



2011

EDUCATIONAL SYMPOSIUM

FRIDAY, SEPTEMBER 23, 2011

GOLD COAST HOTEL • 7:30 a.m. Registration

Company _____
 Contact _____
 Address _____
 Phone _____
 Email Address _____

MORNING CLASS

- "Negotiating the Deal" 3 CE Personal Development 8:30 am – 11:30 am
 Instructor *Patricia Lynn*

LUNCH (CHOOSE ONE)

- Beef Vegetarian 11:30 am – 1:00 pm
"The Future of Commercial Brokerages in Las Vegas" – Panel Discussion

AFTERNOON CLASSES (CHOOSE ONE)

- "Construction" SIOR Class 4 CE General 1:00 pm – 5:00 pm
 Instructor *Don Ossey*
- "Agency for Commercial" 4 CE Agency 1:00 pm – 5:00 pm
 Instructor *Soozi Jones Walker*

COST
(check one)

- \$89.00** All Day Early Bird Registration – Before September 16, 2011
 \$109.00 Late Registration Fee – After September 16, 2011
 \$49.00 Morning Session & Lunch Only
 \$49.00 Afternoon Session & Lunch Only (please indicate which class)
 \$25.00 Lunch Only

* (includes; 3 CE "Negotiating the Deal" with national instructor Patricia Lynn, Continental Breakfast, a plated lunch with lunch panel discussion a two 4 hr CE accredited course in the afternoon with an afternoon snack, and networking opportunities.)

No REFUNDS after September 16, 2011

PAYMENT TYPE (for Credit Card Payment check one)

Visa Mastercard AMEX Discover
 Card Number: _____ Expiration Date: _____
 CID Number: _____ (last 3 digits on the back of Visa and MasterCard or 4 digits on the front of AMEX and Discover)

Make check payable to:

COMMERCIAL ALLIANCE or GLVAR • 1750 E. SAHARA AVE. LAS VEGAS, NV 89104
 OR FAX REGISTRATION TO 702.732.3154

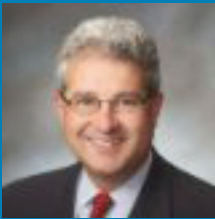
For More Information Contact Commercial Alliance at 702.784.5050



SIOR Education Presents

“Construction”

With Instructor



Don Ossey, SIOR

Don's been facilitating industrial transactions for investors, developers, building owners and tenants in the Portland market since 1981.

Companies like Panattoni Development, Opus and Bob's Red Mill Natural Foods, for whom Don received the prestigious 2007 SIOR Industrial Transaction of the Year award.

An active member of SIOR, Don also serves on the board of the Columbia Corridor Association and is the 2009 President of the Commercial Association of REALTORS®.

“Explore the creation of a building from the ground up.”

September 23, 2011
1PM-5PM
Gold Coast Hotel

Attend this class and gain insight into how a broker can add value to their clients through their understanding of construction development and design.

Delve into site development, electrical systems, mechanical systems, contract terminology and construction scheduling.

Attendees will walk away with a breadth of construction knowledge that will assist in providing better service to clients.

The successful learner will:

- Understand the deal structure and the role of construction in the process
- Understand project team alternatives
- Understand the client's need analysis
- Understand the financial implications of the construction process
- Understand the role of site selection and due diligence
- Understand the construction process from the bottom up

