

## **Delegates Celebrate 2008 CREW Network Successes**

### ***Now is the time to turn to your Network!***

While the stories were plentiful of job layoffs, lackluster sales and corporate buyouts, one message played out loud and clear above the rest, "Now is the time to turn to your Network!"

During the recent Council of Delegates Meeting, held October 3 in Houston, Texas, delegates were reminded by President Lynny Osenbaugh what a unique organization CREW Network is and encouraged to utilize all of the business tools CREW provides to support the business success of all members.

"We care about each other and work together," says Osenbaugh. "In turbulent times we come together to support each other. CREW Network has everything you need to weather these turbulent times. "

With this message of encouragement, President Osenbaugh focused delegates on the many successes CREW Network has achieved this year and the value the Network provides, especially when times are tough.

The CREW Network organization continues to enjoy a healthy annual membership growth rate of approximately ten percent at a time when many organizations are not. The media continues to take an active interest in our organization and in our members with major media hits in The New York Times, MORE magazine, PINK magazine and others. Additionally, ten CREW Network members were recently recognized by Real Estate Forum as "Women of Influence."

The Industry Research Committee continues to develop tools to support the business success of CREW Network members. This year, the committee developed its first white paper titled *An Introduction to Compensation: Demystifying the Compensation Package*. The paper provides a basic overview of the many elements commonly found in compensation packages and provides tips for more effectively negotiating these compensation packages. The committee is currently working on its next white paper that will address the skills needed to remain competitive not only in these turbulent times, but in the years ahead.

In its ongoing pursuit to provide relevant business tools to its members, CREW Network introduced Deal Rooms during the convention where members could host private, on-site business meetings with prospective clients. In conjunction with the Deal Rooms, CREW Network unveiled its newest member benefit, the CREW Network Deal Room Database – a free, online posting site for member properties listed either for sale or lease. To access this database to view current listings or post new listings, visit the CREW Network Web site at [www.crewnetwork.org](http://www.crewnetwork.org). Additionally, in 2009, CREW Network intends to expand the offering of its monthly Board Hosted Calls to include addressing personal development issues in addition to its current chapter leadership focus.

The CREW Network Scholarship Program was rolled out in January with more than 50 applications submitted by university-level students across North America. CREW Network awarded ten scholarships in the amount of \$10,000 each for a total of \$100,000 to ten amazing women pursuing educations that will lead to careers in commercial real estate. The scholarships were awarded based on academic achievement and will be used to support the studies of these women. To create perpetual funding of

this program, and in celebration of its 20<sup>th</sup> Anniversary, CREW Network announced the kick-off of its scholarship endowment program.

CREW Network's Membership Development Committee presented its newest chapter leadership tool, 2008 *Membership Playbook*. The Playbook delivers best practices in the areas of member recruitment, member retention and establishing effective membership committees. Each chapter was provided a copy of the Playbook on CD, which is also available on the CREW Network Web site.

As President Osenbaugh concluded her final Council Meeting as 2008 CREW Network President, she left delegates with this important reminder, "This is the time to turn to CREW Network, not leave it. There are bright spots in the world today and there will be bright spots tomorrow. "