

Las Vegas Chamber of Commerce Business Voice

A Member Publication

June 2010 | Volume 30 Number 6

Routing Slip

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Big opportunities for small business: SBA Administrator featured speaker in June

The Las Vegas Chamber of Commerce is proud to welcome U.S. Small Business Administration Administrator Karen Mills as the featured



Karen Mills

speaker of the Tuesday, June 8 Business Power Lunch. Mills will field questions from Chamber members during the event about assistance now available to businesses – particularly small businesses – to help them survive, thrive and create jobs to rebuild our economy. In addition, she

will address the specific needs and issues of Nevada's small business community.

Appointed by President Barack Obama and confirmed unanimously by the Senate, Mills directs the Administration's more than 2,000 full-time employees. The Small Business Administration plays a leading role helping small business owners and entrepreneurs secure financing, technical assistance, training and federal contracts. With a portfolio of direct and guaranteed business loans and disaster loans worth more than \$90 billion, the Small Business Administration is the nation's largest single financial backer of small business.

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Experience the "Art of Business" at June 23 Business Expo 2010

It is time to start gearing up to attend the Las Vegas Chamber of Commerce Business Expo 2010 on Wednesday, June 23, at the World Market Center Las Vegas. Nearly 200 exhibitors and 2,000 attendees are expected to turn out for what is anticipated to be the networking and business-building event of the summer. Tickets are only \$10 and available now at www.lvchamber.com.

"This year's event, held at the spectacular World Market Center Las Vegas, is sure to be the best Business Expo the Chamber has hosted to date," says Expo Chairman John Molchon. "This is the one place business professionals can come to for networking, meeting with other Chamber members, reconnecting with colleagues and clients and



really giving their businesses a powerful boost. Everyone is at Expo for the express purpose of conducting business. If you are not part of the action, you are going to get left behind." Adds Molchon, "I strongly urge all Las Vegas professionals – Chamber members or not – to recognize

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Strength in numbers.
Security of coverage.

Hundreds of Chamber members already benefit from our quality, cost-effective health-insurance plan.

Now, Chamber Insurance and Benefits announces four new insurance products to help Chamber members protect their businesses and save money. On June 1, Chamber Insurance and Benefits will offer:

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- Workers' Compensation*
- Business Owners Insurance
- Business Auto Coverage
- Commercial Umbrella Insurance

Our comprehensive business insurance coverage offers members discounted rates, access to local support, educational programs to help reduce cost and minimize risk.

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702.586.3887

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& Benefits, LLC**

Las Vegas Chamber
of Commerce

*Workers' Compensation is required by the State of Nevada

*Some restrictions and eligibility requirements may apply. CI&B is a wholly owned subsidiary of the Las Vegas Chamber of Commerce.

Chamber endorses candidates for 2010 election

By Hugh Anderson, Government Affairs Committee Chairman

Members of the Las Vegas Chamber of Commerce play a pivotal role in the election of our state's leaders. The Chamber endorses candidates who support the pro-business climate in Southern Nevada. Candidates endorsed by the Chamber recognize the significant contributions our businesses make to Southern Nevada.

As we look forward to the 2010 elections, I would like to share with you the Chamber's endorsement process for candidates. Endorsements are made by the Chamber's Government Affairs Committee. The Committee consists of 17 community and business leaders who guide the Chamber in its political endeavors such as in the selection of those who represent the best interests of business through candidate endorsements, contributions and grassroots campaign support.

Additionally, the Chamber relies on BizPAC, its Business Political Action Committee. Funded by the generous contributions of Chamber members, BizPAC allows the Chamber to aggressively advocate for government fiscal restraint and accountability on behalf of the business community. For example, BizPAC helped ensure 83

percent of Chamber-endorsed candidates won the 2008 general election.

The Chamber does not endorse or financially support federal candidates such as the United States Senate or the U.S. House of Representatives. The Chamber has endorsed candidates in selected offices, State Constitutional offices, Nevada State Senate, Nevada State Assembly and the Clark County Commission.

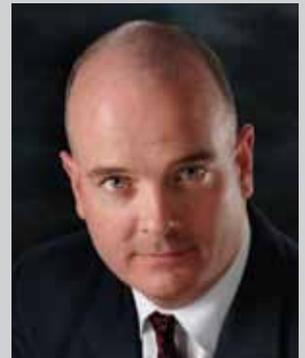
We have also included a voter card of endorsed candidates in this issue that you can simply tear and take with you to the polls during early voting on primary election day, June 8.

The Las Vegas Chamber of Commerce endorses* the following candidates in the June 8, 2010 Primary Election:

Governor
Brian Sandoval (R)

Lt. Governor
Brian Krolicki (R)

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Hugh Anderson

Las Vegas Chamber of Commerce 2010 Board of Trustees

Executive Committee:

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Chairman of the Board
CenturyLink®

Hugh Anderson
Anderson & Delutri @ Merrill Lynch

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San Martin Campus

Matt Crosson
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Bart Jones
Merlin Contracting
& Developing

Bob Brown
Las Vegas Review-Journal

William (Bill) Nelson
Piercy Bowler Taylor & Kern

Senator Richard Bryan
Lionel Sawyer & Collins

Karla Perez
Universal Health Services, Inc.

Tim Cashman
Foghorn Consulting

Gina Polovina
Boyd Gaming Corporation

Doris Charles
Wells Fargo Bank

Larry Singer
Grubb & Ellis I Las Vegas

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Workforce CONNECTIONS

Bruce Spotleson
Greenspun Media Group

Corey Jenkins
SAVMOR Rent a Car

John Wilson
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Preferred Public Relations, LLC

Michael Yackira
NV Energy

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of Commerce
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Member Health Benefits	586.3887
Public Relations	641.5822
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Editorial Policy:

The Las Vegas Chamber of Commerce welcomes input, ideas and suggestions from our members. As with any periodical, we must adhere to strict deadlines and we reserve the right to edit all materials submitted for publication. Commentaries that are marked as such do not necessarily reflect the opinion or position of the Chamber, its trustees or employees. The Chamber cannot guarantee the validity or accuracy of the contents of paid advertisements. Questions or concerns about content of *The Business Voice* can be addressed to Vice President of Marketing, Las Vegas Chamber of Commerce, 6671 Las Vegas Blvd. South, Suite 300, Las Vegas, NV 89119.

Helpful Hints:

- Limit the number of releases you send to the single most important happening in your organization.
- No advertisements will be printed in the Member News section.
- No phone numbers will be listed in the Member News section, with the exception of non-profit organizations.
- Outdated material will not be published.
- Membership dues must be current for submissions to be printed.
- The Chamber reserves the right to make the final edit on all submissions.

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Chamber recognizes Patron Award winners

Patron Award recipient for May 2010 - Eagle Promotions

Mario Stadlander has been a Chamber member since 2001, and Eagle Promotions has supported the Chamber with its production of logo bags for Preview Las Vegas and Business Expo. Eagle Promotions has served as a sponsor of these signature Chamber events both to help promote the Chamber and provide a quality product to enhance the experience of event attendees. Eagle Promotions was recognized in 2007 as the recipient of a Las Vegas Chamber of Commerce Small Business Excellence Award.

Patron Award recipient for June 2010 is SCORE Association - Chapter 243 members Diane Steenman and Gregory Twedt

Chamber members since 2008, SCORE stepped in to help the business community by partnering with the Chamber to provide assistance during tough economic times. SCORE has provided the expertise for the Chamber's "How To Series" for members and non-members, providing guidance and advice on topics including how to start a business, create a business plan, marketing and funding/financing. Personal counseling sessions have been provided by SCORE. These popular counseling sessions and informational seminars have helped local small business owners get the assistance they need to take their businesses to the next level.

Business Education Series seeks dynamic speakers for 2011

Are you an exceptional speaker with in-depth practical knowledge relevant to today's hottest business topics? Consider applying to be a featured speaker in the Las Vegas Chamber of Commerce Business Education Series.

The Chamber's Business Education Series is one of the most respected professional development programs in the Las Vegas Valley. The program provides business owners with practical, effective advice for saving money, making money and running everyday business operations.

The Chamber is looking for presentations that provide practical and useful information to an audience representing a broad range of industries. Suggested topics include, but are not limited to:

- Management
- Sales
- Marketing
- Customer Service
- Networking
- Work-Life Balance
- Social Media
- Public Relations/ Publicity
- Time Management
- Advertising
- Technology
- Motivational and Inspirational Messages/ Goal-Setting

The call for speakers deadline has been extended until Friday, June 18. For more information, call 702.641.5822. To download the application for speakers, visit www.lvchamber.com/programs, click on Business Education Series, and click on the call for speakers link.

Free webinar to help you understand health care reform and your business

Now that the Health Care Reform legislation has become law, you may be wondering how that will impact your business? How can my business comply with this new law? And are there any tax credits or other provisions that may help my business? Reserve your spot today for an important informational and interactive webinar with representatives from The U.S. Department of Health and Human Services (HHS), the U.S. Treasury, the IRS who have been brought together by the office of U.S. Senator Harry Reid, to walk you through the new health care reform legislation and its impact on your business. You will also get your specific questions answered through an interactive Q and A session with these policy experts. Space is limited for this event, so please register today. The webinar takes place on Thursday, June 10, at 10:00 a.m. Go to <http://go.usa.gov/3cN> for more details or to register. ■

Chamber names Navigator of the Quarter

Barbara Rice of Realty Executives of Nevada has been named Navigator of the Quarter for the first quarter of 2010. Rice has been a valuable member of the Navigator Committee for several years and is always willing to reach out to new members and mentor them on the value of Chamber membership. She is also a fixture at events, greeting attendees with a welcoming smile. Congratulations, Barbara Rice!

Paul Moradkhan named Manager of Government Affairs

The Las Vegas Chamber of Commerce is pleased to welcome Paul Moradkhan as Manager of Government Affairs. Prior to joining the Chamber, Moradkhan was a senior corps project director for Catholic Charities of Southern Nevada, and before that he was deputy district director for Congressman Jon Porter's office. A graduate of Clark High School and University of Nevada, Las Vegas, Moradkhan received his master's degree in public policy from Pepperdine University. In his new role, Moradkhan will support the vice president of Government Affairs in the day-to-day operation of the department, including issues management, grass roots efforts, policy issues, advocacy efforts and special projects.



