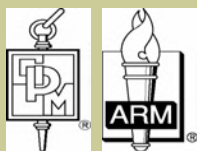


Go to:
www.iremindy.org
January 2010



Keynotes



1st Meeting of 2010!

Take Our Future to Lunch! Our annual invitation and celebration for the Real Estate Students at Ball State, Indiana University, Purdue, & Butler.

Featuring a panel discussion: Take a Ride on the Wild Side... the Property Management Career Roller Coaster

The Mansion at Oak Hill
5801 East 116th St.
Carmel, IN 46033

Friday, January 22

Job Fair 10:15-2:00

Networking 11:00

Luncheon 12:00

RSVP by January 19th

\$35.00

Go to www.iremindy.org to register online and pay with Visa/MasterCard or contact Julie at 317-815-0163 or office@iremindy.org

7th Annual Take Our Future to Lunch



Featuring our panel discussion:

Take a Ride on the Wild Side... the Property Management Career Roller Coaster



Be the first in line to grab the front car on the PM Career Roller Coaster!

Attend one of IREMIndy's most popular events, our 7th annual Take Our Future To Lunch program. Network with your colleagues and meet some of the best and brightest real estate students in Central Indiana. Get ready for your professional new year as our panel of seasoned PM Executives provides you with insight to the tools, tactics, skill sets, education and experience you will need for your career to survive and succeed on the wild ride in the next five years.

Visit leading Property Management firms at our Job Fair and take the opportunity to keep abreast of trends in our professional property management industry.

Go to www.iremindy.org to pay and register online or contact Julie Dowrey at 317-815-0163 or office@iremindy.org to reserve your spot today!

Inside this issue:

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What: Take Our Future to Lunch

When: January 22, 2010

10:15am—Job Fair Begins

11:00am—Networking

12:00pm—Lunch Program

Where: Oak Hill Mansion

5801 East 116th St.

Carmel, IN 46033

Cost: \$35 per person

Buy a student's lunch for only \$35.00 more!

Table of 8, only \$250

A 10% discount! Contact Julie to register.

2010 Officers

President

Dee Headley, CPM

President-elect

John Perine, CPM

Vice President

Gordon Dowrey, CPM

Treasurer

Sally Royal, CPM

Secretary

Gretchen Mensch, CPM

Past President

Kris Moore, CPM

Congratulations to our 2009 Award Winners!

These members were honored at our 2009 Annual Awards Dinner for their service and dedication to the IREM Indianapolis Chapter. Thank you!

CPM of the Year

Sally Royal, CPM Fogelman Properties

AMO of the Year

Buckingham Companies

ARM of the Year

Leanne Grant, ARM Screening Reports Inc.

ACoM of the Year

Nicole Blanton, ACoM, CTMT

CPM Candidate of the Year

Angie Jones CB Richard Ellis

Associate Member of the Year

Matt Dills, CTMT

Friend of the Year

Johnson & Melloh, Inc.

Rising Star

Viki Hamblen, CTMT



Maximize Your Career!

IREM Chapter 24 2010 Course Offerings

MKL405, Jan. 19-20

MNT402, Feb. 16-17

HRS402, Mar. 16-17

RES201, May 17-21

FIN402, Sept. 14-15

ETH800, Oct. 6th

Go to www.irem.org to register and for more information

Or Contact us locally:

Go to: www.iremindy.org

Julie Dowrey

IREM Association Executive

317.815.0163

office@iremindy.org

Register now to attend our CPM , ACoM, & ARM Course Offerings in 2010!

The following course offerings represent required courses for the CPM, ACoM and ARM designations. They are the first year course offerings in our Two-Year CPM Lock-step program, and are all courses required for the ACoM designation. RES201 fulfills the education requirement for the ARM designation.

MKL405–Jan 19-20 Marketing & Leasing Residential, Indiana Apartment Association Market assessment, marketing planning, strategies, leasing strategies, and tenant retention.

