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March 2009



Keynotes



Texts and Twitters and Tweets...Oh My!

How the latest Technology Trends work for you in Property Management

Featuring CJ Simmons, President, CMIT Solutions

Maggiano's Little Italy
 3550 E. 86th Street,
 Keystone at the Crossing

Thursday, March 26th
Luncheon Registration
11:30

RSVP by March 23rd
\$35.00

Phone: 317-815-0163

Go to www.iremindy.org to register online and pay with Visa/MasterCard

Candidates Please Note: You are required to attend at least two Chapter 24 meetings as part of your Candidate Requirements

Texts and Twitters and Tweets....Oh My! **How the latest Tech Trends Work for you in Property Management**



RU ready 2 take your tech trend knowledge to the next level? IREM Chapter 24 will take you there at our next luncheon Thursday, March 26th, 11:30 at Maggiano's Little Italy at Keystone at the Crossing. Whether you twitter, text, Facebook or blog...or don't even know what they mean, this program will define and give you the positives and pitfalls of these and other technology trends flooding our lives. Join the fun when CJ Simmons, President of CMIT Solutions gives us the download on the latest in blogging, texting, twittering, Linkedin, and the social networking world. CJ will explain how they all work, the positives and pitfalls of participation and how they fit in

to our world of property management. Enjoy social networking the old fashioned way over a delicious Italian family style meal at Maggiano's Little Italy, including spectacular appetizers, pasta and incredible main courses. Linger with friends over dessert and learn how IREM is helping you do your property management jobs better with our very own social networking site IREMFIRST, geared towards your property management job needs. CJ will tell you how to get the most out of the social networking world and then we will present the newest updates and advances that IREMFIRST offers you. Find out how you can set up your own profile,

participate in property management community forums, ask an expert specific property management questions, and find the latest in industry articles, forms and tools. Join your local IREM Chapter 24 social network and CJ Simmons of CMIT Solutions, Thursday March 26th to get the latest in IREM and technology trend information. Call Julie Dowrey at 317-815-0163 to make your reservations or go to www.iremindy.org to make reservations and pay with your Visa or Mastercard. Space is limited, so make your reservations today and no later than Monday, March 23rd to attend.

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Special Inserts: Diamonds to Diamond-head, New Members

Breakfast Break Programs off to a Great Beginning **A Fast Track IREM Meeting to Jump Start Your Day**

A special thanks for the wonderful breakfast and valuable information to Alliance Consulting & Testing, our first Breakfast Break sponsor. Jeff Scott hosted this event and gave our members terrific information on managing

your roofing systems in a tight economy. We thank them for buying our breakfast and making our jobs easier. Our next Breakfast Break program is scheduled for Tuesday, April 28th and is sponsored by Charles C.

Brandt Construction Co. We will meet at their offices and our subject will be "Construction Budgeting for Lease Negotiations". Look to www.iremindy.org for more details and registration.

2009 Officers

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John Perine, CPM

Vice President

Gordon Dowrey, CPM

Treasurer

Sally Royal, CPM

Secretary

Gretchen Mensch, CPM

Past President

Kris Moore, CPM

Income and Expense Reporting Deadline Extended to March 20th! Receive a Free Report and Your Chance to Win!

Its easy! Go to <http://ie.irem.org/irem/cwb> and submit your form online!

The Income and Expense reporting deadline has been extended until March 20th. Help us reach our goals and ensure that our market information is statistically viable and usable! We need only one more office submission and 28 additional apartment community submissions. For your efforts and if you file your report prior to March 20, 2009, you get a free copy of the report and you have the chance to win a \$100 gift card from IREM Chapter 24. Enter 3 buildings, and you get three chances to win! You may submit your data online at <http://ie.irem.org/irem/cwb>, or call or e-mail the chapter office for a form. If you need any assistance in submitting your data, please contact Cheri Shepherd, Income & Expense Chair, at 317-639-0520. All information is held in strict confidence. We also ask that you please encourage peers and business associates to participate in this important study. Reports must be filed with IREM's Chicago office by March 20 2009, in order for you to be eligible to win the \$100 gift card. Please list IREM Chapter 24 as the Chapter to receive credit for your submission. Thanks for your participation!

Upcoming IREM Webinars—Free to IREM Members

Facilitated by IREM Members or industry experts, IREM webinars provide the convenience of learning via the Web plus all the benefits of peer-to-peer interaction. The webinars run 45-60 minutes in duration, with topics covering a variety of timely industry issues as well as live demos of useful real estate management resources.

