

SIOR Designation Requirements



SIOR is *the* leading professional industrial and office real estate brokerage association. The SIOR designation signifies that an individual has achieved a high level of competence and success and adheres to high standards.

The **SIOR** designation is granted in one of six specialist categories:

- Industrial Specialist - transaction specialist
- Office Specialist - transaction specialist
- Industrial & Office Dual Specialist - transaction specialist
- Advisory Sales Specialist - consultant or advisory practitioner
- Sales Management Specialist - manages at least 10 sales or leasing agents
- Executive Specialist - manages 100+ agents in three or more offices

Designation Requirements

1. **EXPERIENCE:** Have a minimum of five years of real estate brokerage experience as an actively engaged industrial and/or office broker.
2. **VOLUME:** Maintain a minimum Gross Fee Income (GFI) for three years out of the last four years. GFI is defined as the amount that is directly attributable to the applicant before commission splits. GFI requirements by market are listed online at www.sior.com/membership.
3. **ENDORSEMENTS:** Submit **endorsements* from two SIOR designees** within the chapter and outside of the applicant's firm.
4. **ETHICS:** Uphold high ethical standards of practice and pledge to uphold SIOR's *Code of Ethical Principles and Standards of Professional Practice* with completion of classroom or online course.
5. **EDUCATION:** Demonstrate to be a knowledgeable professional in the industrial or office real estate market by completing the educational requirement. Details are located online at www.sior.com/membership.

Exceptions:

- Applicants with 10+ years of experience and double the GFI requirement waive the education requirement.
- Industrial & Office Dual Specialists must meet double the GFI requirement.
- Executive Specialists are exempt from the education and GFI requirements.

Membership Fees

- Application Fee: \$175
- Initiation Fee: \$725 - Covers complimentary registration to first World Conference within 24 months of admission.
- Annual Dues: \$1,345 - Prorated during the first year.
- Chapter Dues: Please contact local chapter for amount.
- Core Components of Commercial Brokerage course (optional): ranges from \$990-\$1,650
- Comprehensive Membership Entrance Exam (optional): \$2,000

Online Application

To apply online, please contact Ying-Ying Chow, Manager of Admissions, at ychow@sior.com to obtain a username and password for the online application.

*The Endorsement Form will be **provided to applicant 10 days after submitting a complete application.**

Please contact Michael Topp, Director of Membership, at +1.202.449.8216 or mtopp@sior.com for additional information.