



## TRIANGLE CREW

Raleigh/Durham/Chapel Hill  
North Carolina

WWW.TCREW.ORG or WWW.TRIANGLECREW.ORG  
August, 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:** Wednesday, August 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:** **“Downtown!! Everything’s Waiting for you...Downtown!”**. **Downtown things will be great when you’re...Downtown.** Do the words to this 1960’s Petula Clark classic ring true today in Downtown Raleigh? Is our city the poster child for the lyrics to this song? Many skeptics have become believers as the face and landscape of a once tired and dying downtown is being revived with multi-million dollar investments and a re-opened main thoroughfare in the heart of the city. Do you know what’s happening with residential, commercial and retail development? What are the plans for the Convention Center and the Raleigh Urban Design Center? How can we keep this positive momentum? Join TCREW and our panel of experts as they share insights into Downtown, new developments, trends, a vision for the next 5-10 years! We’ll discover if the lights are much brighter there...Downtown. Panelists include: Ann-Cabell Baum Anderson, President, The Glenwood Agency; Carter Worthy, President, Carter Worthy Commercial; and Dan Douglas, Manager, Raleigh Urban Design Center. Jill Wells Heath, President, Mulkey Engineers & Consultants will be the moderator.

**Sponsor:**  Special thanks to **Hughes Pittman & Gupton** 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 27th 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

It will soon be time for our organization to select new officers and directors for the Board of Directors. In the interest of transparency of operations, I would like to describe the leadership succession process to you and invite each of our members to consider participation in positions of leadership within TCREW. The recommended leadership path is a journey through committee service, learning the committee functions and contributing to the organizational goals of that committee. If you are interested in leadership opportunities, but have not yet served on a committee, you should select a committee that interests you and start there. Our committees provide great opportunities for development of leadership skills. Once a member who is interested in further leadership opportunities with TCREW has contributed on a committee and has demonstrated leadership capabilities, it is important for that member to communicate interest in further opportunities to the committee chair or members of the Board. The Board is responsible for appointing a chairman for each committee, but relies heavily upon the recommendation of the outgoing chair for successors that have been mentored for the new role. Pursuant to the By-Laws of TCREW, the following procedure is followed to install new leadership:

1. The President chairs a Nominating committee consisting of the Pres. Elect, 2 members appointed by the board who may be Directors and 2 more members appointed by the board who may not be Directors

2. The Nominating Committee nominates candidates for open Director positions to the Board by September 15<sup>th</sup> each year. Nominations may also be made from the floor by any member at the October membership meeting

3. The nominations are presented to the Board for approval to be presented as a slate to the general membership at the October membership meeting

4. The President-elect nominates a slate of officers of the Board of Directors to be appointed by the Board at the September Board Meeting. The officer positions are President, President-elect, Membership officer, Special Events Officer, PR Officer and Treasurer.

5. The President-elect and one other member of the board are selected each year to serve as delegates from our chapter to CREW Network and participate in council meetings. Serving as a delegate is recommended for Board members interested in further opportunities as President-elect and President.

Please feel welcome to discuss the leadership and succession process of TCREW with me or Jill Heath, the President-elect. The Nominating committee and the Board consider many factors in installing new leaders including the contributions made at the committee level, communication skills and demonstrated commitment to the purposes of TCREW. If you are interested in serving on the Board in 2008, please submit a letter via email to Kerry Saunders (ksaunders@naicarolantic.com) by September 1<sup>st</sup> outlining your interest, leadership experience and how you have contributed to the purposes of TCREW. The Nominating Committee will then review all letters of interest, and recommendations from other Board members.

Taby Cruden  
LandAmerica

### **WELCOME TO OUR NEW MEMBER**

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

- **Angela Fortune**, Account Executive, Banker Exchange, LLC

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 Velinda Dismukes 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.)

