

TRIANGLE CREW

Raleigh/Durham/Chapel Hill
North Carolina

WWW.TCREW.ORG or WWW.TRIANGLECREW.ORG
February, 2007

2007 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, February 1st.

Time: Registration and lunch will open at 11:30a.m. so come early, and network with other members and guests. Lunch will start promptly at noon.

Location: Women's Club of Raleigh

Program: A panel discussion on the Impact of the growing Wake County School System on Triangle real estate. Panelists include: Tim Minton, Executive Officer, Wake County Home Builders Association; Robbie Ferris, President and CEO, Firstfloor K-12 Solutions, LLC; Mike Burriss, Facilities Assistant Superintendent, Wake County Public School System; and Billie Redmond, Chair of the Citizens Facilities Advisory Committee and President of Coldwell Banker Commercial TradeMark Properties. Patty Briguglio, President of MMI Associates, Inc. will moderate the meeting.

Sponsor: Special thanks to **Regions Bank** for sponsoring our February 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, January 26th 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.

NOTE: If you are a TCREW member and you did not pick up your a 10th Anniversary gift at the December meeting, please do so at this meeting.

PRESIDENT'S MESSAGE

Most of you have probably heard or read the popular essay by Robert Fulghum entitled "All I Really Needed to Know, I Learned in Kindergarten." It contains some of those insights that will stick with you long after it is read. I was reminded of that essay recently while attending a memorial service for our friend, Charlotte Ellis. I think one could learn a lot about life by attending the memorial service of a person who lived it well. There were memoirs from business associates and friends. They each described and paid tribute to this woman who gave of her time, talents freely; who made each of her friends feel as though they were her best friend; who possessed a warm and wicked sense of humor; who made those around her look good; and who relished in the artistry of well expressed thoughts and stories.

It was the sort of service that makes you want to be a better person. Inspired by a life well lived, I left Charlotte's service regretting that I did not have more time to get to know her, but armed with a New Year's resolution to pay more attention to what can be learned from the extraordinary people with whom I cross paths every day.

Triangle CREW is a great place to encounter extraordinary people. Enjoy the discovery that can take place when you participate and join forces. As Robert Fulghum's essay concludes, "no matter how old you are, when you go out in the world, it is best to hold hands and stick together."

Taby Cruden
LandAmerica



WELCOME TO OUR NEW MEMBERS

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

- Vicki Norris, Bobbitt Design Build
- Marlene Spritzer, Spritzer Commercial Properties
- Valoree Eikinas, Mulkey Engineers & Consultants, Inc.
- Lisa Wilson, The Wooten Company
- Sally Williams, SEPI Engineering Group

Please extend a warm Triangle CREW welcome to our new members at our February 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!!!



Will you be one of the elite 400 in the audience at Prestonwood Country Club when TCREW announces the 2007 Champion Award winners? Better yet, will one of your submitted projects take home an award? The date is Thursday, April 26th. Take out your calendar or PDA right now and mark it down!

Submitting nominations is as easy as a few mouse clicks and keystrokes. Go to our website, www.trianglecrew.org. Click on the Champion Awards tab on the left hand side of the home page and at the top of that page is the nomination form. Submit one of your projects, maybe one for a client (Do you have any clients who would like to win a prestigious award?), maybe for one of your fellow TCREW members whom you admire or even submit one of your company's projects. Yeah, but what's in it for me? How about a gift card to one of the area's top retail destinations? Every submitted nomination will earn the submitter a chance to win one of 5 spending sprees worth up to \$500! The submittal deadline for the drawing for the gift cards is February 9th. Questions about nominations can be directed to Susan Hayden at shayden@fnf.com, Kathy Powell at kpowell@grubbproperties.com or Brent Jayes at brent.jayes@meetingsoncue.com.

The CA Committee is also looking for volunteers to help stuff invitation envelopes on March 28th, 4 pm at Dottie Burch's office. This is one of the truly fun get-togethers associated with the Champion Award event. More information will be sent prior to the stuffing party, but put it on your calendar!

