



## 2015 SIOR Recruitment Toolkit

### 9. Candidate Requirements, Fees, and Application Materials

Candidate applicants must meet the following five criteria:

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. [Click here](#) for 2015 GFI requirements by market

The applicant must meet 50% of the set GFI amount for the 12 months preceding the application.

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.

#### Candidate Membership Responsibilities:

- **MEMBERSHIP TERM:** Candidates can maintain Candidate Status for a maximum of five years. Within five years, the candidate should meet the requirements to earn the SIOR designation.
- **MENTOR:** Candidates should meet regularly with the mentor and report progress towards earning the SIOR designation.
- **WORLD CONFERENCE ATTENDANCE:** Candidates must attend one World Conference within 36 months of candidacy and are welcome to attend all conferences. Candidates receive a reduced registration fee.
- **EDUCATION COURSES:** Candidates must complete the Core Components of Commercial Brokerage Coursework during candidacy. Candidates receive a reduced registration fee. Successful completion fulfills the SIOR designation education requirement.

**Membership Fees**

- Application fee: \$175
- Online Ethics Course: \$150
- Annual membership dues: 450
  - Based on calendar year. Pro rated during the first year.
- Chapter dues

**Application Materials**

SIOR now accepts applications online; please [click here](#) to get started. Applicants should contact Sumner Crosby, Manager of Admissions, at 202.449.8234 or [scrosby@sior.com](mailto:scrosby@sior.com) for a username and password to log in.

The Endorsements Form will be provided to applicant from SIOR HQ 10 days after submitting application to SIOR's Manager of Admissions.