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LAS VEGAS METRO CHAMBER OF COMMERCE

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fostering innovative spirit

**KRISTIN MCMILLAN
PRESIDENT & CEO**

T

his month, we take a deep dive into the startup scene in Las Vegas and why it is becoming such an integral piece of the Southern Nevada business landscape.

Coming on the heels of an impressive showing at South by Southwest (SXSW) – the annual powerhouse convention that showcases the latest and greatest innovations in technology, film and media – the Las Vegas startup scene has been expanding its voice by seizing opportunities and discovering new ways to carve out niches in the local, national and, often global, marketplace.

The Metro Chamber, having recognized the importance of high-tech and high-growth startups in the Las Vegas Valley, launched JumpStart Vegas. This is a resource for startups that connects entrepreneurs with traditional businesses and support systems to help them grow, flourish and sustain. In connection with JumpStart Vegas, the Metro Chamber will present the first “Start You Up” boot camp on April 20. This intense four-hour power session, led by Janice Fraser, Lean Startup methodology leader and founder of LUXr, will give startups the tools they need to take the first integral steps to building their businesses.

these businesses are integral to the sustainability of a thriving business community

As you delve into this month’s cover story, you will find that the startup scene in Las Vegas isn’t just one industry or company. There is a diverse mix of entrepreneurs that make up the unique fabric of the startup ecosystem, and they are tackling big ideas in individualistic ways. Consider, for example, Walls 360, which creates murals for office space that can be taken down and reconfigured until exactly right, or Wedgies, which generates customer polls that yield results in real time: these are just two examples of the proliferating set of entrepreneurs who are addressing issues, streamlining processes and creating better and more efficient ways to live and work.

To cultivate and foster our own regional growth and competitiveness, we must work collectively to encourage these new ideas and to nurture our community’s entrepreneurs. These businesses are integral to the sustainability of a thriving business community. As business owners and operators, we each have a stake in the success of the startup scene. I encourage you to reach out, through JumpStart Vegas, to help these startup businesses and entrepreneurs. Share expertise. Offer services. Be creative and help foster the innovative spirit of the entrepreneurial ecosystem in Southern Nevada. For more information on how you can get involved with JumpStart Vegas, visit JumpStartLV.com or call 702.641.5822.

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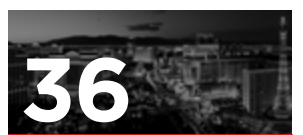
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President & CEO

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chamber news

elaine wynn shares perspective on education at chamber's may luncheon



Elaine Wynn will be the keynote speaker at the Las Vegas Metro Chamber of Commerce Business Power Luncheon on Wednesday, May 8. Wynn will share her perspective on education reform and the progress the State Board of Education is making in its mission to improve K-12 education in Nevada.

As the president of the State Board of Education, Wynn leads the statewide governing body that sets K-12 education policy in Nevada. The mission of the State Board of Education is to elevate student performance by ensuring opportunity, facilitating learning and promoting excellence in the classroom.

Wynn has served as Director of Wynn Resorts since 2000, and has helped guide that company's successful expansion. She is an active community leader and hands-on advocate for education excellence. In 2010, she was appointed by then-Governor Jim Gibbons to co-chair the Education Reform Blue Ribbon Task Force, which made education reform recommendations to the state legislature. She is the founding chairman of Communities in Schools of Nevada, and is the current Chairman of the national board of Communities in Schools. In addition, she serves as a Trustee of the Kennedy Center for the Performing Arts, a board member of the Los Angeles County Museum of Art and a board member of the Library of Congress Trust Fund. She is a Founder of The Smith Center for the Performing Arts and is a past Chairman of the UNLV Foundation.

Also at the luncheon, Jan L. Jones Blackhurst will be awarded the Free Enterprise Award by Nevada Taxpayers Association, Employers Association of Southern Nevada and the Metro Chamber. The award is presented annually to a distinguished community leader who has made a significant and lasting impact on the Southern Nevada economy.

Jones Blackhurst is Executive Vice President, Communications & Government Relations for Caesars Entertainment Corporation. Prior to joining the company in 1999, Jones Blackhurst served two terms as mayor of the City of Las Vegas. During her eight-year tenure, Las Vegas was the fastest growing city in America and was named the No. 1 city in the nation for entrepreneurs by Inc. magazine.

The luncheon will be Wednesday, May 8, at the Rio All-Suites Resort & Casino. Check-in will begin at 11:30 a.m., and lunch and program is from Noon to 1:00 p.m. Cost is \$50 for members and \$60 for non-members. Tables of ten are \$500 and include two passes to meet-and-greet reception. To register, go to LVChamber.com or call 702-641-5822.



get your cse nominations in!

Reward those individuals who give you great customer service by nominating them for a Customer Service Excellence Award. The deadline for inclusion in the May 30 recognition breakfast is April 30. Nominating is easy and quick, and can be done online at LVChamber.com/cse or by emailing comments and notes of commendation to cse@lvchamber.com. For more information on this free program managed in partnership between the Metro Chamber and the Las Vegas Convention and Visitors Authority, call 702.641.5822 or visit LVChamber.com.

president's club & executive level reception at the inNEVation center

Join the Metro Chamber for a President's Club and Executive Level Reception on May 1, at The inNEVation Center. Build high-level business relationships with fellow business leaders. Also the host of Startup Weekend Las Vegas, this is your chance to check out the state-of-the-art coworking space that the Las Vegas entrepreneur network is using to collaborate with business leaders, mentors, investors and educators.

The inNEVation Center
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news you need

unlv receives favorable national rankings

With nationally ranked programs in Hotel, Creative Writing and Fine Arts, UNLV recently had 18 other departments or programs crack the *U.S. News and World Report Ranking's* "Top 150." The Boyd School of Law reached its highest-ever national ranking at 68th overall, third in legal writing, and 11th in dispute resolution. The School of Nursing ranked among the top 20 online graduate nursing programs and ranked 18th out of 101 online Master of Science nursing programs. The Lee Business School's part-time MBA program ranked 79 out of 282 on the list of best business graduate programs. Civil and Environmental Engineering and Construction cracked the top 100 for the first time at 97, and eleven other graduate programs were also ranked in the top 150.



clark county sewer rates to drop 4%

The Las Vegas Metro Chamber of Commerce recently advocated for the passage of a rate reduction for Clark County commercial and residential sewer customers. County commissioners, acting as the Board of Trustees for the Clark County Water Reclamation District, decided on a four percent reduction that will take effect July 1. According to the county's analysis of operating and capital budgets, the cut will be sustainable for the next five years while still maintaining the projected capital spending of more than \$700 million. The district serves more than 9,000 commercial customers.

revised form i-9 must be used after may 7

U.S. Citizenship and Immigration Services (USCIS) recently released a revised Employee Eligibility Verification Form I-9. Revisions include new fields, reformatting to reduce errors and clearer instructions to both employees and employers. Employers may use either the previously accepted form or the revised form until May 7, 2013. To be sure you have the correct form, check the revision date on the lower left corner of the form. Current employees do not need to complete the new form if a properly completed Form I-9 is already on file. For downloadable forms and more information, visit uscis.gov.

silver state investor forum to provide strategy, resources

The Silver State Investor Forum will be held Thursday, April 4, at the Wynn Las Vegas, and will bring together investors, companies, service providers and government agencies. Discussions will center on strategies to raise private capital in Nevada, realities and myths surrounding venture capital investments, resources available through the State of Nevada and the Silver State Opportunities Fund. For more information and to register, visit hamiltonlane.cvent.com/nvssof.

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save money on your prescriptions with nevada drug card



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to the Chamber's key local government policies priorities, including budget, business fees and services, business licensing, collective bargaining, employee contracts and policies that encourage job creation.

"The Chamber's Government Affairs Committee was impressed by the quality of candidates in several races and their understanding of issues impacting the business community. As the races proceed, the Chamber looks forward to the candidates engaging in public policy dialogues, giving voters a clear understanding of their respective approaches to important local government challenges," says Anderson.

For more information on the general election on Tuesday, June 4, visit ClarkCountyNV.gov.

The Las Vegas Metro Chamber of Commerce announced its endorsement of candidates in several local races for the city elections.

The Chamber endorsed former State Senator John Lee for Mayor of North Las Vegas. Lee, also a small business owner and employer, would bring to the office a solid combination of public policy and business experience at a critical time when the city is still facing financial burdens. Additionally, as a former legislator and chairman of the Nevada State Senate Government Affairs Committee, Lee has a strong understanding of local government issues and their relationship to state government.

