

South Carolina CAI 2026 EXPO & PARTY

Education and Networking for Community Association Board Members, Managers, Volunteers and Industry Leaders



THURSDAY, FEB 5, 2026

12:40 - 4:30 PM: CEU Classes

4:30 - 6:30 PM: Networking Party



FRIDAY, FEB 6, 2026

8:00 - 11:00 AM: CEU Classes

11:00 - 1:30 PM: Expo / Catered Lunch

1:30 - 2:30 PM: CEU Classes



Marriott Myrtle Beach Resort & Spa at Grande Dunes

8400 Costa Verde Drive

Myrtle Beach, SC 29572

19 SPEAKERS **16** CLASSES **100** EXHIBITORS **8** CEUS

FREE **NO CHARGE** and limited to and for CAI and non-CAI board members, managers and community association volunteers and sponsors.

STAY OVER-NIGHT
Contact **Marriott Myrtle Beach Resort** for the "SC-CAI Rate"

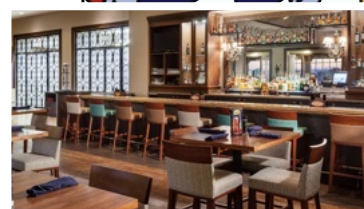
CONTACT US FOR
complementary limited
on-site packages

Hibiscus Spa*



**Ocean Blu
Restaurant and
Lounge****

Lunch and/or Dinner



Great Theme! High Seas & High Thrones



Exhibitor & Sponsor Info Inside

[CAI](#) and [non-CAI](#) Board Members, Managers Welcome!

More Reasons For Managers and Boards to Attend!



Managing Stress, Avoiding Burnout!

NATIONAL SPEAKER & AUTHOR

Dr. Thomas Engblom
Ph.D, CMCA, AMS, PCAM, ARM, CPM, EBP

Attendee Pricing: **No Cost!**

CAI and non-CAI board members, managers and community association volunteer attendees

- **Expo Classes:** No charge
- **Networking Party:** No charge
- **Expo Hall and Lunch:** No charge
- **CAI Board Leader Certificate:** Open to All
Certificate and benefits limited to CAI board members
- **Dr. Thomas C. Engblom's CMCA Course:** No charge

Free Professional Headshots—On Us

Managers and boards are always due for a fresh headshot. During the SC CAI Expo, enjoy complimentary professional headshots taken onsite and emailed directly to you - perfect for LinkedIn, company websites, and marketing materials. **No appointment, no cost, just show up.**

We Can Help You Pass the CMCA!

- Focused exam-prep content aligned with the CMCA program
- Delivered by an experienced subject-matter expert with deep credentials in the field
- Practical tips and example test questions

CAMICB's FAQ states that they do not release grades or pass and fail rates. However, one source claims the exam has a 50% fail rate! Unverified, but stated by several sources, this class provides a success rate of 90%!



REGISTER AT:
www.cai-sc.org

If you need any more information contact South Carolina CAI Executive Director, Raymond Dickey at info@brainerdcommunications.com.

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[CAI](#) and [non-CAI](#) Board Members, Managers Welcome!

