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# Crew Connect

MAY 2011

## CREW EVENTS

The Changing Face of the Multi-Unit Market:  
An inside look at apartment acquisition, development and baby boomers.

6/14/2011 11:30 AM

[Click here to Register](#)

CREW Network Convention and Marketplace,  
Washington DC  
9/14/2011 12:00 PM

[Click here to Register](#)

## OTHER EVENTS

SUPPORT 3 CREW  
AWARD RECIPIENTS

Women In Business Achievements Awards - Charlotte Business Journal - Charlotte Convention Center  
9:00 AM to 3:30 PM  
6/16/2011

[See details](#)[Click here to Register](#)

SUMBIT OTHER

## FROM THE PRESIDENT

Make CREW *your* advantage! I want to share an interesting story of how I made **CREW my advantage**. My company recently won a construction job and new client in Columbia, SC where I used the CREW national directory to help my company identify contacts and subs in the area. Once awarded the job, I scheduled a trip to visit our new jobsite. I carpooled with CREW member Milly Cort, who covers the Columbia area, to save gas. While she met with a client, I visited my client and our jobsite, and then we attended CREW Midlands luncheon where we listened to an economic development panel about the region. At the luncheon, I ran coincidentally into my client with whom I had just visited! She then informed me that her boss, the key decision maker for her company and my ultimate target, is on the CREW Atlanta Board of Directors! I was able to make this luke warm call a very hot call and secure an appointment to discuss future deals. The CREW advantage is at your finger tips; call me or anyone on our leadership team, if you want our help!



## HIGHLIGHTS

**Strive for \$25** - Our CREW Foundation is off to a great start. Our goal is to have 100% of our CREW Charlotte members participate by donating \$25 or more to our CREW Foundation. Right now we are just shy of 40% participation (74 donations collected!). There will be a drawing for an overnight stay at the Ballantyne Resort for those who contribute between today and at the next luncheon on June 14. Please join us and help us reach our goal. [Click here to donate now!](#)

**CREW Careers Success** - CREW Careers was held on Saturday, May 14. Thirty three girls participated in the "Girls Go Green" event. Thank you to all of the volunteers and in-kind donations, it would have not been possible without you! [Click here see the pictures from the day](#) (password vue) and contact Co-Chairs Kimberly Mobley or Rochelle Rivas for more information.

**Carolina Connection Conference** - CREW Charlotte had a number members attend the Carolina Connection held in Raleigh on April 27th & 28th (Lindsay Dill, Amy Clement, Brenda Murray, Carrie Sharp, Nancy Olah, Cheryl Steele, Holly

## EVENTS

Please inform us of any Commercial Real Estate Event you feel will benefit our Members and we will get the word out!

[executive@crewcharlotte.org](mailto:executive@crewcharlotte.org)

## CREW BIZ

Let it work for you! Be sure to update your information so our local 200 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



MEGAN MCLAUGHLIN  
Professional Service Industries,  
Inc. (PSI)

[Click here to read full profile](#)

Alexander, and Diana Palecek). The conference had around 100 attend from all 7 CREW Chapters throughout the Carolinas. There is talk that next year's conference will be held in Charlotte!

**Leadership Updates** - We are excited to announce that Bobbi Jo Lazarus with Elliott Davis has been added to the 2011 Board of Directors. In addition, Brenda Murray with Dynamic Real Estate Services has been added as a CREW Network Committee Co-Chair and Shawn McMillan with Johnston, Allison & Hord has been named an Adult Outreach Co-Chair. Congratulations to you all and thank you for your commitment to CREW Charlotte!

**Find us on Facebook!** - We would like to ask that all CREW members "like" the CREW Facebook page. If we get 25 likes, we can customize the link to the page so that it's [www.facebook.com/crewcharlotte](http://www.facebook.com/crewcharlotte). [Click Here](#) to make that change. Also, if your company has a Facebook page, please ask the administrator to "like" us as well!

## MAY LUNCHEON SUMMARY

"CREW Speed Networking Event"  
May 17, 2011

Who you missed: CREW Charlotte hosted an amazing group of commercial real estate professionals where we were able to provide an intimate setting and a lot of business. CREW members and guests gathered at the Ritz-Carlton. We sat at tables of 10 and rotated from table to table. Each attendee was able to meet with at minimum 7 people in an one-on-one setting to explore business opportunities. We have recieved tremendous feedback from both members and guests. This was our 4th time hosting this event and it keeps getting better and better!

