



ASSOCIATE MEMBERSHIP REQUIREMENTS

SIOR Associate Membership is comprised of organizations with a vital interest in corporate real estate services and industrial or office development.

Associate Memberships are based on office location, and delegates must be from the same location or business address. Up to two (2) delegates can be appointed as part of the application. Delegates cannot engage in 3rd-party brokerage.

Link: <http://www.sior.com/membership/become/associate>

Candidate applicants must meet the following three (3) criteria:

1. INDUSTRY PRESENCE

- Developer Associates

Developer Associates are actively involved in industrial or office real estate development but do not engage in the business of third-party brokerage.

- General Associates

General Associate are qualified firms or agencies of specified types whose business consists in substantial part of financing, constructing, analyzing, owning or managing industrial or office real estate for occupancy by other businesses or managing networks of commercial real estate service providers.

Qualified firms are those that use the services of Members of SIOR and welcome the representation of other principals by Members including accounting firms, architectural and design firms, asset management companies, banks and financial institutions, chambers of commerce, economic development agencies, engineering firms, general contractors, insurance companies with real estate portfolios, investment funds with real estate portfolios, public utilities, and title insurance companies.

General Associates cannot engage in the business of third-party industrial or office brokerage, except for auction companies.

- Corporate Associates

Corporate Associates own, buy, and/or lease significant amounts of industrial and/or office real estate, primarily for their own occupancy, but do not engage in the business of third-party brokerage.

- Educator Associates

Educator Associates are accredited educational institutions offering degree programs in real estate.

2. SUPPORTING DOCUMENTATION

Developer Associate applicants must provide descriptions of three (3) recent development projects and include applicable marketing materials as part of their applications.

3. ENDORSEMENTS

Applicants must provide one (1) formal endorsement from an Active Individual Member in their Chapter and one (1) formal endorsement from a Chapter Officer (President, Vice President, Treasurer or Secretary). The endorsement forms are provided to the applicant 10 business days after the application is announced to the Chapter.



4. FEES & DUES

All dues and fees are billed in US dollars. Annual dues are pro-rated on a monthly basis.

i. Developer Associates

▪ Application Fee (non-refundable)	\$175
▪ Annual Dues (Canada, US)	
✓ First Office / Additional Offices	\$1,500 / \$575
▪ Annual Dues (International)	
✓ First Office / Additional Offices	\$500 / \$310
▪ Chapter Dues	Varies by Chapter

ii. General Associates

▪ Application Fee (non-refundable)	\$175
▪ Annual Dues (Canada, US)	\$1,500
▪ Annual Dues (International)	\$500
▪ Chapter Dues	Varies by Chapter

iii. Corporate Associates

▪ Application Fee (non-refundable)	\$175
▪ Annual Dues (Canada, US)	\$500
▪ Annual Dues (International)	\$250
▪ Chapter Dues	Varies by Chapter

iv. Educator Associates

▪ Application Fee (non-refundable)	\$175
▪ Annual Dues (Canada, US)	\$300
▪ Annual Dues (International)	\$200
▪ Chapter Dues	Varies by Chapter

5. APPLICATION MATERIALS

SIOR now accepts applications online. Applicants should contact **Ying-Ying Chow**, Manager of Admissions, at 202.449.8234 or ychow@sior.com for a username and password to log in.