



# CANDIDATE MEMBERSHIP REQUIREMENTS

SIOR Candidate Membership is for industrial and office brokerage practitioners working towards qualifying for the SIOR designation within the next five years. Candidate members who have met the education, experience, and production requirements for the SIOR designation may apply for the designation through the standard admissions process.

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

Candidate applicants must meet the following five (5) criteria:

## 1. EXPERIENCE

Applicants must have a minimum of three (3) years and no more than eight (8) years of documented industrial and/or office real estate brokerage experience. They must also be actively engaged as an industrial and/or office real estate broker or salesperson.

## 2. PRODUCTION

Applicants must demonstrate transaction volume that meets the minimum Gross Fee Income (GFI) requirement for his/her market. An applicant's market is determined by his./her physical business address.

GFI is defined as the amount that the applicant's firm receives, before splits, that is directly attributable to the applicant. The GFI requirements are set by the Chapters and range from \$200,000 - \$400,000 per 12-month period. View [GFI Requirements](#) by market.

The applicant must fulfill the following:

- Meet 50% of the GFI requirement for the most recent 12-month period
- Provide a breakdown of their transaction types

## 3. ENDORSEMENTS

Applicants must provide a formal endorsement from one (1) Active Individual Member in their Chapter that are not part of their firm or firm's network.

## 4. MENTOR

Applicants must obtain a Mentor who is an Active Individual Member in their Chapter. The Mentor is responsible for providing guidance and advice while the Candidate is working towards earning the SIOR designation.

## 5. ETHICS

Applicants must uphold high ethical standards of practice and pledge to uphold SIOR's Code of Ethical Principles and Standards of Professional Practice by completing SIOR's online Ethics course.



## 6. RESPONSIBILITIES

- Candidate Status

A Candidate Member can maintain Candidate status for a maximum of five (5) years. Within that time frame, the Candidate should meet the requirements to earn the SIOR designation.

- Mentor

Candidate Members should meet regularly with their Mentors and report their progress towards earning the SIOR Designation.

- World Conferences

Candidate Members are required to attend at least one (1) World Conference within 36 months of earning their Candidate Membership. Candidate Members are welcome to attend all World Conferences and receive a reduced registration fee.

- Education Requirement

Candidate Members are required to complete the designation courses, including three (3) mandatory courses and three (3) elective courses during their candidacy. Successful completion of the coursework fulfills the SIOR designation education requirement.

- Applying for the Designation

Once a Candidate Member has completed the education requirement, met the experience requirement, and has fulfilled the production requirement, s/he is eligible to apply for the designation.

Candidate Members will need to submit an application for the SIOR Designation and pay the application fee. This is a separate application from their application for Candidate Membership and should be treated as such.

## 7. FEES & DUES

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

▪ Application Fee (non-refundable)	\$175
▪ Annual Dues	\$450
▪ Chapter Dues	Varies by Chapter
▪ Online Ethics Course	\$150

## 8. APPLICATION MATERIALS

SIOR now accepts applications online. Applicants should contact **Ying-Ying Chow**, Manager of Admissions, at 202.449.8234 or [y Chow@sior.com](mailto:y Chow@sior.com) for a username and password to log in.