

Trouble viewing this email? [Click here for a web version.](#)

5960 Fairview Road, Suite 400, Charlotte, NC 28210

[Home](#) | [Contact](#) | 704-496-2604



[DIRECTORY](#)

[CREW NETWORK](#)

[GET INVOLVED](#)

[JOIN CREW CLT](#)

[ABOUT US](#) | [EVENTS](#) | [MEMBERSHIP](#) | [SPONSORSHIP](#) | [NEWS & MEDIA](#) | [MEMBER RESOURCES](#)

*Crew Connect*

SEPTEMBER 2013

## CREW EVENTS

CREW After Hours -  
Polished  
9/19/2013 5:30 PM  
[Click here to Register](#)

Lunch Ladder -  
SouthPark - Pacos  
Tacos  
9/26/2013 11:45 AM  
[Click here for Directions](#)  
[Click here to Register](#)

Lunch Ladder - Mimi's  
at Northlake  
9/26/2013 11:45 AM  
[Click here for Directions](#)  
[Click here to Register](#)

CREW Charlotte  
October Luncheon -  
"Everything I learned  
about Success, I  
Learned from my  
Mother and  
Grandmother" with  
Susan Chapman, SVP,  
Global Real Estate and  
Workplace Enablement  
at American Express  
10/8/2013 11:30 AM  
[Click here to Register](#)

## OTHER EVENTS

## FROM THE PRESIDENT

### 9 Months into the Year....Are You Doing Business With Other CREW Charlotte Members?

As we enter into the fourth quarter of 2013, it's a great time to ask yourself a few questions.

...Am I doing business with other CREW members?

...Have I recommended a fellow CREW member to someone recently?

...Have I connected with the CREW members that are pertinent to my business?



If you answered yes to all of these questions, then you "get" the power of the CREW network. If you fell short on any of these, there are still three full months to make it happen. Reach out and connect on a more personal level with individual CREW members, and the benefits will come back to you. Take the time to share your story and understand the other members' business. **Working the network takes time and commitment, but we need to invest if we want to reap the reward of business realized through CREW Charlotte.**

If you have not visited the website lately, take a bit of time and look at the Members Making Deals section. Business is definitely being done at CREW, and you can make it happen as well. Here is what a few of our members have been saying.

- **Marie McLucas**, Primax Properties LLC

Thanks to Platinum sponsor, Johnston Allison & Hord for closing a loan transaction yesterday for a project in West Columbia, SC. Gold sponsor, Kimley-Horn provided engineering services for the project. Gold Sponsor Terracon provided the environmental and geotechnical services for the deal, and partner sponsor Chicago Title handled the title work. Thanks to all of our CREW partners.

- **Whitney Brennan**, Asset Preservation, Inc.

Thank you to Janeen Miller-Hogue of The Miller-Hogue Law Firm, PC and Partner of CREW Charlotte for another awesome 1031 Exchange referral. Your partnership is invaluable! Thank you.

- **Carrie Sharp**, Indoff Commercial Interiors

Thank you Heather Osterweil of CommunityOne Bank for the warm introduction to the key decision maker at your bank. Getting your foot in the door is the hardest step and you paved the way! Thanks Heather.

## Enter event title

Women's Business  
Breakfast Forum  
10/9/2013 7:30 AM  
[Click Here to Register](#)

Carolinas Chapter of  
The Counselors of Real  
Estate's "Charlotte's  
Emergence as a 24-  
Hour City"  
10/9/2013 6:00 PM  
[Click Here to Register](#)

Domestic Violence at  
the Workplace Summit  
10/11/2013 8:30 AM  
[Click Here to Register](#)

## CREW BIZ

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

• **Dawn Royle**, Master Title Agency

Thank you so much to Abbie Baynes. We appreciate you trusting Master Title to provide the title insurance for two recent commercial transactions.

These are just a few of the many examples of how our members have put CREW Charlotte to work for them. We have 54 posts so far this year on the Members Making Deals page, and who knows how many connections were made that were not posted. **CREW Charlotte truly does work if you take the time to invest!!**

## DID YOU KNOW...

Did you know that you can expand your CREW reach by participating on a CREW Committee on the Network level? Go to the **CREW Network website** for more details and hurry the deadline is September 30th!



## HIGHLIGHTS

Please help us welcome at our October CREW Luncheon students from **UNC Charlotte's Masters in Real Estate** program. Students will be joining us for the announcement of our **CREW Charlotte Scholarship** recipients, and hope to engage in networking with our CREW members. We encourage you to introduce yourselves and help the students feel welcomed!

CREW Charlotte's **online registration system** is changing. Look for the new system starting with registration for our November luncheon.

