



Elite Management Professionals AAMC • 1401 Sunday Drive, Suite 116 • Raleigh, NC 27607

Find us online at www.elite-mgmt.com, Facebook and Twitter

Phone (919) 233-7660

Fax (919) 233-7661

Emergency Maintenance Number (919) 634-4545

Office Hours

Monday-Thursday 8:30-5:30

Friday 8:30-1:00

INFORMATION IN THIS ISSUE:

LEADERSHIP, MONEY SAVING TIPS, CALENDAR OF EVENTS, BLOOD DRIVE, CAI LAW DAY, BOARD EDUCATION SEMINAR, SPRING FLING— SAVE THE DATE!

Leadership

We are very thankful to be associated with great leaders that give of their time to guide their communities in the right direction.

What gives a man or woman the right to lead?

It certainly isn't gained by election or appointment. Having position, title, rank, or degrees doesn't qualify anyone to lead other people. And the ability doesn't come automatically from age or experience, either.

No, it would be accurate to say that no one can be given the right to lead. The right to lead can only be earned. And that takes time.

The key to becoming an effective leader is not to focus on making other people follow, but on making yourself the kind of person they want to follow. You must become someone others can trust to take them where they want to go.

As you prepare yourself to become a better leader, use the following guidelines to help you grow:

1. Let go of your ego.

The truly great leaders are not in leadership for personal gain. They lead in order to serve other people. Perhaps that is why Lawrence D. Bell remarked, "Show me a man who cannot bother to do little things, and I'll show you a man who cannot be trusted to do big things."

2. Become a good follower first.

Rare is the effective leader who didn't learn to become a good follower first. That is why a leadership institution such as the United State Military Academy teaches its officers to become effective followers first - and why West Point has produced more leaders than the Harvard Business School.

3. Build positive relationships.

Leadership is influence, nothing more, nothing less. That means it is by nature relational. Today's generation of leaders seem particularly aware of this because title and position mean so little to them. They know intuitively that people go along with people they get along with.

-Continue on Page 2-

Leadership (cont. from page 1)

4. Work with excellence.

No one respects and follows mediocrity. Leaders who earn the right to lead give their all to what they do. They bring into play not only their skills and talents, but also great passion and hard work. They perform on the highest level of which they are capable.

5. Rely on discipline, not emotion.

Leadership is often easy during the good times. It's when everything seems to be against you - when you're out of energy, and you don't want to lead - that you earn your place as a leader. During every season of life, leaders face crucial moments when they must choose between gearing up or giving up. To make it through those times, rely on the rock of discipline, not the shifting sand of emotion.

6. Make adding value your goal.

When you look at the leaders whose names are revered long after they have finished leading, you find that they were men and women who helped people to live better lives and reach their potential. That is the highest calling of leadership - and its highest value.

