



COMMERCIAL REAL ESTATE DEVELOPMENT ASSOCIATION

2010 Membership Application Maryland/DC 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. Have questions? Call (800) 456-4144.

CONTACT INFORMATION

Mr. Ms. Mrs. Dr. Prof.

NAME NICKNAME

TITLE COMPANY

STREET ADDRESS CITY AND STATE ZIP CODE

PHONE FAX E-MAIL

HOME ADDRESS (STREET ADDRESS, APT.#, CITY, STATE, & ZIP CODE) Yes, please send Development magazine to my home.

MEMBER PROFILE

ABOUT MY COMPANY

Company Web Site

Number of employees at my location:

1-10 11-40 41-75 76-100 101-150 151-300 301-500 501+

My company's area of operations:

Local Regional National International

My company's business structure (based on federal tax purposes):

Corporation Limited Liability Corporation Limited Liability Partnership Non-Profit Partnership Private REIT Public REIT Sole Partnership Sub Chapter

Specific areas in which my company is involved (select all in which you are involved):

Office Retail Industrial Mixed-Use Multi-Family

Is your company involved in the development of green (environmentally sustainable) properties or provide green products/services? Yes No

Square feet owned or managed by my office:

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 (Please select one):

Principal Member Associate Member Asset Manager Academician Communications Environmental Property Manager Telecommunications Accountant Consultant Financier Public Official Title Company Architect Contractor Interior Design Publisher Utility Attorney Economic Development Land Planner Service Provider Broker Engineer Landscape Architect Supplier

ABOUT ME

Specific areas in which I am primarily involved (select all in which you are involved):

Office Retail Industrial Mixed-Use Multi-Family

Are you involved in the development of green (environmentally sustainable) properties or provide green products/services? Yes No

Personal Scope of Business (Please select one):

Principal Member Associate Member Asset Manager Academician Communications Environmental Property Manager Telecommunications Accountant Consultant Financier Public Official Title Company Architect Contractor Interior Design Publisher Utility Attorney Economic Development Land Planner Service Provider Broker Engineer Landscape Architect Supplier

Have you ever been a member of NAIOP? If yes, when?

Application continues on reverse

**MEMBERSHIP CATEGORY**

Please select one.

**Principal Member: \$890**

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: \$243.05).

**Principal Affiliate Member: \$415**

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: \$115.60).

**Associate Member: \$890**

The first individual employed by an organization providing products and services (Dues that may not be deducted as a business expense: \$243.05).

**Associate Affiliate Member: \$415**

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: \$115.60).

**Chapter-Based Corporate Membership (First 4 members): \$1955**

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 a separate sheet. Additional members: \$235 each (Dues that may not be deducted as a business expense: \$552.96).

**Developing Leader Member: \$150**

To qualify, you must be an individual 35 years of age or less. *Proof of age must be provided before your membership can be fully activated.* Developing Leaders membership is excluded from qualifying a company for a chapter-based corporate membership (Dues that may not be deducted as a business expense: \$33.54).

**Student Member: \$44**

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 before your membership can be fully activated* (Dues that may not be deducted as a business expense: \$14.27).

**Academician Member: \$325**

Any full-time professor who is not otherwise employed in the commercial real estate industry. You must send in a copy of your faculty ID before your membership can be fully activated (Dues that may not be deducted as a business expense: \$78.97).

**Public Official Member: \$325**

Any individual employed by a local, state, or federal government or non-profit organization (Dues that may not be deducted as a business expense: \$78.97).

**Public Official Affiliate Member: \$325**

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: \$78.97).

**HOW DID YOU HEAR ABOUT US?**

- Local Chapter
- NAIOP Conference (event \_\_\_\_\_)
- NAIOP Web Site
- Member Referral (name \_\_\_\_\_)
- Development* Magazine
- Ad (publication name \_\_\_\_\_)
- Direct Mail
- Phone Call
- Media
- Personal Research
- Membership Promotion (15 for 12, for example)
- Other \_\_\_\_\_

Name \_\_\_\_\_

**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 (please specify \_\_\_\_\_)

**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 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**

(from selected Membership Category)

<b>NAIOP Dues</b>	_____
<b>Processing Fee</b>	<b>\$20</b>
<b>Total Payment</b>	_____

Check Enclosed (payable to NAIOP)

VISA  Mastercard  AMEX

CREDIT CARD NUMBER: \_\_\_\_\_

EXPIRATION DATE: \_\_\_\_\_

NAME OF CARDHOLDER: \_\_\_\_\_

BILLING ADDRESS (IF DIFFERENT FROM MAIN CONTACT INFORMATION): \_\_\_\_\_

**BILL ME for my membership**

Your membership will become active when payment is received.

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.

Dues include a \$25 subscription to *Development* magazine. The \$20 processing fee is a one-time charge and will not appear on renewal notices.

**Do you have questions about NAIOP's Refund Policy?  
Please call the Membership Department at (800) 456-4144.**