TRIANGLE
crew
Raleigh | Durham | Chapel Hill

JUNE, 2011

2011 Strategic Goals

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

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

Next General Membership Meeting

Date: Wednesday, June 1
Location: Women's Club of Raleigh, 3300 Womans Club Drive
Time: Registration and networking begin at 11:30 am, and lunch will be served at 12:00. The meeting will conclude by 1:30 pm. Bring plenty of business cards to share with your colleagues.
Program: The Art of Networking for Women

Our program will be "The Art of Networking for Women", a panel discussion. We have a wonderful panel of executive women that have experience and great success stories about how they have honed their networking skills and what a difference it has made in their careers. Panelists include:

- Hope Holding Connell, Vice President of First Citizens Bank
- Leah Brown, CEO of A10 Solutions, Inc.
- Lou Jurkowski, President of BJAC Architects

Our own Sepi Asephnia, president and owner of Sepi Engineering will be our moderator. The topic is one that should be of interest and applicable to all TCREW members and guests. You don't want to miss this luncheon! Special thanks to our program sponsor: **First Citizens Bank**.

Please RSVP no later than noon on Friday, May 27 using the fax RSVP form at the end of this newsletter if bringing guests. Please contact **Kerry Saunders**, 832-0594 if you have any questions. ***Just a Reminder: No RSVP's can be taken the week of the meeting.***

Please Note: Our guest fee is $40 for non-members and it is the responsibility of the member extending the invitation. You can pay for your guest by credit card by going to the website: www.tcrew.org. However, you will still need to email Kerry the name and company name of your guest.

If you register for the luncheon and would like a 'lunch buddy' assigned to you, please email **Aaron Driver** at adriver@trisure.com so she can make arrangements. We hope this will help members who would like an easier way to connect with other TCREW members. No matter how 'seasoned' your membership might be, feel free to give the buddy system a try. Your feedback will continue to help us expand and find new ways to make your membership work for you.

Lisa Long Jackson
2011 TCREW President -
Relationship Manager, Senior VP,
Business Banking,
Triangle East NC Region
Wachovia, A Wells Fargo Company

PRESIDENT'S MESSAGE:

What a fantastic April! Special thanks to Jill Heath and Eve Pilkington for putting together two great events. First, Carolina Connection successfully brought together NC & SC CREW Chapters with 100 attendees, and more than 1/3 were from outside the Triangle area. Second, over 350 business leaders and real estate professionals attended the 2011 Champion Awards. I hear someone say it every year: "this is the best awards ceremony in the Triangle". Thank you everyone for the time and energy put into making these two events a huge success.

It's not too early to start thinking about next year's Champion Awards. I challenge you to create a folder today and label it 2012 CHAMPION AWARD NOMINATIONS. Every time you are invited to a special event or a grand opening this year ask yourself … can this be a potential nomination for the 2012 Champion Awards? If you need a real estate professional, ask yourself..... do I know a TCREW member that can help with this transaction? This is a networking organization!! Remember the power of the Network 144 members strong in the Triangle.

Finally, be sure to mark your calendar for September 14-17. You don't want to miss the upcoming 2011 CREW Network Convention (http://events.crewnetwork.org/2011convention/index.php) to be held in Washington DC. Make plans now to attend. Wouldn't it be great to attend be in Washington DC with more than eight hundred CREW members?

TCREW Membership

Please consider potential candidates for TCREW membership and give any names for follow-up to our 2011Membership Chair: **Aaron Driver** at adriver@trisure.com or **Kerry Saunders**. A potential member must have five years of experience in a qualified, commercial real estate related field. At the recent TCREW Board Strategic Planning meeting, a decision was made to increase the maximum number per category from 18 to 20. (TCREW has 31 categories for membership. Vendors do not qualify for membership.)

Member Highlights

Congratulations:

- **Natalie Britt** with DHIC, Inc. for recently passing the LEED Green Associate exam.
- **Laura Hulsey** with RBC Bank, and **Beth Trahos** with Smith Moore Leatherwood for being winners of the TBJ 2011 Class of 40 Under 40 for their contributions to their organizations and to the community.

