



NAIOP San Francisco Bay Area Chapter 2008 Membership Dues

Benefits of NAIOP Membership

- Networking
- Creating new business opportunities
- Gaining industry insight through educational conferences
- Pursuing new channels for career and professional development
- Advancing the business environment for commercial real estate through political activity

INDIVIDUAL (non-corporate)

<p>Principal — Full Developer, owner, manager, investor of commercial real estate</p>	\$940
<p>Principal Affiliate Second or third person from a company that has a full principal member within a chapter</p>	\$415
<p>Associate — Full Service provider to the commercial real estate industry (legal, title, environmental, etc.)</p>	\$940
<p>Associate Affiliate Second or third person from a company that has a full associate member within a chapter</p>	\$415
<p>Developing Leaders Any individual less than 30 years of age when applying for membership; must qualify as a principal or associate member Developing Leader members do not count towards corporate membership</p>	\$199
<p>Public Official — Full Any individual employed by a local, state or federal government or nonprofit organization</p>	\$570
<p>Public Official — Affiliate Second or third person from the same nonprofit agency or department</p>	\$425
<p>Academician Full-time professor not otherwise employed in the real estate industry</p>	\$570
<p>Student Full-time student not otherwise employed in the real estate industry</p>	\$ 20

CORPORATE*

Principal or Associate — Full First or full member	\$940
Principal or Associate Affiliate (x2) Second and third members from the same company in the same chapter	\$415
Corporate Fourth member and beyond from the same company in the same chapter A company automatically becomes a corporate member upon the fourth member joining the chapter. Members must apply as individuals.	\$235

Total corporate share **\$2,005**
(one full, two affiliates, one corporate; all additional members after initial four are at corporate rate if total cost is equally allocated over four members)

Corporate average per member **\$501.25**

That's a savings of more than \$400 over the full principal rate!!

Add up the Savings with Additional Corporate Members

Cost Allocated over Five Members:	\$2,240 (average of \$448/member)
Cost Allocated over Six Members:	\$2,475 (average of \$412.50/member)
Cost Allocated over Seven Members:	\$2,710 (average of \$387.14/member)

**With seven members in the same company,
you save more than \$500/member over the full principal rate!!**