



CBA 2024 SPONSORSHIP

The Commercial Brokers Association (CBA) is a powerful association of commercial real estate brokers dedicated to developing the knowledge and skills of our members, increasing their success, and raising the standard of practice. Our member-owned cooperative provides market research, listings services, legal contracts, networking and education opportunities, association management services, industry advocacy, and arbitration to brokers and professionals in CRE-associated industries in the Pacific Northwest.

Why Sponsor CBA?

- Partnering with CBA is an investment in your company's future and supports the CRE industry across our region.
- As a sponsor, you have access to senior-level decision-makers including brokers, lenders, attorneys, appraisers, developers, investors, architects, builders, and other key decision-makers at events, classes, and networking opportunities and gain visibility through digital marketing campaigns.
- You'll support relevant and impactful programming and thought leadership featuring people and businesses that are changing the CRE landscape regionally and beyond.
- Your company and employees will have access to events and educational programs that result in career-long connections and measurable business impact.

Please contact us at cba@commercialmls.com to learn more about how your company can benefit from becoming a CBA Sponsor.

HIGHLIGHTS FROM 2023

- Over 4,500 members in brokerage and other commercial real estate fields.
- Our membership includes the top commercial real estate influencers, brokerages, and companies in CRE-associated industries.
- Our events and classes attract 800+ attendees throughout the year.
- 100+ emails and newsletters sent annually to 6,000+ recipients with an average open rate of 45 percent!





CBA 2024 ORGANIZATIONAL SPONSORSHIP

Menu of Benefits

- Check the box next to the items you wish to purchase and email this page and the commitment form to cba@commercialmls.com
- All sponsorship opportunities are first come, first served from the date payment is received.
- **For details on the benefits of all sponsorships, see our Sponsorship Guide.**

Company Name: _____

ANNUAL EVENTS

CBA GOLF TOURNAMENT

- Tournament Sponsor: \$5,000
- Golf Cart Sponsor: \$2,500
- Dinner Sponsor: \$2,000
- Bloody Mary Sponsor: \$2,000
- Beverage Cart Sponsor: \$2,000
- Drink Ticket Sponsor: \$1,500
- Lunch Sponsor: \$1,250
- Hole Sponsor (18): \$1,250
- Welcome Bag Sponsor: \$1,250
- Bottled Water Sponsor: \$1,000
- Scorecard Sponsor: \$1,000
- Driving Range Sponsor: \$500
- Putting Green Sponsor: \$500
- Mulligan Sponsor: \$500

CBA FORUM

- Event Sponsor: \$5,000
- Lunch Sponsor: \$2,500
- Happy Hour Sponsor: \$2,500
- Display Table Sponsor: \$1,000
- Break Sponsor: \$750

CBA TOPGOLF TOURNAMENT

- Platinum Sponsor: \$2,500
- Bar Sponsor: \$2,000
- Drink Ticket Sponsor: \$2,000
- Lunch Sponsor: \$1,500
- Contest Sponsor Fast Ball: \$750
- Contest Sponsor Long Drive: \$750

ADDITIONAL OPPORTUNITIES

CBA ADVERTISING & MEDIA

- CBA Connects Leaderboard Ad: \$6,000
- CBA Website ATF Ad: \$1,000
- CBA Monthly Newsletter Sponsor: \$500
- CBA Quarterly Report Sponsor: \$500
- CBA Classes Newsletter Sponsor: \$500

CBA CLASS SPONSORSHIPS

- Sponsored Presentation Webinar: \$1,000
- CBA In-Person Class Sponsor: \$500
- CBA Annual Meeting Sponsor: \$500
- CBA Live Webinar Class Sponsor: \$250



CBA 2024 ORGANIZATIONAL SPONSORSHIP

2024 Commitment Form

To confirm your sponsorship, please return this form along with your company's Menu of Benefits selections to cba@commercialmls.com.

CONTACT INFORMATION

Contact: _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____ Contact Email: _____

Website: _____

Additional Contact: _____

Signature _____ Date _____

MENU OF BENEFITS - TOTALS

Total the prices of all the selected sponsorships from the Menu of Benefits. Sponsorships can be fully customized and between levels. For example, if your sponsorship is \$3,750, you would be recognized at the \$3,000 level. If you don't see what you're looking for, we'll work with you!

