



IREM Institute of Real Estate Management
Greater Raleigh-Durham No. 105

4th Quarter 2011

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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
www.irem105.org**



Notes from the Outgoing President

Jason Stowe, CPM®

Thank you for such an incredible year! It has been an honor to serve as your Chapter President. I would like to take this opportunity to reflect on the milestones that all of us have achieved this year:

- Held a successful "Who Is IREM" January meeting with National President Ron Goss, CPM®.
- Presented a profitable HRS402 educational offering.
- Attended the Legislative Summit in Washington, D.C. where Chapter officers met with Senators and Congressmen to discuss legislative issues.
- Sent five attendees to the San Diego Leadership Conference.
- Garnered sponsorships from five Friends for our May Durham Bulls game.
- Donated \$500 for Urban Ministries of Wake County from our President's Cup Challenge Golf Tournament.
- Achieved the prestigious Five Star Status for the fourth consecutive year.
- Ended the year with a positive cash flow.

I would like to extend my gratitude to every individual that volunteered their time and energy to the Chapter this year. From committee member to Executive Council, from the dollar donation in our 50/50 to the Platinum Friend, you have all contributed to the success of Greater Raleigh-Durham Chapter 105. My title may change, but my commitment to serving IREM® will not. We have great leadership within our Chapter, and the ability to serve with Gary as our President will be an honor. I look forward to all that we will accomplish together in 2012.

On behalf of the entire Board, I wish each of you a safe and happy holiday and New Year.

Help Make 2012 a Great Year!

We need your help to make 2012 a productive year for our Chapter. Please take a few minutes to complete a short, ten-question survey. The survey link is <http://www.surveymonkey.com/s/C775PDL>. We truly appreciate your taking the time to respond!





A Message from our Incoming President

Gary Triplett, HCCP, CPM®

I am so honored to have the opportunity to serve as President of the IREM Greater Raleigh-Durham Chapter 105. I certainly have a tough act to follow. Jason Stowe has been a fantastic representative of this Chapter nationally during both of his terms. As a result of his leadership, our Chapter will once again be recognized as Five Star. Most importantly to me, he is a great friend. I know that all of you join me in thanking him for all he has done thus far and will continue to do in the future.

For those of you who do not know me, I currently serve as Regional Property Manager with Drucker and Falk, where I have been employed since 1996. I've been in the real estate industry since 1994 and received my CPM designation in 2007. Prior to my appointment as President, I have served on the Executive Board as Counselor (2008), Secretary (2009), Treasurer (2010), and President-Elect (2011).

The economic turmoil over the last few years has negatively impacted our organization as many companies, including those that have CPMs in decision-making positions, have stopped funding educational opportunities for their associates. For 2012, I hope to see that trend reversed. I am steadfast in my belief that the gold-standard IREM education sets us apart and makes us more attractive to clients making decisions on who is best qualified to manage their property.

For me, the challenge is clear. I must build on the work begun by my predecessors by continuing to grow the Chapter, maintain our Five Star status, provide meaningful membership experiences and represent our Chapter nationally. I take these responsibilities seriously and look forward to a very successful 2012.

I wish each of you a happy holiday season filled with fellowship, family and fun.

November Officer Installation Meeting



This year's Officer Installation Meeting was held on Wednesday, November 9th at Angus Barn. Eighty three attendees joined us as we installed our 2012 Executive Council. We want to extend congratulations to all of our Executive Council and our appreciation for your willingness to serve.

We also want to recognize those individuals who received special recognition at our meeting. Bob Dascombe, our Awards Committee chair, presented awards recognizing several individuals within our organiza-

tion. Brandy Rutledge with The Apartment Finder was recognized as 2011 Friend of the Year. The ARM® of the Year was presented to Tammy Atkins, CPM®, ARM® for helping to grow our membership. The Loyalty Award was presented to Jack Andrews, CPM® for his dedication to helping the Chapter in past years as photographer and with obtaining the annual award plaques. Finally, the CPM® of the Year Award was presented to Past President Tracey Johnson.



Fall Leadership Conference

IREM's Governing Council met on Friday, October 14, 2011, in conjunction with the IREM® Fall Leadership Conference in San Diego, California. Over 400 Councillors and guests attended the meeting including representatives from six countries outside of the United States. Five representatives from our Chapter were in attendance: Bonnie Moser, CPM®, Gary Triplett, CPM®, Jason Stowe, CPM®, Jeff Weatherspoon, CPM®, and Candi McDowell, Association Executive.

Some highlights of the meeting included:

