



## **2009-10 Syllabus Young Professionals Group**

### **Introduction**

NAIOP SoCal, in conjunction with the national organization based out of Washington D.C., established the SoCal Young Professionals Group (YPG) program in 2005 as a result of the recognized need to provide advanced education in the real estate disciplines to our younger members. The industry, overall, was not believed to be doing an adequate job in preparing the newer members to succeed in the commercial real estate business. Now in its fourth year, YPG offers a program for these newer members to provide them the following:

- Educational sessions that provide in-depth training on a broad range of real estate disciplines. These sessions are designed to immerse individuals in critical aspects of the business that will serve as essential background to whatever their core real estate career objectives may be. Furthermore, this background may serve to encourage them to gain additional exposure to these disciplines through NAIOP courses, graduate school courses or other academic areas of interest.
- Networking sessions that allow these new individuals to develop a peer group who will “grow up” in the business together in the ensuing years. They build key relationships that provide them access to critical resources in a range of disciplines that will serve them in the ensuing years of their business career.
- Access to and training by key decision makers in the Commercial Real Estate industry. These “career coaches” serve as role models and mentors for the next generation of real estate business leaders.
- Leadership training that will allow these young professionals to develop the key business skills they will require to help them to ascend to leadership positions within their respective firms as well as the commercial real estate industry.

### **Admission Requirements**

YPG participants will be selected on an annual basis. Applicants must be 35 years of age or younger as of December 31, 2009. Requirements for admission are as follows:

- Submission of YPG application and approval of such by YPG leadership
- Execution of YPG agreement
- Membership in NAIOP SoCal, OR commitment to join if selected for the program
- Sponsorship of member’s supervisor and the respective organization
- Sponsor company’s commitment of a \$1,500 corporate fee for each candidate accepted into the program
- Commitment to student tuition of \$500
- Attendance at YPG Learning Center, a 3-day retreat
- Attendance at monthly training sessions and networking events that will be separate and apart from other NAIOP activities

## Course Information

This 70-hour course will only be open to qualified members of the Young Professionals Group. The group will meet one afternoon each month. Each meeting and training session will be four to five hours in length followed by a reception and networking event for all participants. These meetings will be held at a central location that is convenient to all participants while meeting the needs of the program facilitator. There will be one retreat that will be held at an area hotel/conference center that is designed around the needs of groups similar to YPG. Group members will be housed at this facility during the retreat, which is scheduled for **April 17-19, 2009. Attendance is mandatory. No exceptions will be granted.**

## Contact Information

### YPG Advisors:

Colm Macken, Advisory Chair  
President & CEO  
Shea Properties  
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Sayres Dudley  
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### Academic Facilitator:

Wayne Strom, PhD.  
1026 Calle Pecos  
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[waynestrom@verizon.net](mailto:waynestrom@verizon.net)  
(805) 376-9853

### YPG Alumni Committee Chair:

Alison Vukovich  
LBA Realty  
17901 Von Karman Ave., Ste. 950  
Irvine, CA 92614-6333  
[avukovich@lbarealty.com](mailto:avukovich@lbarealty.com)  
(949) 955-9312

### YPG Alumni Liaisons:

Megan Burke  
Buchanan Street Partners  
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Wyatt Prichard  
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19762 MacArthur Blvd., Suite 300  
Irvine, CA 92612  
[Wyatt@ciprealestate.com](mailto:Wyatt@ciprealestate.com)  
(949) 202-4558

### NAIOP SoCal Office:

2900 Bristol Street, Suite G-105  
Costa Mesa, CA 92626  
(714) 979-9131 (business)  
(714) 979-0403 (fax)

Cynthia Fusco, Executive Director  
[cfusco@cgfassoc.com](mailto:cfusco@cgfassoc.com)  
(714) 979-9131 ext. 227

Becky Ezell, Dir. of Finance & Administration  
[bezell@cgfassoc.com](mailto:bezell@cgfassoc.com)  
(714) 979-9131, ext. 223