"As a small business owner who has created jobs, met payroll and operated within a budget, John Lee would bring a practical business perspective to addressing the important financial issues facing North Las Vegas. In the Chamber's experience in working with him in the state legislature, we have found John to be an inclusive leader who proactively brings together interested parties, including the business community, to develop solutions to

tough problems. We believe he will bring this same leadership style to the office of mayor," says Hugh Anderson, chairman of the Chamber's Government Affairs Committee (GAC).

In addition, the Chamber endorsed Jared Hardy in the open Ward 1 seat and incumbent Anita Wood in Ward 3. This is the first municipal election since the merger of the Las Vegas and North Las Vegas chambers, giving the combined Metro Chamber an opportunity to weigh in on the important North Las Vegas city races.

In the City of Las Vegas council races, the Chamber endorsed incumbents Bob Beers (Ward 2), Stavros Anthony (Ward 4) and Steve Ross (Ward 6). The GAC pointed to the understanding of business issues and willingness to work with the business community in addressing public policy issues.

The Chamber chose not to endorse in City of Henderson races.

Endorsements are made by the Chamber's Government Affairs Committee. The GAC and Chamber staff met with candidates, who were questioned on topics relating

For questions or inquiries regarding candidate endorsements, please contact the Chamber's Government Affairs department at **702.641.5822**.

CITY OF NORTH LAS VEGAS

Mayor: John Lee
Ward 1: Jared Hardy
Ward 3: Anita Wood

CITY OF LAS VEGAS

Ward 2: Bob Beers
Ward 4: Stavros Anthony
Ward 6: Steve Ross

chamber insurance & benefits

APRIL IS “CANCER CONTROL MONTH:”
SIMPLE STEPS TO STAY HEALTHY



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Each year the president marks April as “Cancer Control Month,” in an effort to rededicate the nation in the fight against cancer and the battle in finding a cure. It is estimated that about 577,000 men and women will die of some sort

of cancer this year. In the past two decades this number has dramatically dropped due to early detection and advances in the treatment of cancer. Let’s continue to reduce the amount of lives affected by this terrible disease.

Cancer and diet

Research shows that a large percentage of cancer-related deaths may be directly linked to lifestyle choices such as smoking, drinking, a lack of exercise, and an unhealthy diet. Avoiding cigarettes, limiting alcohol, and getting regular exercise are a great start to an anti-cancer lifestyle.

Keep weight under control

Many cancers are associated with obesity so strive to stay as close to your optimal weight as possible. Men can benefit by keeping their waist measurement to less than 40 inches and women, to less than 35 inches.

Get moving every day

Exercise can be beneficial to cancer prevention. It is recommended that you get at least 30 minutes a day of physical activity or 150 minutes per week, which ever fits into your lifestyle best. Remember, make exercise fun. Then it won’t feel like work.

Eat brightly colored foods

Fruits and vegetables are packed with antioxidants and phytochemicals that protect us against cancer. The greater the variety of colors that you include; the more you benefit, since different colors are rich in different phytochemicals and antioxidants.



“Take care
of your body.
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place you
have to live.”

~ Jim Rohn

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your scene | you're seen



business
power
luncheon



More than 350 attendees turned out for an afternoon of demonstrations from some of the elite units from Nellis Air Force Base and to hear Major General Jeffrey G. Lofgren's remarks on the community impact of the military in Las Vegas. In 2012, Nellis Air Force Base had an economic impact of more than \$5 billion to Las Vegas. The military also employs more than 12,000 military and civilian personnel in the Valley.



president's club
& executive level
reception at the
mob museum



More than 100 Metro Chamber President's Club and Executive Level members built new business connections and initiated productive, meaningful conversations against the backdrop of the notorious battle between organized crime and law enforcement.

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STARTUP CITY: WHY LAS VEGAS IS THE PLACE TO BE

A

n online polling platform that shows results in real time, allowing people to text in their responses and immediately see the results. An electronic ticketing system that brings ease and sharing options to online ticket purchasing. An aesthetic and modern approach to putting your individuality in your home and office, and any other surface. These are just a few of the startups that are burgeoning, expanding and becoming a major piece of the business landscape in Southern Nevada.

In the last few years, entrepreneurship has bloomed and proliferated in the Las Vegas Valley. Why is Las Vegas particularly attractive when it comes to startup businesses? Young companies are moving here from all over the country, including Ticket Cake, an electronic ticketing service with event promotion and consulting capabilities, social media share options and an accessible user interface. The company moved its base of operations from Salt Lake City to Las Vegas to be a part of the VegasTech community in Downtown Las Vegas and help accelerate their growth. Also helping along their decision was the uniqueness of the Las Vegas entertainment and nightlife scene, giving them a firsthand look at the latest in event planning and venues.

“las vegas has put its own spin on entrepreneurship, infusing energy, entertainment and the liveliness of the city into its startup community...”

startup glossary

A QUICK WAY TO GET
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Walls 360, an on-demand wall graphics company that uses materials that can be re-positioned and reused, specifically chose Las Vegas as its base of operations because of the business-friendly environment of Southern Nevada and the growing arts community, according to Tavia Campbell, co-founder and COO of the company. "As an e-commerce and manufacturing company we wanted our startup dollars to go as far as possible. Since Nevada has no corporate taxes, inventory tax or third shift premium, this allows us to invest more money into the growth of our business and pass that savings along to our customers."

The Las Vegas Metro Chamber of Commerce also recently launched JumpStart Vegas, a support system that connects entrepreneurs and burgeoning startups with tools and resources to help their businesses get off the ground and running. Guided by an "e-council" of entrepreneurs in Las Vegas, JumpStart Vegas has quickly become part of the fabric of the startup community. With JumpStart Vegas, traditional companies can connect with startups to create a culture of early adoption, as well as give startups the opportunity to support existing local businesses when selecting their vendors. Through JumpStart Vegas, the Metro Chamber is taking a lead role in Startup Weekend in May by connecting these startups with resources they need. Additionally, JumpStart Vegas is holding its first Start You Up Bootcamp on April 20, to help entrepreneurs prepare for startup weekend. Support of the startup community gives these companies and entrepreneurs a better chance of succeeding, and successful startups lead to a more vibrant and diverse economy, job creation and fostering a globally competitive environment for new businesses and industries. A flourishing entrepreneurial ecosystem is a boon for the entirety of the Las Vegas Valley, and with the national spotlight on Las Vegas, there is an opportunity to embrace this dynamic and growing group of businesses and ensure they receive the tools, resources and support they need to establish their businesses.



Accelerator – A program designed to assist startup businesses with resources to increase the chances of their success, usually in a truncated, intensive time period

Angel Investor – An individual who invests his or her money in an entrepreneurial company, most of the time in its founding phases and often regarded as a midway point between familial loans from family and friends and venture capital

Coworking – A dynamic hub of connection and collaboration with open spaces, conferencing and team building, complemented by unique workshops, events, discussions and other activities

Crowdfunding – The practice of funding a project or venture by raising small increments of money from a large pool of people, typically through the Internet

Hackathon – A gathering of computer programmers to engage in collaborative coding in an intense, extreme manner over a short period of time; also known as a hackday, hackfest or codefest

Incubator – A program designed to assist startup businesses with resources to increase the chances of their success; usually a longer period of time to develop ideas, strategy and resources

Jelly – A casual meet-up or get-together of innovative, driven people passionate about their projects and seeking collaboration and feedback from others

Meetup – An activity or get-together that regularly convenes entrepreneurs, investors and the innovation community to learn and share ideas and resources



Las Vegas has been named as one of the destinations for startups by several sources, including *Forbes* magazine, which ranked Las Vegas sixth on its list of hot tech startup cities in 2012. Las Vegas has put its own spin on entrepreneurship, infusing energy, entertainment and the liveliness of the city into its startup community, creating a collaborative swarm of fresh ideas and talent. Startup tech companies have a support structure in terms of collaboration and conversation, with jellies and meetups providing an outlet for entrepreneurs to come together and share ideas. The Downtown Project also recently began hosting a weekly speaker series and CEO dinners, adding a mentorship aspect to the startup support system. Together, these components work together in the spirit of co-working and collaboration to help create a community that fosters cooperation and teamwork, in a style that is uniquely Vegas in nature. "It's been wonderful to watch how many community resources are available to technology startups in town," says Porter Haney, president of Wedgies.com, a polling platform that allows users

“a flourishing entrepreneurial ecosystem is a boon for the entirety of the las vegas valley”

to see results in real-time. "We've been able to participate in Hackathons and Startup Weekends, events focused on gathering technical people together and building a usable prototype. These kinds of events are great for our company because we meet and work with new people all while getting a chance to build something outside of our core business."

With the influx of support and resources from the business community - from The inNEVation Center, a coworking environment meant to inspire innovation and collaboration from Switch, and Tony Hsieh's Downtown

Project, which flows millions of dollars in capital, support and other resources into the startup community, along with several other businesses in the Valley donating or discounting their services to help realize growth for these startups - Las Vegas has become a hotspot for high-tech, high-growth startup companies.

