



TRIANGLE CREW

Raleigh/Durham/Chapel Hill
North Carolina

WWW.TCREW.ORG or WWW.TRIANGLECREW.ORG
April, 2006

2006 STRATEGIC GOALS FOR TCREW

To elevate our stature and enhance value for our members through:

- Networking – deals, resources, professional and personal development;
- Cultivating/engaging members; and
- Enhancing overall communication

NEXT GENERAL MEMBERSHIP MEETING

Date: Wednesday, April 5th

Time: 11:45am—Come early and network!

Location: Women's Club

Program: The program title is: **Making the List: Why The Triangle Is One of America's Best Places To Live and Work.** Panelists include: Elin Miller, the former CEO of Arysta Life Sciences; Teresa Spangler, VP Strategic Business Initiatives with Headway Corporate Staffing; and Jim Captain, Director & Operations Site Manager for the Credit Suisse First Boston's Global Business Center at RTP and head of the company's Asset Servicing activities globally. Our moderator will be Adrienne Cole, Director of Raleigh Economic Development.

Sponsor:



**Fidelity National Title
Insurance Company**

Special thanks to Fidelity National Title Insurance Company for sponsoring our April program.

Guest Fee: \$40 for non-members and it is the responsibility of the member extending the invitation.

RSVP: RSVP no later than noon on Friday, March 31st using the fax RSVP form at the end of this newsletter if you are bringing guests. You may email your RSVP directly to Kerry Saunders if it is only for yourself. If you plan to bring guests, you must print out the fax reply form and send it via fax to Kerry. (Remember, you are responsible for paying for your guests if they do not show.) You may also RSVP on line at the TCREW website: www.tcrew.org. Please contact Kerry (832-0594) if you have any questions.

PRESIDENT'S MESSAGE

Spring is finally here! For warm weather lovers like me, this is the time of the year that I get energized about all aspects of my personal life as well as all of the emerging potential business opportunities. TCREW is also enjoying growth, with seven new members since the first of the year. Our membership committee also reports that we have enjoyed continued visitor growth at our general membership meetings. However, growth doesn't necessarily mean in numbers, but the quality of our programs and benefits to our existing members.

We anticipate that our Champion Awards luncheon will be the most successful ever and we encourage each TCREW member to attend the luncheon to help us celebrate our 10th Anniversary and to support the efforts of those committee members who have spent countless personal hours to make this happen. Invitations will be delivered soon.

An area of concern for me and the entire board is the lack of committee involvement from our general members. In an effort to represent everyone's interest, we need your involvement. Please contact one of the committee chairs and see how you can get involved. Even if you cannot get involved at the committee level, we encourage you to participate by attending the bi-monthly luncheon programs and our various networking events. Each event is listed on the annual event calendar, which you can find on the TCREW website.

It's Spring. Join me and get excited about growth for you and for TCREW. See you on April 5th!

Susan W. Folckemer, CPM
The Preiss Company

WELCOME TO OUR NEW MEMBERS

Congratulations to the following who were approved for membership to Triangle CREW:

- **Karen Priester**, Regions Bank
- **Amy Lewis**, SunTrust Bank
- **Jennifer Terry**, Investors Title Insurance Co.
- **Cheryl Dowdell**, GVA Advantis

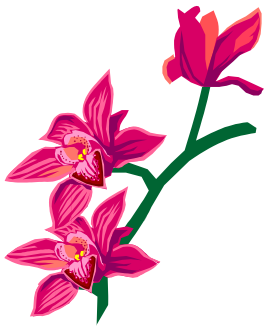
Please extend a warm Triangle CREW welcome to our new member at our April luncheon.

Please consider potential candidates for TCREW membership and give any names for follow-up to Crystal Hall, Beverly Keith or Kerry Saunders. A potential member must have 3 of the last 4 years experience in a commercial real estate related field and we only allow 18 maximum per category. (TCREW has 32 categories for membership. Vendors do not qualify for membership.) NOTE: The Law category is now full at 18.



CHAMPION AWARDS NEWS

Orchids are still available, but selling out fast! Price is \$50 for a beautiful tropical plant, with opportunity to place 2 of your business cards on it for recognition at the event. Contact Kerry at KerrySaunders@carolanticreality.com to reserve your orchid now. (Note: We have a new vendor this year!!)



The goodie bags are filling up, but there is still room for an item from your company! Please contact Dottie Burch at DBurch@rl-law.com, or by phone at 919.881.2206. She will need approximately 400 items.



Please plan to attend the 2006 Champion Awards - Thursday, April 27 at Prestonwood Country Club. Look for your invitation in the mail soon. Pam Saulsby will be our MC again this year and our guest will be Lt. Governor Bev Purdue. For questions or more information, please contact Angela Murphy-Phillips at a.phillips@rossdeckardarchitects.com, or 919-875-0001.

