



President's Message, Submitted by Eve Bursic

Greetings fellow CREW members! I would like to thank all of you for the opportunity to serve as your president this year. We have a Board of Directors that is full of excitement and wonderful ideas. I encourage any of you who might be thinking of getting more involved in your chapter to contact one of the board members regarding committee participation. The best way to maximize your investment in this organization is by getting more involved.

Although we are well into our first quarter, we still have much to look forward to. Please be certain to mark your calendars and plan to attend both the annual Wine-Tasting on Tuesday, February 7th and our

March Programming Event on Tuesday, March 14th. Details on these events are included within this newsletter.

In the near future you will be receiving information regarding sponsorship opportunities for the year from our new Sponsorship Director, Debra Flinner of Citizens Bank. Please read the information carefully and seriously consider sponsoring at some level. Your financial support of our organization is critical to our success.

I also encourage you to remain committed to the success of our New You project through the CREW Pittsburgh Foundation. Virginia Weida from The Design Alliance is our Charity Director, and she has many exciting opportunities planned for the year. This wonderful project is a fabulous way for us to help women in our community who



Eve Bursic,
Soffer Organization
CREW Pittsburgh
President

are dealing with the effects of treatment for various forms of cancer.

Please remember to use the bulletin board section of our website, www.crewpittsburgh.org and to tell us all about member-to-member transactions. Again, thank you for the opportunity to serve you. I look forward to working with all of you and on your behalf.

CREW Careers™ : Building Opportunities

The national CREW Foundation embarked on an exceptional undertaking in 2005 by implementing its own nationally "branded" educational and mentoring program unique to CREW for the CREW Chapters.

The CREW Foundation program, entitled "CREW Careers: Building Opportunities", is a participatory classroom program directed initially to teenage girls, focusing on "Commercial Real Estate 101." It is presented and produced locally by CREW Chapters in various formats in cooperation with local girls' groups such as Girls Inc. or the Girl Scouts. The ideal CREW Careers program uses one or more local real estate projects, taking it from raw land through a tenanted project, to showcase various types of career opportunities in commercial real estate. Some of the objectives are to narrow the gap between men and women and increase diversity in the commercial real estate industry.



The CREW Foundation has provided some of the following highlights concerning their first year successes. Out of the 10 chapters that were part of the pilot program, a mixture of one day programs and multi week programs were offered to over
(refer to page 5)

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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 58 Chapters and 6,500 members across the country.

Not your typical effort.

*Citizens Bank is proud to support
CREW Pittsburgh.*

Member FDIC



Congratulations! **2005 High Tea Awards Banquet Winners**



Eileen Iorio, Terri Sokoloff, Kim Ford, and Jim Nairn



High Tea Awards Banquet Committee

CREW Member of the Year Award

Eileen Iorio, Eckert Seamans Cherin & Mellott

Crew-to-Crew-to-Crew Award

Kim Ford, Alliance Real Estate Associates

Most Creative Deal Award

Terri Sokoloff, Specialty Bar & Restaurant Brokers

Supporter of Women in Commercial Real Estate

Civil & Environmental Consultants, Inc. accepted by Jim Nairn

Community Action Days!



Charity Updates, *Submitted by Virginia Weida*

**Details are coming soon for
Daffodil Days: March 20-24, 2006
Pre-order deadline: Feb 17th
Delivery Date: March 21st**

I am honored to be serving this year as President of the CREW Pittsburgh Foundation. We had a fantastic year in 2005 for our charity efforts in supporting women with cancer. Thanks to Eileen Iorio for her leadership and to all of the CREW members and friends that have worked so hard! But our work is far from over ... we are setting our sights even higher. Our goal this year is to distribute more than double that of past years, and we will need every member's support to reach our goal of **600 Satchels in 2006!** With our Helping Hands at local universities, high schools, and middle

schools in place to help our members and volunteers sew our New You Satchels of Caring, we are moving into a new phase.

Our efforts this year will be focused on raising funds through personal and corporate sponsorships to enable us to continue to purchase quality contents for our Satchels. We will also continue to look for local media opportunities to help us promote our program and our exciting Community Impact Award from CREW Network. Our Charity Committee calendar is full with an event almost every month in 2006. In addition to our quarterly

Community Action Days and Annual Golf Outing, we will be having a special Benefit Concert by Peter Sterling, the artist who's CD goes into every Satchel. We will also be coordinating CREW members to participate in Daffodil Days, Race for the Cure, Survivor's Day, and Walk for the Whisper, all important community events in the fight against cancer. I hope everyone will find a way they feel comfortable getting involved, for together we truly can make a difference.

CREW Holiday Party



Eve Bursic

**Welcoming the addition of
Tess Marie December 8th, 2005**



Michele Allerton, Diane Kapsha, Deborah Heilman, Deb Flinner



Maureen Jordan & Linda McClintock



Shelly Schatzman, Betsy Krichten, Kathryn Petrie



CREW New You Logo Merchandise

Help support the CREW Pittsburgh Chapter's Award Winning Community Impact Project, CREW New You, so we can reach even more women in need! We have beautiful logo merchandise available for a limited time with your cash donations, including shirts, scarves and golf towels. We also have a Logo Gift Basket, perfect for Crew2Crew or client gifts this holiday season. Thank you for your support!