CREW Charlotte is ramping up its social media campaign! Please like us on **Facebook** (facebook.com/CREWClT), follow us on **Twitter** (twitter.com/CREW\_Clt) and join our group on **LinkedIn** (CREW Charlotte Group)

**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.

## CREW CHARLOTTE MENTOR PROGRAM

CREW Charlotte is excited to introduce a newly developed **Mentor Program** to our membership. Over the years, this is the one area of need our members have requested most often. We are thrilled to expand our support for such meaningful programs for our members and hope you find this program to be a beneficial asset to your overall career growth and development.

CREW members have various reasons for their interest in this type of program. Some members seek out mentors to assist them with their career development, work/life balance, or personal growth. Similarly, some members would like to give



**REBECCA LINDAHL**  
Katten Muchin Rosenman LLP  
[Click here to read full profile](#)



**NANCY OLAH**  
Parker Poe  
[Click here to read full profile](#)

## WELCOME NEW MEMBERS

Kimberly Lamb  
Stream Realty Partners

Kristin List  
King Bostrom & Associates

Kristin Maier  
IA | Interior Architects

Heather Mucci  
Mind's Eye Architecture

Carly Oberle  
SunTrust Bank

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

## MEMBERS ON THE MOVE

Please contact Patty Drummond at [executive@crewcharlotte.org](mailto:executive@crewcharlotte.org) with your career updates.

back and experience the professional growth that comes from being a mentor.

To meet the varying needs of our members, the CREW Charlotte Mentor Program has been carefully constructed to be tailored to each person's individual needs, goals, and expectations. To learn more about the program and to apply for consideration to be a Mentor or a Mentee, please visit the [CREW Charlotte website](#). Applications will be accepted from September 13 through October 17.

Please note: During this first application period of the mentoring program, we may not be able to pair all Mentor and Mentee applicants. We will carefully consider every application in order to maximize each pairing. The goal for each pairing will be to allow for the most meaningful and mutually beneficial relationship possible for the participants.

## SEPTEMBER LUNCHEON SUMMARY

**Who you missed:** John Salazar, Global Head of Financial Management at Cushman & Wakefield. Salazar joined Cushman & Wakefield in 2012 transitioning into a "Service Provider Role" after spending over 16 years in an "Owner Role" at Bank of America.

**What you missed:** If you missed our last CREW luncheon, you missed an excellent presentation by John Salazar entitled "The Transition from an Owner role to a Service Provider role: A 360 View of Relationships".

Salazar focused primarily on the differences between Owner/Occupier Roles and Service Provider Roles in Commercial Real Estate. In examining these, he was able to drill down into three key components of each role's value proposition. Owners/Occupiers focus much more on execution, simplifying the business, and innovation/strategy. Service Providers differ by relying more heavily on sell capabilities, growing business, relationships through execution, and aligning goals for mutual "win-wins".

**Why:** The thrust of Salazar's presentation revolved around the difference in roles and what each party is expected to bring to the table. In doing this, he was able to examine how owners and service providers can increase the likelihood of a mutually beneficial long-lasting relationship.



## THANK YOU TO OUR SEPTEMBER LUNCHEON SPONSOR: ELLIOTT DAVIS

Elliott Davis is one of the largest accounting, tax and consulting services firms in the Southeast and ranks among the top 50 CPA firms in the U.S. With offices in SC, NC,




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

GA and VA, the firm provides clients with customized solutions and its people with rewarding opportunities. Growing since 1925, Elliott Davis is a member of The Leading Edge Alliance, an international professional association of independently owned accounting firms.

**Contact:**

Bobbi Jo Lazarus  
Senior Manager  
Elliott Davis PLLC  
700 East Morehead, Suite 400  
Charlotte, NC 28202  
[blazarus@elliottdavis.com](mailto:blazarus@elliottdavis.com)  
704-333-8881 

## THANK YOU TO OUR SEPTEMBER LUNCHEON SPONSOR: MODULAR DESIGNS

**ModularDesigns** is a locally owned and operated full service commercial flooring contractor. They provide the following services 

- + occupied office carpet replacement
- + new construction flooring products and installation
- + residential flooring products and services
- + carpet restorative cleaning and maintenance
- + commercial floor coatings such as epoxy, metallics, and stains
- + commercial entry way and matting systems and services.

They are an 11 year-old company with 14 full-time employees. On average, they complete 5 installations per day in the greater Charlotte region for general contractors, end users, and property management firms.

**Contact:**

Whitney Pelton  
ModularDesigns  
227 Southside Drive, Suite A  
Charlotte, NC 28217  
[whitney@modulardesigns.com](mailto:whitney@modulardesigns.com)  
704-650-6682 

## 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.***



### ANNOUNCEMENTS

CREW CHARLOTTE KICKS OFF  
2013 QUEEN CITY IN PINK

### MEMBERS MAKING DEALS

**Dawn Royle**  
9/10/13

## INITIATIVES

CREW CHARLOTTE IS PLEASED TO ANNOUNCE THAT LOCAL APPLICANT WINS ...