2006 CHAMPION AWARDS NOMINATIONS: 9 REMAINING FREE REGISTRATIONS FOR THE 2006 CREW NETWORK CONVENTION...A VALUE OF @\$700 EACH!

Elaine Roston was the lucky winner at the February meeting as her name was drawn from those who had submitted Champion Award nominations. Additional drawings will be held at the April meeting. Hope you got your nominations in so you could be considered for one of the registrations to the National Convention. At the April meeting: The top three CREW members (in terms of number of completed nominations submitted) will be automatically awarded a paid registration to the CREW Atlanta Convention. (Excludes board members.) Bonus: You do not have to be present to win.



Special thanks to Jane Doggett and Susan Hayden for all their hard work on the Nominations. The Champion Award winners have been chosen by our judges from over 100 nominations submitted. Thanks for your help!!

Please note: The Convention registration offer is non-transferable and does not include airfare, hotel or other travel expenses. Nominations must have been complete and acceptable to be registered in drawings.

TCREW CELEBRATES ITS TENTH ANNIVERSARY

Founded in 1996 with 19 members as a network of area commercial real estate professionals, Triangle CREW will celebrate its tenth anniversary in 2006. We've created a special section on the web site to serve as an online "scrapbook" and a place to share your unique memories of TCREW friends and activities. Please click [here](#) to visit our on-line scrapbook.

To help celebrate this milestone, we're asking that you share your memories of the last decade. Send us any memories you have – anecdotes, accomplishments of groups of TCREW members, or photos of CREW members together. Send contributions to Liz Dion of Chelsea Property Group at ldion@CPGI.com.

GOLF CLINIC NETWORKING EVENT

Get your golf shoes dusted off and get ready for our annual golf clinic to be held on **Tuesday, May 9th** at Falls Village Golf Club. One hour of instruction and 9 holes of golf are included for each participant. Box lunches will be provided at noon and the clinic will be from 1:00 - 2:00 p.m. The Cost is \$50 for TCREW members and includes lunch, one-hour clinic and 9 holes of golf. The cost is \$60 for non-members. Please contact Andy Cook at 468-2506 or via email at andy.cook@suntrust.com to register for the clinic. Spaces are limited!!



WINE TASTING NETWORKING EVENT

Reserve the Date for the Annual Wine Tasting Event to be held on **Wednesday, September 13th** from 5:30-8:30 p.m. at the Chatham Hill Winery. More details in the next newsletter.



COMMUNITY INVOLVEMENT COMMITTEE

TCREW is committed to encouraging community involvement by our members. We especially seek out charitable activities that foster opportunities for TCREW members to work together on a professional level using knowledge-based contributions that benefit the community. Our members have unique skills and abilities to be shared!

In addition, the committee is actively searching for projects in the community that could use the services of TCREW members. When you hear of such a project, please let us know! The request will be considered by the CI committee and, if approved, membership interest determined. Our goal is to get a response to the requester within two weeks. Kerry Saunders has the Project Request Form. Please email her at kerrysaunders@carolanticreality.com to request the form to submit to the committee for consideration. The form will be posted on the website in the near future.

DO YOU HAVE A PROFESSIONAL PROFILE?

Have you updated your professional profile on our new www.tcrew.org website? This has become a terrific resource for many of our CREW members. It's simple to update and takes only a few minutes. Your profile will be available for other members to see and can be used as an attachment when communicating to clients or others.

It's easy. Simply go to the website and select "Members Only". Enter your last name and CREW Network membership number (you can set your computer to remember this number). You can review other members' profiles by alpha order or by specialty. To build your own profile (or make changes) select "Member Data Update". Enter all the information that you would like included. When you are finished, select "Send Message". If you don't already have a photo there, you can add one by emailing it to kerrysaunders@carolanticreality.com. Thanks to Liz Dion with Chelsea Premium Outlets for all her hard work on the TCREW website.

WWW.TRIANGLECREW.ORG



TRIANGLE CREW's 2006 CORPORATE SPONSORS



CHAMPION AWARD SPONSORS (\$5,000)
Highwoods Properties
Kennedy Covington Lobdell & Hickman
LandAmerica Commercial Services
McDonald-York, Inc.
Progress Energy
Wachovia Bank, N.A.

CHAMPION AWARD MEDIA SPONSOR (IN KIND)
Triangle Business Journal



BOD/PAST PRESIDENTS APPRECIATION DINNER (\$1,000)
Mulkey Engineers & Consultants
Wake County Economic Development Program

BOD STRATEGIC PLANNING MEETING (\$1,000)
The Preiss Company

ANNUAL HOLIDAY NETWORKING SPONSORS (\$1,000)
Manning Fulton & Skinner
Your Company Name Here!



