

Business Voice

LAS VEGAS METRO CHAMBER OF COMMERCE | LVChamber.com | NOV./DEC. 2018

SHOP SMALL & WIDE FOR HOLIDAY 2019

MEMBERS OFFER UNIQUE IDEAS & EXPERIENCES pg. 14



★ SMALL BUSINESS ★
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NOV 24



NEED AFFORDABLE HEALTH INSURANCE?

The Las Vegas Metro Chamber is excited to announce the return of its **Chamber Health Plan**! Bringing nearly 30 years' experience offering affordable health coverage to small businesses, we have entered an exclusive partnership with **Anthem Blue Cross Blue Shield** to offer **robust** and **cost-saving** plan choices to Chamber members. Plan features include:

Open to sole proprietors, small, medium and large businesses

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Guaranteed* rate through 2020 with Anthem

For more details, visit LVChamber.com or call 702.641.5822.



*Guaranty available to member employers with 50 or fewer employees and subject to terms of the agreement between Anthem and the Las Vegas Metro Chamber. Anthem Blue Cross and Blue Shield is the trade name of Rocky Mountain Hospital and Medical Service, Inc. HMO products underwritten by HMO Colorado, Inc., dba HMO Nevada. Independent licensees of the Blue Cross and Blue Shield Association. ANTHEM is a registered trademark of Anthem Insurance Companies, Inc. The Blue Cross and Blue Shield names and symbols are registered marks of the Blue Cross and Blue Shield Association.

Feeling Grateful As the Year Comes to An End

MARY BETH SEWALD
PRESIDENT & CEO



It's hard to believe that December will mark a year since I stepped into the role of president and CEO. It has flown by. Over the past 12 months, I have enjoyed getting to know you, our proud members, as well as working with a stellar Team Chamber staff.

I have been blessed to work with an amazing Board of Trustees. These business leaders, especially Chairman Mike Bolognini, bring their expertise and passion to ensure that the Las Vegas Chamber is always looking out for you.

It has been under Mike Bolognini's strong leadership that the Chamber has been able to establish a new Chamber Health Plan that is open to all of our members. Because of his persistence, the Chamber engaged with the White House, U.S. Department of Labor and the Nevada Division of Insurance and became the first chamber of commerce in the country to announce it would bring back an Association Health Plan. And it was because of Mike that when it came time for the Las Vegas Chamber to develop a health plan for you, we made sure that all of our business and non profit members - sole proprietors, small businesses and large businesses - would be able to take advantage of it.

If you are exploring your health plan options for 2019, be sure to ask your broker to get a quote for the Chamber Health Plan and take advantage of the opportunity to lock-in affordable rates for two years.

2018 has been a tremendous year of looking out for you. In addition to bringing back the Chamber Health Plan, the Chamber led the largest Nevada delegation to Washington, D.C., issued endorsements for the November General Election, and adopted a more consultative approach to serving your needs.

And we're not done yet. In November, we kick off the 30th anniversary of the Customer Service Excellence program. Each year this program, in partnership with the Las Vegas Convention and Visitors Authority, honors thousands of employees from across the Valley for their customer care. Please join us at the Annual Customer Service Excellence event on Monday, Dec. 3, when we celebrate these outstanding women and men.

Giving our small businesses the opportunity to shine is another top priority for the Chamber. Mark your calendar for the Pop-Up Business Showcase on Tuesday, Nov. 13. This tabletop expo is an affordable way to showcase your business as an exhibitor or to attend and check out the latest in the marketplace. Tickets are just \$15 and are available at lvchamber.com

Lastly, don't miss our Annual Installation Luncheon on Wednesday, Dec. 12. This is your opportunity to meet our 2019 Board of Trustees and hear from Incoming Chairman Terry Shirey on what's in store for the Chamber in the coming year.

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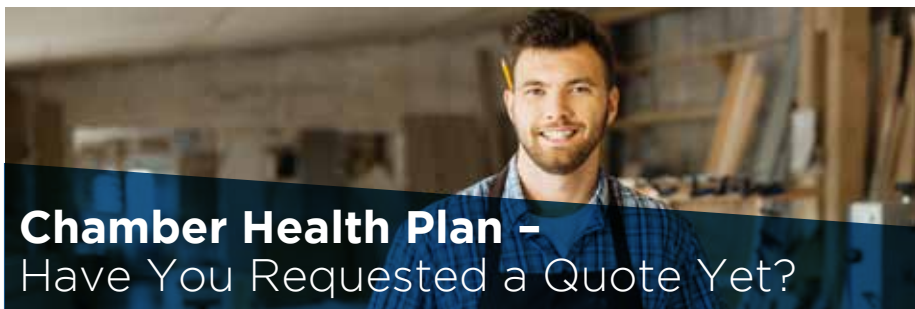
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Chamber News



Chamber Health Plan – Have You Requested a Quote Yet?