CREW CHARLOTTE MEMBERS HONORED WITH 2013 CHARLOTTE WOMEN IN BUSINESS ...

PHANTOM INCOME TRIGGERED BY DEBT TRANSACTIONS

CREW CHARLOTTE A PROUD SPONSOR OF MECK TIMES' 50 MOST ...

BRIDGING THE C-SUITE GAP - DEADLINE EXTENDED TO MAY 31ST

[<<More](#)

Thank you to Wanda Townsend for the chance to work ...

**Jody Luke**

9/4/13

I would like to thank Meredith Dickerson for making connections ...

**Whitney Brennan**

9/4/13

Thank you to Janeen Miller-Hogue of Miller-Hogue Law Firm, PC ...

**David Rushing**

8/28/13

A big thanks to Michelle Schultz with Bank of America ...

**Julia Campbell**

8/26/13

Thank you to Carrie Sharp with Indoff Commercial Interiors for ...

[<<More](#)

## CAREER CORNER

ADMINISTRATIVE ASSISTANT - CUSHMAN & WAKEFIELD

PRE CONSTRUCTION ESTIMATOR - SOUTHEASTERN CONSTRUCTION AND DEVELOPMENT

PROPERTY MANAGER ASSISTANT - THE BISSELL COMPANIES

PRACTICE GROWTH COORDINATOR - ELLIOTT DAVIS

CUSTOMER SERVICE REPRESENTATIVE - REGUS

[<<More](#)

## MESSAGE BOARD

Nicole Green

I am looking for a Women Owned Roofing Company. Should ...

Holly Alexander

ENVIRONMENTAL WAY: Looking for office space in the UNIVERSITY AREA ...

Holly Alexander

HARRIS CORNERS: Looking for Class A office space or know ...

Kimberly Young

I am looking for recommendations of architects who have experience ...

[<<More](#)

## Board of Directors

### 2013 PRESIDENT

Barbara Briccotto  
Intec Group Inc.

[bbriccotto@intecgroup.net](mailto:bbriccotto@intecgroup.net)  
704.560.8798

### IMMEDIATE PAST PRESIDENT

Dawn Royle

Master Title Agency  
[dawn.royle@actmail.com](mailto:dawn.royle@actmail.com)  
704.348.2866

### DIRECTOR / DELEGATE / PRESIDENT ELECT

Bobbi Jo Lazarus  
Elliott Davis

[blazarus@elliottdavis.com](mailto:blazarus@elliottdavis.com)  
704.808.5245



**DIRECTOR -  
MEMBERSHIP /  
SECRETARY**

Janeen Miller-Hogue  
The Miller-Hogue Law Firm  
[jmhogue@m-hlaw.com](mailto:jmhogue@m-hlaw.com)  
704.307.4344

**DIRECTOR - NETWORK /  
TREASURER (DELEGATE)**

Jennifer Orman  
J.D. Goodrum General Contractors  
[jennifer@jdgoodrum.com](mailto:jennifer@jdgoodrum.com)  
704.895.8842

**DIRECTOR -  
COMMUNICATIONS**

Heidi Holquist  
CohnReznick  
[heidi.holquist@cohnreznick.com](mailto:heidi.holquist@cohnreznick.com)  
704.608.2887

**DIRECTOR - UCREW**

Kim Marks  
ai Design Group, Inc.  
[kmarks@aidginc.com](mailto:kmarks@aidginc.com)  
704.731.8080

**DIRECTOR - UNIVERSITY &  
ADULT OUTREACH**

Amy Massey  
Kimley-Horn & Associates, Inc.  
[amy.massey@kimley-horn.com](mailto:amy.massey@kimley-horn.com)  
704.287.3304

**DIRECTOR -  
SPONSORSHIP**

Wanda Townsend  
Johnston, Allison & Hord, PA  
[wtownsend@jahlaw.com](mailto:wtownsend@jahlaw.com)  
704.998.2215

**DIRECTOR -  
PROGRAMS**

Lisa Fry  
Cassidy Turley  
[lisa.fry@cassidyurley.com](mailto:lisa.fry@cassidyurley.com)  
612.801.0056

**EXECUTIVE DIRECTOR**

Patty Drummond  
CREW Charlotte  
[executive@crewcharlotte.org](mailto:executive@crewcharlotte.org)  
704.968.0609

## THANK YOU TO OUR SPONSORS

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!

THANK YOU TO OUR PLATINUM SPONSORS



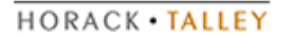
THANK YOU TO OUR CASINO NIGHT SPONSOR



THANK YOU TO OUR GOLD SPONSORS



THANK YOU TO OUR SILVER SPONSORS



This email was sent to [email address suppressed]. If you are no longer interested you can unsubscribe instantly.