

# A STRATEGIC BUSINESS ADVANTAGE WITHIN A GROWING SECTOR

***There has never been a better time to join the Ontario Retirement Communities Association and to help shape the future of retirement home living in Ontario as a Commercial Member.***

Founded in 1977, **ORCA** is the voice of Ontario's retirement home operators, representing more than 90 per cent of the province's growing and increasingly diverse retirement community sector.

**ORCA** Commercial Members enable the delivery of services and programs to the growing number of member residences. As a commercial member, you can:



***Be a Part*** of a growing community of dedicated retirement community professionals.



***Reach*** retirement home management and other decision makers through sponsorship and advertising opportunities.



***Build*** lead-generating relationships with operator members through networking and other special event opportunities year round.



***Support*** high quality education and services aimed at ensuring the success of our members and the sector.

**Say YES to ORCA  
commercial  
membership.  
Join us today.**

 **ORCA**  
Ontario Retirement  
Communities Association

## Optimum Value. Growing Opportunities.

Just as Ontario's retirement community sector continues to grow year over year, so too does **ORCA**'s commitment to developing opportunities for our commercial members to showcase their products and services to the thousands of management and front line staff in **ORCA**'s 512+ member residences.

### *Commercial Membership Includes:*

- Access to our members' only website, providing your company with information on events, association updates, industry news, etc.
- A listing in both **ORCA**'s Public Site as well as **ORCA**'s Members' site with a link to your company's website and email address.
- Promotion of commercial membership in our monthly member newsletter, including listings of new members and newsletter advertising opportunities.
- Participation in commercial members' teleconferences throughout the year.
- Access to information about **ORCA** member residences, including contact names, email addresses, suite count, and other valuable information.
- Use of **ORCA**'s logo identifying your company as an **ORCA** member in good standing.
- Access to selected **ORCA** educational sessions/workshops, generally held throughout the year.
- **ORCA** encourages residences to support our commercial members; inquiries regarding products and services are referred to commercial members.
- Sponsorship and advertising opportunities that reach management and staff.

### *Sponsorship Opportunities*

Whether it is our annual convention or our increasingly popular **ORCA** Tutor modules, there are many opportunities to sponsor. This is your avenue to gain industry exposure, establish and promote your products and services, and develop and maintain relationships.

Special events, such as our annual Together We Care Convention and our Summer Conference, provide an ideal forum for commercial members to participate as sponsors, exhibitors and presenters. Events are especially helpful to members who wish to strengthen their customer or prospect networks.

Sponsorship opportunities are also available for our highly popular education programs including our semi-annual regional road shows, monthly webinars and **ORCA** Tutor modules. Sponsorship further extends your reach to decision makers and to front line staff.

### *Commercial Committee*

**ORCA**'s Commercial Committee, which meets up to four times annually, is the voice of our commercial members. As a member, you can volunteer on this committee as seats become available.



Say **YES**  
to **ORCA**  
commercial  
membership.  
Join us today.

Membership in **ORCA** continues to grow as we strive to find even more ways to provide our members with the resources, tools, information and support they need to succeed in a growing and evolving retirement community sector. We are committed to your success.

**Contact us today** to become a member of **ORCA** or to learn more about what membership has to offer.

✉ [info@orcaretirement.com](mailto:info@orcaretirement.com)

☎ 905.403.0500



# ONTARIO RETIREMENT COMMUNITIES ASSOCIATION

**Commercial Membership Registration \$675.00**

**1 Year Subscription: (12 Month Period)**



## Contact Details

**Organization** \_\_\_\_\_

**Contact Name** \_\_\_\_\_

**Address** \_\_\_\_\_

**City** \_\_\_\_\_ **Province** \_\_\_\_\_ **Postal Code** \_\_\_\_\_

**Phone ( \_\_\_\_ )** \_\_\_\_\_ **Toll Free ( \_\_\_\_ )** \_\_\_\_\_ **Fax ( \_\_\_\_ )** \_\_\_\_\_

**Email** \_\_\_\_\_ **Website** \_\_\_\_\_

## Additional Contact

☐ I wish for this additional contact from my company, to receive ORCA emails as well:

Contact Name \_\_\_\_\_ Email \_\_\_\_\_

## Acknowledgement of ORCA Policies:

- ☐ *My company **does not** currently own or manage any non-ORCA member residences.*
- ☐ *All ORCA templates, manuals, tools & programs are copy-righted. ORCA reserves the right to limit Commercial Members' access to certain publications that are entitlements of the Member Residences.*
- ☐ *The presence of the ORCA Commercial Member Logo is not to be construed as an endorsement or approval of any kind, directly or indirectly, of any product or service that the member may be offering.*
- ☐ *Misrepresentation of ORCA's endorsement of products & services, whether verbal or written is prohibited.*

