



# 2008 Membership Application

## Maryland Chapter

The Forum for Commercial Real Estate

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 at (800) 456-4144.

### CONTACT INFORMATION

NAME \_\_\_\_\_ NICKNAME \_\_\_\_\_

TITLE \_\_\_\_\_ COMPANY \_\_\_\_\_

STREET ADDRESS \_\_\_\_\_ CITY AND STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_ E-MAIL \_\_\_\_\_

HOME ADDRESS (STREET ADDRESS, APT.#, CITY, STATE, & ZIP CODE) \_\_\_\_\_

### 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 provides 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     More Than 10.1 Million

Corporate Scope of Business(Please select one):

- Principal Member     Asset Manager     Corporate Real Estate Executive     Developer     Investor     Owner (Property)
- Associate Member     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     Asset Manager     Corporate Real Estate Executive     Developer     Investor     Owner (Property)
- Associate Member     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 \_\_\_\_\_

Additional questions on back of application

**MEMBERSHIP CATEGORY**

Please select one.

- Principal Member: \$920**  
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: \$287.48)
- Principal Affiliate Member: \$365**  
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: \$108.06
- Associate Member: \$920**  
The first individual employed by an organization providing products and services. (Dues that may not be deducted as a business expense: \$287.48)
- Associate Affiliate Member: \$365**  
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: \$108.06)

- Chapter-Based Corporate Membership (First 4 members): \$1785**  
**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: \$135 each. (Dues that may not be deducted as a business expense: \$549.15)

- Developing Leader Member: \$175**  
To qualify, you must be an individual 35 years of age or less. *Proof of age must be provided to qualify for this membership category.* 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: \$49.19)
- Student Member: \$69**  
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: \$29.60)
- Academician Member: \$400**  
Any full-time professor who is not otherwise employed in 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: \$122.98)
- Public Official Member: \$375**  
Any individual employed by a local, state, or federal government or non-profit organization. (Dues that may not be deducted as a business expense: \$110.48)
- Public Official Affiliate Member: \$375**  
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: \$110.48)

**HOW DID YOU HEAR ABOUT US?**

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

NAIOP Dues \$ \_\_\_\_\_  
Processing Fee \$20

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

- Check Enclosed (payable to NAIOP)
- VISA  Mastercard  AMEX

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

EXPIRE 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 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 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

**PLEASE FAX BOTH PAGES OF YOUR COMPLETED APPLICATION TO: (703) 904-7942.**  
**RETURN APPLICATION WITH PAYMENT TO: NAIOP, P.O. BOX 223353, CHANTILLY, VA 20153-3353**