

# A MESSAGE FROM THE PRESIDENT



**Del Markward, SIOR**  
2018 SIOR President  
Markward Group,  
Allentown, PA

Dear SIORs,

I am incredibly honored to begin my term as your SIOR Global President. The Chicago conference, with almost 1000 in attendance, was a remarkable experience with great speakers, in-depth education on our industry happenings, and a degree of networking/deal-making not seen at any other conference in our industry. Many members and sponsors remarked how satisfied they were with the content and camaraderie of the conference, and how impressed they were by the exposure they received to new deals around the country and beyond.

As leaders in our field, we know the importance of teamwork, management, and collaboration, especially in real estate transactions. That's why I'm so excited to introduce this issue of *SIOR Report* – which is focused on leadership and team dynamics. I'm especially interested in the article *The Anatomy of an SIOR Team* on page 10, which highlights the different SIOR dynamics involved in relationships both from small to mid-sized, independent, brokerage shops to integration of those agents from the larger firms.

Serving on the Board for the last six years has been an incredibly rewarding experience. We are focused on growing SIOR's visibility and brand throughout the U.S. and the world, which will provide more deal opportunities for all SIORs. Our international members, in conjunction with our growing U.S. membership base, are poised to expand the

SIOR footprint. Everything we do is with the intent of driving SIORs to become the Brokers of choice for real estate decision-makers and users everywhere.

I want to thank our ambassador and leader this past year, past president Geoff Kasselmann. His commitment and drive to see SIOR to be the leader in our industry has furthered all of our businesses and visibility. I have really enjoyed working closely with Geoff and please join me in thanking him for his dedication and hard work.

Finally, I look forward to this year's travel that will include visiting most of our chapters around the world, as well as leading our Society and affiliate partners to our Spring World Conference in Austin, Texas in April, and the next European Conference in Warsaw, Poland in June. Most importantly, I look forward to meeting more of you and hearing how SIOR can help improve your business and position in the industry. Thank you, and continued success in SIOR!

Sincerely,

A handwritten signature in blue ink, appearing to read 'Del Markward'.

Del Markward, SIOR  
SIOR President