Your Vegas Chamber continues to work to ensure your membership provides robust value to you and your business. With the new Chamber Health Plan back and available to members only, we believe this is at least one benefit that will have you keep your membership on an annual auto-renew. No other chamber of commerce in the Great State of Nevada offers the various plans that we do through our chosen partner, Anthem Blue Cross and Blue Shield.

Be sure to tune in to what President's Club Member Karl Nickoley/Frequency Pictures says about the Chamber Health Plan on the latest edition of Like Nobody's Business! Karl was recently featured on the Chamber's TV show that airs on Cox Yurview Channels 14/1014 and the Chamber's YouTube channel at youtube.com/user/lasvegaschamber.

Contact your broker today and find out what savings you could experience through our health insurance plan. Need an insurance broker? Contact one of our Chamber member brokers now by visiting LVChamber.com.

Chamber Night in the **Magical Forest:** Saturday, Dec. 15 at Opportunity Village

For nearly three decades, Opportunity Village's Magical Forest has spread holiday cheer across Southern Nevada while welcoming visitors from around the globe.

Celebrate Las Vegas Metro Chamber Night in the Magical Forest at Opportunity Village on Saturday, Dec. 15 – join us for a special night when Vegas Chamber CEO Mary Beth Sewald acts as Opportunity Village's "Mayor of the Forest!"

From 5:30 to 9 p.m., "Mayor" Mary Beth will sprinkle joy throughout Santa's workshop, a 9-hole mini golf course and a stunning forest filled with hundreds of sparkling trees. Plus, don't miss pictures with Santa, hot cocoa, the Forest Express Passenger Train and Cheyenne's Enchanted Carousel!

Chamber members receive a \$2 discount off general admission and passport tickets using promo code 2OFFLVMCC. Visit magicalforest.com or go to the Magical Forest Box Office for tickets.



Las Vegas is home to the best customer service and hospitality in the world and we are here to celebrate you! Join the Las Vegas Metro Chamber of Commerce and the Las Vegas Convention and Visitors Authority at the annual Customer Service Excellence Celebration – this is a culmination of a full year's worth of amazing recipients and it's their time to shine! The party is Monday, Dec. 3 at 5:30 p.m., at The Orleans Hotel & Casino - Mardi Gras Ballroom.

Special bronze, silver and gold recognition will be given to recipients who have been recognized multiple times throughout the program year at our quarterly events. Gold nominees will be given special recognition for their dedication to superior customer care in the Valley. Enjoy live entertainment and the announcement of the Customer Service Excellence Person of the Year during this fun, energetic and inspirational celebration.

For more information on the Customer Service Excellence program or to register for this event, visit LVChamber.com or contact Meghan Maxwell at mmaxwell@lvchamber.com or 702.586.3838.

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THINGS
ARE
HAPPENING...**



North Las Vegas 2019 State of the City

with Mayor John Lee and the North Las Vegas City Council

TUESDAY
29 JAN
2019

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PROGRAM
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News You Need



Don't Let the **Flu Season** Get You Down

The 2018-2019 flu season is well underway and, unknowingly, you may already be playing “beat the clock”. Doctors are recommending that all individuals over the age of six months receive the vaccination. And because it takes approximately 30 days to develop full flu immunity, they advise to get the shot sooner rather than later.

According to the Centers for Disease Control and Prevention, flu costs the nation about \$7 billion a year in sick days and lost productivity among working adults. Statistics also show that an estimated 80,000 Americans died of flu and its complications last year, according to the CDC.

Ask your doctor or pharmacist about the Nevada Drug Card and how it can help you save on your flu shot and your flu medications. For more information, contact Suzanne Domoracki, program director, at suzanne@nevadadrugcard.com or 702.510.0100.

