



# DESIGNATION REQUIREMENTS

## (International)

The SIOR designation is held by only the most knowledgeable, experienced, and successful commercial real estate brokerage specialists. Real estate practitioners must meet established requirements to earn the SIOR designation.

Link: <http://www.sior.com/membership/become/international-designee>

International designation applicants must meet the following five (5) criteria:

### 1. EXPERIENCE

Applicants must have a minimum of five (5) years of documented real estate brokerage experience and are actively engaged as an industrial and/or office real estate broker. In addition,

- Industrial Specialists and Office Specialists must have a minimum of five (5) years of documented industrial and/or office real estate brokerage experience. They must also be actively engaged as industrial and/or office real estate brokers or salespersons.
- Industrial & Office Dual Specialists must have a minimum of five (5) years of documented industrial and/or office real estate brokerage experience. They must also be actively engaged as industrial and/or office real estate brokers or salespersons.
- Advisory Specialists must have a minimum of five (5) years of documented industrial and/or office real estate brokerage experience. They must also be actively engaged as industrial and/or office real estate brokers or salespersons
- Sales Management Specialists must have a minimum of five (5) years of documented management experience in managing 10 or more sales/leasing agents
- Executive Management Specialists must have a minimum of five (5) years of documented management experience in managing 100+ brokers in 3+ locations

### 2. PRODUCTION

Applicants must demonstrate a credible record of experience in industrial and/or office real estate brokerage, sales, leasing, transaction management, or marketing for the most recent 48 months, with respect to their application date.

As part of their application, applicants are required to include a Business Verification Affidavit that is signed by their Managing Broker, CFO, or CPA, that details their specialty breakdown for the most recent four 12 month periods.

- Industrial, Office, and Dual Specialists
  - ✓ Provide a breakdown of their transaction types
- Advisory Specialists
  - ✓ Provide a breakdown of their transaction types
  - ✓ Advisory Specialists must also include an abstract which describes in detail three (3) completed advisory assignments with their application



- Sales Management Specialists
  - ✓ Sales Management Specialists should submit their transaction type breakdown based on their top 10 industrial and/or office brokers or agents.
- Executive Management Specialists
  - ✓ Executive Management Specialists do not need to document volume of business. Instead, they must submit a letter from a C-level executive in their firm confirming that they manage 100 or more brokers/agents in at least three (3) locations.

### 3. CURRICULUM VITAE / RESUME

Applicants must provide a current copy of a CV or resume that includes information on education and coursework, past employment, real estate experience, professional accreditations, and client names.

### 4. ENDORSEMENTS

Applicants must provide formal endorsements from two (2) Active Individual Members in their Chapter that are not part of their firm or firm's network. The endorsement form will be sent directly to the applicant 10 business days after the application is announced to the Chapter.

Exception: If the applicant does not know two Active Individual Members, one endorsement can be from a senior executive within the applicant's firm. In addition, if there are less than three Active Members in the applicant's country, he/she may obtain endorsements from two Active Members within the same firm or network.

### 5. ETHICS

Applicants must uphold high ethical standards of practice and pledge to uphold SIOR's Code of Ethical Principles and Standards of Professional Practice by either completing SIOR's online Ethics course or holding the RICS Designation for five (5) or more years.

### 6. FEES & DUES

All dues and fees are billed in US dollars. Annual dues are pro-rated on a monthly basis.

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|------------------------------------|-------------------|
| ▪ Application Fee (non-refundable) | \$175             |
| ▪ Annual Dues                      | \$675             |
| ▪ Chapter Dues                     | Varies by Chapter |
| ▪ Online Ethics Course             | \$150             |

### 7. APPLICATION MATERIALS

SIOR now accepts applications online. Applicants should contact **Christopher Collins**, Manager of Admissions, at 202.449.8234 or [ccollins@sior.com](mailto:ccollins@sior.com) for a username and password to log in.