



CENTRAL FLORIDA

INSTITUTE OF REAL ESTATE MANAGEMENT - CHAPTER 60

IREM Central Florida Chapter 60 Newsletter

July, 2010

In This Issue

ETHICS 800

50% Discount on Courses

Calendar of Events

President's Message

Scholarships Awarded

Welcome New Members

SCAA Trade Show

Working with Small Tenants

Friends of IREM

August 10, 2010

LUNCHEON MEETING

**Crowne Plaza
Downtown Orlando**

Time: Noon-1 pm

Cost: \$30 members

\$35 non-members

FREE PARKING

**Registration &
Networking - 11:30 a.m.**

Quick Links...

[IREM Chapter 60](#)

[IREM HQ](#)

CALENDAR OF EVENTS

8/10/10 - Membership Meeting - Crowne Plaza - Program - Downtown Development Board - Noon

8/11-13/10 - IREM Leadership Conference - Chicago

9/14/10 - Membership Meeting - Crowne Plaza - Program - Northmark Capital Lending - Noon

9/17/10 - Space Coast Apartment Association Tradeshow - Melbourne - 5-8 pm

9/18/10 - Habitat for Humanity - Staghorn Villas, Orlando

10/19/10 - Ethics 800 Course - Hilton Bonnet Creek - Orlando

10/19-23/10 - IREM Governance & iCon Conference - Orlando

11/11/10 - Annual awards & installation dinner - 6:00 p.m.

PRESIDENT'S MESSAGE



It's hard to believe that half of 2010 has already come and gone!

June and July proved to be challenging for our IREM meetings. With a loss of power at Crowne Plaza in June and the Wine Warehouse closing without notice in July, we have not had the chance to network since May. I encourage you to register to attend the August luncheon on the 10th where you will hear from the Downtown Development Board and get the chance to visit with your IREM colleagues.

The IREM Leadership Conference takes place in August where Theresa Eastwood

[IREMFIRST](#)

Davis and I will have the opportunity to further enhance our leadership skills. This year, everyone is invited to tour the offices at IREM Headquarters which will provide us with insight on how IREM manages to take care of so many chapters.

ETHICS 800 COURSE

CALLING ALL CANDIDATES

Our chapter will be sponsoring the Ethics course during the IREM iCon Conference on October 19th from 8:00 - 5:00 p.m. This will be held at the Hilton Orlando Bonnet Creek in one of their meeting rooms. Sign up today on-line. Spend the rest of the week there as a conference attendee as well.

CALLING ALL VOLUNTEERS! WE NEED YOUR HELP!

As you know by now, the IREM National Convention will be held in Orlando this fall from October 19 - 23 at the Hilton Orlando Bonnet Creek. If you are planning to attend the IREM iCon, we need your help! Our chapter is presenting each attendee with a gift bag and we need help on Monday evening, October 18th to stuff the gift bags that will be handed out at the registration booth. Also, IREM National has asked us to help find volunteers to be facilitators at the meetings, Thursday through Saturday. Please check your emails for the volunteer request outlining the needs. Let's show corporate that we want to be involved by signing up as a volunteer TODAY!

Wear your designation pins every day with pride!

Keep looking forward!

Lisa

Lisa H. Barrett, MBA, CPM
2010 Chapter President
IREM Chapter 60

[IREM EDUCATION](#)

50% Discount on Course Retakes for IREM[®] Members

Need to brush up on job-related skills? Want to assess how IREM's enhanced curriculum can benefit your staff's training? Take advantage of a 50% discount today. All IREM members are eligible to retake a course of the equivalent of a prior course taken (per the CPM[®], ARM[®] and ACCREDITED COMMERCIAL MANAGER course

CONGRATULATIONS TO SCHOLARSHIP RECIPIENTS

Maureen Dore and Michael Lawson have been awarded scholarships from IREM HQ. **Maureen and Michael** have committed to earn their CPM designation which will enhance their career.

Scholarships are available through HQ and through our local chapter. Check out the opportunities that are waiting for you.

[IREM Scholarships](#)

Welcome New Chapter Members

Candidate: Cathy Dixon, Tejas Housing Group

Associate: McCarley Davis, Epoch Management

2010 SCAA Trade Show - Age of Aquarius

See What the Future Holds

Our local chapter is participating in the Space Coast Apartment Association Trade Show being held at the Holiday Inn, 8298 N. Whickham Road,

equivalency tables) in any delivery format - regardless of pass or fail status, or the format in which it was originally taken - for half-price (of current tuition fees).

Please contact IREM Headquarters Customer Relations at (800) 837-0706, Ext. 4650, to register for and receive the discount. Note: Discount does not apply to the ARM[®] Exam, CPM[®] Exam, and the ACCREDITED COMMERCIAL MANAGER Exam.

Melbourne. The show will be between 5-8 p.m.

For our members on the east coast, we are in need of some help in the set up, take down, and being a booth attendant. If you are interested in helping us out for an hour or two, please let our [IREM Association Executive](#) know and we will get you scheduled for a specific time slot. For Candidates, this would count towards your required meeting attendance.

Get Proven Techniques for Working with Small Tenants with this New Key Report from IREM

In today's global commercial and retail real estate arena, getting and keeping quality tenants is more of a struggle than ever before. Want proven techniques to help with your small tenants? Get a copy of this new publication from IREM!

Strategies for Working with Small Tenants
Written by: Shannon Alter, CPM[®]

This new IREM Key Report is designed to help real estate managers keep small tenants in place, and facilitate preparations for vacancies. Inside you'll find valuable lessons and real-life examples you can apply to your own properties. Topics include:

- Finding, getting, and retaining good small tenants
- How to help small retailers merchandise
- Ways to evaluate tenants and fill vacancies strategically
- The value of customer service as a point of differentiation
- Tips on how to discern when tenants are headed for trouble

Regular Price: \$39.95 Member Price: \$31.95

Order yours today at www.irembooks.org!



We have 15 Friends of IREM in our chapter. Please look to our Friends first when you are looking for a contractor for your various property management needs.

[VISIT OUR FRIENDS WEBSITE PAGE](#)



IREM Institute of Real Estate Management

Meridythe Kanaga CPM

IREM Association Executive

IREM Central Florida Chapter 60

Tel: 407-862-2292 ext. 1004

Fax: 407-862-1819

Email: admin@irem-centralfl.org