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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  
Local

[www.irem.org](http://www.irem.org)  
[www.irem105.org](http://www.irem105.org)



**Notes from the Past President**  
**Bonnie Moser, CPM®**

As I sat down to write my President's message to you, I struggled with what I wanted to communicate to all of you about the past year. As I reflected on all of the challenges and hurdles we face on a daily basis, I realized that serving as part of your Leadership body has meant so much to me; not because of the position or status, but because as life's challenges happen, we realize what is truly important is the friendships we make and the relationships we form. The friendships I have made will remain with me for a lifetime, and I want to thank each of you for the privilege to serve on your Leadership body. The one constant, which is ever present in this organization, is the continual giving of both time and resources of its members to ensure that our Chapter grows and provides each of you a rewarding membership experience.

I'm also proud to report that despite economic uncertainties, our Executive Board and many others pulled together to ensure that we finished out the year in the black. We maintained the quality and diversity of our programming schedule and provided interesting and educational meeting topics, three educational course offerings, provided outreach to area university students, conducted our first ever Speed Networking event for our Friends of IREM®, and sponsored another successful Presidents Cup Challenge Golf Tournament. In addition, we were able to send six individuals to Regional or National meetings and conferences.

I would like to extend my sincere gratitude to our 2009 Executive Board for their accomplishments and service to this Chapter. We're fortunate that many of these talented professionals have made the commitment to serve you again in 2010, and I certainly appreciate their continued efforts and dedication.

Again, it has been an incredible honor to serve as your 2009 President. It's been a wonderful and invaluable experience, and I look forward to more positive news from our Chapter in the New Year. On behalf of everyone at the Greater Raleigh-Durham Chapter of IREM®, I wish you and yours a safe and happy holiday season.





## A Message from our Incoming President

*Tracey Johnson, CPM®*

It's an honor to be serving as your IREM® President in the New Year. I'd like to take this opportunity to share with you my objectives for 2010:

- To increase overall membership, membership satisfaction, and membership retention in each member category while working to build and improve IREM® Young Professionals (IYP) and minority involvement and recommitting existing membership and past leadership.
- To personally remain cohesive with the goals and strategic plan set fourth by those before me. To continue to build upon the strategies the have made our Chapter the "5 STAR" Chapter we are today, while adding my own insight and vision to elevate us in every way during my short tenure as Chapter President.

There are also three Chapter Goals that I would like to highlight for the upcoming year:

- We plan to continue the growth and development of our outreach program to interest as many students as possible in pursuing a career in real estate management. This includes a continued and growing relationship with area universities and their real estate clubs with a direct relationship with St. Augustine's College and their Center For Real Estate Management and Development, which now offers the only REAL ESTATE MAJOR in the State.
- It is imperative that we promote and recognize IREM® Young Professionals. These are future up-and-coming CPM® and ARM® members of our Chapter—who are dedicated to IREM® and the Real Estate Management Profession—and also represent the future of IREM® Chapter 105.
- We plan to implement more creative ways such as the "Speed Networking" like we did this year, to continue to add value to our Friends program, and provide as many opportunities possible for Networking and building relationships with IREM® Members.

We will place more emphasis on recruiting members and Friends of IREM® to tap into all available resources, contacts and local management firms, in order to grow membership and create more public awareness of potential members of the chapter.

This year, we have a lot to accomplish and a very strong precedent to follow. I know, as a team, we can meet all of these goals and continue to make IREM® valuable to our membership, as well as a continued leader in our community. I welcome your input and encourage your involvement. Our Chapter strength is dependent on volunteers and this year, you can help make a positive difference in our Chapter. Together, we can make 2010 a great year.

## President's Cup Challenge Golf Tournament

This year's golf tournament was held on Wednesday, October 7 at Crooked Creek Golf Course in Fuquay Varina. It was a great event, and we want to congratulate the team at Danny's Bar-B-Que for being this year's tournament winner.

Our golf committee would like to thank everyone who came out to our event. Because of you, we were able to donate \$1,000 to Urban Ministries of Wake County. This is the fifth year that Urban Ministries has been the golf tournament's charitable cause, and we appreciate your support in allowing us to continue to make a positive impact in our community.



## IREM**FIRST**.org

Get connected to the knowledge and tools you need for success, including:

User-driven functionality enabling you to rate and comment on articles/content letting the community know which information is important to you.

Community-building features, member profiles and forums.

An events page featuring a calendar with industry events.

See what the new IREM**FIRST**.org can do for you! Log in to [www.iremfirst.org](http://www.iremfirst.org) and set up your profile today!