South Carolina CAI 2026 EXPO & PARTY

12:40 - 1:30 PM: 1 CEU

ROOM 1 CMCA Course

Thomas C. Engblom, Ph.D, CMCA, AMS, PCAM, ARM, CPM, EBP — NATIONAL CAI SPEAKER

ROOM 2 Combat Negative Social Media

Adam Clarkson, Esq. • Clarkson McAlonis & O’Connor, P.C. — NATIONAL CAI SPEAKER

Dawn Becker-Durnin, CIRMS • Acrisure — NATIONAL CAI SPEAKER

1:40 - 2:30 PM: 1 CEU

ROOM 1 CMCA Course

Thomas C. Engblom, Ph.D, CMCA, AMS, PCAM, ARM, CPM, EBP — NATIONAL CAI SPEAKER

ROOM 2 “Ambulance Roofers” & Disaster-Recovery Scams

Adam Clarkson, Esq. • Clarkson McAlonis & O’Connor, P.C. — NATIONAL CAI SPEAKER

Tyler Windham, CLCS • USI Insurance Services

Richard Berry, AIA, LEED AP, BECxp, NCARB • BECS

2:40 - 3:30 PM: 1 CEU

ROOM 1 CMCA Course

Thomas C. Engblom, Ph.D, CMCA, AMS, PCAM, ARM, CPM, EBP — NATIONAL CAI SPEAKER

ROOM 2 Data Optical Architecture: Meeting Tomorrow’s Traffic Demands

Alex Stefanescu • Hotwire Communications

3:40 - 4:30 PM: 1 CEU

ROOM 1 CMCA Course

Thomas C. Engblom, Ph.D, CMCA, AMS, PCAM, ARM, CPM, EBP — NATIONAL CAI SPEAKER

ROOM 2 Engineering Forensics & Risk Management

Richard Holt, PE, RS • Giles-Flythe Engineers

Kristen Saurini, CLCS, AIAM • Marsh & McLennan Insurance Agency LLC

4:30 - 6:30 PM:

ROOM 4 Networking Session



Eric Collins, PE
Becht Engineering BT, Inc.



Peter Miller, RS
MillerDodson Associates, Inc



Ryan McCabe, Esq.
McCabe, Trotter & Beverly, P.C

EXPO SPEAKERS



Dr. Thomas Engblom
Ph.D, CMCA, AMS, PCAM
First Citizens Bank



Adam H. Clarkson, Esq.
Clarkson McAlonis & O’Connor, P.C.



Dawn M. Becker-Durnin, CIRMS
Acrisure



Tyler Windham, CLCS
USI Insurance Services



Richard Berry, AIA, LEED AP, BECxp
BECS



Richard Holt, PE, RS
Giles-Flythe Engineers



Alex Stefanescu
Hotwire Communications

8:00 - 8:50 AM: 1 CEU

ROOM 1 Roles & Responsibilities, Governing Documents - Certificate*

Ryan McCabe, Esq. • McCabe, Trotter & Beverly, P.C

ROOM 2 South Carolina Ponds: Clean Basins or Costly Penalties

Sean Fleming • The Lake Doctors, Inc.

Cole Hulon • Foster Lake & Pond Management

ROOM 3 Explain Financials in 8 Slides at Your Annual Meeting

Gary L. Woodlief, CMCA • CommunityPlus a Division of North State Bank

9:00 - 9:50 AM: 1 CEU

ROOM 1 Rules and Conflict Resolution - Certificate*

Adam Clarkson, Esq. • Clarkson McAlonis & O'Connor, P.C. — NATIONAL CAI SPEAKER

ROOM 2 Anatomy of a Defect Claim: What to Expect and When to Act

Amanda Blundy, Esq. • Blundy Law Firm

ROOM 3 Cyber Liability & Crime Coverage — Not the Same Thing

Dawn Becker-Durnin, CIRMS • Acrisure — NATIONAL CAI SPEAKER

10:00 - 10:50 AM: 1 CEU

ROOM 1 Financial Risk Management - Certificate*

Valerie Garcia Giovanoli, Esq. • McCabe, Trotter & Beverly, P.C.

Kristen Saurini, CLCS, AIAM • Marsh & McLennan Insurance Agency LLC

Eric Collins, PE • Becht Engineering BT, Inc.

ROOM 2 Managing Stress, Avoiding Burnout in HOA Leadership

Thomas C. Engblom, Ph.D, CMCA, AMS, PCAM, ARM, CPM, EBP — NATIONAL CAI SPEAKER

ROOM 3 Strategic Funding & Long-Term Planning for Reserves

Peter Miller, Arch., RS • Miller-Dodson Associates

11:00 - 1:30 PM:

ROOM 4 Expo / Lunch



Great Theme
Best Booth Contest!



1:30 - 2:30 PM: 1 CEU

ROOM 1 Meetings, Communications, Professional Advisors - Certificate*

Valerie Garcia Giovanoli, Esq. • McCabe, Trotter & Beverly, P.C.

