

PRESIDENT'S LETTER



Allen Gump, SIOR, CCIM
2016 SIOR President
Colliers International,
Dallas, Texas

Dear SIORs,

For the past three years that I've served on SIOR's Board of Directors we've had many discussions about the organization's future, strategizing how to prepare for the many disruptors coming our way. We've all seen the many changes happening to so many other businesses and the impact these disruptors have had on our industry. You don't have to look further than Zillow to see how the residential real estate business has been impacted. Certainly we've already experienced the impact of information being readily available to anyone with a cell phone.

SIOR is carefully considering how we, as an organization, will embrace these changes. One of the ways that our governance structure has prepared to respond to these changes is the formation of the Membership Coalition Council, which was created to ensure all member groups have a voice in SIOR's future as a thought leadership organization. Leadership is very aware that if we stand still we'll get run over. We must continue to strive to be the best-in-class we talk about.

I have never been more excited about SIOR as a result of everything I've seen, both at the national and chapter levels. I am so positive about where we are and where we're going. Regardless of the disruptors, I see a great deal of dedicated individuals working together for the common purpose to make SIOR the best.

I've been so incredibly fortunate this year to be able to travel to see so many of our members on their home turf. It has given me a real sense of what SIOR means to those of us who are lucky enough to hold the designation. The relationships you all have with each other is the magic that builds the great chapter and regional events that I've been lucky enough to attend. One of the things I've enjoyed most about visiting chapters is the opportunity to hear members' individual stories on a personal level. I often hear from members who became SIORs after 30 plus years in the business. These stories make me especially proud of our organization because it showcases just how important SIOR is toward being a top broker in the business.

I'm so grateful to all the staff of SIOR. They are dedicated to our membership to provide the best service to our members. You can see it in the new *SIOR Report* magazine, our website and its great functionality, our fabulous conferences; the list goes on. Each of the staff at SIOR went above and beyond in helping me throughout my term. I wish I could name each one; however, I do want to say that Virginia Antevil, SIOR Director of Administration, is amazing and I'll always owe her a debt of gratitude.

The members that work tirelessly as volunteers to improve SIOR are my heroes. Our Board of Directors who spend a great deal of time leading SIOR, dozens of members working on various committees, member groups, regional directors, and chapter leaders, all help

to make SIOR such a great organization. And the sponsors who support us will never be taken for granted.

The European Regional Conference was, by all accounts, a huge success. We had over 250 members and guests in attendance. The content of the event was exceptional, and with the Brexit vote results announced on one of the days of our conference, timing could not possibly have been planned better. The panel of institutional investors the day after the vote gave us real insight into how the "Leave" vote might affect the U.K. One panelist surmised that the U.S. would be a beneficiary due to increased uncertainty. This event will go a long way toward growing our European presence, which of course benefits all of us to have the SIOR name globally recognized as best-in-class. I'm proud to report that we had so many SIORs from the U.S. and Mexico in attendance.

I'm so excited about our upcoming Fall World Conference in New York City this October 20-22, and I hope everyone will join us. The culmination of a lot of planning and hard work for our 75th Anniversary celebration will make this conference, one we'll be talking about for years.

I'd like to thank all of the members with whom I've served over the last three years and the many Past Presidents who I contacted who were always willing to offer me guidance. I especially want to thank those of you who have had to talk to me way too much over the years — you know who you are! Thank

you to the Legacy Members who built this organization so the rest of us could benefit from their efforts.

Lastly, I'd like to challenge everyone (that's still reading this letter) to get involved as a chapter leader, regional director, or committee member. Please call me anytime to discuss what you're thinking about and I'll be happy to give you my guidance and support. SIOR always needs more people pulling the wagon and not just sitting in it. The fun part of this job is all the people from various backgrounds working together for the benefit of a common cause — SIOR. While I don't think Geoff Kasselmann and I could be much more different in our backgrounds, I respect him tremendously and have the utmost confidence in his ability to lead SIOR this upcoming year. I encourage you to please get involved and help Geoff and the rest of SIOR continue to make this organization the best of the best.

Sincerely,



Allen Gump, SIOR, CCIM
2016 SIOR President

GOVERNANCE COMMITTEE



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Allen Gump, SIOR, CCIM



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