University of Nevada, Las Vegas (UNLV) has also recognized the need and growth of startups in the area through Lee Business School's Center for Entrepreneurship and promoting tech transfer and the support of intellectual property developed at the university with the potential for commercialization, workforce development and the eventual creation of new business in the region. With the recent categorization by the Carnegie Foundation for the Advancement of Teaching as a high research activity university, UNLV's research and entrepreneurship programs are helping to facilitate new ideas and produce new generations of entrepreneurs and startups.

The startup scene in Las Vegas is also enjoying national and international recognition. VegasTech, a collaborative effort of the tech community, had a presence at South by Southwest (SXSW),

the convention held annually in Austin, Texas, that converges leaders of innovation in technology, film, music and media. SXSW attracts hundreds of thousands of attendees annually and is one of the major platforms for what's next for innovation and the creative tech sector. Representatives of VegasTech were represented at SXSW's tradeshow, a tech lounge and a networking event with more than 3,000 guests. VegasTech's involvement in the event was organized independently by community leaders and sponsored by startup support resources in the community, such as Switch, UNLV and the Governor's Office of Economic Development. The Metro Chamber JumpStart team joined these startup partners to promote the Las Vegas startup scene. During the convention, VegasTech received national attention from nearly every media outlet covering the event. #VegasTech was also the number one trending hashtag during SXSWi (South By Southwest Interactive). Considering the tech savvy of the crowd, it is a distinction worth noting.

Continuing the themes of collaboration and partnership, SXSW V2V, an extension of the original event with an emphasis on the creative spirit and driving entrepreneurial innovation, will be held in August here in Las Vegas. This represents a major platform for the Vegas startup and entrepreneur scene, and one that will be recognized on the international stage of innovation. As Haney asserts, "It's going to be a great opportunity for us to showcase our community and what we're up to here."

Startups in all areas of development and innovation have embraced Las Vegas as their home and base of operations. The businesses that derive from the entrepreneurial and startup community are diverse, creative and innovative in their approaches. Companies such as Walls 360 and Wedgies are creating a vibrant and dynamic startup community in Las Vegas, with countless others beginning to pop up, either locally or from other regions. They are calling Las Vegas their home. As Campbell notes, "There is a definite community here, and we are proud to be a part of it."



JumpStart Vegas is proud to announce the first Start You Up Bootcamp on Saturday, April 20 at Work in Progress, the coworking facility in Downtown Las Vegas. Whether you are a business person, designer or developer, the bootcamp will get you from startup idea to startup ready in just four hours. Designed to give you the tools you need to take the first steps in building your startup, the program will be led by the globally-recognized leader of Lean Startup methodology and founder of LUXr, Janice Fraser. Early registration is recommended, as capacity for this foundational event is limited. For more information or to register, visit LVChamber.com or call 702.641.5822.

For more information or to get involved with the Metro Chamber's JumpStart Vegas program, visit JumpStartLV.com or call 702.641.5822.



Photos courtesy of Luke Olson & The inNEVation Center

member to member

OPENING THE TRAPPER-KEEPER: WORKING WITH ENTREPRENEURS AND STARTUPS AS AN ESTABLISHED BUSINESS

W

elcome to Las Vegas - we have the 99-cent shrimp cocktail, the \$19 martini, the stretch Hummer limo, and a burgeoning community of entrepreneurs. Wait, what?

As a Las Vegas native, I am all twitter (no pun intended) about the startup community, which is poised to diversify the economic landscape of a town historically dependent on gaming and tourism. If you haven't had the pleasure of being in a room full of laser-focused entrepreneurs, skillfully honing their ideas with visions of funding rounds and IPOs, the energy is palpable and the enthusiasm contagious. As an established business, not to mention in one of the oldest professions on Earth, I often notice a stark disconnect between my way of thinking and that of an entrepreneur. This gap must be bridged so established businesses can support and accelerate these startups. After all, a rising tide lifts all boats. I humbly offer my thoughts on the mindset of the established business versus that of entrepreneurs and startups.

...the startup mindset is collaborative

This analogy will surely date me, but I envision established businesses operating behind a propped-up Trapper-Keeper, much like we did in grade school, fiercely concealing our work for fear of being surpassed by the competition. The old mindset conjures images of stepping on peers to climb the corporate ladder and ensuring that ladder is as tall and vertical as possible, to ensure those at the top stay there.

By contrast, the startup mindset is strikingly collaborative. Gone are the days of walled offices or even cubicles. Co-working facilities provide open, collaborative work environments where entrepreneurs from different companies feed off one another's energy and elicit help in a setting markedly devoid of competition. It isn't uncommon for startups to fully expose their ideas in a forum to seek feedback that can be seen in the next iteration of the idea. Lawyers like me have



nightmares when intellectual property protection is but an afterthought. However, exceptional accomplishments and blissful freedom come about when entrepreneurs put away the Trapper-Keeper and all sit at the same table in the cafeteria.

Where old business is protective, secretive, and insular, the startup mindset is collaborative, open source and community focused. It is my belief that the startup mindset will eventually permeate all industries; it's already begun in banking and professional services where relationships are now prioritized over production numbers. As an established business seeking to serve the startup community, it's important to both acknowledge and respect the difference between the two mindsets and do your part to bridge the gap.



By: Gina Bongiovi,
Attorney/MBA, Bongiovi Law Firm,
Twitter handle: @LawyerGina

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what's happening

PLACES TO BE. PEOPLE TO MEET. THINGS TO KNOW. IN APRIL.

business after hours



Join the Las Vegas Metro Chamber of Commerce, the Las Vegas Convention and Visitors Authority and the Las Vegas 51s as we celebrate Cashman Center & Field's 30th Anniversary.

APRIL **17**

how to register:

Visit LVChamber.com and click on the Events Calendar.
Call 702.641.5822.

The Las Vegas Metro Chamber of Commerce is located in the Town Square shopping center:

6671 Las Vegas Blvd. South, Suite 300
Las Vegas, NV 89119

02

TUESDAY, APRIL 2 VYP MORNING BUZZ

Enjoy a FREE light breakfast and meet VYP Ambassadors as well as members of the Advisory Council for a small, informal question and answer session.

7:30 - 8:30 a.m.

Las Vegas Metro Chamber of Commerce*
Complimentary.

02

TUESDAY, APRIL 2 CHAMBER CONNECTIONS

Join this established dedicated leads group made up of professionals from a variety of industries. Limited openings available; call for space availability.

5:30 - 7:00 p.m.

Las Vegas Metro Chamber of Commerce*
\$120 every six months. Chamber members only.

03

WEDNESDAY, APRIL 3 CHAMBER CONNECTIONS SEE APRIL 2 FOR DETAILS.

08

MONDAY, APRIL 8 VEGAS YOUNG PROFESSIONALS TOASTMASTERS

The VYP Toastmasters group is for all members to aid in the development of speaking, presentation and leadership skills.

6:30 - 8:00 p.m.

Usr lib, 520 E. Fremont St. (in the Emergency Arts Building)

FREE for guests

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

09

TUESDAY, APRIL 9 CHAMBER VOICES TOASTMASTERS

Become a better speaker and a more effective presenter by joining Chamber Voices Toastmasters. Open to all members.

10:45 a.m. - Noon

Las Vegas Metro Chamber of Commerce*
\$54 every six months. Guests always complimentary.

00 - CHAMBER EVENT

00 - VYP EVENT

*Event to be held in the Conference Center at the Las Vegas Metro Chamber of Commerce



april sponsors and hosts:



17

**WEDNESDAY, APRIL 17
BUSINESS AFTER HOURS**

Join the Las Vegas Metro Chamber of Commerce, the Las Vegas Convention and Visitors Authority and the Las Vegas 51s as we celebrate Cashman Center & Field's 30th Anniversary.

5:30 - 7:30 p.m.
Cashman Center and Field in the Club Level Restaurant & Skyy Bar (Adults only)

850 Las Vegas Blvd N
Las Vegas, NV 89101

Sponsored by: CIB and CenturyLink

19

**FRIDAY, APRIL 19
HEALTHCARE POLICY COMMITTEE MEETING**

This committee addresses the issues facing the health care industry.

2:00 - 4:00 p.m.

Las Vegas Metro Chamber of Commerce*
Exclusive to Chamber members and their employees.

20

**SATURDAY, APRIL 20
START YOU UP BOOTCAMP**

Whether you're a business person, designer or developer, Start You Up Bootcamp will get you from startup idea to startup ready in just four hours.

1:00 - 5:00 p.m.

