



## Tap into the collective knowledge of Corporate Real Estate Peers from around the globe.

The leading professional association for corporate real estate executives focused on the needs of an industrial portfolio, IAMC is a relationship builder and resource for professional development, industry strategies and best practices. In short, IAMC provides its members with year-round opportunities and offerings to help impact the bottom line.

Your interest in joining IAMC demonstrates your commitment to your career, your profession, your company and your industry. The **IAMC – In Support of Membership Letter** – found on page 2 – can help you have this conversation with your leadership.

### Tools & Resources:

In addition to the included In Support of Membership Letter available to be customized and used as you see fit, the following links and pages may help inform your request and your team:

1. The [Why Join IAMC](#) page – Makes the case for IAMC membership -
2. The [Member Benefits](#) page – gives the details on the benefits members enjoy immediately upon joining
3. The [IAMC Infographic \(PDF\)](#) – giving the highlights of IAMC, its members and their reach
4. The **In Support of Membership Letter** – on page 2 of this document – provides a template for you to customize highlighting how IAMC membership will benefit you and your company

### Contacts:

**Michele Miller**

Director of Membership Development  
michele.miller@iamc.org  
1.770.325.3420

**Mark Nortman**

Director of Member Engagement  
mark.nortman@iamc.org  
1.770.325.3430

Please let us know how we can be of assistance. We look forward to welcoming you to IAMC!



Dear [Insert Name],

I am requesting a membership in the Industrial Asset Management Council (IAMC), the leading professional association for corporate real estate executives focused on the needs of an industrial manufacturing portfolio. This membership will provide me with great resources for industry strategies and best practices, professional development and relationship building.

IAMC is devoted to providing the platform for industrial real estate professionals to grow, offering resources that focus on core corporate real estate practice areas including: Technology Applications; C-Suite Issues; Construction Management; Facilities Management; Global Operations; Lease Administration; Outsourcing Models and Strategies; Site Selection; Surplus Property Disposition; and Transactions Management. These resources would include:

- Access to **IAMC Cornerstone** featuring member-only discussion boards and IAMC's Knowledge Center.
- Access to the **IAMC Solutions Center**, a customized issue resolution and advisory service built around the expertise of its membership.
- Ability to participate in **IAMC's Leadership Development program**, which aims to provide high-quality training that enhances the skills of IAMC members to the benefit of both the member and the companies they represent.
- Access to **Research Reports** and **White Papers** developed and curated by IAMC to provide industry insights on current and future trends.
- Participation in **IAMC's Interest Groups** including Distribution, Business Impacts, Portfolio Management, and Manufacturing.
- Participation in IAMC's **Research Roundtable**, a special program put on twice a year exclusively for corporate members to discuss, evaluate and explore important corporate real estate issues. Knowledge sharing at its finest!
- Access to and inclusion in **IAMC's Membership Directory** to connect with other members and build relationships.
- Access to **IAMC's Events** including twice-annual conferences and year-round Local Events and webinars focused on core corporate real estate practice areas.

An IAMC membership will both equip and empower me to be a stronger corporate real estate executive and also create valuable opportunities for [Insert Company Name]. With the resources included in this membership, I will be able to further develop myself as a professional, which in turn will help me bring more to the table for our company. As a representative of [Insert Company Name], I will hope to generate more [insert important initiatives to your organization].

I believe that an IAMC membership will be an incredible asset to my development as a corporate real estate professional, as well as our company as a whole.

Thank you for your consideration.

[Your Signature]