

---

# RISE TO THE TOP

DISCOVER HOW

TO ELEVATE YOUR CAREER

---

SIOR is recognized as the commercial real estate industry's most distinguished organization, dating back to 1941. Only a select 3,164 industrial and office real estate brokers are recognized as SIOR Designees – **a peak career achievement** for CRE professionals.

SIOR Designees are the most qualified, successful, and experienced – **the best of the best.**

Are you ready to  
take the next step?

---



## BUILD YOUR BUSINESS

Holding the SIOR designation provides instant credibility, aligning you with the industry's finest.



### Prestige

Gain respect from your colleagues and clients by earning the highest achievement in your field.



### Exclusivity

Put yourself in exclusive company with the SIOR designation – held by 3,000 practitioners worldwide.



### Credibility

The most trusted and sought-after designation in the industry, providing instant recognition to help you win business.



### Visibility

The SIOR designation distinguishes you within your firm or network, placing you above the rest.

## THE BIG DEAL

How can the  
SIOR designation  
help grow your  
bottom line?

S  
I  
O  
R

R O I

“ The relationships that I have made at SIOR have generated significant transaction revenue over the years for me. ”

Jill Rasmussen, SIOR (Office Specialist)



### Deal Generation

Network with the industry's best, create long-lasting relationships, and generate more transactions.



### Professional Development

Relevant, timely education and best-practice sharing for your competitive edge.



### Connectivity

A global referral network across 34 countries with online platforms to keep you constantly connected to the best of the best.

“ One referral can pay for years of membership in SIOR. One creative idea can impact an entire career. ”

Robert Thornburgh, SIOR (Industrial Specialist)

# CHOOSE THE RIGHT TRACK

The SIOR designation signifies that an individual has achieved the highest level of success, while adhering to rigorous standards.

If you are not ready to earn the designation, joining as an SIOR Candidate is a natural first step.

Learn more about the requirements at [www.sior.com/membership/become](http://www.sior.com/membership/become)

## Experience

Minimum of three and maximum of eight years as a licensed office and/or industrial broker

Minimum of five years as a licensed office and/or industrial broker

## Production

Meet and demonstrate Gross Fee Income (GFI) for one year

Meet and demonstrate Gross Fee Income (GFI) for three years out of the last four years

## Endorsements

Endorsement from one SIOR Designee

Endorsements from two SIOR Designees

## Education & Ethics

Adherence to the SIOR Code of Ethics

Completion of SIOR coursework and adherence to the SIOR Code of Ethics

## Mentor

Obtain a mentor, an SIOR Designee in the applicant's chapter

## CANDIDATE REQUIREMENTS

## DESIGNATION REQUIREMENTS

## PULL UP A SEAT AND GET STARTED TODAY

Get in touch  
to start the  
application  
process.

98% of

SIORs

complete deals  
with other SIORs.

“The SIOR designation is a personal achievement and differentiates me from other brokers while offering a broader referral network.”

John Adams, SIOR (Office Specialist)

“The SIOR network provides instant access to a deep bench of brokers that provide timely and accurate local market intelligence to help our clients make smart moves.”

Mark Sonnenberg, SIOR (Industrial Specialist)

## CONTACT US



**Michael Topp**  
Director of Membership

**202.449.8216**  
**mtopp@sior.com**  
**www.sior.com**

Learn more about your local  
chapter and ways to get involved  
at [www.sior.com/chapter](http://www.sior.com/chapter)



Society of Industrial and Office Realtors®

[www.sior.com](http://www.sior.com)