



IREM IN-LINE

Chapter 14

October 2008

The monthly newsletter of the Dallas Chapter of the Institute of Real Estate Management

IREM® First. Professionals.

October Meeting

Date/Time

Tuesday, October 14, 2008
Luncheon 11:30 a.m. - 1:00 p.m.

Location

Maggiano's NorthPark
NorthPark Center
Dallas, TX 75225
214-360-0825

Presented By

Your Dallas IREM® Chapter No. 14

Featured Friends

Fujitec America
Summit Energy
Time Warner Cable Business Class
Tri-Tex Construction, Inc.

Cost

\$37 Dallas Chapter Members
\$47 Non-members with
advance reservations.
Walk-ins please add an additional \$5
Online registration closes at noon,
Friday, October 10 – After Oct. 10,
call the IREM office at 214-368-2181

Julie Brand Lynch

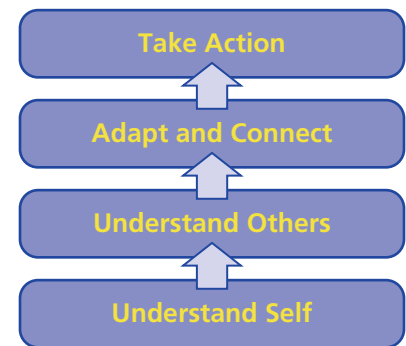
Managing Partner – LYNOUS

High Impact Performance through Self-Understanding for Successful Interactions

Of all the occupations in commercial real estate, a property manager has one of the most dynamic and challenging roles. The most challenging aspect of a property manager's job is managing all the people with a vested interest of the success of the property to include: tenants, property owners, vendors, staff and their own employer. As the conductor of a well-orchestrated property, a Property Manager must manage the day-to-day interpersonal dynamics that can stifle superior performance.

As Peter Drucker said, "Leadership is not magnetic personality – that can just as well be a glib tongue. It is not 'making friends and influencing people' – that is flattery. Leadership is lifting a person's vision to higher sights, the raising of a person's performance to a higher standard, the building of a personality beyond its normal limitations." The first step in managing interpersonal dynamics is through understanding yourself.

Individual Effectiveness Model



Individual effectiveness starts with a journey exploration of ourselves and examining all of the personality preferences that makes each of us unique. Next, we continue the exploration by understanding why others behave the way they do – particularly those who are not like us. Lastly, focusing both on improving relationships and interactions between team members, as well as enabling

Continued on page 2

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IREM® Anniversary

6-9

Golf Tournament

10-12

IREM® Education

13-17

Friends of IREM®

2008 Executive Council

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Rich Elam, CPM®, CCIM
rich.elam@grubb-ellis.com

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IREM® In-Line

IREM® In-Line newsletter is published monthly by the Dallas Chapter of The Institute of Real Estate Management and is available on the IREM® Dallas website at: www.irem-dallas.org. Publication of advertising or contributing articles should not be deemed as endorsement by IREM®. Reader comments are invited. All correspondence regarding this newsletter should be mailed to:

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Julie Brand Lynch, Managing Partner – LYNOUS (continued from page 1)



the team to excel in the communications skills and capabilities required to meet individual and collective objectives. This presentation will give even the seasoned professional the confidence and competence to excel in business, as well as in personal interactions.

Our presenter is Julie Brand Lynch, Managing Partner of LYNOUS Talent Management for Real Estate and Adjunct Lecturer at Southern Methodist University. As a leader in talent management, LYNOUS provides an integrated approach to executive search and employee training. Through our unique, collaborative approach with clients, LYNOUS defines high impact areas that: identify top talent, increase employee performance and elevate companies to new heights.

We would like to THANK
**ThyssenKrupp Elevator
Cousins Properties
ISS Facility Services**
*for graciously sponsoring the
MPSAXM Course in September.*

2008 IREM® & CCIM Success Series IREM® Celebrating 75 Years

IREM® Business and Governance Meetings

October 14-16, 2008

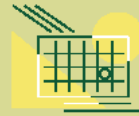
Hilton Chicago • Chicago, Illinois

CCIM & IREM® Success Series 2008

October 17-18, 2008

Hilton Chicago • Chicago, Illinois





Past Presidents Honored

**On September 19th, IREM® hosted the Past Presidents appreciation lunch.
In attendance were:**

1978 President – Samuel Kincaid, CPM®
1984 President – Roland Freeman, CPM®
1986 President – Frank Ventura, CPM®
1995 President – Al Horstmann, CPM®
1999 President – Sara Baker, CPM®, ARM®
2003 President – Joe Summers, CPM®
2004 President – linda Jackson, CPM®

2005 President – Susan Nash, CPM®
2006 President – Greg Wingate, CPM®
2007 President – Jack Gardner, CPM®
2008 President – Rich Elam, CPM®
President Elect – Jim Seal, CPM®
Executive Director, Kristin Hiatt, CAE

President Rich Elam, CPM® updated our distinguished guests on the adopted Strategic Plan and short and long term goals of the Chapter.



