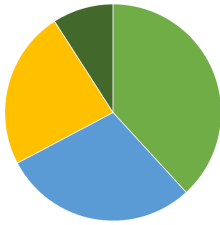


Membership Information

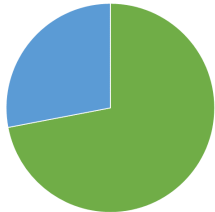
WHO WE ARE:

NAIOP is the international association of developers, owners and professionals of commercial, industrial and mixed-use real estate. Our members promote responsible, sustainable development that creates jobs. NAIOP supports diversity within the industry, provides education, and advocates for legislative issues that affect developers throughout Indiana. We are commercial real estate!



NAIOP Indiana Membership Mix:

Developer, Owner, Investor, Asset Manager - 42%
Broker - 32%
Architect, Engineer, Contractor - 26%
Professional Services - 10%



NAIOP Indiana Membership Titles:

C-level, partner, principal, EVP, VP, director - 78%
Mid-Level, developing leaders - 22%

JOIN THE ELITE!

- OVER HALF OF THE TOP INDIANA DEVELOPERS ARE NAIOP MEMBERS
- OF THE TOP 6 INDIANA BROKERAGES, ALL HAVE NAIOP MEMBERS
- NAIOP INDIANA EVENTS ATTRACT OVER 700 CRE PROFESSIONALS ANNUALLY
- OVER 100 LOCAL CRE PROFESSIONALS HAVE CHOSEN TO JOIN THE LOCAL CHAPTER FOR NETWORKING AND PROFESSIONAL DEVELOPMENT

MEMBERSHIP BENEFITS:

Local Benefits:

- Invitation to exclusive local Indiana Chapter Events available only to members
- Reduced ticket costs to all local Indiana Chapter Events **Ticket costs vary by event,*
- Access to networking with the top local developers, brokers, and other CRE professionals in Indiana
- Local leadership opportunities to get more involved at committee and board levels

National Benefits:

- NAIOP's National events including ICON East, ICON West, CRE Converge, Legislative Retreat
- Discounts on NAIOP's On-demand online courses and webinars on market trends, forecasts, etc.
- Opportunity to participate in national forums with other CRE professionals to share knowledge
- Access to national NAIOP contact network, career opportunities and industry research

Principal Full Member: \$795 The first individual employed by an organization whose primary business is development, ownership, asset management or investment.

Principal Affiliate Member: \$450 You must be the second or subsequent person from the principal member firm, within the same chapter

Chapter-Based Corporate Principal Membership (First 4): \$1945 Add'l members: \$250

Associate Full Member: \$770 The first individual employed by an organization providing products and services.

Associate Affiliate Member: \$425 You must be the second or subsequent person from the associate member firm, within the same chapter.

Chapter-Based Corporate Associate Membership (First 4): \$1870 Add'l members: \$250

Developing Leader Member: \$250 To qualify, you must be 35 years of age or less. Developing Leader membership is excluded from qualifying for a chapter-based corporate membership.

Student Member: \$69 Any full-time student, not employed full-time, is eligible.

Academician Member: \$425 Any full-time professor who is not otherwise employed in the commercial real estate industry.

Public Official Member: \$425 Any individual employed by a local, state, or federal government or non-profit organization.

Public Official Affiliate Member: \$425 You must be the second or subsequent person from the organization joining the same chapter as the Public Official member.

JOIN TODAY AT WWW.NAIOP.ORG



"NAIOP is the premier CRE organization and provides an incredible platform to engage with the top deal makers in our market. The Indiana chapter is especially strong and offers unparalleled networking and educational opportunities. Suffice to say, my NAIOP membership and experience have been instrumental in progressing my CRE career." Stephen Lindley, VP Development/Market Officer, Ambrose Property Group



"As a developing leader, NAIOP provided me a leg-up on my competition. Through NAIOP, I've developed important relationships not only in the Indianapolis market but nationwide." Abigail Sievers, Industrial Real Estate Broker, JLL



"NAIOP has been an invaluable tool in building relationships across the local real estate industry and has also allowed me to give back to the real estate industry in numerous ways. The experience has been very rewarding." Joshua Graham, Director, Cushman & Wakefield