



## **CAI HEARTLAND POLICY ON BOARD LEADERSHIP & DEVELOPMENT WORKSHOPS TO MANAGEMENT COMPANIES**

In the event that a management company conducts and sponsors a CAI Board Leadership & Development Workshop (BLDW), they are required to use CAI BLDW materials including Power Point slides, flyers, surveys and certificates. The management company is encouraged to invite their current clients. CAI Heartland prohibits the management company from marketing to board members/trustees who are currently under contract with another CAI member management company. CAI Heartland will not promote this BLDW to the general CAI Heartland membership, as this could be perceived as favoritism. CAI Heartland Staff and/or all current CAI Heartland Board Members are invited to come and distribute CAI materials. CAI requires that all presenters for the BLDW are CAI certified managers (CMCA, AMS, PCAM) and other CAI member presenters hold the CAI Educated Business Partner certification.