UNLV | College of EDUCATION **SUMMIT** — ON NEVADA EDUCATION — FOURTH ANNUAL | MONDAY, DECEMBER 3, 2018

The UNLV College of Education is proud to work to expand existing best practice into “next generation practices”

that address and overcome the challenges faced in education in our state. The annual Summit on Nevada Education welcomes educators, administrators, policy makers, community leaders, teacher preparation leaders, pre-service teachers and others with a direct link to education in Nevada to gather in an open forum to share ideas, challenges and lessons to improve and celebrate Nevada education. This year, the College of Education welcomes keynote speaker, Andrew J. Rotherham, co-founder and partner at Bellwether Education Partners, a national nonprofit organization working to support educational innovation and improve educational outcomes for underserved students, where Rotherham leads the organization’s policy analysis and thought leadership work. The Summit will take place Monday, Dec. 3 at the UNLV Student Union Ballroom. Find more information about the Summit and register at education.unlv.edu.

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Fly with us

The 2019 planning calendar is now available online at nevadabusiness.com

Nevada
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THE DECISION MAKER'S BIBLE

Your Scene | You're Seen

Eggs & Issues: Yucca Mountain



At Eggs & Issues, the Las Vegas Metro Chamber welcomed U.S. Congresswoman Dina Titus and local and national experts to discuss the challenges of transporting and storing nuclear waste at Yucca Mountain. During the program, the Chamber also recognized Kristi Lutzenberger with Cox Communications as Ambassador of the Quarter for her dedication to supporting Chamber members. *Photo credit: Nick Claus*

New Member Orientation



We were excited to meet each of our new members as they connected with fellow Chamber members, Chamber staff and our volunteer Prospectors and Ambassadors at the New Member Orientation. The program included a brief overview of Chamber membership benefits, as well as the Chamber's role in the greater context of Southern Nevada's economy. Be sure to check out page 33 for a full list of our newest members! *Photo credit: Nick Claus*



We are proud to introduce Xuberance, a new brand created with an extended focus on Restoring Vitality. Our lifestyle center is a full-service location to support your health and wellness goals.

With a focus on science and data, we offer a luxurious experience that centers on a full medical evaluation, nutrition guidance, fitness evaluation, personalized training, massage therapy and aesthetic spa services.



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Working For You

GOVERNMENT AFFAIRS AND PUBLIC POLICY

STATE LEGISLATIVE FAQs

When does the 2019 State Legislature begin?

Per the Nevada Constitution, the Nevada State Legislature will convene on the first Monday in February, which is Feb. 4.

What is the composition of the State Legislature?

The State Senate and Assembly majorities are both held by Democrats. Thirteen Democrats and eight Republicans in the State Senate and 29 Democrats and 13 Republicans in the State Assembly. The Democrats are one seat short of a super majority in the State Senate. The Democrats have a super majority in the State Assembly of more than 2/3 of the seats. Democrats gained two seats in the State Senate and gained four seats in the State Assembly.

When was the last time there was a super majority in the State Legislature?

In 2011, the Assembly Democrats had a super majority with 28 members out of 42 Assembly seats.

How many freshmen members will be in the State Legislature?

There is a total of 11 freshmen

members between the State Senate and Assembly, who have not served in the State Legislature before. There is one freshman in the Senate and 10 new members in the State Assembly. In addition to the 11 freshmen members, there are several Assembly Members that ran for the State Senate and won, such as Assemblyman James Ohrenschall and Assemblyman Keith Pickard. Former Assemblywoman Marilyn Dondero Loop was elected to the State Senate as well.

What happens to several of the open seats that are in State Senate and Assembly?

State Senator Aaron Ford has been elected to serve as Nevada's next Attorney General and State Senator Tick Segerblom has been elected to the Clark County Commission. Both of these Senators will need to resign from the State Senate before they can be sworn-in into their new offices. The Clark County Commission will take applications and make an appointment to each of the open seats. Since Senators Ford and Segerblom are both Democrats, the Clark County Commission must appoint a Democrat to the vacant seats.

In regard to Assembly District 36, voters elected Republican candidate

Dennis Hof. Hof died unexpectedly in October, but his name remained on the ballot. His replacement will need to be a Republican from Assembly District 36, which contains parts of Clark, Lincoln and Nye Counties. Nevada State law requires that the three County Commissions within Assembly 36 make a joint decision.

When will the Metro Chamber release its legislative priorities?

The Metro Chamber will formally release its 2019 legislative priorities on Feb. 1, 2019. Those priorities will be focused on the business climate, education, economic development, governance structure, transportation infrastructure and taxation.

Who decides the Metro Chamber's legislative priorities?