7. Give your power away.

One of the ironies of leadership is that you become a better leader by sharing whatever power you have, not by saving it all for yourself. You're meant to be a river, not a reservoir. If you use your power to empower others, your leadership will extend far beyond your grasp.

~~~~~

## Money Saving Tips

### Autodraft and Opt Out

Most Associations saved money on the reordering of coupons for 2011. Some saved hundreds of dollars because their homeowners signed up for autodraft and opted out of getting the annual coupon books. Contact your manager to find out how much your association saved this year!



### E-mail Distribution Lists

Setting up e-mail distribution lists for your homeowners has saved most of our Associations postage and printing costs. We have from 75% to up to 98% of our homeowner's e-mails in some communities. This is a quick and efficient way to contact your homeowners.

### Community Websites

Take advantage of your community websites. Use these for community updates, news and calendar of events. Purchase signage for your community entrance to let your owners know when you have an update to the website. This helps to educate and inform your homeowners without the expense and time to send out a mailing.

## Spring Fling... Blood Drive Pledges Requested

*Excerpt from News and Observer 1/27/2011*

"The recent snowstorms have affected more than travel.

Severe winter weather these past few weeks have caused thousands of blood drives to be canceled. As a result, blood supplies are low at both the Red Cross and Rex Hospital, which operate the Triangle's only blood banks...

The need for blood is constant. Every 2 seconds a patient in the United States needs a blood transfusion, according to the Red Cross. Blood has a shelf life of 42 days and platelets just five.

For every pint of blood, up to three lives are saved, Mitchell said. Blood and platelets are used for trauma victims, heart surgery patients, organ transplant recipients, premature babies and patients receiving treatment for leukemia, cancer or other diseases, such as sickle cell disease.

To supply the 103 hospitals in the state and to help other regions around the country in need, the Red Cross must have 1,600 people across the state donate each day.

Almost 100 pints of blood are needed every day to meet the transfusion needs at Rex Hospital in Raleigh, which operates its own blood bank.

This time of year, after the holidays, Rex is usually low on its blood supply because people take off from donating during Christmas, said Emilie Sanders Watson, Rex Healthcare donor services coordinator. But the unusual snowy weather in early December has made this year even worse, she said.

Katie Dominello of Hillsborough knows the importance of donated blood. Her father, Armand Dominello, received more than 100 units of blood and platelets during his battle with leukemia. He passed away in August after a stem cell transplant, but he was always appreciative for the blood donors who helped extend his life.

"He never stopped being amazed by all of the volunteers who helped him fight the fight," Katie Dominello wrote to thank the Red Cross. "Personally, I want to thank you for all that you do. It allowed me to spend another year with my father that I may not have been able to spend."

Her father put his thoughts in e-mail, too.

"I watched the nurse start me on another transfusion of blood, and I started to get emotional," Armand Dominello wrote in October 2009. "I said to her that somewhere out there is someone who gave blood and is saving my life.

And they don't even know it.

"It haunts me ... I can't thank these people personally," he wrote.

Katie Dominello, who had never donated blood until after her father's death, now donates every 56 days, the minimum waiting period between donations, to help others, she said. Her co-workers at Elite Management Professionals, a homeowners association management company in Raleigh, also organized a Red Cross blood mobile drive and are planning another in April.

"It means everything to me to give blood," she said."

Read more: <http://www.newsobserver.com/2011/01/27/947431/ok-ill-gasp-give-if-you-will.html#storylink=misearch#ixzz1CdVCKVeq>

**To pledge to give blood at the Elite Management Professionals Office on April 5th please contact Karen Bayless at 233-7660 or [karenbayless@elite-mgmt.com](mailto:karenbayless@elite-mgmt.com)**

## Calendar of Events

### **February 26, 2011**

**Law Day**– Please review the enclosed information on Page 4 of the newsletter!

### **March 1, 2011– 6:30PM at Elite Conference Room**

**Board Member Seminar and Orientation**

Please contact Dawn Hatcher to sign up at [dawnhatcher@elite-mgmt.com](mailto:dawnhatcher@elite-mgmt.com)

### **April 5, 2011 5:30PM -8:00PM**

**Spring Fling**

Informative Speakers, food and fun! Save the Date!

### **April 9, 2011**

**Triangle MS Walk**– RBC Center– Please plan to join the Elite Diamond Squad

### **May 4-7, 2011**

**CAI's 60th Annual Conference and Exposition**– Boca Raton, Florida



**SATURDAY**

**February 26, 2011**

The Friday Center  
100 Friday Drive  
Chapel Hill  
Chapel Hill, NC

**9 AM-4 PM**

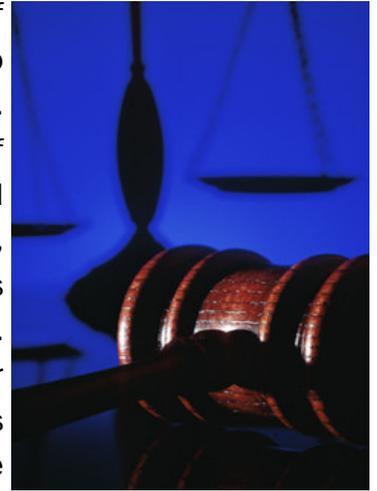
**LUNCHEON,  
MATERIALS  
AND BREAK  
REFRESHMENTS  
INCLUDED**

**LAW DAY FOR  
COMMUNITY  
ASSOCIATIONS**

**Got Questions?  
Get Answers**



Running Homeowner Associations is challenging. Doing it correctly and efficiently also goes to the heart of protecting property values, and adding to quality of life for its residents and owners. This is an opportunity to hear from some of the best legal minds in our state and understand the laws that govern HOAs, learn practices that are effective, and ways to solve problems in your communities. This multi-faceted seminar is designed for volunteer community leaders as well as management professionals to help facilitate better use of the legal tools that exist to protect the association, the owners and residents.



#### **LAW FIRMS PRESENTING**

- Forman Rossabi Black, PA
- Hatch Little & Bunn
- Horack Talley Law Firm
- Marshall, Williams & Gorham
- Jordan Price Wall Jones Gray & Carlton
- Sellers Hinshaw Dortch Ayers & Lyons
- The Van Winkle Law Firm
- Ward and Smith

#### **SUBJECT HIGHLIGHTS**

- Collections/Foreclosures/Bankruptcy
- Rule Development, Enforcement, Fining and Due Process
- Recent Legislative Activity and Case Law
- Document Amendments & Architectural Guideline Changes
- Developer and Transition Issues
- Fiduciary Responsibility of BOD members

---

CAI-NC  
1818 Martin Luther King Blvd, Ste. 303  
Chapel Hill, NC 27514  
919 929 9312  
Cai\_sara@msn.com  
www.cai-nc.org

Register online: [www.CAI-NC.org](http://www.CAI-NC.org)  
Price includes materials, programs & lunch

CAI Members: \$49.00  
Non- Members \$69.00

All are Welcome!

**Registration Required  
Deadline Tuesday Feb 23**

*America's advocate for responsible communities*