



COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION

2023 MEMBERSHIP APPLICATION

Silicon Valley 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): \$1010

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: \$146.95)

Principal Affiliate Member (Second and Third): \$665

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: \$102.10)

Associate Full Member (First): \$1010

The first person employed by an organization providing products and services. (Dues that may not be deducted as a business expense: \$146.95)

Associate Affiliate Member (Second and Third): \$665

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: \$102.10)

Corporate Affiliate Member (Fourth and each additional): \$490

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: \$82.60)

Developing Leader Member: \$490

To qualify, you must be 35 years of age or less (born 1986 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: \$79.35)

Student Member: \$38

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: \$6.08)

Academician Member: \$665

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: \$102.10)

Public Official Member: \$665

Any individual employed by a local, state, or federal government or non-profit organization. (Dues that may not be deducted as a business expense: \$102.10)

Public Official Affiliate Member: \$665

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: \$102.10)

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.

Please fax both pages of your completed application (and any accompanying documentation) to: 703-904-7942
Mail application with payment (and any accompanying documentation) to: NAIOP, CL500060, PO Box 5007, Merrifield VA 22116-5007