Webinar recordings are now available! Listen to previous webinars and learn on your own sched-

ule. Go to the Webinar tab at www.irem.org to learn more. Free to members!

Upcoming Webinars:

Navigating Through Turbulent Times: Seasoned CPM Members See the Silver Lining in a Stressed Economy Thursday, March 12, 2:00 ET, 60 Minutes

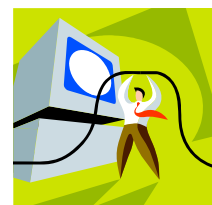
Financial Analysis Spreadsheet Demonstration Wednesday, March 25, 3:00 ET, 60 minutes

Working with Commercial Tenants in a Weak Econ-

omy, Thursday, March 26, 2:00 ET, 60 minutes

The Leasing Process: Landlord & Tenant Perspectives, Tuesday, March 31, 2:00 ET, 60 minutes

Go to www.irem.org and click on the Education tab and then on Webinars to sign up for these Free education sessions.



Get Educated! IREM Chapter 24 2009 Course Offerings

ASM Asset Analysis Track—
January 26–30, 2009

Capstone Track, MPSA & CPM
EXM— March 9-13, 2009

RES201 Successful Site Man-
agement—May 18–23, 2009

Contact IREM National for more
information:

Phone: 800.837.0706

Web site: www.irem.org

Or Contact us locally:

Go to: www.iremindy.org

Julie Dowrey

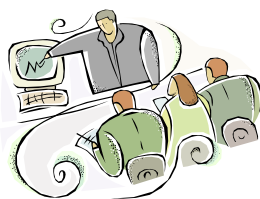
IREM Association Executive

317.815.0163

office@iremindy.org



2009 Education Calendar



You should have received
your 2009 IREM Course

Offering Catalogue in the
mail or you can go to
www.irem.org for sched-
uled courses. Indianapo-
lis' 2009 course offerings
are:

RES201 Successful Site

Management—May 18–23

This course teaches basic
site management skills
and is designed for the
ARM designation. The
ARM certification exam is
given at the end.

IREM Happenings—2009 Event Calendar

Texts and Twitters and Tweets...Oh My!

Thursday, March 26th
11:30, Maggiano's Little Italy, 3550 E. 86th Street

Join us for some old fashioned networking over a delicious Italian family style meal while you learn about the newest network communication options available to us as property managers through IREMFIRST and other technology trends. Go to www.iremindy.org to register or e-mail office@iremindy.org.

Breakfast Break Program,
Tuesday, April 28th
Charles C. Brandt
Construction Co.
Construction Budgeting for

Lease Negotiations Charles C. Brandt Construction 1505 North Sherman Drive

Go to www.iremindy.org to register for breakfast and an education on construction budgeting for lease negotiations.

**Disaster Recovery 101
CE Course and IREM Cookout
Bold Core Response
20395 St. Rd. 19/Cicero
Wednesday, May 13
Course 8:00 am—11:00
Luncheon Cookout 11:30—1:00**

Hands-on disaster recovery education with a great cook-out following for all IREM members after. Look for more details on www.iremindy.org

**3rd Annual Run for Ronald,
June 20th, 2009 Benefiting**

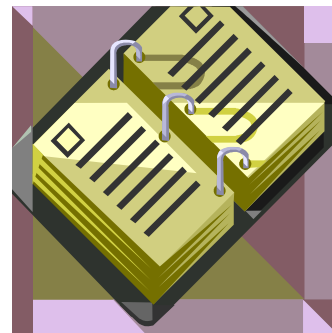
The Ronald McDonald House of Indiana, Along the Downtown Canal

Go to www.iremindy.org to learn more about our prizes, community and corporate challenges and to register to attend.

**IREM Luncheon
July 22, 2009
Subject and Location TBD**

**Breakfast Break August
Date and Subject TBD**

**11th Annual IREM Golf
Outing Benefiting
Learning Centers for
Children
Wednesday, Sept. 9th,
The Fort Golf Course**



**Breakfast Break October
Date and Subject
TBD**

**2009 IREM Annual
Dinner Tuesday, November 10th
Location TBD**

“Work Smart for Post Recession Bonanza”

Article from Shopping Centers Today, Week: March 2, 2009 vol. 14 No.9

The following article was sent in by Kevin Candlish, CPM concerning property management job opportunities:

Work smart for post-recession bonanza, says top executive

"Network, be persistent, and stay in the game, because there is going to be an enormous fortune to be made on the other side of this recession." So said **Kimco Realty Corp.**'s David Henry, speaking to ICSC members on a ReTel conference call last week. Henry, Kimco's vice chairman, president and chief investment officer, counseled shopping center executives on how

to outlast this tumultuous employment market. Executives willing to travel and learn new languages could seek out opportunities outside the depressed European and U.S. markets, Henry said. Brazil, China and Mexico are countries where skilled retail real estate executives are still in high demand, he said.