Work in Progress
317 S 6th Street
Las Vegas, Las Vegas 89101

\$10.00 per person

Sponsored by: Work in Progress

22

**MONDAY, APRIL 22
VEGAS YOUNG PROFESSIONALS
TOASTMASTERS
SEE APRIL 8 FOR DETAILS.**

23

**TUESDAY, APRIL 23
MORNING MINGLE**

Learn how to maximize your Chamber membership by attending this breakfast series hosted by the Chamber Prospectors, who will give firsthand accounts of how they used the Chamber to build their businesses.

7:30 - 8:00 a.m. Registration

8:00 - 9:30 a.m. Program

Las Vegas Metro Chamber of Commerce*

Sponsored By: Chamber Insurance & Benefits, Allstate

23

**TUESDAY, APRIL 23
CHAMBER VOICES TOASTMASTERS
SEE APRIL 9.**

11

**THURSDAY, APRIL 11
VYP FUSION MIXER**

Join VYP for a night of great networking with Vegas' best young professionals. Don't miss your chance to make new business connections.

6:00 - 8:00 p.m.

Blue Martini

6593 Las Vegas Blvd S

Las Vegas, NV 89119

Sponsored by: CIB, Cox, Wells Fargo, United Healthcare

16

**TUESDAY, APRIL 16
CHAMBER CONNECTIONS
SEE APRIL 2 FOR DETAILS.**

16

**WEDNESDAY, APRIL 17
CHAMBER CONNECTIONS
SEE APRIL 2 FOR DETAILS.**

spotlights

(B) Karen Cashman - President - Retail Division and Owner, 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 divisions and Karen Cashman, president of the retail division, oversees 15 photographic retail stores. She 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.

(A) Ric Jimenez - General Manager, Boulevard Mall:

Ric Jimenez is responsible for coordinating and managing the Boulevard Mall's 140 retail boutiques and restaurants, as well as handling the daily operations and tenant relations. Active in the community, Jimenez is involved in the Las Vegas Metro Chamber of Commerce, Las Vegas Latin Chamber of Commerce and the UNLV Alumni Association. He received his degree in Business Administration from the University of Nevada, Las Vegas and is certified as a Project Management Professional by Project Management Institute.



(D) Jason Bruckman - Regional Vice President, The Eastridge Group of Staffing Companies:

Jason Bruckman is the regional vice president of The Eastridge Group of Staffing Companies, a privately held staffing firm that has been named among the top 100 US staffing companies in both the private and public sectors. With more than twelve years of staffing experience and his MBA in entrepreneurship and finance, Bruckman oversees the day-to-day success of Eastridge's divisions by delivering effective workforce solutions to clients within the administrative, convention, IT, legal, light industrial and health care industries.

(C) Gregg Olewinski - Vice President, Discount Tire Co.:

Gregg Olewinski is responsible for the overall operations of Discount Tire's Nevada Region. In his role as vice president, he establishes sales and profitability goals as well as designs sales programs and strategies for retail store outlets in the region. Olewinski has been with Discount Tire since 1983, and was appointed vice president of the Nevada region in 2005. Olewinski has completed Executive Training courses at The Thunderbird Garvin School of International Management.

president's
club

John Repetti

Sr. Vice President,
Fremont Hotel & Casino

In 2003, John Repetti was promoted to senior vice president and director of operations for the Boyd Gaming downtown region. He is also the general manager of the Fremont Hotel & Casino. Repetti 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 the California Hotel & Casino in January 1976.

Stefan Gastager

President,
Hofbrauhaus Las Vegas

Stefan Gastager visited Las Vegas in 2000 and decided to introduce high-quality Bavarian food, premium beer and coziness - "Gematlichkeit"- to the country at a location that would appeal to tourists and locals. Partners Klaus Gastager, Franz Krondorfer and Anton Sinzger spent three years making Hofbrauhaus a reality. They have created an authentic replica of the Munich Hofbrauhaus that was originally commissioned in 1589 by King William V.

Ronda Henderson

Principal,
Service Point LLC

During the economic downturn in Las Vegas, Ronda Henderson founded Service Point, a sales management consulting company. As President of Service Point, she has helped her clients increase their revenue by as much as 33 percent in one year. Previously, Henderson served as director of sales for a printing company in Maryland as well as the operations manager of a billion dollar document storage company. She is not only a successful business owner, but also a talented golfer, having played professionally for several years.



executive
level

James Peters

CEO,
Integress Financial

James Peters leads Integress Financial, overseeing portfolio management, client financial advisory and business strategy. Prior to co-founding Integress, he was a senior investment associate at The Private Banking and Investment Group of Merrill Lynch, where he managed more than \$100 million of client assets, and was responsible for client communications and financial planning. Peters holds the Chartered Financial Analyst (CFA) and Certified Financial Planner (CFP) designations. He graduated from UNLV, majoring in both financial services and managerial finance.

Robert Gronauer

Managing Partner,
Kaempfer Crowell Renshaw
Gronauer & Fiorentino

Bob Gronauer is the managing partner of the firm and is also a senior member of the firm's Government Affairs Department. He has been with the firm since 1996. His practice primarily focuses on zoning and land use law at the local government level. He has represented developers to obtain approvals to expand the gaming enterprise district for hotels and casinos in the Las Vegas Valley. Additionally, Gronauer has negotiated and drafted development agreements for several master-planned communities and large scale developments.

Janet Lee

President,
TheLivingPages

A civil engineering graduate of the Seneca College of Applied Arts and Technology, Janet Lee has gained her experience through managing several restaurants in Toronto, Canada, and today, as a founder and CEO of TheLivingPages. Her personal passion for success has been driven solely by helping small businesses fight the large competitors and by turning obstacles into opportunities. With her focus on optimum and effective marketing, Lee has brought forth an empowering tool for Vegas' small business - a voice.

member insights

ADMINISTRATIVE PROFESSIONALS WEEK IS APRIL 22-28. WHAT IS YOUR BEST TIP FOR HONORING YOUR ADMINISTRATIVE PROFESSIONALS?

As for the hard working and very dedicated Administrative Professionals, one of the nicest things we did one year was take them to Mandarin Oriental's High Tea where the view of the Strip is fabulous and we all relaxed on their sofas and shared tea and sandwiches. They felt very special and "loved it!"

[Vicky VanMeetren, President & Chief Executive Officer, St. Rose Dominican Hospitals, San Martín Campus](#) (A)

Reliant Programming doesn't just show their appreciation for their administrators one day a year. We show it every day by telling our administrators how great they are and what a fabulous job they do. You should thank your admins whenever you can. However, it never hurts to bring them cupcakes on Administrative Professionals Day.

[Robin Bigda, Base Control, GetDocsNow.com](#)

We show appreciation in different ways: contests for morale, recognizing accomplishments with rewards and twice a month, we buy them lunch. We also have them go as a team to a place of their choice once a year for an outing while we cover the office. Most importantly, we ask for their input regarding company decisions as they know our customers. It also shows that we value their opinions.

[Grady Jones, Service Center Manager, Western Exterminator](#)

The first sign of real appreciation is the genuine desire to express it, so show your gratitude on Administrative Professionals Day with some effort and creativity! Cards are cards. Flowers are easy. Decorate their workspace, spotlight them on your blog - SHOW them how much they are valued.

[Chauntelle C. Popp, Marketing Director, TheOfficeSquad](#) (B)

I consider my administrative personnel as the most elite group of professionals in my company. Constant encouragement and acknowledgment of their efforts goes a long way. Aside from the material forms of recognition each of them deserves, we can also honor them by fully dedicating our time and support to their needs.

[Louie N. Cellona, COO/Co-Founder, Liaison Behavioral Health & Community Outreach](#) (C)

We honor our administrative professionals annually by taking them to lunch at a restaurant of their choice and giving them the rest of the day off.

[Christopher M. Jones, President, Sparrow Wealth Management](#) (D)



We honor our administrative staff by acknowledging the work they do on a daily basis. They are the first point of contact for every phone call, client or connection made with our office.

[Juanita Gay, Agency Development Director, Bridge Counseling Associates](#) (E)

Give honest and sincere appreciation. You can do this by doing something completely off the wall and not normal for yourself. If you've never bought lunch for the entire office, do it! Give them the day off and pay for a day of their choice - spa, movie, relaxing at home.

[Dillon LaBonte, Director of Business Development of Southern Nevada, Dale Carnegie Training of Nevada](#) (F)

For me, it's very important that all team members are aware of the value they bring to the organization and to that end, I like to provide opportunities for everyone to participate in personal development programs. On a material level of honoring great work, I try to get to know what the person likes. It can be a piece of costume jewelry, movie, concert, play, tickets, etc. Time off always seems to be appreciated, too.

[Alan Boyer, CEO, QirraSound Technologies, LLC](#) (G)

think you know las vegas? think again!



