

NAIOP New Member Ambassador Meeting Outline

1. Introduce myself and the role of the Membership Committee
 - a. Recruit new members, retain existing members
 - b. Engage new members immediately upon joining NAIOP

2. Discuss NAIOP generally at a national and state level
 - a. North American organization with 50+ chapters in U.S. and Canada
 - b. NAIOP Wisconsin founded in 2003-2004 by developers (Mark Irgens, Jerry Franke, Mike Mooney)
 - c. Focus is on developer membership (aka Principal Members) with Associate members from all CRE roles (architects, engineers, bankers, lawyers, property managers, brokers, etc...)

3. NAIOP Wisconsin – How to Get Involved
 - a. Attend Events
 - i. Show the NAIOP WI Website Events Page
 - ii. Substantive program events, such as Capital Markets Update and Annual Update, and also Happy Hour-only events for networking
 - b. Join a Committee (*go through the Committee Overview sheet*)
 - c. *Developing Leaders*: if the new member is a DL, then:
 - i. Developing Leaders Happy Hour Events
 - ii. Developing Leaders Mentorship Programs
 1. Mentee to a more senior NAIOP member, in rolling 6-month engagements
 2. Mentor a Marquette University Business School student
 - iii. Developing Leaders Committee
 - iv. Mention recognition for All Star Track

Materials to Bring:

- My business card;
- Committee Overview handout;
- We are NAIOP handout;
- NAIOP WI business card (Madison or Milwaukee as appropriate).

Follow-up: After an Ambassador meeting, follow-up with Brittany (Brittany@naiop-wi.org) to confirm the meeting occurred and to report on any

interests the new member has (such as joining a Committee or participating in the next turn of the Mentorship Program(s))