

Young Professionals Group – Fact Sheet

DESCRIPTION:

Currently in its thirteenth year, the Young Professionals Group (YPG) is a 12-month, 70-hour education, networking, and leadership program of NAIOP SoCal for real estate professionals 35 years of age or younger. The program is designed to **educate, develop, connect and elevate** the next generation of commercial real estate leaders. This is accomplished through:

- Education on a broad range of real estate disciplines. Monthly afternoon sessions alternate between personal/professional development sessions taught by the course facilitator and real estate-related classes taught by industry leaders. Real estate topics are designed to serve as essential background to core real estate objectives (e.g. land planning, development, construction, capital markets/finance, architecture and 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, 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 young professionals to develop the key business skills necessary to help them ascend to leadership positions within their respective firms as well as the commercial real estate industry.

TIME COMMITMENT:

In addition to scheduled class time, participants spend several hours each month in preparation for case studies and group activities, the majority of which is spent outside normal business hours. An initial Learning Center/orientation session and team building workshop takes place on a Friday-Sunday in the spring. **Attendance at the Retreat is mandatory for those accepted into the program.**

SELECTION PROCESS:

A maximum of 35 students are accepted for each class through a detailed application process. The application period opens in mid-November, with applications due in mid-January. All applicants are notified of their status in mid-February, and the kick-off Orientation Retreat is in mid-April. Monthly classes are held from May through the following February, with commencement ceremonies in March. The date of the Retreat is announced when applications are available.

GRADUATE PERSPECTIVES:

“The YPG program allows young professionals to develop a greater understanding of the real estate industry, expand their personal networks, and set a strong path for their future. The program helped me to have a much better understanding for what I wanted to do with my career and provided me the tools and skills I would need to accomplish my goals. I also built strong friendships with many industry peers that will last for many years to come.” **John Drachman**, President & Founder, Stillwater Investment Group

“Hands down, YPG’s impact has been the greatest of any industry organization I’ve ever been a part of. Not only did the program’s well-balanced curriculum serve as a catalyst to accelerate my professional development, but a natural by-product of its peer-focused, team-oriented design forged invaluable professional and personal relationships that I’ll carry for the rest of my life.” **Zachary Niles**, Senior Vice President-Industrial Advisory, JLL

FOR MORE INFORMATION:

2900 Bristol St., Ste. G-105
 Costa Mesa, CA 92626
 (714) 979-9131
www.naiopsocal.org

2019-2020 Overview Young Professionals Group

Introduction

NAIOP SoCal, in conjunction with the national organization based out of Washington D.C., first 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 twelfth year, YPG offers a program that is designed to **educate, develop, connect and elevate** the next generation of commercial real estate leaders. This is accomplished through:

- Educational sessions that provide 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.
- 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 broad range of disciplines that will serve them in the ensuing years of their business career.
- Access to and advice from 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 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, 2019. 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 to pay a \$1,900 corporate fee for each candidate accepted into the program
- Applicant’s commitment to pay student tuition of \$600
- Attendance at the YPG Learning Center Retreat, a two and a half day retreat scheduled for April 12-14, 2019
- 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 (YPG). 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 locations that are 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 two-and-a-half-day retreat which is scheduled for April 12-14, 2019. **Attendance at the entire retreat is mandatory. No exceptions will be granted.**

Contact Information

2018-2019 YPG Advisors:

Aaron Hill ('05) (Advisor Chair)
Executive VP, COO
Bixby Land Company
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949.336.7018

David Salisbury ('08) (Advisor Vice Chair)
Vice President
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Al Beaudette (YPG Program Founder)
Chief Executive Officer
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Tom Sherlock, (YPG Program Founder)
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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
714.979.9131 ext. 2277

Becky Ezell, Dir. of Finance & Administration
bezell@cgfassoc.com
714.979.9131, ext. 2233

Denise Chan, Dir. of Member Services
dchan@cgfassoc.com
714.979.9131, ext. 2222

Christina Hong, Dir. of Mktg. & Communications
chong@cgfassoc.com
714.979.9131, ext. 2244

Retreat Facilitator:

Julie Chesley, PhD.
jchesley@pepperdine.edu
703.389-3287

NAIOP SoCal YPG Alumni Committee Leadership 2018-2019

Committee Chair:

Greg Brown ('13)
Senior Director
HFF, LP
gbrown@hfflp.com
949.798.4129

Past Committee Chair:

