

### **Eligibility**

- All ULI Full Members from Philippines are eligible.
- Each Council is limited to 30 members.
- Council members must exceed 5 years of experience in real estate and/or land use.
- Selections for Product Council members will be determined by the Product Council Leadership Committee. If you are an Associate Member, and have been selected to join a Product Council, then you will have to upgrade your membership.
- Upon acceptance, Council members must attend two of three consecutive meetings to retain their seat, or obtain an excused absence from the Council chairs.
- Participation and attendance are key to the success of the entire Council.
- Council affiliation fees will be PHP5000 per year. The fees will cover meeting space, refreshments and lunch for Council days.
- Each council member will have the option to renew annually for three (3) years. After three (3) years, the Council member will be asked to reapply.
- Every effort will be made to maintain professional, ethnic & gender diverse Councils.

## **Council Member Expectations**

Council membership is a privilege desired by many ULI members and the value of the Council experience is determined by the quality and participation of its members. Each Council member is therefore expected to be a committed participant of the Council, contributing as much value to the Council experience as they take home.

### **OPEN, HONEST, SPECIFIC INFORMATION AND EXPERIENCE:**

Come to Council meetings ready to participate openly and honestly with specific, detailed information and experience from your current real estate practice.

### **CONFIDENTIALITY:**

Everything discussed within a Council is kept completely confidential by all Council members. This is the foundation that makes open and honest sharing of detailed information and experience possible. Violation of confidentiality will result in immediate expulsion from your Council.

### **REAL DEALS, REAL NUMBERS:**

The key to truly valuable interaction between the Council members is the sharing of real deals and real numbers, as well as successes and lessons learned.

### **ATTEND EVERY MEETING:**

Each Council member has been chosen for the value that their unique background and experience brings to the Council. Missing a Council meeting or part of a Council meeting reduces the value for every other member of your Council. Your empty seat could easily be filled by someone else who has value to bring to the table.

### **RESPECT FOR OTHERS:**

Help make discussions productive and high value by engaging your fellow council members respectfully with your most relevant information and experience.

### **NO SELF PROMOTION:**

Council members are all highly successful real estate professionals. Self-promotion and pitching do not add value for your fellow council members. Keep your presentations and discussions aimed at delivering real take home value for your peers, not your business.

### **NO CELL PHONES:**

It should go without saying that you cannot be fully engaged in your council while checking your email. Most Councils have breaks designed to allow members to check in and stay connected a few times during the day.

### **RECRUIT THE BEST AND BRIGHTEST:**

Council members often come into contact with new leaders in the industry—both ULI members and non-ULI members—with exciting new products, ideas and best practices that will add greatly to the value of their Council. Bring these new leaders as guests to ULI Philippines meetings and work with your Council leadership to help them become future members of ULI and your Council.

### **PARTICIPATE IN ULI AND ULI LEADERSHIP:**

Council members are expected to be active participants in ULI's mission of providing leadership in the responsible use of land and in creating and sustaining thriving communities worldwide. Your involvement in ULI provides excellent opportunities to network and to learn both within and beyond the boundaries of your industry segment:

- Attend and participate at the ULI Asia Pacific Summit
- Attend and participate at ULI Philippines programmes
- Contribute to ULI publications/research