

CREW's e-news

COMMERCIAL
REAL ESTATE
WOMEN
atl

september 2007

Our Mission: CREW Atlanta's mission is to enhance the success and foster the development of women in commercial real estate by providing resources and business opportunities.
Our Vision: CREW Atlanta will be the most prominent and respected real estate organization connecting women across all sectors of the industry.

CREW-Atlanta Grants 2007 Annual Awards

Commercial Real Estate Women of Atlanta hosted its annual CREW-Atlanta Awards Program on September 6 at the Ritz Carlton-Buckhead to recognize the achievements of its members. The awards honor members who have used the CREW Network to make great strides in their career and who have significantly contributed to CREW-supporting organizations. Selected winners are also eligible for submission to CREW Network's national award. Kelly Gay, president and

CEO of KnowledgeStorm served as keynote speaker during the event.

Shining Light Award:

Anne Lawless, The Noisette Company, LLC

The Shining Light Award honors outstanding dedication to CREW Atlanta and its philanthropic efforts. This award is not given every year, and in fact has only been given three times before, the last time being in 2002.

New Member of the Year Award:

Tahmida Shamsuddin, Central Atlanta Progress

The New Member of the Year Award is presented to members who have invested a significant amount of time and energy in CREW-Atlanta over the past year.

Distinguished Achievement Award:

Lynn Moorman, CWC Inc.

The Distinguished Achievement Award recognizes members who have demonstrated continued growth in leadership and cred-

ibility. Recipients of this award have also consistently contributed new ideas and innovative ways of carrying out CREW-Atlanta's mission.

Humanitarian Award:

Kirsten Neff, United States General Services Administration

The Humanitarian Award is presented to members who have participated in fund raising events or who have donated their professional services in support of real estate projects for non-profit endeavors that have significantly impacted the community.

Member-to-Member Business Award:

Lynne O'Brien, The Coca-Cola Company

Recipients of the Member-to-Member Business Award have demonstrated an extraordinary commitment to strengthening the CREW Network by referring and conducting business with fellow CREW members.

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CREW-Atlanta's 2007 Award Winners: Back Row (L-R) Margaret A. Soens Stagmeier; Cheryl Thomas Strickland; Chris Wasko, Jones Lang LaSalle; Tahmida Shamsuddin. Front Row (L-R) Kristen Neff; Lynn Moorman; Lynne O'Brien; CREW-Atlanta President, Mary Ellen Bockstahler; and Anne Lawless.

Have You Visited CREW's Job Bank Lately?

Recent listings include a Commercial Real Estate Analyst position with Hyperion Brookfield Asset Management. Post your Commercial Real Estate opening today.

Visit the job bank at www.crewatlanta.org for details.

Say Hello to Our Newest Members

Kerry L. Borders
Environmental Department Manager
GLE Associates, Inc.
404-373-3844
kborders@gleassociates.com

Timea Bowers - Timi
President
ATL Commercial Realty Advisors, LLC
404-877-2222
tbowers@atlrealtyadvisors.com

Patricia Brown - Patti
Owner
Servpro of Decatur
678-432-3003
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Martha Burrows - Marti
Director
Prudential Real Estate Investors
770-395-5712
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Keisha Mbiwan
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Tim Thomas
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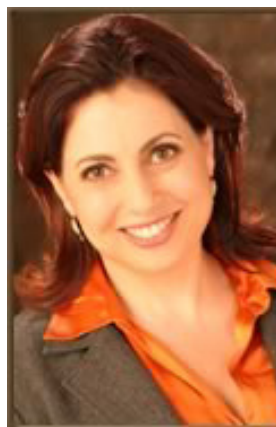
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snw4931@hotmail.com

Networking for Success October Luncheon

Nadia Bilchik, former CNN news anchor, and well-known keynote speaker, trainer and communications consultant will be CREW Atlanta's speaker for our October 11, 2007 luncheon program. She is back by popular demand and in response to CREW Atlanta's Members Survey that indicated our members wanted to improve their networking/business development results through participation in CREW Atlanta.