Brad Schmitt ('13)
Managing Director
Savills Studley
bschmitt@savills-studley.com
949.660.3546

Committee Vice Chair (Chair 2019-2020):

Brooke Birtcher Gustafson ('09)
Managing Director
Birtcher Development
bb.gustafson@birtcher.com
(949) 374-2562

Subcommittee Chairs:

Communication / Social Media:

Shaena Cushman ('17)
Client Services Specialist
CBRE
shaena.cushman@cbre.com
562.857.7399

Continuing Education

Richard Schwartz ('16)
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(909) 937-6307

Community Outreach:

Sean Grubbs
VP, Relationship Manager
Bank of America Merrill Lynch
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Leadership Summit:

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Acquisitions
Invesco Real Estate
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Curriculum:

Michael Chukwueke ('13)
Vice President, Development
Duke Realty
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Social:

Parker Hutchison ('17)
Senior Leasing Manager
PMRG
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(562) 345-9209

LA Alumni:

Steven Hillgren ('15)
Vice President
Kearny Real Estate Co
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(310) 203-1861

Sponsorship:

Brooke Birtcher Gustafson ('09)
Managing Director
Birtcher Development
bb.gustafson@birtcher.com
(949) 374-2562

Recruitment / Selection:

Jamie Kline ('17)
Director
HFF
jkline@hfflp.com
(949) 798-4117

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:

- *Your Brain at Work, David Rock*
- *Learned Optimism, Martin Seligman*
- *Play to Win!: Choosing Growth Over Fear in Work and Life, Larry Wilson and Hersch Wilson*
- *Be Your Own Brand, David McNally and Karl Speak*

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 personal development facilitator, in combination with senior industry leaders who will share their personal experiences. Real estate disciplines that have been incorporated into the course in past years included the following:

- Acquisitions
- Capital Markets / Basic Finance
- Development Process
- Design & Innovation
- Construction Process
- Asset & Property Management
- Entrepreneurship / Real Estate Investments

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 and 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 two-and-a-half-day introduction and retreat will be held April 12-14, 2019, and **attendance at the entire retreat is mandatory.** (We reserve the right to drop anyone who is absent from a portion of the retreat from the rest of the program). This retreat 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 4-5 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):**

- April 12 to 14, 2019: Orientation Session & Team Building Workshop, La Jolla
- Class Dates To Be Finalized:
 - May 7, 2019
 - June 11, 2019
 - July 9, 2019
 - August 13, 2019
 - September 10, 2019
 - October 8, 2019
 - November 19, 2019
 - December 18, 2019
 - January 14, 2020
 - February 11, 2020
 - March 12, 2020
 - March 26, 2020 – Commencement
- Industry Topics/Activities:
 - Refer to the Course Descriptions above for a listing of topics.
 - A year-end case study and team assignment will be scheduled in the Fall, for presentation in March 2020.
 - 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 expected 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:* 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. Although you will be receiving an award upon completion, 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.

#

2019-20 APPLICATION PACKET Young Professionals Group

Thank you for your interest in NAIOP SoCal's Young Professionals Group (YPG) Class of 2019 - 20, 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 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 2019 -2020 program members will be selected by YPG advisors and alumni who are association leaders representing various corporations and industry specializations.

Qualifications for Individuals into the 2019-20 YPG program:

- Must be a professional in the commercial real estate industry and a member in good standing of NAIOP SoCal. You do not need to be a member to apply, but must join if accepted into the program.
- Must be 35 years of age or younger as of December 31, 2019.
- 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 2019-20 YPG program:

- | | |
|--|--|
| ➤ Application Checklist | ➤ Employer's Endorsement |
| ➤ YPG Application (includes 1-page résumé) | ➤ 2 Sponsor Recommendations
(returned under separate cover) |
| ➤ Applicant's Agreement & Commitment | ➤ Photo (submitted electronically) |

All signed hard copies of your application documentation are to be submitted to NAIOP SoCal (Becky Ezell, 2900 Bristol Street, Suite G-105, Costa Mesa, CA 92626) by **Friday, January 11, 2019**. 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 staff. Should you have any questions, feel free to contact Becky Ezell at (714) 979-9131 ext. 2233 or via e-mail at bezell@cfassoc.com. Again, thank you for your interest in the YPG program!

