



**Laurence J. Taylor, Jr., SIOR
2010 SIOR Foundation President
SVP, Lee & Associates
Riverside, CA**

Dear fellow SIORs,

I am honored to serve as the 2010 President of the SIOR Foundation, working closely with 39 Trustees and 13 Past Foundation Presidents. We are fully committed this year and in the future to SIORF's successful campaign to provide student scholarships, SIOR education, and program grants to our SIOR chapters and members.

We're all in this together.

We all joined SIOR for the same reason: because the designation offers a unique opportunity to network regionally, nationally and internationally with an elite group of similarly dedicated professionals--those whom we can trust to serve our clients' needs, because of the SIOR designation. Giving back to the SIOR Foundation says thank you to SIOR for providing us with the platform to over-achieve. As over-achievers, we have big dreams for the Foundation, many of which have begun to come true because of your financial support.

So what exactly does the SIOR Foundation provide?

1. *A vision of SIOR's enriched future, brought to life through financial support.*

Over the past 10 years the SIOR Foundation has provided over \$1,000,000 in scholarships and grants:

- Grants for educational articles in the SIOR *Professional Report*.
- Matching funds for speakers/events for SIOR Chapters.
- Matching funds for SIOR Chapter education/research programs.
- Matching funds to SIOR Chapters for Municipal Report Card programs.
- Matching funds for SIOR Chapter scholarships.
- Matching funds to SIOR members for interns.
- Grant funding to the SIOR Center for Career Advancement.
- Grant funding to and partnerships with Universities, corporate and private programs centered on commercial real estate curriculum, education and diversity.

I've always been impressed with the level of commitment and hard work the Foundation does for SIOR members and for SIOR Education. I've taken a fair share of SIOR courses over my career, and can state unequivocally, that the SIOR instructors, topics and course materials, which are supported by the Foundation, are the absolute best in the industry. Plus, the Foundation is loaded with SIOR "movers and shakers" who work hard and get things accomplished for the benefit and betterment of our organization.

Bobby Fena, SIOR – 2010 SIORF Trustee

2. ***An opportunity for SIORs to share our success and our passion.***

SIORF affords you a truly unique opportunity to give back to the commercial real estate industry. Not in a way that an individual SIOR alone could accomplish, but through the collective structure, energy, knowledge, funds and resources of the SIORF Trustees and donors. Together, we have the ability to provide services and support on a significantly higher level.

But what have you done for me lately?

We've all heard this question/statement in business, usually as a light-hearted comment. This year, part of the Foundation's mission statement is to answer that question loudly and clearly! We want to make sure that you--our SIOR membership and business associates--know and understand what the Foundation does, the services we provide and what we accomplish that benefits the individual SIOR and the SIOR organization.

The best is yet to come.

SIORF is offering \$173,400 to be awarded in FY 2009-10 for all the programs I've already outlined in this message. Of this, \$136,000 is for you and/or your Chapter in matching funds, so be sure your chapter officers take advantage of these funds before August 31, 2010, the end of the Foundation's fiscal year. The Foundation can grow this fund, only if our donations grow.

I serve on the Foundation Board for a couple of reasons: The Foundation is committed to furthering the influence of SIOR through educational avenues, and I'm committed to SIOR and to enhancing our industry and the influence SIOR holds within our industry. The SIOR Foundation is worthy of the investment of my time and money.

**Bill Burgess, SIOR – 2010
SIORF Trustee**

Help yourself and the Foundation with “The 1% Solution.”

Your financial support of SIORF comes back to you, as an SIOR. Last year the Foundation created “The 1% Solution” as a means to continue its support of SIOR and you. When fully implemented, this program will:

1. Provide sufficient funds to cover SIORF operating funds as well as grow the corpus.
2. Provide support to consistently fund your Chapter's annual requests for scholarships and programs.
3. Promote the SIOR designation in local communities through publicity of not only the transaction, but of the involvement of the SIOR chapters and members in 'giving-back'.

We already have a growing number of companies and individual SIOR members committed to participating in this program. By donating 1% of the total fee generated in transactions between you and other SIORs, you help yourself and the Foundation. 1% is not a significant amount to your or your firm but it means a lot to the Foundation. We hope you'll get on board with us!

For more information, email lwilson@sior.com or call 202.449.8238.

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