

## **2026-27 APPLICATION PACKET Young Professionals Group**

Thank you for your interest in NAIOP SoCal's Young Professionals Group (YPG) Class of 2026-27, a 12-month, 70-hour dynamic leadership program designed to **educate, develop, connect and elevate** the next generation of commercial real estate leaders.

The YPG program helps prepare its members to become leaders in the commercial real estate industry by providing them with access to personal and professional development coaches who focus on pushing individuals out of their comfort zones. The goal of the program is to allow its members to develop intrapersonal, relationship-building and leadership skills that will help elevate their professional careers. There will also be networking opportunities to help create 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 YPG students the opportunity to strengthen their individual skill sets in areas considered vital to top real estate firms. The 2026-27 program members will be selected by YPG advisors and alumni who are association leaders representing various corporations and industry specializations.

### **Qualifications for Individuals for the 2026-27 YPG program:**

- Must be a professional in the commercial real estate industry.
- Must be an active member in good standing of NAIOP SoCal Chapter to apply.
- Must be 35 years of age or younger as of December 31, 2026. (*Year of birth 1991 or later*)
- 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 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 2026-27 YPG program:**

- |  |   |
|--|---|
| ➤ YPG Application<br>(includes 1-page résumé)          | ➤ Photo ( <i>submitted electronically</i> )                                   |
| ➤ Applicant's Agreement & Commitment                   | ➤ Three (3) Meetings with members of NAIOP<br>SoCal's YPG Selection Committee |
| ➤ Employer's Endorsement                               |   |
| ➤ 2 Recommendations<br>(returned under separate cover) |   |

All signed application documentation is to be submitted to NAIOP SoCal by **Friday, March 13, 2026**. The Sponsor's Recommendations are 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 the selection committee and NAIOP SoCal staff. Should you have any questions, feel free to contact Becky Ezell at (714) 262-6568 or via e-mail at [bezell@naiopsocal.org](mailto:bezell@naiopsocal.org).

Again, thank you for your interest in the YPG program!

## APPLICATION CHECKLIST

### Young Professionals Group 2026-27 Class

**NOTE:** Items required electronically should be emailed to [bezell@naiopsocal.org](mailto:bezell@naiopsocal.org) by 5:00 p.m. on Friday, March 13, 2026. All applicants will be notified in May regarding the status of their submissions.

#### **Required Information:**

- ☐ Application (includes 1-page résumé)
- ☐ Applicant's Agreement and Commitment
- ☐ Employer Endorsement
- ☐ Two Recommendations
  - ☐ Completed by Recommending Sponsors and mailed or delivered directly to NAIOP SoCal Chapter. Candidate is encouraged to follow up with Sponsors to verify the timely delivery of the Sponsor Recommendation form.
- ☐ Digital Photo of Candidate
- ☐ Commitment to Pay by July 10, 2026 (if accepted into the program)
  - ☐ Student tuition of \$1,250
  - ☐ Company fee of \$4,000

**APPLICATION 2026-27**  
**Young Professionals Group**  
[Click Here to fill out Electronically](#)

Deadline for Application: **Friday, March 13, 2026**

**NAME:** \_\_\_\_\_  
**COMPANY:** \_\_\_\_\_  
**JOB TITLE:** \_\_\_\_\_

Check here ☐ if you have applied before.

Please select the **ONE** category that best describes your specific role within the company:

- ☐ Architecture & Design Firm
- ☐ CRE Brokerage – Leasing and/or Sales
- ☐ CRE Contracting (General, Specialty Sub, Builder, Other)
- ☐ CRE Development Co. (& management) (public or private)
- ☐ CRE Investment Co. (& management) (public or private)
- ☐ Finance (Bank, Insurance Co., Conduit, Agency, Debt &/or Equity Capital Brokerage/Intermediary/Other)
- ☐ Law Firm
- ☐ Property & Asset Management Company
- ☐ Property Services (Insurance, Tax: Brokerage or Advisory)
- ☐ Public Sector
- ☐ Other \_\_\_\_\_

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

**PHONE NO.:** \_\_\_\_\_ **BUS.:** \_\_\_\_\_ **CELL:** \_\_\_\_\_

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

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

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

**\* Candidate must be 35 years old or younger as of December 31, 2026 to qualify for the program.**  
(Year of birth 1991 or later)

**RESUME:**

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

(Next page)



*(Please help the YPG advisors and Selection Committee get to know you by providing brief answers to the following. **Please note that the word count is strictly enforced and all answers exceeding the limit will be disqualified.**)*

