



SIOR®

MEMBERSHIP CATEGORIES

SIOR offers membership in several categories around the world, including the SIOR Designation, Member Associate Membership, and Affiliate Membership.

Link: <http://www.sior.com/membership>

A. SIOR Designation (Active Individual Membership)

The SIOR designation is a professional achievement for highly qualified commercial real estate practitioners with a strong transactional history in brokerage, fee-based services or executive management.

SIOR Designees are:

- Specialists in industrial and office markets
- "Transaction Closers" recognized by developers, lenders, and investors
- Top producing professionals – closing on average more than 30 transactions per year.
- The "Best of the Best" – having met stringent production, education, and ethical requirements

The SIOR designation is granted in one of six specialist categories:

- Industrial Specialist
- Office Specialist
- Industrial & Office Dual Specialist
- Advisory Services Specialist – consultant or advisory practitioner
- Sales Management Specialist – manages at least 10 sales or leasing agents
- Executive Specialist – manages 100+ sales or leasing agents in 3 or more offices

B. Member Associate Membership

SIOR Member Associate Membership is for industrial and office brokerage practitioners working towards qualifying for the SIOR designation within the next six years. Joining as an SIOR Member Associate is the initial step to becoming an SIOR designee.

SIOR Member Associates are:

- Industrial and office brokerage specialists with one to eight years experience who are not yet qualified to apply for the SIOR designation
- Rising professionals taking the next step in advancing their careers

C. Affiliate Membership

Organizations with a vital interest in corporate real estate services and industrial or office development comprise SIOR's Affiliate membership.

SIOR Members are:

- Organizations with a vital interest in corporate real estate services and industrial/office development
- Developers; corporations leasing, buying, and owning real estate; and general practitioners who want to provide services and do business with SIOR designees



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Affiliate Membership is granted in one of four categories:

- Developer Affiliate – companies that develop industrial and/or office real estate facilities
- General Affiliate – companies that are involved in industrial and/or office real estate other than third-party brokerage
- Corporate Affiliate – companies that own/buy/lease significant amounts of industrial and/or office real estate primarily for their own occupancy
- Educator Affiliate – accredited educational institutions offering degree programs in real estate