



News from the Commercial Real Estate Organization of Choice

May 2008

Issue No. 10

CREW Careers 2008

Julie Rost, CREW Careers Committee Co-Chair

On Saturday, April 12th, CREW Sacramento hosted the third annual CREW Careers event. It was a smashing success for the girls that attended as well as the CREW members that participated in the one day program. This year's event was billed as "This Old Building" meets "The Apprentice." The program included a walking tour of mid town Sacramento that highlighted various projects and development options along with a hands-on component of the program. The girls worked in teams to create, develop and pitch their own ideas for a to be re-developed Sacramento site. The HLA Group lent their gorgeous facilities for the program while the Heller Company Inc, provided the sample re-development project that the girls learned about during the program. The best part of the program was when one participant stated "...before today, I thought I was going to be an architect, after today, I KNOW that I am going to be an architect." That is what this program is all about. Be sure to look for the CREW Careers video which will be played at a future CREW luncheon. CREW Careers 2009 is just around the corner, so if you missed out on all the fun this year, consider joining for next year's program.

CREW Careers Committee - -Thank You

In This Issue

CREW Careers Board
Message

23rd Annual Golf Classic

Race for the Cure

Successful Communication

Calendar

CALENDAR

**For more information
on all of the events below,
go to:
www.crewsacto.org**

**May 10
Race for the Cure**

**May 13
Membership Committee
Mtg**

**May 14
CREW Network Social**

May 20



Board Meeting

June 12
Luncheon Program

June 17
Board Meeting

Swag Bag Donations Needed



It's a great marketing opportunity...donate items for the Golf Classic swag bags! Put your name/logo in the hands of potential clients! **Interested?**
Contact Mona Dmitrenko at mona@cfgfund.com or 916/631-1980.

Swag Bag "wish list" items include, but are not limited to:

- Golf Towels
- Golf Balls
- Tees / Divot Tool / Ball Marker
- Golf Rule Book / Golf Tips
- Luggage Tag
- Golf Wallet
- Visor, Hat
- T-Shirt or Tank Top
- Cigars
- Mini Liquor Bottles
- Coozie
- Water Bottle/Go Girl/Sport Drink
- Snack/Trail Mix, Energy Bar
- Sunscreen
- Nail File or Clipper
- Sanitizing Wipes
- Aspirin Packet



CREW Golf Classic

This August 4th, we'll hold our 23rd Annual CREW Sacramento Golf Classic at Granite Bay Golf Club. Sponsorships are almost sold out!

There are a few Hole Sponsorships still available. For \$1250, the sponsor gets tournament play, meals, mulligan tickets, entries into the putting/chipping contest and goodie bags for four golfers, signage (and a table and chairs) at the tee, advertisement on the CREW event webpage, your logo on promotional materials, two non-golfer lunch and dinner tickets, and driving range balls.

We are also looking players. All levels of golfers are welcome! Create your own foursome or we will place you in one.

Click [here](#) for a flyer to register or secure a sponsorship. For more information contact co-chairs Kellie L. Stroud at kellie.stroud@bankofamerica.com or Cara Trani at cara.trani@colliers.com.



Exclusive Event Sponsor



CREW Sacramento is participating in the annual Race (Walk) for the Cure at Cal Expo again this year. The event is the morning of

- Aspirin Packet
- Food Item
- Aspirin/Pain Reliever
- Lotion/Moisturizer
- Kleenex
- Pocket Knife/Swiss Army Knife
- Lip Balm
- Mirror
- Mini First Aid Kit
- Gum
- Eye Drops
- Sports Watch

New Faces & New Places

WELCOME NEW MEMBERS:

Jim Scott
Chicago Title

Valerie Hahn
Old Republic Title
Company



CREW Sacramento was founded in 1982 by a group of women working in similar areas of the real estate profession who were interested in exchanging ideas and information. Since that time CREW Sacramento's membership has more than tripled and

May 10th, always held the day before Mothers' Day. We meet at the golden bear, same place as the last two years, and walk the 5k, 3.1 miles. The event is a fund raiser to support finding a cure for breast cancer as well as awareness and the importance of early detection. The risk of a woman developing breast cancer in her lifetime has increased recently to 1 in 8. Ninety percent of these women have no family history of the disease.

Many of us CREW members have been touched directly or through close friends or family. I lost my mother and grandmother to cancer and hope you will join me in supporting this very worthwhile cause. It is essential that women and their loved ones know that early detection is the key to surviving breast cancer.

You can show your support by going on-line to www.komensacramento.org and registering to Walk for the Cure or simply by donating to the cause. All CREW members, guests, friends and family are welcome to join us. Please visit our website at crewsacto.org for more information or contact Karen Patch with any questions at 916-847-2816 or kpatch@ccombank.com.



Lighting the F.I.R.E. for Successful Communication

By: Nadia Bilchick

F- Feeling good about yourself

Honore De Balzac said: "There is no greater impediment to getting on well with other people, than being ill at ease with yourself." We live in a world of enormous stress and challenge and all too often, we forget the power of exuding positive energy as a way of attracting business. And sometimes it is easier to act your way to feeling better than to feel your way to acting better.

I- Show genuine interest

Never before has "being present" been more of a challenge. While you are reading this, how many of you are simultaneously glancing at your BlackBerry? I know I am. So the question I ask is: How conscience are you of paying attention when someone is in your company? Remember in communication, people will remember the way we make them feel much more than by what we say.

continues to be a growing organization, which meets regularly for educational luncheons, networking and socializing.

CREW Sacramento is dedicated to furthering the success and influence of women in all facets of the commercial real estate industry by providing opportunities that foster productive and supportive relationships and enhance personal and professional growth.

Click here
[JOIN CREW
SACRAMENTO](#)

or visit
www.crewsacto.org

Thank you to our 2008 Sponsors:

Platinum Sponsor:



American River Bank

Gold Sponsor:



Silver Sponsors:

R- Relax in all your interactions

Remember as John Kehou said: "You are a culmination of your success and not only as good as your last experience." Appearing relaxed induces confidence in your audience, whether your audience is an audience of one, 100, or 1000.

E- Engage with energy, excitement and enthusiasm

All too often we allow our day-to-day stresses and challenges to erode our energy and yet, so much of what people buy into when we are selling them a product, a service, or an idea, is that very level of intangible enthusiasm. Remember, sales are a transfer of emotion and in one way or another we are all in sales.

*To learn more about how you can implement these qualities into your business interactions, presentations, and personal brand, please check out my website: www.nadiabilchik.com. You can also find out more details about the DVD, **BRAND ME- Leveraging The Power of Your Personal Brand** and my book, **The Little Book of BIG NETWORKING IDEAS- A Guide to Expert Networking**. I look so forward to helping you add **GREATER IMPACT** to your career in 2008.*

[Forward email](#)

SafeUnsubscribe®

This email was sent to dorigough@comcast.net by stephanie@ges1031.com.
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

CREW Sacramento | P.O. Box 4482 | El Dorado Hills | CA | 95762



Small Business Finance



MURPHY AUSTIN
ADAMS SCHOENFELD LLP



CB RICHARD ELLIS



Email Marketing by

