



# TRIANGLE CREW

Raleigh/Durham/Chapel Hill  
North Carolina

WWW.TCREW.ORG or WWW.TRIANGLECREW.ORG  
August, 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, August 2nd
- Time:** 11:30am—Come early and network!
- Location:** Women's Club
- Program:** "New Development Panel". Panelists include: Anne Stoddard, The Stoddard Group; Stephanie Wilson with Access Medical; and Donna Preiss with The Preiss Company. The moderator will be Tish Turner with Kane Realty.
- Sponsor:** Special thanks to Regions Bank for sponsoring our August 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, July 28th 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](http://www.tcrew.org). Please contact Kerry (832-0594) if you have any questions.

## PRESIDENT'S MESSAGE

In July, the Board members and the Past-President's council met at various times for our annual strategic planning process. These were exciting meetings focused on future leadership, growth of the TCREW Chapter and review of our Long-Range Strategic Plan.

One of the many topics of discussion was the results of our most recent TCREW survey. This feedback illustrates the strength of our current membership in leadership positions and experience within the Triangles' commercial real estate market.

## Partial Survey Results:

- 20.7% are President of their company
- 40.7% have graduate degrees
- 27.0% make over \$150,000 per year
- 30.9% are business owners
- 23.5% have over 20 years in commercial real estate
- 46.9% serve on Boards
- 76.5% have had a transaction with a CREW member
- 69.3% have given/received a referral from a CREW member

The Board also carefully read the survey comments and found that a majority of our members felt that our organization needed to create additional opportunities for networking among our members. As a result, the Board voted to start the bi-monthly membership meetings at 11:30 am for a full 30 minutes of networking time and will continue to strive to complete each program no later than 1:15. The Program and Networking Committee will be continuing the dine-a-round luncheons (members only) and we encourage you to participate in these events.

We look forward to a great 3<sup>rd</sup> quarter. Stay cool!

Susan W. Folckemer, CPM  
The Preiss Company

## WELCOME TO OUR NEW MEMBERS

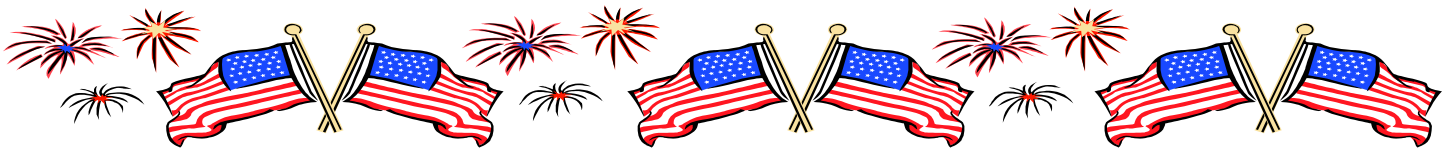
Congratulations to the following who were approved for membership to Triangle CREW:



- **Lucille T. Zane**, Assistant Property Manager  
American Asset Corporation
- **Paul Stafford**, Architect  
Ideas Architecture, Inc.
- **Kathy Powell**, Commercial Property Manager  
Grubb Properties, Inc.
- **Claire Corsmeier**, Commercial Property Manager  
Grubb Properties, Inc.
- **Lori Dickens Britt**, Account Executive  
First Citizens Insurance Services

Please extend a warm Triangle CREW welcome to our new members at our August 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.



### DINE-AROUND NETWORKING LUNCH

Jane Braiser, part of the Networking Committee, gave the following report about the most recent Dine-Around: "The 3<sup>rd</sup> TCREW networking lunch was held on Wednesday, July 12<sup>th</sup> at Baby Moon Café in Morrisville. More than 12 members and new members attended and had an opportunity to get to know each other in a small group setting. Not only did we discuss our jobs and how we could potentially team with each other, but we discussed family, travels and what interests us about the Triangle area." The next Networking lunch will be held in the fall. Date and location TBD. (Note: Dine-Arounds are for TCREW members only to promote business between each other.)