L to R – **Jack Gardner, Roland Freeman and Samuel Kincaid**



L to R – **Jim Seal and Frank Ventura**



L to R – **Joe Summers, Al Horstmann, Greg Wingate and Susan Nash**



L to R – **Rich Elam, Sara Baker and linda Jackson**



October 14, 2008

Membership Luncheon
Maggianno's NorthPark
214-360-0825

October 30, 2008

LEED-ing to Results Seminar
8-Hour Seminar with 4 Hours MCE
5080 Spectrum Drive #122W

Sponsored by:
ABM SECURITY SERVICES
GENSLER
GOOD ENERGY
GRANITE PROPERTIES
KESSLER & COLLINS

November 11, 2008

Joint Luncheon with BOMA
Westin Galleria
Speaker: Don Reynolds –
Economic Forecast

December 18, 2008

Celebrate 08
W Hotel – Victory Park
4:00 - 6:30 p.m.
*Drinks... Hors d'oeuvres... Fun...
Networking*

Sponsored by: RESTORX

January 2009 TBA

Membership Luncheon
Location TBA

February 10, 2009

*Joint Luncheon with The Apartment
Association of Greater Dallas*
Location TBA
Speaker: Congressman Pete Sessions

IREM® Celebrates 75 Years... 1933-2008

Our Current Decade – 2000s

Linda Jackson, CPM® – Vice Chair, 75th Anniversary Work Group



My how time flies... especially when you're having such fun! And this has been fun. Well, let me clarify that. This has been fun for me, and I hope it has been fun for each of you... taking a look back at where IREM® began and looking at how it has changed over the decades.

Remember the morning of January 1, 2000? We all looked around and found that we were okay... Whew! Our biggest concern then was what to do with all the "just in case" supplies we had put together!

Commercial and residential opportunities during this decade continued at an even faster pace. IREM® and its members were there and prepared when those opportunities came a knocking! New IREM® membership categories, new plans and many, many new goals were allowing professionals around the globe to gain the benefits of membership in our organization.

Before we all run off to Chicago to CELEBRATE our IREM® history and heritage, we'll take a short trip down memory lane and look at this decade... the... hmmm... Well, it's not "the Thirties". It's not "the Sixties". Actually, folks, the 2000s have no universally-accepted name. Some refer to this decade as the "twenty hundreds" while others refer to it as the "two thousands". And this could appear in written form as "the '00s" or "the 2000s". But writing "the 2000s" or simply saying "the two-thousands" can cause confusion. Or at least, it all confuses me.

Oh my. Determining a name for this decade has been problematic, especially here in the U.S. There was a U.S. group who attempted to popularize "the Naughties", but I'm not going there. Suffice to say that there still remains nothing remotely close to a bonafide consensus on what term to use. So... let's just move on and talk about what has happened since January 1, 2000.

Computers continued to advance rapidly. E-mail had become for many a necessity rather than a luxury. (Although I have another term for E-mail ... but again, I'm not going there.)

In December of 2000, Montgomery Ward, a retail giant since its founding 128 years before, announced its intention to cease business, citing something about competition from behemoths (can you say Wal-Mart, perhaps?).

In sports news, Tiger Woods became the first golfer to hold all four major golf titles simultaneously by winning the Master's Tournament in 2001. American cyclist Lance Armstrong won his record 7th straight Tour de France in 2005.

In 2006, in a continuing shift of the retail industry to new and different platforms, the one billionth song was downloaded from the internet music store, Apple iTunes. (No, I don't know what the song was, but I do know I didn't download it. Did you? And if you did, did you win a prize?)

In television news, *Survivor* premiered in 2000; *American Idol* premiered in 2002; Tom Brokaw and Dan Rather retired in 2004 and 2005 respectively; *Will & Grace* ended in 2006; and finally, Bob Barker retired as host of *The Price is Right* in 2007 after 35 years. Alas, it was sad, but that Drew Carey sure seems to have a good time doing the show now. (Oh. Someone told me that. I don't actually sit down, watch the show and scream out prices! Really.)

Fads, fads, and more fads... we had and continue to have FADS... I'll just list a few: YouTube; The Big Mouth Billy Bass (and yes, I do have one of those!); Energy Drinks like Red Bull, Full Throttle, Monster Energy; Texas hold'em poker; text messaging; Jared the Subway guy (how can anybody lose that much weight eating sandwiches? Whatever!); Botox (Yes! It was actually listed as a fad! Right now, it seems a necessity to me!); Sudoku puzzles, and the final fad that I'll mention... U.S. flags on cars! And speaking of that fifty star flag of the United States of America... on July 4, 2007, it became the longest flying flag in history after flying over 47 years!

So now it seems you and I are at the end of this journey... looking back at the decades since IREM's founding in 1933.

Strange, but true, it was in 1933 that Jerry Seigel, an aspiring writer from Cleveland, Ohio, and his best friend, Joe Shuster, worked together and conjured up the first incarnation of Superman for a self-created magazine. Superman... who one day was found living under the alias of Clark Kent and fighting for Truth, Justice and the American Way.

Although it was by accident that their Superman ended up in the comics, it was by no means an accident that you and I enjoy so many benefits as members of the Institute of Real Estate Management today. Our founding core of 14 men had a vision of what professional and ethical real estate management should look like. They had a vision. They acted on that vision. And you and I are a part of a group of more than 18,000 active members today.

If you haven't already signed up, made your reservations and booked your flights (you know, you simply can't fly through the air like a bird or a plane or Superman)... well, if you haven't already booked it all, **do it now**. Do it faster than a speeding bullet! Get going! You simply do not want to miss the Chicago Fall Meetings and 75th Anniversary Inaugural Gala!

We will have great fun in Chicago in October, and you really need to be there and CELEBRATE 75 years of excellence with your fellow IREM® Members ... and me!!!! Look me up. I'm the quiet one, **standing next to Superman**. (Oh wait... that was **last October** in San Antonio. Well, I'm sure he'll be at this conference too!)

Check out www.irem.org/75th for more history and fun! We will all join in the festivities this October where it all began in 1933... See YOU in Chicago!

