



NAIOP Membership

Elevate your career to
unprecedented levels with NAIOP...

Align yourself with the leading organization
for developers, owners, asset managers and
commercial real estate professionals.

naiop.org

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

Get the Advantage

Commercial real estate is a non-stop, exhilarating, evolving, dynamic industry — miss a beat and you're left in the dust. Never has it been more important to foster your networking circles, educate yourself on the latest industry trends and rely on a steadfast association that's working attentively for you. Enter NAIOP!

Our vision is straightforward — **Advancing responsible commercial real estate development** — and our approach is anything but ordinary. **Join NAIOP** and you're instantly connected with thousands of colleagues across North America. **Join NAIOP** and you'll be on the forefront of superb education and information. **Join NAIOP** and you'll have access to legislative representation on Capitol Hill, state and local levels, as well as Canadian provinces, protecting commercial real estate's interests. **Join NAIOP and the sky's the limit.**

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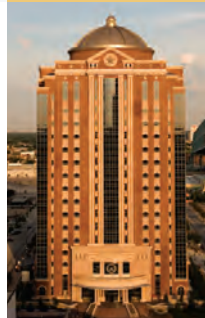
What's In It for Me?

Like what you're hearing so far?
Well, we're just getting started...

The NAIOP membership benefits are unparalleled:

- ▶ **Outstanding Networking Opportunities** — You'll develop important business relationships and share experiences with colleagues who are among the industry's leading dealmakers. Additional networking tools NAIOP offers are:
 - **NAIOP National Forums** — Brings together successful commercial real estate leaders in an open environment where you can share knowledge and assist each other on hot topics of interest. Forums members range from experienced executives to Developing Leaders.
 - **Corporate Awards** — NAIOP distinguishes outstanding achievements annually with awards for businesses, individual members and chapters. Some of our awards categories include Developer of the Year, Developing Leaders Award and Chapter Merit Awards.
 - **Online Membership Directory** — Fully searchable, easy to use and a personal profile feature that allows you to add valuable networking information.
 - **Partnership with AMPIP** — NAIOP and AMPIP (Mexican Association of Industrial Parks) allows members from both organizations access to each other's membership information, discounted pricing for conferences and education resources and strategic alliances to share market insights.
 - **International Insight** — NAIOP has four distinguished chapters in Canada — Calgary, Edmonton, Greater Toronto and Vancouver. Canadian members enjoy the same parallel benefits as their U.S.-based colleagues, and all members benefit from international insights.

unparalleled benefits



- ▶ **Leading Education and Resources** — Industry education is the foundation of a successful career in commercial real estate. **Look no further than NAIOP for knowledge on the hottest industry topics!** NAIOP's Center for Education presents online course and webinar offerings — cost-effective education available at your fingertips — as well as live courses and an optional *Certificate of Advanced Study in Real Estate Development* or *Certificate of Advanced Study in Real Estate Finance*. Outside of the Center, NAIOP's comprehensive calendar of conferences will help inspire new ideas and keep you ahead of the curve. Need resources? You won't find any better than the award-winning *Development* magazine (members receive a complimentary subscription!) or Market Share blog, updates through an online newsletter and plentiful resources available by instant download at naiop.org.
- ▶ **Strong Chapter Network** — Along with connections with members across North America, NAIOP members also belong to one of NAIOP's superior local chapters, allowing easy access to market education, as well as additional personalized networking opportunities and legislative affairs efforts. Check out the local NAIOP chapters and get connected at naiop.org/chapters.

Personalized networking opportunities...
Get connected



unparalleled benefits

Cost effective strategies to fit your needs
for superior industry education.

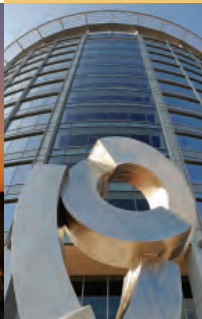


Photo Credit: Taylor Photo

A group of four smiling business professionals in a line, clapping their hands. The image is a close-up, side-profile view of the group, showing their faces and hands. They are all smiling and looking towards the right. The background is bright and out of focus. A semi-transparent grey banner is overlaid across the middle of the image, containing the text.

Joining NAIOP is the best investment you'll make.

- ▶ **Powerful Government Affairs Presence** — NAIOP's Government Affairs department is dedicated to providing members with an effective voice before policymakers on Capitol Hill and in the Administration. The team provides chapters with the foremost intelligence from state and local governments, and works with our Canadian chapters to advance their political interests. Among its many duties, the Government Affairs team focuses on:
 - **Lobbying on your behalf and testifying before Congress** on issues such as the availability of capital and credit, tax policy, energy efficiency and sustainable development, and transportation and infrastructure.
 - **Working with broad industry coalitions** on matters important to the industry, such as brownfields policies, wetlands, natural disaster insurance and labor laws.
 - **Supporting industry-friendly members of Congress and candidates** through the NAIOP Political Action Committee (NAIOP-PAC).
- ▶ **Business Development and Industry Partners** — NAIOP's business development opportunities give companies a leg up by increasing their publicity and networking capabilities with NAIOP members on both local and corporate levels. Don't miss out on numerous opportunities to heighten your business profile at competitive rates.





How Soon Can I Sign on the Dotted Line?

Joining NAIOP is easy and the best investment you'll make for your business and your career. Check out our membership categories to see where you fit in.

Ready to join? We thought so. Join NAIOP today and you'll be among commercial real estate industry leaders with instrumental resources at your fingertips! **Only NAIOP membership can offer a forum for leading industry education, government affairs representation, networking and business development.** The available resources are endless... **join now.** Visit naiop.org or call 800-456-4144.

- ▶ **Principal Member** — Individuals employed by a company whose primary business is development, ownership, asset management or investment in industrial, office and mixed-use real estate.
- ▶ **Principal Affiliate Member** — The second or subsequent person from the principal firm, within the same chapter.
- ▶ **Associate Member** — Individuals employed by a company whose primary business is providing services or products to the industrial, office and mixed-use real estate industry.
- ▶ **Associate Affiliate Member** — The second or subsequent person from the associate member firm, within the same chapter.
- ▶ **Developing Leader (DL) Member** — Individuals 35 years old and under. NAIOP's DL program boasts special discounts on membership rates, registration fees for select conferences and on additional events, as determined by the local chapters. All NAIOP members age 35 and 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. To learn more about the DL program visit the dedicated Web site for DL Members at naiop.org/dl.
- ▶ **Public Official Member** — Individuals employed by a local, state or federal government or nonprofit organization.
- ▶ **Public Official Affiliate Member** — The second or subsequent person from the organization joining the same chapter as the Public Official member.
- ▶ **Academician Member** — Full-time professors who are not otherwise employed in the industrial, office and mixed-use real estate industry.
- ▶ **Student Member** — Full-time students who are not otherwise employed in the industrial, office and mixed-use real estate industry. Student members are eligible for reduced membership rates.
- ▶ **Corporate Membership** — Corporate Membership helps companies save money while they reap the benefits of multiple employees having access to NAIOP's membership benefits. Corporate Membership is available for companies with four or more individuals from the same chapter. The more employees you add, the more you save!





NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

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naiop.org


Elevate your career to unprecedented levels with NAIOP...

NAIOP MISSION

NAIOP, the Commercial Real Estate Development Association, is the leading association 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.

naiop.org

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