

Meet the 2010 Designation Course Instructors

David C. Blanchard

NAI Global
Carlton, OR

*Topics: Advanced Sales Skills,
Consolidating a Business Strategy*

J. Michael Boyd, SIOR, CRE

Boyd Commercial
Houston, TX

*Topics: Understanding the
Lease Agreement*

William Burgess, SIOR, CCIM

The Burgess Company
Greenville, SC

*Topics: Ethics & Professional
Standards, Negotiation Skills*

James A. Hochman, Esq.

Coman & Anderson, P.C.
Lisle, IL

*Topics: Understanding the
Lease Agreement*

Paul B. Kluck, SIOR

CB Richard Ellis
Denver, CO

*Topics: Introduction to Real Estate
Investment & Finance*

Robert Nahigian, SIOR, CRE, FRICS

Auburndale Realty
Newton, MA

*Topics: Advanced Sales Skills, Build-to-
Suit Development, Negotiation Skills*

Donald M. Ossey, SIOR

Capacity Commercial Group
Portland, OR

Topics: Construction

C. Robert Percival, II, SIOR, CPM

Percival McGuire Commercial
Real Estate
Charlotte, NC

*Topics: Ethics & Professional
Standards, Tenant & Landlord
Representation*

Andrew Zezas, SIOR

Real Estate Strategies Corp.
Kenilworth, NJ

*Topics: Understanding the
Lease Agreement*

"I can say the experience of the course underscores the attributes of SIOR that first attracted me to the designation. The quality of the professionals who devoted their time and experience to the courses was outstanding. The material was on-point and applicable to everyday business, the camaraderie the group developed will certainly lead to some lasting relationships, and the management of the course was first-rate. Well done!"

Trevor W. Ragsdale, SIOR, The Staubach Company

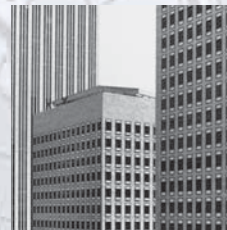
"My SIOR designation has allowed me to brand myself as a top professional in the commercial real estate industry. As an independent broker and now as part of a national company, SIOR is MY network that goes with me everywhere."

Allen Gump, SIOR, Colliers International

SOCIETY OF INDUSTRIAL AND OFFICE REALTORS CENTER FOR CAREER ADVANCEMENT

Lizzy Koenst, Director of Education
202.449.8222 • lkoenst@sior.com
<http://education.siorcca.com>

2010 Course Information



**SIOR Center for
Career Advancement**
Education for Your Competitive Edge





SIOR Center for Career Advancement

Education for Your Competitive Edge

Whether you're in your first year in the business or your fiftieth, the SIOR Center for Career Advancement can increase your knowledge and enhance your business practices. SIORs and non-SIORs alike can benefit from the exceptional courses offered throughout the year.

SIOR Instructors are SIOR designees or other highly successful commercial real estate professionals. They are the best in the business, and you'll gain a serious advantage by being taught by practitioners – this is real life, not theory.

SIOR Designation

SIOR is the leading professional commercial and industrial real estate association. SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists.

SIOR members work together. In 2008, SIOR member-to-member industrial and office cooperative transactions totaled \$1.6 billion! That number shows the power of SIOR and the power of networking with fellow SIORs.

Shouldn't YOU be an SIOR?

It's simple. Complete three mandatory courses, and three elective courses. The Center for Career Advancement provides all the education you'll need to advance your career and start you on the path toward earning the SIOR designation.

2010 Course Schedule

March 8-11	Las Vegas, NV
June 9-12	Philadelphia, PA
October 5-8	Dallas, TX

Pricing Information

All Topics (Early Bird)	\$1500
All Topics (Regular)	\$1600
Mandatory Only (Early Bird)	\$900
Mandatory Only (Regular)	\$1000
Elective Only (Early Bird)	\$900
Elective Only (Regular)	\$1000
Mandatory + 1 Elective (Early Bird)	\$1200
Mandatory + 1 Elective (Regular)	\$1300

*Early bird deadlines for each offering can be found on the SIOR website

**A la carte pricing of topics is also available. Please visit the SIOR website for a la carte pricing at each course offering.

Three Mandatory Courses:

- Ethics
- Construction
- Understanding the Lease Agreement

SIOR Elective Courses:

- Advanced Sales Skills
- Consolidating a Business Strategy
- Negotiation Skills
- Build-to-Suit Development
- Introduction to Real Estate Investment & Finance
- Tenant & Landlord Representation

Other ways of fulfilling the course requirements:

- CCIM Designation..... 3 elective courses; fulfills elective requirement
- CCIM 101 – 104..... 1 elective course each, for a maximum of 2 elective courses
- CPM Designation 2 elective courses
- RPA Designation 2 elective courses
- FRI Designation 2 elective courses
- Graduate Degree* 2 elective courses
- RICS Designation..... exempt from all education if designation held for 5 years

*In Business, Real Estate or Law

Already an SIOR Member?

Are you already an SIOR member? Do you need to earn CE credits or complete the NAR ethics requirement? The Center for Career Advancement now offers a la carte registration and pricing so you can easily pick and choose specific course topics that you would like to attend and further your professional development. SIOR members receive a 10% discount on registration fees!

2010 Courses At any of our 2010 course offerings, you can complete the three mandatory courses and the three elective courses required for the SIOR designation. Already completed some education? Take only those courses you need.

March 8-11

Planet Hollywood Hotel Las Vegas, NV

- Ethics
- Construction
- Understanding the Lease Agreement
- Negotiation Skills
- Consolidating a Business Strategy
- Real Estate Investment & Finance

June 9-12

Sheraton City Center Philadelphia, PA

- Ethics
- Construction
- Understanding the Lease Agreement
- Negotiation Skills
- Advanced Sales Skills
- Tenant & Landlord Representation

October 5-8

Westin City Center Dallas, TX

- Ethics
- Construction
- Understanding the Lease Agreement
- Advanced Sales Skills
- Consolidating a Business Strategy
- Real Estate Investment & Finance

Note: Course topics are subject to change.

See other educational offerings or products provided by the CCA at www.sior.com