## **Text, Reading Materials**

In advance of the Orientation session, you will receive a package of reading material that will be required for this first session. The reading material will be geared toward business tools and techniques that are essential ingredients for a student regardless of the real estate discipline. Periodically, you will receive case studies and other materials that will be tailored to each of the Courses that will be taught. In advance of the first session, a collection of books and other materials will be mailed to you with specific assignments from the facilitator, which should be completed in advance of this first meeting. Samples of materials from the current academic year have included:

*Working with Emotional Intelligence*, by Daniel Goleman  
*The Fifth Discipline*, Peter Senge

Students will also receive a copy of *Professional Real Estate Development: The ULI Guide to the Business*, which will be used in conjunction with the real estate classes.

## **Course Descriptions/Objectives**

The goal of this course is to provide the future leaders of the real estate industry with a broad-based understanding of the critical components of the real estate business, key business and operating principals, introduction and networking opportunities with leading industry executives, and the development of a peer group of young executives from a range of real estate disciplines. This will be accomplished through the efforts of a leading Graduate Business School Professor, in combination with senior industry leaders who will teach their material through sharing their personal experiences and hands-on case studies. Disciplines that will be incorporated into the course will include:

- Acquisitions
- Introduction to Capital Markets/  
Basic Finance & Analysis
- Land Planning
- Development Process
- Financing the Development
- Architectural and Space Planning
- Sustainable Building
- Construction Process
- Asset & Property Management
- Marketing & Sales
- Title Issues

Many of these learning activities will be presented through the utilization of learning groups. The initial orientation session will involve competence training in the formation and facilitation of work groups using the commercial real estate industry as the backdrop for all learning activities. The objective will be to form highly effective teams within your YPG learning community over the next year. There will also be self-assessment tools designed to identify areas for personal/professional development designed to prepare you to compete in the highly charged commercial real estate industry.

## Course Calendar/Schedule

The course will consist of monthly meetings with dates and times to be finalized at the first class meeting. The 3-day introduction and retreat will be held **April 17-19, 2009**, and **attendance is mandatory**. This session is designed as an immersion process that will build strong teaming and learning group skills that will be essential ingredients for the balance of the program as well as for any aspect of group or team interaction in each individual's respective company.

Each monthly meeting will typically be a five-hour time block (2:00-7:00 p.m.), alternating between industry-related classes and personal/professional development sessions. The industry courses will be taught beginning with an up-close and personal discussion with a top real estate industry executive. It will give students the opportunity to get to know the industry leaders on a basis few will ever have the opportunity to do (you will hear their story). These guest instructors will teach their course utilizing practical experiences and optional case studies to depict what worked, and what did not. The other learning component will be directed by the Course Facilitator and faculty leader. This component will build upon previous sessions while continuing the development process of working in groups and learning teams. Preliminary course dates and outlines are as follows (*subject to change; will be confirmed at first class*):

- Informational Meetings, 7:30-9:30 a.m. in two convenient locations; location to be announced:
  - December 9, Orange County
  - December 11, Santa Monica
  
- April 17-19, 2009: Orientation Session & Team Building Workshop (Instructor: Wayne Strom, PhD.)
  
- Preliminary Class Dates (*to be confirmed at first class*):
  - May 5, 2009
  - June 9, 2009
  - July 7, 2009
  - August 11, 2009
  - September 8, 2009
  - October 6, 2009
  - November 10, 2009
  - December 8, 2009
  - January 12, 2010
  - February 9, 2010
  - March 2010 – Commencement
  
- Industry Topics/Activities:
  - Refer to the Course Descriptions above for a listing of topics.
  - A year-end case study and team assignments will be scheduled in the Fall, for presentation in January or February.
  - Networking sessions will be held periodically with alumni from previous YPG classes during the course of the year.

