



Tony Rickard, CCIM, ALC October 8, 1951—November 2, 2009

2009 Officers

Gary Lyons, CCIM—President
Eddie Blanton, CCIM—V.P.
Jane Doggett, CCIM—Treasurer
Jeff Mullis, CCIM—Secretary
Chris Ramm, CCIM—IPP

Board of Directors

Drew Showfety, CCIM, Howard
Hawks, CCIM, John Barker, Jr.,
SIOR, Brian Carr, CCIM, Vijay
Shah, CCIM, Nancy Smith,
CCIM, Marlene Spritzer, CCIM,
George Laney, CCIM, Gina
Hensley, CCIM, Rob Cohen,
CCIM, Steve Rich, CCIM, Mark
Howe, CCIM

Tony Rickard, CCIM—
Foundation President



Family, Friends and CCIM's around the Nation morn the loss of Tony Rickard

A family, the state of North Carolina and a national network of real estate professionals lost a dear friend this past fall when Tony Rickard, CCIM, ALC of Charlotte, North Carolina lost a courageous battle with cancer on November 2, 2009. A Service of Celebration was held at Calvary Church of Charlotte on November 5, 2009 and attended by hundreds of family, friends and real estate and business professionals from across the country. "We have lost a friend, a mentor, a partner, a husband and a father", commented Eddie Blanton, CCIM of Charlotte and a close friend of Tony and his family during the service.

An acknowledge expert in land, "Dr. Dirt" as he was known by many began his real estate career in 1977 when he became licensed in North Carolina. Tony was later licensed in Virginia and became a North Carolina licensed General Contractor in 1988. Tony worked for a period of time with McGuire Properties in Charlotte in the early part of his career. Tony then became involved in retail and land development and achieved great success in that endeavor. Tony was

definitely a "techie" and his later passion for GIS and software programs for productive use in his business spawned the idea of Chesapeake Commercial Properties, Inc. in 1993. If anything, Tony was passionate about his family and his work. He became the absolute expert in the innovation of GIS information and demographic interface for commercial real estate. He was on the cutting edge of using new products and services and figuring out how to use them for the advantage of his clients. He held this same passion for most every endeavor he under took during his lifetime. "Tony always told me to work hard, surround yourself with friends and peers, give back to others and stay close to our family", commented Eddie Blanton at the Service of Celebration. Giving back to others is what so man will remember about Tony.

His resume is comprised of one bullet point after another of association with real estate industry organizations. He was active in the Charlotte Region Commercial Board of REALTORS, the North Carolina CCIM Chapter (President-2007), CCIM Institute (Regional Vice President -2009, J. W. Levine Leadership Academy 2008), NC RLI Chapter President 2005 and 1999, National RLI Advisory Board and the Land REALTOR of the Year in 2008 to name just a few of his accomplishments. There are two things that truly define Tony Rickard and will be his legacy. Tony was actively involved in the Oasis Shrine Temple in Charlotte and his work there and with the prison ministry at Calvary Church will be remembered always. He truly touched many lives. The other item is his relentless effort to establish the North Carolina CCIM Foundation. He succeeded in raising the awareness of North Carolina CCIM's in their responsibility and commitment to the overall health of our communities. A fully endowed scholarship was named in his honor at the CCIM Education Foundation and presented to Tony prior to his death.

Education and Networking

- Charlotte Networking Breakfast is the first Thursday of every month at Crown Plaza Hotel
- Triangle Networking Luncheon is the third Thursday of every month at the Sheraton Imperial RTP
- November 17-18: Chapter Board of Directors Leadership Retreat—Southern Pines, N.C.
- January 14, 2010—Free CE Day at GRRRA Mandatory and Elective.
- January 21—22, 2010: CI Intro at GRRRA
- February 15-19, 2010: CI 101, Raleigh, N.C.

