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IREM Mission Statement:

- *Educate real estate managers*
- *Certify the competence and professionalism of individuals and organizations engaged in the management of real estate*
- *Serve as an advocate on issues affecting the real estate management industry*
- *Enhance and support the members' professional competence so they can better identify and meet the needs of those who utilize their services*

National www.irem.org
Local www.irem105.org



Notes from the President
Bonnie Moser, CPM®

Welcome to Fall! This quarter's newsletter is packed with a lot of useful information that you'll want to check out! We announced our 2010 Executive Council at our September meeting, and hope that you'll join me in congratulating each of these dedicated professionals! Thanks to all of you for continuing to serve and support your local IREM Chapter. We are pleased with the response from our members who have volunteered to serve as committee members for 2010. If you did not attend our September meeting and would like to serve on a committee in 2010, please contact Candi McDowell at candimcdowell@yorkproperties.com.



Our Golf Committee is busy organizing our 9th Annual President's Cup Challenge. This year's event will be held on October 7th at Crooked Creek Golf Chair Jason Stowe asks everyone to sign up for a sponsorship or a foursome. So far, we have 40 players, but are always on the lookout for more! To sign up for a foursome, visit:
<http://www.irem105.org/documents/Golf09.pdf>

IREM Headquarters is sponsoring the Member Get a Member program. This is a great way to help fellow real estate professionals form connections within the industry, as well as help generate income for our Chapter. Best of all, there are many opportunities to win money if you refer a member! For more information, visit:



<http://www.irem.org/sec1ins.cfm?sec=memberservices&con=getamember.cfm&par=>

In closing, I wish to thank you for allowing me to serve as your 2009 Chapter President. I have truly enjoyed the experience. I would also like to thank those who served on the Executive Board with me. They have worked tirelessly to ensure that each of you benefit from your membership with IREM® Greater Raleigh Durham Chapter 105. I urge each of you to consider serving in a leadership role with the Chapter, and I promise you will make lifelong friends and grow both professionally and personally through your involvement. As always, thank you for continuing to make our local IREM® Chapter a leader! We couldn't do it without you.

September General Meeting

Our September General Meeting was held on Wednesday, September 16th at the Capital City Club. Fifty-seven members and five guests joined IREM National President Pam Monroe, CPM® as she discussed the economic hardship the U.S. is going through with vacancy at 15% and reviewed how the larger cities are faring in this crisis. Pam also touched upon the economy as it relates to IREM through the process to encourage the right stimulus package to Congress on Capitol Hill Day, IREM's relationship with NAR and their



economic summits, and the budget cuts IREM Headquarters has undergone this year. In order to make 2009 a more meaningful year, IREM has implemented a discount incentive plan for online courses and agreed to dues relief for those facing hardships.



Also at the meeting, we inducted our 2010 Executive Council. Please join us in welcoming each of our newly elected officers:

President – Tracey Johnson, CPM®
President Elect – Jason Stowe, CPM®
Treasurer – Gary Triplett, CPM®
Secretary – Crystal Hall, CPM®
Counselor – Gina Ide, CPM®
Counselor – Jeff Weatherspoon, CPM®
Counselor – Jere Buch, CPM®
Counselor – Bonnie Moser, CPM®,
Counselor – Glenn French, CPM® Emeritus
Counselor – Michael Best, ARM®
Counselor – Shane McGroarty, CPM® Candidate
Counselor – Max Guerra, CPM® Candidate



Lastly, we'd like to congratulate Kristal Armstrong on her new ARM® designation. Kristal completed her coursework as a student at Saint Augustine's College. Great work, Kristal!

9th Annual President's Cup Challenge Golf Tournament

Mark your calendars! This year's President's Cup Challenge Golf Tournament will be held on Wednesday, October 7th at Crooked Creek Golf Course in Fuquay-Varina. As in past years, we are proud to announce that a portion of this year's proceed from the Tournament will go to benefit Urban Ministries of Wake County. Registration will begin at 8:00AM with a 9:00AM Shot Gun start. Breakfast and lunch (provided this year by Danny's BBQ and Chick-Fil-A) and awards will follow the golf. Costs are \$100 per golfer for IREM members and \$125 for non-members.

If you're looking for a great way to support your local IREM Chapter while giving your company some added marketing exposure, we have several sponsorship levels available. Everything from Title Sponsor to Hole Sponsorship is open and will help us ensure another successful event.