## Course Policies

All Participants in this program will be required to abide by the following course policies:

- *Attendance, Tardiness:* Attendance at all courses is considered mandatory. Each Company sponsor will allow the participant the time and flexibility to attend all sessions. If a student misses any scheduled meeting, they will be required to complete all make-up work required in that class session. Two missed meetings will subject the participant to expulsion from the program. Decisions on expulsion will be up to the course advisory committee. Tardiness for any class session will not be tolerated. We have only a short time together, so it is essential that all participants make every effort to be on time.
- *Missed Assignments:* All participants will be required to complete all missed assignments in order to participate in commencement ceremonies and earn their certificate of completion.
- *Academic Dishonesty:* This program is strictly voluntary and you will not be receiving a grade for the program. Nevertheless, it is expected that all students and teams will complete their own work.

## Examinations & Assignments

There will be a year-end team assignment that will consist of a case study related to the course material. Additionally, there will be a series of individual and group assignments that will be required to be completed in advance of or during each class session and will utilize materials from the course.

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## 2009-10 Application Packet Young Professionals Group

Thank you for your interest in NAIOP - SoCal's Young Professionals Group (YPG) for 2009-10.

The YPG program assists in preparing its members for successful careers in the commercial real estate industry by providing them educational sessions across a broad range of real estate disciplines, networking sessions to grow a peer group of the industry's future stars, management training, and access to key decision makers in the Southern California commercial real estate community.

YPG strives to achieve diversity across all areas including industry specialization, corporate representation, age, gender, and ethnicity, which will offer the YPG student an opportunity to strengthen their individual skill sets in areas considered vital to the top real estate firms. The 2009-10 program members will be selected by YPG advisors who are association leaders representing various corporations and industry specializations.

### **Qualifications for Individuals into the 2009-10 YPG program:**

- Must be a professional in the commercial real estate industry and a member in good standing of NAIOP SoCal.
- Must be 35 years of age or younger as of December 31, 2009
- Must be willing to commit the time, resources and skills required for active involvement in the program including, but not limited to, attendance at all program events. Applicants must obtain the explicit support of their employer for this commitment to YPG.
- Must practice high standards of professional and personal integrity.
- Must demonstrate leadership qualities and capabilities as well as positive attitudes.

### **Application Documents for Consideration into 2009-10 YPG program:**

- Application Checklist
- YPG Application (includes 1-page résumé)
- Applicant's Agreement & Commitment
- Employer's Endorsement
- Sponsor's Recommendation (*returned under separate cover*)
- Photo (*submitted electronically*)

All signed hard copies of your application documentation are to be submitted to the NAIOP SoCal Chapter (Cynthia Fusco, 2900 Bristol Street, Suite G-105, Costa Mesa, CA 92626) by **January 15, 2009**. The Sponsor's Recommendation is to be submitted **directly by the sponsor**. Please ask your sponsor to mark the envelope "Confidential." It is to be submitted under separate cover from the rest of the application documents. Information in all applications remains confidential, reviewed only by YPG advisors and NAIOP staff. Should you have any questions, feel free to contact Cynthia Fusco at (714) 979 - 9131 ext. 227 or via e-mail at [cfusco@cgrassoc.com](mailto:cfusco@cgrassoc.com). Again, thank you for your interest in the YPG program!



## APPLICATION CHECKLIST (Candidate to complete and initial)

### Young Professionals Group – 2009-10 Class

#### Required Information:

1. Application and Checklist (includes 1-page résumé)
  - Submitted in hard copy and electronically. \_\_\_\_\_
2. Applicant's Agreement and Commitment
  - Submitted in hard copy and electronically concurrent with the Application and Checklist. \_\_\_\_\_
3. Employer Endorsement
  - Submitted in hard copy and electronically concurrent with the Application and Checklist. \_\_\_\_\_
4. Sponsor Recommendation
  - Completed by Recommending Sponsor and mailed or delivered directly to NAIOP SoCal Chapter. Candidate is encouraged to follow up with Sponsor to verify timely delivery of Sponsor Recommendation form. \_\_\_\_\_
5. Digital Photo of Candidate
  - Submitted electronically with the Application and Checklist. \_\_\_\_\_
6. Commitment to Pay by March 2, 2009 (*if accepted into program*)
  - Student tuition of \$500 \_\_\_\_\_
  - Company fee of \$1,500 \_\_\_\_\_
  - NAIOP membership fees, if not already a member \_\_\_\_\_

