



IREM Institute of Real Estate Management

Maryland Chapter No. 16



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Personality Matters

Thank you to everyone who attended *Personality Matters with Mary Abbajay* last week! Attendees took a simple quiz to figure out their personality type; Director, Relator, Expressive, or Thinker. Curious what category you fall into? Take the quiz and find out your strengths, weaknesses, and how you can improve your communication skills. The full presentation is available [here](#).

A special thank you to [Potential Me](#) for being on site at the event to collect clothing donations. If you have not yet taken the time to familiarize yourself with this charity, please do. Executive Director, Kimberly Klacik has put together a wonderful organization.



IREM Resources

IREM Chapter 16 President Richard Henneberry, Speaker Mary Abbaja, and Immediate Past President, Sonya Campbell.



Earth Day is April 22

Earth Day is a great tool for tenant engagement. Whether you host an e-waste collection event, have a shred-a-thon sponsored by your property, or gift a small plant to your tenants, it's a great time to reach out to those we work with. Need a last-minute idea? Have your janitorial company leave a Power Bar on each desk with a note: "*Power up your Body...Power Down Your Electronics!*"

IREM provides excellent resources and information about sustainability, including an eBook: Practical Guide to Green Real Estate Management. Visit the irem.org for more information.

Are you hosting an event for Earth Day? Email information and pictures to Amy Natoli at anatoli@thebrickcompanies.com and we'll feature you on our website!

IYP at Mustang Alley's

The IREM Young Professionals (young...and young at heart!) had a blast bowling at Mustang Alley's on March 29. A fun evening of networking, good food, and libations was had by all. [Click here](#) for more photos. We can't wait for our next event in October! If you have a suggestion for the location, email Membership Chair Ginger Catherman at ginger.catherman@copt.com.



Member Spotlight: Erica Sabat

Member Spotlight: Erica Sabat, RPA

Erica Sabat, RPA, is a Real Estate Manager with Welltower Inc. overseeing an outpatient medical office portfolio in both Columbia and Bel Air, MD. She has been with Welltower just a year, but has already assumed expanded roles within this time. Prior to, Erica was with Transwestern Commercial Services for 4 years overseeing 2 million s.f. of office and industrial flex throughout Maryland and West Virginia. Erica began her property management career with Aimco in Greenville, North Carolina managing multi-family complex. She also relocated with the company for a period of time to assist with acquisition and redevelopment of new properties in Indianapolis. Throughout her career she has been involved in many roles within property management including leasing, project and construction management, tenant relations and financial reporting. Erica received her Bachelors of Science in Business Administration from East Carolina University (Go Pirates!) and also holds the RPA designation through BOMI. Erica is currently enrolled as a Certified Property Manager (CPM) candidate with hopes to obtain the designation in 2018. Since being in Maryland, Erica has served on the BOMA TOBY committee as a judge for the 2015 awards, and she is also an active participant in the Baltimore Power Group. Erica is currently serving on the Programs and Communications Committee with goals to expand member outreach and professional development. Erica looks forward to growing her career in property management and enjoying the friendships gained along the way.



Upcoming Events



April 28th: *Build Day with Habitat for Humanity*

IREM 16's Community Outreach Committee will be sponsoring our first Build Day in Baltimore. We have one spot still available! Contact Chair Beverly Willis at willis@ahcinc.org for more information.



May 11th: *Day at the Races*

Join us at Pimlico Race Course for our 2nd Annual Day at the Races! We'll feature a Lunch Buffet and Premium Open Bar in the Jockey Club Room, and we even have an IREM16 race. Wear your best and most creative Race Day hat and let's see who has got the most style!

IREM 16 TOASTMASTER SPEAKS!

Interviewing for a job?

Giving a business presentation?

Leading a seminar?

Need confidence?

Toastmasters will help you to:

- Speak and present compellingly.
- Think quickly and clearly.
- Become a strong leader.
- Listen effectively.

You will learn these skills and more in a supportive, self-paced, fun atmosphere.

**JOIN US IN MAY!**

May 11th, 2017
6:00 PM - 7:30 PM
WPM Real Estate Management
11433 Cronridge Drive
Owings Mills, MD 21117

Questions? Contact Anjye Herrera at aherrera@wpmlc.com.

BUCK\$

Earn valuable IREM BUCK\$, for use at our annual Silent Auction at the Holiday Party, by attending meetings, wearing your pin, bringing a guest, or joining a committee. Check out the list [here](#) of all the ways you can earn BUCK\$, and don't forget to track them each meeting. We'll tally them quarterly for you!

The members of IREM Chapter 16 proudly present:
"Ethics: The Great Debate."

What would you do if you found yourself witnessing an actual violation of an Article in IREM's Code of Professional Ethics? Join us as members reenact an actual case scenario heard by IREM's Hearing and Discipline Committee. You will have an opportunity to weigh in on what the outcome should be. This is a must-attend for members and non-members. You will be surprised by the outcome! Mark your calendar for October 18th now so that you don't miss this very informative session.

Casting Call!

We are looking for volunteers to participate in the reenactment. If you're interested, please contact Amy Natoli at anatoli@thebrickcompanies.com.

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