TOTAL AMOUNT FROM THE MENU OF BENEFITS: \$ _____

SPONSORSHIP LEVEL SELECTION

- Full Circle Sponsor - \$5,000
- Platinum Sponsor - \$3,000
- Premier Sponsor - \$2,000
- Other Amount: _____

TERMS & CONDITIONS

1. All sponsorship opportunities are first come, first served from the date payment is received. To reserve your sponsorship, return this form via email to Commercial Brokers Association.
2. Payment is required in full before sponsorship benefits begin. Upon receipt of this application, Commercial Brokers Association will provide an invoice.
3. You will pay the total amount and agree to the Invoice Policy as written below. All payments are non-refundable.
4. All payments are due within 30 days from the above-listed invoice date or 10 days before the event date, whichever is earlier.

PAYMENT INFORMATION

- Check Enclosed Invoice Me

All payments are due within 30 days from the above listed invoice date or 10 days before the event date, whichever is earlier.

Sponsorships will not be recognized until payment is made in full.

Please email or mail this form with payment to CBA@commercialmls.com

CBA GOLF TOURNAMENT



Save the Date: September 16, 2024, Bear Creek Country Club

The annual CBA Golf Tournament hosts 30+ sponsor companies and 144+ golfers. Sponsors can get creative at this fun, relaxed networking event that takes place at some of the most beautiful courses in the Pacific Northwest. Previous courses include the prestigious, private Sandpoint Country Club. This year we'll be heading to Bear Creek Country Club.

A post-tournament dinner offers plenty of time and opportunity for socializing and networking.

Returning CBA Sponsors have priority for sponsorships through May 31, 2024.

To register, complete the sponsorship commitment form and email it to cba@commercialmls.com to request your sponsorship. First come, first served.

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CBA GOLF TOURNAMENT SPONSORSHIPS

Tournament Sponsor	<ul style="list-style-type: none">• Tournament naming rights• Company logo on all marketing materials• Use of personal golf cart at the tournament to network with attendees• Speaking opportunity at Awards Dinner• Includes foursome registration	\$5,000
Golf Cart Sponsor	<ul style="list-style-type: none">• Company name and logo on golf carts	\$2,500
Dinner Sponsor	<ul style="list-style-type: none">• Company logo displayed on banner at post-tournament Awards Dinner• 2x tickets to the Awards Dinner• Golfer registration not included	\$2,000
Bloody Mary	<ul style="list-style-type: none">• Company logo on signage at popular Bloody Mary Bar• Company logo on Bloody Mary Drink Tickets that will be distributed to golfers• Bar will be in a prominent, high traffic area• Bartender will be provided	\$2,000
Beverage Cart Sponsor	<ul style="list-style-type: none">• Company logo on 1 beverage cart	\$2,000
Drink Ticket	<ul style="list-style-type: none">• Company name and logo on drink tickets	\$1,500
Lunch Sponsor	<ul style="list-style-type: none">• Company logo displayed on boxed lunches, distributed to all participants• Golfer registration not included, can be purchased at a discounted sponsor rate	\$1,250
Hole Sponsor (18)	<ul style="list-style-type: none">• Signage with company logo displayed at hole• Opportunity to interact with all golfers and organize contest/game/activity at hole• Each hole sponsor is assigned their own golf cart for use during the tournament• Golfer registration not included, can be purchased at a discounted sponsor rate (limited availability)	\$1,250
Welcome Bag Sponsor	<ul style="list-style-type: none">• Company name and logo on welcome bags	\$1,250
Bottled Water	<ul style="list-style-type: none">• Company name and logo on water bottles	\$1,000
Scorecard	<ul style="list-style-type: none">• Company logo on scorecard that will be distributed to each team	\$1,000
Driving Range	<ul style="list-style-type: none">• Company banner at driving range	\$500
Putting Green	<ul style="list-style-type: none">• Company logo sign at putting green. Great pre-tournament activity	\$500
Mulligan	<ul style="list-style-type: none">• Company name and logo on mulligan tickets	\$500

CBA TOPGOLF TOURNAMENT



Save the Date: June 2024, Topgolf Renton

Our first annual CBA Topgolf Tournament was a rousing success! Over 100 players and sponsors joined us for an unforgettable golfing experience like no other! Whether you're a passionate golfer or just looking to have a fantastic time, this event promises an extraordinary fusion of skill, competition, and pure fun!