MNT402– Feb 16-17 Property Maintenance and

Risk Management, Indiana Apartment Association Property risk analysis, maintenance programs, maintenance projects, conservation and environmental hazards.

HRS402 March 16-17 Human Resources for RE Managers , Indiana Apartment Association Employee management, recruitment, training and selection.

RES201 May 17-21 Successful Site Management Cumberland Crossing, Fishers This course teaches basic site management skills and is designed for the ARM designation. The ARM certification exam is given at the end.

FIN402– Sept. 14-15 Investment Real Estate Financial Tools Indiana Apartment Association Budgeting and analysis, cash flow analysis, capitalization and valuation, financing, loan analysis

ETH800–Oct. 6th, Ethics for the Real Estate Manager Addressing the ethical dilemmas commonly faced by today's Real Estate Manager, this course teaches strategies for resolving ethical dilemmas, and adherence to the IREM Code of Professional Ethics.



IREM Happenings—2009 Upcoming Event Calendar

Go to our special insert in this newsletter for a complete listing of IREM Indy events offered in 2010.

Take Our Future To Lunch
Friday January 22nd, 2010
The Mansion at Oak Hill

Have lunch with real estate students from Ball State and IU. Visit our job fair, meet our IREM National officers

and enjoy a great panel discussion: Take a Ride on the Wild Side, the Property Management Career Roller Coaster. Go to www.iremindy.org to register and pay online.

Breakfast Break Program,
Thursday, February 25th, 7:30
registration, 8:00-9:00 program

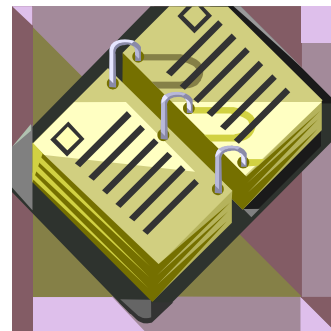
Program and location TBD

Rising Star Event

Location and date TBD

Native and Sustainable Landscaping Wednesday
March 24, 2010
Location TBD

Horticulturalists from the Indiana Department of Natural Resources will fill us in on the latest native and sustainable landscaping in Indiana.



Be an IREM Ambassador

Earn Member-Get-A-Member 2010 Awards

Refer a new member...You win, Your colleague wins, IREM wins!

It's easy:

1. Go to www.irem.org/referral and input your colleagues information
2. Your colleague will automatically get a membership application
3. When your colleague lists you as the referring member on a membership application, you can win rewards!



GRAND REWARD

\$2,010—Make just one referral and you'll be entered in a drawing for this grand prize!

TOP REFERRAL REWARDS

\$1,000—Highest Number of Referrals
\$500—2nd and 3rd highest
\$250—4th and 5th highest

\$100—6th to 15th highest

MONTHLY REWARDS

\$100—Five monthly drawings...all it takes is ONE referral in a month to be entered

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

Upcoming Webinars:

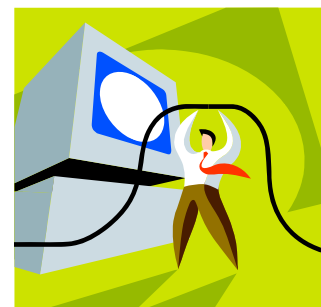
Creating Competitive Advantage Through Stellar Customer Service Tuesday, Janu-

ary 12, 2010, 2:00 ET, 60 Minutes

Financial Analysis Spreadsheet Demonstration Wed, Jan. 27, 3:00 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.



January 2010
Go to: www.iremindy.org

Keynotes Special Insert

NewsFlash Updates! IREM Indianapolis News Updates



2010 IREM National Dues and 2010 IREM Indianapolis Chapter dues Have Arrived: Please note that your local 2010 IREM Chapter 24 Dues Invoices have arrived. You receive two separate invoices, one for IREM National Dues and one for local Chapter dues and they are to be paid separately. You can pay your local chapter dues online at www.iremindy.org with your Visa or Mastercard. Your local chapter dues go towards providing you with meaningful member experiences through creative programming, continuing education course offerings, IREM course offerings, a successful community caring program and a variety of services making IREM Indianapolis your Property Management Career Partner.