W

hat else could you possibly need to know about Las Vegas? Plenty! Leadership Las Vegas brings both seasoned and emerging leaders together for a deep dive into the glittering spectacle that is Las Vegas while exploring the overwhelming need and boundless opportunities existing throughout our community. Over 10 intense sessions, including a two and a half day Gateway kickoff at Nellis Air Force Base, Leadership Las Vegas explores our rich history and complex social, education, business, criminal justice, government, political and media infrastructure.

One recent graduate summed up her Leadership Las Vegas experience this way: "I engaged with incredibly interesting people and unique one-of-a-kind experiences I never would have encountered in my everyday life."

Leadership Las Vegas was created to strengthen and educate community leaders while providing a unique look at the issues that impact Southern Nevada. This exclusive executive development program accepts only 48 participants each year representing a diverse cross section of the community across a wide range of professions and industries. With more than 1,100 graduates, Leadership Las Vegas alumni are making a difference in every aspect of our community.

"The Leadership program has changed how I participate in our community," explains Leadership chair and 2006 graduate, Gina Gavan. "It exposes you to the 'underbelly' of the community by providing access to high-level leaders, experts and community leaders who are shaping policy, driving change and making decisions for Las Vegas. You spend 10 months learning about what fuels Southern Nevada and when you realize how everything we do, or don't do, is connected, you gain a desire to make an impact in the community by giving back. The program inspires you to get involved and activate the experience."

Completed applications are due no later than 4:00 p.m. on Thursday, May 16. To learn more about Leadership Las Vegas, talk to a Leadership Las Vegas alumnus or visit LVChamber.com/leadership-las-vegas. You can also attend the Recruitment Mixer on Thursday, May 9, from 5:00 - 7:00 p.m. inside Silk Road at Vdara Hotel & Spa. To register, visit LVChamber.com or call 702.641.5822.

applications
now available
for leadership
las vegas,
class of 2014



member news

PRESIDENT'S CLUB MEMBER | EXECUTIVE LEVEL

The Las Vegas Metro Chamber of Commerce is proud to provide members with a place to publish their current announcements. Email news items to pr@lvchamber.com or fax to Public Relations at 702.735.0320.

congratulations

Nevada Childhood Cancer Foundation (NCCF) celebrates 20 years of service in 2013. NCCF has provided financial, psychological and educational support services to more than 2,800 children diagnosed with critical illnesses in Southern Nevada since its inception in 1993.

The Las Vegas Review-Journal selected **Gatski Commercial Real Estate** as one of its "Top Workplaces" based on employee feedback.



The Clark County Bar Association inducted Gerald M. Gordon, Esq., a named shareholder in **Gordon Silver**, into the "40 Year Club" at a ceremony and luncheon in March.



The Greater Las Vegas Association of REALTORS' Young Professional Network recognized Heather Mongie as a young leader in the local real estate industry with a Top 40 Under 40 award.



community service



The Riders for Candlelighters cycling team will participate in the 80-mile Tour De Summerlin on April 20, symbolizing their

commitment to end childhood cancer. The team of 60 cyclists has a goal of raising \$100,000 for the **Candlelighters Childhood Cancer Foundation of Nevada**. With nearly four months of training, each rider has committed to raising at least \$1,000 and will rely on family, friends, community support, sponsorships and donations to raise the other \$40,000.

Baby's Bounty recently received donations from **Southwest Gas** and **Cox Charities**. Employees at Southwest Gas raised more than \$18,000 through their charitable giving program, Fuel for Life. Cox Charities donated \$3,000 to the Good Night, Sleep Tight program allowing Baby's Bounty to purchase and distribute portable cribs to 50 babies born into low income families.

PODS Las Vegas recently teamed up with Adopt a Serviceman and collected more than 200 care package items for the servicemen and women of Southern Nevada at an event at the Silverton Hotel Casino. A PODS container was used to safely and securely store the items donated by attendees.

Park Place Infiniti was recently a Heart of Silver sponsor of the "Walk with the Heart of a Child" event, benefiting the Children's Heart Foundation. The dealership had 12 walkers as well as numerous "Virtual Walkers" and won the award for most team spirit at the event.



wheeling and dealing

Intellitext LLC recently expanded its operations to the Las Vegas valley, providing the area with real-time TypeWell transcription, procedural minutes, audio file transcription and video captioning for the deaf/hard of hearing.

HealthCare Partners Nevada, a leading physician-run medical network in Southern Nevada, recently announced the company has acquired **Solari Hospice Care**, a well-established provider of hospice care services in Southern Nevada with 130 employees.

BatteriesInAFlash.com now offers Exell Battery products and has become one of very few domestic assemblers and wholesalers of Eveready replacement parts.

The Sunrise Health System announced that check-in kiosks are now available in the Emergency Department Lobby at **Sunrise Hospital**, **Sunrise Children's Hospital**, **MountainView Hospital** and **Southern Hills Hospital**. A patient will enter their name and reason for visiting the Emergency Department upon arrival. Patients experiencing chest pain will bypass the kiosks to see the triage nurse immediately.



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Contact us directly at 702.388.2999

announcements



Burke Construction Group, Inc. announced the promotion of Anthony Dazzio to chief marketing / governmental affairs officer.

Brownstein Hyatt Farber Schreck announced that Christopher M. Humes has joined its litigation department as an associate with a focus on employee benefits.

Wongu University of Oriental Medicine and Acupuncture recently opened as the first University of Oriental Medicine in Las Vegas.

The Spay & Neuter Center of Southern Nevada announced Dr. Taryn Griffith is the new practice owner and chief veterinarian.

Amy Ayoub, a Las Vegas-based public speaking and presentation skills coach, has been appointed to the National Commission to Eliminate Child Abuse and Neglect Fatalities.



Matthew Fassnacht has been named vice president of **Cox Business** / Hospitality Network, Las Vegas, a full-service, facilities-based provider of advanced voice, video and data business solutions as well as a leading source of in-room video and data technology services to the hotel-gaming industry.

Lindsay Eaton recently joined **Right Lawyers** and will be handling serious car accident cases and work injury cases.



Nevada State Bank has promoted Sandi Milton to senior vice president/ marketing communications and events manager and Brianna McCullough to senior vice president/marketing communications and product campaign manager.

events

City National Bank and **Shred-It** are teaming up again to host the 3rd Annual Shred-A-Thon event. The three hour Shred-A-Thon is open to the general public and is being offered at no charge. The event is April 19, from 9 a.m. to noon at the City National banking centers in Summerlin, 10801 W. Charleston Blvd., Green Valley, 8475 S. Eastern Ave., and North Las Vegas, 4310 W. Cheyenne Ave. Due to growing demand, there will be a four box limit per person/vehicle.

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north las vegas



PAYING IT FORWARD: A LEADERSHIP NORTH LAS VEGAS MOMENT

By Shaundell Newsome, Leadership NLV Chair

L

eadership North Las Vegas (LNLV) Education Day on February 8 started like all days. The class had two phenomenal speakers with great information from Clark County School District. Beverly Mason spoke about community engagement. The legendary retired principal, Beverly Mathis, talked about how the “village”

can affect the entire education system and the children it serves. But the highlight of the day was yet to come.

After hearing about how the private sector can assist with public education and the impact it produces, the group scurried over to Rainbow Dreams Academy, a public charter school which qualifies for Title One funding because more than 80 percent of the students qualify for free and reduced lunch. “These are the students who we wanted to serve,” stated Diane Pollard, founder and chair of Rainbow Dreams Academy board. Prior to opening the school, Mrs. Pollard and her husband, Dr. Anthony Pollard, started the Anthony L. Pollard Foundation, which provided college scholarships to youth. Mrs. Pollard held back tears while talking about the children she currently serves and students who were using the scholarships in college, and how they would hopefully return and help others. Suddenly, DeAndre Esteen, a current participant in this year’s LNLV class, gazed astonishingly toward the speaker and asked, “Did you say you give scholarships?”

After Mrs. Pollard confirmed, DeAndre smiled and replied, “You gave me a scholarship a few years ago and now I am here.” They both jumped from their seats and tightly embraced one another.

This is really what Leadership is all about. Paying it forward is a concept that is often just an illusion. DeAndre currently works at The Shade Tree, which provides safe shelter to homeless women and children in crisis. He is in the LNLV program to give back to the community in which he grew up. LNLV is setting the foundation for him to continue his journey in “paying it forward.”

Applications are now available for Leadership North Las Vegas, Class of 2014, by visiting LVChamber.com/leadership-north-las-vegas.

SAVE THE DATE

LOOK NORTH BREAKFAST

Save the date for the next Look North Breakfast on Wednesday, May 15. Updates on topic, location, and panelists will be available soon. For details as they are released, visit LVChamber.com or call 702.641.5822.