Name: _____
 Company: _____
 Address: _____

 Phone: _____
 Email: _____

Quantity	Description	Size	Color	Unit Price	Total
	CREW White Logo Polo Shirt	S M L XL	White	\$25.00	
	CREW White Logo Golf Towel		White	\$12.00	
	Pink Ribbon Print Scarf, Approx. 20" Square		White	\$10.00	
	Pink Ribbon Print Scarf, Approx. 20" Square		Black	\$10.00	
	CREW Logo Gift Basket, with Shirt, Towel, Logo Balls	S M L XL		\$50.00	
	Cash Donation				
				Amount Due:	

All Checks Payable to: CREW Pittsburgh Foundation

Return All Order Forms to:
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CREW Pittsburgh Foundation is a 501(c)3 Organization. For more information, go to www.crewpittsburgh.org.

Afterthoughts!

"The October lunch program was fantastic! You really missed it." I can't count the number of times I have heard this from various CREW members. Given the resounding response from members who enjoyed the program, it seemed important to share some of the highlights from Dr. Reibe's speech. For those of you who aren't familiar with Dr. Mary Reibe, she is the Executive Director of Chatham Colleges' New Center for Women's Entrepreneurship.

The following excerpts were taken from Dr. Mary Reibe's speech entitled "The Challenges Facing Women in Business: The Good, The Bad, and The Ugly."

- Work to be recognized. If you are sitting in the back of the classroom waiting to be recognized, move yourself to the front. Speak up and note your achievements. Women are often criticized for waiting to be recognized... thinking "if I am good, I will be recognized then rewarded." This just isn't reality.
- Remove the words "be perfect" and "maintain balance" from your vocabulary and thoughts.
Personal and professional demands ebb and flow. There is no balance. That's okay.
- Get rid of "if only" sentences. Don't be self defeating.
- Speak up and use your voice. Start using your voice and exercising your power! - Speak up!
- Let's stop being our own worst enemy. We have many challenges without battling ourselves.

Extra! Extra! Read All About it!

The Communications Committee wants you! If you are looking for an opportunity to get involved but have limited time, consider joining the newsletter committee. Most of the work can be done over the phone or via email collecting articles. For further details, please contact Heather Kozlowski at 724-745-1000 or via email at Heather.Kozlowski@thearbournet.com.



Kate Laffey Lobdell, Kelly Hoover, Tracy Merzi



Megan Zillweger, Beth Gresock, Dr. Mary Reibe



CREW Careers continued from page 1 ...

265 girls. CREW member volunteers reported participants were attentive, enjoyed role playing and liked hearing from and meeting successful women in commercial real estate. Every group had girls who indicated an interest in commercial real estate as a profession. Local Chapter volunteers indicated they were especially pleased to gain a larger sense of camaraderie with their fellow CREW members and enhance their local exposure to the community at large, with their sponsors, and the media. Look for more information to follow in the upcoming newsletters, or find it on the CREW National Foundation Website at www.crewfoundation.org!

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Upcoming Events:

February 7th
Wine Tasting
Six Penn Kitchen: 5:30 - 7:30 p.m.

March 14th
Lunch Program
Rivers Club: 11:30 - 1:15 p.m.

March 21st
Daffodil Days Delivery Date

April 11th
Property Cruise

May 4-6th
Midwest Regional
Conference - Cleveland, OH

For registration and more
information visit
www.crewpittsburgh.org

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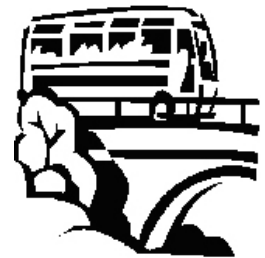
Priscella Reid
Interstate Acquisition Services

Lunch Program Preview

Join us at the Rivers Club on March 14th. at 11:30 a.m. and bring plenty of business cards. Share what kind of leads you are looking for to generate more business!! Meet new CREW Members and learn about what they do at our first lunch program of the year.

Midwest Regional Conference

CREW Pittsburgh is proud to support CREW Cleveland as they will be hosting the 2006 Midwest Regional Conference May 4th to the 6th. CREW Pittsburgh is in the planning stages of securing a motorcoach for transportation to and from Cleveland for the attendees of the event. If you are interested in helping coordinate our efforts, please contact Heather Kozlowski at 724-745-1000 or via email at Heather.Kozlowski@thearbonet.com.



GET READY FOR CREW'S BEST EVER PROPERTY TOUR - DOWNTOWN PITTSBURGH! APRIL 2006!



2006 Board of Directors

Front Row L to R:
Marcia Grimes, Megan Zillweger,
Mary Guinee, Heather Kozlowski,
and Heather Knuth

Back Row L to R:
Christi Neroni, Tracy Merzi, Eve
Bursic, Debra Flinner, and
Virginia Weida

Not pictured:
Jennifer Cowles

Visit CREW's National Website at www.crewnetwork.org or the Pittsburgh Chapter Website at www.crewpittsburgh.org