**ALL COMPLETED DOCUMENTS, including endorsements and sponsor recommendation, MUST BE RECEIVED AT NAIOP SOCAL OFFICE (2900 Bristol Street, Suite G-105, Costa Mesa, CA 92626 Attn: Cynthia Fusco) by 5:00 pm on Thursday, January 15, 2009. All applicants will be notified in mid-February regarding the status of their submissions.**

Candidate Name: \_\_\_\_\_

Date Submitted: \_\_\_\_\_

*I affirm that all documents are attached and completed:*

\_\_\_\_\_  
Candidate Signature

*(To be completed by NAIOP staff)*

Student documentation received in the NAIOP office: \_\_\_\_\_ By: \_\_\_\_\_

Sponsor recommendation received in NAIOP office: \_\_\_\_\_ By: \_\_\_\_\_

Student tuition of \$500 received in NAIOP office: \_\_\_\_\_ By: \_\_\_\_\_

Company fee of \$1,500 received in NAIOP office: \_\_\_\_\_ By: \_\_\_\_\_



## APPLICATION 2009-10 YOUNG PROFESSIONALS GROUP

Deadline for Application: **Thursday, January 15, 2009**

NAME: \_\_\_\_\_

COMPANY NAME: \_\_\_\_\_

JOB TITLE: \_\_\_\_\_

DESCRIBE YOUR COMPANY'S INDUSTRY & SPECIFIC BUSINESS:

*Example: "Real Estate Brokerage – specifically sales of office and industrial properties"*)

BUSINESS ADDRESS: \_\_\_\_\_

BUS. PHONE: \_\_\_\_\_ FAX: \_\_\_\_\_ CELL: \_\_\_\_\_

E-MAIL ADDRESS: \_\_\_\_\_

HOME ADDRESS: \_\_\_\_\_

DATE OF BIRTH: \_\_\_\_\_

*\* Candidate must be 35 years old or younger as of December 31, 2009 to qualify for the program*

RESUME:

*(Please attach a current resume which includes a description of your current job function, all previous places of employment including internships, and your education background. Resume must be limited to 1 page.)*

*(Next page)*





## YOUNG PROFESSIONALS GROUP

### APPLICANT’S AGREEMENT & COMMITMENT

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The Young Professionals Group is a twelve-month, seventy-hour program designed to provide individuals in the commercial real estate industry with educational opportunities, networking opportunities, leadership training, and mentoring from key decision makers in the Southern California commercial real estate community. The program will include the following elements:

- **Monthly Meetings:** One regularly scheduled five-hour training session followed by a networking event – see the course calendar in the syllabus. Homework & case studies related to monthly topics may be assigned. Class members are expected to participate in all homework assignments.
- **YPG Learning Center:** There will be one orientation/workshop retreat that will be held Friday-Sunday, April 17-19, 2009. **Attendance at the retreat is mandatory.**
- **Class Leadership:** Ongoing activities of the class will require internal self-organization strategies to execute educational goals. In addition, for the program to become self-sustaining, leaders from within each YPG class will be asked to lead and create the subsequent class’ curriculum.
- **Mentoring and Networking:** Access to senior industry leaders and the opportunity to develop relationships with other NAIOP members.
- **Social Activities:** There will be a reception/networking event after each monthly meeting for students to interact with guest lecturers and each other.

#### REQUIREMENTS and ATTENDANCE

Attendance at all courses is considered mandatory. If a YPG member misses any scheduled meeting, they will be required to complete all make-up work required in that class session. Two missed meetings will subject the participant to expulsion from the program. Decisions on expulsion will be up to the course advisory committee. Tardiness for any class session will not be tolerated.

