

**2012 Membership Application
 Northern Virginia Chapter**

INSTRUCTIONS: Complete this application and return to NAIOP Northern Virginia via fax at (703) 845-7081 or email bstocks@naiopva.org. Questions? Call (703) 845-7080.

CONTACT INFORMATION

Mr. Ms. Mrs. Dr. Prof.

NAME: _____ **NICKNAME:** _____ **TITLE:** _____

COMPANY: _____

STREET ADDRESS: _____ **CITY, STATE:** _____ **ZIP:** _____

EMAIL: _____ **TELEPHONE:** _____ **FAX:** _____

HOME ADDRESS: _____

Yes, please send *Development* magazine to my home

MEMBER PROFILE

ABOUT MY COMPANY

Company Website: _____

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

ABOUT ME

Have you ever been a member of NAIOP? Yes No If yes, when?

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

Application continues on next page

Name: _____

MEMBERSHIP CATEGORY (Please select one)

- Principal Member: \$1240**
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: \$190.75).
- Principal Affiliate Member: \$485**
You must be the second or third person from the principal member firm, within the same Chapter (Dues that may not be deducted as a business expense: \$72.81).
- Associate Member: 1240**
The first individual employed by an organization providing products and services (Dues that may not be deducted as a business expense: \$190.75).
- Associate Affiliate Member: \$485**
You must be the second or third person from the associate member firm, within the same Chapter (Dues that may not be deducted as a business expense: \$72.81).
- Corporate Affiliate Member: \$305**
You must be the fourth or subsequent person from the principal or associate member firm, within the same Chapter (\$40.03).
- Chapter-Based Corporate Membership (First 4 members): 2515**
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 on previous page; list others on separate sheet. Additional members \$305 each (Dues that may not be deducted as a business expense: \$376.36).
- Developing Leader Member: \$345**
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 Leader members are excluded from qualifying a company for a chapter-based corporate membership (Dues that may not be deducted as a business expense: \$43.17).
- Student Member: \$50 [*see note below for GMU CREE students]**
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: \$7.12).
**Individuals enrolled in the George Mason Center for Real Estate Entrepreneurship "GMU CREE" qualify for a student membership.*
- Academician Member: \$325**
Any full-time professor who is not otherwise employed in the commercial real estate industry. You must include a copy of your faculty ID before your membership can be fully activated (Dues that may not be deducted as a business expense: \$57.92).
- 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: \$57.92).
- 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: \$57.92).

HOW DID YOU HEAR ABOUT US?

- Another chapter
- NAIOP Conference - Event: _____
- NAIOP website
- Member Referral — Name: _____
- Development* magazine
- Ad — Publication name: _____
- Phone call
- Media
- Personal Research
- Membership Promotion (15 for 12, for example)
- 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
 Hispanic
 Caucasian
 Asian, Pacific Islander or Native Hawaiian
 American Indian or Native Alaskan
 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.

By signing below I acknowledge that I will accept faxes, emails and other communications from NAIOP.

SIGNATURE _____

PAYMENT INFORMATION (from selected Membership Category)

NAIOP Dues: \$ _____
 Total Payment: \$ _____

METHOD OF PAYMENT

- Check enclosed** (payable to NAIOP Northern Virginia)
- Credit Card** MASTERCARD VISA AMEX

CREDIT CARD NUMBER: _____

EXP. DATE: _____

SECURITY CODE: _____

NAME ON THE CARD: _____

- Bill me* for my membership**
 *Your membership will become active upon receipt of payment.

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 may be deducted as a business expense.



Your dues include a \$25 subscription to *Development* magazine!