to be distributed from a booth without permission from CORFAC. Any related fees are the sponsor's responsibility.
11. Sponsor agrees to pay all fees for audiovisual, electricity and internet if applicable. Sponsor will pay for all additional furniture rental if necessary.
12. No business or social activities can be scheduled during any CORFAC sessions or activities during the event. Please contact CORFAC if you wish to hold an event.
13. All signed sponsor agreements are binding.
14. Anything not covered in these rules is at the discretion of CORFAC and the hotel. All changes are binding on sponsors.