2007 Board of Directors	2007 Committee Leadership
President Mary Ellen J. Bockstahler Resource Management Partners, LLC 678-306-4208	Communications Chair Janice M. Legg, RA Gensler 404-507-0950
Immediate Past President/CREW Network Delegate Tonya Creekmore North American Properties 770-325-4908	Community Affairs Chair Donna Elrod Initial Contract Services (ICS) 404-367-8286
President Elect/CREW Network Delegate Heather Rich Leapley Construction Group of Atlanta, LLC 770-850-8711	Leadership Chair Karen Everett Jones Lang LaSalle Americas, Inc. 404-527-7242
Secretary/Treasurer Stephanie L. Friese, Esq. Friese Legal, LLC 404-876-4880 x1	Membership Chair Heather L. Davis PM Realty Group 404-236-3560
Director Community Affairs/ Communications Christine D. Smith Holder Properties 770-988-3126	Member Services Chair Laura Boone TurnerBoone Contract 678-427-6937
Director Leadership/Membership Lori E. Kilberg Hartman, Simons, Spielman & Wood, LLP 770-226-1345	Programs Chair Deirdre Mary O'Sullivan idealspan 404-521-6309
Director Member Services/ Programs Cheryl Thomas Strickland Atlanta Development Authority 404-614-8297	Sponsorship Chair Leslie Burke Prudential Financial 770-395-8637
	www.crewatlanta.org

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October Luncheon

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Nadia will share her experiences and offer instructions and techniques for successful networking. She provides practical advice for how to expand your horizons through the power of contacts. Nadia's unique, fun and practical approach to communication skills comes from her experience interviewing and consulting with world renowned figures, celebrities and high-level corporate officials as a CNN anchor.

A sought after moderator, she has hosted WIT Connect for the Technology Association of Georgia, hosted the International Women in Film Crystal Award, with Alfre Woodard, and opened the SOS Children's Villages with President Nelson Mandela. She also regularly coaches and delivers keynote speeches to major organizations, as well as individual and group programs in interpersonal communication media and presentation skills.

This is a program you do not want to miss! [Click to Register](#)

CREW ATLANTA SALUTES OUR 2007 SPONSORS

PREMIER The Coca-Cola Company

SUSTAINING

Leapley Construction Group of Atlanta, LLC
LCG Real Estate Services Corp.

Powell Goldstein, LLP

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Holder Properties	The Shopping Center Group, Inc.
Holt Ney Zatcoff & Wasserman, LLP	TVS & Associates/TVS Interiors
idea span	Trinity Title Insurance Agency Inc.
LandAmerica Commercial Services	ValleyCrest Landscape Maintenance, Inc.
Marcus & Millichap	VeenendaalCave, Inc.

NETWORKING TIP



LISTEN FOR CONNECTIONS AND COMMONALITIES

When you meet someone new, listen closely for connections and commonalities. Is the chair of the non-profit board you sit on a dog lover and so are you? Did your client's husband go to the same college you did? Sometimes these connections and commonalities surface quickly and easily, and other times they are hidden under the surface.

Wherever you may find them, these connections and commonalities can help form the thread of a more in-depth conversation. It is always easier to begin to develop a relationship with someone when you have something in common. So, listen closely and patiently because within these connections and commonalities lies the foundation for a business building relationship.

Contributed by Debby Stone, JD, CPCC, Professional Coach, InterVision Group, LLC, 770-569-8115, debby@intervention-group.com.

Member Milestones

Laurie Ford hosted a cookout for Covenant House Georgia on July 28th and had 15 people (mostly CREW members) cooking food for the homeless youth that they house. Covenant House is the largest privately-funded nonprofit agency in North and Central America providing shelter and other services to homeless, runaway, and throwaway youth. We were able to provide 31 donated backpacks for the teens as well. They were thrilled.