A Strategic Day of Planning "The RAPIE Process"

On September 12, 2008, the newly elected 2009 IREM® Dallas Executive Council, led by President-Elect Jim Seal, CPM®, met at Lone Star Park for a day of work and fun. The objective was to review, discuss and tweak the goals and objectives of the Chapter's Rolling Strategic Plan.

It started with fun and games, but soon we were down to business. Armed with their comprehensive orientation books, last year's star award, the current strategic plan and current member survey, as well as historical information and data kept by the Chapter, the Council broke out into teams and began the RAPIE process of reviewing, analyzing, planning, implementing and evaluating. It was a very successful day, and their mission was accomplished. The next step is to carry out the plan set forth for 2009.



Lone Star Park tour



2009 Executive Council

L to R – Jim Seal, CPM®; Piers Chance, CPM®; Duane Rettig, CPM®; Sherry Jordan, CPM®; Diane Harkey, ARM®; Mike Sweatt, CPM®; Clay Reed, ARM®; Rich Elam, CPM®; Debbie Lister, CPM®; Kristin, Hiatt, CAE; Susan Heath, CPM®; Claudia Ferrara, CPM®
Not Pictured – Helen Moise, CPM®; Tessie Nolan, CPM®; Susan Nash, CPM®; Jack Jones, CPM®; Teresa Bristow



President Jim Seal, CPM®



Getting to work

Introducing our Newest Dallas Members...

CPM® Candidates

Debi Alston
Sentinel Real Estate Corporation

Ginger Bright
Bright Realty LTD

Suzanne Estrada
Cencor Realty Services

Robyn Menard
Cambridge Holdings, Inc.

April Phyllips
Lincoln Property Company

April Royal
WRH Realty

Jandy Thompson
John Bowles Company

Leslie Williams
Billingsley

Associate Members

Douglas Graham
SunRidge Management

Angie McCalment
LumaCorp



L to R – Duane Rettig, Diane Harkey and Claudia Ferrara



IREM® Dallas Recognizes our 2008 13th Annual Golf Sponsors!



THANKS TO OUR SPONSORS "FORE" THEIR SUPPORT

PLATINUM SPONSOR:

Debt Liquidation Group

GOLD SPONSOR:

CB Richard Ellis

SILVER SPONSORS:

Crescent Real Estate

Gulf States Energy

Fujitec Elevator

Holt Lunsford

RREEF

Stream Realty Partners

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Boca Group International

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Chamberlin

Corporate Green

Crocker & Reynolds Construction

Executive Security Systems

ISS Facility Services

KONE Elevators & Escalators

Metroplex General Contractors

Prestonwood Landscape Services

Restorx of Texas

Supreme Roofing

Thomson Tax & Accounting

ThyssenKrupp Elevator

Tri-Tex Construction

BREAKFAST SPONSOR:

Granite Properties

PUTTING CONTEST SPONSOR:

Qore Property Sciences

PHOTOGRAPHY SPONSOR:

Exceptional Landscape

BRONZE SPONSORS:

Brickman Group

CAPSTAR Commercial Real Estate

City Wide Building Services

Lime Energy

Lincoln Property Company

Lone Star Building Services

TDIndustries

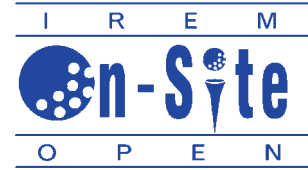
Transwestern

Travertine, Inc.

VMC Landscape Services

Congratulations Winners!

13th Annual IREM® On-Site Open Golf Tournament



1st Place Team

Susan Webb
MG Cox
Michelle Annett
David Crow

2nd Place Team

Clay Young
Julie Young
Stacy Schelsmidt
Steve Echols

3rd Place Team

Jim Seal
Dan Yates
Kory Marino
Sunny Song

DAL Team

Kathy Vardell
Jim Hitt
Tina McWilliams
Jeff Bartels

Hole & Contest Winners

Straightest Drive	Jay Johnston
Closest to the Pin in 2	Jack Clark
Closest to the Pin – Men	Richard Jordan
Closest to the Wavy Line	Ron Underwood
Longest Drive – Women	Delaine Johnson
Closest to the Pin in 2	Dan Woldest
Shortest Drive in Fairway	Richey Houdek
Longest Putt Made	Ray Mackey
Closest to the Water (not in)	Anthony Schurr
Longest Putt Made	Mike Poen
Closest to the Cart Path	Randy Hart
Closest to the Pin on Drive	Jay Johnston
Closest to the 150 Yard Stake	Rich Elam
Longest Drive – Men	Andre Harvey
Entire Hole	Steve Broom



Taking a "volunteer" break

Thanks so much to our GREAT Volunteers who made it all happen!

Steve Broom, Committee Chair – Fujitec America
Marilyn Weinberger – Spire Realty
Sheri McCann – Debt Liquidation Group
April Waggoner – Debt Liquidation Group
Ashlee Braden – Debt Liquidation Group
Cheryl Anderson – CBRE
Steve LeMay – McCoy Inc.
Brandi Baker – Holt Lunsford Commercial
Harvey Jenkins – Holt Lunsford Commercial
Kristen Swartz – Holt Lunsford Commercial
Jenifer Glenn – Tenant Link Inc.
Mark Slicker – VMC Landscape
Jeri Hadsell – The Koll Company
Leigh Fitzgerald – RREEF
Claudia Ferrara – RREEF



Everyone Had a Blast!

