Notes from the President

The Spring months have come and gone, bringing along some unusual weather to pair with the unusual market conditions. But things at CREW New Mexico are going strong. From regular local meetings, to social networking events, to participation in CREW Network meetings, we remain busy and optimistic about the future of our organization and the future of this industry.

Sally Adams, President of Clear Channel Outdoors, was our speaker for our regular meeting in April. She shared her personal story with us of how she got to where she is today. We laughed, we cried, and we learned some valuable lessons about following your heart. In May, we had a networking happy hour on the patio at Savoy. It was a great opportunity to get to know fellow members on a more personal level, and to meet some prospective new members as well! June brought us another regular meeting where Ann Rhoades, President of People Ink and former VP of the People Department for Southwest Airlines and Executive Vice President of People for Jet Blue Airways, talked to us about Values Centric Leadership. She gave us some great pointers on making sure that we are living the values that our organizations have written on the wall, and the importance that living those values has on the success of our companies and the happiness of our people.

Karen Heerschap, one of our Directors, attended the CREW Network Spring Council meeting in St Louis, MO. Be sure to read her article about it on page 2. Also, save the date for the CREW Network Annual Convention & Marketplace in Boston, MA September 30th through October 2nd. The theme this year is Opportunities Rising: Revival of the Fittest and is sure to provide some great tips and insights in dealing with our industry as we come out of the recession. I highly encourage anyone to attend this event, as it will impact your business and expand your circle of influence.

Our Community Outreach Committee has been hard at work on the next outreach project for CREW New Mexico. There are a few tentative plans in the works, and we hope to unveil the next project in the months to come.

I am excited to see some new components in the Newsletter this quarter. We thought you might enjoy reading about some of the personal accomplishments of some of our members, and also enjoy reading about how members are working together to get deals done. In addition, if you have any articles that you have written, or anything that you would like to submit for consideration to be included in the newsletter, please forward it on to Debbie Dupes, chair of the Newsletter Committee. Her information is included on page 5.

I hope you all enjoy the summer months, and that as I write the letter for our next newsletter, that the economy will officially be in a recovery mode!
St. Louis, MO
June 4-5, 2009

It was my pleasure to represent CREW New Mexico at the 2009 CREW Network Spring Council meeting in St. Louis, Missouri. Wow, what an amazing experience! Approximately 140 women from around the country and Canada attended the meeting, which began with a networking reception and Board hosted “Dine Around.” Holly Loose Nelson, NEWIRE Boston, Diane Butler, CREW Dallas, and Collete English-Dixon, CREW Chicago, were the Board dinner hosts and CREW members from Arizona, Colorado, Connecticut, Michigan, Nevada and Utah attended the dinner. The conversation was animated and nonstop from the time we left the hotel until we returned.

Friday’s meeting began with a welcome from Jane Snoddy Smith (CREW Austin), the 2009 CREW Network President, and a welcome to St. Louis from Amy Garrison, CREW St. Louis. These presentations were followed by other CREW Network Board updates on:

a) “By-the-Way” Board visits, where CREW Network Board members drop in on chapters when in the area
b) Upcoming Board hosted calls & prior calls, which are available at www.crewnetwork.org
c) New chapters and the governance board’s investigation of adding international chapters
d) CREW Foundation activities, including the launch of the eMentoring program and the drive to build a scholarship endowment of $3 million dollars by 2012.

During CREW Speak, chapters had 20 seconds to share their chapter activities, which included building a Habitat for Humanity house, golf tournaments, reaching out to men and offering member payment plans in light of the troubled economy and a professional photographer headshot event. The morning concluded with a presentation from a CREW St. Louis member about workplace change management, a timely topic.

In the afternoon, I attended the Chapter Leadership roundtable focusing on sponsorships. CREW members from Detroit, Houston, Toronto, Seattle and Atlanta led the roundtable discussions. Members exchanged ideas for retaining and growing the sponsorship base. It was an informative session and I came back with many good ideas. It was particularly interesting hearing from the CREW Detroit representative since they exceeded their 2009 sponsorship goal of $66,500, which was an increase over their 2008 goal!

The meeting was held at the Chase Park Plaza, which is owned by a CREW St. Louis member and her father. They purchased the hotel a couple of years ago after it sat vacant for a number of years. The renovations, of approximately $325 million dollars, were completed primarily by CREW member companies in and around the St. Louis area. Clearly, the CREW Network works!

The 2009 Annual Convention, “Opportunities Rising: Revival of the Fittest”, is scheduled for September 30 – October 3 in Boston, Massachusetts. With speakers such as Abby Joseph Cohen, President of Global Markets Institute and Senior Investment Strategist at Goldman Sachs, David Gergen, US News & World Report Editor-at-Large and political commentator, and Ivanka Trump, among others, it promises to be an exciting event. I would encourage you to attend, if possible. If this meeting does not fit in to your schedule, please keep your eyes open for the 2010 council meetings. The energy, professionalism and enthusiasm exhibited by the women in CREW Network are difficult to convey in words and is best experienced in person.

A very special thank you to Rosemary Strunk and Maragret Lopez-Coplen for all their hard work and dedication to CREW New Mexico’s success as they leave the Board.

And, a very special welcome to Debbie Dupes and Robin Girand as our newest Board Members.