Julie Gardner has joined Gensler's Atlanta offices as Business Development Director. Julie's contact information is:
404.507.0903 Direct, 404.507.1000 Main
404.822.0690 Mobile, 404.507.1001 Fax
julie_gardner@gensler.com

Cheryl Thomas Strickland has been named as part of the Leadership in the development of the City of Atlanta's new Center for Civil and Human Rights. Cheryl represents that Atlanta Development Authority's involvement in the project. For more information on the Center visit www.cchrpartnership.org.

State of Atlanta: Green, Global, & Grinding it Out



**Appraisal
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Real Estate Solutions*



October 18, 2007
Cobb Galleria Centre, Two Galleria Pkwy., Atlanta GA 30339

For the first time, CREW Atlanta and the Atlanta Area Chapter Appraisal Institute have joined forces to present the State of Atlanta Symposium. This year's program will include discussions of significant interest within the world of real estate today. Among other major topics, we are highlighting the move toward Green and Sustainable Buildings, the Globalization of Real Estate within the investment and corporate arenas, and the issues and concerns relating to lending and the economic consequences making headlines today. Join us to stay informed and learn from leaders in the industry who will provide their knowledge and insights to these topics. Many panelists are CREW Atlanta members. Lynny Osenbaugh, MAI, CREW Network President Elect, is a featured speaker in the opening session. For full list of topics and speakers visit www.iaatlanta.org.

Continuing Education will be provided for Georgia Real Estate Appraisers & Brokers. Participants attending the morning session, only, will receive 4 hours of CE. Those individuals that attend only the afternoon session will also receive 4 hours of CE. Individuals that attend the entire day will receive 7 hours of CE.

Online Registration at www.iaatlanta.org Promotional code for CREW discount: 1018CREW

Registration Fees: Appraisal Institute & CREW Members \$175 (Full Day) / \$110 (Half Day) Nonmembers \$210 / \$145

Deadline: Register online by October 11, 2007 and receive a \$ 10 discount

Schedule:

Breakfast 7:30 a.m.

Morning Sessions 8:30 a.m.

Luncheon and Keynote 11:30 a.m.

Afternoon Sessions 1:15 p.m.

Cocktail Reception 4:00 p.m.

Program Ends 5:00 p.m.

Breaks will be provided in 15-minute increments throughout the day.

LEADERSHIP CREW

A program enabling women to improve their everyday lives by developing as individuals, professionals and leaders.

MESSAGE FROM THE LEADERSHIP CHAIR

"Surround yourself with only people who are going to lift you higher." ~Oprah Winfrey

In my early CREW membership years I attended luncheons, and maybe a member's only event or two, I was mingling, I was enjoying conversation, but why wasn't I feeling associated to the organization. Why did I feel I wasn't getting anything out of CREW?

Ever hear the saying "you get out what you put in" or "I was richly blessed when I helped..." - wow, what a revelation. I wasn't getting anything out of CREW because I was only showing up, I wasn't serving.

Here's where my story really begins. I went though Leadership in 2004, and thereafter made a personal goal to serve on a committee. At an alumnae

meeting, a new program was being developed (CREW Careers) to be partnered with Girl Scouts and it fit me like a glove - personally and professionally. As volunteers were being solicited, I raised my hand and from that point on my CREW involvement changed. And you guessed it, I *feel* a part of the organization because I *am* part of the organization. I have co-chaired CREW Careers 2005 & 2006, served on Member Services 2006, and it is a tremendous honor to serve as the Leadership Committee Chair 2007-2008.

We have been hard at work this summer preparing for the upcoming Leadership Class and have enjoyed the ideas and energy that everyone has demonstrated to make the next year the best ever. The quote from Oprah Winfrey resonates with me as I relate it to Leadership.

Thank you classmates and alum; you lift me up.