The Metro Chamber's legislative and policy priorities are developed by its Government Affairs Committee. This is a group of Metro Chamber members who analyze issues and make determinations that guide the Metro Chamber's positioning on matters to promote fiscal responsibility at the state and local government levels, improve the education system and strengthen the business environment and economy in Southern Nevada.



UNLV Honors College Alumnus of the Year

Congratulations, Paul Moradkhan!
Vice President, Government Affairs

We Are Proud of You!



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NEVADA POPULATION HEALTH CONFERENCE 2018



Friday, November 30, 2018 - 8:00 am – 5:00 pm

UnitedHealthcare Campus 2716 N Tenaya Way, Las Vegas, NV 89128, 702.222.2543

Please visit our website for updates on this year's conference: www.hollandhart.com/nevada-population-health-2018

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NOV 24

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lack Friday. Cyber Monday. Boxing Day. The retail industry has well-trained us to mark these massive discount shopping days in our calendars, and, oftentimes, they become family events and outings. While those shopping days focus on discounts at

retailers of all sizes, Small Business Saturday[®] is dedicated to focus on those small businesses who, collectively, have a big impact on the retail world.

The Las Vegas Metro Chamber has joined the Small Business Saturday Coalition and will, together with American Express, support this year's Small Business Saturday celebration on Nov. 24. Small Business Saturday is a day dedicated to supporting the independent businesses that make our communities unique and provide invaluable contributions to our economy.

Did you know that most of the Chamber's membership is in the small business segment? Therefore, it is critically important to support our members who work tirelessly to grow their businesses.

For this holiday season, consider saving your Black Friday shopping list for Small Business Saturday. Then, take it a step further and focus on Chamber members who offer unique gifts, services and experiences.

On our quest to find unique gift ideas and feature Chamber members for Small Business Saturday, checkout and support these member businesses.

COGS CUSTOM DRUMS

Air drummer, no more! Cogs Custom Drums can drum up the dream set for you or your musically inclined (and wanna-be) loved one. Mark Cognata, owner and drummer with more than 30 years' experience, has 25-plus years manufacturing operation experience and uses this background to ease the cost on a drummer's wallet, without sacrificing a top notch and excellent quality of sound instrument.

An online e-tailer since 2016, Cogs Custom Drums is a Las Vegas and veteran-owned drum company. Cogs Custom Drums produces high quality, affordable snare drums and drum sets to produce the best possible sound. The team focuses on building drums used for practice, gigs or

recording studios. According to Cognata: "Cogs are drums built by players for players. Cogs drums are your drums!" Beat to your own drum and take advantage of this special Chamber member offer: Receive 15 percent off all in-stock products currently listed on CogsDrums.com using promo code LVChamber15 at checkout (limit one discount per customer). Additionally, Cogs is generously offering a special delivery experience called "Meet the Builder" - for Las Vegas Chamber members, Cogs will provide free hand delivery in the local Las Vegas area for products purchased using the discount code.



ZIA RECORDS

Zia Records has been a music, movies and merchandise destination in the Southwest since 1980. In 2005, the Arizona-based, independently-owned retailer expanded into Las Vegas. Its two Las Vegas locations sell new and pre-owned music on vinyl and CD, movies, games, books, instruments and pop culture gear. According to Mary Papenhausen, Zia Records: "People love to hold something in their hands, look at the artwork, listen to the needle drop and hear the magic that music on vinyl creates. The tangible aspect of vinyl is something that you just can't replicate. It's a great way to connect across generations as well, everyone loves music and can share that experience of discovering new music or listening to classics from over the years."

different pop culture merchandise and so much more. For holiday shoppers looking to really get the most for their dollar, customers can bring in their previously owned movies, music, apparel and other collectibles to Zia and get cash or store credit, so they can shop without breaking the bank!

In 2011, the City of Las Vegas formally recognized Zia Records as part of its official Record Store Day proclamation, an annual celebration of independent record stores and record store culture. Check out Zia's brick-and-mortar stores where music fans can flip through their favorite albums, plus an online inventory at ziarecords.com, where customers can buy everything from music and memorabilia to instruments and collectibles.

Zia has a wide array of terrific gift options at affordable prices - customers can find a wide array of fun items like kooky socks, collectible vinyl, unique toys, a huge line of

Zia Records is offering a special 20 percent discount off any single item to Chamber members (maximum discount is \$10); simply mention that you are a Vegas Chamber member at the cashier/checkout in the store.



SIN CITY OPERA

If you are interested in a different approach to holiday gift giving, and want to support Chamber members, focus on giving experiences as gifts.

