



COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION

2023 MEMBERSHIP APPLICATION

Northern Virginia Chapter

Mr Ms Mrs Dr Prof

NAME (First MI Last) _____ NICKNAME _____

TITLE _____ COMPANY _____ WEBSITE _____

BUSINESS ADDRESS _____ CITY _____ STATE/PROVINCE _____ ZIP/POSTAL CODE _____

PHONE _____ FAX _____ MOBILE _____ EMAIL _____

HOME ADDRESS (Street address, Apt. #, City, State/Province, Zip/Postal Code) _____ YES, please send *Development* magazine to my home.

Member Profile

Specific areas in which I am primarily involved (select ALL that apply): Industrial Medical/Life Sciences Mixed-Use Multi-Family Office Retail Other

Personal Scope of Business (select ONE):

PRINCIPAL Members are:

Asset Manager Investor Owner (Property) Developer

ASSOCIATE Members are:

Academician Communications Environmental Landscaper Supplier Accountant Consultant Financier Property Manager Telecomm Architect Contractor Insurance Public Official Title Company Attorney Economic Dev Interior Design Publisher Utility Broker Engineer Land Planner Service Provider

Are you a partner of an LLC or LLP? Yes No

Demographic Profile

The following questions are optional and your responses will be held in strict confidentiality. The information will only be used to assist NAIOP in the development of new products and services. NAIOP uses this information to track trends and ensure that the needs of our diverse membership are being met.

Birthdate : _____ Gender Identity: Male Nonbinary or genderfluid Prefer to self-describe: _____
 Month/Day/Year Female Prefer not to respond

Race and Ethnic Identity

American Indian or Native Alaskan Hispanic/Latinx Prefer not to respond Asian, Pacific Islander or Native Hawaiian Middle Eastern or North African Prefer to self-describe: _____ Black or African American White

How Did You Hear About Us?

NAIOP Chapter Phone Call NAIOP Conference (event _____) Media NAIOP Website Social Media Member Referral (name _____) Personal Research Direct Mail Other (_____)

Complete this application and return it to NAIOP via fax at 703-904-7942 or email membership@naiop.org. You may also complete an application online at www.naiop.org. Have questions? Call 800-456-4144.

naiop.org

Membership Category

Principal Full Member (First): \$1395

The first person employed by an organization whose primary business is development, ownership, asset management or investment. (Dues that may not be deducted as a business expense: \$192.10)

Principal Affiliate Member (Second and Third): \$650

You must be the second or third person from the principal member firm, within the same chapter (Dues that may not be deducted as a business expense: \$87.25)

Associate Full Member (First): \$1395

The first person employed by an organization providing products and services. (Dues that may not be deducted as a business expense: \$192.10)

Associate Affiliate Member (Second and Third): \$650

You must be the second or third person from the associate member firm, within the same chapter. (Dues that may not be deducted as a business expense: \$87.25)

Corporate Affiliate Member (Fourth and each additional): \$475

The fourth and each additional person **within the same company and same chapter** qualify for this discount. (Dues that may not be deducted as a business expense: \$67.75)

Developing Leader Member: \$475

To qualify, you must be 35 years of age or less (born 1987 or later). ***Proof of age must accompany this application or your membership cannot be fully activated. *** (Dues that may not be deducted as a business expense: \$64.50)

Student Member: \$105

Any full-time student, who is not employed full-time, is eligible. ***A copy of your Student ID and current class schedule are required and must accompany this application before your membership can be fully activated.*** (Dues that may not be deducted as a business expense: \$15.37)

Academician Member: \$480

Any full-time professor who is not otherwise employed in the commercial real estate industry. (Dues that may not be deducted as a business expense: \$61.75)

Public Official Member: \$480

Any individual employed by a local, state, or federal government or non-profit organization. (Dues that may not be deducted as a business expense: \$61.75)

Public Official Affiliate Member: \$480

You must be the second or subsequent person from the organization joining the same chapter as the Public Official member. (Dues that may not be deducted as a business expense: \$61.75)

Membership Agreement

NAIOP memberships are individual, not by company. However, your company may choose to transfer the membership to another individual at any time if the company paid for or reimbursed you for the membership.

Signature

By signing above, I acknowledge that I will accept emails, faxes, and other communications from NAIOP.

*** NAIOP dues are for 12 months of membership. For Federal income taxes, NAIOP dues are not deductible as a charitable contribution. However, most of the dues amount may be deducted as a business expense.**

*** The \$20 processing fee is a one-time fee and will not appear on renewal notices.**

*** Questions about NAIOP's Refund Policy? Please call the Membership Department at 800-456-4144.**

Payment Information

(from selected Membership Category)

NAIOP Dues \$ _____
New Member Processing Fee (one-time) + \$20

Total Payment Authorized \$ _____

VISA MasterCard AMEX

Credit Card Number Exp. Date

Name of Cardholder (please print) CVV

Billing Address (if different from main contact information)

Check Enclosed (payable to NAIOP)
Please include application with check. Do not fax application and/or copy of check as it will not be processed without actual payment.

Invoice me for my membership
Your membership will become active when payment is received and processed.