Karen Everett
Committee Chair - Leadership
Vice President / General Manager
Jones Lang LaSalle

ALUMNI NEWS

Michele L. Battle (2000) is now a partner at Nelson Mullins Riley and Scarborough, LLP, where she is continuing her commercial real estate, land use and zoning practice.

Angela Berry (2004) has decided to go full-time with her personal training business. Find her online at www.StaFit4Life.com.

Kate Dabney (2006) was married on May 5, 2007. Her new name is Kate Peterson!!

After 7 years together, **Dana Groves** (2000) and her beau Joel Reeves are finally getting married! Joel proposed on June 13th - her 40th birthday - and they are planning a June 2008 wedding.

Anne Lawless (2000) has recently relocated to Charleston, South Carolina, accepting the Director of Asset Management position with The Noisette Company. The Noisette Company is the master developer for the 3,000 acre Noisette community and Navy Yard located in North Charleston. The Naval Base was abandoned in 1995 after almost 100 years as one of the most active naval yards in the country. The northern 340 acres was sold to The Noisette Company for sustainable redevelopment, part of the effort to revitalize the historic core of the community. Noisette began masterplanning in 2005 - today The Navy Yard is one of the largest sustainable efforts in the U.S. and is becoming a mixed use urban hub for residential, commercial and cultural redevelopment. Anne oversees leasing, property management and as part of the development team is currently driving the historic renovation of two of the historic officer's housing buildings in Chicora Gardens originally designed by Frederick Law Olmstead.

ALUMNI ONLY EVENTS

Book Club Meeting
Wednesday, October 17, 2007 - 6:30pm
Portofino, 3199 Paces Ferry Pl. Atlanta,
GA 30305. For Directions: 404.231.1136
or www.portofinobistro.com.

Book Selection: *Blink* by Malcolm
Gladwell Alternate Selection: *From
Good to Great*

RSVP to Ruth Coan at 770-955-2434 or
ruthc@theshoppingcentergroup.com.

Follow me to Denver Colorado!

August Members Only Event Highlights

CREW Network Convention

Laurie Ford
Director of Project
Management
LCG Real Estate
Services

Although fur is no longer haute couture, our 2007 CREW president-elect stopped traffic dressed as a grizzly bear at the member's only event on August 21, held at Troutman Sanders LLP. She was encouraging attendance at the upcoming CREW Network Convention and Marketplace in Denver, Colorado, which was the theme of the evening.

Current members and many new members alike enjoyed a quick summary of CREW Atlanta specific topics as well as an overview of CREW committees motivating all of us to participate!

The evening cumulated with an overview of what to expect from the Denver convention including many world-re-

nowned speakers like Marshall Goldsmith, author of What Got You Here Won't Get You There; Marci Rossell, former chief economist from CNBC; and David Gregory, NBC New Chief White House Correspondent. As an additional feature, our CREW leaders outlined the top 10 reasons to attend the convention:

10. Network with 5,000 Real Estate women from the US & Canada!
9. Tip back a 'Lala' Martini at art deco bar in the Cruise Room which was modeled after the one on the Queen Mary!
- 8 Get so close to the hard and fast playing jazz musicians at El Capultepec 'the Pec' that you'll feel the saxophone blow in your face.
7. Experience Denver's 300 days of sunshine per year
6. Check out 4,000 animals from 750 species at the Denver zoo
5. Have a beer!! Denver brews more beer than any other city in America!
4. Enjoy the 10th largest



3. Experience the largest city park system in the nation
2. Visit Red Rocks Park offering sweeping views of the mountains combined with the spectacular view of downtown Denver!
1. Get to know your fellow CREW Atlanta members better!

A good time was had by all. Especially those who won the various raffle items like Lynn Moorman (\$50 for Starbucks), Ryan Engel (Braves tickets and Coke t-shirts) Susana Maria Chavez (Spa Sydell Gift Certificate) and Paula Fowler who won the CREW Network Convention Registration!

Many thanks to Troutman Sanders LLP for hosting us!