150 Golfers,
3 Celebrities and
Sold-Out Sponsorships

13th Annual
IREM® On-Site
Open



8-year-old Kyle Cox with Nyle Pruitt, the "anil-ater"



Golf Chair
Steve Broom



April & Betsy,
representatives
from
Scottish Rite



IREM® makes donation to
Scottish Rite on behalf of
Debt Liquidation Group
in lieu of a sponsor gift



13th Annual IREM® On-Site Open

Thanks to
GRANITE PROPERTIES
for donating the Grand Prize
for the Drawing to benefit
Scottish Rite Hospital
Winner was: Claudia Ferrara

Thanks to the following who donated Live Auction Items:

Frank Campise of Boca Group
*Two week-long vacation stays
in Chicago and Ft. Lauderdale*

AHI – Solar chargers

Bridlewood Golf Course
Golf Round for 4 at Bridlewood

Cousins Properties
Golf Round for 4 at Hackberry

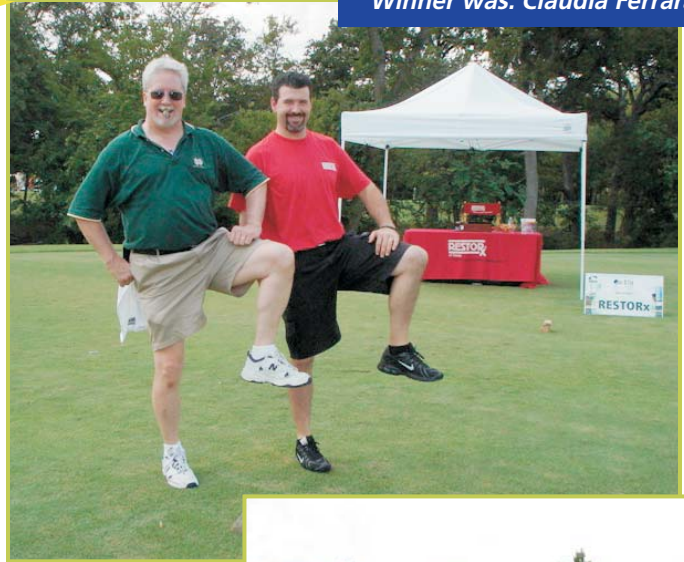
Debt Liquidation Group
Wine tasting

QORE Property Sciences
i-Touch with music cards

ThyssenKrupp Elevator – Golf bag

Nyle Pruitt – Golf driver

AND MORE...



IREM Staff – We live to serve!



Tony gets a kilt from Debt Liquidation...



What a great sport Tony is!

CLICK HERE
TO REGISTER ONLINE

IREM® Dallas Education



Institute of Real Estate Management **DALLAS CHAPTER 14 PRESENTS:**

LEADING TO R*E*S*U*L*T*S SEMINAR

THURSDAY, 10.30.08
SPECTRUM CENTER CONFERENCE CENTER
8 A.M. REGISTRATION 8:30 A.M. PROGRAM
\$75 REGISTRATION FEE (INCLUDES LUNCH) FOR MEMBERS & NON-MEMBERS
4 HOURS OF MCE CREDIT APPROVED BY TREC



AFTER MILD-MANNERED BRICK FONTANE REGISTERED FOR IREM'S LEADING TO R*E*S*U*L*T*S SEMINAR, HE COULD NO LONGER DENY THE OBVIOUS -- WITH GREAT KNOWLEDGE COMES GREAT RESPONSIBILITY.

RECRUITING & RETENTION

RECRUITERS EXTRAORDINAIRE, BILLHAM & GOLBECK, SHARE THEIR EXPERTISE ON WORKFORCE DEVELOPMENT FOR THE PRAGMATIC & PRACTICAL GENERATION X & THE OPTIMISTIC & REALISTIC GENERATION Y

EVALUATING & MANAGING LEGAL & ECONOMIC RISK

SAFE ADVICE FROM THE LEGAL EAGLES AT KESSLER & COLLINS (3 HOURS OF TREC-APPROVED MCE CREDIT)

SENSIBLE SUSTAINABILITY

ONE OF GENSLER'S GREEN GURUS, CINDY SIMPSON, IIDA, LEED AP, MAKES SENSE OF SUSTAINABILITY

USEBC (KNOWN ALIAS: U.S. GREEN BUILDING COUNCIL) &

LEED, FOLLOW OR GET OUT OF THE WAY

OUR FEARLESS LEADER, DAVID RODRIGUEZ, LEED AP & CHAIRMAN OF THE NORTH TEXAS U. S. GREEN BUILDING COUNCIL, WILL DEMYSTIFY THE THE USEBC & THE LEED PROCESS

THE ABCs OF ENERGY PROCUREMENT

ELECTRIFYING ADVICE FROM CAROLYN CANTRELL OF GOOD ENERGY (1 HOUR OF TREC-APPROVED MCE CREDIT)

SHOW ME

YOU'LL BE A DOUBTING THOMAS NO MORE WHEN JIM NASH, RPA, SMA WITH COLISINS PROPERTIES SHOWS THE COST BENEFIT ANALYSIS OF GOING GREEN





IREM® Dallas Education

2009 CPM/ARM Course Schedule

(Classic) Associates/Students/Academic

HP10BII Calculator recommended for Track B, & Track C & Track D (HP19BII can be substituted for advanced users)
Laptop computer with Microsoft Excel installed is highly recommended for Track C & Track D

