

2009

1st Qtr Newsletter

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CREW Network is a national association of commercial real estate women, established in 1989, representing every discipline in commercial real estate. The CREW Network is dedicated to furthering the success of its members by providing opportunities that foster productive and supportive relationships and enhance personal and professional growth. The CREW Network consists of 67 Chapters and 8,000 members across the US and Canada.

A Message from the President

by Megan Zillweger-Jones, Grandbridge Real Estate Capital LLC



I am honored to be serving as this year's President of CREW Pittsburgh. The bar has certainly been set high by my predecessors, and I am very grateful for their insight and guidance. We have a wonderful group of distinguished women who serve on our board, chair events, and volunteer on committees. It is through this group that our chapter is able to present the various events and programs that we offer to both our membership and the commercial real estate community. Thank you to everyone who serves CREW Pittsburgh through your time and talents! If you are not on a committee, now's the time to join one! Take your passion and find your place in our organization.

CREW Pittsburgh's tagline "Advancing your success in Commercial Real Estate" is more than words and can be a reality for each of our members. Especially in the troubled times that we are facing, it is important to be involved in a professional network like CREW. Get involved! Attend our programs and events, join a committee and build relationships with the other professional women in our chapter. Not only will you come away with great friendships and camaraderie, but you may develop a relationship that will take your business to the next level. Use your membership to its fullest potential and good things will naturally follow.

Our programs and events for 2009 are off to a great start! As you read this, we've already held our first lunch program with Bonnie Budzowski speaking and our newest event "Relaxing the Mind, Body and Spirit" will have taken place as well. The Awards Banquet is quickly approaching. This year we are moving it to a lunch program at the Duquesne Club and Terri Johnson, our chapter's CREW Network Board Liaison, will be speaking to us about what is going on at the national level of CREW and how you can get involved. This is just the beginning...the events and programs planned for the remainder of the year should prove to be some of the best yet. We have new events planned

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PowerLink Advisory Services *by Lee Ann Munger, PowerLink and Maureen Jordan, Cohen & Grigsby, P.C.*

As a member of the business community, you understand the challenges that businesses face in today's economy. PowerLink, a regional nonprofit, economic development organization, offers unique advisory services that can have a lasting, positive impact on the success of a woman-owned business.

PowerLink is a rigorous, unique, and powerful program that advances for-profit, growing or established women-owned businesses who not only want to survive, but thrive, by granting them a completely customized team of volunteer business advisors. Women business owners who are accepted into the PowerLink program are granted a select three to seven member volunteer advisory panel for a period of one-year. The volunteer advisors represent core business areas vital to small business success such as management, finance, strategic planning, human resources, sales, marketing, operations, and information technology.

Over the course of the PowerLink year, the owner and her advisors will meet quarterly in an effort to take the company to the next level of success by addressing the company's unique growth objectives and challenges, as identified by the business owner, and in addition, focusing on: (i) increasing the

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Events Review

Communications Committee

Communications Director/Committee Chair

Fran Colby
Colby Design LTD
724/864-0814
fcolby@earthlink.net

Content Provided By

Amy Sezawich
PenTrust Real Estate
412/279-8141
asezawich@pentrustonline.com

June Swanson

Geraghty + Associates, P.C.
412/232-7070
jswanson@geraghtylaw.net

Shannon West

Burns & Scalo Real Estate
412/250-3000
swest@burnsscalo.com

Design/Layout Provided By

Kara Uhrlen
CREW Pittsburgh
724/622-1143
admin@crewpittsburgh.org

Proofreading Provided By

Maureen Jordan
Cohen & Grigsby, P.C.
412/297-4809
mjordan@cohenlaw.com

CREW Connections is a quarterly newsletter published by the CREW Pittsburgh Communications Committee and distributed to members in good standing. The CREW Connections mission is to provide information concerning business opportunities and developments in commercial real estate, facilitate member networking, and to promote CREW membership and events.