Come for the Education, Stay for the Business



Business Through Networking

CCIM to CCIM Deal Making

Each quarter in the Communicator this space is reserved to highlight a deal made between CCIM members within the state or nation. If you have a deal that gets completed, please take a moment to prepare and brief write-up and send in your information to the editor of the Communicator. He may be reached via email at rlewis@ccim.net or blewis@naipt.com. Fellow CCIM members want to hear about what you are working on and where the deals are being made. There are also some wonderful networking opportunities to promote your services and properties each and every month at regional CCIM networking gatherings.

Charlotte Networking Breakfast—First Thursday of each month at Crowne Plaza Hotel 8:00 AM

Triangle Networking Luncheon-Third Thursday of each month at Sheraton Imperial RTP 12:00 PM

Triad Networking Breakfast-Fourth Thursday of each month at Embassy Suites Airport 8:30 AM



President's Message

Gary Lyons, CCIM, SIOR, ALC

To My Fellow NC-CCIM Members,

Thank you so much for the opportunity to serve as your 2009 President. It has been a wonderful year for me in this capacity as I have had the chance to meet many of you at various functions through out the year. Your enthusiasm for CCIM is genuine and I believe it will serve you, and the Chapter, well in 2010 and beyond.

I thought you would want to know that we just completed our annual Board of Director's planning retreat. Our new slate of officers, led by incoming President Eddie Blanton, has laid the groundwork for an outstanding new year of networking, educational and technology oriented events. This is in addition to our ongoing commitment to continue offering the five core courses of the Institute. Many other Chapters have had to cancel classes due to lack of attendance, but the North Carolina CCIM Chapter has been able to hold its schedule together in spite of the tough economic times. A great deal of thanks to Mark Howe (Education Chair) and Joe Larkin, CCIM Instructor, for their leadership in 2009.

For those of you who have held the CCIM designation for a while I want to encourage you to consider taking a core course in the "Life After the Pin" program in 2010. All of the core courses have been completely re-written and will provide you with some new skills that will benefit your business. For un-

der \$300, a Life After the Pin Course will provide an outstanding return on your investment. It's my sincere hope that your 2010 will be a year filled with many new, exciting business opportunities. If I can ever be of service to you please give me a call. I look forward to serving in 2010 as your Immediate Past President and will remain involved in a number of areas including the Foundation and Legislative Affairs.

Merry Christmas,

Gary Lyons, CCIM, SIOR, ALC
NC-CCIM President (2009)



The World According To "MONK"

Jeff Mullis, CCIM



Virtual Deal Making Sessions

"The computer can't tell you the emotional story. It can give you the exact mathematical design, but what's missing is the eyebrows."

Frank Zappa

As we wrap up the first full year of Virtual Deal Making I am reflecting on the key benefit of participating in these events: Telling the story of the deal. We all get email blasts, postcards, and brochures that don't get a second look, but it is the deals we hear about that stick in our minds; The ones we pull up when in the right conversation with the right person. Personally, I have no idea what the last email blast was I looked at today. I do remember that Gregg Hobbs has a new office development in Raleigh for lease that I heard about back in March. In a tech heavy, overly impersonal environment, our forum offers one of the best opportunities around to utilize technology to truly sell deals. Virtual Deal Making provides a platform for the story to be told. As much as we love the facts and figures, they aren't what truly stick nor do they motivate people to action (steals excepted). My memory proves it.

Looking forward to continuing the momentum in 2010,

Sir Monk

2009 Sponsors

Tri-City Bronze

Richardson Properties

Single City Gold

Piedmont Triad Crew

Single City Silver

Triangle Business Journal

Charlotte Business Journal

The Business Journal

Single City Bronze

IREM Greater Raleigh-Durham Chapter 105

IREM Western NC Chapter 40

Bissell Company

Colvin, Sutton, Winters Appraisers and Consultants

IREM NC Piedmont Chapter 56

Eagle Engineering

Ramm Commercial Properties

Highwoods

Wyrick, Robbins, Yates and Ponton, LLP

Keystone Consulting Group, Inc.

Multi-City Bronze

CRS



EAGLE ENGINEERING, INC.