### WINE TASTING NETWORKING EVENT

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



### 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@carolantirealty.com](mailto:kerrysaunders@carolantirealty.com) to request the form to submit to the committee for consideration.



### 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](mailto:charlotte@ellisandothers.com)



### CAPITAL CITY CLUB & CARDINAL CLUB OFFER

On behalf of CREW Network and the Capital City Club and Cardinal Club's Board of Governors, TCREW members are invited to be considered for membership in Raleigh's two private business clubs, established in 1978 and 1991 respectively. In lieu of the City Club's \$500 initiation fee and the Cardinal Club's \$1,000 fee, the Clubs request an application fee of \$200. Additionally, the base monthly Club dues for either the City Club or Cardinal Club membership reflect a 25% reduction which covers you and your immediate family (\$68.50 a month). If interested, please contact the Capital City Club at 919-234-4255.

### TCREW CELEBRATES ITS TENTH ANNIVERSARY

Founded in 1996 with 19 members as a network of area commercial real estate professionals, Triangle CREW is celebrating its tenth anniversary this year. 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.

### 2006 CREW NETWORK CONVENTION

We hope each of you will consider attending the CREW Network Convention in Atlanta this October. Winners for the CREW Network Convention registration fee now include: Elaine Roston, Gretchen Saussy, Nora Clark, Angela Murphy Phillips, Ann-Cabell Anderson, Dottie Burch, Stephanie Wilson, Holly Alderman, Martha Abernethy and Candace Austin. Additional drawings will have to be made at the August meeting since four of the names drawn will not be able to attend the Convention. Hope you got your Champion Award nominations in so you could be considered for one of the registrations to the National Convention. Bonus: You do not have to be present to win. *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.*



## DO YOU HAVE A PROFESSIONAL PROFILE?

**WWW.TRIANGLECREW.ORG**

Have you updated your professional profile on our new [www.tcrew.org](http://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@carolantirealty.com](mailto:kerrysaunders@carolantirealty.com). Thanks to Liz Dion with Chelsea Premium Outlets for all her hard work on the TCREW website.

## PR COMMITTEE ADDS NEW PAGE TO WEB SITE

A new page has been added to the Triangle CREW website: [www.trianglecrew.org](http://www.trianglecrew.org), adding yet another reason to keep the site bookmarked 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](mailto:charlotte@ellisandothers.com) for listing on the site.

## TRIANGLECREW.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@cpqi.com](mailto:ldion@cpqi.com) or Charlotte Ellis at [charlotte@ellisandothers.com](mailto: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

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

## 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  
Hughes Pittman & Gupton, LLP - June  
Regions Bank - August  
Womble Carlyle Sandridge & Rice, PLLC - 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  
Falls Village Golf Course (in-kind)

### **WINE TASTING SPONSOR (\$500)**

Bank of America  
Poyner & Spruill



*Thank You*

**RSVP FORM**  
**August 2nd, 2006 Luncheon**  
**"New Development Panel"**

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, July 28th if you are bringing guests. If you are not bringing guests, you may email Kerry directly at [kerrysaunders@carolanticrealty.com](mailto:kerrysaunders@carolanticrealty.com) by the deadline!

\_\_\_\_\_ Yes, I will attend the Wednesday, August 2nd 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: \_\_\_\_\_  
Company: \_\_\_\_\_  
Title: \_\_\_\_\_  
Email: \_\_\_\_\_  
Phone: \_\_\_\_\_

Guest Name: \_\_\_\_\_  
Company: \_\_\_\_\_  
Title: \_\_\_\_\_  
Email: \_\_\_\_\_  
Phone: \_\_\_\_\_

***Guests who do not qualify for membership:***

Guest Name: \_\_\_\_\_  
Company: \_\_\_\_\_  
Title: \_\_\_\_\_  
Email: \_\_\_\_\_  
Phone: \_\_\_\_\_

Guest Name: \_\_\_\_\_  
Company: \_\_\_\_\_  
Title: \_\_\_\_\_  
Email: \_\_\_\_\_  
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!**