

SIOR offers members a variety of services and programs

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SOCIETY OF INDUSTRIAL AND OFFICE REALTORS

The Society of Industrial and Office REALTORS® is the leading professional commercial and industrial real estate association. With more than 2,200 members in 450 cities in 20 countries, the society represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

The society certifies its members with the prestigious SIOR (specialist, industrial and office real estate) designation, a professional symbol of the highest level of knowledge, production, and ethics in the real estate industry. Real estate professionals who hold the SIOR designation are recognized by corporate real estate execu-

tives, commercial real estate brokers and agents, lenders, and other real estate professionals as the most experienced and capable practitioners in any market.

A professional affiliate of the National Association of REALTORS®, the society is dedicated to the practice and maintenance of the highest professional and ethical standards. The society maintains a commitment to business and industry by providing outstanding professional services, publications, and educational programs.

One of the significant attractions of being a member of SIOR, are the numerous courses and conventions that are offered. The following is a sampling of our currently scheduled events: 2003 Fall Professional Conference in Dallas, Texas; 2004 Spring Convention in Scottsdale, Ariz. and 2004 Leadership Conference in Washington, DC.

Maintaining market leadership is a daily job for brokers who have obtained the SIOR designation. The following is a review of publications which help maintain best industry practices among the members:

- Professional Report is the society's quarterly magazine addressing the concerns of industrial and office real estate practitioners.

- SmartBrief is a free electronic news service sponsored by the CCIM Institute, the Counselors of Real Estate, the Institute of Real Estate Management, and the Society of Industrial and Office REALTORS®.

- Comparative Statistics of Industrial and Office Real Estate Markets presents the results of an annual survey of industrial and office real estate market activity in more than 140 markets throughout the USA, Canada, Mexico, and selected markets outside of North America.

- Mastering Office Leasing enables office leasing professionals to maneuver through the complexities of the office leasing process.

- The Office Building Book: from Concept to Investment Reality provides valuable information for real estate professionals to prosper in an increasingly sophisticated field. It examines every aspect of this unique property type from design and development to market analysis and investment strategies.

- Guide to Industrial Site Selection gives readers a concise, organized approach to understanding the site selection process and aids economic development organizations in evaluating their communities' assets and liabilities as viewed by industrial site seekers.

- Real Estate Sale/Leaseback is an analysis of sale/leaseback transactions.

- Industrial Real Estate one of the most widely read and respected reference books in the industry, is a blend of theoretical knowledge and pragmatic advice.

Finally, the SIOR believes in giving back to the young aspiring real estate professionals to be. The educational foundation's mission is to promote, sponsor, and support education research initiatives that advance professionalism in the commercial real estate industry. The SIOR can be reached via the Web at www.sior.com.



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