



2020 SIOR Recruitment Toolkit

Member Associate Requirements, Fees, and Application Materials

Member Associate applicants must meet the following **five** criteria:

1. **EXPERIENCE:** Have a minimum of one year and no more than eight years of documented active engagement in commercial real estate as a full-time active practitioner.
2. **PRODUCTION:** Demonstrate minimum production in one year as measured by Gross Fee Income (GFI) within the standards set by the local chapters. [Click here](#) for 2020 GFI requirements by market

The applicant must meet 50% of the set GFI amount for the 12 months preceding the application.

3. **MENTOR:** Obtain a Mentor, who is an Active Individual Member in the applicant's Chapter. The Mentor is responsible for providing guidance and advice while the Member Associate is working towards earning the SIOR designation.
4. **ENDORSEMENT:** Obtain one formal endorsement from an Active Designee in the applicant's Chapter. The endorser can be from the applicant's firm or firm's network. The Mentor is eligible to provide the endorsement.
5. **ETHICS:** 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 during the admissions process.

Member Associate Membership Responsibilities:

- **MEMBERSHIP TERM:** Member Associates can maintain Member Associate status for a maximum of six years. Within six years, the Member Associate should meet the requirements to earn the SIOR designation.
- **PRODUCTION:** Member Associates must meet one full year of the GFI requirement within three years.
- **CONFERENCE ATTENDANCE:** Member Associates must attend one Conference within three years and are welcome to attend all Conferences.
- **EDUCATION COURSES:** Member Associates must complete the Core Components of Commercial Brokerage coursework within three years. Successful completion fulfills the SIOR designation education requirement. Applicants outside of the US, Mexico, or Canada do not need to complete the designation coursework.

- **CHAPTER EVENTS:** Member Associates must attend 50% of open Chapter events.
- **MENTOR:** Member Associates should meet regularly with their Mentor and report progress towards earning the SIOR designation. The Mentor will verify the Member Associate's production, World Conference attendance, and completion of the coursework.
- **DUES:** Member Associates must fulfill annual SIOR and Chapter dues obligations.
- **FAST TRACK:** Member associates that meet the full GFI requirement at four years' experience may apply for the SIOR designation without meeting the 5 years' experience requirement.

Membership Fees

- Application fee: \$175
- Online Ethics Course: \$150
- Annual membership dues: \$450
 - Based on calendar year. Pro rated during the first year.
- Chapter dues

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.