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CASE STUDY

“Since we are all volunteers with full-time jobs, day-to-day association operations can be a major challenge. HPA has enabled us to operate our Chapter from a more strategic perspective, and provide consistent service to our membership and prospective members. They keep us on track in accounting, banking, chapter administration, records management, receivables billing, monthly event management (venues, catering, tickets, badges, etc.), web site maintenance, member communications, and liaison with our Global Headquarters in Atlanta. Our Chapter was poised for substantial growth when we began working with HPA and they allowed us to realize this growth and position ourselves for further success. We are very happy with the results.”

— **Chris Chandlee CCIM, MCR**  
President, 2008-2009

**CLIENT:**

CoreNet Global Northern California chapter's  
(A 700-member regional association)

**HOW IT HAPPENED:**

Despite an ailing economy, HPA hit the ground running in late 2008 as CoreNet Global's new management team and immediately provided the Chapter the administrative capability to roll-out a highly successful sponsorship program that increased assets fourfold over a two-year period.