Member Only - Holiday Party

by June Swanson, Geraghty + Associates, P.C.

On a dark and snowy Thursday night in January, 40 brave members of CREW found their way across the river to the Grand Concourse to celebrate the end of 2008 and the beginning of 2009. Libation, good food and camaraderie were experienced by all.

Outgoing President, Mary Guinee, reminded us of the many successful events our chapter sponsored in 2008 from the 2009 kick-off party through the wine tasting, Southside property tour, lunch programs, and September golf outing. Current President Megan Zillweger-Jones introduced the new board members, including President-elect Maureen Ford and thanked the outgoing board members for their many contributions to the success of our chapter. Megan previewed the exciting new website and offered special thanks to Kara Uhrlen for keeping us all on in touch and informed about chapter activities.



Maureen Ford, Megan Zillweger-Jones, Mary Guinee



Maureen Jordan, Sue Heitzenroder, Christi Neroni, Michele Allerton



June Swanson, Virginia Weida, Cynthia Kamin

March Lunch Program

by Fran Colby, Colby Design LTD

CREW's well-attended March 2009 Program, sponsored by Pepper Hamilton LLP and Integra Realty Resources, featured Bonnie Budzowski, keynote speaker, trainer, executive coach, and president of inCredible Messages. The lunchtime program was held at The Rivers Club, One Oxford Center, Downtown on Tuesday, March 3rd.

The most powerful presentation is the simplest according to Bonnie Budzowski, author of 'Clickety



Lynne Bayer, Janice Jones, Melissa McCoy, Kris Volpatti, Kayla Hornack



Marcia Grimes, Bonnie Budzowski, Megan Zillweger-Jones

Clack: 86 Ways to Keep Your Speech on Track'. Ms. Budzowski offered CREW members and their guests numerous strategies for building effective, simple, and outstanding presentations to articulate and sell ideas for business success.

Ms. Budzowski demonstrated one of these strategies, 'build an imaginary world', by engaging the audience in an interactive exercise. After telling a person nearby

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CREW Network President Smith Proclaims 2009 Year of the Member

by Denise Kahler, CREW Network Marketing and Communications Director

During the recent Winter Meeting held in San Diego on January 30, 2009, CREW Network President Jane Snoddy Smith asked CREW Network Delegates to take back one message to their chapters: "There is never a cold call in CREW Network". And with that simple message, Smith proclaimed 2009 the Year of the Member.

With members facing one of the most difficult years in decades, CREW Network is working harder than ever to provide chapters and members with the tools, programs, and services they need to be successful. President Smith's goal is for every CREW Network member to be able to point to ways in which CREW Network, through its programs, services, and training, was able to make a difference in their individual careers and lives.



Delegates were reminded about the many programs currently offered through CREW Network including Chapter Visits that are available to chapters free of charge every third year. These visits provide the opportunity for chapter boards and members to interface with a CREW Network Board member to discuss and showcase the national/local connection. Also in support of its chapter success, CREW Network hosts monthly Board Hosted Best Practices Calls that address leadership development, membership, programs, sponsorship, and more. Many chapter related tools are also available in the Chapter Resources section of the CREW Network Web site.

CREW Network supports its members' success through services such as the CREW Network Career Center, which provides members with access to positions with more than 4,700 of the industry's premier real estate employers. Additionally, the Career Center allows members to manage job searches, post resumes, and more.

New this year, CREW Network will launch its 20th Anniversary Professional Lecture Series. These monthly presentations, delivered as either teleconferences or webinars, will focus on leadership strategies and timely industry issues that provide key insights to help members stay competitive. More information about this series will be sent to all members soon.

Also new for 2009, CREW Network will roll out its eMentoring program; an email-based program designed to provide mentoring support to college age students and women considering a career change to commercial real estate.