Course	Date	Premier/Classic/ Non Member	MCE Credits
RES 201 – Residential Management (Location – Spectrum Center, Addison, Texas)			
<input type="checkbox"/> RES201 – Successful Site Management	Feb. 19-21 & 26-27	\$750 / \$865 / \$940	(35 MCE 35-00-108-5292)
<input type="checkbox"/> ARMEXM – ARM Certification Exam	February 28	(RES201 pricing includes exam)	
<input type="checkbox"/> ETH 800 – Ethics for the Real Estate Manager (Location – Spectrum Center, Addison, Texas)	March 19	\$170 / \$195 / \$215	(5 MCE 05-00-029-5550)
Track A – Property Operations I (Location – Spectrum Center, Addison, Texas)			
<input type="checkbox"/> MKL406 – Marketing & Leasing Strategies for Office Buildings	May 19-20	\$570 / \$660 / \$715	(14 MCE 14-00-088-5141)
<input type="checkbox"/> HRS402 – Developing Human Strategies for R E Managers	May 21-22	\$570 / \$660 / \$715	(14 MCE 14-00-049-5742)
<input type="checkbox"/> Full Track A courses		\$1140 / \$1320 / \$1430	
Track B – Property Operations II (Location – Spectrum Center, Addison, Texas)			
<input type="checkbox"/> MNT402 – Property Maintenance & Risk Management	June 22-23	\$570 / \$660 / \$715	(14 MCE 14-00-108-5291)
<input type="checkbox"/> FIN402 – Managing Investment RE; Financial Tools	June 24-25	\$570 / \$660 / \$715	(13 MCE 13-00-108-5290)
<input type="checkbox"/> Full Track B courses		\$1140 / \$1320 / \$1430	
<input type="checkbox"/> Accredited Commercial Manager Exam	June 26	\$60 / \$60 / \$60	
Track C – Asset Analysis (Location – Spectrum Center, Addison, Texas)			
<input type="checkbox"/> ASM603 – Commercial R E Financing & Valuation Pt 1	August 17-18	\$570 / \$660 / \$715	(13 MCE 13-00-108-5287)
<input type="checkbox"/> ASM604 – Commercial R E Financing & Valuation Pt 2	August 19-20	\$570 / \$660 / \$715	(15 MCE 15-00-108-5288)
<input type="checkbox"/> ASM605 – Cash Flow Analysis; Practical Applications	August 21	\$310 / \$360 / \$390	(8 MCE 08-00-108-5289)
<input type="checkbox"/> Full Track C courses		\$1450 / \$1680 / \$1820	
Track D – CPM Capstone Courses and Examinations (Location – Spectrum Center, Addison, Texas)			
<input type="checkbox"/> MPSAXM – Management Plan Skills Assessment	September 21-24	\$1295 / \$1295 / \$1295	(No MCE)
* Property Type Required: <input type="checkbox"/> Residential <input type="checkbox"/> Office <input type="checkbox"/> Retail			
<input type="checkbox"/> CPM Prep – CPM Exam Preparation (1/2 day)	September 25	\$155 / \$180 / \$195	(No MCE)
<input type="checkbox"/> CPM Exam – Certified Property Manager Exam (1/2 day)	September 25	\$100 / \$100 / \$100	(No MCE)
<input type="checkbox"/> Full Track D courses and exam		\$1550 / \$1575 / \$1590	

Name _____ Chapter Affiliation _____

Company Name _____ Address _____

City/State/Zip _____

Tel _____ Fax _____ E-mail _____

 Check (make payable to Dallas IREM® Chapter) Charge AMEX/VISA/MasterCard No. _____ Exp. _____ Billing Zip Code _____

Card Holder's Name _____ Signature _____

Fax Credit Card registrations to: 214-368-8366. Mail Checks to: IREM®, 13601 Preston Road, Suite 715E, Dallas TX 75240-4911**Course Cancellation Policy:** To cancel your registration in a course, please notify the IREM® course sponsor by mail, fax, or e-mail.

- If you cancel 10 or more business days prior to the start of the course, you will receive a full refund of your registration fee.
- If you cancel less than 10 business days but a minimum of three business days prior to the start of the course, you may either receive a full refund (less a \$75 administrative fee) of your registration fee, or you may transfer to another course offered by another sponsor or via an alternative delivery method. The \$75 administrative fee is applied to each individual course cancelled. Transfer to another course or delivery method is only valid for up to 12 months from the date of cancellation.
- If you cancel within three business days of the course start or you are a no-show, your registration fee cannot be refunded, nor can you transfer your registration to another course.
- Only students who register for, attend, and complete an IREM® course are eligible to receive the corresponding course materials.
- IREM® may from time to time find it necessary to cancel a course. In such cases, your registration fee will be fully refunded. However, IREM® assumes no liability for any expenses incurred other than the registration fee.



IREM® Dallas Education

Dallas Chapter Scholarship

Application Deadline: September 30, 2008

Scholarship Program

The purpose of the IREM® Dallas Chapter CPM®/ARM®/Accredited Commercial Manager® Scholarship is to provide financial support to an active candidate to help achieve their designation. We are pleased to offer a \$2,000 scholarship. The Scholarship is awarded to an individual who is committed to a career in property management and fulfills all other requirements of this application.

Deadline for Scholarship

- Deadline – September 30, 2008
- Scholarships are awarded in the next calendar year

Scholarship Amounts

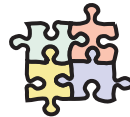
- Based upon a cafeteria plan
- Dues/Courses/Application Fees

Qualifications

- Must be a U.S. citizen
- Must be employed as a Property Manager
- Serve on a committee of your choice
- Complete the Application and submit before the deadline
- Two recommendations/One from a CPM®

About IREM®

The Institute of Real Estate Management (IREM®) is a professional organization dedicated to the needs of real estate management



Piecing together the educational puzzle for Property Management Professionals



specialist worldwide. For 75 years, IREM® has remained at the industry forefront by providing the tools and solutions necessary for real estate management success.

