



NNBC Educational Seminars January 16, 2008

8:00 a.m. – 10:00 a.m. – Keynote Breakfast

FORECAST 2008 AND BEYOND

Full conference attendees receive a complimentary breakfast as they begin 2008 with a new perspective on the construction and real estate industry in Northern Nevada. The Forecast features a panel of experts sharing their knowledge on what we can expect from the building industry in 2008..

Mark Kruger, Grubb & Ellis

Amy Lessinger, ReMax

Tim Ruffin, Colliers International

John W. Mitchell, U.S. Bank

Wayne Capurro, Capurro Reid

10:30 a.m.—11:45 a.m.

SUBCONTRACTORS ROUNDTABLE PANEL

Tuscany 3

Dealing with the challenges of a market correction? Seen a slowdown in payment schedules? Are you trying to deal with pricing concessions? Gain tips from subs who have weathered past downturns, from experts in banking and law on how you can survive!

Sam Chamberlin, D & D Roofing

Shawn Oliphant, Esq., Fahrendorf, Vilorio, Oliphant & Oster, LLP

Ty Nebe, Northern Nevada Bank

10:30 a.m.—11:45 a.m.

BUILDING GREEN IN NORTHERN NEVADA

Tuscany 1

“Going Green” is no longer just a concept—it’s a reality in Northern Nevada! Discover how building green with panelized systems can provide a green product with little or no increased cost, and receive an update on what Northern Nevada’s own “Green Building Guidelines” will look like when completed.

Michael Murray, CEO, Forma Home Systems

Kevin Dick, UNR & Energy Committee Members

11:45 p.m.—1:00 p.m.

CHECK ON PRESIDENTIAL CANDIDATE ADDRESS SCHEDULE

VISIT EXHIBITORS AND COMPLETE YOUR PUZZLE—YOU MAY WIN A HARLEY!

(Complete details on how you can “Win A Chance At A Harley” on center pages)

1:00 p.m.—2:15 p.m.

BUILDERS ROUNDTABLE PANEL

Tuscany 3

The current industry downturn is affecting all builders, from residential to commercial to remodelers. Learn strategies for success from builders who have survived past corrections, from bankers who can offer tips on financial success, and from attorneys who can advise on the legalities you’ll face in 2008!

Dan Ott, Altmann•Ott Homes

Doug Flowers, Esq., Hale Lane Attorneys at Law

Jim DeVold, First Independent Bank of Nevada

1:00 p.m.—2:15 p.m. (continued)

WHERE'S THE OPPORTUNITY IN A TOUGH MARKET?

Tuscany 2

Construction slowdowns don't have to be fatal to you or your business! What paradigms must change in order to be successful? Discover strategies for success in this fast-paced learning opportunity.

Bob Belknap, University of Street Smarts

Norma Havens, University of Street Smarts

SALES SUCCESS ISN'T MAGIC—IT JUST SEEMS THAT WAY!

Tuscany 1

Closing the deal...convincing a buyer...getting past the receptionist...we can all use a bit of "magic" to succeed! Whether you're selling new homes, building products, or even your company, discover some magical solutions to sales success. Learn how the power of your mind can create magic in your life—you'll be amazed!

Dean Hankey, EnterTrainer & Success Solutionist

3:00 p.m.—4:15 p.m.

MAKING A PROFIT THROUGH THICK AND THIN

Tuscany 3

Have you overlooked aspects of profitability in your business? What are your company's "high payoff activities"? Can rethinking your planning strategies in 2008 change the direction of your business—or actually allow you to succeed? Discover the new realities of the 21st Century business model.

Valerie Cardenas, Strategic Essentials

CONSTRUCTION DEFECT UPDATE

Tuscany 2

Whether you're a builder or a subcontractor, the industry downturn isn't all you need to worry about! Protect yourself and your business by learning about recent changes to Nevada's Construction Defect Law—and how it can "make you or break" your building business.

Kelly Watson, Esq., Watson Rounds

CRAWL SPACE SCIENCE: WHAT IT TAKES—AND WHY!

Tuscany 1

Old crawl space thinking placed crawl space vents on the opposite sides of the house. Discover how this outdated thinking actually contributed to increased moisture. The new International Code Council has added new language—and new compliance requirements—to Section 402.2.8 (vapor barriers). Discover who will be adopting the provisions, when it will be enforced, and how your homes and their construction will be impacted.

Michele Lynn, Dwyer Custom Coatings