Barbara Rice accepts award from Chairman of the Board Kristin McMillan



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Sign up for Paperless Billing and also
learn how to save energy and money
for your home or business.



Take control of your energy use at NVEnergy.com.

Chamber Insurance and Benefits, LLC launches new comprehensive small business insurance coverage program

In an effort to continue developing innovative new avenues for small business owners to access affordable, reliable and comprehensive insurance coverage options, Chamber Insurance and Benefits, LLC is introducing a new slate of insurance coverage options designed specifically for small businesses.

Chamber Insurance and Benefits, LLC, a subsidiary of the Las Vegas Chamber of Commerce, has partnered with Sequoia Insurance Company in developing a new line of insurance options that includes workers' compensation coverage. Sequoia has been in business since 1947. It specializes in commercial lines of insurance products for western region

businesses including workers' compensation, business owners' policies, business auto policies and commercial umbrella coverage. This benefit is written by appointed independent agents who are members of the Las Vegas Chamber of Commerce. The program will be offered through Sequoia and its Nevada domiciled insurance company.

"Securing this type of comprehensive, affordable insurance coverage for Chamber members is something Chamber Insurance and Benefits, has been working on for several years," explains Chamber Insurance and Benefits, President Beth Molburg. "We wanted to develop a slate of coverage options that appeal specifically to the needs of small business owners. We are confident this new line of insurance products will create a solutions-based approach for employers looking to protect their businesses and their employees."

All Chamber members in good standing are eligible for a discount on insurance premiums. Enrollment with the program also provides the insured with access to training seminars and online legal resources.

"Chamber members who participate in this program of coverage will enjoy competitive pricing, extended coverage options, discounted rates and the same high quality of personal service and reliability they

have come to expect from Chamber Insurance and Benefits," says Molburg. "We are fully aware of the complexity of choices small business owners face when looking for the best ways to protect their businesses, their assets and their employees. This new program delivers custom-tailored options designed just for them."

Key elements of the programs include:

Small Business Solutions

- No co-insurance penalty
- Actual loss sustained for business income
- Building ordinance limit added to building
- Chamber dues paid (pro-rata) in the event of a business income loss
- Equipment breakdown coverage

Broad underwriting appetite includes:

- Lessors' risk
- Retail
- Office
- Service
- Wholesale
- Manufacturing

Workers' Compensation Coverage

- Effective claims management
- Commitment to return the injured worker to the job once medically practical
- Guaranteed timeliness of response to claim
- Open communication about claim to insured

Finding reliable, affordable insurance remains a leading concern of today's small business owner. Chamber Insurance and Benefits, LLC's new array of small business-exclusive coverage options speaks to the specific needs of business owners through names the Southern Nevada business community has come to know and trust, Chamber Insurance and Benefits, LLC and the Las Vegas Chamber of Commerce. ■

All policies are subject to underwriting and eligibility. Coverage is offered through agents in the Las Vegas community that are Las Vegas Chamber of Commerce members recognized by Chamber Insurance and Benefits, LLC. For more information, visit www.chamberib.com, e-mail info@chamberib.com or call 702.586.3887.

Chamber Insurance & Benefits, LLC



“

We wanted to develop a slate of coverage options that appeal specifically to the needs of small business owners

”

You already know how important your employees are to your small business. Providing quality health insurance is an important factor in keeping them and your business thriving. Did you know a Las Vegas Chamber of Commerce membership is the key to affordable coverage?

Thousands of Las Vegas Chamber of Commerce member businesses with 2-50 employees are already taking advantage of the Chamber Insurance & Benefits plan.* With the bargaining power of big business, our member brokers can easily tailor a plan to suit the health insurance needs of your small business.

For more information, contact Chamber Insurance & Benefits at:

702.586.3889
www.chamberib.com

Chamber Insurance & Benefits, LLC

Strength in numbers. Security of coverage.

*Some restrictions and eligibility requirements may apply. CI&B is a wholly owned subsidiary of the Las Vegas Chamber of Commerce.



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Las Vegas Chamber of Commerce

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New encryption laws take effect July 1

By Christopher Mathews, Of Counsel, Lionel Sawyer & Collins' Litigation Department

Problems with identity theft and the protection of personal information continue to be a focus of legislation in Nevada and beyond. This year Nevada has tightened standards for the protection of such information with new rules that apply to all Nevada businesses. These rules contain both pitfalls for the unwary and safe harbors for businesses that heed the new standards.

In 2008, Nevada became one of the first states to require encryption of personal information transmitted by electronic means. The law defined personal information as consisting of a person's name in combination with their:

- 1) Social Security number;
- 2) driver's license number (or identification card number); or
- 3) account, credit card or debit card number, when combined with the access code or PIN needed to access the person's account.

The law originally defined encryption broadly and imposed no requirements on the distribution of personal information recorded on CDs or other electronic media. Facsimile transmissions were exempt from the encryption requirement.

Beginning this year, however, the law has changed. Nevada businesses and government agencies must now use encryption methods "adopted by an established standards-setting body" for all non-voice, non-fax electronic transmission of personal information. Special rules apply to businesses which accept payment cards for the sale of goods or services. The statute identifies certain industry and governmental bodies whose encryption and fax transmission standards are acceptable, but makes clear that other standards may be used if those standards have been adopted by an established standards-setting body. Unfortunately, the statute does not define what constitutes an "established" body. Businesses should be extremely cautious about using encryption systems created in-house or proprietary, vendor-created schemes.

The new law also requires for the first time that Nevada businesses encrypt personal information moved from the business' physical location or network system by way of data storage devices such as laptops, cell phones, magnetic tape, data drive or other electronic media. Burning a CD with payroll data, for example, will likely require the use of encryption if that CD ever leaves your company's control. Personal information on a laptop or other storage device intended for use by employees working remotely or from home should also be properly

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Free publicity opportunities available for Chamber members

In today's economy, it is important that your business stay in front of the competition. Chamber members get increased exposure and publicity in Las Vegas just by being members. Here are a few examples of free promotional opportunities:

Ribbon Cuttings

You can arrange a ribbon cutting ceremony to announce a new location, relocation or new product launch, complete with a pair of official scissors and ribbon. A Chamber staff member will photograph the event for publication in *The Business Voice*, along with a brief caption. Submit your request one month before the event. Call 702.586.3838 for additional information.

The Business Voice – Member News

You can publish a press release in the Chamber's monthly member news magazine *The Business Voice* announcing your company's latest news. News may also be included in daily Metro Business Reports on KNUU 970 AM radio. Upper-level members also have the opportunity to send in additional press notices and President's Club and Board

of Advisors members can be featured on the Chamber's radio show on Vegas Profiles, also on news radio KNUU 970 AM.

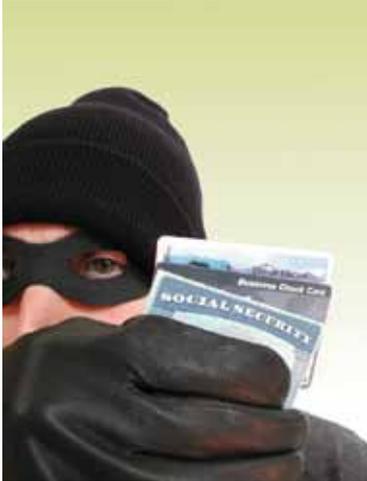
Exposure in Chamber Publications

All Chamber members are listed in the Chamber's Annual *Buyer's Guide* and *Membership Directory* and on the Chamber's online Business Directory accessible through www.lvchamber.com.

Proud Member Logos

All Chamber members receive member plaques and window clings to help promote their membership in the Chamber. An electronic version of the "Proud Member" logo is available on the Members Only section of the Chamber's website, www.lvchamber.com for use on collateral and sales materials to provide you the added credibility of membership.

To learn more about Chamber Advertising products and services that can positively impact your business, call 702.586.3811. ■



Chamber endorses Brian Sandoval for Governor



Brian Sandoval

The Las Vegas Chamber of Commerce recently announced its endorsement of Brian Sandoval for Governor of Nevada.

The decision was made after careful consideration by the Chamber's Government Affairs Committee. The Committee met with the four gubernatorial candidate front-runners to discuss each candidate's positions on a variety of issues. The Committee also discussed each candidate's priorities and vision for the state.

The decision to endorse Sandoval was made after significant discussions over several weeks. The Committee determined that Sandoval has the right combination of decisive leadership, solid fiscal responsibility and long-term vision for Nevada. In declaring its support of Sandoval, the Chamber stated it believes that Sandoval will bring strong and

collaborative leadership to the office of governor and will be able to work with legislators, the business community, as well as other constituents to effectively address the needs of Nevada during this particularly critical time in our history.

In addition the Chamber has endorsed a list of other candidates in both parties it feels best represent the business interest in Nevada. The Chamber encourages members to vote and has provided an endorsed candidate card you can take with you to the polls. Simply tear out the card provided in this magazine and take it with you on election day and support those candidates that have pledged to keep Nevada a business-friendly state.

If you have any questions, please feel free to contact the Chamber's Government Affairs Department at 702.641.5822. ■

Chamber BizPAC supports pro-business environment

The Las Vegas Chamber of Commerce, through its Government Affairs Department, plays an active and important role in protecting the pro-business climate in Southern Nevada. By driving public policy on behalf of the business community at the state, local and federal levels, Government Affairs represents your interests in the halls of government and is a critical part of your Chamber membership.

BizPAC

The Chamber Business Political Action Committee (BizPAC) is the fundraising mechanism for the Chamber's political and policy endeavors. The Chamber's advocacy efforts have directly saved businesses thousands of dollars by defeating anti-business bills and working to pass pro-business legislation. Individual

members leverage their political clout by pooling their BizPAC investment with fellow businesses for a stronger voice. Investment in BizPAC allows the Chamber to actively progress its policy priorities and continue working to fight for a pro-business

Nevada. Funded by the generous contributions of Chamber members, BizPAC allows the Chamber to aggressively advocate for government fiscal restraint and accountability on behalf of the business community.

