

Educated Business Partner Distinction

Get Familiar With the Test

[by Ellen Shapiro, Esq.]

In January, I started my two year term on the CAI National Business Partners Council. The focus of the Council is to encourage Business Partners to become Educated Business Partners (EBPs), which are partners who do more than simply pay their dues.

This is a great program for CAI business partners as it outlines the significant differences between working in a single family residential home versus a condominium association which presents new and unique challenges. It only makes sense to learn as much as possible about this form of homeownership before undertaking a project for an association. EBPs will provide a degree of assurance to boards and managers of their familiarity with community living and knowledge of the governance and structure of these associations.

AVAILABLE ONLINE

Now there is a catch...in order to become an EBP you have to take a test... It is four hours, but you can take it in different sections when you have the opportunity. And just to reassure you, I passed the exam.

The Educated Business Partner will distinguish you from your competition.

Now, you might be wondering what you will get out of this? Spoiler alert: Taking and passing the exam does not mean you are a CAI endorsed partner. But it does show your clients and customers that you have invested the time and resources to learn more about the ins and outs of common interest communities so that you can present the best bid or contract. The Educated Business Partner will distinguish you from your competition: EBPs can state that they are CAI Educated Business Partners in their promotional literature and will be recognized as EBPs at CAI shows and conferences. 

For more information visit www.caionline.org.

go the extra mile
for your clients
become a cai educated business partner



You go the extra mile for your business. Show your community association clients you're willing to go the extra mile for them, too.

The new Educated Business Partner distinction recognizes active CAI Business Partner members who have successfully completed Business Partner Essentials, an online course developed by CAI to help product and service providers better understand the issues and challenges faced by their association clients.

Take the course, pass the test, be affiliated with an active CAI Business Partner member, and you'll earn the CAI Educated Business Partner distinction. As an added benefit, you'll be listed on the CAI website, where clients can see your commitment to service.



Visit www.caionline.org/bpcourse, e-mail cai-info@caionline.org or call (888) 224-4321 to learn more.