Delegates were also reminded about CREW Network's aggressive industry research initiative. To date, CREW Network published its first benchmarking study in 2005 of the status and achievement of women in the industry and is gearing up for its second study to be published in 2010; a follow-up report titled "Minding the Gap," that provides strategies for women to close the gap on the advancement and compensation disparities that exist within the industry; a 2008 white paper providing an introduction to compensation in commercial real estate; and a preview of CREW Network's most recent white paper (to be published in April 2009) titled "Repositioning Your Career to Succeed in an Era of Change." CREW Network is committed to funding research that supports the careers of women in commercial real estate and serves as a catalyst for positive change in the industry.



CREW Network continues its expansion into new markets as delegates approved the applications of two new chapters. CREW Alaska and Piedmont Triad CREW (serving Greensboro, North Carolina) are the newest additions to the Network family, bringing CREW Network's North American-wide chapter representation to 68 markets. All members are encouraged to reach out to these new chapters to identify new business opportunities.

Directly following the council meeting, delegates were introduced to CREW Network's newest networking tool called CREWnet. Delegates were broken out into work groups and asked to post a professional or chapter-related "request" on their CREWnet board. Each member of the work group was then asked to think about some way to assist that individual with her request such as providing the name of an individual who could help with the issue or project or pointing the individual towards a certain resource available that addresses the issue. Members then posted their ideas for assistance under the related request on the CREWnet board. At the end of the exercise the member who posted the request walked away with a series of ideas for assistance.

Web sites

CREW Pittsburgh
www.crewpittsburgh.org

CREW Pittsburgh Foundation
www.crewpittsburghfoundation.org

CREW Network
www.crewnetwork.org

Conventions/Meetings

Spring 2009
June 4-5
St. Louis, MO

Convention &
Marketplace 2009
Sept 30-Oct 3
Boston, MA



Items of interest for you to explore currently on the CREW National Web site include the CREW Network Industry Research Committee's latest white paper:

- CREW Network members can access the latest industry research white paper, "Repositioning Your Real Estate Career to Succeed in an Era of Change," by logging in to the Members Only section. This paper provides unique insights into the trends that are likely to have a significant impact on the commercial real estate industry and how current challenges are beginning to emerge as new career opportunities for professionals in the industry.
- As a quick overview, this 36-page paper outlines some career opportunities which may allow you or a friend to turn the negative of the downturn in real estate to a positive change in careers using the skills you already have.



Since real estate is bricks and mortar which does not simply evaporate with a bad economy, the need for knowledgeable professionals is great. Outlined career opportunities include work out specialists, CMBS experienced traders, portfolio managers, valuation specialists, seasoned leasing agents, experienced attorneys and legal aides, and those who are creative and innovative in redesign of space. New opportunities being created include compliance experts, accountants/controller positions, and individuals to work with local government to use the public works and stimulus packages. The current economy and provisions within the stimulus package related to the green movement are also providing end users with addition incentive to find and design spaces meeting LEED Certifications. In addition, the paper outlines how to build an action plan as well as give an overview of what happened to create the crisis. The paper is a good read.

CREW Network - Continued from Page 3

The exercise was very well received and delegates were encouraged to take this networking tool back to their chapters and implement it. Instructions for implementing CREWnet will be posted on the CREW Network Web site in the Chapter Resources area located in the Members Only portion of the site.

Delegates finished out the day by participating in afternoon leadership and professional development sessions. The first session featured round table discussions regarding public relations and marketing for chapters. Six CREW Network presenters facilitated discussions about marketing chapters in challenging economic times, forming an effective marketing/public relations committee, using your Web site to market your chapter and members, how to write a superior news release, marketing on a shoestring, and how to establish media partnerships. Handouts from this session are posted in the Chapter Resources section of the CREW Network Web site.

The second afternoon session focused on "Meeting Leadership Challenges in Uncertain Economic Times." 2009 CREW Network Board members provided brief presentations on:

- Business Networking: Networking to show the business value for your chapter and members
- Selecting good leaders: Identifying the right skills to build a strong leadership
- Membership: Strategies for continued growth to support your chapter's good health
- Sponsorship: Tips for encouraging local companies to see your value

Following the brief presentations, participants broke out into smaller work groups to discuss best practices for each of these areas. A compilation of Best Practices collected from this section are posted on the CREW Network Web site in the Chapter Resources Section.

