



APRIL 2010

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CREW-San Antonio

proudly presents

**Charles "Marty" Wender -
Vision on San Antonio**

Tuesday, April 13, 2010

11:30 a.m. - 1:15 p.m. Oak Hills Country Club

RSVP: Tracy Ballard at
admin@crew-sanantonio.org
or call 210-415-1300
by noon on Friday, April 9th
Checks payable to "CREW-
San Antonio" at the door

Members: \$25.00
Non-Members: \$40.00
Seating is Limited, so RSVP Today!
All reservations are non-refundable unless
cancellations are received within 48 hours

Presented by: Accion Texas CDC

2010 Friends of CREW Spotlight



The SBA 504 program is a long term financing tool for economic development within a community specific to owner occupied projects. The 504 program provides healthy growing businesses with affordable long-term, fixed-rate financing for major fixed assets, such as land, buildings and major equipment.

ACCION Texas, a Certified Development Company, is a nonprofit corporation set up to contribute to the economic development of its community. ACCION Texas works with the SBA and Private-Sector lenders to provide commercial real estate financing to small businesses under the SBA 504 Program. ACCION Texas has offices throughout the state of Texas and Louisiana; San Antonio, Houston, Austin, Brownsville, Corpus Christie, Dallas, Edinburg, El Paso, Ft. Worth and Laredo. In addition to SBA 504 loans, ACCION provides micro-loans from \$500 to \$100,000 for deserving businesses throughout the lending area.

Typically, a SBA 504 project includes a loan from a private-sector lender covering up to 50% of the project cost, a loan from ACCION Texas (fully backed by SBA) covering up to 40% of the cost, and a contribution of at least 10% equity from the small business.

504 financing works best on general projects up to \$5 million and on manufacturing projects up to \$10 million.

Call Helena Hauk to review your owner occupied commercial real estate project and get a plan to close your deal! 210-226-3664, ext.1193 or email hhauk@acciontexas.org.





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2010 Friends of CREW



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DIRECTOR'S CORNER

Kim Ghez

DIRECTOR OF PROGRAMS

Quality, timely programs to keep you in the KNOW on what's happening in commercial real estate to help you GROW your business, this is the MISSION & PASSION behind CREW Program's Committee!



Please help me THANK our AWESOME CREW PROGRAM's COMMITTEE for their insight and dedication to our CREW Programs. They are by far, CREW's all time BEST!

Martha Hardy-Co-Chair,
McKenzie Edgar-Venue Coordinator,

Beverly Fortner
Silvia Gangel
Lynda Kohler
Chris Clements

Carrie Caesar
John O'Connor
Ronda Hubbard

Debbie Avery
Jennifer Bailey
Shelley Morkovsky
Lene Griego

I would also like to welcome our newest committee members:

Kevin Spruill
Chris Clements

Hilda Castillo

Linda Brambila
Margo Harding

Wait til you see the speaker line-up for 2010, you will want to be sure and include these dates to your calendar:

May 11th

Wonderland of America's

June 8th

TBA

July 13th

TBA

September 14th

Joe Straus

October 12th

Institutional Equity & Private Equity

Featuring Susan Wallace, USAA Realco & Rick Rodriguez with Magi Real Estate

November 9th

Jodie Kirksey-HEB

December 14th

CREW Holiday Party

Thank you for giving me the opportunity to serve as your 2010 CREW Program's Chair.

NEW MEMBERS

Please welcome these folks to the CREW Family:



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MEMBERS ON THE MOVE



Valerie Hunter
 has recently joined Henry S. Miller
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Michelle Solis
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Many thanks to those who attended the CREW Forum and to those who participated in the Raffle. Raffle sales amounted to \$1,049 with proceeds benefitting the CREW San Antonio Endowment Fund providing scholarship to the UTSA Real Estate Finance and Development Program.

A special thank you to the donors who made the CREW Charity Raffle possible:

*Dr. Kimberly Finder
 San Antonio Business Journal
 Maggiano's Little Italy Ristorante
 Janine Bordelon
 Red Wing Aerials
 Winestyles at The Rim*

HERE ARE SOME REMINDERS OF THE 2010 CREW SAN ANTONIO REAL ESTATE FORUM



**HERE ARE SOME MORE
REMINDERS OF THE
2010 CREW SAN ANTONIO
REAL ESTATE FORUM**



CREWbiz to Debut in Late March

Thanks to the generous support of our technology partnership Fulbright & Jaworski, later this month CREW Network will introduce its newest business networking tool developed for members only. CREWbiz is an online networking tool that provides an opportunity for members to create personal profiles and communication vehicles to market their expertise to other members.

