

ACCELERATE YOUR CAREER

Presented by First and Last Name



SIO R[®]

SOCIETY OF INDUSTRIAL
AND OFFICE REALTORS[®]

DISCUSSION POINTS

- »» What is SIOR?
- »» SIOR: What's in it for you?
- »» How do you earn your designation or become a Member Associate?

WHAT IS SIOR?



WHAT IS SIOR?

A NETWORK OF TRUST

- » SIOR is the leading global professional office and industrial real estate association
- » More than 3,400 members in 686 cities and 36 countries
- » SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists



WHAT IS SIOR?

ON A MISSION

- » To inspire the industrial and office real estate industry by connecting people, knowledge, markets, and opportunities, globally
- » We are the standard of excellence in industrial and office real estate

WHAT IS SIOR?

INFLUENCING THE INDUSTRY

- » **SIOR Commercial Real Estate Index**—considered a steadfast indicator of market conditions
- » **The SIOR Report**—quarterly digital and print magazine to share member insights and perspective
- » **Advocacy**—a supporting partner in legislation
- » **Arbitration and Mediation**—peer support and guidance to resolve business disputes

WHAT IS SIOR?

SIOR AT A GLANCE

- » **3,200 Total Members**
- » **3,000 SIOR Designees**
 - 1,900 Industrial Brokers
 - 1,100 Office Brokers
- » **200 Associate Members**
(Developers, Financial Institutions,
Commercial Real Estate Organizations)

SIOR DESIGNEES





**SIOR: WHAT'S IN
IT FOR YOU?**

SIOR: WHAT'S IN IT FOR YOU?

HIGHER PERFORMANCE

- » Gain instant regional and professional credibility
- » Access a community of global experts and CRE's best brokers
- » Grow your out-of-market client base
- » Expand your network of sales partners



“My SIOR designation has allowed me to brand myself as a top professional in the commercial real estate industry. As an independent broker and now as part of a national company, SIOR is my network that goes with me everywhere.”

- Allen Gump, SIOR, CCIM
Colliers International, Dallas, TX

GREATER DISTINCTION

SIOR DESIGNEES ARE:

- » **SIORs are the most capable** and experienced industrial and office brokerage practitioners in any market
- » **Unmatched reputation** for the highest level of knowledge, production, and ethics in the real estate industry
- » **Unrivalled qualification guidelines** for membership and endorsement by an established SIOR member

SIOR: WHAT'S IN IT FOR YOU?

INCREASED OPPORTUNITIES

- » Engage and develop relationships with the industry's most connected brokers
- » Work with clients and fellow brokers who exclusively seek out SIORs
- » Instant elevation within the industry and peer credibility



“SIOR has been invaluable in executing client assignments. SIOR is the first contact we make in every city we visit for local market expertise and insight.”

- John Robbins, SIOR, FRICS

Carpenter/Robbins Commercial Real Estate, Inc., San Ramon, California

SIOR: WHAT'S IN IT FOR YOU?

PROFESSIONAL DEVELOPMENT

- » **Signature conferences** offer new relationships with thousands of CRE experts
- » **Access to thousands of members** for assistance and insights
- » **Local chapter programs** for ongoing peer support



“You can send out all the Tweets, Blogs, LinkedIns, email blasts and text messages that you want but one handshake at a conference will cement a relationship for life.”

- Doug Brockhouse, SIOR, CCIM

Bender Commercial Real Estate Services, Sioux Falls, South Dakota

YOUR PATH TO MEMBERSHIP



THE PATH THAT'S RIGHT FOR YOU

PATH 1

Membership Associate: A natural first step for successful up-and-coming brokers who aim to earn the SIOR designation in the next six years.

PATH 1

Designation: Achieve the highest level of success while adhering to the rigorous standards.



MEMBER ASSOCIATE

MEMBERSHIP REQUIREMENTS

- » 1 to 8 years experience in a CRE as a full-time practitioner
- » 50% Gross Fee Income in the last year
- » 1 SIOR Designee endorsement
- » Adhere to the SIOR Code of Ethics
- » Obtain a mentor

DESIGNATION

MEMBERSHIP REQUIREMENTS

- » At least 5 years experience in a CRE as a full-time practitioner
- » 50% Gross Fee Income for 3 out of 4 year
- » 2 SIOR Designee endorsements
- » Completion of SIOR coursework and adherence to the SIOR Code of Ethics

EARNING YOUR DESIGNATION IN 4 SIMPLE STEPS



PREPARING YOUR APPLICATION



SUBMITTING AN APPLICATION



APPLICATION REVIEW



YOUR PATH TO MEMBERSHIP

NEW SIOR DESIGNEE

- » Attend an SIOR Conference – first one is complimentary.
- » Get involved with the local chapter.
- » Participate as an active member.

MEMBERSHIP FEES

MEMBER ASSOCIATE:

- » Online Application - \$175
- » Annual Membership Dues: \$450

DESIGNEE:

- » Online Application - \$175
- » Initial Fee - \$725 (one-time fee)
- » Annual Membership Dues: \$1,345
(first year is prorated)

QUESTIONS?



CONTACTS TO ASSIST YOU

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THANK YOU



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