While 2009 will no doubt be one of the toughest economic years many of us has every experienced, know that CREW Network is putting all of its energy towards one priority: your success. 2009 is the Year of the Member. Stay strong. Stay committed. CREW Network is here for you.

Please take this opportunity to acquaint yourself with our newest members and be sure to add this insert into your 2009 membership directory for future reference. Help our membership grow even more by recommending membership to your friends and colleagues. Membership applications can be found online at www.crewpittsburgh.org.

<p>Bolam, Kim* Vice President Chicago Title Insurance Company Two Gateway Center Suite 1900, 603 Stanwix Street Pittsburgh, PA 15222 Work: 412/904-6827 Fax: 412/281-6946 Kim.Bolam@cct.com Specialty: Title/Escrow</p>	<p>Chembars, Rebecca In-House Counsel & Asst. Secretary Armstrong Development Properties, Inc. 2100 Wharton Street Suite 700 Pittsburgh, PA 15203 Work: 412/381-1122 Fax: 412/381-1615 rchembars@agoc.com Specialty: Law</p>		<p>Dorazio, Carolyn President Dorazio Law Group, P.C. 120 Church Road Wexford, PA 15090 Work: 724/934-6325 Fax: 724/935-8863 carolyn.dorazio@doraziolawgroup.com Specialty: Law</p>
	<p>Ribar, Tammy Director Houston Harbaugh, PC Three Gateway Center 401 Liberty Avenue, 22nd Floor Pittsburgh, PA 15222 Work: 412/288-5018 Fax: 412/281-4499 ribartl@hh-law.com Specialty: Law</p>		<p>Riordan, Elizabeth Senior Associate Gensler 304 Maple Lane, Ste 200 Sewickley, PA 15143 Work: 202/721-5278 Fax: 301/385-4415 elizabeth_riordan@gensler.com Specialty: Strategic Planning/ Corp Real Estate</p>
<p>Snyder, Yaso Design Director Mobili Office 125 W. Station Square, Dr., Ste 203 Pittsburgh, PA 15219 Work: 412/281-6090 x108 Fax: 412/281-6038 ysnyder@mobilioffice.com Specialty: Architecture/ Interior Design</p>	<p>Tymoczko-Korch, Megan Attorney Blumling & Gusky, LLP 436 Seventh Avenue 1200 Koppers Building Pittsburgh, PA 15219 Work: 412/227-2550 Fax: 412/227-2050 mkorch@blumlinggusky.com Specialty: Law</p>		<p>Waldron, Leslie Design Liaison Spectra Contract Flooring 26- 39th Street Lawrenceville Commerce Park Pittsburgh, PA 15201 Work: 412/683-1273 Fax: 412/ 621-6791 leslie.waldron@spectracf.com Specialty: Construction</p>

* Former member rejoined in 2009

CREW Member News *by Kara Uhrlen, CREW Pittsburgh*

CREW Pittsburgh would like to send well wishes to an active member of our chapter, Priscella Reid, who has most recently served as a consultant and senior real estate specialist for Interstate Acquisition Services for projects including the North Shore Connector LRT and the realignment of the PA Turnpike. Reid will be moving to Dallas, TX where she has accepted a position with Dallas Area Rapid Transit. She plans to transfer membership to the local CREW Chapter and notes "I have enjoyed my affiliation with CREW Pittsburgh and will think of everyone often."

