



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

NOTE: TCREW Members will be receiving a 10th Anniversary gift at this meeting, so please try to make every effort to attend.

Date: Wednesday, December 6th. This is our Annual Holiday Networking meeting and the last membership meeting of the year.

Time: Registration and lunch will open at 11:30a.m. so come early, ***sip on some champagne or sparkling cider as we end our 10th Anniversary celebration***, and network with other members and guests. Lunch will start promptly at noon.

Location: Women's Club

Program: Our program topic will be **The Networking Game**. You're going to have a great opportunity to get to know your fellow TCREW members by this little 'game' scheduled to follow the luncheon. You DON'T want to miss this meeting as the primary focus is Networking with your fellow TCREW members.

Sponsor: Special thanks to **Manning Fulton & Skinner and The John R. McAdams Co.** for sponsoring our December 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, December 1st 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

As we come to the close of 2006, I'd like to again congratulate Triangle CREW for a successful 10th anniversary year. First I'd like to recognize the 2006 board members for their time and commitment in representing Triangle CREW to the entire real estate community. Further, I'd like to recognize our committee chairs and all those who served on a committee this year. Triangle CREW would not have met our objectives without your involvement.

During 2006 our accomplishments included the following:

- Achievement of 2006 strategic goals: networking/new members/communication
 - One successful survey
 - Successful Networking Events: Golf Tournament and Wine Tasting
 - Maintained membership & grew to 167
- PR committee triumphant execution of branding TCREW to community
- Once again, SOLD OUT and Profitable Champion Awards!
- Recommitment of four Sponsors for 2006 CA and 6 sponsors lined up.
- Record number of members attended CREW Network Convention in Atlanta (18)
- Third annual Board and Past President appreciation dinner
- Great talent in place for 2007 board of directors and committee chairs

Our holiday luncheon on December 6th will mark the end of our 10th Anniversary celebration and we plan to make it special. Please mark your calendars and plan to attend this networking meeting which will begin with a glass of champagne as we start networking at 11:30. During the luncheon, Taby Cruden will share our objectives for a fantastic 2007.

It has been an honor to serve as your 2006 President. I am excited about passing the leadership to Taby for 2007 and assisting her and the new board in our continued efforts to elevate the overall advancement for women in commercial real estate.

Thank you for your involvement and support in 2006. I wish you and your families a happy, healthy and prosperous 2007!

Susan W. Folckemer, CPM
The Preiss Company


Seasons Greetings

WELCOME TO OUR NEW MEMBERS

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



- **Leisa Wilson**, Sr. Planner/Associate, Heery International
- **Katherine McKenzie, Kennedy Covington (on waiting list)**
- **Lucy Kimball Beam, Crescent State Bank**
- **Sheila Ahler, Cherry Bekaert & Holland**
- **Deirdre Denechaud, Parker Poe Adams Bernstein (transfer from CREW Atlanta)**
- **Wendy Richardson, Commercial Carolina**

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

2007 CHAMPION AWARDS NOMINATIONS

Save the Date and Call for NOMINATIONS, NOMINATIONS, NOMINATIONS!!!

Mark your calendar for Thursday, April 26th for the 2007 Champion Awards at Prestonwood Country Club! Remember, it is NOT too early to submit nominations and nomination ideas...Consider the following opportunities to:

- Submit a nomination for a project in which you were involved
- Submit a nomination for a client of yours
- Submit a nomination for a fellow TCREW member
- Submit a nomination for your company

Categories include: Most Creative Land Use; Most Creative Financing Plan; Best Multi-Family Development; Best Mixed-Use Development; Best Office Development; Best Retail Development; Best Redevelopment Project; Most Creative Advertising/Marketing Project/Function; Professional Commercial Real Estate Service Award; Community Enhancement Award; Best Development Team; Promotion of Women in Real Estate Award; Triangle CREW Networking Award; and the Impact Award.

TCREW will be announcing enticing incentives for nominations submitted so register your nomination today for the chance to win a prize! Submit your nomination ideas to kerrysaunders@carolantirealty.com or Brent Jayes (brent.jayes@meetingsoncue.com). Or get involved on the Nominations Committee by contacting Susan Hayden at 625-6970 or shayden@fnf.com. We appreciate your help in making our 2007 event the greatest Champion Awards in TCREW history!

FOR THOSE WHO ENJOY GREAT HOSPITALITY

The Executive Club at the Washington Duke Inn & Golf Club invites you to join them. Member benefits include one complimentary guest room per year based on availability, and unlimited number of discounted dining visits when accompanied by at least one other person, one "Special Occasion" dinner for two with complimentary bottles of wine and much more. For additional information, call Jill Sheets at 919-313-9604 or visit their website: www.washingtondukeinn.com.



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 Camille Stell at cstell@kennedycovington.com. The PR Committee will post it on the TCREW website and distribute a release when the big news happens!

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 10TH ANNIVERSARY AT CREW NETWORK CONVENTION

Founded in 1996 with 19 members as a network of area commercial real estate professionals, Triangle CREW is now winding down its tenth anniversary celebration. Part of this celebration included awarding 10 paid registration fees to attend the CREW Network Convention as a result of submitting the most number of nominations for the Champion Awards. As it turned out, 18 members of TCREW were able to attend the event and enjoy the networking between each other and over 700 other CREW members from around the country. Special thanks to Stephanie Wilson with Access Medical for treating all 18 women to dinner while in Atlanta. Check out the website for a few candid shots from the convention: www.tcrew.org

We hope many of you will plan to attend the convention next year and not only hear some great speakers, but enjoy the opportunity to network with your fellow TCREW members.



DO YOU HAVE A PROFESSIONAL PROFILE?

WWW.TRIANGLECREW.ORG

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@carolantirealty.com. Thanks to Liz Dion with Chelsea Premium Outlets for all her hard work on the TCREW website.

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 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.

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 Liz Dion at ldion@cpgi.com, 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.

2007 TCREW MEETING DATES

February 1 (Thurs.)	August 1 (Wed.)
April 4 (Wed.)	October 11 (Thurs.)
June 6 (Wed.)	December 5 (Wed.)



CREW NETWORK ANNUAL CONVENTIONS

2007	Delegate Meetings: February 8-9, Philadelphia, PA; June 14-15, Sacramento, CA
2007	Annual Convention, October 3-6, Denver, CO
2008	Annual Convention, October 15-18, Houston, TX

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

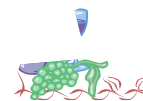


GOLF CLINIC SPONSORS: (\$500)

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

WINE TASTING SPONSOR (\$500)

Bank of America
Poyner & Spruill



RSVP FORM
December 6th, 2006 Luncheon
"The Networking Game"

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, December 1st 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, December 6th 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!