#### FINANCIAL RESPONSIBILITY

Total fee for the YPG program is \$2,000 and must be paid in full by **March 2, 2009**. Of this amount, \$1,500 is expected to be paid by the member’s company on the student’s behalf, with the additional \$500 paid by the student. Individuals accepted into the program must be current NAIOP members, or must have their membership application completed and paid by March 2, 2009.

#### AGREEMENT

I have read and understand the requirements and objectives of the YPG program and agree to meet my obligations, if admitted.

\_\_\_\_\_  
Applicant Name

\_\_\_\_\_  
Signature of Applicant

\_\_\_\_\_  
Date



## YOUNG PROFESSIONALS GROUP

### EMPLOYER ENDORSEMENT FORM

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Your employee, \_\_\_\_\_, is making application for admission to the 2009-10 class of the Young Professionals Group. YPG is a twelve-month, seventy-hour education, networking, and leadership program offered through NAIOP SoCal.

*The program is designed to provide the following:*

- *Educational sessions that provide in-depth training on a broad range of real estate disciplines. The five-hour (2:00-7:00 p.m.) monthly sessions will alternate between personal/professional development sessions taught by the course facilitator (Wayne Strom, PhD) and real estate-related lectures taught by industry leaders. Each real estate session is designed to immerse individuals in critical aspects of several real estate business disciplines (e.g. land planning, development, construction, finance, A&E, asset management, etc.) that are essential to the success of a commercial/industrial development.*
- *Networking sessions provide an opportunity for the development of a peer group that will “grow up” in the business together in the ensuing years, providing access to critical resources in a range of disciplines that will serve them in their career growth.*
- *Access to and training by key decision makers in the Commercial Real Estate industry. These “career coaches” will serve as role models and mentors for the next generation of real estate business leaders.*
- *Leadership training that will allow these young professionals to develop the key business skills necessary to help them ascend to leadership positions within their respective firms and the industry as a whole.*

In addition to scheduled class times, members will be expected to devote several hours each month toward the preparation of case studies and participation in the program. The majority of that time will be outside normal business hours. The initial meeting will be a Learning Center and orientation session/team building workshop that will take place Friday-Sunday, April 17-19, 2009 at an area hotel/conference center. **Student attendance at this Retreat is mandatory.**

Please indicate your support of \_\_\_\_\_'s participation in this program by signing below. (Candidate name)

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(Print or Type Employer Name)

(Signature)

(Date)

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(Print or Type Candidate Name)

(Signature)

(Date)



## YOUNG PROFESSIONALS GROUP

### SPONSOR RECOMMENDATION FORM

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This recommendation form is to be completed by any member in good standing of the NAIOP SoCal Chapter and returned by the sponsor **separately from the student application** to Cynthia Fusco, NAIOP SoCal Chapter, 2900 Bristol Street, Suite G-105, Costa Mesa, CA 92626 **before 5:00 p.m. on Thursday, January 15, 2009**. Please attach a cover letter detailing your support for the candidate. We respectfully ask that you carefully consider the qualifications of the candidate you are sponsoring since enrollment in the program is limited.

This form is confidential and should be mailed separately from the candidate's Application and other materials. Please attach your cover letter with this form.

NAME OF APPLICANT: \_\_\_\_\_

COMPANY: \_\_\_\_\_

YOUR RELATIONSHIP WITH APPLICANT:

- |                          |                                 |                          |                                 |
|--------------------------|---------------------------------|--------------------------|---------------------------------|
| <input type="checkbox"/> | Current Employer/Employee       | <input type="checkbox"/> | Current Client/Service Provider |
| <input type="checkbox"/> | Long-Time Personal Relationship | <input type="checkbox"/> | Occasional Social Contact       |
| <input type="checkbox"/> | By Referral or Reputation       | <input type="checkbox"/> | Former Business Association     |

Please describe briefly why you believe the applicant would be a valuable contributor to the Young Professionals Group.

Please describe any personal knowledge you may have of the applicant's leadership abilities, work ethic, personal and professional integrity.