- BizPAC helps elect business-friendly policy-makers
- BizPAC works to pass laws that protect businesses
- BizPAC ensures your interests are kept in front of elected officials

The most powerful way to contribute to the political efforts of the Chamber is to invest in BizPAC. For more information, visit www.lvchamber.com/government-affairs/bizpac. ■

Contributions to BizPAC are voluntary and are not tax-deductible for federal income tax purposes.

Some nonprofit organization and agencies may be prohibited from giving political contributions. Nonprofit organizations should check with their tax preparer.



Leadership Las Vegas Class of 2010 celebrates its “X Factor” and reflects on program year

By Colonel Robin Vanderberry, Class Spokesperson, Leadership Las Vegas Class of 2010

The Leadership Las Vegas Class of 2010 has made the most of the opportunity provided to it by the Las Vegas Chamber of Commerce. The program provided an opportunity for 48 unique individuals to come together to learn about themselves, their community and most importantly, how their community truly functions.

The diversity of the individuals in this class and the life experiences they brought with them proved to be a catalyst for discussion; an avenue for appreciating perspectives different than our own; and a foundation upon which

the darkness. Working together, our community is able to provide ways and means for people to rise above their circumstances and become familiar with their potential. That was the enduring aspect we took away from the program – recognizing that a community is, at its core, the people in that community. Those people, at their core, are what they do in support of others as much as themselves.

During this program year, we learned to appreciate the connection between the cognitive and the physical aspects of our community in the form of our history. History is important to a community because it anchors people, places, actions and ideals in time. As a result of these experiences, our class chose to pursue two class projects that will enable us to leverage our diversity and our appreciation of community and history.

We chose to engage in a campaign to raise resources to support the rebuilding of one of the northwest valley’s iconic facilities, the Gilcrease Nature Sanctuary. The sanctuary was ravaged by fire this spring, destroying several structures and leaving many of the animal residents without refuge. The class is partnering with the sanctuary’s board of directors in implementing a fundraising venue to provide capital to assist in the rebuilding of the sanctuary. This will ensure that there will always be a sanctuary for the animals and a place where the community can visit them.

The Leadership Las Vegas class of 2010 also internalized the value of education and interacting with youth in the community. To advance these ideals, the class is engaged in its second project, conversion of the E.W. Griffith Elementary School courtyard into a sustainable green space where the children can learn and practice earth-friendly skills they will use throughout their lives. The class will partner with the

Water Conservation Coalition to incorporate water-efficient landscaping, seating, shade and a reconfiguration of the courtyard area. Both projects enable the class to engage in a meaningful and enduring way, promoting our values of community, education, youth and historical perspective.

The Leadership Las Vegas Class of 2010 is thankful for the opportunity provided by the Chamber, all of the sponsors, the participants, presenters and past classes. We have been humbled and motivated to do all that we can to improve our community. We look forward to going that “X”tra mile to provide an “X”traordinary influence in our “X”ceptional community, because we are the Class of 2010 and we are Las Vegas’ X Factor! ■

we were able to build in maturing our appreciation and understanding of the workings of our Southern Nevada community.

The tenth (X) class of this millennium viewed itself as a true “X Factor.” We were often “X”cellent, occasionally “X”istential, seldom “X”treme, far too often “X”temporaneous, infrequently “X”perimental and certainly “X”traordinary. The “X”periences we were provided during this year touched all of us in a myriad of ways. We felt the spectrum of emotion as we listened to stories of the homeless, the addicted, the abused, the incarcerated and the handicapped. But in each of those experiences we also felt joy in seeing how the community was able to bring light to



Leadership Las Vegas Class of 2010 Graduation

Friday, June 18
Las Vegas Hilton

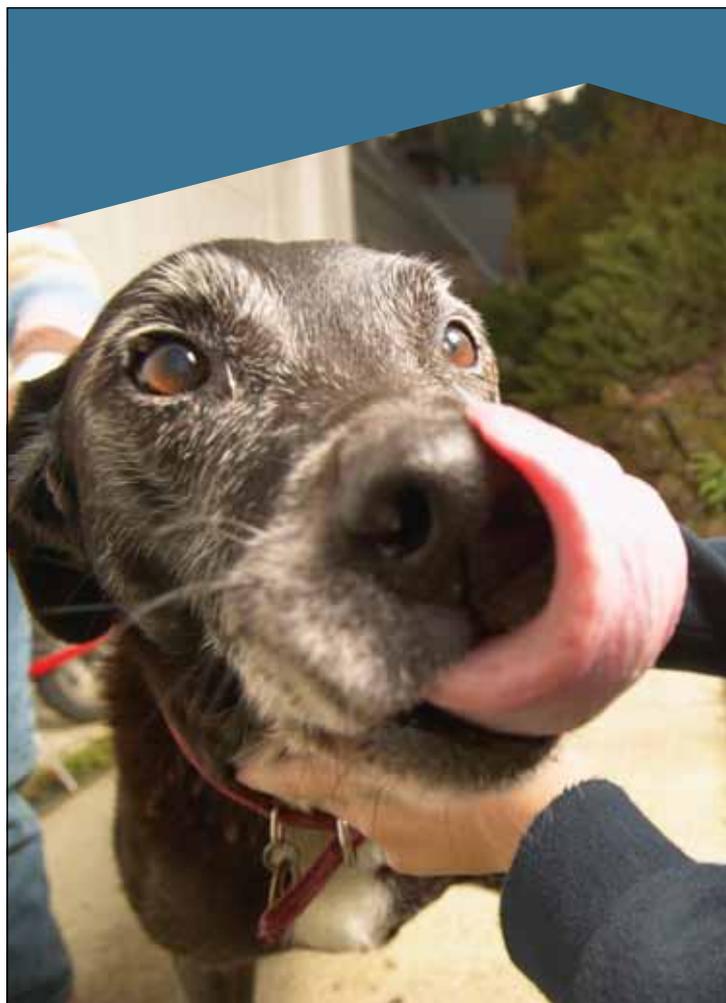
For information contact Member Services at 702. 641.5822
or see details on Calendar Events on page 16.

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DECISION MAKERS?
LAW MAKERS?
HOMEMAKERS?

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Finding the right vendors for your home-based business can mean the difference between success and failure

By Dave Archer, CEO, NCET (Nevada's Center for Entrepreneurship and Technology)

Big companies give us “little guys” excuses all the time: “The computer is down – our tech guy will not be here until tomorrow... someone in shipping botched your order. We will get it out to you as soon as we can... Sorry, our delivery truck is stuck in Des Moines...” The “big guys” can get away with so-so customer service to some degree simply because of their size, but for small and self-employed business owners, there is very little margin for error. This means that if you use outside vendors to help you in the delivery of your product or service, you would be smart to choose wisely.

Starting with the basics, consider the fundamentals of what it takes to run your home-based business office on a daily basis:

- **Computer service.** We all know the frustration of computer malfunction. I suggest having a backup computer, like a laptop or even an inexpensive desktop that you can access in the event of an emergency. It is also vital that you have a trusted, reliable computer tech you can go to in times of crisis. A good choice is someone who is available after-hours and on weekends, who provides a “loaner” computer and who can guarantee you fast turn-around.
- **General services.** It is a smart move to have at least two or three reliable, proven sources for the products and supplies you need on a regular basis. For example, you may have a great printer that is right around the corner from your office with which you have established a good working relationship. However, if they are backed up or suddenly go out of business, you could be left in a lurch. Always have a backup source for all of your regularly-used business necessities.
- **Packing, shipping and delivery.** Products that arrive late or broken is a leading consumer complaint. Make sure you cover all of your bases in this category and consider shipping insurance and delivery confirmation. This will save you a lot of headaches in the long run.

Tips for finding the right vendor partners

- Do not be afraid to interview prospects and ask for references. Ask key questions about business hours, turn-around time, on-time delivery statistics and the procedure for dealing with late or missing orders.
- Talk with the owner or manager if possible to get a feel for the company's customer service approach. You want to make sure you will not get lost in the shuffle just because you are a small business.
- Do not rule out other home-based business owners as reliable vendors. You may get greater flexibility and lower pricing. However, make sure the other party has the same work ethic as you do. Do not feel compelled to hire a fellow home-based business owner just because you feel a shared kinship.
- Ask colleagues and people you meet at networking and business events for referrals about companies and individuals to check out – and to avoid.

You do not want to be thumbing through the Yellow Pages after your computer crashes or a supply house goes belly-up overnight. Make sure you have a database of go-to people or companies you are confident with before a problem arises. You might also try several different vendors on a limited basis for small projects and orders. This will give you a side-by-side comparison of price, quality and reliability.

One of the greatest challenges of being self-employed is that your name is inextricably linked to the face of your company. While you will personally reap the rewards of the business' success, you will also be responsible for its failures – even perceived failures. This is why it is vital that you select trustworthy, reliable vendors to be your home-based business “partners.” ■

NCET, Nevada's Center for Entrepreneurship and Technology, connects Nevadans to the resources they need to start and grow successful businesses. Visit www.NCET.org for more information.



2010 Small Business Excellence Awards - last call for nominations!

The Las Vegas Chamber of Commerce is issuing a last call for nominations for the 2010 Small Business Excellence Awards. The deadline for nominations is Friday, June 25, 2010. You may nominate a small business, a colleague, a client or even yourself! All Chamber members who meet nominating criteria are eligible for consideration.

Awards will be given in the following categories:

- Emerging Business of the Year
- Green Business of the Year
- Non-Profit of the Year
- Small Business of the Year (5 or fewer full-time employees)
- Small Business of the Year (25 or fewer full-time employees)

Finalists and winners will be honored at the annual

Small Business Excellence Awards luncheon on Thursday, September 16, 2010, at the Paris Las Vegas Hotel & Casino. Finalists and winners receive free publicity for their companies in various media coverage and Chamber media vehicles. Being involved with the Small Business Excellence Awards provides a great way to show the community that our Chamber member businesses are flourishing and providing excellent service to visitors and locals alike.

For more information on the criteria and to submit an online nomination, go to www.lvchamber.com/biz-enominate. This event is exclusively sponsored by Nevada State Bank.