## MAY LUNCHEON SPONSOR: AIRTIGHT

AirTight was founded in August of 1999 by Owners Greg & Connie Crumpton. AirTight was formed after Greg Crumpton was relocated with another company to Charlotte and saw a great opportunity to develop a new company to serve the need. AirTight was formed on the basis of a few principles, these principles are the cornerstone of what the ownership & the core of this great company believes in...



- Be dedicated in the Battle Against Mediocrity
- Strive to become, in actions and attitudes, similar to the people and groups you Admire
- Learn and explore the Power of Details, they really matter
- Take One Extra Step in all things you set out to do
- Understand what WOWing the customer truly means and DO IT!
- Understand how critical and Important each of our roles are to the Mission
- Be disciplined and Educate yourself and Others as you can
- Don't take anything for granted, or make any assumptions, Dig In
- Make time in your day to Read, Study, Understand and Share the Knowledge
- Don't ever "just get by", be present and in the game, Don't Just Show Up
- Overcome adversity, Never BEcome Complacent
- We may not win every battle of every day, but in the end, never give up!



**HEIDI HOLQUIST**  
The Reznick Group

[Click here to read full profile](#)

## WELCOME NEW MEMBERS

**Joy Youster**  
RLW Appraisal & Consulting LLC

**Marla Neely**  
Suddath Relocation Systems of  
Charlotte

**Diane Peers**  
Fifth Third Bank

**Melanie Connellee**  
The MLC Group, LLC

**Jacob Crass**  
Peach State Roofing

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

## MEMBERS ON THE MOVE

**Heidi Holquist**  
The Reznick Group

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

What your company does (key operations or services):

We are a full service mechanical and mission critical environments contractor with a heavy emphasis on service, maintenance and repair. We specialize in mission critical cooling and electrical infrastructures, as well as the comfort cooling surrounding them. We provide data-center and UPS assessment services in conjunction with select partners.

Your ties to CREW, and good leads for you: Good leads: Facility Management companies, Commercial Real Estate, Data Centers, Business Parks and basically anywhere there is a need for comfort cooling and critical environments in the Carolinas and beyond.

Your Company name and location:

**AirTight**  
3515 Monroe Road,  
Charlotte, NC 28205

## 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.](#) We are now starting to get geared up for Queen City in Pink. Cancer touches us all and help us bring awareness to breast cancer by painting the Queen City Pink!!!



## WIN A TRIP TO TUSCANY!

On September 15 at the CREW Network Convention and Marketplace in Washington, DC, there will be a drawing for a trip to Tuscany, Italy. You do not need to be present to win. Only 2,500 tickets will be sold! [Click here to learn more and to purchase a raffle ticket for just \\$25!](#)

## ANNOUNCEMENTS

CREW Charlotte Congratulates  
Bobbie Merrill, Kathleen Rose and  
Connie Young ...

CREW CAREERS™: BUILDING  
OPPORTUNITIES® Takes Place in  
Charlotte, NC, May ...

Congrats to CREW Charlotte

## MEMBERS MAKING DEALS

**Diane Genaro White**

5/19/11

Many thanks to Kim Marks,  
Principal, ai Design Group, for ...

**Marie McLucas**

5/11/11

Thanks to Scott Mansfield of  
Chicago Title for providing title ...

Member Kati Hynes and her team ...

CREW Charlotte Congratulates Jessica S. Rossi with Warren & Associates ...

CREW Careers™: Building Opportunities® Goes Green!

CREW After Hours for April has been cancelled and will ...

<<More

<<More

### CAREER CORNER

BROKER NEEDED AT PARK SOUTH STATION

BUSINESS DEVELOPMENT MANAGER

2 CUSTOMER SERVICE REPRESENTATIVES NEEDED FOR REGUS IN COLUMBIA, SC

DONCASTER CLOTHING CONSULTANT

<<More

### MESSAGE BOARD

Mark Farris

York County RFQ for Development Services: DEVELOPMENT SERVICES FOR CONSTRUCTION ...

Barry Rigby

Looking for tenants at Langtree... Exit 31, Mooresville, NC We currently ...

<<More

## Board of Directors

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Holly Alexander  
Concorde Construction Co  
[halexander@concordeconst.com](mailto:halexander@concordeconst.com)  
704-975-8540

#### Immediate Past President

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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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## THANK YOU TO OUR GOLD SPONSORS



## THANK YOU TO OUR SILVER SPONSORS



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