ROOM 2 National HOA Case Law Update

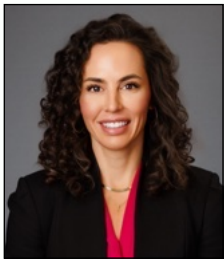
Ryan McCabe, Esq. • McCabe, Trotter & Beverly, P.C

Adam Clarkson, Esq. • Clarkson McAlonis & O'Connor, P.C. — NATIONAL CAI SPEAKER

EXPO SPEAKERS



Kristen Saurini, CLCS, AIAM
Marsh & McLennan Insurance Agency



Valerie Garcia Giovanoli, Esq.
McCabe, Trotter & Beverly, P.C.



Sean Fleming
The Lake Doctors, Inc.



Cole Hulon
Foster Lake & Pond Management



Gary Woodlief, CMCA
CommunityPLUS



Amanda Morgan Blundy, Esq.
Blundy Law Firm, LLC

CAI and non-CAI Board Members, Managers Welcome!

In recognition of completing the program, you will be awarded an online certificate of completion and an opportunity to be listed on the CAI website with your name, city and state (CAI board members only). You will have access to CAI National resources on-line for one year.

Whether you are an experienced board member or just thinking about getting involved, this certificate will help you become a more informed and effective leader.



South Carolina CAI 2026 EXPO & PARTY

How to Get the Most Out of Our Expo

1. Arrive Early

- Check in early to beat the crowd and get your badge before sessions begin.
- Many exhibitors offer limited-quantity giveaways — being early helps you get the best of them.

2. Don’t Miss the Education Sessions

- Our classes are led by top attorneys, engineers, insurance experts, bankers, and reserve professionals.
- Sit toward the front if you want to ask questions or network with the speakers afterward.

3. Walk the Expo Floor with a Purpose

- The vendors you’ll meet are the same companies you rely on for real-world HOA/condo issues. Ask them direct questions about your community’s needs — they love it.
- Many booths offer **game-style challenges, theme-related experiences, or instant-win prizes**—participate!

4. Enjoy the Theme – Join the Fun

- Each Expo has a specific theme woven into the decorations, costumes, and booth experiences.
- Exhibitors often bring creative props, photo ops, or themed giveaways—jump in, take pictures, and have fun with it.

5. Enter the Giveaways & Drawings

- Many exhibitors run their own giveaways plus the main Expo drawings.

6. Take Advantage of Free Food & Refreshments

- Our expos include great food and plenty of options — don’t rush.
- Grab something to eat, sit with someone you’ve never met before, and compare community stories or challenges.

7. Attend the Networking Party

- This party is one of the highlights of the day — lively, low-pressure, and great for relationship-building.
- Many exhibitors bring bonus giveaways or fun activities to the party.

8. Most Important — Relax and Have Fun

- This entire Expo — classes, food, drawings, networking party — is **100% free** to community association board members and managers.
- It’s a unique chance to learn, meet experts, gather resources, and socialize without any cost or pressure.
- Take your time, enjoy the atmosphere, and make the experience yours.

1. General Conduct

- The Expo is a professional education and networking environment. All attendees are expected to behave respectfully toward exhibitors, presenters, staff, and fellow attendees.
- Disruptive, inappropriate, or unsafe behavior may result in removal.
- Attendees may not use offensive or discriminatory language or engage in harassment of any kind.

2. Registration & Badges

- All attendees must be registered and display their event badge at all times.
- Badges may not be shared, transferred, or altered.

3. Photography & Recording

- Photography and short video clips for personal or chapter-related social media posts are welcome unless an exhibitor or speaker posts signage stating otherwise.
- Professional filming, full-length recording, or streaming requires prior written approval from event management.

4. Respect for Exhibitors

- Exhibitors are present for business and educational purposes. Please avoid blocking entrances, interrupting customer discussions, or engaging in behavior that disrupts booth operations.
- Marketing, solicitation, or distribution of materials by non-exhibitors is strictly prohibited.

5. Food & Beverage

- Outside food and drink is not allowed.
- Alcoholic beverages may only be consumed in designated areas and may not be carried onto the Expo floor unless permitted by the venue rules.

6. Lost & Found

- Personal items lost during the event should be reported to event location.
- Unclaimed items will follow the event location’s policy.