To view current list of nominations visit www.lvchamber.com/biz-enominate. ■



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Business EXPO 2010

At World Market Center Las Vegas

Tickets on

- Visit 200 exhibitors
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- Enjoy food and beverage samples from local vendors
- Free and convenient parking

Business Expo Partner:



Business Expo Gold Sponsors:



Experience the Art of Business

Las Vegas Chamber
of Commerce

sale now

Wednesday, June 23

Exhibits open Noon – 5:00 p.m.

Admission: \$10.00 and your business card

World Market Center Las Vegas - Building C
495 S. Grand Central Parkway, Ste. 2203

Exhibit booths available

Visit www.lvchamber.com or call 702.641.5822

Business Expo Silver Sponsors:

**Chamber Insurance
& Benefits, LLC**

In Business
LAS VEGAS



Las Vegas Chamber
of Commerce

June Chamber Events

Two easy ways to register for Chamber events:
Log on to www.lvchamber.com and find your event on the Event Calendar.
Call 702.641.5822 and ask for Member Services.

1

How to Series: Start Your Own Business

Session Three: Marketing Your Business

Date: [Tuesday, June 1](#)
Time: 8:00 - 8:15 a.m. Registration
8:15 - 10:15 a.m. Program
Location: [Las Vegas Chamber of Commerce](#)
6671 Las Vegas Blvd. S., Ste. 300, 89119 (at Town Square)
Details: In this session learn the basics of marketing and techniques that will help you develop a successful marketing strategy.
Cost: Complimentary. **Space limited.**



2

Business Survival Counseling Sessions

Date: [Wednesday, June 2](#)
Time: 11:00 a.m., 1:00, 2:00, 3:00 & 4:00 p.m., One member per time slot
Location: [CenturyLink™ Conference Center at the Las Vegas Chamber of Commerce](#)
6671 Las Vegas Blvd. S., Ste. 300, 89119 (at Town Square)
Details: Expert business professionals from SCORE will be on hand during FREE one-on-one counseling sessions exclusive to Chamber members to help assess your business concerns and provide the advice, tools and resources needed to keep your business operating during the slow economy.
Cost: Complimentary. Chamber members only.



8

Business Power Lunch

Date: [Tuesday, June 8](#)
Time: 11:30 a.m. - Noon, Registration
12:00 - 1:00 p.m. Program
Location: [The Four Seasons](#)
3960 Las Vegas Blvd. S., Las Vegas, 89119
Speaker: [Karen Mills](#), Administrator, U.S. Small Business Administration
Details: SBA Administrator Karen Mills will discuss and field questions on the new initiatives, programs and incentives available in the Las Vegas community to help small businesses survive, thrive, create new jobs and bolster the local economy.
Cost: \$50* for members with a prepaid reservation, \$65* for non-members with a prepaid reservation, \$70 for walk-ins.

Sponsored by:



9

Business Education Series

There's a Fine Line Between a Rut and a Groove

Date: [Wednesday, June 9](#)
Time: 7:00 - 7:30 a.m. Registration, networking & continental breakfast
7:30 - 9:00 a.m. Program
Location: [CenturyLink™ Conference Center at the Las Vegas Chamber of Commerce](#)
6671 Las Vegas Blvd. S., Ste. 300, 89119 (at Town Square)
Speaker: [Bill Granda](#)
Details: Most athletes have experience being in a rut and in a groove. Most business people, business teams and organizations do too. Re-discover the power of goals. Learn a proven process for setting and achieving goals that has led to breakthrough performance and results for many others like you.
Cost: \$30* for members with a prepaid reservation, \$45* for non-members with a prepaid reservation, \$55 for walk-ins.

Sponsored by:



*\$5.00 surcharge for registration placed week of the event.

9

Chamber Voices Toastmasters



Date: [Wednesday, June 9](#)
Time: 10:45 a.m. - Noon
Location: [CenturyLink™ Conference Center at the Las Vegas Chamber of Commerce](#),
6671 Las Vegas Blvd. S., Ste. 300, 89119 (at Town Square)
Details: Looking for a way to improve your communication skills in both your personal and professional life? The Chamber Voices Toastmasters group is open to all members to aid in the development of speaking, presentation and leadership skills.
Cost: \$45 every six months, guests always complimentary.

15

How to Series: Start Your Own Business

Session Four: Funding and Financing

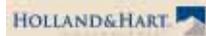
Date: [Tuesday, June 15](#)
Time: 8:00 - 8:15 a.m. Registration
8:15 - 10:15 a.m. Program
Location: [Las Vegas Chamber of Commerce](#)
6671 Las Vegas Blvd. S., Ste. 300, 89119 (at Town Square)
Details: Learn how to get the financing needed to start your business, alternative money sources, and changes in the Small Business Association programs.
Cost: Complimentary. **Space limited.**



15

Free Legal Solutions for Small Business

Date: [Tuesday, June 15](#)
Time: Appointment times: 6:00 - 6:50 p.m., 7:00 - 7:50 p.m., two members per time slot.
Location: [Las Vegas Chamber of Commerce](#)
6671 Las Vegas Blvd. S., Ste. 300, 89119 (at Town Square)
Details: Attorneys from the law firm of Holland & Hart will provide legal counseling to Chamber members. Lawyers will be on hand to provide counseling on commercial business transactions, employment matters, contract law, litigation, intellectual property law, bankruptcy and tax.
Cost: Complimentary. Chamber members only.



18

Leadership Las Vegas Class 2010 Graduation Ceremony



Date: [Friday, June 18](#)
Time: 6:00 - 7:00 p.m. Registration & cocktails
7:00 - 10:00 p.m. Program & dinner
Location: [Las Vegas Hilton, Pavilion 10 & 11](#)
3000 Paradise Rd., Las Vegas, 89109
Details: Black Tie Optional. Advanced reservation required by June 14, 2010.
Cost: \$100 per person, excluding 2010 Graduates. \$1000 per table of ten.

Sponsored by:



23

Chamber Voices Toastmasters



[Wednesday, June 23](#)
See June 9 for time and location details.

23

Business Expo 2010: Experience the Art of Business

Date: Wednesday, June 23
Time: Noon - 5:00 p.m.
Location: World Market Center Las Vegas, Building C
475 S. Grand Central Pkwy., 89106

Details: The Las Vegas Chamber of Commerce will host its annual tradeshow and networking event, Business Expo. This year we are taking this popular event to new heights. World Market Center Las Vegas venue will offer exhibitors and attendees a unique and state-of-the-art facility to network and connect. Business Expo is one of the most affordable and effective ways to maximize business contacts and get your company recognized. Business Expo attracts nearly 200 exhibitors and attendance exceeds 1,700.

Admission: \$10.00 and your business card.



Business Expo Partner:



Business Expo Gold Sponsors:



Business Expo Silver Sponsors:



Visit the **Vegas Young Professionals** booth at Business Expo

VYP Booth by:



8

Vegas Young Professionals Morning Buzz

Date: Tuesday, June 8
Time: 7:00 - 9:00 a.m.
Location: Proforma Element 7
6525 W. Warm Springs Rd. Ste. 100, Las Vegas, 89118

Details: Are you interested in learning more about Vegas Young Professionals (VYP)? Join members of VYP's Advisory Council and Ambassadors for a small, informal question and answer session. Grab your morning coffee, while learning more about VYP's membership, member benefits, volunteer opportunities, sponsorship and advertising options and more! Plus, meet and greet with fellow young professionals before heading to work.

Cost: Complimentary.

Hosted by:



14

Vegas Young Professionals Toastmasters

Strip View Speakers

Date: Monday, June 14
Time: 5:30 - 6:00 p.m. Check in & networking
6:00 - 7:00 p.m. Meeting

Location: The Platinum Hotel
211 E. Flamingo Rd., Las Vegas, 89169

Details: Exceptional communication skills are vital to success in the business world. VYP has created a Toastmasters group for all members to aid in the development of speaking, presentation and leadership skills. Help yourself and take advantage of what VYP Toastmasters can offer you.

Cost: \$60 to join, \$36 every six months.

Hosted by:



22

Vegas Young Professionals Bigwig Lunch Time

Date: Tuesday, June 22
Time: 11:30 a.m. - Noon, Registration & networking
12:00 - 1:00 p.m. Program & lunch

Location: The Flame at El Cortez, 600 Fremont Street, Las Vegas, 89101

Speaker: Mike Nolan, General Manager of El Cortez

Details: Join VYP for this month's Bigwig Lunch Time featuring Mike Nolan, General Manager of El Cortez. Enjoy an exclusive, informal luncheon, while Mike shares his vision for the revitalization of downtown Las Vegas and how the oldest casino in town is on the cutting edge.

Cost: This event is for VYP members only; cost is \$35 per seat. RSVPs are first come, first serve.

Hosted by:



24

Vegas Young Professionals Fusion Mixer

Date: Thursday, June 24
Time: 6:00 - 8:00 p.m.
Location: The Deuce Lounge at Aria Resort & Casino,
3730 Las Vegas Boulevard South, Las Vegas, 89109

Details: VYP invites you to The Deuce Lounge at Aria Resort & Casino for a first-class networking experience. The Deuce Lounge offers a chic, smooth ambience that is perfect for VYP members and guests making valuable business connections. Plus, enjoy complimentary appetizers and drink specials.

Cost: \$10 for members; \$15 for non-members.

Hosted by:



28

Vegas Young Professionals Toastmasters

Monday, June 28

See June 14 for time and location details.



30

Vegas Young Professionals Excursion

Date: Wednesday, June 30
Time: 6:00 - 8:00 p.m.
Location: Pole Position Raceway
7350 Prairie Falcon Rd, Las Vegas, 89128

Details: Indoor karting has arrived; let's race! VYPers and guests are invited to mix, mingle and experience the thrill of real racing at Pole Position Raceway (Summerlin location)! Each attendee will receive one free race, complimentary sandwiches from Port of Subs and the chance to win Pole Position Raceway prizes!

Cost: \$10 for members; \$25 for non-members.

Hosted by:



Food Sponsor:



Are you hitting your stride or hitting a wall?

Sometimes it is easy to get accustomed to doing things the same way they have always been done because it is comfortable and it works. But does it really take your business to where you want it to be? Join the Las Vegas Chamber of Commerce on Wednesday, June 9, for the Business Education Series, "There's a Fine Line Between a Rut and a Groove." Presenter Bill Granda, Regional Director for Paradigm Associations, will help you discover the power of goals. You will learn a proven process for setting and achieving goals that has led to breakthrough performance and improved results for many others just like you.