As the nations' leading resource and advocate for real estate managers, IREM® provides education, research and analysis, publications, career development, and networking opportunities for real estate managers and real estate management companies. Unlike any other organization, IREM® serves the needs of those who manage all types of real property for all types of owners.

Educational Opportunities

Track A – Property Operations I

- MKL406 – Marketing & Leasing Strategies for Office Buildings
- HRS402 – Developing Human Strategies for Real Estate Managers

Residential Management

- RES201 – Successful Site Management
- ARMEXM – ARM® Certification Exam

Track B – Property Operations II

- MNT402 – Property Maintenance & Risk Management
- FIN402 – Managing Investment Real Estate; Financial Tools

Track C – Asset Analysis

- ASM603 – Commercial Real Estate Financing & Valuation, Part 1
- ASM604 – Commercial Real Estate Financing & Valuation, Part 2
- ASM605 – Cash Flow Analysis; Practical Applications

Track D – CPM® Capstone Courses and Examinations

- MPSAXM – Management Plan Skills Assessment (4 days)
- CPM® Prep – CPM® Exam Preparation
- CPM® Exam – Certified Property Manager Exam

Please send me the Scholarship Application

Name _____ Company _____ Title _____

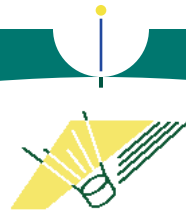
Address _____

Phone _____ Fax _____ E-Mail _____

IREM® Member Yes No Referred by _____

Please send completed form to: Institute of Real Estate Management, Dallas Chapter No. 14

E-mail: to irem@irem-dallas.org Fax to: 214-368-8366 Mail to: 13601 Preston Road, Suite 715E, Dallas, TX 75240.



Spotlight on IREM® Friends

Friends of IREM® 2008

ARCHITECTURAL RESTORATION

Stuart Dean Company, Inc.

Specialty: Metal, Stone and Wood
Contact: Ervin Buba at 972-513-9781

COMMUNICATIONS

★ **Time Warner Cable Business Class**

Telecommunications
Contact: Puneeta Dighe at 972-830-3866

CONSTRUCTION

Crocker & Reynolds Construction, L.P.

Commercial general contractor
Contact: John Kappus at 972-484-6222

ICI Construction

Commercial general contractor
Contact: Nick Hasty at 972-387-8000 x155

Metroplex General Contractors

Full service interiors and general contractor
Contact: Tony Vincent at 214-239-8080

★ **Tri-Tex Construction, Inc.**

General contractor and construction management
Contact: Randy Rogers at 972-644-1410

CONSTRUCTION CONSULTANTS

Conley Group

Construction Consultants
Contact: Javed Azam at 972-444-9020

Stone & Glazing Consulting

Consultants for exterior wall design, testing and remediation
Contact: Joseph Solinski at 972-539-4059

continued on page 14. . .

Fujitec America

Fujitec is a global leader in the installation, service and manufacture of vertical transportation systems. Founded in Osaka, Japan, in 1948, Fujitec has established a network of 12 manufacturing facilities, four research and development centers and more than 50 sales offices throughout the world.

Over the years, Fujitec has continually enhanced the performance, safety, reliability and quality of its products by utilizing the most advanced engineering, manufacturing and installation technology. Many world renowned architects select Fujitec's elevator, escalator and autowalk systems for their ability to meet the most rigorous requirement in any application.

SERVICES:

Maintenance, Modernization and Repair of most manufacturers' elevator and escalator equipment

GOAL:

Exceed customers' expectations by providing **actual quality preventative maintenance** and quick response times.

ELEVATING PERFORMANCE IN AMERICA'S FINEST BUILDINGS FOR 30 YEARS



For more information, please contact Steve Broom at 972-404-9984 or sbroom@fujitecamerica.com

Click on this link to visit our website: www.fujitecamerica.com



Spotlight on IREM® Friends

Friends of IREM® 2008

CONSTRUCTION CONSULTANTS (cont.)

TDIndustries

Construction Consultants
Contact: Allan Blakeley at 972-888-9489

DEBT RECOVERY

Debt Liquidation Group

Recovery of commercial and residential lease agreements
Contact: Thomas Backal at 214-368-2980

ELEVATOR CONSULTANTS

Boca Group International, Inc.

Elevator consulting/maintenance evaluations/OEI inspections
Contact: Frank A. Campise, Jr. at 214-370-8034

Travertine Elevator Interiors, Inc.

Specializing in elevator cab design
Contact: Jay Lambert at 214-358-1680

ELEVATOR PROVIDERS

ThyssenKrupp Elevator

Manufacturer, installer and service provider
Contact: Jim Seal at 972-785-3248

★ **Fujitec America**

Manufacturer, installer and service provider
Contact: Steve Broom at 972-404-9984

ENERGY CONSULTANTS

GSE Consulting, L.P.

Energy consulting firm
Contact: Gina Paul at 469-533-7400, x5818

Summit Energy

Summit Energy, based in Louisville, KY, is a full service energy consulting firm with international scope.

Summit Texas, formerly PoCo Energy Group, services commercial and industrial sites across Texas, as well as in other regions of the U.S. PoCo was purchased by Summit in March of 2007.

