



CORFAC International Member Benefits

Commissions

CORFAC firms keep 100% of their commissions. There are no contracts or obligations.

Independence

CORFAC firms are independent, entrepreneurial members and are not bound to restrictions or limitations often found in other brokerage networks.

Client Control

The network platform allows you to serve existing and potential clients in multiple assignments nationally and internationally.

Public Relations and Marketing

CORFAC offers a suite of branding tools and a new full-service consultant who provides public relations support for our firms.

Professional Development

Onsite and web-based education from the industry's top providers, including CCIM, BOMI, CoreNet Global, RICS and more.

Best Practices

Learn and share strategies from the industry's top principals and market-leading firms.

Next Generation

A special interest group dedicated to fostering the interests and growth of CORFAC's up-and-coming Next Gen brokers.

Industry Trade Shows

Presence at SIOR, CCIM, ICSC, MIPIM and Expo Real

Referral Network

Global network of entrepreneurial firms offers business development opportunities.

Competitive Advantage

Belonging to a global network will assist you in pitching and winning new assignments in your local market.

Affordability and Value

CORFAC dues have not been raised in 9 years. The ROI on membership in CORFAC is unmatched in the commercial real estate brokerage industry.

Tools and Resources

CORFAC maintains an online resource library with various business tools and documents to enhance your practice, including business development and deal-making tools.

Professional Relationships

The CORFAC family provides a trusted environment for business – and friendship – that is unmatched in the industry.

Conferences

Two premiere events per year that include networking, best practices and best-in-class education.

Recruitment

Being part of an international organization can help in recruiting top talent in the commercial real estate brokerage industry. 7 new firms were added in 2016.

New Website

CORFAC created a brand new, state-of-the-art website.



Product and Service Discounts for CORFAC Members

Technology

Apto – Discounts on cloud-based CRM and transaction management software. www.apto.com

BuildOut – Members-only discounts on online marketing and presentation technology. www.buildout.com

Real Capital Analytics – Discounts on subscriptions for industry research and data reports. www.rcanalytics.com

Realcore Applications – Members-only discounts on their online real estate tools. www.realcoreapps.com

RealNex – Discounts on their online marketing, demographics and presentation portal tools. www.realnex.com

Ten-X – Online commercial property marketing, auction and sales platform. www.ten-x.com

Education

BOMI International – Discounts on sustainable building and facility management courses. www.bomi.org

CCIM Institute – Member pricing on their industry-leading educational courses. www.ccim.com

Institute of Real Estate Management (IREM) – Discounts on property management courses, resource materials and publications. www.irem.org

Royal Institution of Chartered Surveyors (RICS) – Discounts on RICS global events and courses. www.rics.org



What's In It for You?

Here's what members are saying about the value of CORFAC membership:

“The independent, entrepreneurial similarities of our respective firms provide a great sounding board for dealing with the myriad of issues and challenges we all face in the market.”

Past President James J. Garibaldi, The Garibaldi Group, Chatham, NJ

“As a Next Gen there is a lot to learn in this industry. CORFAC conferences are a great way to expedite the learning process, meet great professionals across different markets and collaborate with one another to help its members succeed.”

Next Gen Member Dino Alevizos, Shindico Realty/CORFAC International, Winnipeg, MB, Canada

“As a new member, the major benefits have been the connectivity to professionals through the conferences and the camaraderie with other members at the SIOR, CCIM and ICSC conferences in addition to the referrals from members into our market.”

New Member Hayim Mizrachi, CCIM, MDL Group/CORFAC International, Las Vegas, NV

“The quality of CORFAC principals are second to none. When you can tell a client that has a requirement in another CORFAC city that you know the principals personally and that between the two of you their interest will be first and foremost -- that's powerful.”

Past President Jeff Graham, SIOR, King Industrial, Jacksonville, FL



“We shared with a client the business being done by CORFAC member firms and just got an important international cross-border engagement. Talent Garden, one of the most significant co-working service providers in Europe, trusted in us and the strength of the CORFAC network for its international expansion.”

International Member Antonio Campagnoli, SIOR, Il Punto/CORFAC International, Milan, Italy

“CORFAC provides the opportunity to meet the impact brokers around the U.S. and abroad. These relationships allow you to learn from some of the best in the industry and compare success strategies for company growth.”

Past President Bill Hawkins, SIOR, Chas. Hawkins Co., Nashville, TN

“Membership in CORFAC allows a firm of our size to have both national and international presence to our competitors and our clients.”

Past President and Founding Member Steve Podolsky, SIOR, Podolsky/Circle, Riverwoods, IL

“Based on the information shared at a CORFAC conference deal-making session, we learned that several other members have targeted new business in sectors that we are also exploring. We have scheduled follow-up calls to share best practices and learn if there might be ways to team up for new business.”

James E. Klements, CPA, SIOR, Weber Wood Medinger/CORFAC International, Cleveland, OH

**After 27 years we continue to grow. Our average firm tenure is
15 years. We couldn't do it without you.**