Bill Granda

Participants will discover effective ways to:

- Determine which side of the line you are on
- Create breakthrough thinking to get out of the rut
- Identify what is holding you back
- Take three steps to get and stay on the "groove side" of the line



F. Gary Alu
Director of Information Technology
Innovative Network Solutions, LLC

Gary Alu is a certified information systems security professional and the director of information technology for Innovative Network Solutions, LLC. He has been working and living in the information systems and technology industry for more than 20 years. Alu's recent accomplishments include the relocation of the Las Vegas Chamber of Commerce, where he was instrumental in the design and deployment of technologies used by Chamber staff and its membership.



Gina B. Polovina
Vice President of Government Affairs
Boyd Gaming Corporation

Gina Polovina joined Boyd Gaming in 1994. She coordinates the company's political activities, serving as its lobbyist on local, state and national issues. She is a 1998 Leadership Las Vegas graduate and serves on the boards of the Las Vegas Chamber of Commerce, Three Square and the United Way of Southern Nevada. Most recently, Polovina was included in the 2010 edition of Marquis' Who's Who in America.



Karen Cashman
President
Cashman Photo Enterprises
of Nevada, Inc.

Celebrating more than 40 years of business in Las Vegas, Cashman Photo Enterprises is the largest, most established photographic service provider in Nevada. Cashman Photo is comprised of five different divisions and Karen Cashman, president of the retail division, oversees 15 photographic retail stores. Cashman is the vice president of business for the Foundation for an Independent Tomorrow, is a member of the International Women's Forum and serves on the advisory board for the Public Education Forum.



Felix D. Rappaport
President & Chief Operating Officer
Luxor Hotel and Casino

Felix D. Rappaport has more than 30 years of experience in hospitality management. Currently, Rappaport is president and COO of Luxor Hotel & Casino. Luxor is constantly evolving under his direction and quickly becoming a destination of choice. With MGM MIRAGE, Rappaport has served in executive management with New York-New York Hotel & Casino, MGM Grand, Treasure Island and The Mirage. He is affiliated with many industry and charitable programs and was named Nevada Hotelier of the Year and Nevada Volunteer of the Year.



Tom Jenkin
President, Western Division
Las Vegas Meetings by Harrah's

Tom Jenkin started his career with Harrah's Entertainment in 1975 as a fry cook. Today, Jenkin's division encompasses Harrah's Entertainment casino properties in Nevada, Arizona and California. Previously, Jenkin served as senior vice president and general manager of the Southern Nevada region. Under his leadership in 2003, Harrah's Las Vegas, the Rio All-Suite Hotel & Casino and Harrah's Laughlin produced record revenues. Jenkin is currently chairman of the Nevada Resort Association and is a board member of the Las Vegas Convention and Visitors Authority and Las Vegas Events.



George W. Smith
President - Nevada Pacific Southwest
Market Executive, Commercial and
Business Banking
Bank of America

George W. Smith is president of Bank of America Nevada and is the commercial and business banking executive for the Pacific Southwest region. Prior to Bank of America, Smith worked for Mitsui Manufacturers Bank and Citicorp North America. Smith received a master's degree in finance from California State University - Fullerton in 1985, and serves on multiple executive boards, including the University of Nevada, Las Vegas Foundation, Three Square, the Nevada Development Authority, the Lied Discovery Children's Museum and the Nevada Taxpayers Association.



Allan W. Kronberg
General Manager
Tropicana Express

Allan Kronberg has more than three decades of hospitality and gaming management experience. He has managed Five Star resorts and gaming facilities in the United States and Canada where he has successfully implemented continuous improvement and customer assurance practices with companies such as Hyatt and Cendant. Prior to signing on with Tropicana Entertainment, Kronberg was general manager and director of hospitality for Treasure Island Resort and Casino in the Twin Cities region of Minnesota.



Cindy Stanley-Lee
General Manager
Meadows Mall

Cindy Stanley-Lee has been in the mall industry over ten years. In January 2005, she transferred to Meadows Mall as general manager. Stanley-Lee brings extensive knowledge and experience to her position. As general manager, she is responsible for the day-to-day operation of this successful, vibrant retail center that is operated by General Growth Properties. Stanley-Lee began her career in the television industry in Burbank, California, as a director of corporate marketing and advertising for Time Warner, Inc.



Patrick Byrne
Administrative Partner
Snell & Wilmer, LLP

Patrick Byrne practice is concentrated in commercial and business dispute resolution. Byrne has been with Snell & Wilmer since 1988. In 2001, he opened the firm's Las Vegas office. Byrne is a member of the standing committee on judicial ethics and election practices for the State of Nevada. He is also the president of the board of trustees of the Las Vegas Boys & Girls Club Foundation. Byrne earned his law degree with high distinction from the University of Kentucky.



John Repetti
Sr. Vice President/Director of Operations for the Downtown Region
Fremont Hotel & Casino

In February 2003, John Repetti was promoted to the position of senior vice president/director of operations for the Boyd Gaming downtown region. He is also the general manager of the Fremont Hotel & Casino and helps to oversee the day-to-day operations of that facility, as well as being responsible for all downtown Boyd Gaming properties. Repetti attended an international school of gaming before landing his first job as a dealer at California Hotel & Casino in January 1976.



Lorre Kruse
Director of Group and Convention Sales
Coach USA & Gray Line Tours

Lorre Kruse, director of group and convention sales for Coach USA in Las Vegas, has been in Las Vegas since 1964 and has worked in the tourism industry for more than 30 years. She was with Gray Line Tours as it merged into Coach USA. Kruse is currently a member of the Las Vegas Chamber of Commerce, the Latin Chamber of Commerce, Las Vegas Territory, Destination Services Association, and Las Vegas Hospitality Association.



Mark Scott
Managing Partner
Sahara Coins, LLC

Mark Scott has been a respected industry professional for more than 34 years. Scott and his staff of four full-time numismatists provide discreet and attentive service to collectors and investors, ensuring the highest value for their collections and financial portfolios. Scott's goal is to educate each client and patiently guide them to financial strength, growth and sustainability through tangible asset investments. A Sahara Coins experience will create a rewarding and lasting relationship.



Sherman R. Frederick
President & Publisher
Las Vegas Review-Journal/Stephens Media, LLC

Sherman R. Frederick is president of Stephens Media, LLC and publisher of The Las Vegas Review-Journal. Stephens Media, LLC includes 12 daily newspapers and numerous weekly publications. The Las Vegas Review-Journal is the largest newspaper in the state of Nevada and the flagship publication of Stephens Media, LLC.



Larry R. Seedig
President/CEO
USAA Savings Bank

Larry R. Seedig came to USAA Savings Bank in 1998 as president/CEO and vice chairman of the board. He has over 30 years of banking experience. Seedig serves as the chairman of the board of United Way of Southern Nevada and Goodwill of Southern Nevada. He is former chairman of Nevada Bankers Association, YMCA of Southern Nevada, Nevada Microenterprise Initiative, Neighborhood Housing Services and Nevada Community Development Fund. Seedig has a BBA from the University of North Texas and a banking graduate degree from the University of Indiana.



John Gibson
Chairman, President & CEO
American Pacific Corp.

American Pacific Corp. (AMPAC) is a specialty chemical producer. AMPAC is the sole North American producer of ammonium perchlorate (the oxidizer used in solid rocket fuel, including space shuttle boosters) and sodium azide (the primary pyrotechnic chemical used in the automotive airbag inflator). John Gibson is a member of the Aerospace Industries Association Board of Governors and the Association of Iron and Steel Engineers as well as a member of several other industry and community organizations.



Mike S. Wethington
General Manager
Town Square Las Vegas

As the general manager for Town Square Las Vegas, Mike Wethington manages all daily operating functions for the center, which opened in November of 2007. He works closely with development, construction, marketing, leasing and individual retailers. Wethington has more than 18 years of retail management experience including general manager positions at Galleria at Sunset in Henderson and Victoria Gardens in Southern California. He holds a degree in finance and real estate from New Mexico State University.



Bret Holmes
President
Advanced Management Group Nevada, LLC

Advanced Management Group Nevada, LLC is a full-service real estate management company. With more than ten (10) years of experience, including conventional, hotel, and weekly property management. Bret Holmes, President, works with property owners to achieve optimal results. Holmes is president of the Southern Nevada Multi-Housing Association for 2010 and is a delegate for the National Apartment Association. He is a licensed property manager and also holds a Nevada real estate license.



John Wilcox
Senior Vice President and Regional Banking Manager
City National Bank

John Wilcox joined City National Bank in October 2009 as senior vice president and regional banking manager responsible for the bank's branches in Las Vegas, North Las Vegas, Reno, Carson City and Minden. In that capacity, Wilcox oversees client service and retention and business development at those eight Nevada offices. As a 43-year resident of Las Vegas, Wilcox has been involved in many aspects of the community. He is also a past chairman of the Board of Trustees for the Las Vegas Chamber of Commerce.

To arrange your ribbon cutting, contact Georgia Allen at 702.586.3838 or e-mail gallen@lvchamber.com.



OMG Therapist Co-Founders Shirley Bramhall and Fernando Ovalle are proud to announce the grand opening of its Las Vegas location. OMG (Outstanding Massage Group) focuses on helping companies invest in their most valuable commodity: their employees. Call 702.610.2190 or an email sbramhall@yahoo.com.



La Bella Wedding Chapel celebrated its new Chamber membership at 3000 Paradise Rd., inside the Las Vegas Hilton. It offers personalized service, understanding and accommodating services for your wedding day. It offers packages to fit all budgets. Call 702.914.0198 or visit www.lvw.com.



Rodney Bethke Jr. and **Virgo Home Inventory Services** are proud to announce the grand opening of its Las Vegas office. It specializes in inventories of homes, businesses, non-profits, etc. and is looking forward to serving the Las Vegas Valley. Call 702.684.3447 or visit www.virgohomeinventory.com.



Bio-Crime Oasis celebrated its new Las Vegas Chamber membership. Bio-Crime is a locally owned crime scene clean-up company that is fully trained, equipped and certified in Blood-Borne Pathogens to handle bio-hazard materials. Call 702.416.0587, email biocrimeoasis@gmail.com or visit www.bio-crimeoasis.com.



