



# 2007 MEMBERSHIP APPLICATION

## Southern Nevada Chapter

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**Complete this application and return it to NAIOP via fax at (702)798-8653**  
 You may also complete an application at [www.naiop.org](http://www.naiop.org). Have questions? Call us at (702)798-7194

### CONTACT INFORMATION

Mr.  Ms.  Mrs.  Dr.  Prof.

Name:

Designation:

Company:

Address:

City:

State:

Zip Code:

Phone:

Fax:

E-mail:

### MEMBERSHIP CATEGORY

Please select one.

**Principal Member.** The first individual employed by an organization whose primary business is development, ownership, management, of or investment in industrial, office, mixed-use or related commercial real estate. **\$955**  
 (Dues that may not be deducted as a business expense: **\$232.25**)

**Principal Affiliate Member.** The second or subsequent person from the principal firm, within the same chapter. **\$335** (Dues that may not be deducted as a business expense: **\$76.90**)

**Associate Member.** The first individual, company, or organization providing services or products to the industrial, office, mixed-use or related commercial real estate industry. **\$955** (Dues that may not be deducted as a business expense: **\$232.25**)

**Associate Affiliate Member.** The second subsequent person from the associate member firm, within the same chapter. **\$335** (Dues that may not be deducted as a business expense: **\$76.90**)

**Chapter-Based Corporate Membership.**

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. **First four members \$1,780.** (Dues that may not be deducted as a business expense: **\$425.05**). **Additional members: \$155 each.**

**NAIOP Developing Leader Membership**  Principal  Associate  
 Any individual less than 35 years of age, involved in commercial real estate. **\$195** (Dues that may not be deducted as a business expense: \$ 42.66)  
 (Must provide proof of age to qualify.)  
 NAIOP Developing Leader membership is excluded from qualifying a company for a chapter-based corporate membership

**Student Member.** Any full-time student who is not otherwise employed in the industrial, office, or related commercial real estate industry. **\$19** (Dues that may not be deducted as a business expense: **\$4.65**) (In order to qualify as a student, you must be a full-time student, according to your college or university and you CAN NOT be a full-time employee in the industry. A copy of your student ID and your most recent transcript are required before your membership can be fully activated.)

**Academician Member.** Any full-time professor who is not otherwise employed in the industrial, office, or related commercial real estate industry. **\$345** may not be deducted as a business expense: **\$79.35**) (In order to qualify as an academician, you must be a full-time faculty member, according to your college or university. You must send in a copy of your faculty ID before your membership can be fully activated.)

**Public Official Member.** Any individual employed by a local, state or federal government or nonprofit organization. **\$375** (Dues that may not be deducted as a business expense: **\$87.15**)

**Public Official Affiliate Member.** The second or subsequent person from the organization joining the same chapter as the Public Official member. **\$345** (Dues that may not be deducted as a business expense: **\$79.35**)

### SCOPE OF BUSINESS

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

### 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 membership.

SIGNATURE

By signing above, I acknowledge that I will accept faxes, e-mails and other communications from NAIOP.

### PAYMENT INFORMATION

NAIOP Dues (From selected Membership Category) \$ \_\_\_\_\_

Initiation Fee \$20

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

- Check enclosed (payable to NAIOP)  
 VISA  MasterCard  AMEX

CARD# \_\_\_\_\_ EXP. \_\_\_\_\_

Bill me (membership initiated when payment is received)

(Dues that 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 initiation fee is a one-time charge and will not appear on renewal notices.

Questions about NAIOP's Refund Policy? Please call the Membership Department at 1(800) 456-4144

**(Additional questions on back of application)**

## Help us understand you better!

Please take a moment to answer the following questions.

### PROFILE

**ABOUT ME:**

**SPECIFIC AREAS IN WHICH I AM PRIMARILY INVOLVED (SELECT ALL IN WHICH YOU ARE INVOLVED):**

- Office                       Retail                       Industrial                       Mixed Use

**ABOUT MY COMPANY:**

**NUMBER OF EMPLOYEES AT MY LOCATION:**

- 1-10                       11-40                       41-75                       76-100                       101-150                       151+

**MY COMPANY'S SCOPE:**

- Local                       Regional                       National                       International

**SPECIFIC AREAS IN WHICH MY COMPANY IS INVOLVED (SELECT ALL IN WHICH YOU ARE INVOLVED):**

- Office                       Retail                       Industrial                       Mixed Use

**SQUARE FEET OWNED OR MANAGED BY MY OFFICE:**

- Less than 1 million                       1-2.5 million                       2.6-5 million                       More than 5 million

**MY COMPANY STRUCTURE (BASED ON FEDERAL TAX PURPOSES):**

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

### HOW DID YOU HEAR ABOUT US?

**LET US KNOW HOW YOU LEARNED ABOUT NAIOP**

- |   |  |
|---|--|
| <input type="checkbox"/> Local Chapter Events             | <input type="checkbox"/> National Conferences        |
| <input type="checkbox"/> NAIOP Web Site                   | <input type="checkbox"/> Member Referral             |
| <input type="checkbox"/> Development Magazine             | <input type="checkbox"/> Ad (publication name _____) |
| <input type="checkbox"/> Direct Mail                      | <input type="checkbox"/> Phone Call                  |
| <input type="checkbox"/> Press Release                    | <input type="checkbox"/> Personal Research           |
| <input type="checkbox"/> Membership Promotion (14-for-12) | <input type="checkbox"/> Other _____                 |

### DEMOGRAPHIC PROFILE (OPTIONAL)

The following questions are optional and will be held in strict confidentiality. The information will only be used to assist NAIOP in the development of new products and services.

**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 \_\_\_\_\_)

**Other Affiliations**

- |                               |   |                                      |
|-------------------------------|---|--------------------------------------|
| <input type="checkbox"/> AIA  | <input type="checkbox"/> ARDA                   | <input type="checkbox"/> BOMA        |
| <input type="checkbox"/> CCIM | <input type="checkbox"/> CoreNet                | <input type="checkbox"/> ICSC        |
| <input type="checkbox"/> IREM | <input type="checkbox"/> NAHB                   | <input type="checkbox"/> NAREIT      |
| <input type="checkbox"/> NMHC | <input type="checkbox"/> Real Estate Roundtable | <input type="checkbox"/> CREW        |
| <input type="checkbox"/> SIOR | <input type="checkbox"/> ULI                    | <input type="checkbox"/> Other _____ |

**PLEASE FAX BOTH PAGES OF YOUR COMPLETED APPLICATION TO (702) 798-8653**

**OR RETURN APPLICATION ALONG WITH PAYMENT TO:  
 NAIOP Southern Nevada Chapter  
 P.O. BOX 96694  
 Las Vegas, NV 89193-6694**