Given the conditions in the current market, executives with specialties in acquisitions and development should tweak their résumés to emphasize their skills at adding value to property,

he said. **"The best place to be right now is where the jobs are being created: asset management and loan servicing and even leasing pros — any way you can create value for the property owner."**

Property managers, people with experience working out loans, and those who have worked with institutional investors will be in high demand, he said. "Securitized lenders will be staffing up, with thousands of workout activities coming up."

Retailers are learning to live with 30 to 40 percent lower revenue and are ask-

ing their real estate departments to scour leases in search of loopholes to cut CAM expenses and other occupancy costs. This will spur a necessary change in the skill sets of retail real estate lawyers, Henry said. "Lawyers should be willing to switch from the leasing to the workout side. Get into dispute resolution between landlords and tenants; they're fighting over every lease now."

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Keynotes Special Insert

NewsFlash Updates! IREM Chapter 24 News Updates



2009 IREM National Dues invoices and 2009 IREM Indianapolis Chapter

dues are now Overdue: Please note that your local 2009 IREM Chapter 24 Dues Invoices have arrived and if you have not paid them as of yet, they are overdue. You receive two separate invoices, one for IREM National Dues and one for local Chapter dues and they are to be paid separately. Failure to pay both National and Chapter dues will result in being dropped from the roster. Keep current and continue to receive all the benefits of your hard earned designation. Pay your local chapter dues online at www.iremindy.org with your Visa or Mastercard or mail your check to IREM Indianapolis Chapter 24, PO Box 90403, Indianapolis, IN 46290.

Next Breakfast Break, Tuesday, April 28th: IREM Chapter 24 and our Friends of IREM are teaming up to bring you up-to-date education programs on a wide range of subjects at a fast track breakfast meeting throughout 2009. Our second Breakfast Break program is brought to you by Charles C. Brandt Construction Co. at their facility and will cover Construction Budgeting for Lease Negotiations. Go to www.iremindy.org to register. Free to IREM members!

From Diamonds to Diamondhead: Our Diamond Anniversary is at a close, but that doesn't mean the celebrating has stopped. The IREM National Success Series Conference, the premier IREM National Conference is scheduled for October 16-17th in beautiful Honolulu, Hawaii, and we want to give our members every opportunity to be a part of this great event. We have a couple of members who have already paid for their airfare and there is plenty of opportunity for all members to participate. Call Julie Dowrey, IAE at 317-815-0163 for more details. See you in Hawaii!

List Your Jobs on www.iremindy.org: Good help is not hard to find these days if you list your companies job opportunities on the job bank on www.iremindy.org! Just e-mail your job listing to office@iremindy.org or e-mail Viki Hamblen, our IREM Chapter 24 Website chair at vhamblen@ctmt.com and we will list your job availability as a no charge service to our members.

IREM Indianapolis Chapter 24 Meeting and Event Registration and Attendance Policy:

IREM Indianapolis Chapter 24 has a registration and attendance policy for all of its sponsored events.

1. Final cut-off registration dates for all events will be stated in the printed and advertised materials for the event. Any registrations accepted after that date is at the discretion of the IREM Indianapolis Chapter office. All accepted late registrants will be invoiced and billed.
2. If a member/individual has registered and cannot attend the event, they must contact the IREM Indianapolis Chapter 24 office prior to the advertised registration cut-off date. Any cancellations after that date will be invoiced and billed.
3. IREM Indianapolis Chapter 24 will accept payment with Visa/ MasterCard, or check. No cash will be accepted.

This policy is due to catering planning for events. Cut-off dates are determined by the final dates required by catering companies and facilities for numbers of meals and beverages they must prepare. IREM Indianapolis Chapter 24 is charged for these meals/beverages regardless of whether a registrant attends the event or not. The cut-off policy allows IREM Indianapolis Chapter 24 to hold events without taking a loss on the catering costs associated with such events. Your understanding and participation is much appreciated.