MEETING SPONSORS (\$1,000)
Access Medical - February
Fidelity National Title Insurance Company - April
Womble Carlyle Sandridge & Rice, PLLC - June
Regions Bank - August
Hughes Pittman & Gupton, LLP - October



DESSERT SPONSOR (\$800)
First Citizens Bank

BOARD MEETINGS (\$450)
Pearce Brinkley Cease + Lee PA -January
Ragsdale Liggett PLLC - March
Spectrum Properties- May
Your Company Name Here! - September



GOLF CLINIC SPONSORS: (\$500)
North State Bank
MMI Associates

WINE TASTING SPONSOR (\$500)
Bank of America
Poyner & Spruill



MEMBER HIGHLIGHTS/NEWS

The TCREW PR Committee invites you to turn in a Friend: When your friend and fellow TCREW member receives a promotion, turn her in! When your co-worker and fellow TCREW member receives an award, turn her in! When your networking buddy and fellow TCREW member is named to a board position or task force, turn her in! Let the PR Committee know of the successes and milestones of fellow TCREW members by sharing the news with Charlotte Ellis. The PR Committee will post it on the TCREW website and distribute a release when the big news happens! charlotte@ellisandothers.com

PR COMMITTEE ADDS NEW PAGE TO WEB SITE

A new page has been added to the Triangle CREW website: www.trianglecrew.org, adding yet another reason to keep the site book marked on your computer. Entitled "Related Activities", the new page lists conferences and seminars geared to women in business to be held throughout North Carolina and is intended to be a source for TCREW members interested in educational opportunities. If you receive information about conferences geared to women in business that are general in scope, please pass them along to Charlotte Ellis at charlotte@ellisandothers.com for listing on the site.

TRIANGLE CREW.ORG AND THE HUNT FOR THE PERFECT JOB

Triangle CREW's website has a page specifically reserved for posting job opportunities. If you have a job you need to fill, just send the classified ad copy and/or job description to either Liz Dion at ldion@cpgi.com or Charlotte Ellis at charlotte@ellisandothers.com (both members of the PR Committee), and it will be added to the web site.

To look at open jobs, simply click on "For Members Only" on the home page. Once you've entered your password (your CREW Network member number), you'll find "Job Bank". Click on that link to see if any jobs are listed.

2006 TCREW MEETING DATES:

- April 5 (Wednesday)
- June 7 (Wednesday)
- August 2 (Wednesday)
- October 5 (Thursday)
- December 6 (Wednesday)



CREW NETWORK ANNUAL CONVENTIONS:

- 2006 Delegate Conference: June 8-9 in Charlotte, NC
- 2006 Annual Convention: Oct 18-21, Atlanta, GA



RSVP FORM
April 5, 2006 Luncheon
**“Making the List: Why the Triangle Is One of
America’s Best Places to Live and Work”**

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, March 31st if you are bringing guests. If you are not bringing guests, you may email Kerry directly at kerrysaunders@carolanticrealty.com by the deadline!

_____ Yes, I will attend the Wednesday, April 5th Triangle CREW meeting.

My name is: _____

GUEST INFORMATION: As a professional organization interested in attracting members who exemplify the highest degree of excellence in a qualified field of commercial real estate, we would like your assistance in identifying whether your guest will meet TCREW membership qualifications (i.e., have at least 3 of the past 4 years in a qualified field of commercial real estate and currently working full time in a professional position). Our Membership Committee will follow-up with those you indicate may qualify.

Guests who qualify for membership:

| | |
|-------------------|-------------------|
| Guest Name: _____ | Guest Name: _____ |
| Company: _____ | Company: _____ |
| Title: _____ | Title: _____ |
| Email: _____ | Email: _____ |
| Phone: _____ | Phone: _____ |

Guests who do not qualify for membership:

| | |
|-------------------|-------------------|
| Guest Name: _____ | Guest Name: _____ |
| Company: _____ | Company: _____ |
| Title: _____ | Title: _____ |
| Email: _____ | Email: _____ |
| Phone: _____ | Phone: _____ |

Please indicate how guest(s) payment will be handled. Guest meals: \$40.00

_____ I will be paying for my guest(s).**

_____ Please collect fee from my guest(s).

_____ My guest, _____ (name), is a sponsor; no guest fee required.
(Sponsors are allowed two complimentary guests)

**** Please remember to write your guest's name(s) on your check when paying****

A FEE WILL BE CHARGED FOR LATE RESERVATIONS!