Let Sin City Opera take you to another place through its magical performances and incredible music. Sin City Opera nurtures an environment in which performers can take chances and flourish in their performances, all the while sharing the excitement and vibrance of contemporary opera with audiences of the Las Vegas valley. The team works toward a future where Southern Nevada communities embrace and seek out the opera arts.

Sin City Opera Executive Director

Ginger Land-van Buuren knows all too well about the love of performing arts and making it come alive on-stage. Before moving to Las Vegas from New York City, Land-van Buuren was a Portland Opera Resident Artist. In her professional operatic career, she performed with Palm Beach Opera, Dicapo Opera Theater, Pacific Opera and several others.

Share the operatic experience with gift recipients and look ahead to Sin City Opera's upcoming shows early next year: The Italians have landed in Sin City - Sin City Opera, that is!



This interactive family feud is sure to delight and have you picking sides as Sin City Opera once again partners with Cockroach Theatre Company to bring you Puccini's beloved Gianni Schicchi, Feb. 22 through March 3, 2019 at Art Square in Downtown Las Vegas. Chamber members receive 20 percent off using the special discount code: LVMCC20. Tickets are \$15 to \$25 and available at SinCityOpera.com.

DISCOVERY CHILDREN'S MUSEUM

DISCOVERY Children's Museum has diverse offerings from its annual memberships to special products in the gift shop. So many gifting options that one could complete the holiday gift giving list in one stop!

This holiday season, give the gift of an experience to a loved one and share a membership to DISCOVERY Children's Museum. Starting at \$149, members receive unlimited admission to the museum for one year, 10 percent discount on birthday experiences and on all purchases at the DISCOVERY store, and exclusive access to member-only events. Now through Dec. 23, purchase any membership and receive a \$20 gift card to the DISCOVERY store.

DISCOVERY Children's Museum and the Nevada Ballet Theatre will host a special Nutcracker Extravaganza event on Black Friday, Nov. 23

featuring set and costume pieces from the ballet. Join the fun and dress up as Nutcracker characters, walk through interactive story highlights of The Nutcracker and preview the wonder of Las Vegas' favorite holiday tradition.

Also, Winter Wonderland celebrates the winter solstice and constellations in the northern hemisphere through an interactive planetarium experience - discover the unique properties of liquid nitrogen as the museum team whips up tasty batches of peppermint ice cream.

Interested in tax-free shopping? DISCOVERY Store is the perfect place to find fun, educational gifts. Jennifer White, director of business development, said: "Our store is tax free and open to the public during normal Museum hours." White added: "We carry a wide variety of educational and fun products, from quality art supplies to interactive science and chemistry kits. We also have several holiday novelty items, perfect for gifting." For more information, visit discoverykidslv.org.



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TM

FOR MORE INFORMATION, PLEASE CONTACT LORI WILKINSON AT 702.475.8243 OR LWILKINSON@BBNEVADA.COM.





It happens once a year: The biggest economic forecast event in Nevada is almost here! Preview Las Vegas 2019 is coming on **Thursday, Jan. 24, 2019** from 7 a.m. to 1:30 p.m. Located at the Cox Pavilion in UNLV's Thomas & Mack Center, the event rings in the new year with new ideas. As an organization that non-stop innovates for its businesses, the Las Vegas Metro Chamber's premier event is sure to excite.

With its theme, "Feels Like the Future," Preview Las Vegas looks ahead to the future throughout the whole event from its weekday to its speakers to its giveaways... look for a chance to win Southwest Airlines gift cards!

Key highlights:

- **New Early Bird Ticket Pricing** – Buy your tickets now and before Dec. 31 to save up to \$40 per ticket! Discount tickets have not been offered in the past – get your savings now at LVChamber.com.
 - Additionally, Early Bird exhibitor booth pricing is also currently available through Nov. 30 at LVChamber.com.
- **New Day** – The 2019 event is on a Thursday (not the traditional Friday).
- **New Feel** – The theme is driving the look and feel of this event with speakers and special guest panels who are innovation experts in planning for the future.
 - The Vegas Chamber is proud to welcome back Jeremy Aguero, Applied Analysis, for his insightful and entertaining outlook of Southern Nevada's economic future.
 - Preview Las Vegas also looks forward to the dynamic duo of Dr. John Hudak, Brookings Institution, and Dr. Robert Lang, Brookings Mountain West, who will provide their big picture, federal and regional 2019 outlook.
 - An all-female executive panel on the future of Women and Diversity, with the discussion led by Jan Jones Blackhurst, Caesars Entertainment and Las Vegas' first female mayor.
 - The future is now, and with it comes technology to take us all to the next level of global business – the panel experts will focus on smart cities, blockchain technology and innovation strategies to assist businesses with seamless transition.

