



Faculty Application

Please complete and return this form to apply as a new instructor or update your existing application.

Date _____

Name _____ Member? No Yes # _____

Title _____ Company _____

Address _____

City, State, Zip/Province/PC _____

Phone _____ E-mail _____

Have you presented for NAIOP Corporate in the past? Yes No

Have you presented for a NAIOP Chapter in the past? Yes No

If yes to either of the above, please indicate which event, date and topic.

Event Name

Date

Topic

If no to both above, please list two references for other previous speaking engagements.

Contact _____
Organization _____
E-mail _____
Phone _____
Speaking Engagement _____
(Event, Type & Date)

Contact _____
Organization _____
E-mail _____
Phone _____
Speaking Engagement _____
(Event, Type & Date)

Each of the ten courses in the NAIOP curriculum and the topics they cover are listed below. Each course title is a direct link to its description online.

Please indicate the topic(s) related to your development knowledge and expertise for each course. (Check all topics that apply).

[Essentials of the Development Process](#)

- Investment Decision
- Finding the Opportunity
- Feasibility Analysis
- Contract Negotiations
- Formal Commitments
- Construction
- Completion and Formal Opening
- Asset and Portfolio Management

[Advanced Development Practices](#)

- Assembling the Development Team
- Market and Feasibility Analysis
- Negotiating and Managing Risk
- Strategic Marketing
- Construction Management
- Managing Tenant Improvements
- Asset Management

[Basic Real Estate Finance](#)

- Introduction to Real Estate Markets and Capital Markets
- Real Estate Valuation Using Direct Capitalization
- Real Estate Valuation Using Discount Cash Flow Analysis
- Real Estate Leases
- Determinants of Real Estate Returns
- Introduction to Debt Financing
- Levered Real Estate Investments
- Analyzing Debt Financing Options

[Advanced Real Estate Finance](#)

- Current State of the Capital Markets
- Required Rates of Return and Capitalization Rates
- Valuation Methodologies and the Use of Leverage
- Real Estate Taxation
- Commercial Loan Markets and Underwriting
- Investment Analysis: Development Transactions
- Investment Analysis: Value-Added Properties
- Real Estate Private Equity Markets

[Financial Analysis of Development Projects](#)

- Overview of the Real Estate Capital Markets
- Investment Analysis for Value-Added Properties
- Investment Analysis for Development Transactions
- Mixed-Use Development
- Investing in Land for Future Development
- Accounting and Taxation Issues for Real Estate Development Projects
- Real Estate Development Deal Structuring and Underwriting
- Risk Management Strategies for Real Estate Development

[Real Estate Investment and Capital Markets](#)

- Overview of Real Estate Capital Markets
- Private Debt Market
- Commercial Mortgage Analysis: Risk and Return Concepts
- Public Debt: Securitization and CMBS
- Real Estate Private Equity Markets
- Public Equity: REITs
- Role of Real Estate in an Investment Portfolio
- Real Estate Investment Management
- Hedging Real Estate Risk
- Using Real Estate Derivatives

[Real Estate Law and Land Use Policy](#)

- Legal Dimensions of Real Property
- Purchase and Sale Agreements
- Transferring Title to Real Property
- Debt Financing Transactions
- Construction Contracts
- Real Estate Leases
- Government Regulation and Land Use
- Public Private Partnerships

[Site Feasibility and Market Analysis](#)

- Overview and Property Analysis
- Market Analysis: Demand, Supply and Forecasting
- Local Analysis and Regulations
- Highest & Best Use and Valuation
- Due Diligence
- Data Sources

Leasing, Marketing and Negotiation

- Leasing’s Role in the Development Process
- Lease Types and Structures
- Lease Economics and Valuation
- Tenant Evaluation and Underwriting
- Property Control Issues in Leasing
- Legal Issues in Leasing for Non-Lawyers
- Real Estate Project Marketing
- Managing Real Estate Brokers and Leasing Agents
- Negotiations

Construction Management

- Construction Management Overview
- Communication
- Delivery Methods and Construction Documents
- Construction Documents and Management
- Construction Operations: Safety
- Cost Control and Program Management
- Commissioning and Sustainability

Number of years experience in your area(s) of expertise _____

How flexible are you to travel as a course instructor? (Check one)

- I can travel nationally
- I can travel regionally (List the states) _____
- I can travel within my state only
- I cannot travel

Do you require a speaker fee? Yes No

If yes, what is fee? _____

Do you require travel expense reimbursement? Yes No

If yes, please explain _____

Have you facilitated an online course? Yes No

If yes, please explain _____

Continuing Education Program (CEP)

Regarding the course(s) you selected above, are you also interested in presenting their short 8-hour versions at local NAIOP Chapter education events? Yes No

**Return to Allison Bell, meetings manager, NAIOP Corporate
2201 Cooperative Way, 3rd Floor, Herndon, VA 20171
Fax: (703) 674-1471 or Email: bell@naiop.org**

NAIOP Staff Use Only

_____	Member ID
_____	Member Type
_____	Rating
<input type="checkbox"/> Corp	<input type="checkbox"/> CEP