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|---|-----------------------------|------------------------------|-----------------------------|---|
| <input type="checkbox"/> Mr | <input type="checkbox"/> Ms | <input type="checkbox"/> Mrs | <input type="checkbox"/> Dr | <input type="checkbox"/> Prof |
| Name (First, MI, Last) | | | Nickname | |
| Title | | Company | | Website |
| Business Address | | | City/State | Zip/Postal Code |
| Phone | | Fax | Email | |
| Home Address (Street address, Apt. #, City, State, & Zip) | | | | <input type="checkbox"/> YES, please send <i>Development</i> magazine to my home. |

Company Profile

Number of employees at my location: 1-10 11-40 41-75 76-100 101-150 Greater than 151

Area of Operations: Local Regional National International

Business Structure: (based on Federal tax purposes) Corporation Limited Liability Corporation Limited Liability Partnership Non-Profit Partnership
 Private REIT Public REIT Sole Proprietorship Sub Chapter

Areas of Involvement (select all that apply): Industrial Medical/Life Sciences Mixed-Use Multi-Family Office Retail

My company is involved in the development of green (environmentally sustainable) properties or provides green products/services: Yes No

Square feet owned or managed: Less than 1 Million 1-2.5 Million 2.6-5 Million 5.1-7.5 Million 7.6-10 Million 10.1 Million or more

Corporate Scope of Business (select one):

Associate Member

Principal Member

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

Member Profile

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

I'm involved in the development of green (environmentally sustainable) properties, products, or services: Yes No

Industry topics of interest (select all that apply): Advocacy Business Mgmt. Development Finance Marketing/Leasing

Personal Scope of Business (select one):

Associate Member

Principal Member

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

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

Membership Category (Please select one)

Principal Full Member: \$970

The first individual employed by an organization whose primary business is development, ownership, asset management or investment. (Dues that may not be deducted as a business expense: \$117.25)

Principal Affiliate Member: \$550

You must be the second or subsequent person from the principal member firm, within the same chapter (Dues that may not be deducted as a business expense: \$56.87)

Associate Full Member: \$1070

The first individual employed by an organization providing products and services. (Dues that may not be deducted as a business expense: \$117.25)

Associate Affiliate Member: \$600

You must be the second or subsequent person from the associate member firm, within the same chapter. (Dues that may not be deducted as a business expense: \$56.87)

Chapter-Based Corporate Principal Membership (First 4): \$2445

Add'l members: \$375 (Dues that may not be deducted as a business expense: \$261.62)

Chapter-Based Corporate Associate Membership (First 4): \$2695

Add'l members: \$425 (Dues that may not be deducted as a business expense: \$261.62)

Four or more individuals within the same company and same chapter qualify for this discount. Primary contact should be listed above; list others on a separate sheet.

Developing Leader Member: \$275

To qualify, you must be 35 years of age or less. ***Proof of age must accompany this application or your membership cannot be fully activated.*** Developing Leader membership is excluded from qualifying for a chapter-based corporate membership. (Dues that may not be deducted as a business expense: \$26.25)

Student Member: \$29

Any full-time student who is not employed full-time in the commercial real estate industry. ***A copy of your Student ID and your most recent 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: \$3.32)

Academician Member: \$470

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: \$56.87)

Public Official Member: \$735

Any individual employed by a local, state, or federal government or non-profit organization. (Dues that may not be deducted as a business expense: \$56.87)

Public Official Affiliate Member: \$440

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: \$56.87)

How Did You Hear About Us?

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

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.

Year of Birth: _____ **Gender:** Male Female

Ethnic Background:

- African American
- Asian, Pacific Islander or Native Hawaiian
- Hispanic
- American Indian or Native Alaskan
- Caucasian
- Other

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.

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) _____

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.

* NAIOP dues are for 12 months of membership, except for corporate affiliates. (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.

* 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.