Leslie Waldron recently joined CREW Pittsburgh and has volunteered to serve as the 2009 Marketing Director for the CREW Pittsburgh Foundation. Waldron, along with fellow CREW member, Colleen Defilippo, President of Spectra Contract Flooring who also serves as the VP of Activities for IFMA Pittsburgh, is coordinating a fundraiser benefitting, "Rebuilding Together Pittsburgh." The event will take place on Thursday, May 7, 2009 at the Keystone Corner at PNC Park from 5:30-9:00pm. CREW members are invited to come and enjoy a night at the ball park for a good cause! Contact Leslie Waldron at leslie.waldron@spectracf.com for details about registration and sponsorship.

Lori L. Czekaj, Senior Loan Officer at Commercial Capital & Consulting, LLC, was recently named National Chairperson for the Mel Blount "Partners for Kids" campaign, which raises funds for the Mel Blount Youth Home located in Washington County. Czekaj will be heading up a national campaign with corporate partners The Finish Line, Inc.



Even mundane messages are attempts to persuade. Whether the message is internal or external, you are attempting to sell something. It might be a new product, a solution to a problem, a new policy, your credibility as a professional, or your firm.

Today, with the advancement of new technology, professionals are bombarded by email messages. Here are ten tips to get busy people to respond to your messages.

1. Connect your message to the receiver's priorities. People sort incoming messages, consciously or unconsciously, in terms of their priorities or hot buttons. Do formal or informal research, to identify the receiver's priorities and their points of frustration before you write.

2. Resist the temptation to impress. Long documents with sophisticated words and complicated sentences do not impress professionals. These things have the opposite effect: they annoy and frustrate. Avoid frustrating them with technical details designed to impress rather than to inform. Get to the point and be done.

3. Check your I/You ratio. Make sure you couch your message more in terms of "you" and the name of the customer (internal or external) than in terms of "I" or the name of your firm. The higher the focus on "you" the more likely you are to catch and keep the receiver's attention.

4. Use a subject line strategically. Think about a subject line that will distinguish your message from the other message. Be clear using a subject line to quickly clarify the subject matter of the message.

5. Provide an overview of skeleton of your message. All documents provide chunks and pieces of information. An overview makes it easier for the receiver to see how the pieces of the puzzle fit together.

6. Make your headings tell and sell the message. Make the heading carry a conclusion and if possible describe a benefit to make the message more appealing.

7. Strive for one. Discipline yourself to think in terms of one-page letters and one-screen emails. The shorter the message, the more likely it is the reader will attend to your message.

8. Layer your material. Consider a light, attractive introductory page which shows the reader how to find more details. Details can be in additional text, appendices, or web links.

9. Appreciate the value of relationship. People pay attention to others whom they trust. Make a commitment to build trust before, during, and after the message.

10. Be persistent. If you are having trouble getting someone to respond to a message, avoid assuming they rejected your message. Strive to balance persistence and politeness. Follow up your message, using different channels, for example, phone call or personal letter.

Building these proven tips into your communication you can count on getting better responses to your messages, both inside and outside of your organization.

This article is reprinted with the permission from Bonnie Budowski, President of Incredible Messages, LP. Bonnie spoke at the CREW March luncheon. She is one of Pittsburgh's premier presentation and writing trainers and coaches. Bonnie works with executives, professionals, entrepreneurs, and sales teams to help the articulate and sell their ideas to increase success. Engage Bonnie for coaching, training, or a presentation at your next conference or event. For a complementary phone conversation to see if working with Bonnie is right for you, contact bonnie@inCredibleMessages.com or call 412-828-1629.

Visit www.inCredibleMessages.com for more free articles.

CREW Quarterly Inside Story by June Swanson, Geraghty + Associates, P.C.

Shannon West, Marketing Communications Manager, Burns & Scalo Real Estate



Describe your position and company: As Marketing Communications Manager, I am responsible for the development and management of all marketing collateral, advertising, and communications media. Burns & Scalo Real Estate offers the area's most diversified array of services and capabilities. The Real Estate Advisory Services are services designed for individuals who own or have significant interest in commercial real estate. The services offered include Brokerage, Creative Services, Facility Management, Financial Management, and Equity Services. Burns & Scalo uses their success, knowledge, and expertise to guide owners to make the most efficient, informed decisions to increase performance in decision making.