In addition to featuring the member's bio, description of primary specialty, contact information, industry affiliations, committee work and more, CREWbiz will provide members the exciting opportunity to post business news updates and develop blogs promoting their current business successes, wants and needs using a feature called CREWchat. Members will be able to subscribe to the CREWchats of other members to create ongoing opportunities for dialogue and business networking. This tool will literally connect you to other members 24/7, all contained within the secure environment of the CREW Network Web site.

Additionally, members will be able to manage their personal membership information, events registrations and more all from their CREWbiz pages. This is truly a revolutionary tool for CREW Network members!



EST. 1876

FORT SAM HOUSTON

Certificate of Appreciation

Is Presented to

Commercial Real Estate Women (CREW) San Antonio

for your generous contribution to the Fort Sam Houston Warrior
and Family Support Center, established in support of
Operation Enduring Freedom and Operation Iraqi Freedom.
Your willing assistance demonstrates your concern for our Warriors
and their Families and exemplifies the spirit of America.

15 January 2010

Date

Mary E. Garr

Mary E. Garr
Colonel, US Army
Garrison Commander

2010 Leadership Series Takeaways

Driving home the importance of leadership training, CREW Atlanta member and CREW Network Past President Sally French Tyler, executive vice president and divisional president of National Commercial Services for First American Title Insurance, spoke to delegates at the 2010 Leadership Series in February. Crediting much of her success to the training and leadership opportunities she received through CREW Network, Tyler believes that leaders are both born and made; encouraging delegates to observe those leaders they admire most to find out what makes them successful, and then incorporating those best practices into their own leadership styles. Tyler shared her personal "leadership life lessons" listed below.

- Observe leaders (male or female) that you respect and emulate their approach.
- Leadership by intimidation is SO yesteryear. Learn to be a consensus leader.
- Don't focus on Gender: You're a woman in a male dominated industry - it's a fact; so what? Don't forget, they are LOOKING for good female leaders!
- Do not respond to business challenges with emotional decisions; think before you act.
- Don't waste your time trying to be someone else; be who you are and be the best at it;

You can't lead as you are until you know who you are; don't try to be someone else, it's unauthentic!

- Leadership is not self appointed or self anointed; it is an honor and a privilege entrusted to you by others.
- Be self aware - know your strengths and capitalize on them.
- Leadership is about sacrifice; women tend to be more dedicated but less willing to make sacrifices.
- It's not about looking for the next job; it's about doing the one you have well.
- Network well and do not burn bridges.
- Be willing to take risks.
- Be willing to take a step back if it means helping the team or expanding your value proposition.
- Dress appropriately.
- Make business decisions as if you are the CEO and ultimately accountable.
- Listen, assess, and be decisive!
- Own your decisions, own your mistakes.
- When opportunity knocks - answer!
- When I hire or promote leaders, I am looking for:
 - Integrity and ability to hold confidences
 - Vision and ability to execute on that vision
 - Plays well with others
 - Positive attitude and pleasant to be around
 - Has earned the respect of others
- Don't manage up; typically, people get fired from below.

UPCOMING EVENTS

April 1, 2010

Social Media Lunch & Learn

April Tour

Stone Oak Methodist Hospital

May 11, 2010

Wonderland of Americas - Monthly Luncheon

LOOK UP MEMBERS
IN THE DIRECTORY
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Tracy Ballard - Administrator - 210-415-1300

GET INFORMATION
READ NEWSLETTERS
www.crew-sanantonio.org



MISSION STATEMENT

CREW IS AN ORGANIZATION THAT PROMOTES WOMEN WHO ARE PROFESSIONALS IN THE COMMERCIAL REAL ESTATE INDUSTRY. OUR PURPOSE IS TO PROVIDE ADDITIONAL OPPORTUNITIES AND ADVANCEMENT FOR OUR MEMBERS THROUGH EDUCATION, NETWORKING, RECOGNITION AND LEADERSHIP.



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NETWORK NEWS

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