NORTH LAS VEGAS CITY WALK

On March 25, the Las Vegas Metro Chamber of Commerce teamed up with North Las Vegas City Mayor Pro Tem Goynes-Brown and North Las Vegas city officials to visit business owners and employers in Ward 2. Volunteers were given an opportunity to talk to local businesses about city programs, business resources and partnerships, and convened afterwards for a debriefing. City Walks give the Metro Chamber and city officials valuable insight into the business community of North Las Vegas, as well as the challenges and opportunities that exist in the current business climate. For more information on upcoming City Walks, visit LVChamber.com or call 702.641.5822.

Reach Chamber members every month

In one publication dedicated to promoting our members and the business issues that concern them.



net rates*

Inside Front Cover	\$2430
Full Page	\$1905
1/2 Page	\$1065
1/4 Page	\$585

*Net rates for 12 insertion commitment, also includes a monthly ad on lvchamber.com



Contact: Cindy Slanec 702.383.0483

GET AHEAD. GET CONNECTED. GET YOUR BOOTH.

LAS VEGAS
METRO
CHAMBER OF COMMERCE

WEDNESDAY,
JUNE 12

INTERNATIONAL
MARKET CENTERS

business expo



"The Chamber connects my business to the people I need to know. The relationships I have developed through the Chamber have enabled me to build a thriving law practice."

Gina Bongiovi, JD/MBA,
Bongiovi Law Firm

See how the Chamber can help you connect to other businesses, too. Call today for more information.

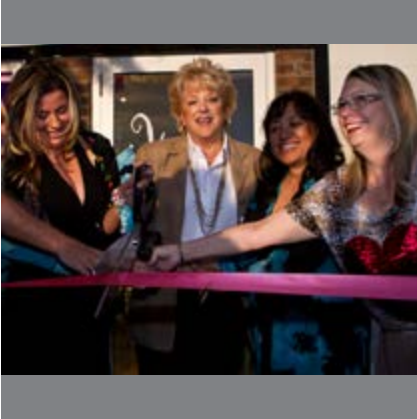
LVChamber.com | 702.641.5822

To reserve your exhibitor booth today, visit LVChamber.com or call 702.641.5822

ribbon cuttings

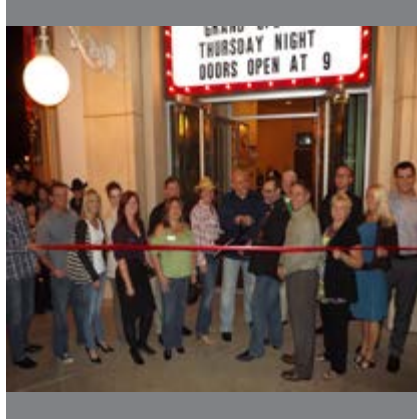
CELEBRATING BUSINESS GROWTH

SPONSORED BY:



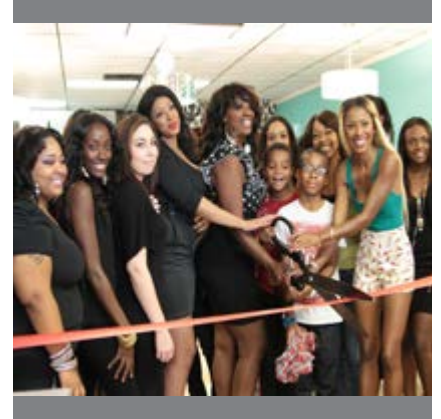
VEXED BY DESIGN

Vexed by Design, LLC commemorated its grand opening with Mayor Carolyn Goodman at 1017 S. First St., Ste. 185 in the Arts District. Call 702.275.7141 or visit vexedlv.com.



STONEY'S ROCKIN COUNTRY

Stoney's Rockin Country celebrated its five-year anniversary and new location at 6611 Las Vegas Blvd. S. at Town Square. Stoney's is open seven days a week and has a retail store and nightclub. Call 702.435.2855 or visit stonesrockincountry.com.



THE WEAVE SCENE

The Weave Scene commemorated its full-service salon, which offers a variety of styles to accommodate every woman's budget. It is located at 1236 S. Rainbow Blvd. Call 702.822.2332 or email theweavescene@gmail.com.



FIRST MED HEALTH

FirstMed Health and Wellness Center commemorated its new Chamber membership and five-year anniversary at 3343 S. Eastern Ave. It is a non-profit providing preventative and primary health care services. Call 702.731.0909 or visit firstmednv.org.



UNITY ONE, INC

Unity One, Inc. celebrated its sixth anniversary in Las Vegas and Chamber membership. It is an industry leader in physical security and security patrol. Call 800.319.5770 or visit unityoneinc.com.



DESERT OASIS AUTO

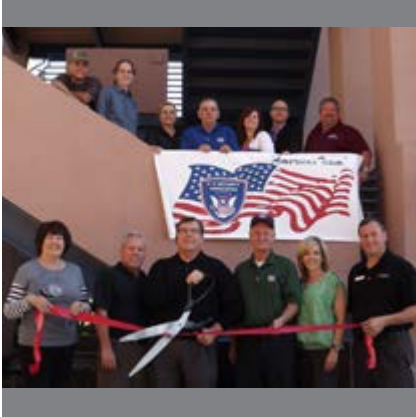
Desert Oasis European Auto Repair celebrates 10 years of quality service, and is family-owned and operated. It offers full service auto repair and maintenance for European imports and is located at 2079 S. Rainbow Blvd. Call 702.255.4090 or visit desertoasisautorepair.com.

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

PC - President's Club

E - Executive Level

\$ - Chamber Member Discount



US SECURITY ASSOCIATES

U.S. Security Associates, Inc., the fourth largest security services company in the country and the second largest U.S.-owned security provider, commemorated 57 years in business. Call 702.425.7867 or visit ussecurityassociates.com.



THE SHUTTER STORE

The Shutter Store commemorated its Chamber membership, new location and two-year anniversary at 7640 Dean Martin Dr., Ste. 505. Call 702.853.2580 or visit theshutterstore.com.



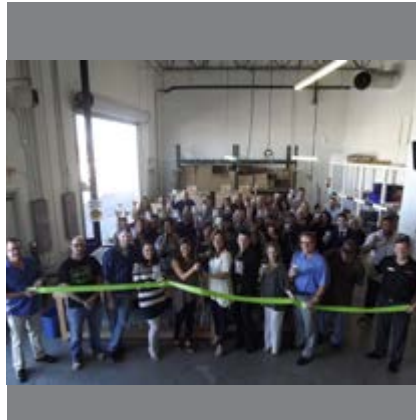
ELPS FRANCHISING GROUP

Elps Franchising Group celebrated its opening at 2620 Regatta Dr., Ste. 23, by providing free seminars to promote franchise awareness to the community. Call 702.553.2367 or visit elpsfranchisinggroup.com.



FIRESTONE RAINBOW

PC Firestone Complete Auto Care celebrated another store opening at 7410 S. Rainbow Blvd. It offers tune-ups, oil changes, brakes, alignment, car batteries and tire products and services. Call 702.270.2381 or visit firestonecompleteautocare.com.



BOTTLEHOOD

Bottlehood commemorated its three-year anniversary and warehouse location at 6280 S. Valley View Blvd. Its repurposed tumblers, juice glasses, vases, pendant beads and light fixtures are all eco-friendly products. Call 702.823.1441 or visit bottlehood.com.



NEW VISTA

New Vista celebrated its groundbreaking for the Engelstad Medical Clinic at the New Vista Ranch. This will be the first medical clinic that is focused on providing physician services that are designed to meet the unique needs of intellectually challenged individuals. Visit newvistanv.org.

ribbon cuttings

CELEBRATING BUSINESS GROWTH

SPONSORED BY:



SOUTHWEST MANAGEMENT

Southwest Management Group, Inc. celebrated its new location at 7560 W. Sahara Ave. Southwest Management Group is a fully licensed real estate brokerage firm specializing in residential property management, HOA/community management and vacation rentals/short-term housing. Call 702.871.5177 or visit swmg.biz.



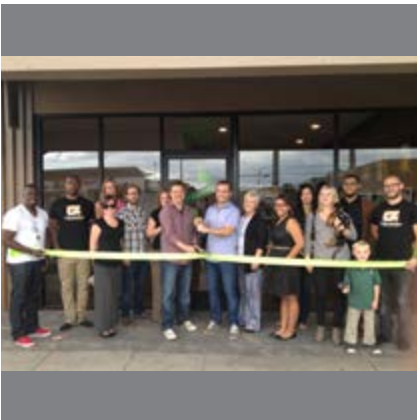
D BAR J HAT CO.