Any other comments:



Please check one:

- Highly Recommend
- Recommend
- Endorsed as a courtesy
- Recommend with reservations

Name of person making recommendation: \_\_\_\_\_  
*Member of NAIOP SoCal Chapter*

Company: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Mail to: Cynthia Fusco, NAIOP SoCal Chapter  
2900 Bristol Street, Suite G-105  
Costa Mesa, CA 92626  
714/979-9131, ext. 227  
[cfusco@cgfassoc.com](mailto:cfusco@cgfassoc.com)

Marked as:  
\*\*\*confidential\*\*\*



The Forum for Commercial Real Estate

# 2008 Membership Application

## SOCAL CHAPTER

Complete this application and return it to NAIOP via fax at (714) 979-0403.  
 You may also complete an application at [www.naiop.org](http://www.naiop.org). Have questions? Call us at (714) 979-9131.

### CONTACT INFORMATION

Mr.  Ms.  Mrs.  Dr.  Prof.

NAME \_\_\_\_\_ NICK NAME \_\_\_\_\_

TITLE \_\_\_\_\_ COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_ E-MAIL \_\_\_\_\_

HOME ADDRESS (STREET ADDRESS, APT. #, CITY, STATE & ZIP CODE) \_\_\_\_\_

### MEMBER PROFILE

#### ABOUT MY COMPANY

Company Web Site: \_\_\_\_\_

#### Number of employees at my location:

1 – 10  11 – 40  41 – 75  76 – 100  101 – 150  151 – 300  300 – 500  501 +

#### My company's area of operation:

Local  Regional  National  International

#### My company's business structure (based on federal tax purposes):

Corporation  Limited Liability Corporation  Limited Liability Partnership  Non-Profit  Partnership  
 Private REIT  Public REIT  Sole Proprietorship  Sub Chapter

#### Specific areas in which my company is involved (select all in which you are involved):

Office  Retail  Industrial  Mixed-Use  Multi-family

#### Square feet owned or managed by my office:

Less Than 1 Million  1 – 2.5 Million  2.6 – 5 Million  5.1 – 7.5 Million  
 7.6 – 10 Million  More than 10.1 Million

#### Corporate Scope of Business (Please select one):

**Principal Member**  Asset Manager  Corporate Real Estate Executive  Developer  Investor  Owner (Property)

**Associate Members**  Academician  Communications  Environmental  Landscaper  Supplier  
 Accountant  Consultant  Financier  Property Manager  Telecommunications  
 Architect  Contractor  Financier  Public Official  Title Company  
 Attorney  Economic Development  Interior Design  Publisher  Utility  
 Broker  Engineer  Land Planner  Service Provider

#### ABOUT ME

#### Specific areas in which I am primarily involved (select all in which you are involved):

Office  Retail  Industrial  Mixed-Use  Multi-family

#### Personal Scope of Business (Please select one):

**Principal Member**  Asset Manager  Corporate Real Estate Executive  Developer  Investor  Owner (Property)

**Associate Members**  Academician  Communications  Environmental  Landscaper  Supplier  
 Accountant  Consultant  Financier  Property Manager  Telecommunications  
 Architect  Contractor  Financier  Public Official  Title Company  
 Attorney  Economic Development  Interior Design  Publisher  Utility  
 Broker  Engineer  Land Planner  Service Provider

Have you ever been a member of NAIOP? If so, when \_\_\_\_\_

**MEMBERSHIP CATEGORY**

Please select one.

