



IREM Institute of Real Estate Management

Maryland Chapter No. 16



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President's Message

Richard Henneberry, CPM®
President, IREM 16

Erin go Bragh!!

Boy, I was really hoping for a green St. Patrick's Day, what happened??

Well it seemed as though we were going to escape a harsh winter this year as we welcomed Chairman and CEO of Sage Policy Group, Anirban Basu, for a post-election look at the economy in February and an evening of food, wine, and laughter with Laurie Forster for Something to Wine About in March. [Check out the event photos!](#) But alas the elegant aroma of daffodils and hyacinths was cut short by winter storm Stella. A seminar on unpredictable storms may have helped for this, you say? Keep reading...

Congratulations to the following members of Habitat America on earning their ARM credentials:

- Jennifer O'Dell, ARM
- Darron Bethea, ARM
- Shalisa Bethea, ARM
- Kimberly Crippa, ARM

And now that Stella is behind us, be sure to sign up for upcoming seminar, Weather Preparedness for the Unpredictable Storm, hosted by our chapter on April 20th at our training facility on Clarkview Road in Baltimore. Tickets are



Professional Ethics

selling fast, and your attendance is worth \$500 BUCK\$. For more information or to register [click here!](#)

IREM Resources

Speaking of BUCK\$, log yours ahead of time in our BUCK\$ binder found at check-in for all of our meetings. For a completed list of earnings for your participation this year, [click here](#).

On Wednesday, March 29th, join us for [LYP Networking and Bowling at Mustang Alley's](#) in downtown Baltimore, FREE for ARM, CPM Candidates, Associates, and Student Members. And on Wednesday, April 12th, our chapter welcomes President and Co-founder of Careerstone Group, LLC, Mary Abbajay, to Sheraton Baltimore North in Towson for [Personality Matters](#) to gain heightened awareness of your own distinctive personality type, communications style and preferred ways of working with others. Tickets are still available, register now!

On behalf of IREM Chapter 16, we wish you a very Happy St. Patrick's Day, and please reach out if you need me. I'd love to hear from you.

rheneberry@americanREpartners.com

The members of IREM Chapter 16 proudly presents:
"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, 2017 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.

Support IREM 16's Community Outreach Committee!

We will continue our clothing drive at our April program! Please bring your gently worn and clean business attire for both men and women to help someone in need. All donations will go to [Potential Me](#) and [Sharp Dressed Man](#). If you would like more information, please contact Committee Chair Beverly Willis at willis@ahcinc.org.



IREM 16 members with
Potential Me Executive Director, Kimberly Klacik.

Submit Your Building's Data to Earn a Free Benchmarking Report!

Income/Expense Analysis® Reports provide precise and current real estate market data so you can benchmark, forecast, and compare your properties to the competition. Your contributions help ensure that Income/Expense Analysis data is as up-to-date and complete as possible.

Income/Expense Analysis Reports are among the most timely and accurate property benchmarking data in the industry - and we need your help to ensure that this year's edition will be better than ever. Contributing to the Income/Expense Analysis program has never been easier - and you'll reap the rewards.

When you submit your building information by April 1, you get:

- A FREE Income/Expense Analysis® Report e-book
- A FREE Individual Building Report for your property
- The knowledge that you're helping create timely, clean, precise data that will serve the industry
- Fast. Easy to use. Step-by-step guidance. Visit IE.IREM.org today to experience our convenient, user-friendly submission site.

Now accepting data for:

- Conventional Apartments
- Office Buildings
- Shopping Centers
- Federally Assisted Apartments
- Condominiums, Cooperatives, & PUDs

Industry Partner Friend Spotlight: Safeguard Maintenance

Industry Partner Friend Spotlight: Safeguard Maintenance



*Expert Janitorial Services for
Government & Commercial Facilities*

Since 1976 Safeguard Maintenance has been providing janitorial services to Class A office, medical and government buildings primarily across the United States. In 2004 Safeguard received its Top Secret Clearance to provide classified cleaning. Today we provide Green Cleaning to LEED Certified Buildings, SCIF Spaces, and Medical Spaces including Terminal Cleaning, General Office Cleaning, Carpet Cleaning, Stripping and Re-waxing Floors and other special cleaning projects. Lynda Balins joined Safeguard in 2005 after working for an international janitorial provider where she managed the Maryland, Pennsylvania and New York offices. Lynda has brought her 20 years of janitorial experience combined with her 25+ years of business experience to help guide Safeguard to be a premier janitorial provider on the East Coast and Hawaii.

Lynda Balins combines her technical janitorial experience with her business experience to find creative solutions for every customer. Her responsibilities include developing relationships to increase janitorial customers and special projects, managing existing client relationships, developing team projects and assisting in the implementation. She also meets with Property Management Companies, Medical Organizations, Building Owners, LEED Buildings, Government Agencies, and companies that occupy SCIF spaces or need a janitorial provider with a Facility Top Secret Clearance to introduce Safeguard's Capabilities.

Safeguard has waited for nine years to be a Friend of IREM 16. We look forward to meeting everyone and the opportunity to assist you with your cleaning needs.

In her free time, Lynda and her husband Larry breed, raise, and train quarter horses at their farm in near Gettysburg, Pennsylvania. They travel the country with their four rescue dogs (three German Shorthaired Pointers, one English Pointer) and show horses competing in AQHA and World Level Competitions. To discuss how Safeguard Maintenance can help you with your property, you may contact Lynda at (410) 403-1084 or lbains@sgmcorp.com.



Upcoming Events



March 29th:

**[IYP \(IREM Young Professionals\)
at Mustang Alley](#)**

Whether you're young or young at heart, join the IYP group at Mustang Alley for a night of networking and bowling! This event is FREE for ARM, CPM, Associate and Student Members.



April 12th:

[Personality Matters! with Mary Abbajay](#)

Personality preferences and communication styles play a significant role in our interactions with coworkers, team members, supervisors and staff members. Working successfully with others requires developing self-awareness and an understanding of how we, as individuals, impact others-both positively and negatively. In this high-spirited presentation, participants will gain heightened awareness of their own distinctive personality type, communication style, and preferred ways of working with others.

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 NEXT WEEK!

Tuesday, March 21st, 2017
6:00 PM - 7:30 PM
WPM Real Estate Management
11433 Cronridge Drive
Owings Mills, MD 21117

Questions? Contact Sasha Flores at sflores@morgan-properties.com

BUCK\$

Don't forget that you earn \$500 Buck\$ for attending a meeting, and if you come to every meeting in 2017, you'll earn \$5,000 bonus Buck\$! Additionally, everyone who attends nine meetings will be entered into a drawing to win an Apple Watch (or the Android equivalent) at our holiday party. Do you know a fellow property manager who is not an IREM member? Invite them to come at no cost and earn \$500 Buck\$!

Stay Connected:



IREM16.ORG

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