



Developing Leaders

The premier resource to connect, network and educate yourself (and have a little fun, too!) as a **Developing Leader** in the commercial real estate industry.



»» Joining Developing Leaders is Simple

Begin with a visit to NAIOP's dedicated **Developing Leaders (DL)** website at naiop.org/dl. It has everything you've ever wanted to know about the DL program, along with the latest industry news, DL membership directory, featured tips, member profiles, LinkedIn group and much more — all just a click away.

To become a DL member, you will need to complete the online membership application and provide NAIOP with proof of your birth date (we aren't messing around, DL membership is a 35 and under perk!).

NAIOP's dues calculator automatically determines the best rates for you and ensures you are joining in the appropriate and most cost-beneficial category. All NAIOP members age 35 or under qualify to participate in the DL program.

Of course, you can always contact a NAIOP Membership Services Specialist with questions. Want a live person? Call 800-456-4144. Email works too: membership@naiop.org. We are happy to give you the full scoop!



» DL Membership Saves You Money

Everyone likes to save money, right?! NAIOP keeps this concept (and you) in mind, especially when it comes to DL members. That's why as a DL you will receive special discounts on corporate membership rates, registration fees for select conferences — including NAIOP's annual CRE.Converge conference — and additional events, as determined by the local chapters.

» DL Membership Creates New Paths

Networking with industry key players, connections to leading CEOs, joining the DL Group in LinkedIn, brainstorming with colleagues, an abundance of materials housed on a dedicated website — these are all distinct advantages that you have access to in your career as a NAIOP DL member. Are you just starting out in the commercial real estate industry and searching for the tools you need to jumpstart your career? Or have you established yourself professionally but want to keep the edge that will allow you to advance to the next level? DL membership is a platform for all your needs and is the paramount resource to advance your career.



de·vel·op·ing lead·er·s (n.) —

1. NAIOP's commitment to commercial real estate industry professionals age 35 and under.
2. Membership entitles you to access of NAIOP's extensive network, updates on the latest industry news, targeted programs and unparalleled networking opportunities.
3. Relevant tools and resources that will boost your career to the next level.



» DL Membership Connects You with Peers

Online resources are fantastic, but better yet is face-to-face interaction with fellow DL members. NAIOP offers National Forums that are specifically designed for DLs and participation in a Forum is the perfect opportunity for professional and industry development and you'll gain from the open communication of a close network of peers. These exclusive forums meet twice a year: in the spring at the National Forums Symposium, and in the fall at NAIOP's annual conference.

To participate in a National Forums for DLs, you must be a member in good standing and meet the requirements of DL membership. Typically, Forum participation requires a minimum of 10 years experience; however, that requirement is waived for DL members with significant experience in the commercial real estate industry. To learn more, visit naiop.org/forums.

» Wanna Socialize?

You've come to the right place because NAIOP is on Facebook, Twitter and LinkedIn sharing the latest news that's tailored specifically towards YOU! Take advantage of these *free* mega connections to network and stay in touch with your fellow NAIOP DL members while keeping a pulse on the important trends and issues in commercial real estate. Follow NAIOP on X **@naiopcorporate**, "like" NAIOP on Facebook and request to join the NAIOP DL Group on LinkedIn. These three virtual networks are easy methods to align yourself with people who share your professional interests.





NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

DL»DEVELOPING LEADERS

» Leading Education and Resources

Industry education is the foundation of a successful career in commercial real estate. **Look no further than NAIOP for knowledge on the hottest industry topics!** NAIOP's Center for Education presents online course and webinar offerings — cost-effective education available at your fingertips — as well as an optional Certificate of Advanced Study in Real Estate Development or Certificate of Advanced Study in Real Estate Finance.

Outside of the Center, NAIOP's comprehensive calendar of conferences will help inspire new ideas and keep you ahead of the curve. Need resources? You won't find any better than the award-winning Development magazine (members receive a complimentary subscription!) or Market Share blog, updates through an online newsletter and plentiful resources available at naiop.org.

» NAIOP Mission Statement

NAIOP, the Commercial Real Estate Development Association, is the leading organization for developers, owners and related professionals in office, industrial, retail and mixed-use real estate. NAIOP provides unparalleled industry networking and education, and advocates for effective legislation on behalf of our members. NAIOP advances responsible, sustainable development that creates jobs and benefits the communities in which our members work and live.

Join today!



2355 Dulles Corner Boulevard
Suite 750
Herndon, VA 20171

800-456-4144

naiop.org/dl