TRIANGLE BUSINESS JOURNAL



Real Estate Appraisal and Consulting
336-852-2004





Tony Rickard 4th from Left at J. W. Levine Leadership Academy

Remembering Tony

Eddie Blanton, 2010 NC-CCIM President, also spoke about the loss of his friend: "A part of me, a part of us all, is now gone. Tony left a fantastic legacy that will benefit many people for years to come. Many of us loved Tony, not only as our mentor and peer, but as a true friend. I am so glad that Tony was a part of my life and I am forever changed due to his personal and professional influences."

"Tony was a professional, associate, mentor and friend," said 2001 NC-CCIM President Bob Lewis. "I can remember countless calls from Tony to just say hello or that he was thinking about me. Whenever there was a down cycle in real estate, I would always call Tony and go visit with him. We could always figure out a way to motivate one another or make some money together. The great thing about this personal aspect of Tony is that he shared this with many, many people, not just me. I will miss him dearly. I can honestly say without hesitation, I love Tony Rickard."

"We should all strive to have the infectious passion and vision to make everything we touch better than the way we found it, coupled with the tenacity and work ethic to convert it to reality like our great friend Tony Rickard. His spirit and work will continue long beyond his mortality. I am sorry I will not see you all at the funeral but wanted to share my feelings and thoughts with Tony's compadres." Arthur Samet, CCIM President of the Samet Corporation and 2002 North Carolina CCIM Chapter President.

"Hard Hat Tony Rickard, CCIM pictured at top right. Tony and wife Sonya have their picture taken with Marshall Tucker Band at a fund raising event in Charlotte, North Carolina at right.



NC CCIM Chapter
2010 Officers and Board of Directors

Officers

President	Eddie Blanton, CCIM	Charlotte
Vice President	Jane Doggett, CCIM	Raleigh
Treasurer	Jeff Mullis, CCIM	Hickory
Secretary	Steve Rich, CCIM	Charlotte
Immediate Past President	Gary Lyons, CCIM, SIOR, ALC	Raleigh

Board of Directors

Three Year Term Ending in 2012

Gina Hensley, CCIM Greensboro
 Bill Stallings, CCIM Winston-Salem
 Richard Mossman, CCIM Greensboro
 Jay Taylor, CCIM Raleigh

Two Year Term Ending in 2011

Drew Showfety, CCIM Greensboro
 Howard Hawks, CCIM Burlington
 John Barker, Jr., SIOR Charlotte
 Brian Carr, CCIM Raleigh

One Year Term Ending in 2010

Vijay Shah, CCIM Raleigh
 Mark Howe, CCIM Raleigh
 Nancy Smith, CCIM Charlotte
 Marlene Spritzer, CCIM Raleigh

The Board of Directors held the annual planning retreat on November 17th and 18th in Southern Pines, N.C. There was an aggressive agenda for the two day session and a great deal of the plans and programs you will see during the next twelve months for the NC CCIM Chapter were topics on the agenda. We have an outstanding educational calendar for next year beginning with CE Day in early January. The Chapter will once again deliver CI Intro, CI 101, 102, 103 and 104 during calendar year 2010. One significant change this year will be moving all the courses but CI 101 back to the Greensboro Regional Realtors Office in Greensboro. This decision was made to reduce the cost associated with holding the training at hotels around the state. Hotels are now requiring guaranteed room nights well beyond the scope of our meetings as well as meeting room rentals, water and coffee set-up fees and other charges that are not value added to our efforts.

The Market forecast for the Triangle, Charlotte and the Triad are on the schedule as well. Please see the first quarter edition of this newsletter for details when it is published in February 2010. The NC CCIM Chapter State Conference will be held again this coming year. We had over 75 participants at the 2009 Conference in Greensboro.

Virtual Deal Making is back on the docket for 2010. Be sure to check in with Sir Monk and all the Monkeys for a monthly deal making session via the internet.

Vijay Shah, CCIM Triangle, Richard Mossman, CCIM Triad and Eddie Blanton, CCIM Charlotte will be holding the Portfolio presentation workshops again in 2010 to assist candidates with their portfolios.

EDUCATION—NETWORKING-TECHNOLOGY-MEMBER SERVICES