



INSTITUTE OF REAL ESTATE MANAGEMENT

Central Florida Chapter

Industry Partner Application



IREM[®] Central Florida Chapter

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www.IREM60.org

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The Institute of Real Estate Management (IREM®) was founded in 1933 in order to establish a reliable, objective system of identifying quality property managers. Today IREM® is the nation's source of education and professional recognition for managers of all types of income-producing properties. IREM® is the only professional association comprised strictly of property management professionals.

Certified Property Manager (CPM®) members manage over \$2 trillion worth of the nation's real estate assets. They manage approximately 9.6 million residential units and 10.4 billion net square feet of commercial space. Most members manage mixed portfolios. They manage various types of properties, including apartments, condominiums, office buildings, shopping centers, mobile home parts, federally assisted housing and industrial parks.

The Industry Partners program is designed to foster professional relationships between our Real Estate members and a mix of locally reputable service vendors. With the INDUSTRY PARTNERS program, our chapter can provide you with a multitude of benefits and opportunities, as listed on the following pages.

ABOUT OUR INDUSTRY PARTNERS

Central Florida Chapter implemented the Industry Partners Program in an effort to foster new relationships that are mutually beneficial for certain qualified vendors and our members.

Recognizing that the Industry Partners Program has its greatest value if an IREM® member can rely on other members who have approved an INDUSTRY PARTNER as a reputable vendor and certain guidelines have been established.



BENEFITS

Numerous opportunities exist for our INDUSTRY PARTNERS. The following are some benefits offered:

Membership Meeting

- Open invitation to each membership meeting for our INDUSTRY PARTNERS.
- Opportunity to do a 5 minute company presentation upon acceptance and distribute company brochure/material at a Membership Meeting.
- Opportunity to promote company through material leave-behinds at each meeting.
- Opportunity to participate in other IREM[®] social events such as Wine Tastings.

Newsletter & Website

- Industry Partners logos displayed on IREM60.org home page with a rotating logo advertisement feature.
- Listing in the Industry Partners directory, which has its own home page link.
- Links to Industry Partners web page in the directory

Exclusive Membership

- Only two vendors from the same field.
- All Industry Partners must be approved by the Executive Council.
- Opportunity to join the Executive Council and work directly with IREM[®] Members.
- Unlimited sponsorship opportunities offered exclusively to our Industry Partners.

These benefits apply to Central Florida Chapter 60 communications and programs only.

WHY INDUSTRY PARTNERS ARE SPECIAL

1. There will never be more than two vendors in a vendors' main field of expertise with a maximum total number of TWENTY-TWO (22) INDUSTRY PARTNERS.
2. For a vendor to be admitted as an Industry Partner, they must be approved by our IREM[®] Members. Thus, IREM[®] Members can trust the list of Industry Partners vendors as having been approved by other Members.

HOW TO BE AN INDUSTRY PARTNER

- A vendor expresses interest in becoming an Industry Partner or a member recommends a vendor. They must have the recommendation of an IREM member who is doing business with your company currently or has previously.
- The vendor completes and submits an application to become an Industry Partner.
- The Industry Partner committee assigns a committee member as that vendor's liaison. That member then contacts the vendor and conducts a telephone interview or schedules an in-person meeting.
- A notice is made to the membership that the vendor is considering becoming an Industry Partner and any comments regarding this vendor should be directed to the "liaison" within twenty days.
- The Executive Council will discuss the acceptance of the vendor. Invitation to become an Industry Partner is solely at the discretion of the Executive Council.
- If no negative information is received, the Council shall extend an invitation for the vendor to become an Industry Partner.
- Payment of annual dues of \$650 is due upon approval of application.



Once your company becomes an Industry Partner, all of your company employees will be included in the membership.

Contact Name (main contact only please): _____

Contact's Email: _____

Company Name: _____

Address: _____

City/State/Zip: _____

Telephone: _____ Fax: _____

Email: _____ Website: _____

Type of business: _____

Professional affiliations: _____

IREM member you were recruited by: _____

Member's phone: _____ Email: _____

Circle up to TWO (2) categories your company should be listed under in the Directory:

- | | | |
|---------------------------------------|------------------------------------|----------------------------------|
| Accessibility Specialists/ADA upgrade | Exterior Remodeling | Parking Lot Maintenance & Valet |
| Accounting Advertising | Exterminator-Pest Control | Plantscaper |
| Appliances Sales & Service | Fire & Security Systems/Sprinklers | Plumbing Contractors |
| Architecture | General Contractor | Publishing |
| Art Consulting | Glass Service | Refuse Removal-Recycling |
| Attorneys | Holiday Decorations & Banners | Rental Publication |
| Banking | Indoor Air Quality HVAC | Rental Referral Services |
| Building & Maintenance | Insurance | Roofing Contractors-Consultants |
| Carpet Cleaning | Interior Design | Sealcoating/Paving |
| Carpets & Floor Covering | Internet Access (high speed) | Security |
| Collection Service | Janitorial Supplies-Equipment | Signs |
| Construction-Renovation-Consulting | Landscape Design & Services | Sitework Construction |
| Cost Segregation & 1031 Exchange | Leak Detection | Space Planning |
| Credit Reporting | Lighting | Specialty Cleaning & Restoration |
| Electrical | Maintenance Supplies-Wholesale | Striping-Sweeping Services |
| Infrared Imaging | Media | Telecommunications |
| Elevator Maintenance | Mortgage Finance | Tree Removal Services |
| Engineering | Moving-Storage | Window Tinting & Treatments |
| Environmental | Painting-Decorating | Windows-Cabinets & Doors |

Applicant Signature: _____

Date: _____ **Print Name:** _____

Revised: May 2024