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Go to: www.iremindy.org

Keynotes Special Insert

IREM Chapter 24's 7th Annual Take Our Future to Lunch Event a Success

IREM Chapter 24 members welcomed the students of the Residential Property Management Program at Ball State University and students of the IU Center for Real Estate Studies to our 7th Annual Take Our Future to Lunch Event. Thanks to our Job Fair Participants Colliers Turley Martin Tucker, Edward Rose Companies, Herman & Kittle, Pedcor Management and Pedcor Homes, the students and our members found out where their future might take them. Many thanks to our 2009 IREM National Secretary Treasurer Ron Goss, CPM and Past-President Bob Toothaker, CPM for speaking and making this a special event. Many thanks to Alex Jackiw, CPM, Jeff Norris, CPM and Kevin Candlish, CPM for sharing their insight and knowledge and giving us some great advice on dealing with current market forces and helping us get some sleep! It was a proud day for newly installed CPM Kevin Candlish of Simon Properties and Birgit Wolfe when they raised their hands and took the oath to complete their CPM and ARM journeys. We applaud their accomplishments! We also congratulate Natasha Suttle of Ball State and Tom Webber of Indiana University, our 2009 Take Our Future to Lunch Scholarship Winners!



Congratulations new ARM Birgit Wolfe and new CPM Kevin Candlish with Ron Goss, HQ Secretary/Treasurer .



Congratulations to our 2009 Take Our Future to Lunch Scholarship Winners, Natasha Suttle of Ball State and Tom Webber of Indiana University with President Dee Headley.



Ron Goss, IREM 2009 Secretary Treasurer addresses members and students.



CPM's Jeff Norris of Jones Lang LaSalle, Alex Jackiw of Buckingham Management and Kevin Candlish of Simon Properties share their advice and insight on property management in challenging times.



Students and members network and participate in the job fair.



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Go to: www.iremindy.org

Keynotes Special Insert



From Diamonds ...to Diamondhead

A way for IREM Indianapolis Chapter 24 voting members to attend the IREM 2009 Success Series Conference in beautiful Hawaii.



IREM Indianapolis Chapter 24 wants to give its voting members the opportunity to attend the premier IREM National Conference, the Success Series, scheduled for October 16 - 17, 2009 in beautiful Hawaii. This conference is a proven career building experience with the added benefit of being held in the exotic and beautiful Honolulu. As a chapter, we believe that it is important that our members experience the most of their membership and the Success Series Conferences offer just that. To that end, IREM Chapter 24 is offering this incentive program to help offset some of the costs associated with attending this 2009 conference. Here is how it works:

*Any voting member that produces four (4) new Friend of IREM signed applications with payment, starting January 1, 2009 through August 31, 2009, will receive **one** of the following two incentives:*

Paid registration to the 2009 Success Series conference and two (2) nights at the base room rate at the conference hotel

-OR-

Round trip flight for one (1) (up to \$1,000 value)

If a member brings eight new Friends of IREM, they will have the opportunity to take advantage of both incentives! All other expenses associated with attending the conference to include but not limited to: travel, additional nights at the hotel, meals, miscellaneous expenses will be at the cost of the member.

Participation Requirements

1. Program runs from January 1, 2009 through August 31, 2009
2. This is a one-time incentive offer for only the 2009 IREM Success Series Conference to be held in Honolulu, Hawaii.
3. A "new" Friend of IREM will be any vendor that is not listed on the official Friend of IREM Roster as of January 1, 2009. The list will be posted on the www.iremindy.org website as of January 1, 2009.
4. For the voting member to be credited for the new Friend of IREM, a signed completed Friend of IREM application included with Friend of IREM membership fee of \$350.00 must be received at the IREM Office by August 31, 2009. There will be a "referred by" line on the application, and the participating member's name needs to appear on that line to receive credit for the Friend's membership.
5. Registration for the conference needs to occur by September 1, 2009 to take advantage of early registration pricing.
6. The two (2) nights paid hotel room must be at the listed conference Success Series hotel at the lowest base room rate (non ocean view).
7. IREM Indianapolis Chapter 24 will reimburse the round-trip flight cost for one (1) person up to \$1,000.
8. If a voting member brings eight (8) new Friends of IREM members by August 31, 2009, the member can take advantage of both incentives: paid registration to the conference, two (2) nights base room rate at conference hotel, round-trip flight (value up to \$1,000).
9. ***All other expenses associated with attending the conference to include but not limited to: travel, additional nights at the hotel, meals, miscellaneous expenses will be at the cost of the member.***

If you have any questions concerning the incentive program or the 2009 Success Series conference, call Julie Dowrey, IAE at 317-815-0163.