FOR THOSE WHO ENJOY GREAT HOSPITALITY

On behalf of CREW Network and the Capital City Club and Cardinal Club's Board of Governors, you are cordially invited to be considered for membership in Raleigh's two private business clubs. In lieu of the City Club's \$500 initiation fee and the Cardinal Club's \$1,000 fee, the Clubs requests an application fee of \$200. Additionally, the base monthly Club dues for either the City Club or Cardinal Club membership reflects a 25% reduction (\$70.50 a month) which covers you and your immediate family. If interested in this offer, please contact the Capital City Club at 919-334-4255.

2007 DUES

Friendly reminder to be sure to renew your TCREW membership prior to February 12th to insure your name will be included in the CREW Network National Directory. If you have any questions regarding your dues invoice, please call Kerry Saunders at 832-0594 or email: ksaunders@naicarolantic.com

→ DON'T FORGET!

WINTER

COMMITTEES FOR TCREW:

If you are not currently involved with a TCREW Committee, you are missing a wonderful opportunity to network and get to know your fellow TCREW members. Here is a list of committees and the Committee Chairs. Please consider contacting a committee chair soon. We need your expertise!

- Champion Awards: Brent Jayes: 870-5391
- Programs: Pat Barry: 863-9926
- Membership: Velinda Dismukes: 871-6300
- Public Relations: Camille Stell: 743-7329
- Sponsorship: Jenna Geigerman: 945-2418
- Community Involvement: Adrienne Cole: 664-7049
- Finance: Cindy Anderson: 785-2949

MEMBER HIGHLIGHTS/NEWS

Congratulations to the following TCREW members who were selected for the 2006 Women Extraordinaire presented by *Business Leader* magazine: **Cindy Anderson**, CD Anderson P.A.; **Michelle Rich Goode**, Rich Commercial Realty; and **Carter Worthy**, Carter Worthy Commercial, Inc. **Katherine Thomas** has been promoted to Director-Economic Development, effective immediately. In her new role, Katherine will be responsible for the company's industrial recruiting efforts in the Carolinas and Florida. The Senior Business Development Executives, industrial marketing research specialists and economic development administrative assistants will report to Katherine.



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

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 ksaunders@naicarolantic.com to request the form to submit to the committee for consideration

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 k Saunders@naicarolantic.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 Camille Stell at 743-7329 or cstell@kennedycovington.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 Liz Dion at ldion@cpqi.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 2007 CORPORATE SPONSORS



CHAMPION AWARD SPONSORS (\$5,000)

LandAmerica Commercial Services
Highwoods Properties
Kennedy Covington Lobdell & Hickman
McDonald-York, Inc.
Mulkey Engineers & Consultants, Inc.
Wachovia Bank, N.A.

CHAMPION AWARD MEDIA SPONSOR (IN KIND)

Triangle Business Journal



BOD/PAST PRESIDENTS APPRECIATION DINNER (\$1,000)

RBC Centura
Wake County Economic Development Program

BOD STRATEGIC PLANNING MEETING (\$1,000)

Womble Carlyle Sandridge & Rice

ANNUAL HOLIDAY NETWORKING SPONSORS (\$1,000)

Progress Energy
The John R. McAdams Company



MEETING SPONSORS (\$1,000)

Regions Bank – February
Investors Title Insurance Co. – April
Fidelity National Title – June
Hughes Pittman & Gupton – August
Manning Fulton & Skinner – October



DESSERT SPONSOR (\$1,200)

First Citizens Bank

BOARD MEETINGS (\$450)

Regions Bank – February
Investors Title Insurance Co. – April
Fidelity National Title – June
Hughes Pittman & Gupton – August
Manning Fulton & Skinner – October

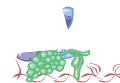


GOLF CLINIC SPONSORS: (\$500)

North State Bank
Your Company Name Here

WINE TASTING SPONSOR (\$500)

Bank of America
Poyner & Spruill



THE UMSTEAD NETWORKING EVENT (\$1,000)

PBC+L Architecture
The Umstead (in-kind)



RSVP FORM
February 1st, 2006 Luncheon
**“A panel discussion on the Impact of the growing
Wake County School System on Triangle real estate”**

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, January 26th if you are bringing guests. If you are not bringing guests, you may email Kerry directly at [ksaunders@naicarolantic.com](mailto:k Saunders@naicarolantic.com) by the deadline!

Yes, I will attend the Thursday, February 1st 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: _____

Guests who do not qualify for membership:

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!