

National Forums

Personal competitive advantage through exclusive networking.



“The NAIOP National Forums program provides an extraordinary opportunity to engage with leading industry practitioners, exchange ideas and experiences, and develop strategies for long-term success. The Forums are unique in that they give members a chance to openly discuss project challenges, business opportunities and lessons-learned in a confidential and non-competitive setting. Over time, fellow members become a trusted circle of advisors.”

Ralph Heins | Primera Companies Inc.



FORUMS DESIGNED FOR PRINCIPAL, ASSOCIATE AND DEVELOPING LEADER MEMBERS

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.



A Trusted Group of Industry Advisors

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 Developing Leaders

Young professionals have an exciting opportunity to network with peers from across North America by participating in an exclusive Forum designed for NAIOP's Developing Leaders. Members are 35 years of age and less and have at least four years of related commercial real estate industry experience. Participants advance their careers by gaining insights from and networking with seasoned professionals and peers during a two year period as a cohort. The program provides a unique perspective into what it takes to be a standout leader within an organization and NAIOP, and how to put your career on the fast track towards advancement.

Developing Leaders Forum members enjoy exclusive presentations by noted NAIOP conference speakers and distinguished industry leaders and participate in exclusive networking events. A key feature of this program is that it prepares participants for senior-level Forum participation.

New Developing Leaders Forums are created periodically. **Please contact Bennett Gray, senior director, National Forums at gray@naiop.org or (703) 904-7100, ext. 168.**

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 and III

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.

Developing Leaders

Open to members with at least four years of related commercial real estate experience who would like to learn and network with senior industry professionals and peers at the national level.

Medical and Life Sciences Development

Open to members interested in discussing the issues and opportunities associated with medical office building, hospital, inpatient and outpatient facility, life science and research center development. More than 50 percent of members will be developers, owners or investors.

Sustainable Development

Open to members who have a substantial knowledge of and who are actively involved in developing sustainable projects. More than 50 percent of members will be developers, owners or investors.

Trends in Real Estate Development I, II and III

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.

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.

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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.)

Industrial Development I, II, III and IV

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

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 various property types.

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 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 (Four or more years of related experience is required for the Developing Leaders Forum).
- 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. Notification of appointment will be made by letter. For more information about the Forums, visit www.naiop.org/nationalforums.



Limited Forums Appointments Available

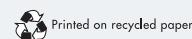
For the greatest opportunity to join the Forum of your choosing, please respond immediately. Spaces on a Forum are limited, and when the maximum number of members in a specific Forum is reached, membership is closed and applicants are placed on a waiting list.

For Further Information

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