

SIOR Talking Points

Organizational Talking Points

- For more than 75 years, the SIOR designation has signified the highest standard among industrial and office professionals. We're professionals that convey knowledge, trust, and prestige across the industry.
- SIORs achieve high transaction success, reporting billions of dollars in sales and leases each year.
- With SIORs in 685 cities and 36 countries, we are a global network of industry leaders.
- At SIOR, education comes not just from our courses and curriculum, but through the knowledge and real-life experiences shared between members.
- SIOR is the premier referral network for multi-marketing transactions in office and industrial real estate. Deals are facilitated, partnerships are built, and profitability is secured between SIORs.
- With constant evolution and emerging trends, SIORs stay on the forefront of innovation in commercial real estate through continuing education and access to exclusive resources.
- Dedicated to the future of commercial and industrial real estate, SIOR offers a candidate program for professionals who are up-and-coming in their field. Candidates have access to resources, members, and educational opportunities as they work to earn their SIOR designation.
- The SIOR Foundation is dedicated to giving back to the industry we serve by supporting initiatives that educate, enhance, and expand the commercial real estate community.

Chapter Talking Points

- SIOR chapters provide local connections among members of the global organization.
- There are currently more than 48 chapters of SIOR worldwide.
- Along with membership benefits provided by the SIOR organization, individual chapters offer their own benefits including business development, networking, educational programs, and professional development opportunities.
- All SIOR members belong to their local chapter, which is determined by the applicant's business address. Each individual chapter establishes Gross Fee Income (GFI) requirements based on their market.

Membership Talking Points

- When asked why they became an SIOR member, most credit their designation with helping to elevate:
 - Prestige
 - Credibility
 - Exclusivity
 - Visibility
 - Transaction success
 - Professional development
 - Connectivity
- SIOR is composed of three categories of membership: SIOR designation, Candidate member, and Associate member. Each category holds its own specific requirements and admission process.
- All SIOR members belong to their local chapter.

SIOR Designation

- For more than 75 years, the SIOR designation has signified the highest standard among industrial and office professionals. It is earned only by the most experienced, ethical, and successful individuals in this industry.
- Earning the SIOR designation is a peak career achievement for commercial real estate professionals.
- Becoming an SIOR provides invaluable access to experienced real estate professionals with knowledge and skills from varying backgrounds and markets, and a unique perspective of the industry.

Candidate Program

- Dedicated to the future of commercial real estate, SIOR offers a candidate program for professionals who are up-and-coming in their field. Candidates have access to resources, members, and educational opportunities as they work to earn their SIOR designation.
- SIOR Candidate Membership is the first step towards earning the SIOR designation.

Associate Membership

- The SIOR Associate Membership is for organizations with a vital interest in corporate real estate services and industrial or office development.
- Associate members have unprecedented access to the leading industrial and office professionals from across the globe.

SIOR Common Interview Q&As

What is SIOR?

SIOR is the Society of Industrial and Office Realtors which represents the world's elite in industrial and office real estate.

Is SIOR an international organization?

Yes, we are a global network of industry leaders with SIORs in 685 cities and 36 countries.

What are the SIOR membership levels?

SIOR is composed of three categories of membership: SIOR designation, Candidate member, or Associate member. Each category holds its own specific requirements and admission process.

What does the SIOR designation signify?

SIOR is an internationally recognized designation, signifying excellence in the field of commercial and industrial real estate. However, SIOR is more than a designation, it's a symbol of excellence. It's a reflection of a global network of more than 3,000 industry leaders driven by camaraderie and innovation. SIORs value the power that comes with building relationships and sharing ideas that are on the leading edge of the industry.

Why should someone become an SIOR?

In earning your SIOR designation, you join an elite fellowship of industry leaders dedicated to professional development and the advancement of their field. With constant evolution and emerging trends, SIORs stay on the forefront of innovation in commercial real estate through continuing education and access to exclusive resources.

What do you gain in becoming an SIOR?

When asked, most SIORs credit their designation with helping to elevate:

- Prestige
- Credibility
- Exclusivity
- Visibility
- Transaction success
- Professional development
- Connectivity