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Crew Connect

APRIL 2013

CREW EVENTS

Lunch Ladder South
End - Ice House
4/18/2013 11:45 AM

[Click here for Directions](#)
[Click here to Register](#)

CREW Network
Leadership Series -
WEBINAR -The Decoder
Ring for CMBS
4/18/2013 3:00 PM

[Click here to Register](#)

CREW's 7th Annual
Casino Night
4/25/2013 5:30 PM

[Click here to Register](#)

CREW Carolina
Connection 2013 -
Greenville
5/9/2013 10:00 AM

[Click here to Register](#)

CREW Charlotte May
Luncheon- Connecting
the Carolinas to the
World with Jerry Orr
5/14/2013 11:30:00 AM

[Click here to Register](#)

OTHER EVENTS

CREW BIZ

FROM THE PRESIDENT

It's Time for Some Heavy Lifting

I just read an article on the CREW Network website about a recent program that took place in New York with the Association of Real Estate Women. CREW Network and Foundation CEO, Gail Ayers, participated on the panel, with the discussion centered on the importance of "lifting up" other women in order to advance the success of our industry.



In your everyday dealings, transactions, and networking take a moment to stop and take stock. **Is there a CREW connection that you can partner with or promote?** Michelle Thompson-Dolberry, Director of Strategic Initiatives for Women Impacting Public Policy, may have said it best in the article "you have to constantly invest time in mentoring and networking if you want people to want to invest in you." Gail Ayers reiterated this point by emphasizing that we all need to think about who we can help as much as we think about what we want.

The panel discussion delivered a clear message—**the more we help one another, the more that investment will come back to us.** With CREW Charlotte we certainly have the opportunity to "lift" each other and support one another's success. As you move forward this month, give some thought to your fellow 210+ CREW Charlotte members and focus on helping one another achieve success. I can't help but believe it will come back to you.

And I have one other way that you can help "by attending our 7th Annual Casino Night and Silent Auction on April 25th. Proceeds from the auction benefit scholarship programs for students in fields of Commercial Real Estate through CREW Network Foundation and the Belk College of Business at UNC Charlotte. It's your chance to pay it forward!

DID YOU KNOW...

Did you know, in **May**, you can make your annual membership donation to the **CREW Network Foundation online when you sign-up for the CREW Charlotte luncheon?** With your help, CREW Network can continue to

Let it work for you! Be sure to update your information so our local 230 and national 8,000 members know who you are. Plus, the member directory is a great tool to do business locally and nationally!

YOUR CREW PREFERENCES

On the CREW Charlotte website, set up your preferences so you can receive instant notifications of new members making deals, announcements, new business opportunities, new job opportunities, etc. Go under member resources and click on "preferences" to set up.

[See All Events](#)

MEMBER SPOTLIGHT



REBECCA HERRON
SUMMIT Engineering

[Click here to read full profile](#)

support programs including UCREW, CREW Careers, eMentoring, and scholarships for the next generation of leaders. Please join us in our efforts to give back by making your [CREW Network Foundation Donation](#) when you register for [May's Luncheon](#). Every donation makes a difference. Let's show Network that CREW Charlotte is a leader in supporting education.



HIGHLIGHTS

CREW Charlotte's [March After Hours](#) was held at [Wine & Design's](#) Charlotte studio. CREW members sipped wine and painted a "Starry, Starry Night Charlotte" scene, each with their own twist.



Casino Night Registration closes tomorrow!

Don't miss this fun-filled night of networking with the most influential real estate professionals in the Charlotte area! Come play your favorite casino games and bid on great silent auction items at [CREW's 7th Annual Casino Night](#) on Thursday, April 25th at The Big Chill in Charlotte. [Click here](#) to register for this great networking event!.

We would like to thank everyone who was involved in our first and very successful [UCREW iFAIR](#) on March 25th . We could not have managed without our volunteers led by our co-chairs, Meagan Porter and Ben Miller, and our board liaison Kim Marks.

A special thank you to our member companies who offered internships along with their time and expertise to our students: ai Design Group, Campbell Design, Charlotte Business Journal, CohnReznick, Elite Maintenance, Elliott Davis, Harker Doerre, Jones Lang LaSalle, Office Environments, Office Suites PLUS, PSI, Terracon Consultants, The Miller-Hogue Law Firm, Trinity Partners, and Xzact Technologies.

We also appreciate our wonderful seminar speakers: Dutch Stamey, Gretchen Rost, Allen Clark, Catherine Burton, and LaShawn Tisdale.

[CREW Charlotte](#) is looking for a few new [Ambassadors](#). The Ambassador Program is designed to [welcome new members to CREW Charlotte](#) and help them navigate a beneficial path through the organization.

[Seasoned CREW members](#) are encouraged to share their positive experiences and success in CREW by becoming an Ambassador. Ambassadors are matched with new members to first serve as a friendly face, welcoming the new member to the organization, and then continue regular contact, promoting integration, involvement, and business connections. Ambassadors both introduce new members to CREW and introduce CREW to the new members.

If you are interested in becoming an Ambassador, please contact [Patty Drummond](#).