Summit is one of the premier energy management companies in the world, managing more than \$14 billion in energy spend through its global staff of 300+ energy professionals. With this key acquisition of PoCo, Summit enhances its regional footprint, adding the more than 600 sites under management. "Our two organizations have much in common in terms of our mission, our independent approach and our respective cultures and values," noted Steve Wilhite, President and CEO of Summit Energy.

PoCo founder and president, Carlos Ruffino, said, "Since PoCo was acquired by Summit Energy last year, the capabilities of our regional office increased dramatically. Our attentions have now turned to serving clients both nationally and globally with a broader range of service offerings than we brought to the table as PoCo. And the depth

of risk analysis that we now have available brings a great deal more value to our customer base."

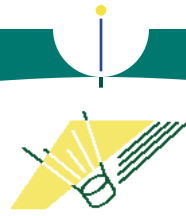
Summit Energy began in 1991 as an independent energy management company and is today one of the most recognized energy management firms in North America. Summit harvests value for clients through strategic energy procurement and price risk management in this increasingly volatile energy marketplace. Summit represents more than 9,000 commercial and industrial facilities in all 50 states, Canada, Mexico, Belgium, France, Puerto Rico, and The Netherlands.

Summit Texas was founded in 2000 as PoCo Energy Group and is headquartered in Lancaster, Texas. Summit Texas serves approximately 80+ clients, with a client base that is growing across the U.S. beyond the Texas border.

Please contact us with any questions regarding energy consulting at **214-546-9754**. We are here to serve you.

Click on this link to visit our website:
www.texas.summitenergy.com





Spotlight on IREM® Friends

Friends of IREM® 2008

ENERGY CONSULTANTS (cont.)



Summit Energy Services

Energy consulting

Contact: Paul Ward at 214-546-9754

Power Brokers, L.P.

Energy management/consultants

Contact: Steve Hardy at 469-533-7623

ENERGY PROVIDERS

Reliant Energy Business Services

Energy provider

Contact: Sandee Treptow at 972-831-7378

ENGINEERING

Brandt Service Company

HVAC & mechanical services contractor

Contact: Dan McCarty at 972-241-7661

ENVIRONMENTAL

EFI Global, Inc.

Forensic engineering, fire investigations,
environmental consulting

Contact: Kim McGraw at 972-484-6020

RESTORx of Texas

Disaster restoration & recovery

Contact: Todd David at 972-417-1111

EXECUTIVE SEARCH

Gillham, Golbeck & Associates, Inc.

Executive placement firm

Contact: Rick Gillham at 214-880-9040

continued on page 16. . .

Time Warner Cable Business Class

Time Warner Cable Business Class, the business arm of Time Warner Cable (NYSE: TWC), offers a full suite of business communications tools from small- and medium-sized businesses to enterprise-sized companies.

Its data, voice, video and security solutions are enhanced by award-winning 24/7 customer service and local support teams. The wholly owned and fully upgraded network also delivers fiber optics based dedicated Internet access and Metro Ethernet services, for multiple office locations, with speeds up to 10 Gbps.

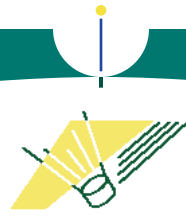
Since its origin in 1998, it serves more than 280,000 business customers in Time Warner Cable's 23 divisions.



For more information, please
contact Puneeta Dighe
at 972-830-3866 or
puneeta.dighe@twcable.com

Click on this link to visit our website:

www.timewarnercable.com



Spotlight on IREM® Friends

Friends of IREM® 2008

FLOORING CONSULTANTS/ PROVIDERS

Corporate Floors, Inc.

Flooring installation and maintenance
Contact: John Davern at 817-329-7100

Resource Flooring Group

Flooring, maintenance and tile restoration
Contact: Herb Lee at 972-392-9999

INTERIOR DESIGN

Interprise

Interior design, architecture and graphics
Contact: Suzie Bell at 972-619-2965

Staffelbach

Commercial interior design and interior architects
Contact: Jo Heinz at 214-452-1283

JANITORIAL PROVIDERS

AHI Facility Services, Inc.

Commercial janitorial and facility services
Contact: Todd Haddock at 214-741-3714

Image Building Maintenance

Janitorial services
Contact: M.G. Cox at 214-415-1908

ISS Facility Services

Commercial janitorial and mechanical services
Contact: Rhonda Reid at 972-446-1223

LANDSCAPE DESIGN

The Brickman Group, Ltd.

Landscaping design
Contact: Elizabeth Hark at 972-241-3332

continued on page 17 . . .

Tri-Tex Construction, Inc.

Tri-Tex Construction, Inc. is committed to providing the most complete and cost effective construction services available in the market today. Founded in 1998, we began operations based on the belief that there was a need in the marketplace for a general contractor/ construction manager specializing in tenant improvements with extensive knowledge of the requirements of property owners and management companies.

Tri-Tex is a team-oriented company. We truly believe in working collaboratively, not combatively, and we want to be associated with clients who feel the same way. We strive to be a client's builder of choice rather than just a general contractor. We are specialists in creating new or renovated spaces for corporate clients, healthcare providers, law firms, financial institutions, and retailers.

Tri-Tex Construction, Inc.

General Contractor ■ Construction Management

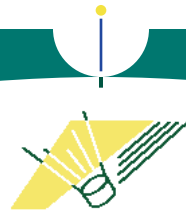


Founded on the principles of providing excellent service, performance and value enhancement, we continually demonstrate to our clients the noticeable difference in our approach to providing construction services. We are driven to succeed by enhancing all phases of a project, from preliminary pricing to owner occupancy.

