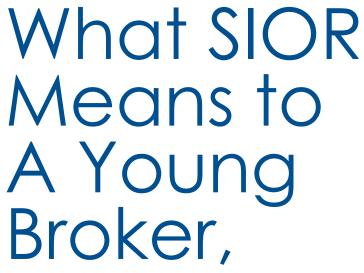


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and How to Leverage It.

hen I volunteered to write this article, it had slipped my mind that during this time I would be getting married, going on my honeymoon, trying to finish 2012 strong, and settling in as Industrial Division Manager in Hawaii. Flat for ideas, I reached out to all SIOR's Young Professionals in a mass email and received great responses. **Chad Boddez**, **SIOR**, **CCIM**, suggested that I write an article on what it means to a young broker to be a young SIOR and how to leverage it. Given that I had Leveraged Young Professional (YP) SIORs, I thought this quite fitting.

I started my career in Hawaii at Colliers International in the beginning



of 2006 fresh out of law school, and having only visited Hawaii on vacation. I landed with two duffle bags, a job at Colliers, \$160,000 in student loan debt, and a lot of motivation. I immediately started pounding on doors.

As I hit my stride in the second and third year, I began to seek out tools that could increase my performance and create a broader network. I first sought out CCIM and SIOR. There were only six SIORs in Hawaii at that time, and three of them were in our office. I witnessed the success that they had achieved, interviewed them, and started checking off the requirements. In 2010 I became an SIOR and my career took a great leap forward.