PortaJane, LLC is proud to announce the grand opening of its Las Vegas location. The company is located at 6425 W. Richmar Ave. and specializes in high-end pink women's portable restrooms, men's and wheelchair-accessible units for upgrading outdoor events. Call 888.810.5535 or visit www.PortaJane.com.



The **Vegas PBS Educational Technology Campus** is a green, sustainable project which serves as a national PBS model for private/public partnerships in education. The uses of technology and LEED® requirements were blended into the design to create a 21st century facility. Call 702.799.1010 or visit www.VegasPBS.org.



Walmart, located at 3615 S. Rainbow Blvd., celebrated a grand re-opening on April 23rd, with newly remodeled wider aisles, low-profile shelving, bright interior paint schemes, enhanced lighting and easy-to-read signage to make shopping more convenient. Call 702.367.9999 or visit www.walmart.com.



The new 3600 sq. ft. **Cox Digital Solutions Store** enables customers to experience existing and new Cox products. It is located at 9240 W. Sahara Ave. at Fort Apache Road and is open from 9:00 a.m. to 6:00 p.m., Monday through Saturday. Visit www.cox.com.



7daysale4u is proud to announce the grand opening of its Las Vegas presence. It offers seminars on how to be a power seller on eBay in Las Vegas. Call 925.307.7015 or visit www.7daysale4u.net.



PODS, the founding leader of containerized moving and storage, offers an extremely safe, convenient and cost-effective alternative to traditional moving and storage methods. For household goods, commercial products or staging needs, call Ernie Kassoff at 727.460.0022 or visit www.pods.com/las-vegas.aspx.



Positive Eye consulting's team of organizational strategists announces its re-entry into the Las Vegas community and its new President's Club membership with the Las Vegas Chamber. It offers executive management experience that helps clients develop and implement strategies for organizational change. Call 503.293.8450 or visit www.positive-eye.com.



The Nevada Partnership for Homeless Youth is pleased to announce the opening of the William Fry Drop-In Center located at 4981 Shirley St. The center provides food, clothing and other supportive services to runaways, homeless and at-risk youth. Call 702.383.1332 or visit www.nevadahomelessyouth.org.



Las Vegas Special Needs Dentistry is proud to announce the grand opening of its Las Vegas location. It specializes in treating patients under general anesthesia to complete the dental work in one appointment. Call 702.489.5460 or visit www.lasvegasspecialneedsdentistry.com.



ServiceMaster 1st Response celebrates its 8th anniversary of disaster response with expanded services. It specializes in restoration from fire, water, smoke and mold for your home or business and now introduces commercial carpet cleaning. Call (24/7) 702.896.4197 or visit www.drylasvegas.com.



Sahara Coins & Extraordinary Collectibles is proud to announce opening day of the "Elks Helldorado Days/Sahara Coins Treasure Hunt for Gold." Sahara Coins is located at 7293 W. Sahara Ave., Ste 106, and specializes in rare coins, bouillon and extraordinary collectibles. Call 702.367.4360 or visit www.saharacoins.com.



Sherrie McComas and Michele Holiday celebrate the grand opening of **SafeDoggy**, a pet care company which provides a large variety of dog related services. SafeDoggy is a proud member of Pet Sitters International and the Las Vegas Chamber. Call 702.685.7200 or visit www.safedoggy.com.



EFCO, a Pella Co., is a manufacturer of architectural aluminum window, curtain wall, storefront and entrance systems for commercial architectural applications. EFCO is headquartered in Monett, MO. Call 702.564.9176 or visit www.efcocorp.com.



Ogletree Deakins, a national labor and employment law firm with 39 offices in the United States, celebrated the opening of its Las Vegas office. Pictured are founding shareholders Jeff Winchester, Jill Garcia, and Tony Martin (managing shareholder) with the Chamber's Chris Wilson. www.ogletreedeakins.com.

New Chamber CEO Tours Member Businesses

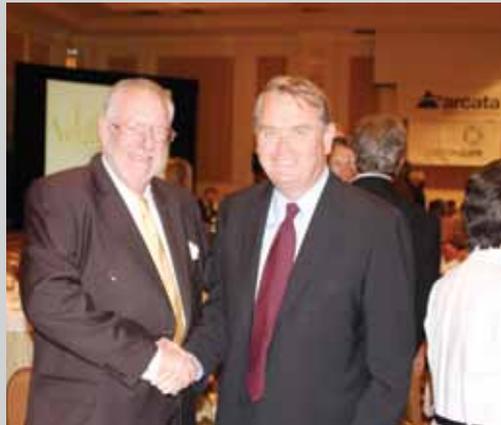
Matt Crosson, new Chamber CEO, tours several Chamber businesses including (from top left to right) **Cragin & Pike Insurance; DiBella Flowers & Gifts; Show Time Tours; and Chapel of the Flowers.**



April Business Power Lunch



Mayor Oscar Goodman speaks to membership.



Mayor Goodman welcomes Matt Crosson to Las Vegas.



Lenny Izzo, Bob Anderson and Chamber Chair Kristin McMillan.

May Business Power Lunch



Chamber Chair-Elect Mike Bonner, Mario Stadtlander and Detra Page.



New Chamber CEO Matt Crosson.



Chamber CEO Matt Crosson with Lt. Governor Brian Krolicki.

President's Club

Crystals Retail and Entertainment District
Farid Matraki

Ed Bozarth Nevada #1 Chevrolet
Tom Cuthbertson
Al Belford
Todd Topham

Ogletree Deakins
Anthony Martin
Christopher Pastore
Jeffrey Winchester
Shaun Haley
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Triton Security, Inc.
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Shane Rowley

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Dave Allazetta

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Kurt Rasche
Alurell Rasche
Steven Garcia

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Mohamad Honari
Absolute Training, LLC
Marcos Martins

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William Orchard

Action Air Conditioning, Inc.
Charles Barker

Action Coach Business Coaching
Jodie Shaw

Advanced Management Group
Martin Estrada

Ambush Pest Control
Denelle Baughman

American Association of Government Finance
Jeff Hildebrandt

B & L Photography, Videography and Graphic Design, LLC
Burton Berez

Beach Electric
John Kinsey

Benefits of Nevada
Traci Hutchinson

Book It In Vegas.com
Eileen Goldman

Brandon Iron, Inc.
Ronald Tozier

California Pizza Kitchen
Wendy Bronson

Carlito's Burritos
David Samuels

Charles LoBello Law Offices
Charles LoBello

Columbia Resources Management, Inc.
Suzie Reeve

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Courtenay Lachenmaier

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Dave Peterson

Desert Plastering, LLC
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Ritchie Duplechien

Driver Watch, Inc.
Kevin Dunlap

E.K. Bistro, Inc.
Debra Clark

Eli Trucking Corporation
Kirk Kessler

Employer Benefit Source, Inc.
Dan Heffley

Ethan Allen Retail, Inc.
Laura Franklin
Farmers Insurance
Michael Achilli

Forouzan, Inc.
Saiid Forouzan Raol

The Foundation, LLC
Mark Wayman

Barton H. Foutz, DDS
Gary J. Wolf

Get Down Art, LLC
Darren Donofrio

Harmony Homes, LLC
John Rhodes

Integrated Tracking Systems, Inc.
Dave Nissen

JC Melvin Seminars
JC Melvin

JK Crew, LLC
Jason Kerrigan

Jones Brown Motorsports
Kevin Besta

Keller Williams-Team Khavari
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LAGO Enterprises, Inc.
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Landini & Associates, Ltd.
Luigi Landini

Las Vegas Gun Range
Michael Morrissey

Los Prados Community Association
Linda Iniguez

Luxe International Realty
Melissa Zimbelman

Charles D. Malcolm
Dave Malcolm

Marie Antoinette Homeowners Association
Doris Woods

Marquis Care Plaza Regency
Erin Taylor

MCDM Landscape
David Reid

Modern Wellness Living, LLC
Johnny Ruston

Nevada Family Care Home Health Agency
Karen Clyne

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Brittany Stryker

The OSHA Professor
David Lomax

Parisian Day Spa
Maryann Phillips

Pete King Nevada Corporation
Angela Velez

Plaza Offices
Nathan Strum

PMC Contractors, LLC
Jordan Pyles

PODS (Portable on Demand Storage)
Ernie Kassoff

Ponce Tender Dental
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Proline Interiors, Inc.
Jeff Lyon

Quan Chiropractic
Julie Quan

QVegas Magazine
Earl Shelton

Radford J. Smith, Chartered
Radford Smith

Rebel Party Rentals
Sam Emerson

SafeDoggy
Sherrie McComas

Sharkeys Cuts for Kids
Anthony Simmons

Signal Finance Group, Inc.
Ron Mathys

Soirees Event Planning and Catering
Lisa Bobak

Solar Institute of Nevada, LLC.
Donald Beckman

Somerset Dental
Sufia Palluck

Southern Nevada Children First
Monique Harris

Stephen Carlson & Associates
Stephen Carlson

Stout Roofing, Inc.
Jo McKittrick

Sweet Tomatoes
Robert Romero

T & M Properties
David Carrol

Teckwin International
Heather Rockow

Universal Industries-American Sleep Collections
David Ordenez

US Health Broker.com, Inc.
Alex Rivlin

Webedelic
Richard Morello

Virgo Home Inventory Services
Rodney Bethke

Western Educational Consultants, Inc.
Alan Hooper

Vizion One Holdings, LLC
C. Anthony Harris

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Congratulations!

What's the secret to long-term success in the Southern Nevada business community? Establishing long-term and personal relationships with other professionals. What's the most effective way to do that? Membership in the Las Vegas Chamber of Commerce.

Congratulations to the following companies celebrating membership anniversaries in **June 2010**.