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 **Gretchen Saussy** or **Kerry Saunders** know of the successes and milestones of fellow TCREW members by sharing the news. The PR Committee will post it on the TCREW website when the big news happens!

2011 TCREW Networking Events

The next TCREW Members Only Networking Event will be July 13th at 8:00am for '**Breakfast at the Umstead**' hosted by Past President, **Taby Cruden**. Join us for an elegant breakfast at The Umstead Hotel in Cary. Cost is $20 per person. More details to follow in the next few weeks. Special thanks to our sponsor: RATIO Architecture.

2011 Champion Awards

The 13th Annual Triangle CREW Champion Awards was a success again this year as a result of wonderful sponsors and so many members in Triangle CREW who contributed by way of sponsorship and/or working on the committee. I'd like to thank our wonderful sponsors that made this year's Champion Awards possible: **McDonald York Building Company**, **Mulkey Engineers & Consultants**, **PPM Global**, **Poyner Spruill**, **Triangle Business Journal**, **Trisure**, **Wells Fargo**, and **Glover Printing**. **Denise Bennett** and her committee did a fantastic job connecting with these sponsors. Many companies supported the Champion Awards by purchasing tables and we are grateful for that as well. Hopefully everyone that purchased an orchid is still in enjoying it and we thank you for your contribution. Last but not least I am so appreciative of the Champion Awards committee's time when everyone is so busy at work. You remind me again why Triangle CREW is the best organization in this market!
- **Eve Pilkington**

2011 Carolina Connection

Triangle CREW 2011 Corporate Sponsors

SPECIAL EVENTS

Champion Awards Sponsors ($5,000)

McDonald-York Building Co.
Mulkey Engineers & Consultants
Portfolio Property Management
Poyner Spruill LLC
TriSure
Wells Fargo
Triangle Business Journal

Carolina Connections ($1,500)

Cherry Bekaert & Holland
Wachovia, A Wells Fargo Company
First American Title Insurance
Womble Carlyle Sandridge & Rice, PLLC
Smith Moore Leatherwood, LLP
Spectrum Properties

MEETINGS

General Meeting Sponsors ($1,200)

February: Smith, Moore, Leatherwood, LLP
April: Scott Insurance
June: First Citizens
August: Hughes, Pittman & Gupton, LLP
October: RBC Bank

Membership Meeting Dessert Sponsors ($250)

February: Terri McGaughey
April: Brasfield & Gorrie
June: YOUR NAME HERE
August: Spaulding & Norris, PA
October: DS Bennett Business Strategies
December: Bannerman Contracting

Annual Holiday Networking Sponsors ($1,200)

Progress Energy
Parker Poe Adams & Bernstein

Board Meetings ($450)

January:
March: Manning Fulton & Skinner
May: Spectrum Properties
September: Rich Commercial Realty
November: YOUR NAME HERE

BOD/Past Presidents Appreciation Dinner ($1,000)

Wake County Economic Development
Ragsdale Liggett PLLC
RBC Bank

NETWORKING EVENTS

Wine & Design ($600)

Burns & Bynum, CPA, PA
Duke Realty
The Preiss Company

RDU Airport/Building Tour ($600)

Troutman Sanders, LLP
The David Allen Company

Breakfast at the Umstead ($600)

RATIO Architecture

TBD - Downtown Raleigh Spaces Tour ($600)

RP Realty Partners
York Properties
Carter Worthy Commercial
North State Bank

2011 Meeting Dates

All membership luncheons will be held at the Women's Club:

August 3 (Wednesday)
October 6 (Thursday)
December 7 (Wednesday)

2011 Annual CREW Network Convention:
Sept. 14-17, Washington, DC

Sponsorship Opportunities

In an effort to continue to meet the needs of our members, please consider being a sponsor in 2011 and contact the Sponsorship Chair, **Michelle Rich Goode** at mrich@richcommercialrealty.com.