There is so much more to come at Preview Las Vegas, and the exhibitors' row will be more interactive and engaging than ever before! Be sure to secure your spot now, as an attendee, exhibitor or sponsor by visiting LVChamber.com or by calling **702.641.5822**.

Stay tuned for more speaker reveals as the new year comes, and check out regular updates at LVChamber.com. See you there!



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What's Happening

PLACES TO BE. PEOPLE TO MEET. THINGS TO KNOW. IN **NOVEMBER/DECEMBER.**

How to Register:

Visit LVChamber.com and click on the Events Calendar.

Call 702.641.5822.

November/December Sponsors:



- 13 TUESDAY, NOV. 13
POP-UP BUSINESS SHOWCASE**
The Pop-Up Business Showcase is a boutique expo focused on small business connections, value and resources. It combines a limited capacity table-top expo and a traditional mixer.
3:30 – 6 p.m. | Happy Hour begins at 4 p.m.
Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Suite 100
Chamber Members: \$15 | Non Members: \$25
Presenting Sponsor: Wells Fargo
Gold Sponsors: CenturyLink, Cox Communications and Vegas PBS
- 14 WEDNESDAY, NOV. 14
CHAMBER CONNECTIONS II**
Meet potential new customers and make valuable business-to-business connections! Learn effective ways to network, incorporate social media into your personal and professional branding, and establish a group of peers dedicated to helping one another grow through business relationships.
5:30 – 7 p.m.
Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Suite 100
Contact lstein@lvchamber.com or call 702.641.5822 for space availability and cost.
- 15 THURSDAY, NOV. 15
YVP FUSION MIXER**
YVP is ending 2019 with a Fusion Mixer you don't want to miss! Join us at Camden Lounge, inside the newly renovated Palms Hotel & Casino. Enjoy a specialty cocktail and make new connections in the dynamic setting.
6 – 8 p.m.
Camden Lounge - Palms Casino Resort
4321 W. Flamingo Rd.
YVP+ Members: \$10 | General Registration: \$15
Sponsors: Valley Electric and Stations Casinos
- 16 FRIDAY, NOV. 16
YVP BIGWIG LUNCH TIME: ELIZABETH BLAU**
Join Vegas Young Professionals for our next Bigwig Lunch Time (BLT). This month's Bigwig is Elizabeth Blau, founder and CEO of Blau + Associates. With an impressive career spanning nearly three decades, James Beard Award Nominee Elizabeth Blau is widely credited with transforming Las Vegas into the world-class culinary destination it is today.
11:30 a.m. – 1 p.m.
Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Suite 100
YVP+ Member Registration: \$20
Sponsors: Valley Electric and Stations Casinos
- 20 TUESDAY, NOV. 20
CHAMBER VOICES TOASTMASTERS**
Become a better speaker and a more effective presenter by joining Chamber Voices Toastmasters. Open to all members.
11:30 a.m. – 12:45 p.m.
Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Suite 100
\$63 every six months. Guests always complimentary.
- 20 TUESDAY, NOV. 20
CHAMBER CONNECTIONS**
Chamber Connections is a dedicated leads group comprised of professionals from a variety of industries. This is a place for professionals to grow their network and their businesses by sharing contacts, referrals and ideas.
5:30 – 7 p.m.
Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Suite 100
Contact agoldberg@lvchamber.com or call 702.641.5822 for space availability and cost.

00 - CHAMBER EVENT

00 - VYP EVENT

28

**WEDNESDAY, NOV. 28
CHAMBER CONNECTIONS OPEN HOUSE**

Come mix, mingle and learn about Chamber Connections, a dedicated-leads group within the Las Vegas Metro Chamber. Meet new friends while connecting with other professionals from all over the valley. Fiesta Mexicana is providing complimentary chips and salsa, along with happy hour pricing for drinks and appetizers. You may enter your business card in the raffle.

5:30 - 7 p.m.
Fiesta Mexicana Family Restaurant
3553 S. Rainbow Blvd.
Complimentary
For more information, contact agoldberg@lvchamber.com or lstein@lvchamber.com

3

**MONDAY, DEC. 3
CUSTOMER SERVICE EXCELLENCE
ANNUAL CELEBRATION**

Great service deserves to be celebrated! Join the Metro Chamber and the Las Vegas Convention and Visitors Authority as we salute those who have been recognized multiple times throughout the program year and announce the Customer Service Excellence Person of the Year.

