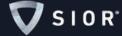


# DISCUSSION POINTS

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





# 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





### **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



# 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



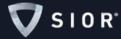
### SIOR AT A GLANCE

SIOR DESIGNEES

1,000+ 50+

- >> 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)







### 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
- >>> Unrivaled qualification guidelines for membership and endorsement by an established SIOR member



## 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







- John Robbins, SIOR, FRICS Carpenter/Robbins Commercial Real Estate, Inc., San Ramon, California



# 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





# 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

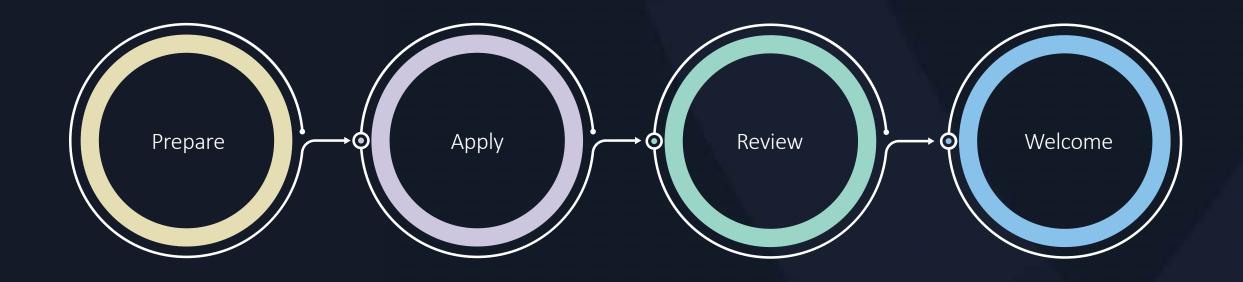


### **DESIGNATION**

#### **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







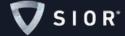
### MEMBERSHIP FEES

#### **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)





# CONTACTS TO ASSIST YOU

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#### **MANAGERS OF ADMISSIONS:**

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