



2013 SIOR WORLD CONFERENCES Call for Presentations (CFP)

Please complete and submit this form via e-mail to estephens@sior.com by December 1 for the Spring World Conference or by May 1 for the Fall World Conference.

Session Title:	
Session Organizer Information	
Name:	Company:
City:	State:
Phone:	Email:
Program Information	
<i>Program Format</i> (select one):	
<input type="checkbox"/>	Lecture
<input type="checkbox"/>	Panel Discussion
<input type="checkbox"/>	Case Study Presentation
<input type="checkbox"/>	Other (please describe):
Speaker/Moderator Information	
Name:	Company:
City:	State:
Phone:	Email:
Has the speaker presented an educational program before? <input type="checkbox"/> Yes <input type="checkbox"/> No	
If yes, please list the topics along with the hosting organization:	
1.	
2.	
3.	
Please provide references who can attest to the delivery skills of the presenter:	
Name:	Company:
Phone:	Email:
Name:	Company:
Phone:	Email:
Panel Information (if applicable)	
If this is a panel presentation, please list additional panelists below (up to four):	
Name:	Company:
Name:	Company:
Name:	Company:
Name:	Company:

Program Information

Program Abstract for Conference Promotion (limit 150 words):

Overall Learning Objectives (3-5):

- 1.
- 2.
- 3.
- 4.
- 5.

Program Outline: Please provide an outline (in 15 minute increments) of the session using the form on page 3. *An example of an acceptable outline is available on page 4.*

If your session is potentially eligible for CE credits, this outline will be used for the CE applications so it must be completed as indicated below with major topics in 15 minute increments and 2-3 learning objectives per major topic.

In anticipation that we may apply for CE credit for your session if your session is accepted, please also complete the Speaker Application for SIOR World Conferences on page 5. This form only needs to be completed by one speaker/panelist per session.

Session proposals that do not include an outline will not be considered.

Thank you submitting a proposal for an educational session at a SIOR conference. Organizers will be notified of acceptance status via e-mail by the end of January for Spring World Conferences or the end of July for Fall World Conferences. If you have any questions, please contact Erin Stephens at estephens@sior.com or 202.449.8206.

2013 SIOR Spring/Fall World Conference

Session Title:

Presenter/Moderator:

Session Date & Time (TBD by committee)

Time Allotment	Content	Learning Objectives (2-3 per Major Topic) At the end of this segment, the student will:	Teaching Methods (Lecture/Case Study/Discussion etc.)
5 min.	Introduction		
15 min.	Major Topic #1:	Objective #1: Objective #2: Objective #3:	
15 min.	Major Topic #2:	Objective #1: Objective #2: Objective #3:	
15 min.	Major Topic #3:	Objective #1: Objective #2: Objective #3:	
15 min.	Major Topic #4:	Objective #1: Objective #2: Objective #3:	
15 min.	Major Topic #5:	Objective #1: Objective #2: Objective #3:	
10 min.	Q&A and Wrap-Up	Question & Answer	Q&A

2012 SIOR Spring World Conference
Industrial Land Use Alternatives
 Len Caldiera, SIOR
 Session Date & Time (TBD by committee)

Time Allotment	Content	Learning Outcomes At the end of this segment, the student will:	Teaching Methods
5 min.	Introduction		
15 min.	Overview	Understand the new railway and highway paradigm for inventory movements and land use initiatives. Identify the new trade routes and understand how they will affect the transportation lanes in both rail and highway inventory movements.	Lecture
15 min.	Class 1 Rail Systems Update	Gain a deeper understanding of the new paradigms, transportation systems and importance of inland intermodal ports. Understand how discussions with the railway companies to offer a more comprehensive marketing plan can introduce your sites to many existing/related clients of the railway. Understand the demand for rail served sites by corporate users of warehouse, distribution and manufacturing space.	Lecture
15 min.	Panama Canal Update	Be able to discuss how the opening of this expanded trade lane will move inventory into the SW ports of North America. Describe how the inventory TEU's will arrive via the Panama Canal reconfiguration to the Gulf of Mexico and Easter Seaboard Ports in the U.S. Understand how the inventory TEU's will be sorted and transported to inland intermodal destinations.	Lecture
15 min.	NAFTA Haul Routes Update	Understand the new NAFTA haul routes and the expansion of inland intermodal systems in the Class 1 Railway Systems. List the new highway and railway lanes and therefore understand the need for inventory space along these routes.	Lecture
15 min.	Land Development Incentives	Answer the question, "What land development incentives and alternatives would be necessary to design or build competitive projects?" Understand the demand by industry users for railway access. Develop a marketing campaign to identify other related users in order to create industry "clusters" which will lead to more rail car volume and more transportation cost savings.	Lecture
10 min.	Q&A and Wrap-Up	Question & Answer	Q&A

SIOR Speaker Application for SIOR World Conferences

Please submit your completed application along with a bio or resume to Erin Stephens, SIOR Education Program Coordinator by e-mail to estephens@sior.com.

Applicant Information

Name:		Company:	
Company Address:			
Home Address:			
Phone:		Fax:	
Email:			

Real Estate License

State:		Number:	
Issued Date:		Expiration Date:	

Real Estate Employment (List employment for last five years starting with the most recent.)

	Company	Location	Title	Dates
1.				
2.				
3.				

Educational Background

Undergraduate College:		Graduate College:	
Degree:		Degree:	
Major:		Major:	
Date of Graduation:		Date of Graduation:	

Presentation Experience

List all real estate presenting experience (e.g. conferences, seminars, local boards, other organizations, universities, etc.)

	Sponsor Org./College/University	Topic	Date(s)
1.			
2.			
3.			

Additional Questions

1.	Have you had real estate license or license to practice another profession denied, suspended, revoked, restricted?	Yes <input type="checkbox"/> No <input type="checkbox"/>
2.	Is there disciplinary action pending against you by a real estate or other licensing agency?	Yes <input type="checkbox"/> No <input type="checkbox"/>
3.	Has instructor applicant ever been convicted of a felony or gross misdemeanor, or been a defendant in any lawsuit involving claims of fraud, misrepresentation, conversion, mismanagement of funds, breach of fiduciary duty or breach of contract?	Yes <input type="checkbox"/> No <input type="checkbox"/>
4.	Outline qualifications in detail that demonstrate your expertise in subjects you'll be teaching:	

Sign:

Date: