



MEMBER ASSOCIATE REQUIREMENTS

The Member Associate Membership is for industrial and office brokerage practitioners working towards qualifying for the SIOR designation within the next five years. Member Associates who have met the education, experience, and production requirements for the SIOR designation may apply for the designation through the standard admissions process.

Link: <https://www.sior.com/membership/become/member-associate>

Candidate applicants must meet the following five (5) criteria:

1. EXPERIENCE

Applicants must have a minimum of one (1) years and no more than eight (8) years of documented industrial and/or office real estate brokerage experience. They must also be actively engaged as an industrial and/or office real estate broker or salesperson.

2. PRODUCTION

Applicants must demonstrate transaction volume that meets the minimum Gross Fee Income (GFI) requirement for his/her market. An applicant's market is determined by his./her physical business address.

GFI is defined as the amount that the applicant's firm receives, before splits, that is directly attributable to the applicant. The GFI requirements are set by the Chapters and range from \$200,000 - \$400,000 per 12-month period. View [GFI Requirements](#) by market.

The applicant must fulfill the following:

- Meet 50% of the GFI requirement for the most recent 12-month period
- Provide a breakdown of their transaction types

3. ENDORSEMENTS

Applicants must provide a formal endorsement from one (1) Active Individual Member in their Chapter. The endorser can be someone from the applicant's firm or network.

4. MENTOR

Applicants must obtain a Mentor who is an Active Individual Member in their Chapter. The Mentor is responsible for providing guidance and advice while the Member Associate is working towards earning the SIOR designation.

Applicants must submit a Mentor Affidavit as part of their application.

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 completing SIOR's online Ethics course.



6. RESPONSIBILITIES

- Member Associate Status

A Member Associate can maintain Member Associate status for a maximum of five (5) years, at which point s/he must apply for the SIOR Designation or the membership will be cancelled.

- Mentor

Member Associates should meet regularly with their Mentors and report their progress towards earning the SIOR Designation.

- World Conferences

Member Associates are required to attend at least one (1) World Conference within 36 months of becoming a member. Member Associates are welcome to attend all World Conferences and receive a reduced registration fee.

- Education Requirement

Member Associates are required to complete the designation courses, including three (3) mandatory courses and three (3) elective courses during their candidacy. Successful completion of the coursework fulfills the SIOR designation education requirement.

- Applying for the Designation

Once a Member Associate has completed the education requirement, met the experience requirement, and has fulfilled the production requirement, s/he is eligible to apply for the designation.

Member Associates will need to submit an application for the SIOR Designation and pay the application fee. This is a separate application from their application for Member Associate and should be treated as such.

7. 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 | \$450 |
| ▪ Chapter Dues | Varies by Chapter |
| ▪ Online Ethics Course | \$150 |

8. APPLICATION MATERIALS

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