



# AN INTRODUCTION TO IREM

Institute of Real Estate Management  
Southern California Inland Empire Chapter 106

The Institute of Real Estate Management (IREM) has been the source for education, resources, information, and membership for real estate management professionals for more than 75 years. An affiliate of the NATIONAL ASSOCIATION OF REALTORS<sup>®</sup>, IREM is the only professional real estate management association serving both the multi-family and commercial real estate sectors. With 80 U.S. chapters, 12 international chapters and several other partnerships around the globe, IREM is an international organization that also serves as an advocate on issues affecting the real estate management industry.

Membership includes more than 18,000 individual members and 515 corporate members. IREM promotes ethical real estate management practices through its credentialed membership programs, including the CERTIFIED PROPERTY MANAGER (CPM) designation, the ACCREDITED RESIDENTIAL MANAGER (ARM) certification, the ACCREDITED COMMERCIAL MANAGER (ACM) certification and the ACCREDITED MANAGEMENT ORGANIZATION (AMO) accreditation. These esteemed credentials certify competence and professionalism for those engaged in real estate management. In addition, IREM offers Associate, Student and Academic memberships.

Collectively, IREM CPM Members in the United States manage over \$1.5 trillion in real estate assets, including 8.4 million residential units and 8.4 billion net square feet of commercial space. An additional 977,400 residential units are managed by IREM ARM Members. IREM Members are employed by some of the most prestigious real estate firms in the world and nearly 70% hold upper-level management positions. Due to their professionalism and vast experience, property owners and investors worldwide continually seek out the management services of IREM members.



# ABOUT IREM CHAPTER 106

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In early 1993, a small group of CPM Members, CPM Candidates, ARM Participants, and others began meeting for breakfast at the San Bernardino Hilton Hotel. These people, all in the real estate business, were interested in networking together and discussing issues unique to the Inland Empire region of Southern California. Soon, the group was adopted as a formal "Alpha Committee" of the IREM Orange County Chapter No. 91.

As the meetings became more routine and attendance grew, discussions were held concerning the possibility of actually becoming an IREM Chapter. After initial exploration of the subject with the Orange County IREM chapter and with the IREM Regional Vice President, it was decided in early 1996 that the group could perform all mandatory functions of an IREM chapter. Application materials were hastily collected by Peter Densmore, CPM and presented to the region 11 Regional Vice-President, Terry Tom, CPM, who submitted the application to the national IREM Regional Vice-President at the June 1996 Mid-Year Business meeting in Chicago. The Regional Vice-Presidents agreed that the group should be an IREM Chapter and the formal charter was approved by the IREM Governing Council on June 8, 1996 as Chapter Number 106 with responsibility for San Bernardino and Riverside Counties of Southern California.



# 2010 Officers and Executive Council

Institute of Real Estate Management  
Southern California Inland Empire Chapter 106

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# FRIENDS OF IREM

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The *Friends of IREM* (friends) program was designed by the Orange County Chapter No 91 of IREM to provide a valuable exchange between an elite group of contract service providers and the members and affiliates of the local IREM Chapter. Only the finest and most reputable local vendors are invited to participate in the program.

The *Friends* program provides participating vendor's quality leads and exposure to local CPM®, ARM®, Associate and candidate members throughout the Inland Empire. A variety of educational programs and social events throughout the year provide *Friends* with the change to interface with busy property management professionals. In addition, *Friends* are provided the valuable opportunity to purchase print advertising in IREM publications, thereby keeping their name in front of potential clients on an ongoing basis.

The mission of the Friends program is to offer a professional environment where Friends and IREM members can share information, network, and build lasting and valuable business relationships.

The Friends of IREM program enables its participants to expand their business opportunities by providing IREM members with a valuable resource of Licensed, insured, and reputable vendors whose credentials have been reviewed by the local Chapter.



# PARTICIPATION REQUIREMENTS

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Only the finest and most reputable local vendors are invited to participate in the *Friends of IREM* program each year. To be considered, prospective applicants must provide proof of requisite business and industry licenses, evidence of general liability and workman's compensation insurance, as well as a recommendation from at least one CPM® or ARM® member of the local Chapter. Renewal is not automatic and each prospective and returning applicant's credentials are reviewed annually.

Unlike other industry programs, participation in the *Friends* program is limited. Only five *Friends* per Business Industry Category are permitted in the program. By limiting participation to five *Friends* per category, each *Friend* realizes the benefit of an intimate networking program.

*Prospective Friends of IREM firms (in business categories having less than five firms) may attend one Chapter Luncheon for evaluation of the program.*

The purpose of the *Friends* program is to provide a professional vehicle for the *Friends* and IREM members to exchange information, network, and build lasting and valuable relationships.



