

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
INLAND EMPIRE CHAPTER

July 20, 2010

Dear Prospective Associate,

The NAIOP Inland Empire Membership Committee invites you to participate in a new rewarding program that matches Associates with experienced executives active in the Inland Empire. The **NAIOP Inland Empire Mentoring Program** is a way for young professionals 35 years old and under to foster an exchange of professional ideas and expertise and develop business relationships with industry veterans in the commercial real estate industry.

The ultimate goal of the program is to allow participants to gain industry knowledge through interaction with individuals outside of his/her current specific employment focus and develop lasting relationships with senior industry professionals and colleagues.

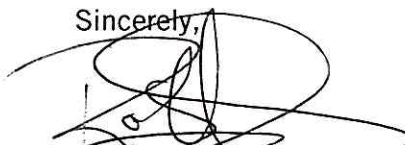
Through this program, Associates not only gain a rewarding experience, but also have the opportunity to network and develop bonds with young future leaders of the Inland Empire commercial real estate community and NAIOP Inland Empire.

A PDF document is attached with a program overview and a Mentoring application. I hope that you will take a moment to look over the guidelines and consider participating. Please return your application to the NAIOP Inland Empire office by email to: rob@naiopie.org or fax it to (951) 324-0348 by August 17, 2010.

Michael Morris, a current NAIOP Inland Empire Board member and Past President, is coordinating the Mentoring Program with me. We will follow-up with you about future plans and projects upon receiving your application.

Thank you for your support and participation.

Sincerely,



Robert Evans, Executive Director
NAIOP Inland Empire

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COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

INLAND EMPIRE CHAPTER

MENTORING PROGRAM 2010

NAIOP Inland Empire Special Projects/Programs Committee Program Overview & Associate Application

Make a difference by sharing your knowledge and experience.

Program Overview

The mission of the NAIOP-IE Mentoring Program is to foster an exchange of professional ideas, friendship, and expertise among young real estate professionals and industry veterans that are members of the NAIOP-IE. This program matches young professionals ("Associates") from NAIOP-IE with experienced professionals ("Mentors") for guidance and support, while offering Mentors an opportunity to develop ties with future commercial real estate leaders.

The Mentoring Relationship

The Mentoring Program affords both young and experienced professionals the opportunity to develop a dynamic relationship from which both Mentors and Associates benefit in a small group setting. The ideal Mentoring relationship is one that exceeds fact-finding and delves into personal knowledge and experience. In many cases, young professionals have certain career goals, but do not have the firsthand experience or insight on what to expect or how to achieve their goals. Mentors are invaluable resources in helping guide and advise the Associates to realize their career goals based on the experiences and lessons learned of the Mentors.

Building professional and social relationships with each other is accomplished through participating in bi-monthly scheduled group sessions with four (4) or five (5) qualified and diverse Associates and two (2) seasoned Mentors. The structure of each meeting will be designed with input from the group members to ensure that key concerns and objectives of each group are addressed. A specific re-development type project may be addressed by the group.

Mentor

As a Mentor, you will serve as the link between career goals and the realities of the business world for four (4) young professionals (Associates). As a Mentor, you will discover the personal benefits of making a difference in young professionals' career development.

Rewards of being a Mentor

- Make a difference in the lives of young professionals interested in your area of expertise.
- Create valuable networking and recruiting opportunities.
- Strengthen your ties with NAIOP-IE.
- Gain a fresh perspective and additional experience as an advisor, supporter, tutor and coach.
- Receive personal and professional satisfaction by contributing to the success and growth of your Associates.
- Increase the value of the Inland Empire commercial real estate community by personally investing in future young professionals.

Associates

As an Associate, you will benefit from personal interaction with an experienced real estate professional as well as a small group of your colleagues. You will be given an opportunity to create and foster relationships that will broaden your industry knowledge and help you to understand the variety of fields within the real estate industry. Please review this list to assess whether you are prepared to be an Associate:

- I know the kind of Mentoring I want.
- I can be counted on to carry out commitments to follow up with my Mentor.
- I appreciate the Mentor's willingness to participate.
- I believe I can offer my Associate Group and Mentor something valuable. The relationship should be mutually beneficial.
- I am not using my Mentor to find employment and I am committed to fostering a long-term relationship with my Mentor and Associate Group.
- I understand the concept of confidentiality and am prepared to abide by the standards of this program.



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MENTORING PROGRAM 2010

Associate Application

Key Dates: Kickoff Reception/Meeting (September 2010)– Date, Time & Location TBD
Application Deadline August 17, 2010

Commitment (Associate): Bi-monthly group meetings to be scheduled during the balance of 2010 (Following the kick-off reception/meeting). Discussion and forum topics will be selected as a group and you may be asked to make a short presentation on a topic of professional interest at one of the meetings. Each meeting will last approximately 1 ½ to 2 hours. Enrollment is limited to the first 10 applicants accepted. A \$25 enrollment fee will be assessed to you if you are placed in the Mentoring Program (fee may be waived or reduced for full-time students or special cases).

Name: _____

Company: _____

Position/Title: _____

Address (work): _____

City: _____ **State:** _____ **Zip:** _____

Phone (work): _____ **Are you an NAIOP-IE member?** _____

Email Address (work): _____

City of Residence and Zip Code: _____

Please tell us a little about yourself, so that we may do our best in matching you with a Mentor.

What area of Commercial Real Estate would you like your Mentor to come from: _____

Asset Type/Functional Real Estate Work Area(s) – Past and Present – Please indicate Years of Experience:

- | | | |
|---|---|--|
| <input type="checkbox"/> Appraisal | <input type="checkbox"/> Development (Hotel) | <input type="checkbox"/> Legal Services |
| <input type="checkbox"/> Architecture | <input type="checkbox"/> Development (Multi-Family) | <input type="checkbox"/> Municipal/Public Sector |
| <input type="checkbox"/> Asset Management | <input type="checkbox"/> Development (Mixed- Use) | <input type="checkbox"/> Property Management |
| <input type="checkbox"/> Brokerage | <input type="checkbox"/> Development (Residential) | <input type="checkbox"/> Redevelopment |
| <input type="checkbox"/> Construction | <input type="checkbox"/> Development (Land) | <input type="checkbox"/> Service Provider |
| <input type="checkbox"/> Consulting | <input type="checkbox"/> Economic Development | <input type="checkbox"/> Title/Escrow |
| <input type="checkbox"/> Development (Industrial) | <input type="checkbox"/> Engineering | <input type="checkbox"/> Other |
| <input type="checkbox"/> Development (Office) | <input type="checkbox"/> Financing | _____ |
| <input type="checkbox"/> Development (Retail) | <input type="checkbox"/> Land Use/Planning | |

Industries other than Real Estate in which you work or have worked – Please list: _____

Hobbies/Interests: _____

School(s) Attended, and Degree(s): _____

Three adjectives that describe you well: _____

If we are not able to match with your desired categories, do you still want to be matched: Yes No

Are you a student? Yes No Full or Part-time

If Yes, are you involved in a Mentoring Program at your school? Yes No

How many years of full-time work experience do you have? _____

(PLEASE ATTACH RESUME)

(Email Application to Robert Evans at rob@naiopie.com or fax to (951) 324-0348 by August 17th