WENDY HILL
Regus

[Click here to read full profile](#)

WELCOME NEW MEMBERS

Jennifer Rabon
Walton Development &
Management (USA), Inc.

Wendy Sloan
Jones Lang LaSalle

Vickie Pennington
Environmental Way

[Click here to access full contact information](#)

MEMBERS ON THE MOVE

Milly Cort
Territory Manager
Milliken Design Inc.

Heather Osterweil
Vice President, Commercial
Relationship Manager
CommunityOne Bank

Mark Ricketson
Vice President, Commercial
Relationship Manager
CommunityOne Bank

Please contact Patty
Drummond at
executive@crewcharlotte.org
with your career updates.

[Click here to access full contact information](#)

The **CREW Carolinas Connection Conference** will be held May 9 - 10th in Greenville, SC. Please [click here](#) for a complete agenda. Hotel reservations at the group rate are available until April 18th. Register today by visiting <http://www.crewupstate.org/>.

CREWbiz. Please log on to **CREWbiz** and review your profile. You want to make sure you list your specialty correctly-what your company does, not what you do. Think about it this way – Sally lists her specialty as business development and works for construction company ABC. If Ann goes into CREWbiz to find a contractor she will not find Sally when she searches for contractors because her specialty is listed as business development rather than construction. See the value of a correct CREWbiz profile? Also, please make sure all of your contact information is up-to-date as this is how other CREW members will contact you.

APRIL LUNCHEON SUMMARY

Who we saw: Dutch Stamey is one of our own CREW Charlotte Members and well known for her speaking, training, and coaching to corporations, conferences, and associations throughout the U.S. and Canada. She spent 13 years in the banking and systems engineering industries followed by 15 years as a professional speaker and trainer. Currently she serves as Chief Operations Officer for Real Estate Services Team, Inc. headquartered in Matthews, NC and leads its initiatives in building forensics, inspections, and commercial and residential renovations. Last year Dutch was recognized as 2012 Woman of the Year from the National Association of Professional Women.



What she had to say: Dutch shared with us the key beliefs of top communicators. She explained that “the map” is not the territory because we all operate based on our perception of reality. To be successful we must first understand what is important to the other person. In other words, we must first understand their map. Regardless of our intent, the response we get is what we communicated. We can control our outcome by asking what we need to do in order to get a better result. We can’t blame anyone else for our results. Ultimately, the person with the most flexibility in their behavior controls the outcome.

The way communication is presented affects how it is perceived. Ninety-three percent of communication has nothing to do with the content. Physiology and tonality are most important in successful communication.

Dutch stated there is no such thing as failure, only feedback. She suggested we celebrate the falling down process as we do when a child is learning to walk. She said if you’re not falling, you’re not doing enough.

Our brain is literal and doesn’t know the difference between imagination and reality.

Our conscious brain can only handle around 7 items at one time so we frequently operate using our unconscious brain. She reminded us to think of the many times we have driven to work and had no memory of such.

Lastly Dutch suggested we operate out of our imagination and not our memory. To do this, use the language "I am" as it becomes who we are.

APRIL LUNCHEON SPONSOR: A & K Painting Company

A&K Painting Company is a total service commercial and industrial painting contractor with headquarters in Charlotte, NC. We make our customers' projects more successful and safe. We're known for delivering exceptional customer service and award-winning safety management. From pre-project planning through project completion, our better communication, follow through and vast experience makes us the high performance company our customers trust and rely on. We excel at providing solutions for Commercial Real Estate Professionals.



Good leads for A&K Painting Company:

Commercial Real Estate Facility and Property Managers in the Carolinas. We want to do business with companies who are driven by their commitment to excellence and who value others on their team that share and demonstrate that commitment.

Contact:

Whitney Bauman, Business Development & Marketing Director

A&K Painting Company

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Charlotte, NC 28273

(980) 307-3290

wbauman@akpainting.com

www.akpainting.com

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For more information about the firm and its attorneys, visit

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GET INVOLVED

CREW Charlotte has eight committees. Three of these committees are directly related to outreach opportunities. We encourage all CREW members to get involved. ***Click here to learn more about each of our committees.***



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 ...

FOUR NEW TENANTS MOVING
 TO HARRIS CORNERS

CREW CHARLOTTE MEMBER
 DANIEL MERLIN NAMED TO
 RISING STARS LIST

AN EVEN BIGGER 2013

A 92 YEAR-OLD SOLUTION FOR
 REAL ESTATE INVESTORS
 FACING HIGHER ...

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4/10/13

Thanks to Anna O'Neal with Silver
 Sponsor, KL Gates, and ...

Ann Vano

4/5/13

Many thanks to Wanda Townsend
 for the referral of a ...

Whitney Brennan

4/2/13

Thank you to CREW Sponsor,
 Janeen Miller-Hogue (Miller-Hogue
 Law Firm) ...

Ben Miller

3/22/13

Special thanks to Cindy Wolfe at
 Bank of The Ozarks. ...

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We could not be more honored and grateful of our sponsors. Their support of CREW Charlotte helps position our members to be the region's top real estate professionals through CREW Charlotte's commitment to professional and personal development. We sincerely thank our sponsors for their support!

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