



2015 SIOR Recruitment Toolkit

1. SIOR at a Glance

SIOR is *the*

- Leading **industrial** and **office** real estate brokerage association, and
- Confers the SIOR designation to only the most **knowledgeable, experienced, ethical,** and **successful** industrial and office brokerage specialists.

Profile

- 3,100 Members
 - 2,900 Designees
 - 200 Associate Member organizations – developers, financial institutions, commercial real estate organizations
- 34 Countries in 630 Cities
- 55% of members are with large firm or networks
- 45% of members are with independent firms

Impact

From 2008-2013*, SIORs on average reported annually:

- Total # of transactions exceeded **78,000**
- Average **dollar volume: USD \$36 million** (per member)
- Average number of **closed transactions: 30** (per member)
- Average **square feet leased/sold: 1 million SF** (per member) (or 93,000 sq. meters)

In 2013*, SIORs reported Member-to-Member Transactions (deals involving two or more SIORs):

- **450 SIOR members reported** at least one Member 2 Member Transaction, totaling 450 deals.
- Total dollar volume was in excess of **USD \$2.1 billion.**

*2014 data available in Q2 2015.

Value

- **Deal Generation** - network with the industry's best, create new relationships, and ultimately generate more transactions.
- **Credibility** - corporate and real estate executives recognize the value of the SIOR designation, helping you win assignments.
- **Exclusivity** - only 2,900 practitioners hold the SIOR designation worldwide.
- **Connectivity** – SIOR technology platforms to keep you connected to SIOR designees.
- **Professional Development** - the SIOR Center for Career Advancement offers education for your competitive edge.

Industry Authority

- The **SIOR Commercial Real Estate Index** is a leading indicator of up to date market conditions.
- SIOR members and NAR serve as a voice in Washington **advocating industry needs**.
- The ***Professional Report*** is a quarterly print and digital magazine with timely and relevant articles.

World Class Networking and Professional Development Events

- Spring and Fall World Conferences attended by 800-900 leading professionals with top speakers, cutting-edge education, and excellent networking.
- Chapter programs to keep members locally connected and informed.
- MySIOR members-only website provides unique opportunities to connect, network, and share information.