Income & Expense Reporting about to begin: Its almost time to start participating in the 2009 edition of the IREM Income and Expense report. Your individual submission is important to make the report statistically representative of our area and a usable comprehensive tool. For your efforts and if you file your report prior to March 1, 2010, 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.

Be a Mentor to a Student during Take Our Future to Lunch: IREM Indianapolis is asking for members as volunteers to help mentor our student guests during our Take Our Future to Lunch program scheduled for Friday, January 22nd at the Mansion at Oak Hill. Mentoring involves being paired with a student or several students at the beginning of the job fair starting at 10:00, and helping to introduce them and network with job fair participants, representatives from IREM Headquarters, and other members. Members will be paired with students that have similar career interests as yourself (eg: residential, commercial etc.) and you will be there to answer any questions students might have about property management and IREM. Please e-mail Susanne Ingegno, singegno@ctmt.com to register as a mentor for our 7th annual Take Our Future to Lunch Program.

Make Sure You Visit www.irem.org For all the Latest Information on Property Management: From IREMFIRST to education information, the latest in legislation, information on Swine Flu, bedbugs and more, www.irem.org is your resource for all information pertaining to property management. Several areas of the website have been updated and we encourage you to revisit the site and explore some more.

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.

January 2010
Go to: www.iremindy.org

Keynotes Special Insert

IREM Chapter 24's All That Jazz

IREM Chapter 24 celebrated it's stars and *All That Jazz* on Tuesday November 10, 2009 at the beautiful Conrad Hotel. Thanks to all our event sponsors and members for making the evening extra special. Congratulations to Susanne Ingegno, CPM and Mary Jane Trujillo, CPM, Justin Brown, ACoM and Keith Williamson, ACoM in achieving their designation goals. Accolades and honors to our IREM Chapter 24 2009 Award Winners. These members gave their time, effort and expertise to make our Chapter a winner. Congratulations Nicole Blanton, ACoM, our Program Committee Chair, for making the evening a huge success and thanks to all members of IREM Indianapolis!



RVP Sheila Austin, installs Susanne Ingegno, CTMT & Mary Jane Trujillo, Barrett & Stokely as our newest CPM's.



2010 Chapter Officers: Sally Royal Treasurer, Dee Headley President, John Perine President-Elect, Gordon



Congratulations to our CPM of the year, Sally Royal, CPM, Fogelman Properties



CPM Candidate of the Year, Angie Jones CBRE



AMO of the Year, Buckingham Companies



ACoM of the Year, Nicole Blanton, CTMT



Viki Hamblen & Hillary Toivonen present the Ronald McDonald House with a check for \$13,000!



Congratulations to Justin Brown CTMT and Keith Williamson, Orion Property Management, our newest ACoM's



Rising Star Award, Viki Hamblen, CTMT



Associate of the Year, Matt Dills, CTMT



Carl Culmann thanks Golf Committee Chair Matt Dills, CTMT for our \$8,000 contribution to the Learning Centers for Children.

January 2010
Go to: www.iremindy.org

Keynotes Special Insert

*Thanks to our IREM All That Jazz Sponsors
We couldn't have done it without you!*

Tommy Dorsey Dinner Sponsor



Mid-America Elevator Co. Inc.

Bessie Smith Second Set Jazz Sponsor



Miles Davis Dessert Sponsor



John Coltrane Cocktail Sponsor



Ella Fitzgerald First Set Jazz Sponsor



Jelly Roll Morton Gift Sponsor



Getting to Know You Sponsor



Charlie Parker Parking Sponsor



January 2010
Go to: www.iremindy.org

Keynotes Special Insert

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

Welcome !
To our Newest IREM Chapter 24 Members

CPM Candidates

Matt Anderson—Duke Realty
Nasir Bajwa
Christina Bledsoe—Barrett & Stokely
David Campbell—Lauth Property Group
Carrie Seitsma—Buckingham Companies

CPM

Susanne Ingegno, CPM—Colliers Turley Martin Tucker
Mary Jane Trujillo, CPM—Barrett & Stokely, Inc.