5:30 - 7 p.m.
The Orleans Hotel & Casino
4500 W. Tropicana Ave.
\$45 per ticket, \$450 per table
Program Partners: Las Vegas Metro Chamber of Commerce, Las Vegas Convention and Visitors Authority
Platinum Sponsors: Boyd Gaming, Cox Communications, Southwest Airlines
Gold Sponsors: AMR/Medic West, Geotab, Office Depot, Southwest Gas, Sunrise Hospital, SCE Credit Union, Chase for Business, Chick-fil-A Sahara at I-15
Media Partner: 13 Action News

4

**TUESDAY, DEC. 4
MORNING MINGLE**

Ring in the holiday season with us and enjoy the opportunity to grow your network. Engage with Business Leaders. Connect with opportunities. Mingle with your peers. Hosted by the Metro Chamber Prospectors, a group of longtime member volunteers comprised of past board chairs, council members and committee officers, Morning Mingle invites Chamber members to introduce themselves and their business in an upbeat atmosphere, build a rapport with one another and expand their professional network.

7:30 - 9:30 a.m.
Living Spaces
700 S. Rampart Blvd.
Registration is complimentary and exclusive to Metro Chamber members only.
Sponsor: America First Credit Union

4

**TUESDAY, DEC. 4
CHAMBER VOICES TOASTMASTERS**

See Nov. 20

4

**TUESDAY, DEC. 4
CHAMBER CONNECTIONS**

See Nov. 20

6

**THURSDAY, DEC. 6
NEW MEMBER ORIENTATION**

We are excited to meet each of our new members and put a face with your membership! New Member Orientation is a great time for you to connect with fellow Metro Chamber members, staff and our volunteer Prospectors and Ambassadors. We provide a light lunch and a brief overview of your Chamber membership benefits, as well as our role in the greater context of Southern Nevada's economy.

11: 30 a.m. - Noon: Registration, Networking and Lunch
Noon - 1: 30 p.m.: Program
Las Vegas Metro Chamber of Commerce
575 Symphony Park Ave., Suite 100
Advanced registration is required.
Sponsor: American First Credit Union & Office Depot

12

**WEDNESDAY, DEC. 12
STATE OF THE CHAMBER AND
INSTALLATION LUNCHEON**

Join the Vegas Chamber for its annual State of the Chamber and Installation Luncheon, as we induct the 2019 Board of Trustees into their roles and hear from 2019 Chairman of the Board Terry Shirey, president and CEO of Nevada State Bank, as he details his vision for Nevada's business community. The annual Installation Luncheon is the Metro Chamber's most popular luncheon program, gathering Nevada's leaders, policy makers, community stakeholders and business leaders together to welcome new Chamber leadership. Enjoy live entertainment, highlights of the previous year and a sneak peek of some of the Metro Chamber's activities and priorities for the coming year.

11:15 a.m. - 1:30 p.m.
The Cosmopolitan of Las Vegas
3708 Las Vegas Blvd.
Sponsors: Fidelity National Financial, Nevada State Bank, NV Energy, Wells Fargo Bank

12

**WEDNESDAY, DEC. 12
CHAMBER CONNECTIONS II**

See Nov. 14

12

**WEDNESDAY, DEC. 12
VYP + MIXER**

VYP invites VYP+ members to an exclusive mixer to close off the year. The annual VYP+ Mixer is for VYP council members, ambassadors, committee members and other VYP+ members who have been dedicated to VYP throughout the year. This year, we invite you to join us at CLIQUE Bar & Lounge, inside The Cosmopolitan as we mingle and celebrate the outstanding contributions you have made to VYP in 2018!

6 - 8 p.m.
CLIQUE Lounge
3708 Las Vegas Blvd. S.
Sponsors: Valley Electric and Stations Casinos
For additional information or to join VYP+, please contact us at hello@vegasyp.com.

18

**TUESDAY, DEC. 18
CHAMBER VOICES TOASTMASTERS**

See Nov. 20

18

**TUESDAY, DEC. 18
CHAMBER CONNECTIONS**

See Nov. 20

preview

LAS VEGAS *Feels Like the Future*

More
Panelists
to Be
Announced!



