



National Forums

Personal competitive advantage through exclusive networking.

“The National Forum program provides NAIOP members with one of the best options in the industry to engage with other leading commercial real estate professionals in addressing the challenges they face and identifying new business opportunities. At meetings and throughout the year, participants openly discuss individual projects, lessons learned and best practices in a non-competitive and confidential environment. In the process, many members come to see their fellow members as trusted advisors and friends.”

Gary Edwards | Western Realco

NAIOP
NATIONAL
FORUMS

FORUMS DESIGNED FOR PRINCIPAL, ASSOCIATE AND DEVELOPING LEADER MEMBERS

“The toughest thing about success is that you’ve got to keep on being a success.”

But where can you go to create that kind of edge?

Beyond Chapter Networking

NAIOP National Forums bring together successful commercial real estate executives in a non-competitive environment where they can share knowledge, conceive ideas and find solutions.

Forums are special-interest groups that serve the needs of participating NAIOP members, providing them with the opportunity for exclusive networking and experience exchange with peers. In the Forums, members receive and provide practical advice, creative alternatives and industry wisdom.

- Gain from the experience and vision of a close network of peers.
- Take advantage of a structured and focused way to meet the right people.
- Expand knowledge and new ideas with experiences from peers across North America.
- Develop strong professional relationships in intimate and collegial face-to-face meetings, where information is freely exchanged.
- Continue the experience-exchange throughout the year by online ListServ participation.
- Build connections through an online directory of all Forums members.

An Atmosphere of Confidentiality

The Forums atmosphere is one of trust, openness and confidentiality.

Members of a Forum are geographically diverse, and each Forum is capped in size to provide an optimum environment for participants to discuss and debate. Because competitors are not present, Forum members feel free to interact and relate — and benefit from the collective input and experience of the group. Together, Forum members find solutions and identify new opportunities.



Networking is on the Agenda

The chair and vice chair of each Forum develop the session’s meeting agenda based on each area of specialization. Typical agendas may include such items as:

- Identifying trends and assessing their likely impact;
- Identifying business opportunities and how to harness them;
- Identifying problems and proposing solutions;
- Examining environmental factors and their impact;
- Presenting and exploring case studies;
- Discussing market conditions.



Forum Meetings

National Forums meet twice per year. The spring meeting takes place at the National Forums Symposium, an exclusive two-day event that includes a keynote education session and networking at receptions and Forum dinners.

In the fall, the Forums convene at the **Development** conference, NAIOP's annual meeting. Forums meet in private sessions and attend their Forum dinner and special receptions.

All Forums meeting dates and locations are available on the Forums Web site: www.naiop.org/nationalforums.

Responsibilities of Forum Members

Members of a Forum are required to:

- Actively participate and volunteer expertise and resources to help the Forum achieve its objectives.
- Attend two annual Forum meetings. Members are appointed for a three-year term that may be renewed. Appointments will not be renewed if a member misses more than two meetings during the three-year appointment.
- Remain a member of NAIOP in good standing, keeping membership dues and Forum fees current.

Forums for Young Professionals

Young professionals have an exciting opportunity to network with peers from across North America by participating in exclusive Forums designed for commercial real estate professionals who are generally 35 years of age or less. Involvement in a Forum is an outstanding opportunity for professional and industry development, as peers will share career experiences, industry trends and knowledge.

Young Professional Forum members are exempt from the Forums eligibility requirement of 10 years professional experience.

General Forums

All NAIOP members with a minimum of 10 years relevant experience are eligible to apply for an appointment to these Forums.

Capital Markets I, II, III and IV

Open to members actively involved in buying or selling, lending or borrowing for commercial real estate properties. More than 50 percent of members will be developers, owners or investors.

Sustainable Development

Open to members actively involved in developing green buildings. More than 50 percent of members will be developers, owners or investors.

Trends in Real Estate Development I and II

Open to a diverse group of real estate professionals who wish to focus on industry trends such as technology, sustainability, workplace, leasing and developing commercial real estate.

Urban Redevelopment

Open to members with a track record in urban redevelopment interested in discussing the challenges and opportunities unique to this type of development. More than 50 percent of members will be developers, owners or investors.

Young Professionals I and II

Open to members new to commercial real estate, generally 35 years of age or under, who would like to network with peers from across North America. The general requirement of 10 years experience is waived for this Forum.

Limited Forums

Only Principal Members (company's primary focus is property development, ownership or investment) who meet the specific experience requirements are eligible to apply for an appointment to these Forums.

Build-to-Suit Development

Limited to Principal members actively involved in the development of industrial or office properties for the end user, or as a merchant developer.

Business Park Development

Limited to Principal members actively involved in developing in the mixed-use environment of the traditional park concept.

Family Owned Business

Limited to Principal members who are family members or professional managers of family-owned real estate companies.

Industrial Development I, II, III and IV

Limited to Principal members actively involved in industrial property development, ownership and investment.

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New National Forums are established as needed. See www.naiop.org/nationalforums for a listing of all Forums.

Limited Forums (cont.)

Investment Management I and II

Limited to Principal members actively involved as owners, developers or investors in investment properties and related real estate acquisitions and disposition transactions, including representatives of financial institutions, insurance companies, pension funds, public employee retirement systems and private investment groups.

Marketing and Leasing

Limited to Principal members who have a leading role (department heads and vice presidents) in a developer's or owner's marketing, property sales or leasing areas. This Forum will focus on issues facing these functions from owner, investor and developer points of view as they relate to office and industrial properties.

Mixed-Use Development

Limited to Principal members actively involved in mixed-use property development, ownership and investment.

Office Development I and II

Limited to Principal members actively involved in office building development, ownership and investment.

Private Developers I and II

Limited to Principal members who are real estate developers or owners from privately owned companies and want to focus on the operational aspects of their businesses, as well as development issues.

Private Developers III

Limited to Principal members who are real estate developers or owners from non-major markets.

Are You Eligible?

A Forums selection committee evaluates applications and appoints applicants to a Forum. The committee's goal is to appoint a diverse group of experienced individuals from a variety of geographic locations and organizational backgrounds.

Individuals applying for an appointment must meet three criteria:

- NAIOP member in good standing.
- Minimum of 10 years experience in the commercial real estate industry (waived for Young Professionals Forums).
- Demonstration of significant experience in the specialization of the respective Forum.

How to Apply

Are you interested in developing long-lasting relationships with leading industry peers? If so, consider joining a NAIOP National Forum. Eligible members may complete and return an application, or apply online at www.naiop.org/nationalforums. Notification of appointment will be made by letter.



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Limited Forums Appointments Available

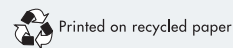
For the greatest opportunity to join the Forum of your choosing, please respond immediately. Spaces on a Forum are limited, and when the maximum number of members in a specific Forum is reached, membership is closed and applicants are placed on a waiting list.

For Further Information

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