If you have any questions, contact Jason Stowe, CPM, Golf Committee Chair at (919) 782-4798 or jstowe@incprop.com. For a copy of our Tournament flyer and registration form, visit <http://www.irem105.org/documents/Golf09.pdf>.



IREM Leadership Conference



The IREM Chapter Leadership Conference was held in Chicago from July 30-31. This year, Bonnie Moser, CPM® Tracey Johnson, CPM®, Jason Stowe, CPM®, and Candi McDowell attended the two-day conference. The IREM Leadership Conference allows chapter leaders to connect with their fellow leaders, national officers, regional vice presidents, and IREM staff during lively interactive sessions, discussions, and activities.

Our Chapter was given the time to meet with leaders to focus on a plan for 2010, as well as the opportunity to interact with other members of our Region and learn about the importance of partnership and leadership.



July General Membership Meeting

Our July 15th General Membership Meeting was held at One Eleven Place in Cary and featured Brian Reece, Managing Partner at Karnes Research. Fifty-four members and four guests turned out to hear Brian's presentation entitled "2009 Forecast – Office, Retail, and Apartment Data and Projections", which covered overall market conditions in the commercial markets, as well as provided an outlook for 2009-2010.

Founded in 1989, Karnes Research is a leading provider of economic and market solutions and services for the commercial real estate industry and focuses on the Triad, Charlotte, and Raleigh markets. Brian's 30-minute presentation highlighted Office, Retail, Industrial, and Apartment trends and vacancies in the Triangle Market. The major trends of note at this time include the declining job market putting pressure on all sectors; downsizing, subleasing, and for-sale properties; tenants searching for space wanting the best deal with concessions; anchors downsizing and small shop vacancy in retail; and slow development.



As many of you know, Brian has been a frequent speaker of our Chapter and his market forecasts are always well attended and highly anticipated by our membership. We'd like to take this opportunity to again thank Brian for graciously sharing his time and expertise with our members. His industry insights, experience, and expertise always make him a valued speaker.



Upcoming Course – Ethics for the Real Estate Manager

On Wednesday, November 4th, Nora Neilson, CPM® will be facilitating “Ethics for the Real Estate Manager” at the Drucker and Falk Training Center located at 7200 Stonehenge Drive in Raleigh. ETH800 will help managers confront the ethical challenges they face daily in the property management profession and prepares managers to meet stringent ethical standards. The course is highly interactive and will help managers produce the results that you and your clients demand.

Ethics for the Real Estate Manager’s curriculum includes these key ethics issues:

- Unethical business practices
- Ethical dilemma resolution
- Ethical duties to clients, tenants, employers, and colleagues
- Conflicts of interest
- CPM Code of Professional Ethics

Attendance at the course and successful completion of the exam at the end of the course is required for the CPM® designation. Premier member rate is \$170.00, Classic member rate \$195.00, and Non-member rate \$215.00. For more information or to register, visit <http://www.irem105.org/documents/CourseRegistrationFormETH800Nov4th.pdf>

IREM Acknowledges “Friends of IREM”

Our Chapter would like to acknowledge and thank our current Friends. All of these companies recognize the value of a relationship with IREM®, and we truly appreciate their continued support.

PLATINUM SPONSOR

- *Cary Restoration*

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- *The Budd Group*
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- *Piedmont Air Conditioning*
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- *SunTrust Banks, Inc.*
- *Scottie’s Building Services*

If you’re interested in joining our “Friends of IREM” program, please contact Candi McDowell via e-mail at candimcdowell@yorkproperties.com.



2009-2010 Chapter and Conference Calendar

October 7, 2009

President’s Cup Challenge Golf Tournament

8:00AM Registration

9:00AM Shotgun Start

<http://www.irem105.org/documents/Golf09.pdf>



November 11, 2009

2009 Officer Installation Dinner

Location: Angus Barn

6:00PM

October 13-17, 2009

IREM Business & Governance Meetings/IREM Success Series

Honolulu, HI

the **ANGUS BARN**®

November 4, 2009

ETH800 – Ethics for the Real Estate Manager

Drucker and Falk Training Center

7200 Stonehenge Drive, Suite 202B, Raleigh, NC

January 20, 2010

Speaker Dr. Diane Suber

President of Saint Augustine’s College

Noon Luncheon

Renaissance Hotel at North Hills