

2007 SIOR SPRING CONVENTION 2007 SIOR FALL PROFESSIONAL CONFERENCE

EDUCATIONAL PROGRAM CALL FOR PRESENTATIONS (CFP)

May 3-6, 2007
Hyatt Regency Century Plaza
Los Angeles, California

November 9-11, 2007
Renaissance Grand
St. Louis, Missouri

The Education Committee of the Society of Industrial and Office Realtors is now accepting program proposals for the 2007 Spring Convention and Fall Professional Conference. In an effort to provide educational opportunities that specifically address the many talents and skill sets of our membership, we offer educational sessions using a topic track format. SIOR is seeking program proposals in the following topic areas:

- **Professional Growth** *Practical Applications—Business Solutions—Professional Development*
- **Leadership** *Effective Management—Innovation—Organizational Strategy*
- **Support Tools** *Technology—Marketing—Applications—Advancements*
- **Trends** *Special Topics—Industry Trends—What's on the Horizon*
- **Industry Specific** *Focus Training—Industrial—Office—Development—Retail*

To help you in the submission process we are requesting program proposals that address defined subjects under each topic track (see submission form for defined subjects). If you have a program idea that you feel provides benefit and value to the SIOR's membership and conforms to one of the subject needs referenced, we encourage you to submit your idea using the "Call for Presentations" format.

All proposals will be reviewed by a sub group of the SIOR Education Committee. The convention program selection process is chaired by member Jim Klein, SIOR and includes a group of 5-6 SIOR members. This group will schedule conference calls with each program submitter to give that person an opportunity to elaborate or discuss his/her program proposal. The Program Selection Group will meet via conference call to select education sessions for each meeting after all the speaker conference calls are made. It is the intention of the Program Selection Group to finalize all education sessions approximately four months prior to each convention.

For program proposals that are accepted, the session organizer/speaker will receive ONE complimentary registration for that convention or conference.

The deadline for submitting your program proposal for the 2007 Conference is December 18, for Spring 2007 or June 25 for Fall 2007. Please complete the CFP, in its entirety, and submit, along with support materials, to Pam Fitzgerald, Senior Director of Marketing and Programs at SIOR, at pfitzgerald@sior.com or fax to 202.318.9181. If you have questions regarding the CFP process, please call Pam Fitzgerald at 2024498220. Thank you in advance for submitting your program proposal.

SIOR CALL FOR PRESENTATIONS

Please complete and submit this program proposal via fax (202.318.9181) or email (pfitzgerald@sior.com). You will hear from a member of the SIOR staff or Education Committee to discuss your potential program. Contact Pam Fitzgerald with any questions at 202.449.8220.

A. SPEAKER INFORMATION:

I. Speaker's Name: _____

II. Company: _____

III. City/State: _____

IV. Phone: _____ Fax: _____ Email: _____

V. Have you presented an educational program before? Yes No

If Yes, please list the topics presented along with the hosting organizations:

_____	_____
_____	_____
_____	_____
_____	_____

VI. Please provide two references who can attest to your presentation and delivery skills:

1. Contact Name and Position: _____

Company: _____

Phone: _____ Email: _____

2. Contact Name and Position: _____

Company: _____

Phone: _____ Email: _____

VII. Preferred dates/venue:

2007 Spring Convention
May 3-6, Los Angeles, CA

2007 Fall Convention
Nov. 9-11, St. Louis, MO

Either

B. SESSION INFORMATION:

I. Topic Tracks:

➤ **Professional Growth**

Advanced Sales Skills—Creating a Business Plan—Effective Marketing Techniques—Framing Referral Business—Leave vs. Buy—Presentation Training—Teaming—Wealth Building

➤ **Leadership**

Coaching—Financing Techniques for the Broker/Owner—Motivating Your Brokerage Team—Opening Your Own Shop—Rain Making—Recruiting—Time Management—Taking Your Company to the Next Level

➤ **Support Tools**

Internet Deals—New Technologies—Efficient Use of Technology—Hi Tech Marketing—Wireless Offices—Web-Based Business Solutions—Advanced Database Management Best Practices—Other

➤ **Trends**

Adaptive Reuse/Inner-City Redevelopment—Off-Shore Trends—Trends in Building Design—Tenants in Common (TICS)—Us Asian Business Development—Changing Tax Laws and Impact on Real Estate

➤ **Industry Specific**

Biotech—Office Trends—Industrial Trends—Creative Sales with REITs—Redevelopment of Infill Industrial Buildings—REIT Performance—Doing Business with GSA/State/Local

II. Program Title: _____

Professional Growth Leadership Support Tools Trends Industry Specific

III. Please attach a brief outline of your topic to the CFP.

IV. Attach a Brief Program/Session Abstract (please limit to 150 words).

V. Describe the Program Format:

Case Study Panel Presentation Lecture Panel Discussion Other

If Other, please briefly describe: _____

VII. What will the attendee learn upon completion of this training? (Please attach a summary - limit to 150 words).

VII. Additional notes/comments: _____