Join us as a sponsor of our 2024 tournament for an incredible opportunity to showcase your brand to a diverse audience of enthusiastic participants and spectators. Gain prominent visibility through our tailored sponsorship packages, featuring exclusive branding opportunities and networking prospects with industry leaders.

Returning CBA Sponsors have priority for sponsorships through March 31, 2024.

Due to the high number of golf sponsorship requests, you must complete the sponsorship commitment form and email it to cba@commercialmls.com to request your sponsorship. First come, first served.

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CBA TOPGOLF TOURNAMENT SPONSORSHIPS

<p>Platinum Sponsor</p>	<ul style="list-style-type: none"> • Admission for up to 6 players in 1 bay • Includes lunch buffet, drink tickets, and door prize tickets for players • VIP Lounge Access: the opportunity to host a table with signage, play games or hold a contest inside the VIP Lounge. Include admission for up to 2 additional guests (no golf) • Priority placement of company logo on rolling slides on Topgolf Bay Monitors during the event • Priority placement of company logo on screens inside VIP Lounge • Included in promotional emails, marketing materials, and event signage 	<p>\$2,500</p>
<p>Bar Sponsor</p>	<ul style="list-style-type: none"> • Admission for up to 6 players in 1 bay • Includes lunch buffet, drink tickets, and door prize tickets for players • Signage with company logo displayed at the bar + up to 2 additional guests to be on-site (no golf) • Priority placement of company logo on screens inside VIP Lounge • Company logo on rolling slides on Topgolf Bay Monitors during the event • Included in promotional emails, marketing materials, and event signage 	<p>\$2,000</p>
<p>Drink Sponsor</p>	<ul style="list-style-type: none"> • Admission for up to 6 players in 1 bay • Includes lunch buffet, drink tickets, and door prize tickets for players • Opportunity to select a signature drink with accompanying drink tickets with logo (choices will be provided by CBA) • Company logo on rolling slides on Topgolf Bay Monitors during the event • Included in promotional emails, marketing materials, and event signage 	<p>\$2,000</p>
<p>Lunch Sponsor</p>	<ul style="list-style-type: none"> • Admission for up to 6 players in 1 bay • Includes lunch buffet, drink tickets, and door prize tickets for players • Company logo displayed on lunch buffet tables • Company logo on rolling slides on Topgolf Bay Monitors during the event • Included in promotional emails, marketing materials, and event signage 	<p>\$1,500</p>
<p>Contest Sponsor</p>	<ul style="list-style-type: none"> • Prominent location for a contest in your own bay • Contest options: Fastest Ball • Must provide a prize to be presented at the awards ceremony • Includes admission for 2 people (no golf) • Company logo on rolling slides on Topgolf Bay Monitors during the event • Included in promotional emails, marketing materials, and event signage 	<p>\$750</p>

CBA FORUM



Save the Date: May 16, 2024, Location TBD

Each year CBA produces a day-long continuing education Forum and networking event that brings together the top minds in Commercial Real Estate. Attendees look forward to a day filled with up-to-date seminars highlighting current trends and opportunities to expand their network. Our speakers and panelists from Office, Industrial, Multi-family, etc., discuss the ideas and events that are impacting the CRE industry in the Pacific Northwest. Attend annually by 150+ commercial brokers and CRE industry insiders.

This event brings together brokers and other CRE professionals from the greater Seattle area. Prepare to network, learn from industry experts, and take part in thought-provoking discussions about the future of commercial real estate and elevate your real estate business to new heights.

Join us as a sponsor and enjoy the opportunity to spend the day at this highly engaging event, showcase your business, connect with commercial real estate brokers and other industry professionals, and enjoy food, drinks, and a chance to mix and mingle after the event!

Returning CBA Sponsors have priority for sponsorships through March 31, 2024.

To reserve your spot as a sponsor, complete the sponsorship commitment form and email it to cba@commercialmls.com. First come, first served.