TWENTY+ YEARS

KLAS TV Channel 8 (55)
New York Life
Insurance Company (46)
Gordon & Silver, Ltd. (43)
Gabriel Jewelers (34)
Passkey Systems (34)
Prudential Americana Group
Realtors (31)
Certified Folder
Display Service, Inc. (28)
Las Vegas 51s (27)
Weight Watchers of
Las Vegas, Inc. (26)
The Meadows School (24)
Sierra Health Services, Inc. (24)
Lucchesi, Galati Architects, Inc. (24)
Diversified Interest/Diversified
Realty (22)
Advanced Entertainment
Services (21)
Greenberg Traurig, LLC (21)
Nevada Orthopedic
& Spine Center (21)
Taco Bell (21)
Thomas & Mack Company (21)
O'Reilly Law Group, LLC (20)
Castle Property Company (20)

FIFTEEN YEARS

Aztec Industrial Bearing & Supply
Continental Mortgage, Inc.
Lone Pine Enterprises, Inc.
Office Depot Business
Solutions Division

TEN YEARS

7-Eleven Store #29627
A-1 Trailer & Hitch
Accent on Blinds
The Animal Inn Kennels
GRF Comm Provisions
of Nevada, Inc.
Home Instead Senior Care
J. Compton Painting
& Paperhanging
KSells Consultants
Legal Process Service

Margaret Rose Residential
Care Center
Marketch Advisors, LLC
Nancy Carlyle, EA, Ltd.
Printing Copies & More
RE/MAX Benchmark Realty
Senior Support Services
Franklyn B. Washburn, DMD, LTD
Yack Construction

FIVE YEARS

1-2-3 Automotive
Armstrong Teasdale, LLP
Benchmark Association Services
Bernie Yuman Management
Edmund C. Botha, ESQ,
Attorney at Law
Castlewyn, LLC
Concepts Retirement Planning
Dairy Queen of Las Vegas, Inc.
Ellsworth Gilman Johnson
& Stout, CPAs
Falcon Ridge Hotel
Fiala Project Resources
GML Equipment Company, Inc.
Intra-Coastal Services, LLC
Las Vegas International Distribution
Las Vegas Paiute Golf Resort
Las Vegas Veterinary
Referral Center
Lotus of Siam
Michael Associates
Mountain America Credit Union
Nevada Retinal Center
New Beginnings Learning Center
Norm Baker Motor Company
Peterson Pool Maintenance
Rec World, Inc.
Robert H. Holding, LTD
Rocky T's, Inc. - Lic # 1104 NV,
#1000091-307 CC
Summit Development, LLC
TBDI, LLC
Thomas & Springberg, P.C.
United Depository

Happy Anniversary

Do you want to get the most exposure for your next special event, or publicity about your grand opening or new product launch?

The Las Vegas Chamber of Commerce Public Relations Department can help you maximize your exposure by giving you a comprehensive list of media contacts. This list includes key contacts at all major Television, Radio and Print publications in Southern Nevada.

Chamber Members	\$69
Non - Members	\$99

Contact the Public Relations department at 702.641.5822 or email at pr@lvchamber.com

The Las Vegas Chamber of Commerce is proud to provide members with a place to publish their current announcements. Please follow the submission guidelines outlined at the bottom of page 3 under "Helpful Hints" section. Submissions not following the guidelines may not be published. Email news items to pr@lvchamber.com or fax to Public Relations at 702.735.0320.

Coming Events

University of Nevada Cooperative Extension's Science, Technology, Engineering & Math day camp for youth in grades 2-8, will take place June 9-11. To register, call 702.257.5524.

The Nevada Contractors Association will hold its quarterly membership luncheon on Tuesday, June 22, at the Rio All-Suites Hotel Casino Convention Center. Reigning Miss Nevada Christina Keegan is hosting the luncheon. The event starts at 11:30 a.m. To RSVP, call 702.222.0320.

Brad Sugars, **ActionCOACH** founder and chairman, will be speaking on June 24, at the Summerlin JW Marriott as part of his fourth "Business is Booming" tour. To RSVP, go to www.businessisboomingtour.com

Shari Smith will conduct seminars on the "Basics of Selling on eBay" and "Beyond the Basics of Selling on eBay: Techniques for the Serious Seller" on June 26 at the CenturyLink™ Conference Center at the Las Vegas Chamber of Commerce. To register, go to www.7daysale4u.net or 925-307-7015.

Congratulations

HCA, the parent company **Sunrise Hospital, MountainView Hospital, Southern Hills Hospital** and **Sunrise Children's Hospital**, was named one of the world's 100 most ethical companies by The Ethisphere Institute.

Fred Keeton, vice president of finance and chief diversity officer at **Harrah's Entertainment, Inc.**, was named by Savoy Professional Magazine one of the 2010 Top 100 Blacks in Corporate America.

Gina Polovina, vice president of government affairs for **Boyd Gaming Corporation**, has been invited by the Secretary of the Air Force to attend the 57th Annual National Security Forum at the Air War College, Maxwell Air Force Base in Alabama.

Robert Caldwell, an attorney with **Kolesar & Leatham**, was elected a Fellow of the American Bar Foundation, an honorary organization of attorneys, judges, law faculty and legal scholars.

Panch Prasad, CEO of U.S. **International Trading Corp. (USITC)**, met Belarus President Alexander Lukashenko and Prime Minister Sergei Sidorsky at the

Belarus-U.S. Business Forum to advance business relationships between the countries.

Announcements

Mission Industries announced the appointment of Jaime Brockamp as chief operating officer and senior vice president of operations for the company.

Nevada Coaches d.b.a. Showtime Tours welcomed Carla Fisher as director of sales. In addition, the company has promoted Jill Maneotis to sales manager.

McCormick Insurance Agency has promoted Valerie Goldstrom to customer service representative.

Welder Consulting completed the LE Tech Consulting: Advanced Training for Security Professionals, and launched collaboration in providing prescription drug and terrorist chemical education with LE Tech Consulting, Las Vegas.

Cox Communications celebrated the opening of its new Cox Digital Solutions Store at 9240 W. Sahara Ave.

Urban Environmental Research developed a state-of-the-art tool for Nevada's first responders that will enhance their ability to quickly and effectively respond to any threat or emergency situation.

Southwest Gas is encouraging homeowners, contractors and excavators to call 811 at least two business days before performing any underground projects to ensure utility lines are properly identified.

The Bachelor of Science in Nursing program at the **University of Southern Nevada** College of Nursing received full approval from the Nevada State Board of Nursing.

Fremont Street Experience presents an all-new show, "*The Doors – Strange Days in Vegas*," as part of its evening lineup of light-and-sound spectacles displayed nightly on the Viva Vision screen.

Sharon Rose, a former executive director of the New York City Host Committee for the Grammy Awards, has joined **Canyon Creative**.

City National Bank named Jacque Kiser-Parker as vice president and senior private banker in its Private Client Services Division in Nevada. In addition, the company named Patrick Donnelly as vice president and business development

officer for the bank's SBA Lending Group in Nevada.

MonteLago Village Resort is now offering guests complimentary shuttle service from **Lake Las Vegas** to the Las Vegas Strip.

Colliers International has reinstated its sales award trip for its commercial real estate agents in Northern California and Nevada after a hiatus in 2009 due to the slow economy.

Chris Conlee, manager of business development for **Datanamics**, has been appointed to Tech Data's TechSelect Vendor Relations Committee.

Projects and Deals

MassMedia Corporate Communications secured four new retainer and project clients including the American Heart Association, M&I International Watch, Clock and Jewelry, AMK, LLC, and Black Mountain Orthopaedics.

Grubb & Ellis Las Vegas brokered the lease of 1,885 square feet of retail space. The 60-month lease is valued at more than \$280,000.

Welder Photography and Art has become a Preferred Merchant at Club Sport Green Valley.

Burke & Associates completed the Las Vegas Metropolitan Police Department's Northeast Area Command Substation located at 3750 Cecile Avenue.

Commercial Executives negotiated the lease of 1,200 square feet of retail space valued at more than \$37,000.

Corrections

In the May issue of the Business Voice, the phone number for Byrd Phones was incorrect. The phone number for Byrd Phones is 702.302.4465

Follow us and become a fan!

The Chamber is on Twitter and Facebook. Links are available from our home page at www.lvchamber.com.



Save the Date!

2010 HEALTHCARE HEROES



Wednesday, July 28, 2010

M Resort, Las Vegas

H O N O R I N G . . .

Administrator

Karla Perez
Universal Health Services, Inc.

Care Provider

Dr. Michael S. Levy
Center for Addiction Medicine

Educator

Mike Harter, PhD
Touro University

Community Partner

Dr. Hyla Winters
College of Southern Nevada

Humanitarian

Ernie Devald
St. Rose Dominican Hospitals

Entrepreneur

Susan Chandler
Twin Physician Services

Innovator

Dr. Florence Jameson
Volunteers in Medicine Southern Nevada

Non-Profit

Nicole Rainey
National MS Society

Technology/Research

Dr. John Gosche
University of Nevada, School of Medicine

Lifetime Achievement

Charles Perry
Nevada Health Care Association

Tuesday, August 3, 2010

Silver Legacy Resort Casino, Reno

H O N O R I N G . . .

Administrator

Jim Miller
Renown Health

Care Provider

Debbie Robinson
Washoe County CARES/SART Program

Educator

Dr. Ole Thienhaus
University of Nevada, School of Medicine

Community Partner

Dick Barnard
Barnard Vogler & Co.

Humanitarian

Dr. Wesley Hall, Sr.
Physician

Entrepreneur

Emilio Parga
The Solace Tree

Innovator

Dr. Linda Ferris
Renown Health

Non-Profit

Bill Welch
Nevada Hospital Association

Technology/Research

Dr. Jonathan Tay
Reno Cyberknife

Lifetime Achievement

Dr. John McDonald
University of Nevada, Reno

For more info, go to www.nevadabusiness.com/hch or call 702.735.7003





Government Affairs endorsements... *continued from page 3*

Secretary of State

Ross Miller (D)

State Senate Districts

James Settelmeyer (R) – Capital District

Mo Denis (D) – 2

Barbara Cegavske (R) – 8

Dennis Nolan (R) – 9

Ruben Kihuen (D) – 10

Joe Hardy (R) – 12

State Assembly Districts

Marilyn Kirkpatrick (D) – 1

John Hambrick (R) – 2

Richard McArthur (R) – 4

Marilyn Dondero Loop (D) – 5

Harvey Munford (D) – 6

Jason Frierson (D) – 8

Joshua Gust (R) – 13

Kelvin Atkinson (D) – 17

Ellen Spiegel (D) – 21

Lynn Stewart (R) – 22

Melissa Woodbury (R) – 23

Debbie Smith (D) – 30

Jodi Stephens (R) – 32

William Horne (D) – 34

Pete Goicoechea (R) – 35

Ed Goedhart (R) – 36

Marcus Conklin (D) – 37

Tom Grady (R) – 38

Irene Bustamante Adams (D) – 42

Clark County Commission

David Parks (D) – District G

*Endorsements as of May 2010

Small business opportunities... *continued from front page*

Although Mills now serves in a high-level managerial capacity, she has a history as a hands-on investor and was herself, a successful manager of small businesses. She has distinguished herself as a passionate advocate for small business policy that encourages innovation, economic development and job creation. For several years Mills has been a leading voice in the U.S. competitiveness discussion and is author of an influential Brookings Institution paper on the federal role in regional economic development clusters. Mills is a member of the Council on Foreign Relations and has been vice chairman of the Harvard Overseers.