### **CREW NETWORK DELEGATE REPORT**

Join industry leaders across North America for the 2007 CREW Network Convention & Marketplace scheduled for October 3-6 in Denver, Colorado. Register by August 31 for the early registration discount. Check out the outstanding agenda at [www.crewnetwork.org](http://www.crewnetwork.org) and plan to join fellow Triangle CREW members this Fall in Denver!

Our TCREW delegates, Conni Tucker and Jill Heath recently attended the CREW Network Delegates and Chapter leaders session in Sacramento. CREW Network's 61<sup>st</sup> Chapter was approved and the delegates welcomed CREW Utah, serving the Salt Lake City area.

CREW Network President Marianne Ajemian announced the findings from CREW Network's most recent study titled *Minding the Gap*. This study attempted to answer the "why" questions that resulted from CREW Network's 2005 benchmarking study. Specifically, why given similar positions and years of experience, do men out earn women and, why are women not reaching the C-Suite positions as often as men?

Eighteen chapters participated in individual surveys and focus group discussions to identify strategies that both

individual women and companies in commercial real estate should adopt to ensure a more diverse workplace in which women play greater leadership roles.

The findings of the report indicate that among the most significant barriers to women advancing in commercial real estate is the fact that both men and women prefer to manage groups of their own gender. Other barriers for women include a lack of awareness about compensation disparities, a hesitancy to accept risk as part of the overall career equation and challenges in setting a work/life balance.

### **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 Camille Stell at 743-7329 or [cstell@kennedycovington.com](mailto:cstell@kennedycovington.com) for listing on the site.

### **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. 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](mailto:cstell@kennedycovington.com).

### **DO YOU HAVE A PROFESSIONAL PROFILE?**

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 [ksaunders@naicarolantic.com](mailto:ksaunders@naicarolantic.com).

**WWW.TRIANGLECREW.ORG**

# SUMMER

## COMMUNITY INVOLVEMENT COMMITTEE

Opportunity to Help the Arts: The United Arts Council is in need of new space and TCREW members have the expertise to help. If you have an interest in the arts and would like to join a taskforce to assist in this effort, please contact Adrienne Cole at 664-7049 or [acole@raleighchamber.org](mailto:acole@raleighchamber.org).

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. 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](mailto:ksaunders@naicarolantic.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 Kerry Saunders at [ksaunders@naicarolantic.com](mailto:ksaunders@naicarolantic.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.

## 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

## 2007 TCREW MEETING DATES

August 1 (Wednesday)  
October 11 (Thursday) (note date change)  
December 5 (Wednesday)



## CREW NETWORK ANNUAL CONVENTIONS

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)**

Spectrum Properties – January  
Focus Visions Mortgage Group – March  
Ragsdale Liggett – May  
PBC+L Architecture – September  
Weatherspoon & Voltz - October



### **GOLF CLINIC SPONSORS: (\$500)**

North State Bank  
Jacobs Appraisal Service

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

Bank of America  
Poyner & Spruill



### **THE UMSTEAD NETWORKING EVENT (\$1,000)**

PBC+L Architecture  
The Umstead (in-kind)

*Thank You*

**RSVP FORM**  
**August 1, 2007 Luncheon**  
**“Downtown Development”**

Please complete and fax this form to Kerry Saunders at NAI Carolantic Realty, Inc., 832-7385 by noon on Friday, July 27th if you are bringing guests. If you are not bringing guests, you may email Kerry directly at ksaunders@naicarolantic.com by the deadline! **NOTE: NO RSVP's can be accepted the week of the luncheon.**

\_\_\_\_\_ Yes, I will attend the Wednesday, August 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: _____	Guest Name: _____
Company: _____	Company: _____
Title: _____	Title: _____
Email: _____	Email: _____
Phone: _____	Phone: _____

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

Guest Name: _____	Guest Name: _____
Company: _____	Company: _____
Title: _____	Title: _____
Email: _____	Email: _____
Phone: _____	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!**