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CONTACT US FOR
complementary limited
on-site packages

Hibiscus Spa*



**Ocean Blu
Restaurant and
Lounge****

Lunch and/or Dinner



Great Theme! High Seas & High Thrones



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Certificate and benefits limited to CAI board members
- **Dr. Thomas C. Engblom's CMCA Course:** No charge

Exhibitor Pricing:

Booth: 95% Sold

- No charge CAI Annual Sponsors (Electric...\$200)
- SC-CAI Business Partners...\$600 (Electric...\$200)
- Non SC-CAI Vendors...\$900 (Electric...\$200)

Two Reps: No charge

- Each additional rep...\$75

Networking Party: \$75 per rep

Expo reps and party reps can be different.

Expo Lunch: \$88 per rep

Sponsor Pricing:

THURSDAY, FEB 5, 2026

Classroom Sponsor\$500 (or 1 Annual Sponsor Unit)
Networking Party Bar Sponsor\$500 (or 1 Annual Sponsor Unit)
Networking Party Food Sponsor\$500 (or 1 Annual Sponsor Unit)
Hibiscus Spa Sponsor\$500 (or 1 Annual Sponsor Unit)
Ocean Blu Restaurant Sponsor\$500 (or 1 Annual Sponsor Unit)

FRIDAY, FEB 6, 2026

Classroom Sponsor\$500 (or 1 Annual Sponsor Unit)
Coffee, Snack Sponsor\$500 (or 1 Annual Sponsor Unit)
~~Lunch Sponsor\$500 (or 1 Annual Sponsor Unit)~~

BOTH DAYS

~~Registration Table Sponsor\$750 (or 2 Annual Sponsor Units)~~
~~Registration Expo Bag Sponsor\$500 (or 1 Annual Sponsor Unit)~~
~~Super Duper Everywhere Sponsor\$2000 (or 4 Annual Sponsor Units)~~

Just Added:

FRIDAY, FEB 6, 2026

~~Photo Booth Sponsor...\$500~~
(or 1 Annual Sponsor Unit)



REGISTER AT:
www.cai-sc.org

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CAI and non-CAI Board Members, Managers Welcome!

South Carolina CAI 2026 EXPO & PARTY

1. Arrive Early and Be Fully Set Up Before Doors Open

- Early setup lets you make last-minute adjustments and greet attendees as soon as they walk in.

2. Stand in Front of Your Booth — Don’t Sit Behind It

- Exhibitors who stand in front of their tables get dramatically more engagement.
- Simple greetings like *"Hi, what community are you with?"* instantly start conversations.
- Attendees are more responsive when they feel welcomed rather than sold to.

3. Use the Theme to Your Advantage

- Themed booths draw more traffic, more photos, more positive energy — and more leads.

4. Offer a Simple, Memorable Giveaway

- Giveaways don’t need to be expensive — but they *should* be useful or fun.
- Keep your drawing easy: business card in a fishbowl, QR code entry, or a simple “spin to win.”

5. Create a Fast, Friendly Pitch

- Highlight your **#1 service** or **#1 way you help associations** in under 10 seconds.
- Attendees remember simplicity, not full brochures.

6. Ask Questions, Don’t Just Recite Services

Attendees love exhibitors who take interest in their communities.
Great openers:

- *"What’s your biggest challenge at your property this year?"*
- *"Are you self-managed or with a management company?"*
- *"Have you done any big projects recently?"*

7. Capture Contact Info the Smart Way

- Use QR codes, lead forms, or business cards collected in a bowl.
- Keep notes on who you spoke with and any follow-up items.

8. Be Positive, Energetic, and Approachable

- A smile, eye contact, and genuine interest make you unforgettable.

12. Remember: You Help Make This Event Free for Boards & Managers

- Board members and managers appreciate exhibitors who support education.
- Reminding attendees that your presence is what keeps the expo free builds goodwill and trust.
- It positions you as a partner in the community — not just a vendor.

The chapter has reserved the outdoor patio area for this event. If weather becomes an issue, the party will seamlessly move to the pre-function space directly in front of the Expo ballroom. This indoor area features large windows, high ceilings, and excellent lighting.

The event will blend both networking and a festive party atmosphere. For those who want to truly “party,” there will be a designated lively area. For guests who prefer quieter conversations and relaxed mingling, a more low-key space will also be available. This setup offers the best of both worlds.

