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Contact: George McCabe, B&P
(702) 967-2222 or (702) 325-7358
gmccabe@bpadv.com

CALV announces program for Sept. 25 CALV Symposium for real estate pros

LAS VEGAS – The Commercial Alliance Las Vegas (CALV) will offer specialized continuing education courses and a lively luncheon program featuring local real estate industry leader Rick Myers as part of its annual commercial real estate symposium on Sept. 25.

CALV is hosting its 14th annual Commercial Alliance Educational Symposium from 7:30 a.m. to 4 p.m. on Wednesday, Sept. 25, at the Gold Coast hotel-casino for commercial real estate professionals in Nevada and beyond. Attendees can earn six hours of continuing education credits for attending classes taught by nationally known instructor Mike Lipsey, CCIM (Certified Commercial Investment Member), CRB (Certified Real Estate Brokerage Manager), CPM[®] (Certified Property Manager) and MiCP[®] (Masters in Commercial Property).

Lipsey's "Systems for Success" courses will cover a wide range of industry topics such as "rain-making," selling by phone, closing techniques, client discovery, needs analysis, financial literacy for tenant representatives and investment sales.

In addition to the classes, a highlight of the symposium is CALV's annual luncheon featuring longtime local real estate legends and industry veterans discussing how the local industry and community have evolved over the decades. Keeping with the event's ongoing vintage Las Vegas theme of "When Cocktail Napkins Were Contracts," this year's luncheon program features insight from Richard E. "Rick" Myers, president of the Thomas & Mack Development Group, a longtime local commercial real estate development company. Myers, who has more than 30 years of industry experience, came to Southern Nevada in 1994 to work with the Howard Hughes Corporation. He was also an executive with Marnell Properties before joining Thomas & Mack in 2003.

The 11:30 a.m. program will also serve as the monthly luncheon for the Southern Nevada CCIM Chapter. The luncheon portion of the symposium is open to the media and the public, with an admission price of \$40 for those only attending the luncheon.

Symposium sponsors include the Southern Nevada CCIM Chapter; NAIOP of Southern Nevada; Wells Fargo Bank; the local chapters of SIOR (Society of Industrial and Office Realtors[®]); and IREM (Institute of Real Estate Management); the Appraisal Institute Nevada Chapter; CREW Las Vegas; Criterion Group/Petra Latch; Washington Federal Bank; and RealNex.

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 members, or \$149 for others. For more information or to register for the symposium, download the registration form at www.CALV.org, or call 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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