- Education Delivery Task Force – The Council approved the recommendations of the Task Force appointed by President Goss to review the status of IREM's faculty and graders relative to IRS and DOL guidelines for employee vs. independent contractor classification and make recommendations to modify IREM's policies and procedures to comply with those guidelines. The recommendations, which included amendments to IREM's Statement of Policies, reconfirmed the independent contractor status of IREM's instructors and graders while shifting the focus of selection and evaluation criteria away from teaching and grading methodology and toward educational results and outcomes.
- New Professional Experience Fast Track – The Council adopted a new "Option 4: Professional Experience Fast Track" to recognize 20 years of qualifying professional experience (as verified via experience reports and approved by the chapter) as a way to complete the CPM® education requirement, effective January 1, 2012, as proposed by the Membership and Credentialing Committee. All other CPM® requirements, including management plan, certification examination, experience, and ethics, remained the same.
- Professional Achievement Award – The Council modified the requirements for the Professional Achievement Award to expand the possible ways to achieve the award as well as updating the submission procedures.
- Ethics Statement of Policies – The Council modified the Statement of Policies related to ethics administration in order to reflect current practices and to eliminate any inconsistencies or ambiguities. These modifications were primarily housekeeping and resulted from recommendations following a routine review by the Ethics and Discipline Committee.
- Student and Academic chapter membership and fees – The Council adopted Mandatory Chapter Bylaws amendments to add Student and Academic Members to the chapters' non-designated membership and amendments to the IREM® Statement of Policies to allow chapters to adopt an optional fee-for-service program for Student Members.
- Chapter elections – The Council adopted a Mandatory Chapter Bylaws amendment to give chapters the option of conducting the annual election of chapter officers by mail, fax, or electronic means as an alternative to conducting the election at the annual meeting. Specific quorum and notification provisions apply.

For a complete list of conference highlights, please visit the IREM® website at <http://www.irem.org>



President's Cup Challenge Golf Tournament

This year's President's Cup Challenge Golf Tournament was held at Crooked Creek Golf Course on October 5, 2011. Thank you to everyone for coming out and making this such a wonderful event. Winners from our tournament are listed below:

Closest to the Pin Contests:

Hole #2 – Jamie Christensen
Hole #14 – Todd Gardner

Hole #5 – Josh Francis
Hole # 16 – Cliff Hamner

Hole #11 – Scott Russell

Long Drive:

Hole #7 – Meg Williams

Hole #10 – David Alsbrook

1st Place – Net 45

John Russo

David Kaczmarek

Matt Pind

Tony Lascola

2nd Place – Net 51

Roberta Scoblick

Gerry Stickl

Dennis McGarvey

Ron Exum

3rd Place – Net 52

Paul Yount

Josh Francis

Emery Derthick

Robert Bell

4th Place – Net 52

Suzanne Kempf

Winter Lofaro

Brock Lavrack

Terry Saunders

5th Place – Net 54

Meg Williams

Sarah Brinegar

Scott Russell

Peter Pessetto

We would also like to thank all of our sponsors for their gracious and generous support of our event.

Cary Reconstruction
For Rent Media Solutions
PPM Global
TSO Fayetteville
Sparkkles
Scotties Building Services
Valley Crest Landscape

Income Properties
Drucker and Falk, LLC
Interstate Contract Cleaning Services
Duke Realty
Greenscape
The Apartment Finder

The Budd Group
SimplexGrinnell
H&H Enterprises
Piedmont Service Group
G.L. French & Associates
Jay's Building Maintenance



Local Course Offering

MNT402 – Property Maintenance and Risk Management

Develop a first-rate property maintenance program and manage various types of risk by learning the specifics of planning, implementing, and monitoring property maintenance operations. This course is part of the CPM® required education track.

Date and time: February 27-28, 2012 from 8:00am – 5:00pm

Location: Drucker and Falk Training Center, 7200 Creedmoor Road, Raleigh, NC 27613

Tuition: Premier Member Rate: \$590, Classic Member Rate: \$680, Non-Member Rate: \$735

To view the course learning objectives, visit <http://www.irem.org/pdfs/education/outlines/MNT402.pdf>

Register today via mail at <http://www.irem105.org/documents/MNT402RegistrationForm.pdf>. Online registration at <http://www.irem.org/eventregistration.cfm?SectionID=MNT402&eventType=Course&SessionID=23600>

IREM Acknowledges "Friends of IREM"



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 Reconstruction, Inc.*
- *Brownlee Law Firm, PLLC*

GOLD SPONSORS

- *The Budd Group*
- *BEST Environmental Systems Technology, Inc.*

SILVER SPONSORS

- *Interstate Contract Cleaning Services, Inc.*
- *Greenscape*

BRONZE SPONSORS

- *The Apartment Finder*
- *Carolina Pavement*
- *Commercial Mechanical Systems*
- *Jay's Building Maintenance Co.*
- *Lan-Way Roofing*
- *Powell, Angeli, and Langford Insurance*
- *Valet Waste & Recycling*
- *Piedmont Service Group*
- *Sparkkles Restoration*
- *Enpuricon*
- *Scottie's Building Services*
- *For Rent Media Solutions*
- *Valley Crest Landscape*

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



2012 Calendar

January 18, 2012 @ NOON
Speaker: Smedes York, CPM®
Cameron Village Past, Present, and Future
Raleigh Board of Realtors Building
111 Realtors Way, Cary, NC

February 27-28, 2012
Property Maintenance & Risk Management
(MNT402)
Drucker and Falk Training Center
Raleigh, NC

March 21, 2012
General Meeting
Time & Location TBD

April 14-18, 2012
IREM Legislative Summit
Washington, DC

May 22, 2012 @ 1:00PM
General Meeting Baseball Game
Durham Bulls Athletic Park

July 18, 2012 @ NOON
General Meeting
Time & Location TBD

September 19, 2012 @ NOON
General Meeting
Time & Location TBD

October 2012
President's Cup Challenge Golf Tournament
8:00AM Registration
9:00AM Shotgun Start

October 16-20, 2012
IREM Fall Leadership Conference
New Orleans, LA

November 14, 2012 @ 6:00PM
2012 Officer Installation Dinner
Angus Barn