Prizes will be awarded continuously throughout the evening, and participating exhibitors will have opportunities to be part of the giveaways. **Contact us with your giveaways.**

A multi-monitor system will be utilized to promote and award giveaways. There will also be self-entering contests for attendees.

Managers and board member attendees will receive drink tickets, and the chapter will subsidize drink pricing to keep beverages more affordable. The drink ticket process will be simple—present your ticket directly to the bartender, eliminating the need to visit multiple locations.

Our Charleston networking party was a tremendous success, and we expect the Myrtle Beach event to be even better.

The chapter welcomes sponsorship ideas from our industry supporters. Don’t hesitate to contact us with suggestions or to discuss sponsorship opportunities beyond those listed in the materials.

Attendee Pricing:

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If you need any more information contact South Carolina CAI Executive Director, Raymond Dickey at info@brainerdcommunications.com.

Does your company have a large social media following in the Myrtle Beach area?

If so, the chapter may be able to partner with you and offer special discounts to help you spread the word to boards and managers about this outstanding opportunity for education, mingling, fun, and great food.

What a chapter annual sponsorship package make more sense?

Chapter annual sponsorship packages start as low as \$2,530 and include a booth at the Expo. Contact us if you’re interested.

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South Carolina CAI Myrtle Beach Exhibitor and Sponsor Info - Page One

When you arrive report to the registration area for your materials.

The location for the classes, party and expo:

Marriott Myrtle Beach Resort & Spa at Grande Dunes
8400 Costa Verde Drive
Myrtle Beach, SC 29572

Exhibitor set-up/breakdown:

- Set-up on Feb. 5th from 12:00 - 4:00 PM* (*Dependent on pipe and drape company. They are not obligated to finish by 12:00 PM)
- Set-up on Feb. 6th from 7:00 - 10:30 AM
- Breakdown on Feb. 6th from 1:30 - 3:30 PM

The Expo is a "High Seas & High Thrones". What you do with the theme (if you choose to) is up to you. Many exhibitors will decorate and/or dress up. Booth will be judged and awards given. See the "High Seas & High Thrones Theme Ideas" page.

Load in/out instructions from the location:

"They can enter the hotel in many different locations. Just really depends on how they are bringing in the items. We do have two specific loading dock/areas but if they are just bringing them in their vehicles, any entrance will work."

If you have any requirements outside of the above please contact: Wil Weldon (wweldon@marriottsales.com)

Booths

- The booths are 6' deep X 10' wide
- The tables are 6' x 2' x 29"
- Skirts and backdrops are BLUE
- There will be one chair for each rep

No items allowed that infringe by bright light, noise or any other means that impact exhibitors or attendees.

No items may extend outside the 6' deep X 10' wide area. Items no higher than 8 feet.

The chapter will assign the booths, closer to the event date.

Door prizes

There are over 100 booths, so it's impossible to announce door prizes.

Suggestion: Instruct attendees to keep an eye out on their email, about 20 minutes before the Expo closes.

You can also handle how you like.

Exhibitors are encouraged to provide a door prize to solicit attendee information. Exhibitors should have some mechanism to collect that information as either a form or simply a bowl for attendees to drop their contact information into.

Note

The South Carolina Community Association Institute Chapter does not provide attendance records at the request of our manager and board member attendees.

Classes:

Our current attendance exceeds classroom space. Therefor exhibitors may not attend classes, until all BODs and MGRs have been seated.

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Attendance

The chapter expects attendance to be 150-200 MGRs and BODs at the Party and 225 - 275 MGRs and BODs at the Expo. This is an estimate. Unfortunately, we never really know until that day.

Group rate

Hotel is offering a special group rate:

Marriott Myrtle Beach Resort & Spa at Grande Dunes for \$199 USD per night

<https://app.marriott.com/reslink?id=1744220706363&key=GRP&app=resvlink>

Any questions email about the hotel email:

Betty Taylor
Group Housing Manager
betty.taylor@marriottsales.com

Sponsors (not exhibitors):

We will have associated signage etc. related to your sponsorship package, but you may bring additional reasonable signage for placement related to your sponsorship.

Basic Exhibitor Rules & Restrictions

1. Booth Setup & Tear-Down

- Exhibitors must set up within the designated setup window.
- All displays must remain fully assembled until the official breakdown time. Early breakdown is not permitted.