**APPLICATION CHECKLIST
 (Candidate to complete and initial)**

Young Professionals Group 2019 - 2020 Class

NOTE: Items required electronically should be emailed to bezell@cqfassoc.com. Items required in hard copy, including endorsements and sponsor recommendations, must be **RECEIVED** at NAIOP SoCal Office – 2900 Bristol Street, Suite G-105, Costa Mesa, CA 92626, Attn. Becky Ezell – **by 5:00 p.m. on Friday, January 11, 2019**. All applicants will be notified in late February regarding the status of their submissions.

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. Two Sponsor Recommendations
 - Completed by Recommending Sponsors and mailed or delivered directly to NAIOP SoCal Chapter. Candidate is encouraged to follow up with Sponsors 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 8, 2019 (*if accepted into program*)
 - Student tuition of \$600 _____
 - Company fee of \$1,900 _____
 - NAIOP membership fees, if not already a member _____

I affirm that all documents are attached and completed:

 Candidate Name (*please print!*)

 Date Submitted:

 Candidate Signature

(To be completed by NAIOP staff)

Student documentation received in the NAIOP office: _____ By: _____

Sponsor recommendations received in NAIOP office: _____ By: _____

Student tuition of \$600 received in NAIOP office: _____ By: _____

Company fee of \$1,900 received in NAIOP office: _____ By: _____

APPLICATION 2019-20
Young Professionals Group

Deadline for Application: **Friday, January 11, 2019**

NAME: _____
COMPANY NAME: _____
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.: _____ FAX: _____ CELL: _____

E-MAIL ADDRESS: _____

HOME ADDRESS: _____

DATE OF BIRTH: _____

** Candidate must be 35 years old or younger as of December 31, 2019 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)

QUESTIONS:

*(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 in support of your fellow members, and why should we select you to be in the program? *(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 activities. *(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

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:** 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 Friday-Sunday, April 12-14, 2019. **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, 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

Total fee for the YPG program is \$2,500 and must be paid in full by **March 8, 2019**. Of this amount, it is recommended that \$1,900 be paid by the member's company on the student's behalf, with the additional \$600 to be 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 8, 2019. **Fees are non-refundable after March 15, 2019.**

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

Your employee, _____, is making application for admission to the 2019-20 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 and 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 Friday-Sunday April 12-14, 2019, 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)

(Print or Type Employer Name)

(Signature)

(Date)

(Print or Type Candidate Name)

(Signature)

(Date)

YOUNG PROFESSIONALS GROUP

SPONSOR 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 it is **RECEIVED before 5:00 p.m. on Friday, January 11, 2019**, at the NAIOP SoCal office, 2900 Bristol Street, Suite G-105, Costa Mesa, CA 92626, 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:

- | | |
|--|--|
| <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:



COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
SoCAL CHAPTER



NAIOP SoCAL
YOUNG
PROFESSIONALS
GROUP

Please check one:

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

Name of person making recommendation: _____

Please Print! Member of NAIOP SoCal? _____
(Preferred, but not mandatory)

Company: _____

Tele.: _____ Email: _____

Signature: _____ Date: _____

Please attach cover letter and mail so it is RECEIVED by Friday, January 11, 2019:

Becky Ezell, Director of Finance & Administration
NAIOP SoCal
2900 Bristol Street, Suite G-105
Costa Mesa, CA 92626
Tel. 714/979-9131, ext. 2233
Fax 714/979-0403

Please mark envelope ***confidential***

NOTE:

Recommendations may be submitted electronically to bezell@cgfassoc.com **PROVIDED** it is sent **DIRECTLY** from the sponsor or their assistant and includes an electronic signature.

naiop.org

Mr Ms Mrs Dr Prof

NAME (First MI Last)

NICKNAME

TITLE

COMPANY

WEBSITE

BUSINESS ADDRESS

CITY/STATE

ZIP

PHONE

FAX

EMAIL

HOME ADDRESS (Street address, Apt. #, City, State, & Zip)

YES, please send *Development* magazine to my home.

