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Crew Connect

FEBRUARY

CREW EVENTS

CREW Charlotte
Southend Lunch
Ladder - Tupelo Honey
2/27/2014 11:30 AM
[Click here to Register](#)

CREW Charlotte March
Luncheon with Dena
Diorio, Mecklenburg
County Manager
3/11/2014 11:30 AM
[Click here to Register](#)

OTHER EVENTS

IREM Trade Show -
Registration Extended!
2/20/2014 4:00 PM
[Click Here to Register](#)

CBJ's Corporate
Counsel Awards
2/26/2014 8:00 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

FROM THE PRESIDENT

Have you made a new CREW connection lately? If you attended our February luncheon, you received my challenge for this month. If you were not able to attend, I will challenge you now - reach out to at least one person you have met at a CREW event and schedule a one-on-one meeting before the next CREW luncheon. CREW events are a great way to connect and meet new people, but the one-on-one follow up is your opportunity to get to know someone better and learn how you can help them.



Christine Spray, Founder & President of Strategic Catalyst, Inc, spoke at the CREW Network Winter Leadership Summit this month on the importance of the follow up meeting. Her advice when attending these meetings is to first, do your homework on the person you are meeting with, and second, come prepared with a list of 12 questions to ask. Start with the personal questions to build common ground and then move to their business, learning who their biggest clients and referral sources are and what differentiates their company. End the meeting by asking how you can help them and then try and find at least three ways to help. Christine believes that if you attend networking events with a goal of meeting people you can help and then follow through, the rewards will far out way an approach of finding people who can immediately help you.

Your CREW membership goes far beyond our local chapter. There are six additional chapters in the Carolinas and 76 chapters across the US and Canada. If you are traveling for work, make time to meet a CREW member from another chapter. Let myself or your National Delegates, Jennifer Yoxtheimer and Marie McLucas, reach out to the connections we have made attending Network Leadership events and help make a warm introduction for you!

Make the most of your membership and learn how you can help a fellow member. I can't wait to hear what comes of these meetings!

HIGHLIGHTS

[CREW Network Foundation Champion Directors](#) are inspiring all chapters

know who you are. Plus, the member directory is a great tool to do business locally and nationally!

[See All Events](#)

MEMBER SPOTLIGHT



AMY DAVIS
Odell Associates

[Click here to read full profile](#)



DENISE DEXTER
Lincoln Harris

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WELCOME NEW MEMBERS

Greg Green
TPM

Amanda Hibberts
A&K Painting

Brian Koontz
Johnston, Allison & Hord

Drew Porcello
Pivot Public Relations

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

MEMBERS ON THE MOVE

to accomplish three giving goals: 100% of all chapter boards give an individual donation, 50% of chapter memberships give an individual donation, and all chapters contribute at least \$1,000 directly to **CREW Network Foundation**...let CREW Charlotte be the first chapter to meet the challenge. Make your donation today to fund scholarships, industry research and career outreach efforts by [clicking here](#).

Do you have a son or daughter in college who is looking for direction in their field of study?! CREW Charlotte is currently offering shadowing opportunities to students interested in what a career in Commercial Real Estate looks like. **Participating students have the opportunity to follow a CREW professional from an industry segment of their choice for a half day event.** This insider's perspective is a once in a lifetime chance for your student to see the day to day workings of our dynamic industry!

We are currently opening this opportunity to college aged students of CREW members first until March 15th; then it will open up to all local university students. For your student to participate, please have them email **Meagan Porter**, co-chair of the UCREW committee.

Do you have an item or connection you'd be willing to donate to **Casino Night's silent auction**? We're looking for items such as: vacation rentals, sports tickets, music or sports memorabilia, theater or concert tickets, hotel or resort gift cards, cooking classes, wine/beer tastings or tours, car services, or upscale restaurant gift cards. We're also looking for items that could be packaged together in "baskets". Examples may include: electronics, tools, cooking or grilling equipment, popular children's toys, high-end housewares, car care, designer jewelry and accessories, beauty products and services, etc.

If you have an item to donate, please contact **Catherine Burton** with the Charlotte Business Journal or any Casino Night Committee member. Contacts and/or donations will be greatly appreciated.

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).

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.

FEBRUARY LUNCHEON SUMMARY

Who you missed:
Tammy Whaley, Economic Development Manager of Duke Energy
Tammy is responsible for working with local economic developers and companies looking to relocate or expand in North Carolina. Tammy helped implement Duke's Site Readiness program to help counties develop marketable properties for economic development.



Anne Johnson, Senior Vice President of CBRE
Anne is one of the most active brokers in the Carolinas, typically participating in over

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

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

60 transactions per year. Anne's primary focus areas include tenant representation and listings on manufacturing, bulk distribution, and office/warehouse space.

Debbie Duniec, CFO of Childress Klein Properties
Debbie started as an Accounting Manager with Childress Klein and has worked with the company for nearly twenty years. Debbie is responsible for the company's financial planning and accounting practices.

[Click here to read the full summary.](#)

THANK YOU TO OUR FEBRUARY 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 Georgia, North Carolina, South Carolina and Virginia, the firm provides a wide range of accounting, tax, assurance and consulting solutions, and have a strong focus on the real estate industry.



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Regus is the world's largest provider of flexible workplaces.

Over a million customers a day benefit from our 1800 locations spread across 100 countries. With our ever expanding range of innovative products and services we enable people to work their way whether it's from home, on the road or from an office. Regus has 10 locations in Charlotte and growing. We can assist you in selecting the right office solution for the way you like to work.



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KIMBERLY KENDALL ACHIEVES SIOR DESIGNATION FROM SOCIETY OF INDUSTRIAL AND ...

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PRESS RELEASES

CREW CHARLOTTE ANNOUNCES 2014 BOARD OF DIRECTORS

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MEMBERS MAKING DEALS

Barbara Briccotto
2/12/14

CAREER CORNER

PROPOSAL SPECIALIST -
COHNREZNICK

Thanks so much to Lisa Gallimore
of Investors Title Insurance ...

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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!

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