# PROGRAM OPTIONS

Institute of Real Estate Management  
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## PRINT ADVERTISING

### *Friends of IREM Directory:*

IREM I E *Friends of IREM* directories are distributed to Inland Empire property management professionals including CERTIFIED PROPERTY MANAGERS® members, candidates, ACCREDITED RESIDENTIAL MANAGERS® members and Associate members. *Friends of IREM IE* automatically receives two listing in the Directory: one by company, one by industry.

Increase your exposure with the following advertising opportunities:

Full Page Directory Ad	\$250.00
Half Page Directory Ad	\$150.00
Inside Cover Directory Ad	\$300.00

(Please note that advertising space is offered on a first-come, first-served basis. Premium location within the directory is based on purchase)

### Quarterly IREM IE Newsletters:

Property Managers look to the Newsletter for educational course offering detail, industry trends, chapter information and important deadlines.

*Friends of IREM IE* automatically receives a listing by product/service category within the *Friends of IREM* Service Provider Directory contained in each newsletter.

Increase your exposure with the following yearly advertising opportunities:

One Third Page Ad	\$150.00 EACH
Full Page Ad	\$400.00 EACH
Half Page Ad	\$250.00 EACH

### Web Site Advertising (First come - First served basis)

Post your LOGO on IREM IE homepage on an annual basis. Gain immediate exposure to property managers as they log into our chapter website. Limited number available.

Yearly Cost	\$200.00 EACH
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# IREM EVENTS

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## 2010 CALENDAR OF EVENTS - PROGRAM YEAR

January 7 <sup>th</sup>	<i>Friends of IREM</i> (FOI) Program Orientation
February 4 <sup>th</sup>	FOI Ski Day "Snow Summit" - All Day Event
March 10 <sup>th</sup>	FOI Breakfast
March 31 <sup>st</sup>	FOI Wine Tasting "Temecula Wineries" - All Day Event
April 30 <sup>th</sup>	IREM IE / BOMA IE "Golf Tournament" - All Day Event
May 12 <sup>th</sup>	FOI Breakfast
June 23 <sup>rd</sup>	IREM Mix @ 6
July	Dark
August 4 <sup>th</sup>	IREM Mix @ 6
September 15 <sup>th</sup>	Breakfast Meeting
October	Dark
November 2 <sup>nd</sup>	Chapter Awards & Installation Dinner
December	Dark



# Friends of IREM 2010 Application

Institute of Real Estate Management  
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Company: \_\_\_\_\_ Established: \_\_\_\_\_  
Contact/Title: \_\_\_\_\_  
Business Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Business Phone: \_\_\_\_\_ Business Fax: \_\_\_\_\_  
Email: \_\_\_\_\_ Website: \_\_\_\_\_  
Primary Business Industry (please select from the list below)

Other Business Services: \_\_\_\_\_

Current Insurance Coverage (Please attach a copy of coverage with application)

General Liability \$1 MM

Workman's Compensation

Professional License/Registration Numbers

Type: \_\_\_\_\_  
License Number: \_\_\_\_\_ Valid Thru: \_\_\_\_\_  
Business License: \_\_\_\_\_ Valid Thru: \_\_\_\_\_  
Contractor's License: \_\_\_\_\_ Valid Thru: \_\_\_\_\_  
Other: \_\_\_\_\_

Certified Property Manager® References (at least 2)

Name: \_\_\_\_\_  
Company: \_\_\_\_\_ Phone Number: \_\_\_\_\_  
Name: \_\_\_\_\_  
Company: \_\_\_\_\_ Phone Number: \_\_\_\_\_

**PROGRAM FEE: \$500.00**

**EXTRA FEES:**

FOI Directory: \$ \_\_\_\_\_  
Quarterly News letter \$ \_\_\_\_\_  
Web Site Ad \$ \_\_\_\_\_

**GRAND TOTAL: \_\_\_\_\_**

Enclosed is a check for \$ \_\_\_\_\_ payable to: IREM Inland Empire Chapter 106  
22421 Barton Road, #132  
Grand Terrace, Ca. 92313

Business Categories:

Advertising, Air Conditioning/Heating, Asbestos Abatement, Arbor Care, Architecture & Engineering, Asphalt Maintenance/Repair/Construction, Attorney, Communications, Computer/Software, Credit Reporting/Talent Screening, Doors/Door Service, Electrical, Elevator Services, Emergency Restoration Services, Environmental Remediation, Financial Planning, Fire Protection, General Contractor, Janitorial Services, Landscape Services, Office Furniture, Painting & Wall covering, Parking Lot Maintenance/Repair, Parking Lot Operations, Plumbing, Property Maintenance, Roofing Contractor, Roofing Distributor, Screening Services, Security Services, Signage, Sweeping Services, Towing Services, Tree Services, Uniform Rental/Direct Sales, Waterproofing, Window Cleaning/Maintenance, Window Repair/Replacement.