



# APPLICATION FOR APPOINTMENT

Deadline: July 14, 2010

Complete and return to: Susan Bornt, NAIOP, 2201 Cooperative Way, Herndon, Virginia 20171  
Tel (703) 904-7100 ext. 159, Fax (703) 674-1474, Bornt@naiop.org

Complete the following information or attach a business card:

Name \_\_\_\_\_ Nickname: \_\_\_\_\_  
 Title \_\_\_\_\_ Company \_\_\_\_\_  
 Street Address \_\_\_\_\_ Suite \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_  
 Zip \_\_\_\_\_ Country \_\_\_\_\_  
 Telephone ( ) \_\_\_\_\_ Fax ( ) \_\_\_\_\_  
 E-mail \_\_\_\_\_ Company URL \_\_\_\_\_

- I certify that I am a member of NAIOP and have a minimum of 10 years of experience in the commercial real estate industry (this requirement is waived for the Young Professionals Forums).
- I understand that if I am appointed to a National Forum, there is a \$995 Annual Participation Fee for which I am responsible. (The fee for members of the Young Professionals Forums is \$595.) If you join after May 1, you will only be charged half the annual fee for the remainder of the first year.)

I wish to apply for an appointment to the following National Forum (if you qualify for more than one Forum, number 1<sup>st</sup> choice, 2<sup>nd</sup>, etc.):

### Limited Forums

Requirements: > **Only Principal members** (company's primary focus is property development, ownership or investment)  
> Must have a **minimum of 10 years relevant experience**

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|--|--|
| <input type="checkbox"/> Build-to-Suit Development | <input type="checkbox"/> Marketing and Leasing |
| <input type="checkbox"/> Business Park Development | <input type="checkbox"/> Mixed-Use Development |
| <input type="checkbox"/> Family-Owned Business     | <input type="checkbox"/> Office Development    |
| <input type="checkbox"/> Industrial Development    | <input type="checkbox"/> Private Developers    |
| <input type="checkbox"/> Investment Management     |  |

NEW FORUM <input type="checkbox"/> <b>Retail Development</b> This will be launched in time for the Forum meetings at Development '10 (October 26-29, 2010)
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### General Forums

Requirements: > **All NAIOP members** are welcome to apply  
> Must have a **minimum of 10 years relevant experience**. (Members ≤35 years old may join a Young Professionals Forum. The 10 year experience requirement is waived for YP Forum applicants.)

- |  |  |
|--|--|
| <input type="checkbox"/> Capital Markets                   | <input type="checkbox"/> Urban Redevelopment   |
| <input type="checkbox"/> Sustainable Development           | <input type="checkbox"/> Young Professionals<br>(10 years of experience requirement waived and 35 years of age or younger) |
| <input type="checkbox"/> Trends in Real Estate Development |  |

I understand the responsibilities of being appointed to a National Forum and agree to abide by them if appointed.

Signature \_\_\_\_\_ Date \_\_\_\_\_

Please update your personal and company information in the "My NAIOP Account" section of NAIOP's Web site (www.naiop.org), or use the form below.

**Corporate scope of business (please select one):**

- |   |  |  |   |   |
|---|--|--|---|---|
| <input type="checkbox"/> Accountant     | <input type="checkbox"/> Consultant                      | <input type="checkbox"/> Engineer        | <input type="checkbox"/> Land Planner     | <input type="checkbox"/> Service Provider   |
| <input type="checkbox"/> Architect      | <input type="checkbox"/> Contractor                      | <input type="checkbox"/> Environmental   | <input type="checkbox"/> Landscaper       | <input type="checkbox"/> Student            |
| <input type="checkbox"/> Asset Manager  | <input type="checkbox"/> Corporate Real Estate Executive | <input type="checkbox"/> Financier       | <input type="checkbox"/> Owner            | <input type="checkbox"/> Supplier           |
| <input type="checkbox"/> Attorney       | <input type="checkbox"/> Developer                       | <input type="checkbox"/> Insurance       | <input type="checkbox"/> Property Manager | <input type="checkbox"/> Telecommunications |
| <input type="checkbox"/> Broker         | <input type="checkbox"/> Economic Development            | <input type="checkbox"/> Interior Design | <input type="checkbox"/> Public Official  | <input type="checkbox"/> Title Company      |
| <input type="checkbox"/> Communications | <input type="checkbox"/> Investor                        | <input type="checkbox"/> Publisher       | <input type="checkbox"/> Utility          |   |

**Specific areas in which my company is involved (select all in which you are involved):**

- |                                     |                                       |                                 |
|-------------------------------------|---------------------------------------|---------------------------------|
| <input type="checkbox"/> Industrial | <input type="checkbox"/> Mixed-Use    | <input type="checkbox"/> Retail |
| <input type="checkbox"/> Office     | <input type="checkbox"/> Multi-Family |                                 |

- My company is involved in the development of green (environmentally sustainable) properties or provides green products/services.

**Square footage owned/managed by my office:**

- 0 to 1 million
- 1.1 to 2.5 million
- 2.6 to 5 million
- 5.1 to 7.5 million
- 7.6 to 10 million
- More than 10.1 million

**Number of employees at my location:**

- 1 to 10 Employees
- 11 to 40 Employees
- 41 to 75 Employees
- 76 to 100 Employees
- 101 to 150 Employees
- Greater than 150 Employees

**Description of firm and its real estate activities:**

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**My company's area of operations (For NAIOP internal use only):**

- International       Local       National       Regional

**Present job responsibilities (Use additional sheet if needed):**

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**Area of greatest expertise/strength (Use additional sheet if needed):**

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**Size/type of transactions or portfolio:** \_\_\_\_\_

**Geographic area of operation:** \_\_\_\_\_

**Previous relevant positions/employers (Use additional sheet if needed):**

Company	From _____ To _____	Responsibilities

**Other real estate memberships/professional designations:**

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**Education (Academic Institutions, Degrees, Year Graduated):**

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