



The Forum for Commercial Real Estate

# STUDENT - MEMBERSHIP APPLICATION

## San Francisco Bay Area Chapter

Complete this application and return it to NAIOP via fax at (703) 904-7942.

You may also complete an application at [www.naiop.org](http://www.naiop.org). Have questions? Call us at (703) 904-7100.

### CONTACT INFORMATION

Mr.    Ms.    Mrs.    Dr.    Prof.

Name \_\_\_\_\_ Title \_\_\_\_\_

University \_\_\_\_\_ Designation \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_ Web site \_\_\_\_\_

### MEMBERSHIP CATEGORY

Please select one.

**Principal Member.** The first individual employed by an organization whose primary business is development, ownership, management of or investment in industrial, office, mixed-use or related commercial real estate. **\$940** (Dues that may not be deducted as a business expense: **\$212.68**)

**Principal Affiliate Member.** The second or subsequent person from the principal firm, within the same chapter. **\$415** (Dues that may not be deducted as a business expense: **\$90.56**)

**Associate Member.** The first individual, company or organization providing services or products to the industrial, office, mixed-use or related commercial real estate industry. **\$940** (Dues that may not be deducted as a business expense: **\$212.68**)

**Associate Affiliate Member.** The second or subsequent person from the associate member firm, within the same chapter. **\$415** (Dues that may not be deducted as a business expense: **\$90.56**)

**Chapter-Based Corporate Membership.**

Please select one:    Principal    Associate

Four or more individuals within the same company and same chapter qualify for this discount. Primary contact should be listed above; list others on separate sheet. **First four members \$2,005.** (Dues that may not be deducted as a business expense: **\$448.17**). Additional members: **\$235** each.

**Student Member.** Any full-time student who is not otherwise employed in the industrial, office, or related commercial real estate industry. **\$20** (Dues that may not be deducted as a business expense: **\$4.67**)

**Academician Member.** Any full-time professor who is not otherwise employed in the industrial, office, or related commercial real estate industry. **\$570** (Dues that may not be deducted as a business expense: **\$126.25**)

**Public Official Member.** Any individual employed by a local, state or federal government or nonprofit organization. **\$570** (Dues that may not be deducted as a business expense: **\$126.25**)

**Public Official Affiliate Member.** The second or subsequent person from the organization joining the same chapter as the Public Official member. **\$425** (Dues that may not be deducted as a business expense: **\$92.90**)

NAIOP dues are for 12 months of membership, except for corporate affiliate (please call for details). 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.

Dues include a \$25 subscription to *Development Magazine*. The \$20 initiation fee is waived for students, it is a one-time charge for all other membership categories and will not appear on renewal notices.

### STUDENT VOLUNTEER COMMITMENT

Local dues for the San Francisco Bay Area chapter total \$295. This fee has been waived by the chapter as long as students commit to volunteer their time to assist in local events. Please acknowledge your volunteer commitment to the chapter by signing below and ranking your top three choices (1-3) for preferred sub-committee participation.

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

\_\_\_ Cal/Stanford Real Estate Challenge   \_\_\_ Membership Programs   \_\_\_ Public Relations Sponsorship  
\_\_\_ Event Assistance   \_\_\_ Public Affairs   \_\_\_ Web site

### 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 faxes, e-mails and other communications from NAIOP.*

### PAYMENT INFORMATION

NAIOP Dues \_\_\_\_\_ \$ \_\_\_\_\_

(From selected Membership Category)

Initiation Fee (Waived for Student Memberships) \_\_\_\_\_ \$20

**Total Payment** \_\_\_\_\_ \$ \_\_\_\_\_

Check enclosed (payable to NAIOP)

VISA    MasterCard    AMEX

CARD # \_\_\_\_\_ EXP. \_\_\_\_\_

Bill me (membership initiated when payment is received)

FOR NAIOP USE ONLY

*Additional questions on back of application.*

# Help us understand you better!

Please take a moment to answer the following questions.

Your answers are held in strict confidentiality and will be used internally only to help us develop programs and services.

## HOW DID YOU HEARD ABOUT US?

LET US KNOW HOW YOU LEARNED ABOUT NAIOP.

- Local Chapter Events       National Conferences  
 NAIOP Web Site       Member Referral (name: \_\_\_\_\_)  
 Development Magazine       Ad (publication name \_\_\_\_\_)  
 Direct Mail       Phone Call  
 Press Release       Personal Research  
 Membership Promotion (14-for-12)       Other \_\_\_\_\_

## DEMOGRAPHIC PROFILE (OPTIONAL)

Year of Birth \_\_\_\_\_

- Male       Female

- African American       Asian, Pacific Islander or Native Hawaiian       Hispanic

- American Indian or Native Alaskan       Caucasian       Other (please specify \_\_\_\_\_)

**Other Affiliations**

- AIA       ARDA       BOMA  
 CCIM       CoreNet       ICSC  
 IREM       NAHB       NAREIT  
 NMHC       Real Estate Roundtable       CREW  
 SIOR       ULI       Other \_\_\_\_\_

RETURN APPLICATION ALONG WITH PAYMENT TO: NAIOP, P.O. Box 223353, Chantilly, VA 20153-3353

## PLEASE FAX BOTH PAGES OF YOUR COMPLETED APPLICATION TO (703) 904-7942.