How has your background prepared you for the position you now hold? Attending Robert Morris University as a Communications Management major allowed me to learn and understand a wide area of business while incorporating marketing. It was in college that I came to the conclusion to pursue a career in marketing management. I started in commercial real estate 5 years ago and instantly enjoyed the excitement of the industry and took every opportunity to learn more about the industry. My background provided me with the knowledge I needed to be successful.

Have you had a mentor? If so, what did you learn? In my current position, I work closely with our marketing consultant, Joe Blattner. I have learned numerous ways to think about advertising, how to apply our message to our market, and what it takes to be successful in a marketing career. Working with Joe allows me to continue learning everyday.

What do you like most about your position or your company? In my current position, I enjoy the wide variety of responsibilities and the exciting, fast paced, constant change to keep up with the market.

What changes have your company made to respond to the changing marketplace? At Burns & Scalo, we are working harder than ever this year to continue to grow the organization. We're looking into more economically creative marketing strategies, and also still at the same time, working on being more "green", by cutting back on the amount of paper used in mailings, but utilizing email broadcasts, and other e-based initiatives.

How has the recession affected you? I've been affected by the recession by monitoring more closely what we spend and budgeting more closely.

How have you used CREW to help market your company? Burns & Scalo takes opportunities to sponsor events. In addition, all networking events are great to discuss the wide array of services offered by Burns & Scalo.

Burns & Scalo continues to be fully committed to "GREEN". "Our mission is to become more sustainable as a way of life and through the products and services we offer to conserve our natural resources not only for us, but our customers and future generations," said Mrs. West. "We are taking steps to change the way we conduct daily business, manage personal environments and those of the customers we serve to help conserve our natural resources." For example, all new construction and renovations will implement the most environmentally friendly solution. These projects will be classified as Class G, a term trademarked by Burns & Scalo to signify GREEN. A new development of approximately 50,000 SF in the airport corridor region located directly off the Parkway West McClaren Road exit will be a 50,000 SF LEED Certified Green building. Building green significantly reduces or eliminates negative impacts on the environment and its occupants by using resources efficiently while creating a healthier environment for people to live and work in.

President's Message - Continued from Page 1

by Christi Neroni, our Community Action Director, including our first ever shooting event in June! Our Programming Director, Marcia Grimes, has lined up some inspiring lunch programs, including a September program with George Cornelius, Secretary of the Commonwealth of PA Department of Community & Economic Development, that is sure to sell out quickly! Our traditional events like the Property Tour, Golf Outing, and Wine Tasting are also in the planning stages.

If you are looking to get more from your CREW Pittsburgh membership, grow your business, and network with other dynamic professional women, then come to our programs, join a committee, volunteer with CREW Pittsburgh Foundation...get involved! We have a great year planned with endless opportunities for you to get connected. It will be worth it! I promise!

Connections

2009 Board of Directors

President

Megan Zillweger-Jones
Grandbridge Real Estate Capital LLC
412/391-3366
mzillweger@gbrecap.com

Sponsorship

Cynthia Kamin
CB Richard Ellis
412/394-9831
cynthia.kamin@cbre.com

Past President

Mary Guinee
Civil & Environmental Consultants
412/429-2324
mguinee@cecinc.com

Membership

Emily Jo Gaspich
Civil & Environmental Consultants
412/429-2324
egaspich@cecinc.com

President Elect

Maureen Ford
Lawrenceville Corporation
412/782-5100
maureen@lawrencevillecorp.com

Events

Lisa Kelly
First National Bank
412/359-2620
kellyl@fnb-corp.com

Treasurer

Michele Allerton
Integra Realty Resources
724/742-3321
mallerton@irr.com

Communications

Fran Colby
Colby Design LTD
724/864-0814
fcolby@earthlink.net

Secretary

Debra Flinner
TriState Capital Bank
412/304-0345
dflinner@tscbank.com

Community Action

Christi Neroni
Agency Assist Outsource Solutions LLC
412/480-5733
cneroni@agencyassist.net