1. Based on your understanding of the YPG program and activities, how do you think you will be able to contribute to the program and add value to your fellow members, and why should you be selected? *(75 words or less)*
2. Why did you choose the commercial real estate industry? *(50 words or less)*
3. Please include a brief summary of your daily roles and responsibilities. *(25 words or less)*
4. Please briefly describe your short-term and long-term career goals or objectives. *(50 words or less)*
5. Please describe your current/past leadership or volunteer involvement outside of work. *(50 words or less)*

## 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 and 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:** There will be one regularly scheduled 4–5-hour training session followed by a networking event – see the course calendar in the overview. Homework & case studies related to monthly topics may be assigned. Completion of all assignments is mandatory for graduation from the program.
- **YPG Learning Center:** There will be one orientation/workshop retreat that will be held on August 21st-23rd. **Attendance at the entire 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 invited to serve on the YPG Alumni Committee, which is the committee responsible for overseeing the YPG program and alumni activities.
- **Mentoring and Networking:** Students will have 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

The total fee for the YPG program is \$5,250 and must be paid in full by **July 10, 2026**. Of this amount, it is recommended that \$4,000 be paid by the member's company on the student's behalf, with the additional \$1,250 to be paid by the student. **Fees are non-refundable after July 10, 2026.**

### AGREEMENT

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

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Applicant Name

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Signature of Applicant

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Date

## YOUNG PROFESSIONALS GROUP

### EMPLOYER ENDORSEMENT FORM

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Your employee, \_\_\_\_\_, is making an application for admission to the 2026-27 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 training on a broad range of real estate disciplines. The 4-5 hour (2:00-7:00 p.m.) monthly sessions will alternate between personal/professional development sessions taught by the course facilitator and real estate-related lectures taught by industry leaders. Each real estate session is 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 (e.g., land planning, development, construction, capital markets, architectural/space planning, asset management, etc.).*
- *Networking sessions that 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 advice from 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, as well as in the industry as a whole.*

In addition to scheduled class times, students 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 August 21st-23rd, at an area hotel/conference center. **Student attendance at the entire 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**

[Click Here to fill out Electronically](#)

**RECOMMENDATION FORM**

This recommendation form is to be completed preferably by any member in good standing of NAIOP SoCal and returned by the sponsor **separately from the student application**, so that it is **RECEIVED before 5:00 p.m. on Friday, March 13, 2026**, may be submitted electronically to [bezell@naiopsocal.org](mailto:bezell@naiopsocal.org) **PROVIDED** it is sent **DIRECTLY** from the sponsor or their assistant and includes an electronic signature, or at the NAIOP SoCal office located at 918 E. Santa Ana Blvd., Santa Ana, CA 92701, Attn. Becky Ezell. **Please attach a cover letter detailing your support for the candidate as this helps personalize your support beyond the general guidance of the requests below.** We respectfully ask that you carefully consider the qualifications of the candidate you are sponsoring since enrollment in the program is limited. All responses will be treated as confidential. **Each Sponsor may only recommend a maximum of two (2) applicants.**

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

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

**YOUR RELATIONSHIP WITH APPLICANT:**

☐

Current Employer/Employee

☐

Current Client/Service Provider

☐

Long-Time Personal Relationship

☐

Occasional Social Contact

☐

By Referral or Reputation

☐

Former Business Association

Please describe briefly why you believe the applicant would be a valuable contributor to the program?

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

Any other comments:

*(See next page)*

Please check one:

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

Name of person making recommendation: \_\_\_\_\_

Member of NAIOP SoCal? \_\_\_\_\_  
(Preferred, but not mandatory)

Company \_\_\_\_\_

Phone \_\_\_\_\_ *Email* \_\_\_\_\_

Signature \_\_\_\_\_ *Date* \_\_\_\_\_

**Please attach a cover letter and mail it so that it is RECEIVED by Friday, March 13, 2026:**

Becky Ezell, Director of Administration  
NAIOP SoCal  
918 E. Santa Ana Blvd.  
Santa Ana, CA 92701  
Phone #: (714) 550-0309

Please mark envelope \*\*\*confidential\*\*\*

**NOTE:**

Recommendations may be submitted electronically to [bezell@naiopsocal.org](mailto:bezell@naiopsocal.org) **PROVIDED** it is sent **DIRECTLY** from the sponsor or their assistant and includes an electronic signature.