Also, please congratulate Stephanie Skaggs as our new President-Elect!
CREW Connections

CREW Member: Jane Pilger – Grubb & Ellis | New Mexico
CREW Connection: Shirley Anderson – Klinger Construction

Jane recently had a project where she needed some construction expertise. Jane called CREW member Shirley Anderson who put her in touch with someone else within her firm. Not only did Jane receive invaluable information and increase her productivity on the project, she was able to complete the project with a higher level of professionalism due to the guidance and recommendations given to her by Klinger Construction.

CREW Network Member Profile

- Represent every discipline within commercial real estate including law, brokerage, leasing, property management, finance, title/escrow, development, corporate real estate, asset management, engineering and more.
- Average 14 years of commercial real estate experience
- Nearly 76 percent are president, CEOs, partners or senior managers of their companies
- Nearly 90 percent hold college or graduate degrees
- 60 percent report annual incomes in excess of $100,000
- 72 percent have given a referral to another member in the last 12 months
- 54 percent reported receiving a referral from another member in the last 12 months

CREW Member Business Development

Networking and business development remain the cornerstone of all CREW Network activities, as such it was only appropriate that CREW Network chose its premier business networking event, the annual CREW Network Convention & Marketplace, to debut its newest member business development tool:

The CREW Network Deal Room is an online interactive database designed exclusively for CREW Network members to market properties listed for sale or lease to their 8,500 fellow members across North America. www.crewnetwork.org

Save the Date August 24th

Real Estate/Construction Coalition ABQ Mayoral Forum

Candidates: R.J. Berry; Martin Chavez; Richard Romero
Moderator: Kent Walz, Albuquerque Journal Editor
Date: Monday, AUGUST 24th
Place: Albuquerque Marriott (1-40 & Louisiana NE)
Time: 11:45 AM to 1:15 PM
Cost: $30.00 (Includes Lunch)

Hosts:

CREW Isotopes

Join us for a fun-filled summer evening of Isotopes Baseball on Wednesday, Sept 2nd at 7:05 pm. Box level seats $10.00.
RSVP to Jane Pilger by August 24th.
jpilger@nmrea.com
Member Spotlight

Michelle Dux

Michelle Dux is a Sales Executive at ServiceMaster by Brown, in Albuquerque, NM.

How did you get involved in your business?
I moved to Albuquerque in 2007 from Seattle and joined ServiceMaster by Brown in the capacity of sales & marketing. My 12 years of janitorial experience with emphasis on green cleaning processes and the fact that ServiceMaster is Green Seal certified is a match that can’t be beat! I also represent SaniGLAZE of New Mexico which is a tile and grout restoration process. The services really complement each other in the commercial environment.

What has been your most challenging issue in your job?
Adapting to a smaller metropolitan area and a more laid back culture.

If you could change one thing in your past, what might that be?
After a great deal of thought, I realize that all the experiences that I have had, from ecstatic to disheartening, have made me who I am today, I wouldn’t change a thing!

What one word would your friends use to describe you?
Energetic

Who has had the greatest influence on your life? Why?
My mom; she raised 6 children with solid core values, ethics and character, took care of state awarded infants from newborn to 6 months of age, (2 at a time mind you), lost her husband at an early age and went on to achieve her dream of becoming a nurse’s assistant in her 50’s. What a great role model!

What is the one thing that few people know about you?
My homes, over the last 20+ years, have been styled in Southwest décor.

Did You Know?
How well do you know your CREW members??? Try to match the CREW member with a fun fact about her.

___ Shirley Anderson  A. Won a Jr. Miss Physical Fitness Award
___ Debbie Dupes   B. Was a professional seamstress
___ Robin Girand  C. Organized a 5K Run/Walk raising $1700 for the American Cancer Society
___ Karen Heerschap D. Was a ballet dancer for 10 years
___ Jane Pilger E. Has completed 4 Marathons
___ Amber Sanchez F. Founder of Valencia County Parkinson’s Disease Support Group

Answers found on page 5
Committees
Get involved by joining a CREW New Mexico committee! Select from the list below and contact the committee chair for the meeting times and additional information.

**MEMBERSHIP**
Identify and recruit new members and sponsors to CREW New Mexico.
CHAIR: Justine Meehan 505.766.6481 or justine.a.meehan@wellsfargo.com

**EVENTS**
Organize monthly and special programs including education and leadership events
CHAIR: Shirley Anderson 505.822.9990 or shirleya@klingerllc.com

**MARKETING AND PUBLICITY**
Build and promote the identity of CREW New Mexico
CHAIR: Stephanie Skaggs 505.856.1847 or stephanie@asset-financing.com

**FINANCE/BUDGET**
Establish and monitor the annual chapter budget
CHAIR: Lia Armstrong 505.988.1650 or lia@gotspaceusa.com

**COMMUNITY OUTREACH**
Support charitable organizations empowering our community
CHAIR: Martha Carpenter 505.228.0154 or martha@gotspaceusa.com

**NEWSLETTER & WEBSITE**
Keep members informed through quarterly newsletters and website updates
CHAIR: Debbie Dupes 505.837.4921 or debra.dupes@cbre.com

A Special Thank You to our 2009 Sponsors

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Commonwealth

Lawyers Title Insurance Corporation

For more information visit www.CREWNewMexico.org

Did you know answers: Shirley -B, Debbie -A, Robin -D, Karen -E, Jane -C, Amber -F