TCREW Website

Don't forget to take advantage of the newest feature on the Triangle CREW website: Members Making Deals. This will be a quick, easy way to publicly thank one or more of your fellow CREW members for making a "CREW connection", sending you a referral, landing a lease, you name it! It will be as simple as posting a note on a message board, or you can send your information to **Gretchen Saussy** at gretchensaussy@yorkproperties.com and she'll post it for you. And don't forget to send in information that can be posted on the "Related Activities" section of the events page. Conferences and seminars geared towards women in commercial real estate are intended to be a source for TCREW members interested in educational opportunities. If you receive information about conferences geared to women in commercial real estate-related business and are general in scope, please forward that information to Kerry.

CREWBIZ

Don't forget that TCREW members must sign up for CREWBIZ in order to access the national member's only section of the CREW Network website. The old registration system will no longer work. CREWBIZ allows everyone to create a personal web page, very similar to LinkedIn. As you know, CREW Network wants members connecting to other members and this allows you to search members geographically or by specialty. The CREW Network national goal is to have as many members as possible complete the on-line directory. (You can sign up by going to the CREW Network website: **www.crewnetwork.org**)

Committee Opportunities

Grow Your Relationships; Join a TCREW Committee!
A good way to get to know your fellow TCREW members and network is to get involved with a TCREW committee. If interested, please contact the chair of one of the committees below:

Membership Committee: This committee is responsible for providing hospitality for new and existing chapter members, facilitating active participation in the organization by all members, and formulating strategies for appropriate expansion of the membership. Members will learn about networking, recruiting, and how to help shape TCREW. Contact: **Aaron Driver** at 719-5636 or adriver@trisure.com

Public Relations Committee: Responsible for four primary areas: Newsletter, Public Relations, Media Relations, and the TCREW website. Committee focuses on promoting the accomplishments of TCREW and its members. Persons interested in joining please contact: **Gretchen Saussy** at 645-2761 or gretchensaussy@yorkproperties.com

Champion Awards: Responsible for overseeing Nominations and Judging for the annual Champion Awards as well as assisting our Event Planner the day of the event. Consider joining to learn about large event planning while meeting other members quickly. If interested, contact: **Eve Pilkington** at 674-3685 or epilkington@trinity-partners.com

Sponsorship: This committee is primarily responsible for obtaining sponsors for meetings and events. As a committee member, the focus is on relationship building and marketing. Time commitment is limited and includes making sure sponsors have what they need for their event, greeting them at the event, and thanking them afterwards. Contact: **Michelle Rich Goode** at 821-7880 or mrich@richcommercialrealty.com

Community Involvement Committee: Responsible for finding community needs where TCREW members can offer knowledge-based contributions rather than monetary contributions. Members will focus on selecting events, disseminating information, and networking in a socially conscious manner. Contact: **Lucille Zane** at 572-1231 or lzane@aacusa.com

Programs and Networking Committee: Help shape programs, organize and make arrangements for TCREW speakers at membership meetings. Initiate and coordinate events that promote networking amongst members. Contact: **Beth Stout** at 719-1965 or estout@fandr.com

Community Involvement Committee

The Community Involvement Committee could also use your recommendations in our efforts to locate organizations with needs which can be met through the expertise of our members. Our current focus is to contact local non-profit organizations to familiarize them with our ability to help in their commercial real estate endeavors. If you work with, or know of, an organization that could benefit from TCREW members' knowledge, fill us in on their details by contacting the committee through **Lucille Zane** at lzane@aacusa.com . If you already have a project in mind, specific requests can be submitted through the Project Request Form available through **Kerry Saunders** at ksaunders@naicarolantic.com. The request is considered by the committee and membership participation gathered. A two week turn around for a response is our goal. We look forward to being of service in our community.

Job Opportunities

Is your company seeking to hire a commercial real estate professional? If you have an open position of a type that would be eligible for TCREW membership (i.e. level of experience and category of membership), then tap the TCREW Network. Email a brief description of the position to **Kerry Saunders** at ksaunders@naicarolantic.com and she will send an email blast to the TCREW members advertising your opening.

RSVP FORM

June 1, 2011 Luncheon

"The Art of Networking for Women"

Please complete and fax to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by Friday, May 27 if you are bringing guests. If you are not bringing guests, you may email me directly at ksaunders@naicarolantic.com by the deadline!

_____ Yes, I will attend the **Wednesday, June 1** 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 five 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:_____

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*****