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January 2019

From the President

2019 is going to be a fantastic year for CREW Charlotte and I couldn't be more excited. We learned through our 2018 survey that there are three basic reasons why people get involved in CREW



Sallie Jarosz

Charlotte. First, people want to learn something – whether it is to strengthen them personally or build upon their professional experience. Second, we learned that people want to make a difference by helping others through areas such as student outreach, mentoring and community involvement. Lastly, we learned that our members want more opportunities to meet people – joining movers, shakers and young professionals alike. We listened and got to work to meet the needs of our rapidly growing chapter.

Events

CREW and other local events



February 12, 2019 8:30 a.m. - 10:00 a.m.
[CREW Charlotte Before Hours - How To Build Your Business Using The Charlotte Business Journal](#)
[Register Now](#)

February 20, 2019 5:30 p.m. - 9:30 p.m.
[CREW Charlotte's 13th Annual Casino and Gaming Night](#)
[Register Now](#)

February 21, 2019 7:30 a.m. - 9:30 a.m.
[RNC Property Management Summit](#)
[Register Now](#)

February 27, 2019 8:15 a.m. - 1:15 p.m.
[AIA's Opportunities in Mass Timber design and construction](#)
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[The board adopted a new strategic plan in 2018](#)
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which will guide us for at least three years. Our core purpose as an organization is to “transform the commercial real estate industry by accelerating the advancement of women.” Our very talented leadership team and committees set strategic goals and action items to develop new programs, add more networking opportunities, provide numerous learning occasions and create ways in which members can become more involved.

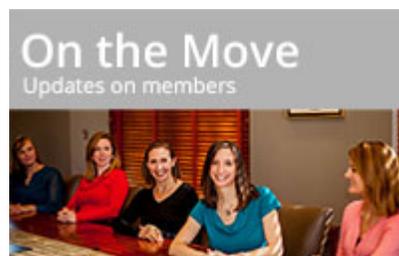
I am proud to be a part of this evolution as an organization and call on all members to find ways to get more involved. Whether you join a committee, attend Casino & Gaming Night (registration is open), or refer business to another CREW member, we encourage you to find ways to optimize your membership. Shawn McMillan, a Diamond sponsor, told us that he believes it adds numerous employee benefits to his professional team. I couldn't agree more. If joining a committee is too much with your busy schedule, then let us know if you would be open to micro-volunteering opportunities. These are very specific volunteering occasions that typically take an hour or less of your time. It is a great way to connect with other members and get to know people.

Finally, a shout out and huge thank you to all our sponsors. Your generosity is fundamental to our continued success. CREW Charlotte's membership totals continue to rise, which makes your sponsorship investment more valuable. The diverse nature of our membership base provides powerful networking opportunities with senior level decision makers and additional chances to establish relationships and gain referrals. Sponsorship broadens recognition of your company, as our average attendance at luncheons is over 180 attendees. Finally, 72% of CREW members have given a referral to another



Didi Haase
Qivist Commercial Loans

Jennifer Sorensen
Wells Fargo Bank



On the Move

Updates on members

Please contact [Patty Drummond](#) with your career updates.

Member Spotlights



Sallie Jarosz
NewDominion Bank

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market. January is the last official month of our sponsorship drive; however, it is never too late to make your commitment for 2019 if you are interested in sponsorship.

Highlights



CREW Charlotte Donates to UNC Charlotte

Foundation. Proceeds from our 2018 fundraising efforts allowed us to donate **\$2,500 to the UNC Charlotte Foundation** at the January luncheon.

Part of this donation went toward an individual scholarship to Bobbi Jo Conigliaro who is currently enrolled in the Master of Science in Real Estate Program at UNC Charlotte and is also a CREW Charlotte member. Thank you to everyone who participated in this effort.

It's a great time to renew your membership and update your CREWbiz profile! If your membership expired on December 31, please take a moment to **renew your membership** and avoid a

lapse in member benefits. This is also a great time to review and **update your CREWbiz profile** and to **add your Speakers Profile**. Watch this **brief video tutorial** to learn more.

Northeastern University's Experiential Network (XN) connects talented students and



Marnita Tolbert-Stinson
TIER-REIT

[Click here to read the member spotlights.](#)

Members Making Deals

Carrie Sharp

Thank you to Ann-Fleming Powell and Mary Katherine Cottrill of Trinity Partners for the warm introduction to their client in the new renovated 1515 Montford Building. It was our pleasure at Indoff Commercial Interiors to work with such nice people. Thank you for considering us for your referrals.

[Click here for more deals.](#)

Job Opportunities

Project Administrator - J.D. Goodrum

[Click here for more job opportunities.](#)

Announcements

Carolina Architecture Firms NarmourWright Architecture and SGA Architecture Announce Merger

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Northeastern University Charlotte

project-based needs. XN assists companies with moving forward on project-based work at no cost while giving students relevant work experience and real-world learning opportunities. Project work is done virtually over six-week sessions with sponsor-mentors dedicating about an hour per week to providing feedback. XN projects conclude with a deliverable for the sponsor company. Northeastern University assists in developing the project scope and connecting students with participating companies. For more information, contact [Stephanie Gilbert](#), Manager, Employer Relations at Northeastern University. To join the XN with a project need, enter your information [here](#).

Do you have **news** to share with us about you or your company? Have you won an **award** or would you like us to **nominate** you for one? If so, please contact [Patty Drummond](#) with your information.

January Luncheon - Brooklyn: Past, Present and Future

On January 15, 2019, CREW Charlotte's luncheon program featured speaker Monte Ritchey, Founder and President of Conformity Corporation and Principal of BK Partners LLC. Mr. Ritchey addressed a sold out crowd, and spoke about the history and cultural significance of the Brooklyn neighborhood of Charlotte.

[Click here](#) to read a summary of the luncheon.

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