



**McKown**  
**Pressure Wash**

**PAINTING  
& CONTRACTING**



*Salute*

**TO SERVICE**

**WE CAN DO BECAUSE OF YOU**

**CA DAY 2020**

**MARCH 14, 2020**

7:30 AM - 4:00 PM

Virginia Beach Convention Center

# REPORTING 1

ENLIST IN THE LARGEST EDUCATIONAL CONFERENCE AND TRADE SHOW IN HAMPTON ROADS  
SPECIFICALLY DESIGNED FOR HOMEOWNERS WHO LIVE IN COMMUNITY ASSOCIATIONS

## EDUCATION CIRCUITS

### CIRCUIT 1 | 9:00 AM - 10:15 AM

#### ALLOTMENTS & APPROPRIATIONS

Financials 101: **An Elementary Course**

Learn how to read your financials with sample budgets and financial statements, and how to comply with statutory requirements in budgets. This course will cover cash vs. accrual accounting, how to ask the right questions, and the benefits of creating a finance committee.

#### HIGH SEAS - CONDO OVERBOARD!

Water Intrusion: **An Intermediate Course**

A water intrusion is discovered - what steps should the condominium association take in addressing it? Who is responsible for performing the repairs, and who is financially responsible? What kind of insurance do you need to be covered, and what kind of deductible are you facing?

#### DON'T GET SENT TO THE BRIG

Collections 101: **An Elementary Course**

We'll cover all the basics you need to know: liens, filing a lawsuit, post-judgment collection, foreclosure, the Fair Debt Collection Practices Act, and more. Learn how the process can impact your community.

#### WHISKEY TANGO FOXTROT?!

Politics and Political Signs: **An Intermediate Course**

With the increasing interest in politics and the upcoming 2020 election, make sure your association is in the political know. Promulgation and adoption of political sign rules on owner lots or units, and common areas and elements. Keep the peace in your community.

#### TACTICAL OPERATIONS CENTER

Leaders Helping Leaders in Chat Rooms

Network, share ideas and ask questions in the facilitated roundtable discussions where leaders are helping leaders build better communities. Join one of these group discussions on a variety of topics.

### CIRCUIT 2 | 11:15 AM - 12:30 PM

#### YOU CAN'T HANDLE THE TRUTH

Association Public Relations: **An Intermediate Course**

Associations often receive a bad reputation. This session will discuss what actions associations can take in order to promote the positives and benefits of association living. Avoiding and addressing bad publicity are key components to promoting a positive association image.

#### CYA...COVER YOUR ASSOCIATIONS

Insurance 101: **An Elementary Course**

This class will take you through the different types of insurance your association *must* have in place, as well as those you *should*. We'll tackle all the basics on coverage & claims.

#### KNOW YOUR RANK

Boards & Committees - Recruiting, Roles, and

Responsibilities: **An Intermediate Course**

If you're new to your Board of Directors, this course is for you. Learn about the duties and responsibilities of being on the Board, fiduciary duty, and liability protection. Take note of tips for recruiting members to the Board and Committees.

#### SWAMP TRAINING

Military Hardships and Impacts on Associations:

**An Intermediate Course**

This training takes a deep dive into the Servicemembers Civil Relief Act, and ramifications on collection of past dues. Maintenance and emergency repair procedures may be adopted when the owner is away on military duty - what exceptions are provided to those who are deployed?

#### TACTICAL OPERATIONS CENTER

Leaders Helping Leaders in Chat Rooms

Network, share ideas and ask questions in the facilitated roundtable discussions where leaders are helping leaders build better communities. Join one of these group discussions on a variety of topics.



# OUR DUTY

**CIRCUIT 3 | 2:15 PM - 3:30 PM**

## **HAZARD DUTY**

**Aggressive Behavior: An Advanced Course**

It's an unfortunate reality, but we need to be prepared. Learn about the recommended protocols for dealing with aggressive residents, along with active shooter preparation and response.

## **CODE OF CONDUCT**

**Association Social Do's and Don'ts: An Intermediate Course**

Having fun in your community: bingo games, movie nights, pool parties, and booze. What licenses and insurances are needed, what are the potential liabilities? What are the the FHA and ADA concerns?

## **COLORS**

**Military Flags: An Intermediate Course**

Adopting reasonable flag rules can help you avoid a PR nightmare. Discussion of relevant case law as it pertains to the Freedom to Display the American Flag Act of 2005, and applicable flag statutes in the Virginia Property Owners Association Act and Virginia Condominium Act.

## **ALL HANDS CALL**

**Meetings 101: An Elementary Course**

This course is a beginner's guide to meetings and the all that comes with them. Notice requirements, quorum, executive session, proxies, minutes, agendas, and more.

## **TACTICAL OPERATIONS CENTER**

**Leaders Helping Leaders in Chat Rooms**

Network, share ideas and ask questions in the facilitated roundtable discussions where leaders are helping leaders build better communities. Join one of these group discussions on a variety of topics.

**MARCH 14, 2020**

**Virginia Beach Convention Center**

**7:30 AM - 4:00 PM**

## **REGISTRATION FEES**

### **REGISTER BEFORE FEBRUARY 14, 2020**

	WITH FLASHDRIVE	WITH BINDER
Members:	\$55	\$65
Non-Members:	\$85	\$95

### **REGISTER AFTER FEBRUARY 14, 2020**

	WITH FLASHDRIVE	WITH BINDER
Members:	n/a	\$90
Non-Members:	n/a	\$120

**REGISTER 4 PEOPLE FROM THE SAME  
ASSOCIATION AND THE 5TH ONE IS FREE!**



CA Day 2020 Trade Show + Education Expo is proudly presented by McKown Pressure Wash, Painting & Contracting. Visit them and many other sponsors + business partners in the exhibit hall!

Counts towards 7 hours of continuing education for CAI's CMCA® and AMS® Manager designations.

# ENLIST HERE!

Return by Mail to: 1300 Diamond Springs Road, Suite 400 | Virginia Beach, VA 23455 | Fax to: 757-558-8129  
or Scan + Email to: [info@sevacai.org](mailto:info@sevacai.org) | or register online at [www.cadayvirginia.com](http://www.cadayvirginia.com)

Registrant Name: \_\_\_\_\_ ☐ Flash Drive or ☐ Binder  
Company/Association: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
Manager Name: \_\_\_\_\_ Mgt Co.: \_\_\_\_\_

Registrant Name: \_\_\_\_\_ ☐ Flash Drive or ☐ Binder  
Company/Association: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
Manager Name: \_\_\_\_\_ Mgt Co.: \_\_\_\_\_

Registrant Name: \_\_\_\_\_ ☐ Flash Drive or ☐ Binder  
Company/Association: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
Manager Name: \_\_\_\_\_ Mgt Co.: \_\_\_\_\_

Registrant Name: \_\_\_\_\_ ☐ Flash Drive or ☐ Binder  
Company/Association: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
Manager Name: \_\_\_\_\_ Mgt Co.: \_\_\_\_\_

## 5<sup>TH</sup> REGISTRATION IS FREE!

Registrant Name: \_\_\_\_\_ ☐ Flash Drive or ☐ Binder  
Company/Association: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_  
Manager Name: \_\_\_\_\_ Mgt Co.: \_\_\_\_\_

A reservation made is a reservation paid. Written reservations and cancellations must be made by 10 am on March 6, 2020.  
Questions and Credit Cards? Please call the Chapter @ 757-558-8128, or contact us at [adminasst@sevacai.org](mailto:adminasst@sevacai.org) or [www.sevacai.org](http://www.sevacai.org)