General Counsel/Program Director

Marcia Grimes
Babst, Calland Clements & Zomnir
412/394-5418
mgrimes@bccz.com



Left Row L to R: Michele Allerton, Cynthia Kamin, Megan Zillweger-Jones, Fran Colby, Lisa Kelly, and Marcia Grimes

Right Row L to R: Emily Jo Gaspich, Mary Guinee, Debra Flinner, Maureen Ford, and Christi Neroni

Events Review - Continued from Page 2

a "most embarrassing moment" story, the audience was instructed to preface the same story with the words, "imagine yourself in this situation . . ." A quick analysis of the difference in approaches made it clear that the second approach increased interaction and got the listener more actively engaged.

In addition to this technique, she spoke about converting anecdotes to stories that build on common experience. In telling a story in a presentation, the tension in the story should build to an "ouch" point that the audience can relate to – the "ouch" point can demonstrate the pressing issue or problem at hand that must be dealt with. Stories have more power than anecdotes and they are more likely to connect us emotionally with clients. "We buy from people we like; we buy emotion," said Ms. Budzowski.

She advised against using PowerPoint as a composing tool since it restricts imagination and prevents the unpredictable breakthrough that might become a key part of a presentation. She also advised saving the PowerPoint for later in a presentation – not to be used as an opener (too restrictive).

"Always reduce clutter in presentations," said Ms. Budzowski and asked the audience how they simplify and clarify presentations and proposals. Simplicity is often an exercise in subtraction – slashing 30% of a preliminary draft, for example.

Another way to make a presentation outstanding is to "open with power" and Ms. Budzowski suggested ten ways to do this, including posing a stellar question, startling with a statistic, using a "stop 'em dead" quote, shooting for a chuckle, among others.

Finally, she suggested keeping the theme going throughout a Q & A session to clinch the deal. She recommended giving a summary and action step before taking the last question from the client or audience.

'Clickety Clack: 86 Ways to Keep Your Speech on Track' was given to everyone who attended and Ms. Budzowski had another publication, 'Secrets To Get Busy People To Respond To Your Message', and an Audio CD, 'Six Mistakes That Sabotage Your Sales Presentation', for sale at the luncheon. All of these products can be ordered online at www.IncredibleMessages.com.

CREW Pittsburgh Foundation - Charity Update by Leslie Waldron, Spectra Contract Flooring



It has been an exciting year already for the Foundation. First, we have recently moved into an expanded space within the City Centre Tower, Suite 1180, thanks to the continued generosity of the building owner, Centre City Tower, LP. It was perfect for our Community Action Day, where we hosted 60+ Girl Scouts and about a dozen mothers on Saturday, March 7th. The day began with a breast cancer awareness presentation given by Debra Lanzarotta of Pittsburgh Komen for the Cure. Then the girls enthusiastically got to work sorting fabrics, sewing buttons, folding brochures, cutting ribbons, and stuffing satchels. The moms also helped out with cutting fabrics for the satchel kits. The day was a huge success for all that participated, and the girls earned their pink ribbon badge.



Another successful Community Action Day was hosted by the Indiana Regional Medical Center on February 7th. Volunteers prepared contents and filled 100 satchels which had been sewn by Indiana Helping Hands to distribute to local cancer patients. We are looking forward to continued growth into the Indiana area.



On March 14th, Eileen Iorio and Kathy Graham took part in the Survivor Day Conference hosted by the American Cancer Society. They explained to many of the attendees about our program and how the satchels are made and distributed. Several attendees came over to the Satchels of Caring table to express their heartfelt gratitude for receiving a bag and some, eager to give back, signed our volunteer list.