**Contravention of any of the above rules may result in membership being revoked without refund.**

**I have read the above and understand ORCA's Policies. Signature** \_\_\_\_\_

## Method of Payment

- ☐ **Cheque Enclosed:** Please make payable to: ORCA  
2401 Bristol Circle, Unit # 202 Oakville, ON L6H 6P1
- ☐ **Visa / American Express / MasterCard Payment:** Fax to ORCA (905) 829-1594

Card No: \_\_\_\_\_ Expiry Date: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Date: \_\_\_\_\_

Amount: \_\_\_\_\_ Signature \_\_\_\_\_

Please provide a 40-word company description which will be posted on ORCA's Website:

---

---

---

---

---

---

Indicate category of products or services you provide. **Only 3 will be accepted.**

- |   |  |
|---|--|
| <input type="checkbox"/> Accounting Services and / or Systems           | <input type="checkbox"/> Laboratory Services                       |
| <input type="checkbox"/> Advertising, Publications, Printing            | <input type="checkbox"/> Labour Relations                          |
| <input type="checkbox"/> Appraisers                                     | <input type="checkbox"/> Laundry Equipment                         |
| <input type="checkbox"/> Architects                                     | <input type="checkbox"/> Legal Services                            |
| <input type="checkbox"/> Beds, Bedding, Mattresses                      | <input type="checkbox"/> Linens, Towels                            |
| <input type="checkbox"/> Cleaning Supplies and /or Services             | <input type="checkbox"/> Maintenance                               |
| <input type="checkbox"/> Clothing                                       | <input type="checkbox"/> Medical Care & Services                   |
| <input type="checkbox"/> Computers, Software                            | <input type="checkbox"/> Medical Supplies & Equipment              |
| <input type="checkbox"/> Construction Design and / or Planning          | <input type="checkbox"/> Moving & Storage                          |
| <input type="checkbox"/> Consulting, Marketing, Management Services     | <input type="checkbox"/> Office Supplies                           |
| <input type="checkbox"/> Dental Services                                | <input type="checkbox"/> Patient Charting & Equipment Supplies     |
| <input type="checkbox"/> Developers                                     | <input type="checkbox"/> Pharmacies / Pharmaceuticals              |
| <input type="checkbox"/> Education & Training Programs                  | <input type="checkbox"/> Real Estate                               |
| <input type="checkbox"/> Engineers                                      | <input type="checkbox"/> Records Management                        |
| <input type="checkbox"/> Financing, Financial Institutions              | <input type="checkbox"/> Rehabilitation                            |
| <input type="checkbox"/> Fire Detection, Alarm Systems                  | <input type="checkbox"/> Renovations (Bathrooms, etc.)             |
| <input type="checkbox"/> Floor Coverings                                | <input type="checkbox"/> Safety Inspections                        |
| <input type="checkbox"/> Food Services                                  | <input type="checkbox"/> Safety Products                           |
| <input type="checkbox"/> Foodservice Equipment                          | <input type="checkbox"/> Security, Telecommunications, Nurse Calls |
| <input type="checkbox"/> Funeral Homes, Cemeteries                      | <input type="checkbox"/> Senior Service Consultants                |
| <input type="checkbox"/> Furniture                                      | <input type="checkbox"/> Signage                                   |
| <input type="checkbox"/> Government Services                            | <input type="checkbox"/> Skin Care, Soap                           |
| <input type="checkbox"/> Group Purchasing                               | <input type="checkbox"/> Staff Training                            |
| <input type="checkbox"/> Healthcare / Home Care Staffing & Services     | <input type="checkbox"/> Tableware                                 |
| <input type="checkbox"/> Heating, Air-Conditioning, Ventilating Systems | <input type="checkbox"/> Transportation Services                   |
| <input type="checkbox"/> Housekeeping / Laundry Services & Supplies     | <input type="checkbox"/> Wall Coverings, Window Treatments         |
| <input type="checkbox"/> Incontinence Products                          | <input type="checkbox"/> Wall Protection Products                  |
| <input type="checkbox"/> Infection Control                              | <input type="checkbox"/> Windows, Entrance Systems                 |
| <input type="checkbox"/> Insurance                                      |  |
| <input type="checkbox"/> Interior Design / Design Consulting            |  |
- ☐ Miscellaneous: \_\_\_\_\_  
Applicable only if the main product or service is not listed above.

**Fax or mail:**

ORCA, 2401 Bristol Circle, Unit #202  
Oakville, ON L6H 6P1 Fax: (905)829-1594