

SIOR Candidate Membership



SIOR is the leading professional industrial and office real estate brokerage association. SIOR Candidate Membership is for industrial and office brokerage practitioners working towards qualifying for the SIOR designation.

If earning the SIOR designation is your ultimate goal, and you are interested in meeting eligibility requirements within the next five years, joining as an SIOR Candidate is the initial step to becoming an SIOR designee.

Benefits of Candidate Membership

- Start the process of becoming an SIOR designee.
- Benefit from interaction with SIOR designees and access to SIOR's education.
- Establish relationships with SIOR members and create your SIOR network.
- Build your business revenue and enhance professional development.
- Gain recognition as a rising industrial or office practitioner in your market.
- Benefit from valuable insight and instruction through mentor relationships.
- Receive discounted access to SIOR World Conferences and SIOR designation courses.

Candidate Requirements

- 1.) **EXPERIENCE:** Have a minimum of three years and no more than eight years of documented industrial and/or office real estate brokerage experience and is actively engaged as an industrial and/or office real estate broker or salesperson.
- 2.) **PRODUCTION:** Demonstrate minimum production in one year as measured by Gross Fee Income (GFI) within the standards set by the local chapters. GFI is the fee income directly attributable to the applicant that the applicant's firm receives before splits. The applicant must meet 50% of the set GFI amount for the 12 months preceding the application. GFI requirements by market are listed online at <http://www.sior.com/membership/become/candidate>.
- 3.) **ENDORSEMENT:** Submit a formal endorsement from an Active Individual Member in the applicant's chapter who is outside the applicant's firm.
- 4.) **MENTOR:** Obtain a mentor, an Active Individual Member in the applicant's chapter. The mentor is responsible for providing guidance and advice while the Candidate is working towards earning the SIOR designation.
- 5.) **ETHICS:** 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.

Membership Fees

- Application fee: \$175
- Online Ethics Course: \$150
- Annual dues: \$450 - Based on calendar year. Prorated during the first year.
- Chapter dues: Please contact the local chapter for amount.

Online Application

To apply online, please contact Sumner Crosby, Manager of Admissions, at 202.449.8234 to obtain a username and password for the online application.

Please contact Michael Topp, Director of Membership, at 202.449.8216 or mtopp@sior.com for additional information.