With over 290 satchels given out already in the first quarter of 2009, we are on track to meet or exceed our goal of distributing 1,000 satchels this year. Our distribution partners, hospitals, and medical centers such as the American Cancer Society, Hillman Cancer Center, Sharon Regional, and The Arnold Palmer Center often tell us how much the patients enjoy receiving the beautiful satchels, and they are happy they can uplift their spirits.



Please check out the website for further details on upcoming events. Also, we have NEW Monthly Work Sessions on the second Tuesday of every month at the City Centre Tower in Suite 1180, typically starting at 6:00 pm. We are always looking for volunteers, and your help does make a difference!

Finally, on behalf of the Foundation, we would like to sincerely thank Linda Fryz and Virginia Weida's tireless efforts in supporting our cause. Both have recently stepped down from the board of directors. We are grateful for all of their time, energy, and wisdom which have helped to make this program such a success. While their presence is missed at board meetings, we are appreciative for their continued support of the Foundation's mission.

Powerlink - Continued from Page 1

profitability of the firm; (ii) implementing "best practices"; (iii) developing better management skills; and (iv) expanding business networks. The business owner has the ability to accept or reject suggestions made by panel members who assume no fiduciary responsibility to the company.

The organization has granted advisory panels to nearly 200 women-owned companies in the Pittsburgh region since 1991. Client companies reflect all sectors of the economy including manufacturing, technology, service, retail, consulting, marketing, construction, and more.

PowerLink measures success through the successful growth of its client companies, and the results have been dramatic. On average, PowerLink companies have grown revenues by 46% since their PowerLink baseline year. Even more impressive, 41% of PowerLink companies report revenues of over \$1 million, compared to 1.8% nationwide. PowerLink is currently accepting applications for companies (which must be 51% or more woman-owned) to participate in the advisory program and also for volunteers to serve on an advisory panel. Visit www.powerlink.org or contact Lee Ann Munger, Executive Director at 412/431-4110.

April 28, 2009

Annual Awards Banquet:
Lunch Event
Duquesne Club, Downtown

May 12, 2009

Lunch Program:
Becky Hooman presents
*If I'm so Successful, Why am I so
Unhappy?*
Rivers Club, Downtown

June 19, 2009

Sporting Clay Shoot
- Nemaocolin Woodlands
Shooting Academy
Farmington, PA

July 15, 2009 (Tentative)

Property Tour
Lawrenceville, PA

For registration and more
information visit
www.crewpittsburgh.org

CREW Pittsburgh will host a Sporting Clay Shoot at Nemaocolin Woodlands Shooting Academy on June 19, 2009. Located just four-miles from Nemaocolin Woodlands Resort, the 140-acre complex is one of the nation's top sporting clays facilities!



First time shooters are guaranteed to break targets with the help of Nemaocolin Woodlands Shooting Academy's National Sporting Clay Association (NSCA) certified instructors. Try this new event – you will love it!

CREW Pittsburgh's annual Property Tour is tentatively scheduled for July, 15, 2009. The tour will take place in Lawrenceville, a large, historic city neighborhood close to Downtown that is becoming known for its locally grown businesses, friendly community feel, and creative vibe. Lawrenceville is an original mixed-use community with an old-style "Main Street" business districts, affordable space for today's retail and service businesses, and yesterday's steel mill sites are primed for large-scale commercial, flex-space, or advanced manufacturing ventures. Lawrenceville is home to a growing residential market with rising spending power—just the right fuel for building retail business. In addition, nationally recognized arts and design sector and the arrival of Children's Hospital of Pittsburgh have positioned Lawrenceville as an exciting opportunity for developers to explore. Volunteers are encouraged to contact event chair Amy Hopkins at ahopkins@pennoni.com or events director Lisa Kelly @ kellyl@fmb-corp.com for more information.



*All dates are preliminary and subject to change. Please check our web site and event announcements for the latest information and details as they become available.


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Pittsburgh, Pennsylvania
PO BOX 269
Morgan, PA 15064

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