



2020 SIOR Recruitment Toolkit

Designation Requirements, Fees, and Application Materials (International)

Designation applicants must meet the following five criteria:

1. **EXPERIENCE:**

Industrial, Office, Industrial & Office (Dual) and Advisory Specialists:

Have a minimum of five years of real estate brokerage experience as an actively engaged industrial and/or office real estate broker.

Sales Management Specialist

Have a minimum of five years of documented active engagement in the acquisition, disposition, and/or marketing of industrial and/or office real estate and manage at least 10 sales or leasing agents.

Executive Management Specialist

Have a minimum of five years of documented active engagement in the acquisition, disposition, and/or marketing of industrial and/or office real estate and manage 100+ agents in three or more offices.

2. **PRODUCTION:** Demonstrate a credible record of experience in industrial and/or office real estate brokerage, sales, leasing, transaction management, or marketing for a period of five years by completing the [2020 International Production Verification Affidavit](#).
3. **CIRRICULUM VITAE/RESUME:** 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:** Provide formal endorsements from two Active Individual Members. Exception: If the applicant does not know two SIOR members, one endorsement can be from a senior executive within the applicant's firm. The Endorsement Form will be provided to the applicant after the interview with the Chapter Admissions Chair.
5. **ETHICS:** Uphold high ethical standards of practice and pledge to uphold SIOR's *Code of Ethical Principles and Standards of Professional Practice* by:
1. Completing SIOR's online ethics course, or
 2. Holding the RICS designation for five or more years.

Membership Fees

- Application fee: \$175
- Online ethics course: \$150
- Annual membership dues: \$675
 - Based on calendar year. Pro rated during the first year.
- Chapter dues (Europe & Mexico only)

Application Materials

SIOR now accepts applications online. Applicants should contact Verna Gibson, Membership Coordinator, at vgibson@sior.com for a username and password to log in.

The applicant will need to upload the corresponding GFI or verification affidavit to their online application. The affidavits are available at <https://sior.com/become-an-sior/apply/affidavits>.

The Endorsement Form will be provided after the interview with the Chapter Admissions Chair.