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Go to: www.iremindy.org

Keynotes Special Insert

Congratulations! **To our Newest CPM's, ARM's & ACoM's**

CPM's

Kevin Candlish, CPM—Simon Properties

ARM's

David Railey, ARM—Transfer

CPM Candidates

*Chad Huntsman—Sheehan Property Mgt.
Tina Waggoner—Herman & Kittle Properties
Nikki Johnson—CFC., Inc.*

Welcome to our NEW Friends of IREM
Doing Business with a Member is Good Business!

Designs By Jasmine

Contact: Jasmine Freeman
Designs by Jasmine, LLC
6134 Pillory Circle
Indianapolis, IN 46254
Phone: 317-388-1430
E-mail:
jfreeman@designsbyjasmine.com



**Falcon Carpet
Services, Inc.**

Contact: Andy Bristol
Falcon Carpet Services, Inc.
5303 W. 79th St.
Indianapolis, IN 46268
Phone: 317-897-3048
E-mail:
andy@falconcarpetservices.com



Contact: Elia Levin
Gold Seal Termite & Pest Control
Co.
4212 N. College Ave.
Indianapolis, IN 46205
Phone: 317-924-4114
E-mail: goldsealpest@aol.com



Contact: Andy Chapman
Indianapolis Signworks
5349 W. 86th St.
Indianapolis, IN 46268
Phone: 317-872-8722
E-mail:
andy@indianapolissignworks.com



lighting > electrical > energy
technology > signs

Contact: Phillip Jones
Facility Solutions Group
9900 West Point Drive #104
Indianapolis, IN 46256
Phone: 317-570-4917
E-mail: phillip.jones@fsgi.com



IREM Indianapolis Chapter 24

IREM Indianapolis Chapter 24 will encourage the advancement of credentialing and educational opportunities, while creating a meaningful membership experience with a focus on ethic, community outreach, and professional excellence.

Go to: www.iremindy.org for all your Chapter 24 Information

2009 Chapter Officers

President

Dee Headley, CPM
Colliers Turley Martin Tucker

President-Elect

John Perine, CPM

Vice President

Gordon Dowrey, CPM
FEA PC

Secretary

Gretchen Mensch, CPM
Colliers Turley Martin Tucker

Treasurer

Sally Royal, CPM
Woods of Britton

Past President

Kris Moore, CPM
Colliers Turley Martin Tucker

Friends of IREM

ABM JANITORIAL SERVICES

ACORN DISTRIBUTORS, INC.

R. ADAMS ROOFING, INC.

AMBIUS

AMERESTORE

AMS MECHANICAL SERVICES

AUGUST MACK ENVIRONMENTAL

BIGELOW COMMERCIAL CARPET

BOLD CORE RESPONSE

BOSE MCKINNEY & EVANS LLP

BRICKMAN

CHARLES C. BRANDT
CONSTRUCTION COMPANY

CAPITOL CONSTRUCTION SERVICES, INC.

CARDINAL MANUFACTURING CO.

CARSON DESIGN ASSOCIATES

CCS, INC

CENTIMARK ROOFTOP SYSTEMS

CERTAPRO PAINTERS

CLEAN SUITE SERVICES

CONNOR FINE PAINTING

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JF NEW

KLEENIT GROUP, INC.

KLINES QUALITY WATER

KONE ELEVATORS

KORT BUILDERS

MERITAX CONSULTANTS

MID-AMERICA ELEVATOR

MIDWEST REMEDIATION

ML ROSS, INC.

MR. MARBLE CARE
TH MARBLE AND GRANITE

QUALITY ROOFING SERVICES

RAMSEY & NORTH MECHANICAL SERVICES, INC.

S & K BUILDING SERVICES, INC.

SCHINDLER ELEVATOR CORP.

SECURITAS SECURITY SERVICES USA, INC.

SELECT COMMERCIAL SERVICES

SONITROL

SUPERIOR ROOFING, INC.

TRANS-PLANTS, INC.

TRUE NORTH RISK MANAGEMENT SVCS.

Doing Business with a Member is Good Business