Associate Members

Joan Bryant
Robert Derdiger—Alpha Epsilon Pi
Joseph Traynor—Traynor & Associates, Inc.

***Welcome to Our Newest Friend
of IREM***

**KNAUSS
PROPERTY SERVICES, LLC.**

*Creating Solutions for
Life's Problems*

Contact: Ralph Knauss
Knauss Property Services, LLC
7229 Crittenden Ave.
Indianapolis, IN 46240
Phone: 317-255-9789
E-mail: rknauss@propertyservices.com
www.propertyservices.com



2010 Events Calendar

January

- 7th Annual Take Our Future to Lunch, Friday, January 22nd, 11:30 registration, Mansion at Oak Hill. Meet and mentor students from Ball State, IU, Butler, and Purdue. Visit our job fair and find out from our panel of Property Management experts the tools, tactics, skill sets, education, and experience you will need to survive the wild PM career roller coaster ride in the next five years. Job fair and lunch only \$35, register online at www.iremindy.org

February

- Breakfast Break Program, Thursday, February 25th, 7:30 am registration, 8:00-9:00 am program, free breakfast to members, subject and location TBD
- Rising Star Event, 6:30—9:00, location and date TBD

March

- Native Naturalized Landscaping Luncheon, Wednesday, March 24th, 11:30 registration, Luncheon featuring IDNR specialists. Location TBD

April

- Breakfast Break Program, Thursday, April 22nd, 7:30 am registration, 8:00-9:00 am program, free breakfast for members, subject and location TBD.
- Rising Star Event, 6:30—9:00, location and date TBD

May

- Projected tour of JW Marriott complex with luncheon to follow. Tentative date, Wednesday, May 25th, tour time and luncheon location TBD. Look to www.iremindy.org for more details.

June

- 4th Annual Run for Ronald, 5k Fun Run & Walk benefiting the Ronald McDonald House of Indiana, Saturday, June 19th, NCAA Hall of Fame with the course along the beautiful downtown canal, registration at 7:30 am, race starts at 9:00 am. Cash prizes for male & female winners, rookie run, games & prizes for kids and of course...Ronald McDonald!



2010 Events Calendar

July

- Summer Fest Celebration, Thursday, July 22nd. Take a break from work and celebrate the summer with your Friends of IREM. Get to know our valued Friends members and learn how the services they provide make your job easier. Fun celebration location TBD. Watch www.iremindy.org for more details.

August

- Breakfast Break Program, Thursday, August 26th, 7:30 am registration, 8:00—9:00 am program. Free breakfast for members, subject and location TBD.
- Rising Star Event, 6:30—9:00, location and date TBD

September

- 12th Annual IREM Golf Outing benefiting Learning Centers for Children and the IREM Foundation, Wednesday, September 8th, The Fort Golf Course. 10:00 am registration, noon shotgun start. Lunch, prizes, gifts, dinner, silent auction, and a great day of golf are included in this popular and much anticipated event. Don't be left off the links for this great event. Look for registration to open in June at www.iremindy.org.

October

- Breakfast Break Program, Thursday, April 22nd, 7:30 am registration, 8:00-9:00 am program, free breakfast for members, subject and location TBD.
- Rising Star Event, 6:30—9:00, location and date TBD

November

- IREM Indianapolis Annual Dinner Celebration, Tuesday, November 9th. Come celebrate another spectacular IREM Indy year with all our Friends and fellow members. A great evening designed to recognize and thank all our members and their contributions towards making IREM Indianapolis a 5 Star Chapter. Location TBD.



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 ethics, community outreach, and professional excellence.

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

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AMBIUS
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AMS MECHANICAL SERVICES
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Doing Business with a Member is Good Business