

SIOR Candidate Membership



SIOR is *the* leading professional industrial and office real estate brokerage association. The SIOR designation signifies that an individual has achieved a high level of competence and success and adheres to high standards.

If earning the SIOR designation is your ultimate goal, and you are interested in meeting eligibility requirements within the next five years, joining as an SIOR Candidate is the initial step to becoming a designee.

Benefits of Candidate Membership

- Start the process of becoming an SIOR designee.
- Benefit from interaction with SIOR designees and access to SIOR's education.
- Establish relationships with SIOR members and create your SIOR network.
- Build your business revenue and enhance your professional development.
- Gain recognition as a rising industrial or office practitioner in your market.
- Benefit from valuable insight and instruction through mentor relationships.
- Receive discounted access to SIOR World Conferences and SIOR designation courses.

Candidate Requirements

1. **EXPERIENCE:** Have a minimum of three years and no more than eight years of industrial and/or office real estate brokerage experience as an actively engaged industrial and/or office broker or salesperson.
2. **VOLUME:** Demonstrate minimum production in one year as measured by Gross Fee Income (GFI). GFI is the fee income directly attributable to the applicant that the applicant's firm receives before commission splits. The applicant must meet 50% of the set GFI amount for the 12 months preceding the application. GFI requirements by market are listed online at www.sior.com/membership.
3. **ENDORSEMENT:** Submit an endorsement* from one SIOR Designee in the applicant's chapter who is outside the applicant's firm.
4. **MENTOR:** Obtain a mentor, an SIOR Designee in the applicant's chapter. The mentor is responsible for providing guidance and advice while the Candidate is working towards earning the SIOR designation.
5. **ETHICS EDUCATION:** 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.

Membership Fees

- Application Fee: \$175
- Online Ethics Course: \$150
- Annual Dues: \$450 - Based on calendar year. Prorated during the first year.
- Chapter Dues: Please contact local chapter for amount.

Online Application

To apply online, please contact Ying-Ying Chow, Manager of Admissions, at ychow@sior.com to obtain a username and password for the online application.

*The Endorsement Form will be **provided to applicant 10 days after submitting a complete application.**

Please contact Michael Topp, Director of Membership, at +1.202.449.8216 or mtopp@sior.com for additional information.