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CBA FORUM SPONSORSHIPS

Event Sponsor	<ul style="list-style-type: none">• Event naming rights• Company logo on all marketing materials• Speaking opportunity at opening of Forum	\$5,000
Lunch Sponsor	<ul style="list-style-type: none">• Opportunity for a short commercial on services at lunch plus display table benefits	\$2,500
Social Hour Sponsor	<ul style="list-style-type: none">• Signage with your company's logo displayed prominently at the bar plus display table benefits.	\$2,500
Display Table Sponsor	<ul style="list-style-type: none">• 6 ft. banquet table• Ability to distribute marketing materials• One complimentary admission• Option for giveaway/prize drawing• List of event attendees after event• Logo on event promotional materials• Acknowledgment from Emcee	\$1,000
Break Sponsor	<ul style="list-style-type: none">• Opportunity for a short commercial on services at afternoon break plus display table benefits	\$750



CBA CLASSES & TRAININGS



CBA hosts both in-person and online classes and training webinars throughout the year. These intimate events with a highly engaged audience are the perfect opportunity to put the focus on your company's products and services.

Sponsored Presentation Webinar	Position yourself as a thought leader via a sponsored webinar. You create the content – we promote it to our influential audience. Lead generation is available with an opt-in during registration. Only 6 opportunities are available in 2024 (topic subject to approval).	\$1,000
In-Person Class	Present information about your company, product or service at one of CBA's continuing education classes. Our in-person classes attract an average of 20 people per class. <ul style="list-style-type: none"> • Display marketing materials in the classroom and meet and greet attendees • Provide refreshments with signage on refreshment table • Receive acknowledgement from the instructor 	\$500
Live Webinar Class	Present information about your company, product or service in a short video that runs at the beginning and ending of one of CBA's 20+ yearly live webinar classes. Our classes attract 750+ attendees per year, with an average of 20 people per class.	\$250

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CBA MEDIA & ADVERTISING

Advertise your business in one (or all!) of CBA's digital channels. Our weekly and monthly newsletters have an average open rate of 45 percent and are delivered to over 5,000 industry professionals who have opted in to receive our content. Our overall email open rate is 45 percent -- that's 10 percent above the industry average!

<p>CBA Connects Leaderboard Ad</p>	<p>CBA's weekly email newsletter, delivered to 5,344+ subscribers, features breaking news, industry insights and trends. Don't miss an opportunity to be top-of-mind to key industry decision-makers. Open rate: assuming it will be about 40 percent in line with our other comms, but will ask for this info from them AGAIN.</p> <p>This premier position provides your company with top exposure and quality traffic. Prices are for participation in 52 emails to 5,344 subscribers (we could do this quarterly instead at \$1,500 per quarter).</p>	<p>\$6,000</p>
<p>CBA Website Ad</p>	<p>Your company's ad receives prominent placement on CBA's public and private webpage with over XXX views from XX unique users per month. We have ~15,000 users per month over the past 3 months. Can sell monthly or quarterly (\$3,000)</p>	<p>\$1,000</p>
<p>CBA Monthly Leaderboard Ad</p>	<p>CBA's monthly newsletter, delivered to 6,000+ subscribers, features useful information about what's happening at CBA and other CRE associations. Average open rate: 45 percent; Average impressions = 2,790. Price is for one month.</p>	<p>\$500</p>
<p>CBA Classes Leaderboard Ad</p>	<p>CBA's monthly education-focused newsletter, delivered to 5,500+ subscribers, features information about upcoming CRE industry classes and events. Average open rate: 45 percent; Average impressions = 2,475</p>	<p>\$500</p>
<p>CBA Quarterly Sales Report Sponsor (Website and Email Distribution)</p>	<p>CBA's quarterly reports are delivered to 6,000+ subscribers, including media contacts. Average open rate: 50 percent; Average impressions: 3,000.</p>	<p>\$500</p>
<p>CBA Annual Meeting Sponsor</p>	<p>Get in front of the most engaged CBA Members, including our board!</p>	<p>\$500</p>

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CBA DEI FOUNDATION SPONSORSHIPS

CBA'S DEI Foundation provides opportunities for underrepresented, up-and-coming members of the commercial real estate community in the Pacific Northwest.

CBA DEI Sponsorship Program	<ul style="list-style-type: none">• Sponsorships• Program Partnerships• Donations	\$1,000
DEI Donation		\$1,000
DEI Partnership		\$1,000

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