2. Booth Size & Height

- Exhibitors must stay within the assigned booth footprint.
- Standard maximum height: **8 ft back wall, 3 ft side walls**
- No items may obstruct aisles or neighboring booths.

3. Safety & Fire Code

- No open flames, candles, fireworks, fog machines, or hazardous materials.

4. Staffing & Conduct

- Exhibitors must behave professionally toward attendees and other vendors.
- No loud or disruptive demonstrations without prior approval.

5. Food & Beverage

- Food samples may require prior approval from the venue.
- Alcohol service is prohibited unless specifically authorized.

6. Giveaways & Raffles

- Promotional items must be appropriate and safe.
- Raffles or contests must comply with local laws and event rules.
- No high-value or hazardous items without permission.

7. Power, Wi-Fi & Utilities

- If electricity or special hookups are required, they must be requested in advance.

8. Sound Restrictions

- Sound must remain at conversation level.
- Event management may require volume adjustments at any time.

9. Prohibited Materials

- Glitter, confetti, helium balloons, and fog/smoke devices are typically not allowed.
- No tape, nails, screws, or adhesives that damage walls or floors.

10. Liability

- Exhibitors are responsible for any damage caused to the venue or rented equipment.

11. Branding & Signage

- All signage must be professional and placed within the booth boundary.

12. Sales & Transactions

- Exhibitors may distribute materials or sell products only from within their booth.
- No aggressive solicitation in aisles or at the event entrance.

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High Seas & High Thrones Theme Ideas

CAI and non-CAI Board
Members, Managers Welcome!

Practical, low-effort ideas exhibitors can use for “High Seas & High Thrones” —something fun, on-theme, and workable within an expo booth setting.

Light-Costume Options

- Pirate hats, crowns, tiaras, simple capes
- Faux medals or “royal badges” with company logos
- A single prop: telescope, scroll, compass, small treasure chest
- Coordinated colors: deep blues, black, gold, crimson

Booth Décor Ideas

- A “ship rail” backdrop, treasure map poster, or simple castle-stone print
- Table décor like gold coins, faux jewels, a treasure chest for giveaways
- Small throne-style chair or “captain’s stool” for photo moments

Signage such as:

- “Chart Your Course With Us”
- “Royal Solutions for Your Kingdom”
- “Captain Your Community With Confidence”

Quick Interactive Elements

- Treasure Draw: attendees pull a gold coin from a bowl to win a small prize
- Royal Decree Scroll: attendees write a “wish for their HOA kingdom”
- Spin-the-Compass Wheel: simple spin-wheel for giveaways or trivia
- Photo Prop Station:
 - Captain’s hat
 - Crown
 - Mini treasure chest
 - Pirate map

Giveaways That Fit the Theme

- Chocolate gold coins
- Compass keychains
- Mini telescopes
- “Royal decree” notepads
- Branded treasure-map style brochures
- Stickers: crowns, anchors, crossed swords (friendly—not aggressive)

Fun Role Concepts Exhibitors Can Adopt

- The Royal Advisor: offers “wise counsel” on HOA solutions
- The Fleet Quartermaster: “manages the community’s supplies”
- The Mapmaker: helps boards “navigate complex decisions”
- The Crown’s Treasurer: plays into insurance/finance naturally
- The Kingdom Engineer: fits reserve and construction exhibitors
- The Harbor Master: perfect for management companies

Quick Phrases for Their Booth Script

- “Welcome aboard.”
- “Your community deserves the royal treatment.”
- “Let’s help your kingdom run smoothly.”
- “Charting a better course for your members.”
- “We help keep the crown on straight.”

Complementary Limited on-Site Packages



CONTACT US FOR
complementary limited
on-site packages

Hibiscus Spa



Ocean Blu Restaurant and Lounge

Lunch and/or Dinner



A limited number of complementary on-site packages will be made available to attendees. These packages may include offerings from Hibiscus Spa* and Ocean Blu Restaurant & Lounge** (Lunch and/or Dinner options).

Packages will be awarded either by random drawing or at the discretion of participating sponsors, depending on availability and sponsor guidelines.

Contact the chapter if interested in being a sponsor.

Great Theme! High Seas & High Thrones



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