Company Profile

Number of employees at my location: 1-10 11-40 41-75 76-100 101-150 Greater than 151

Area of Operations: Local Regional National International

Business Structure: Corporation Limited Liability Corporation Limited Liability Partnership Non-Profit Partnership
(based on Federal tax purposes) Private REIT Public REIT Sole Proprietorship Sub Chapter

Areas of Involvement (select all that apply): Industrial Medical/Life Sciences Mixed-Use Multi-Family Office Retail

My company is involved in the development of green (environmentally sustainable) properties or provides green products/services: Yes No

Square feet owned or managed: Less than 1 Million 1-2.5 Million 2.6-5 Million 5.1-7.5 Million 7.6-10 Million 10.1 Million or more

Corporate Scope of Business (select one):

Associate Member

Academician Communications Environmental Landscape Architect Supplier
 Accountant Consultant Financier Property Manager Telecomm
 Architect Contractor Insurance Public Official Title Company
 Attorney Economic Dev Interior Design Publisher Utility
 Broker Engineer Land Planner Service Provider

Principal Member

Asset Manager Developer Owner (Property)
 Investor

Member Profile

Specific areas in which I am primarily involved (select all that apply): Industrial Medical/Life Sciences Mixed-Use Multi-Family Office
 Retail

I'm involved in the development of green (environmentally sustainable) properties, products, or services: Yes No

Industry topics of interest (select all that apply): Advocacy Business Mgmt. Development Finance Marketing/Leasing

Personal Scope of Business (select one):

Associate Member

Academician Communications Environmental Landscape Architect Supplier
 Accountant Consultant Financier Property Manager Telecomm
 Architect Contractor Insurance Public Official Title Company
 Attorney Economic Dev Interior Design Publisher Utility
 Broker Engineer Land Planner Service Provider

Principal Member

Asset Manager Developer Owner (Property)
 Investor

Are you a partner or a member of an LLC or LLP? Yes No

Complete this application and return it to NAIOP via fax at 714-979-0403. You may also complete an application at www.naiop.org. Have questions? Call 714-979-9131.

Membership Category (Please select one)

Principal Full Member: \$845
 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: \$205.49)

Principal Affiliate Member: \$460
 You must be the second or subsequent person from the principal member firm, within the same chapter (Dues that may not be deducted as a business expense: \$117.92)

Associate Full Member: \$845
 The first individual employed by an organization providing products and services. (Dues that may not be deducted as a business expense: \$205.49)

Associate Affiliate Member: \$460
 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: \$117.92)

Chapter-Based Corporate Membership (First 4 members): \$2050
 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.
 Add'l Members: \$285 (Dues that may not be deducted as a business expense: \$529.71)

Developing Leader Member: \$275
 To qualify, you must be 35 years of age or less. ***Proof of age must accompany this application or your membership cannot be fully activated.*** Developing Leader membership is excluded from qualifying for a chapter-based corporate membership. (Dues that may not be deducted as a business expense: \$78.55)

Student Member: \$25
 Any full-time student, not employed full-time, is eligible. ***A copy of your Student ID and your most recent class schedule are required and must accompany this application before your membership can be fully activated.*** (Dues that may not be deducted as a business expense: \$6.68)

Academician Member: \$400
 Any full-time professor who is not otherwise employed in the commercial real estate industry. (Dues that may not be deducted as a business expense: \$88.52)

Public Official Member: \$450
 Any individual employed by a local, state, or federal government or non-profit organization. (Dues that may not be deducted as a business expense: \$113.02)

Public Official Affiliate Member: \$435
 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: \$105.67)

How Did You Hear About Us?

- Local Chapter
- NAIOP Conference (event _____)
- NAIOP Website
- Member Referral (name _____)
- Direct Mail
- Phone Call
- Media
- Personal Research
- Social Media
- 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

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 for or reimbursed you for the membership.

Signature _____
By signing above, I acknowledge that I will accept emails, faxes, and other communications from NAIOP.

Payment Information

(from selected Membership Category)

NAIOP Dues	\$ _____
New Member Processing Fee (one-time)	+ \$20
Total Payment Authorized	\$ _____

VISA MasterCard AMEX

Credit Card Number _____ Exp. Date _____

Name of Cardholder (please print) _____

Billing Address (if different from main contact information) _____

Check Enclosed (payable to NAIOP)
Please include application with check. Do not fax application and/or copy of check as it will not be processed without actual payment.

Invoice me for my membership
Your membership will become active when payment is received and processed.

*** NAIOP dues are for 12 months of membership, except for corporate affiliates. (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.**

*** The \$20 processing fee is a one-time fee and will not appear on renewal notices.**

*** Questions about NAIOP's Refund Policy? Please call the Membership Department at 800-456-4144.**