## November Officer Induction

Our November Officer Induction meeting was held on November 11<sup>th</sup> at the Angus Barn. Seventy-eight people joined in welcoming our 2010 Board:

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



We also recognized our attending Past Presidents, as well as those members that have served on a National level in some capacity. Members of our 2009 Executive Council were also thanked for their substantial contributions throughout the year and presented with a gift.

Our meeting concluded with Regional Vice President Connie Carpenter, CPM, completing the induction of CPM Craig Nardi and the installation of the 2010 Executive Council. Awards Committee Chair, Bob Dascombe, presented the plaque for our Friend of the Year to Leslie Herndon with Greenscape and the plaque for CPM of the Year to Cliff Hamner, CPM. Past President Bonnie Moser also accepted the Past President plaque.

Congratulations to everyone. It's been quite a year!

## IREM® Fall Business and Governance Meetings

The IREM® Fall Business and Governance Meetings were held in Honolulu, HI from October 13-15, with Governing Council on October 15. Attending the IREM® Business and Governance Meetings and IREM® /CCIM® Success Series on behalf of Chapter 105 were Jeff Weatherspoon, CPM®; Candi McDowell, IAE; and Crystal Hall, CPM®. Governing Council Actions included:

- 1) The installation of 2010 Officers, Regional Vice Presidents, and Senior Vice Presidents,
- 2) The election of new Governing Councilors,
- 3) The installation of six new CPM® Members from China, who had traveled to Hawaii with a delegation from China to attend the IREM® Fall Meetings,
- 4) The presentation of the Louise L. and Y.T. Lum Award for distinguished contribution to the real estate management profession through education, publishing, or the advancement of professional and ethical Standards to Yoshitaka (Sam) Sadamura, CPM®, and Noriaki (George) Shiomi®, CPM, both of Tokyo, Japan,
- 5) Approval of the 2010 budget,
- 6) The CPM® and ARM® Emeritus Requirements Modified - the age and years of service requirements for fully retired and semi-retired were modified to encourage retiring member to retain their IREM® credential,
- 7) Minimum Pass Rates added to MPSA® Sections, and IREM's Model Chapter Bylaws were amended.



Full minutes are available on the national website at [www.irem.org](http://www.irem.org)

## New IREM® Bucks

Created by a joint effort of the Friends and Golf Committees

IREM® Chapter 105 offers those securing Friends of IREM®, Golf and General Meeting sponsorships 50% in IREM® Bucks. These bucks can be redeemed in the following manner:

- Credit to local dues.
- General meeting attendance fees including fees for a guest visit.
- Sponsorship or participation at the annual golf tournament.
- A donation to the Chapter 105 Restricted Fund of the IREM® Foundation.
- IREM® Greater Raleigh-Durham Chapter 105 educational offerings.



In an effort to prevent abuse of this incentive, the following exclusions to the program will be in effect:

- Members of the Executive Council, Chairman of the Friends and Golf Committees are not eligible.
- All referrals must be to an individual or organization defined as one that has not been a Friend of IREM® or sponsor during the preceding 13-month period.
- A referring member may only refer a specific Friend or sponsorship once regardless of their status as defined above.
- IREM® Bucks must be used within a 12-month period of being issued, or they will automatically be donated to the Chapter Restricted Fund in the name of the individual or organization to whom they were issued.

## 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*

### GOLD SPONSORS

- *The Budd Group*

### SILVER SPONSORS

- *Interstate Contract Cleaning Services*
- *Greenscape*

### BRONZE SPONSORS

- *The Apartment Finder*
- *Carolina Pavement*
- *Jay’s Building Maintenance Co.*
- *Lanway Roofing*
- *Ambius*



- *Fifth Third Bank*
- *Commercial Mechanical Systems, Inc.*
- *Piedmont Air Conditioning*
- *Sparkkles Restoration*
- *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](mailto:candimcdowell@yorkproperties.com).

## 2010 Calendar

### January 20, 2010

Keynote Speaker: Dr. Dianne Suber  
President of Saint Augustine’s College  
Topic: “This is the House that Jack Built”  
11:45AM Registration  
12:00 Noon Meeting  
Location: Renaissance Raleigh Hotel at North Hills

March 17, 2010 TBD

May 19, 2010 TBD



June 7-11, 2010 Education

ASM Track

Drucker and Falk Training Center in Raleigh

July 21, 2010

TBD

September 15, 2010

12:00 Noon Meeting  
Speaker/Location: TBD

October 2010

President’s Cup Challenge Golf Tournament

Date/Time/Location: TBD

November 10, 2010

2010 Officer Installation Dinner

6:00PM

Location: Angus Barn