During her visit with Chamber members, Mills will discuss some of her administration's initiatives and the ways in which each can help bolster the economy through support of small businesses. In particular, members will have the opportunity to learn more about the Hiring Incentives to Restore Employment Act (HIRE Act), which provides a number of attractive, money-saving incentives for small business owners who hire unemployed and underemployed

workers. Mills will also discuss President Obama's pledge to provide \$80 million in additional funding to continue important enhancements in the U.S. Small Business Administration's two key small business loan programs. The enhancements, first made available under the American Recovery and Reinvestment Act, include a higher guarantee on some SBA-backed loans and small business fee relief. The Small Business Administration estimates the \$80 million will support about \$2.8 billion in small business lending under the 7(a) and 504 programs.

This exceptional event will provide Chamber members with a first-hand opportunity to hear from one of the nation's leading authorities on small business operations. Members will be invited to submit specific questions for Mills prior to the luncheon. To register for this event visit www.lvchamber.com or call 702.641.5822. ■



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- Make valuable business connections
- Get behind-the-scenes tours of innovative businesses
- Develop your professional skills



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Experience the art of business... *continued from front page*

this event for what it truly is – a valuable investment in your business.”

Expo is always one of the Chamber’s most popular, well-attended networking and business showcasing events. Professionals throughout the Las Vegas valley, who are serious about building their business networks, clear their calendars to ensure they don’t miss this prestigious annual exhibition. The combination trade show and mixer creates an atmosphere of fun and excitement, which is expected to be heightened this year with the addition of this great new venue. The center provides exhibitors and attendees with access to a wealth of new high-tech features, an intimate, gallery-like feel, central location with easy access from I-15 and I-95, and plenty of free parking options.

“The Las Vegas Chamber of Commerce Business Expo was a complete success for us last year,” says Grady Jones, Service Center Manager, Western Exterminator Company,

a 2009 Expo exhibitor. “We actually took orders for several new accounts as we were setting up, so we more than paid for our exhibition booth before we even started! Throughout Expo we did very well on several fronts. We took orders for a good number of commercial and residential accounts, which was exciting, but just as important, we made a great number of lucrative business contacts which, as always with Chamber events, provide the type of ‘grass-roots’ networking successful businesses need - especially in a word-of-mouth community like Las Vegas.”

Business Expo 2010 exhibits are open from Noon-5:00 p.m. on Wednesday, June 23. For more information on how you can be part of the excitement as an attendee or an exhibitor, visit www.lvchamber.com/expo or call 702.641.5822. Expo tickets, priced at \$10 each, can be purchased in advanced through the Chamber or at the door. We’ll see you at the Expo 2010. ■



Business EXPO 2010

Get the most out of Business Expo 2010

Here are some proven techniques for getting the most out of your Business Expo experience:

As an exhibitor (exhibit booths still available)

By now, you probably have decided on your booth display, your take-aways and your staffing schedule. Now is the time to fine-tune your plans. Double check your inventory list, conduct a dry run with employees and make sure your customers and colleagues know you will be at Expo.

If you have not already picked up your complimentary tickets to distribute to customers, call the Chamber at 702.641.5822.

In addition to manning your booth, you will also want to make time to personally visit other exhibits, make contacts and do some networking. Make sure you have enough staff on hand to effectively do this.

Start planning now for the day after Expo! This is where your networking

and exhibiting really pays off. Chances are you will have a list of potential customers waiting for follow-up calls to set meetings, conduct consultations and otherwise touch base. Make sure you have a system in place for quickly and efficiently following up on your Expo leads to ensure you do not lose business.

As an attendee

Purchase your tickets in advance by visiting www.lvchamber.com or call 702.641.5822. Bring friends or colleagues or purchase extra tickets to give to your best customers.

Come prepared – bring plenty of business cards. If there are particular products or services you are in the market for, consult the Expo website and see what exhibits you want to visit first.

Need more than a few minutes of an exhibitor’s time to discuss business? Schedule a follow-up appointment or phone call on the spot. This ensures you get one-on-one time.

New encryption laws... *continued from page 8*

encrypted. The statute contains limited exemptions for certain types of business transactions, but as before, its provisions cannot be waived.

The new statute maintains and strengthens some of the safe harbors established in the previous law. Businesses that properly encrypt their data remain exempt from the state’s data-breach notification rules. Businesses can still sue anyone who unlawfully obtains or benefits from use of personal information held by the business, obtaining damages which include attorney fees and costs. In addition, the law now specifies that businesses complying with its requirements cannot be held liable for damages for a breach, unless that breach is the result of gross

negligence or intentional misconduct by the business, its officers, employees or agents.

Along with these safe harbors comes a potential pitfall. Although the statute does not expressly create a private cause of action for a data security breach, plaintiffs may argue that the safe harbor language leaves businesses that fail to comply open to such suits. In addition, the State Attorney General or any county district attorney can obtain an injunction against business practices that do not comply with the encryption rules. These provisions may make encryption of personal information in motion the de facto standard of care in Nevada. ■

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The Basics - 10:00 am
Beyond the Basics of Selling on eBay - 2:30 pm
Las Vegas Chamber CenturyLink Business Conference Center
Register in advance: www.7daysale4u.net
Date: June 26, 2010



Shari Smith
eBay Business Consultant

21001 San Ramon Valley Blvd.
A4-414, San Ramon, CA 94583

Phone (925) 307-7015
www.7daysale4u.com
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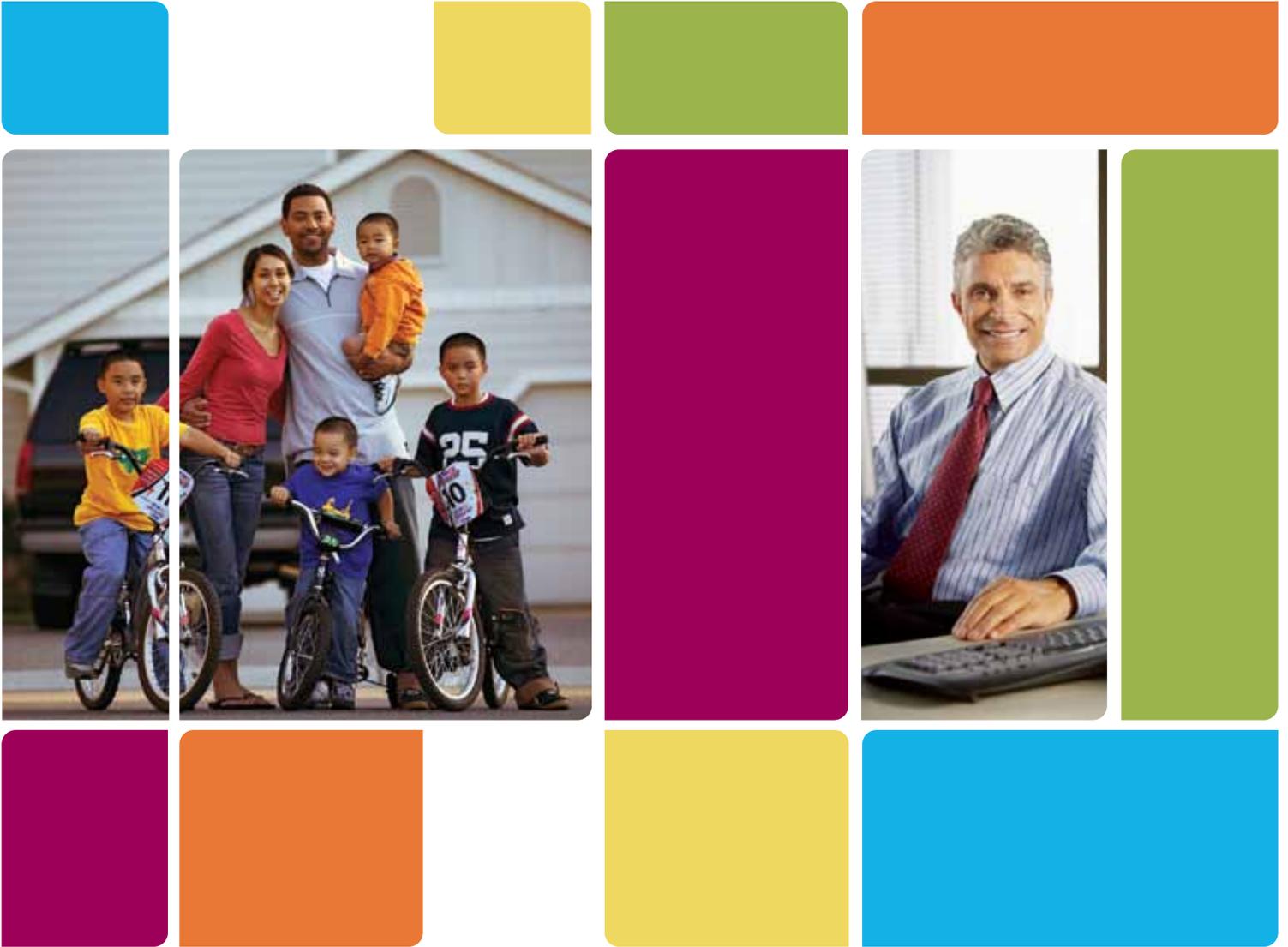
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