EL D Bar J Hat Company welcomed David Johnson, its Master Hatter, and Mayor Goodman to celebrate its Chamber membership. It has made custom hats in Las Vegas since 1989, the same way that they were made in 1889. All of its hats are 100% American and handmade. Call 702.430.0681 or visit dbarjhat.com.



COMMERCIAL ROOFERS

EL Commercial Roofers, Inc. commemorated its 15-year anniversary at 3865 W. Naples Dr. Since its formation in 1996, Commercial Roofers, Inc. has continued to grow and flourish into Nevada's most experienced roofing contractor. Call 702.876.1777 or visit commroof.com.



1010 COLLECTIVE

1010 Collective celebrated its two-year anniversary. 1010 Collective is a boutique ad agency located in downtown Las Vegas specializing in merging traditional and digital efforts. Visit the1010collective.com.



PURPOSE BUILT

Purpose Built Investments, LLC, a boutique real estate private equity firm with a proven track record for attracting two things - private capital and deal flow - celebrated its Chamber membership and relocation to 1641 E. Flamingo Rd., Ste. 9. Call 702.637.3180 or visit purposebuiltinvestments.com.



DAY BREAK COFFEE ROASTERS

Daybreak Coffee & Gifts proudly announced its grand opening at 5611 S. Valley View Blvd., Ste. 100. Daybreak Coffee & Gifts offers freshly roasted coffee, pastries, sandwiches, private label coffee and custom gifts. Call 702.556.6592, email info@daybreakcoffee.com or visit daybreakcoffee.com.

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

PC - President's Club EL - Executive Level \$ - Chamber Member Discount



THE RANGE 702

PC The Range 702 celebrated its status as the largest indoor shooting facility in Nevada and the first to be rated 5 stars. The facility houses 25 shooting lanes, an on-site restaurant, retail center, VIP bay and onsite gunsmith and armory. Call 702.485.3232 or visit therange702.com.



CLUB CHRIST MINISTRIES

Club Christ Ministries, a non-profit serving at-risk children, celebrated its newest center located at the Mulberry Park Apartments in Henderson. Call 972.676.4336, email info@clubchrist.org or visit clubchrist.org for volunteer and giving opportunities.



UNITED WAY YOUNG PHILANTHROPISTS SOCIETY

The Young Philanthropists Society, an affinity group of young donors, along with Junior Achievement, Silver State Schools Credit Union, Anason Foundation, United Way and Bracken Elementary School, opened the Piggy Bank, where students learn the importance of saving money for the future.



GENGHIS GRILL

Genghis Grill, located at 550 N. Stephanie St. in Henderson celebrated its Chamber membership and "build your own bowl" concept. Call 702.625.8289 or visit genghisgrill.com



XRADIO

XRadio Media Corporation commemorated its Chamber membership at Pure House Music Festival, which was held at the Clark County Amphitheater. Call 888.372.4138 or visit xradiomediacorp.com.



TROPICAL SMOOTHIE

PC Tropical Smoothie Café commemorated its newest location at 3850 Las Vegas Blvd. S. in the Excalibur Hotel & Casino food court. It offers a variety of high-quality real fruit smoothies, wraps, sandwiches, salads, etc. and includes dine-in services, catering menu options for breakfast, lunch and dinner, all available through online ordering. It is open 24 hours. Call 702.987.8422, facebook.com/tropicalsmoothiecafeexcalibur, or visit tropicalsmoothiecafe.com.

ribbon cuttings

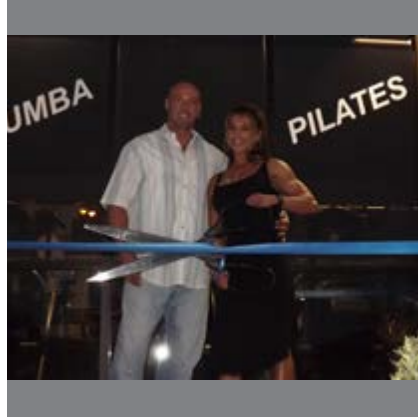
CELEBRATING BUSINESS GROWTH

SPONSORED BY:



MEATBALL SPOT

\$ Meatball Spot celebrated its grand opening at 6605 Las Vegas Blvd. S. in Town Square. It has meatball dishes, pizzas, salads, a gelato bar, mojitos, sangrias, cocktail floats and music. Call 702.641.7768 or visit meatballspot.com.



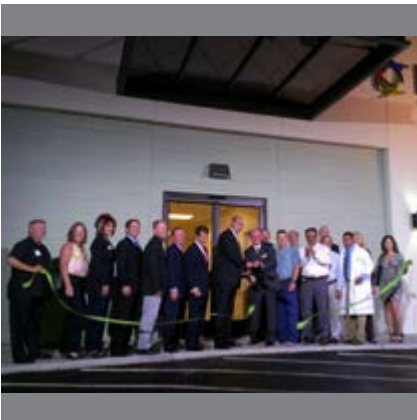
YAK'S FITNESS

\$ Yak's Fitness LLC commemorated its one year anniversary at 7375 S. Durango Dr. It is a family-owned gym originating in Canada. It features top-of-the-line cardio equipment and the Atlantis Precision Line of machines imported from Montreal. Yak's is home to several local entertainers. Call 702.438.5412 or visit yaksfitness.net.



ELARA

PC
\$ Elara, a Hilton Grand Vacations Hotel, commemorated its new ownership and location at 80 E. Harmon Ave. It offers more than 1,200 guestrooms, newly-opened meeting space, great views and luxury suites in an unsurpassed resort setting. It's close to casinos, shopping and dining. Call 702.946.9207 or visit stayhgv.com.



HORIZON SPECIALTY HOSPITAL OF HENDERSON

EL Horizon Specialty Hospital of Henderson, located at 8550 S. Eastern Ave., celebrated the grand opening of its state-of-the-art long term acute care hospital. Call 702.382.3155 or visit fundlhc.com.



SANKOFA BEHAVIORAL HEALTH AGENCY

EL Sankofa Behavioral Health Agency celebrated its new location at 3153 W. Warm Springs Rd. It offers basic skills training, psychosocial rehabilitation, crisis intervention and individual and family therapy. Call 702.586.7409 or visit sankofabehavioralhealthagency.com.



SPANISH TRAIL COUNTRY CLUB

Spanish Trail Country Club celebrated its new look and feel at 5050 Spanish Trail Ln. Open seven days a week, it is the only 27-hole masterpiece, private, not-for-profit, member-owned equity club in town. Call 702.678.1023 or visit spanishtrailcc.com.

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

PC - President's Club

E - Executive Level

\$ - Chamber Member Discount



LEGAL SHIELD

Legal Shield celebrated its new Chamber membership. It allows members to affordably and conveniently consult an experienced attorney without high hourly costs. Call 702.994.8073 or visit wboise.legalshield.com.



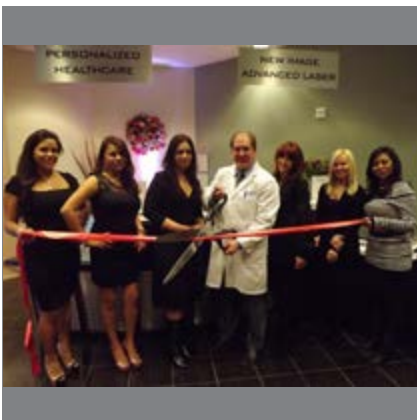
ENGLISH LAUNDRY

English Laundry celebrated its grand opening at 6605 Las Vegas Blvd. S. in Town Square. It caters to the more traditional gentlemen's classic English rock and roll style, specializing in men's dress shirts and suits. Call 702.263.9100 or visit englishlaundry.com/retail.html.



CHASE BANK

PC Chase Bank staff celebrated its 38th branch opening at 8580 W. Desert Inn Rd. with local and state dignitaries. Chase offers a team of specialists to meet client's financial needs. Call 702.233.8038 for inquiries.



MICHAEL S. MALL M.D.

\$ Michael S. Mall, M.D. Personalized HealthCare announced the grand opening of its new office at 7455 W. Washington Ave. Dr. Mall offers personalized preventative medicine including hormone therapy, custom nutrition and age management. Call 702.522.3037 or visit drmallmd.com.



FIRESTONE COMPLETE AUTO CARE

PC Firestone Complete Auto Care, more than just a tire store, celebrated its store opening at 5060 E. Sahara Ave. Call 702.431.2732 or visit firestonecompleteautocare.com



FEATURED BROKER

Since 1990, Distinctive Insurance has been providing insurance and employee benefits consulting services to the Southern Nevada business community. As a leading broker representative of the Chamber Health Plan, Distinctive Insurance Group helps members who are small business owners provide excellent health benefits to their employees. Phone: 702-396-4844 Website: www.distinctive.net

vegas young professionals

presenting sponsors



VYP fusion mixer

As spring rolls in, new opportunities for networking are budding for young professionals, including the Vegas Young Professionals April Fusion Mixer at Blue Martini in Town Square. If this is your first VYP event, Ambassadors will be on hand to introduce you to fellow young professionals.

