



TRIANGLE CREW

Raleigh/Durham/Chapel Hill
North Carolina

WWW.TCREW.ORG or WWW.TRIANGLECREW.ORG
October, 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: Thursday, October 5th

Time: 11:45am—Come early and network!

Location: Women's Club

Program: "Smashing the Glass Ceiling". Panelists include: Suzanne Burns, Vice President & General Manager of Eaton Power Quality Solutions Operations; Sheila Mikhail, CEO of ASK Biopharmaceuticals, Inc.; and Leslie Alexandre, Dr., P.H. President & CEO of the North Carolina Biotechnology Center. Our moderator is Laura Luger with Womble Carlyle Sandridge & Rice, PLLC.

Sponsor: Special thanks to Womble Carlyle Sandridge & Rice, PLLC for sponsoring our October 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, September 29th 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

It is with great enthusiasm that I would like to share with you the three Directors that have been recommended by the Nominating Committee and approved by the TCREW Board. At the October membership meeting, I will ask for a vote from the general membership to approve the three new Directors who will serve a two-year term: Laura Hulsey, Commercial Markets, RBC Centura; Angela Murphy Phillips, Marketing Director, Ross/Deckard Architects; and Tish Turner, Director of Office Development, Kane Realty Corporation.

In addition, the Board also approved the 2007 slate of officers as shown below:

President: Taby Cruden, LandAmerica Commercial Services

President Elect: Jill Wells Heath, Mulkey Engineers & Consultants

Membership Officer: Natalie Connell, DHIC

Public Relations Officer: Charlotte Ellis, Ellis & Others

Treasurer: Connie Degler, Wachovia

Special Events Officer: Dottie Burch, Ragsdale Liggett

Past President: Susan Folckemer, The Preiss Company

Our strategic plan from July has been approved and adopted by the Board of Directors and we have an exciting roadmap to take your organization to the next level of success. Plans are underway and 2007 is going to be a fantastic year. The Board is committed to Triangle CREW being the organization of choice and we will continue to strive to promote the expertise and successes of you our members. As I always encourage, a great way to receive the highest return on your investment in CREW is by becoming involved in a committee to socialize/network with your fellow CREW members.

Susan W. Folckemer, CPM
The Preiss Company



DINE-AROUND NETWORKING LUNCH

Jane Braiser, part of the Networking Committee, has indicated the next scheduled networking lunch will be held on Thursday, November 2nd (Location TBD) Mark your calendar now and more information will be sent in the next few weeks. (Note: Dine-Arounds are for TCREW members only to promote business between each other.)

WINE TASTING NETWORKING EVENT

Chatham Hill Winery in Morrisville offered a private and unique venue for our annual wine tasting event. Their award winning wines combined with great food served by Bonefish Grill in Cary captured the discriminating palates of 60+ TCREW members and guests. Even the rain could not keep our group away. Members who signed up and paid for the event at our August luncheon were entered into a drawing to win one of 5 bottles of wine. Owner Jill Winkler customized the wine labels with the TCREW logo and date for a wonderful remembrance of the event. Thanks to all who attended and made this evening a great networking success! Special thanks to our corporate sponsors: Bank of America and Poyner & Spruill.



WELCOME TO OUR NEW MEMBERS

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

- **Leisa Wilson**, Sr. Planner/Associate, Heery International
- **Babette Stone**, SVP-Area Risk Manager, First Charter Bank
- **Catherine Diaz DeWitt**, Director of Marketing, JDavis Architects
- **Nancy Clemons**, Business Development Manager, The John R. McAdams Co.
- **Mary Ann Baldwin**, Director of Marketing, Stewart Engineering, Inc.
- **Nancy Murray**, President & Managing Partner with Nsite Development Group & W3 Development Group
- **Deborah Brittain**, VP/State Manager, Chicago Title Insurance Co.
- **Nancy Padgett**, Director of Marketing, PWI Consulting Engineers, Inc.

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

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 to request the form to submit to the committee for consideration.



MEMBER HIGHLIGHTS/NEWS

Five members of TCREW were named to a list of the area's 26 most successful professional women during the TBJ's Ninth Annual Women in Business Award held in Raleigh on August 10th. Members who were honored for their accomplishments were: Dottie Burch, Ragsdale Liggett; Heather Denny, McDonald-York, Inc.; Donna Preiss, The Preiss Company; Nellie Shipley, Womble Carlyle Sandridge & Rice; and Beth Trahos, Smith Moore, LLP.



Previous TCREW members who have won this award include: Barbara Mulkey, Billie Redmond, Michelle Rich, Lamont Farmer, Charlotte Ellis, Laura Irvin, Terri McGaughey, Cathy Rudisill, Kerry Saunders, Anne Stoddard, Katherine Thomas, Chris Young, Denise Bennett, Sepi Asefnia, Brenda Gibson, Patty Briguglio, Terri Espy, Carter Worthy, and Cynthia Anderson.

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

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 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.



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@carolanticrealty.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, 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 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@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

December 6 (Wednesday)

2007 TCREW MEETING DATES

February 1 (Thurs.)
April 4 (Wed.)
June 6 (Wed.)
August 1 (Wed.)
October 4 (Thurs.)
December 5 (Wed.)



CREW NETWORK ANNUAL CONVENTIONS

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
The John R. McAdams Company



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
TCREW—September



GOLF CLINIC SPONSORS: (\$500)

North State Bank
Falls Village Golf Course (in-kind)

WINE TASTING SPONSOR (\$500)

Bank of America
Poyner & Spruill



RSVP FORM
October 5th, 2006 Luncheon
"Smashing the Glass Ceiling"

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, September 29th 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 Thursday, October 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: _____
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!