



## Developing Leaders

The premier resource to connect, network and educate yourself (and have a little fun, too!) as a **Developing Leader** in the commercial real estate industry.



**NAIOP**  
DL»DEVELOPING LEADERS

## »» Joining Developing Leaders is Simple

Begin with a visit to NAIOP's dedicated **Developing Leaders (DL)** website at [naiop.org/dl](http://naiop.org/dl). It has everything you've ever wanted to know about the DL program, along with the latest industry news, DL membership directory, featured tips, member profiles, LinkedIn group and much more — all just a click away.

To become a DL member, you will need to complete the online membership application and provide NAIOP with proof of your birth date (we aren't messing around, DL membership is a 35 and under perk!).

All NAIOP members age 35 or under qualify to participate in the DL program, no matter if you joined through the DL membership category or as part of a corporate membership.

**Of course, you can always contact a NAIOP Membership Services Specialist with questions. Want a live person? Call 800-456-4144. Email works too: [membership@naiop.org](mailto:membership@naiop.org). We are happy to give you the full scoop!**



## » DL Membership Saves You Money

Everyone like to save money, right?! NAIOP keeps this concept (and you) in mind, especially when it comes to DL members. That's why as a DL you will receive special discounts on corporate membership rates, registration fees for select conferences — including NAIOP's annual Development conference — and additional events, as determined by the local chapters.

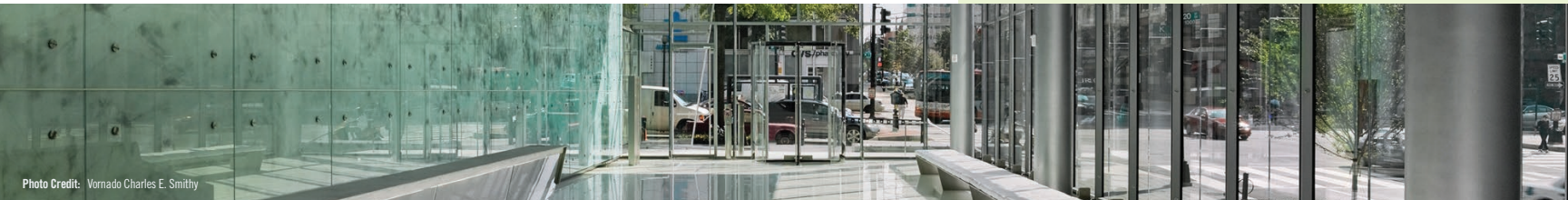


## » DL Membership Creates New Paths

Networking with industry key players, connections to leading CEOs, joining the DL Group in LinkedIn, brainstorming with colleagues, an abundance of materials housed on a dedicated website — these are all distinct advantages that you have access to in your career as a NAIOP DL member. Are you just starting out in the commercial real estate industry and searching for the tools you need to jumpstart your career? Or have you established yourself professionally but want to keep the edge that will allow you to advance to the next level? DL membership is a platform for all your needs and is the paramount resource to launch your *careerforward*.

### de·vel·op·ing lead·er·s (n.) —

1. NAIOP's commitment to commercial real estate industry professionals age 35 and under.
2. Membership entitles you to access of NAIOP's extensive network, updates on the latest industry news, targeted programs and unparalleled networking opportunities.
3. Relevant tools and resources that will boost your career to the next level.



## » DL Membership Connects You with Peers

Online resources are fantastic, but better yet is face-to-face interaction with fellow DL members. NAIOP offers National Forums that are specifically designed for DLs (aka — The Developing Leaders Forum). Participation in a Forum is the perfect opportunity for professional and industry development and you'll gain from the open communication of a close network of peers. These exclusive forums meet twice a year: in the spring at the National Forums Symposium, and in the fall at NAIOP's CRE.Converge conference.

To participate in a National Forums for DLs, you must be a member in good standing and meet the requirements of DL membership. Typically, Forum participation requires a minimum of 10 years experience; however, that requirement is waived for DL members with four, or more, years of industry-related experience. To learn more, visit [naiop.org/nationalforums](http://naiop.org/nationalforums).

## » Wanna Socialize?

You've come to the right place because NAIOP is on Facebook, Twitter and LinkedIn sharing the latest news that's tailored specifically towards YOU! Take advantage of these *free* mega connections to network and stay in touch with your fellow NAIOP DL members while keeping a pulse on the important trends and issues in commercial real estate. Follow NAIOP on Twitter [@naiopcorporate](https://twitter.com/naiopcorporate), "like" NAIOP on Facebook and request to join the NAIOP DL Group on LinkedIn. These three virtual networks are no-brainer methods to align yourself with people who share your professional interests.



# » Developing Leaders and Local NAIOP Chapters — The Yin and Yang to Career Zen

NAIOP's strong chapter network comprises 51 chapters across North America. Get involved with your local NAIOP chapter and you'll hold the golden ticket to valuable DL programs and benefits.

Alabama	Inland Empire
Arizona	Maryland
Calgary	Massachusetts
Central Florida	Minnesota
Central Ohio	Nashville
Charlotte	New Jersey
Chicago	New Mexico
Cincinnati/Northern Kentucky	New York City
Colorado	North Carolina Piedmont Triad
Connecticut and Suburban New York	North Texas
Dayton Area	Northeast Florida
DC   MD	Northern Nevada
Edmonton	Northern Ohio
Georgia	Northern Virginia
Greater Philadelphia	Northwest Florida
Greater Toronto	Oklahoma
Hawaii	Oregon
Houston	Pittsburgh
Indiana	Raleigh Durham
	Sacramento Valley



San Diego	Upstate New York
San Francisco Bay Area	Utah
Silicon Valley	Vancouver
SoCal	Washington State
South Florida	Wisconsin
Southern Nevada	
Tampa Bay	

# »» Why Developing Leaders?

Well, let's just say there are a "few" benefits...





## ca·reer.for·ward (v.) —

1. Leveraging the tools NAIOP provides to propel you to the next level.
2. Connecting with peers nationwide and gaining instant access to leaders of the industry.
3. Advancing your career as a leader in commercial real estate.

## » Help Launch the DL Program at Your Chapter

We've got you covered. NAIOP has created a Chapter Toolkit that provides you with all the guidance and resources needed to launch a dynamic and successful DL program at your chapter. The Chapter Toolkit offers templates, recruitment tips, program ideas (from education to fun social events!), case studies, chapter resources and much more.

## » Learn at The Center for Education

Advance your career in commercial real estate with NAIOP's courses and certificate programs! NAIOP has developed a series of well-regarded courses that focus on various specialties within commercial real estate and has assembled a faculty of industry experts to lead course sessions and share real-world experiences.

NAIOP courses are based upon core competencies, which are specialized categories of applied skills and established industry practices, organized into the body of knowledge, that are essential to delivering financially successful projects.

## » NAIOP Mission Statement

NAIOP, the Commercial Real Estate Development Association, is the leading organization for developers, owners and related professionals in office, industrial, retail and mixed-use real estate. NAIOP provides unparalleled industry networking and education, and advocates for effective legislation on behalf of our members. NAIOP advances responsible, sustainable development that creates jobs and benefits the communities in which our members work and live.

Join today!



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