6:00 - 8:00 p.m.

Blue Martini at
Town Square

6593 Las Vegas Blvd. South
Ste 214
Las Vegas, NV 89119

Online:

\$10 for members,
\$15 for non-members

At the door:

\$15 for members,
\$20 for non-members



It never ceases to amaze me how many business owners I meet who don't have a documented sales process... and then complain that their salespeople are not performing. What exactly is a sales process, and what are the features that make it definable?

A sales process is simply a systematic approach to selling a product or service – the keyword here being “systematic.” It helps ensure that your products or services are being sold the same way to each prospect and client. At my company, we document the sales process for each of our clients and train our staff to follow that process. Although most businesses have similarities within their sales process, the fact is each business and each industry will have slightly different sales processes. These slight differences can have a profound effect on the success of the sales team.



What makes a sales process definable... and successful? Any successful sales process will share the following features:

- 1. Repeatable** — Not just confined to the best of the best, the process must be repeatable by any salesperson in your organization. In fact, it really should be repeatable by anyone within the organization.
- 2. Scalable** — The process should be repeatable whether between two salespeople or 72 salespeople. As your organization grows, the sales process should not have to be recreated.
- 3. Flexible** — It should be streamlined enough to adjust to changing economic and industry conditions.
- 4. Intuitive** — Remember to keep things simple. Your process should be easy to understand and implement.
- 5. Aligned with the client** — Sales are about your clients. Your sales process should be aligned with client and prospect behavior and expectations.
- 6. Optimizes resources** — It should remove redundancies and unnecessary or unproductive tasks.
- 7. Tangible Results** — The sales process should have results that can be measured and compared.

By: Kelli Vaz, Operations Manager,
Service Point, VYP Advisory Board member

Vegas Young Professionals (VYP) is the largest young professionals organization in Nevada. It is the ideal organization to make new business contacts, to gain a unique perspective on the Southern Nevada business community and to further your professional development. For more information visit VegasYP.com.



About 300 young professionals celebrated VYP's lucky seventh anniversary at Tao Nightclub and Asian Bistro at the Venetian Resort Hotel Casino. In its seven years, VYP has grown into one of the largest young professional groups in the country, and the largest in Nevada. Thank you to all of the attendees who made it such a celebratory occasion!

the final word



spotlight your business at business expo

It's time to start planning a strategy for marketing your business to more than 2,000 potential new clients at Business Expo 2013! Giving you an exclusive, members-only showcase for your products and services to the entire business community, Expo is one of the Metro Chamber's most popular annual events. Business professionals from nearly every industry attend Expo to develop new business relationships, expand their professional networks and reconnect with colleagues and clients.

Exhibiting at Business Expo is one of the most cost-effective ways to maximize your marketing budget. A standard booth is economically priced at just \$525. If you plan early, you can be one of the nearly 200 exhibitors that takes advantage of being part of one of the best-known business trade shows in the Valley.

Registration for exhibit space is still available. Visit LVChamber.com to download an exhibitor registration form, or call 702.641.5822 for more information.



add these to your queue

BOOK



ENTRELEADERSHIP

by Dave Ramsey
I require all of my leadership to read this book.
Sam Scheller, Owner/
Paramedic, Guardian
Elite Medical
Services, LLC.

WEBSITE



LYNDA.COM

This site has become a valuable resource in training staff and assisting clients on applications like Excel, web design, photography, social media and more.
Chauntelle C. Popp,
Marketing Director,
TheOfficeSquad

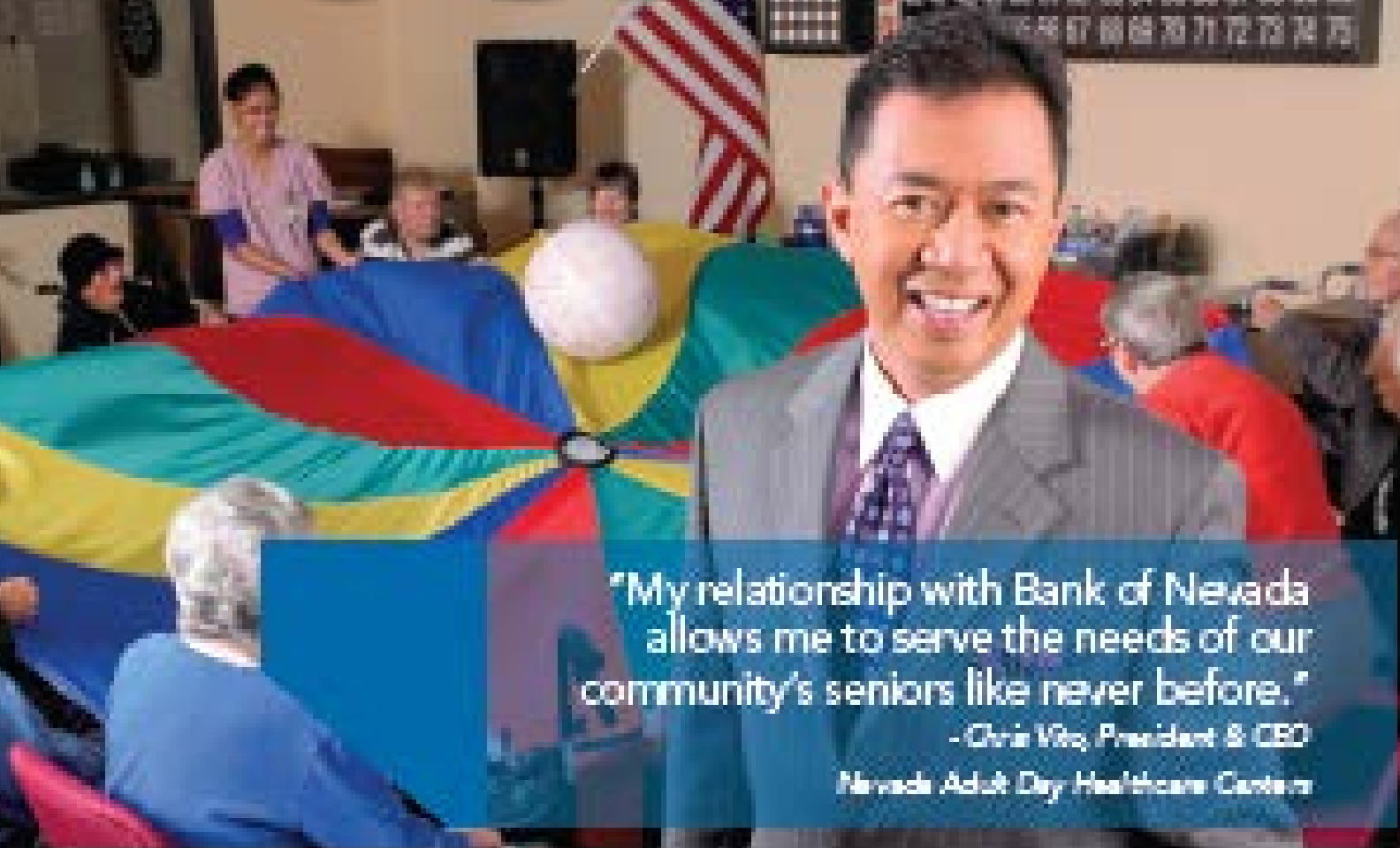
APP



THINKSPLENDID.COM KEYNOTE REMOTE

Allows you to control your presentation from your iPhone as you present to a group.
Herb Hunter,
Enterprise/Public
Sector Sales Manager,
Sprint

FORWARD TOGETHER



"My relationship with Bank of Nevada allows me to serve the needs of our community's seniors like never before."

-Chris Vito, President & CEO

Nevada Adult Day Healthcare Centers



To read their story, visit
bankofnevada.com/NADHC

GET AHEAD. GET CONNECTED.
GET YOUR BOOTH.

LAS
VEGAS
METRO
CHAMBER OF COMMERCE

**WEDNESDAY,
JUNE 12**

INTERNATIONAL
MARKET CENTERS

business **expo**

To reserve your exhibitor booth today,
visit LVChamber.com or
call 702.641.5822

BUSINESS POWER LUNCHEON

Featuring Elaine Wynn
President, State Board of Education



Wednesday, May 8

Rio All-Suites Hotel & Casino

11:30 a.m. - Noon
Check-In and Networking

Noon - 1:00 p.m.
Program

For ticket and table purchases,
visit LVChamber.com or call
702.641.5822