- Principal Member \$795**  
The first individual employed by an organization whose primary business is development, ownership, asset management or investment. *(Dues that may not be deducted as a business expense: \$245.98)*
- Principal Affiliate Member \$375**  
You must be the second or subsequent person from the principal firm, within the same chapter. *(Dues that may not be deducted as a business expense: \$128.46)*

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- Associate Member \$795**  
The first individual, company or organization providing services or products. *(Dues that may not be deducted as a business expense: \$245.98)*
- Associate Affiliate Member \$375**  
You must be the second or subsequent person from the associate member firm, within the same chapter. *(Dues that may not be deducted as a business expense: \$128.46)*

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- Chapter-Based Corporate Membership (First four members) \$1,730**  
**Please select one:**  **Principal**  **Associate**  
Four or more individuals within the same company and same chapter qualify for this discount. Primary contact should be listed above; list others on a separate sheet. Additional members: \$185 each. *(Dues that may not be deducted as a business expense: \$587.45).*

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- Developing Leaders Member \$225**  
To qualify, you must be an individual 35 years of age or less. Proof of age must be provided to qualify for this membership category. Developing Leaders membership is excluded from qualifying a company for a chapter-based corporate membership. *(Dues that may not be deducted as a business expense: \$88.19)*
- Student Member \$19**  
Any full-time student who is not otherwise full-time employed in the commercial real estate industry. A copy of your student ID and your most recent transcript are required before your membership can be fully activated. *(Dues that may not be deducted as a business expense: \$4.60)*
- Academician Member \$325**  
Any full-time professor who is not otherwise employed in commercial real estate industry. You must send in a copy of your faculty ID before your membership can be fully activated. *(Dues that may not be deducted as a business expense: \$92.48)*
- Public Official Member \$375**  
Any individual employed by a local, state or federal government or nonprofit organization. *(Dues that may not be deducted as a business expense: \$124.48)*
- Public Official Affiliate Member \$360**  
You must be the second or subsequent person from the organization joining the same chapter as the Public Official member. *(Dues that may not be deducted as a business expense: \$114.88)*

**HOW DID YOU HEAR ABOUT US?**

- Local Chapter
- NAIOP Conferences (event \_\_\_\_\_)
- NAIOP Web Site
- Member Referral
- Development Magazine
- Ad (publication name \_\_\_\_\_)
- Direct Mail
- Phone Call
- Media
- Personal Research
- Membership Promotion (15 for 12, for example)
- Other \_\_\_\_\_

**DEMOGRAPHIC PROFILE**

The following questions are optional and your responses will be held in strict confidentiality. The information will only be used to assist NAIOP in the development of new products and services. NAIOP uses this information to track trends and ensure that the needs of our diverse membership are being met.

Year of Birth \_\_\_\_\_ Gender:  Male  Female

**Ethnic Background:**

- African American
- Asian, Pacific Islander or Native Hawaiian
- Hispanic
- American Indian or Native Alaskan
- Caucasian
- Other (please specify \_\_\_\_\_)

**MEMBERSHIP AGREEMENT**

NAIOP memberships are individual, not by company. However, your company may choose to transfer the membership to another individual at any time if the company paid or reimbursed you for the membership.

SIGNATURE \_\_\_\_\_

By signing above, I acknowledge that I will accept faxes, e-mails and other communications from NAIOP.

**PAYMENT INFORMATION**

(From selected Membership Category)

NAIOP Dues	\$ _____
Processing Fee	\$20
<b>Total Payment</b>	<b>\$ _____</b>

- Check enclosed (payable to NAIOP)
- VISA  MasterCard  AMEX

CREDIT CARD NUMBER: \_\_\_\_\_ EXPIRATION DATE: \_\_\_\_\_

NAME OF CARDHOLDER: \_\_\_\_\_

BILLING ADDRESS (IF DIFFERENT FROM MAIN CONTACT INFORMATION): \_\_\_\_\_

- BILL ME for my membership.**  
Your membership will become active when payment is received.

NAIOP dues are for 12 months of membership, except for corporate affiliate (Please call for details). For federal income taxes, NAIOP dues are not deductible as a charitable contribution. However, most of the dues amount may be deducted as a business expense.

Dues include a \$25 subscription to Development Magazine. The \$20 processing fee is a one-time charge and will not appear on renewal notices.

**Do you have questions about NAIOP's Refund Policy?  
Please call the Membership Department at (800) 456-4144.**