



# 2012 Membership Application

## Silicon Valley Chapter

COMMERCIAL REAL ESTATE  
DEVELOPMENT ASSOCIATION

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 (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):

Industrial  Medical/Life Sciences  Mixed-Use  Multi-Family  Office  Retail

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**  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):

Industrial  Medical/Life Sciences  Mixed-Use  Multi-Family  Office  Retail

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

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

Application continues on reverse

**MEMBERSHIP CATEGORY**

Please select one.

**Principal Member: \$950**

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: \$131.25).

**Principal Affiliate Member: \$570**

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: \$50.81).

**Associate Member: \$950**

The first individual employed by an organization providing products and services (Dues that may not be deducted as a business expense: \$131.25).

**Associate Affiliate Member: \$570**

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: \$50.81).

**Chapter-Based Corporate Membership (First 4 members): \$2480**

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: \$390 each (Dues that may not be deducted as a business expense: \$250.86).

**Developing Leader Member: \$332**

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: \$21.17).

**Student Member: \$38**

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: \$4.02).

**Academician Member: \$580**

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: \$52.92).

**Public Official Member: \$580**

Any individual employed by a local, state, or federal government or non-profit organization (Dues that may not be deducted as a business expense: \$52.92).

**Public Official Affiliate Member: \$580**

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: \$52.92).

**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)
- Social Media
- 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)

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

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

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.

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