



DL»DEVELOPING LEADERS

APPLICATION 2018-2019
NAIOP AZ DEVELOPING LEADERS YOUNG PROFESSIONALS GROUP
MENTORSHIP PROGRAM

Deadline for Application: Friday, December 14, 2018

NAME:
COMPANY NAME:
JOB TITLE:
NAIOP AZ MEMBER #:
DATE OF BIRTH:

*Participants must be a NAIOP Arizona Member and 35 years of age or younger to qualify for the program.

*A maximum of 16 protégés will be accepted into the program.

*MBA Degree counts towards years of experience.

Please select the ONE category that best describes your specific role within the company:

- Architecture & Design Firm
CRE Brokerage – Leasing and/or Sales
CRE Contracting (General, Specialty Sub, Builder, Other)
CRE Development Co. (And Management) (Public or Private)
CRE Investment Co. (And Management) (Public or Private)
Finance (Bank, Insurance Co., Conduit, Agency, Debt and/or Equity Capital Brokerage/ Intermediary/Other)
Law Firm
Property & Asset Management Company
Property Services (Insurance, Tax: Brokerage or Advisory)
Public Sector
Other:

BUSINESS ADDRESS:

PHONE NUMBER: WORK: CELL:

E-MAIL:

YEARS IN REAL ESTATE INDUSTRY:

RESUME: Please attach a current resume which includes a description of your current job function, all previous places of employment including internships, and your educational background. Resume must be limited to 1 page.



QUESTIONS:

Please help the Mentor Program advisors and selection committee get to know you by providing brief answers to the following. (Please type)

1. Based on your understanding of the Young Professionals Group and activities, how do you think you will be able to contribute to the program in support of your fellow protégés, and why should we select you to be in the program? (Check here if you have applied before.)

2. Why did you choose the commercial real estate industry?

3. Please briefly describe your short-term and long-term career goals or objectives.

APPLICANT'S AGREEMENT & COMMITMENT YOUNG PROFESSIONALS GROUP (YPG) PROGRAM

The NAIOP YPG Program is a six-month program designed to provide individuals in the commercial real estate industry with educational opportunities, networking opportunities and mentoring from key decision makers in Arizona. This program provides a well-rounded exposure to all aspects of Commercial Real Estate and allows the protégé to foster a relationship with an industry expert. The program will include the following elements:

- **Kick-Off Event:** The first group event where mentor and protégé pairings will be announced. Meet your mentor and fellow protégés. At this event you will receive a program outline and instructions for the case study. Protégés will be assigned a “small group” to complete the case study.
- **YPG Class Event #1:** Industry experts in site selection/ due diligence and market analysis will join us for an educational event.
- **YPG Class Event #2:** Industry experts in obtaining capital for a new development will join us for an educational event.
- **YPG Class Event #3:** Industry experts in permitting, architecture/design and construction will join us for an educational event.
- **YPG Class Event #4:** Industry experts in marketing, brokerage, investment sales/ capital markets will join us for an educational event.
- **Finance Course:** Financial analysis, means, and measures
- **Graduation:** The last group event where each “small group” of protégés will pitch their case study to a panel. Networking and dinner to follow.
- **Monthly Meetings with your Mentor:** make at least one (1) monthly contact with your mentor (via email, phone call, face to face meeting, etc.) outside the YPG Program Group Events.

REQUIREMENTS and ATTENDANCE

Attendance at all events is considered mandatory. If a NAIOP YPG Program participant misses any scheduled meeting, they will be required to complete all make-up work required with their “small group”. Two missed meetings will subject the participant to expulsion from the program.

FINANCIAL RESPONSIBILITY

The total fee for the NAIOP Mentor Program is \$300 and must be paid at time of application (form attached). Please note the application fee is non-refundable to all **accepted** applicants. Please complete the following form for payment and submit to NAIOP Arizona Office **no later than Friday, December 14, 2018.**

AGREEMENT

I have read and understand the requirements and objectives of the NAIOP Mentor Program and agree to meet my obligations, if admitted.

Applicant Name

Signature of Applicant

Date



**EMPLOYER ENDORSEMENT FORM
YOUNG PROFESSIONALS GROUP (YPG) PROGRAM**

Your employee, _____, is applying for admission to the 2019 class of the NAIOP AZ Young Professionals Group (YPG) Program. The YPG Program is a 6-month, program designed to provide individuals in the commercial real estate industry with educational opportunities, networking opportunities and mentoring from key decision makers in Arizona.

The program is designed to provide:

- A well-rounded exposure to all aspects of Commercial Real Estate and allows the protégé to foster a relationship with an industry expert. Each event is designed to educate individuals in critical aspects of the business that will serve as essential background to whatever their core real estate career objectives may be (e.g. land planning, development, construction, capital markets, architecture/ design, asset management, etc.)
- Networking sessions that provide an opportunity for the development of a peer group that will “grow up” in the business together in the ensuing years, providing access to critical resources in a range of disciplines that will serve them in their career growth.
- Access to and advice from key decision makers in the Commercial Real Estate Industry. These industry experts will serve as role models and mentors for the next generation of real estate business leaders.

In addition to the nine group events, protégé’s will be expected to devote a couple hours each month toward the preparation of case studies and meeting with their mentor.

Please indicate your support of _____’s participation in this program by signing below. (Applicant’s Name)

(Print or Type Employer Name) (Signature) (Date)

(Print or Type Candidate Name) (Signature) (Date)

PAYMENT FORM



YOUNG PROFESSIONALS GROUP (YPG) PROGRAM

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NAME: _____

COMPANY NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE : _____

EMAIL: _____

CARD TYPE: _____

(We accept Visa, AMEX, MasterCard, Discover)

CARD #: _____

EXPIRATION: MONTH: _____ YEAR: _____

CARDHOLDER NAME: _____

CARDHOLDER
SIGNATURE: _____