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CALV announces CE courses for Sept. 26 CALV Symposium for real estate pros

LAS VEGAS – The Commercial Alliance Las Vegas (CALV) will offer three specialized continuing education courses as part of its annual commercial real estate symposium on Sept. 26.

CALV is hosting its 13th annual Commercial Alliance Educational Symposium from 7:30 a.m. to 4:30 p.m. on Wednesday, Sept. 26, at the Gold Coast hotel-casino for commercial real estate professionals in Nevada and beyond. Attendees can earn continuing education credits for attending classes taught by well-known local and national instructors.

The morning class will feature often-entertaining insight from nationally known trainer, coach and motivational speaker Terry Watson. His presentation is titled “Avoiding Commercial Roadkill.”

Afternoon courses include one by former CALV President Soozie Jones Walker, CCIM (Certified Commercial Investment Member) and SIOR (Society of Industrial and Office REALTORS®), who will be leading an ethics-oriented class called “It’s More Than the Law.” The other afternoon course is “Subleases & Buyouts – Who’s Got the Motivation,” by national instructor Steve Cannariato, CCIM.

In addition to the classes, a highlight of the event is CALV’s annual luncheon and panel discussion, “Las Vegas Real Estate Legends – When Cocktail Napkins Were Contracts.” The CALV luncheon will also serve as the monthly luncheon for the Southern Nevada CCIM Chapter. It continues a tradition of featuring longtime local real estate legends and industry veterans discussing how the local industry and community have evolved over the decades.

The luncheon is open to the media and the public. This year’s event features retail-focused panelists Hank Gordon and Michael Saltman and moderator Terri Sturm.

Gordon is chairman and CEO of Laurich Properties Inc. in Las Vegas, a commercial real estate development company. His career dates back to the late 1950s, when he developed and sold homes and apartments in California before beginning to develop a wide range of commercial real estate properties in California, the Pacific Northwest and Alaska.

Saltman is the managing general partner and president of the Vista Group in Las Vegas, a developer and manager of office, retail, industrial and housing projects in Nevada, California, Florida and Utah. An attorney, he has also worked as general counsel and director of international operations for Shareholders Capital Corporation in Munich, Germany. He's also the co-founder of the Saltman Center for Conflict Resolution at the UNLV Boyd School of Law.

Sturm is the CEO and founder of Territory Incorporated, a commercial development, brokerage and property management company she formed in 1993. At one time, Territory developed, owned, managed and leased nearly 5 million square feet of local retail space. Before starting her own company, Sturm was a developer for Simon Property Group, then the nation's largest owner of shopping centers, where she specialized in developing regional community retail centers. She has been a licensed real estate broker in Nevada since 1978 and a Las Vegas resident since 1990. Now semi-retired, she and her husband, Rollie Sturm, a former attorney, homebuilder and developer, still enjoy investing in select business and retail developments in and around the Las Vegas Strip.

CALV President Chris McGarey, CCIM and CPM® (Certified Property Manager), thanked the event sponsors, including the Southern Nevada CCIM Chapter; the Appraisal Institute Nevada Chapter; CREW Las Vegas; Criterion Group; NAIOP of Southern Nevada; SIOR; and DC Building Group.

On-site registration begins at 7:30 a.m. Participants can register in advance or at the event. All-day admission is \$99 for CALV and GLVAR members, or \$149 for others. For more information or to register for the symposium, download the registration form at www.CALV.org, or call the CALV at (702) 784-5050.

About the Commercial Alliance Las Vegas

The Commercial Alliance Las Vegas (CALV) is the commercial real estate division of the Greater Las Vegas Association of REALTORS® (GLVAR). It organizes and empowers the industry in Southern Nevada through education, networking, promoting professionalism and shaping public policy. Membership in CALV is open to REALTORS® and non-REALTORS® alike. For more information, visit www.calv.org.

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