Building strong client relationships lies at the core of our values. We approach each project with a cooperative mindset, working with clients toward the common goal... successful project delivery.

For more information, please contact Randy Rogers at 972-644-1410 or randy@tri-tex.com

Click on this link to visit our website: www.tri-tex.com



Spotlight on IREM® Friends

Friends of IREM® 2008

LANDSCAPE DESIGN (cont.)

Corporate Green

Interior landscape design
Contact: Betsy Bates at 214-739-6478

VMC Landscape Services

Landscape design
Contact: Mark Slicker at 972-488-5658

LEGAL

Kessler & Collins, P.C.

Law firm
Contact: Gary Kessler at 214-379-0722

PARKING

Central Parking System

Parking services provider
Contact: Tim Frey at 214-748-1293

REAL ESTATE BROKERAGE

CB Richard Ellis

Full service national brokerage firm
Contact: Joe Summers at 214-979-6375

SAFETY CONSULTANTS

MitecNet

Provider of fire and property protection technologies
Contact: Dan Hite at 972-570-1918

SECURITY PROVIDERS

Allied Barton Security Services

Security officer services
Contact: Michelle Gebhart at 817-521-1003

Executive Security Systems

Provider of permanent & temporary security services personnel
Contact: Scott Frech at 972-480-0101

TAX CONSULTANTS

Marvin F. Poer & Company

State and local tax consulting
Contact: Diane Caperton at 972-770-1100

Thomson Tax and Accounting

Tax consulting
Contact: Paul Harris at 972-250-8082



**Featured Friends
for this month are
highlighted with a star**

**IREM® Dallas Chapter would like to
thank all of our Friends of IREM®.
We value your sponsorship and support.**



Registration Form

October Chapter Meeting Registration

Date	Time	Speaker	Location	Member/Non Member
<input type="checkbox"/> 10/14/08	Registration/Networking: 11:30 a.m. Lunch/Program: 11:45 – 1:00 p.m. Plated luncheon	Julie Brand Lynch High Impact Performance	Maggiano's NorthPark NorthPark Center Dallas, TX 75225	\$37/\$47 All registrations must be paid in advance

Reservation/cancellation deadline is noon, Friday, October 10. Online registration closes at noon, Friday, October 10. Member assumes responsibility for reservations not canceled by the deadline. An additional \$5 fee will be charged for reservations made after the deadline or meeting walk-ups (no substitutions).

LEED-ing to Results Seminar Registration

Date	Seminar	Location	Member/Non Member
<input type="checkbox"/> 10/30/08	LEED-ing to Results Seminar (8 a.m - 4 p.m.) 8 Hours of Hot Topics including 4 Hours MCE Sponsored by: ABM Security Systems, Gensler, Good Energy, Granite Properties, Kessler & Collins	Spectrum Center 5080 Spectrum Dr. #122W Addison, TX 75001	In celebration of IREM's 75th Anniversary, "one-time only" cost \$75 Member/Non Member

Cancellation deadline is Monday, October 27 before 5 pm. Online registration closes at midnight on October 27. After October 27, call the IREM® office for reservations; a \$5 late registration fee will apply. Administrative fee of \$5 will apply for last minute cancellations.

The Right Education – Course Registration

Date	Course	Location	Premier/Classic/Non-Member
RES201 – Residential Management (Registration 7:30 a.m.; Class 8:00 a.m.-5:00 p.m.)			
<input type="checkbox"/> 2/19-21 & 2/26-27	RES201 – Successful Site Management (35 MC Credits #35-00-108-5292; Provider #0192)	Spectrum Center*	\$750 / \$865 / \$940
<input type="checkbox"/> 2/28/09	ARMEXM – ARM Certification Exam	Spectrum Center*	(price includes exam)

*Course location – Spectrum Center, 5080 Spectrum Drive #122W, Addison, TX 75001

Course Cancellation Policy: To cancel your registration in a course, please notify the IREM® course sponsor by mail, fax, or e-mail.

- If you cancel 10 or more business days prior to the start of the course, you will receive a full refund of your registration fee.
- If you cancel less than 10 business days but a minimum of three business days prior to the start of the course, you may either receive a full refund (less a \$75 administrative fee) of your registration fee, or you may transfer to another course offered by another sponsor or via an alternative delivery method. The \$75 administrative fee is applied to each individual course cancelled. Transfer to another course or delivery method is only valid for up to 12 months from the date of cancellation.
- If you cancel within three business days of the course start or you are a no-show, your registration fee cannot be refunded, nor can you transfer your registration to another course.
- Only students who register for, attend, and complete an IREM® course are eligible to receive the corresponding course materials.
- IREM® may from time to time find it necessary to cancel a course. In such cases, your registration fee will be fully refunded. However, IREM® assumes no liability for any expenses incurred other than the registration fee.

Name _____ Chapter Affiliation _____

Firm _____ Address _____

City/State/Zip _____

Tel _____ Fax _____ E-mail _____

Non-Member Guests _____

Check (make payable to Dallas IREM® Chapter)

Charge AMEX/VISA/MasterCard No. _____ Exp. _____

Card Holder's Name _____ Signature _____

Please check here if you have a disability and may require an accommodation.

E-mail to irem@irem-dallas.org. Fax to 214-368-8366. Mail to 13601 Preston Road, Suite 715E, Dallas, TX 75240.

Questions? Call 214-368-2181. www.irem-dallas.org Date Registration submitted to IREM office _____