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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*

2nd Quarter 2018

**National  
Local**

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

### Notes from the President

**Karen Brown, CPM®**



As President of IREM®, it is truly an honor to install our members that achieve designations and certifications. Our Chapter proudly installed the following members at 2018 events:

Brooke Conn – ACoM®

Matthew Hinchey—ACoM®

Brittany Krahe—CPM®

Shawn Seuberling—CPM®

Sara Talamantes—ARM®



Please congratulate these individuals on their hard work next time you see them at an IREM® event!

Check out <https://www.irem.org/membership> to review the different types of IREM® membership. IREM® membership connects you to a support network of people, ideas, and resources to help you work smarter, achieve more, and advance on the path to success. You can start small with an Associate membership and build up to earning a credential.

Also Save the Date for our annual Forecast Event on July 18th at 111 Realtors Way, Cary, NC at noon. We hope to see you there!

*Karen*



## Friends of IREM March Event

Over 60 members and Friends of IREM® gathered at Cantina 18 for a fun social to hear about the goods and services provided by our vendor sponsors.

We had a great presence this year from our Friends with the below participating in the event:

AFR Furniture Rentals  
Asphalt Enterprises  
Baker Roofing  
Bland Landscaping  
BG Staffing, Inc.  
Brownlee Whitlow Praet  
Carolina Restoration Services  
CRC  
Carolina Pavement Technology  
Coordinated Loss Services  
Curtis Construction Co  
Enpuricon  
ForRent.com  
Foster Lake & Pond Maintenance  
Greenscape  
LandCare  
Maintenance Supply Headquarters  
MidAmerica Metals  
Real Floors  
RestorePro Reconstruction  
Turner Asphalt  
Valet Living



At the end of the event, raffle prize drawings occurred using the many fantastic prizes our Friends provided to our property manager members! Let's all thank our Friends of IREM® for making this event a success and their support of our organization. A good time was had by all!



 **Friends of IREM**

## Upbeat Site Furnishings 2018 National Grant Contest



Accelerate your career in real estate management — enter the Upbeat contest and you could win a **\$2,000 grant** to fund your tuition for one IREM course or exam fee in 2018 or 2019.

**10 grants** will be awarded, and the winners may be recognized at the 2018 IREM Global Summit.

**HOW TO ENTER**—There is one way to enter. The Contest focuses on your answer to the following question:

*"Tell us why you have pursued a career in Property Management, and what makes you excited about this industry today."*

During the Contest Period, go to <https://www.upbeat.com/grant.aspx?q=entry> to provide the requested personal information about yourself, plus your answer to the contest question in a written explanation of 500 words or less.

**ELIGIBILITY**—Open to citizens and legal permanent residents of the fifty (50) United States and the District of Columbia who have one year of real estate management experience.

**DEADLINES**—Submissions will be accepted between March 19-July 7, 2018. Winners will be notified in August 2018.

## May General Meeting

Our Chapter was pleased to welcome speaker Teddy Burriss, a social media expert, on May 16th. He spoke to the value of LinkedIn and the essentials for finding value in LinkedIn are as follows:

- Create a presence
- Form a network
- Build a reputation
- Determine how to personally use LinkedIn best to add value

He also spoke regarding prospecting, which is done by selecting a specific industry, then targeting a geographical list of companies, and finding an individual through someone already in your existing LinkedIn group that can introduce you. He also believes having a company page is critical and must contain relevant content. If you build your LinkedIn profile correctly using keywords important to your target audience, your info can pull up first on a google search.

The end goal is to connect!

Thanks to our sponsor York Properties Inc. for supporting IREM®.



## CURRENT “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

- **Baker Roofing**
- **Bland Landscaping Company, Inc.**
- **Brownlee Whitlow & Praet PLLC**
- **CRC-Response Team 1**
- **Foster Lake & Pond Management**

### GOLD SPONSORS

- **AT&T**
- **LandCare**
- **Turner Asphalt**

### SILVER SPONSORS

- **Asphalt Enterprises**
- **Curtis Construction Company Inc.**
- **Coordinated Loss Services**
- **Greenscape Inc.**
- **Redi Carpet**

### BRONZE SPONSORS

- **AFR Furniture Rentals**
- **Carolina Restoration Services**
- **Carolina Pavement**
- **ForRent.COM**
- **Maintenance Supply Headquarters**
- **RestorePro Reconstruction**
- **Valet Living**
- **Allen Kelly & Company**
- **BG Staffing**
- **Enpuricon Inc.**
- **Jay's Building Maintenance Co.**
- **Mid America Metals**
- **Real Floors Inc.**



### 2018 Calendar

**Wednesday, July 18, 2018**  
**General Meeting @ NOON**  
**111 Realtors Way, Cary, NC**

**Wednesday, September 19, 2018**  
**General Meeting @ NOON**  
**TBD**

**IREM Global Summit**  
**Diplomat Beach Resort & Spa**  
**Hollywood/Ft. Lauderdale, FL**  
**September 26-29, 2018**

<http://www.irem.org/events/irem-global-summit>

**IREM 17th Annual Golf Tournament**  
**Lochmere Golf Club @ Noon Registration**  
**with 1PM Shotgun Start**  
**Tuesday, October 2, 2018**

<http://irem105.org/meetinginfo.php?id=11&ts=1525114949>



**Wednesday, November 14, 2018**  
**Officer Installation Dinner @ 6:00PM**  
**Angus Barn**