ANOTHER REASON TO ATTEND THE CONVENTION...

Join your fellow CREW Atlanta convention attendees for dinner in Denver, Colorado on the evening of Wednesday, October 3, 2007 at Vesta Dipping Grill! www.vestagrill.com

Taking part in this tradition is a great opportunity to get to know your fellow CREW Atlanta members in a more intimate setting and enjoy a popular area restaurant! More details to follow in the next week - but mark your calendars to join us and RSVP to Karrie Westphal by Monday, October 1, 2007. There will be ample time to enjoy the Marketplace at the Convention prior to our dinner.



Upcoming Calendar

September 26, 2007

Member's Only 'Behind The Scenes' Event
SOLD OUT

Go West! Beltline in West Atlanta
3:00-6:30 p.m.

Six Feet Under, 685 11th St.
Contact Karrie Westphal 404-471-1110 or
execdirector@crewatlanta.org

October 3-6, 2007

2007 CREW Network Convention and
Marketplace: Opportunities Rising
REDEFINING BUSINESS AS USUAL
Hyatt Regency Denver
www.crewnetwork.org for information

October 11, 2007

Monthly Luncheon
Networking for Success
Nadia Bilchik - CNN
11:30 AM Omni Hotel at CNN Center
Click to Register

October 18, 2007

Appraisal Institute's 6th Annual State of
Atlanta Conference: Green, Global &
Grinding it Out
7:30 a.m.-5:00 p.m. Cobb Galleria Centre
Contact Karrie Westphal 404-471-1110 or
execdirector@crewatlanta.org

November 1, 2007

Monthly Luncheon
"Going to School" on Smart Growth
11:30 a.m.-1:30 p.m.
Cobb Galleria Center
Contact Karrie Westphal 404-471-1110 or
execdirector@crewatlanta.org

November 28, 2007

Members Only 'Behind the Scenes' Event
Aging Parents and Real Estate Develop-
ment Targeting the Aging Population
3:30 p.m. - 6:30 p.m. Location: TBD

December 6, 2007

Monthly Luncheon
Hospitality - An Industry on the
Upswing
11:30 a.m.-1:30 p.m. Location: TBD
Contact Karrie Westphal 404-471-1110 or
execdirector@crewatlanta.org

Award Winners

Continued from page 1

Economic Improvement Award:

*Cheryl Strickland, Atlanta Develop-
ment Authority*

The Economic Improvement Award is given to members whose profes-
sional contributions have resulted in
a significant economic impact for the
community.

Career Advancement for Women

Award: *Margaret A. Stagmeier*

The Career Advancement for Women
Award honors members who are lead-
ers, mentors and resources for women
who want to advance their career in
commercial real estate.

Industry Innovator Award:

Jones Lang LaSalle

The Industry Innovator Award is
presented to organizations that dem-
onstrate an ability to foster a culture
of innovation, diversity and equal
advancement for women and men in
commercial real estate.



*Denise Meng (Center) of Sign-A-Rama, Local
Champion of the Year Award Winner, is pictured with
CREW-Atlanta President, Mary Ellen Bockstahler,
and Award Committee Co-Chair, Stephanie Ramsay
Eckert.*



*Shining Light recipient, Anne Lawless, addresses the
attendees.*

Local Champion of the Year Award:

Sign-A-Rama

The Local Champion of the Year Award
is presented to organizations with out-
standing involvement and exemplary
support of the growth and develop-
ment of CREW-Atlanta.

Organization of the Year:

The Coca-Cola Company

The Organization of the Year Award
is given to organizations that dem-
onstrate a continued involvement
and exemplary support of the CREW
Network, CREW foundation, CREW-
Atlanta and its members.

Congratulations to all 2007 Award
Winners and nominees.

CREW's News and CREW's e-News are publications of Commercial Real Estate
Women of Atlanta. For membership information, contact Executive Director
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www.crewnetwork.org