Jeremy Aguero
Principal,
Applied Analysis



Jan Jones Blackhurst
Executive Vice
President of Public
Policy & Corporate
Responsibility, Caesars
Entertainment



Glenn Ricart
Founder and CTO,
US Ignite

Preview Las Vegas is the Vegas Chamber's signature annual trade show and economic forecasting conference; featuring **more than 100** local business and government exhibitors, **2,000+** attendees, an **information-packed** speaker series and **complimentary lite bites** from some of Las Vegas' most popular restaurants. This year's speaker series will include a **high level economic forecast, world-changing technology expert panel, women's executives panel, Las Vegas Convention & Visitors Authority perspective and more!**

Keynote Sponsor:

Platinum Sponsors (as of 11/8/2018):



Thursday, Jan. 24, 2019
7 a.m. – 1:30 p.m.
Thomas & Mack Center - Cox Pavilion



Dr. Robert Lang
Executive Director,
Brookings Mountain West



Dr. John Hudak
Senior Fellow in
Governance Studies
and Deputy Director of
the Center for Effective
Public Management,
Brookings Institution



Steve Hill
President/CEO,
Las Vegas Convention
and Visitors Authority

**Emcee/
Moderator &
Keynote to Be
Announced!**

Early Bird Exhibitor Booth Pricing

(Through Nov. 30)

\$1,125/Single Booth or \$1,650/Double Booth

***NEW!* Early Bird Ticket Pricing**

(Through Dec. 31)

\$45/Chamber Member or \$50/Non-Member

Visit LVChamber.com or call **702.641.5822** for tickets and exhibitor information!

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Nevada Drug Card • Nevada Resorts Association • Nevada State Bank • Vegas PBS**

President's Club

(B) Peter Dropick

Sr. Vice President, Event Development & Operations - UFC

Peter Dropick serves as senior vice president, event development and operations for UFC®. He is responsible for all facets of staging UFC's global live events, including scheduling, venue negotiations and management, event operations, and travel.

Additionally, he oversees live event marketing and media strategies, as well as live event revenue and budget. Under Dropick's leadership, UFC has grown its number of global live events from 18 in 2006 to 40 in 2018, with 22 countries now hosting UFC events across North America, South America, Europe, Asia and Australia.

(A) Jacqueline Kiser-Parker Branch Manager - SCE Credit Union, Sahara Branch

Jacqueline Kiser-Parker is branch manager for SCE Credit Union's Sahara Branch. She is a well-known banking professional throughout Nevada, with more than 30 years of experience in the banking industry. Kiser-Parker has actively been involved in philanthropic work in Nevada, serving as a board member for the American Heart Association, the American Diabetes Association and the Neighborhood Housing Services of Southern Nevada to name a few, and Legal Aid of Southern Nevada as an Educational Surrogate Parent. Kiser-Parker is a devoted grandmother and a competitor and caregiver for her horses.



(D) Hilliary Jeffries Chief Strategic Initiatives Officer - Nevada HAND

Hilliary Jeffries leads the development and execution of human capital development strategies to support Nevada HAND, and guides the efforts of resource development and communications and marketing. She has more than two decades of senior leadership experience. Previously, she served as the chief human resources and administration officer for CECO Environmental Corporation, where she managed human resources across 24 divisions in eight countries. She received both her Bachelor and Master of Arts degrees from the University of Cincinnati, is a certified Sr. HR Professional and holds several professional facilitator certifications.

(C) Nicholas Groat President - Safe Life Defense

Nick Groat is the president of Safe Life Defense, a Las Vegas based company known for award-winning body armor. Safe Life Defense armor offers unparalleled protection and is favored by police, EMS, security and civilians all over the United States. Safe Life Defense has revolutionized the body armor industry effectively using social marketing and eliminating barriers to ownership through easy online ordering. A lifelong entrepreneur, Groat is known for being an action driven businessman, fearlessly taking risks, quickly adopting new technology and redefining the future of personal protection.

Spotlights

(E) Mike Murphy

President and General Manager - Anthem Blue Cross Blue Shield of Nevada

Mike Murphy has been the president and general manager of Anthem Blue Cross Blue Shield of Nevada since 2006. In his role, he is responsible for overseeing all commercial group and individual business in Nevada. With more than half a million members in Nevada, Anthem is the second largest insurance company in the state. Anthem is a customer-focused company that is dedicated to providing its members with access to high-quality, affordable healthcare.



(F) Lori Wilkinson

Vice President - Brown & Brown Insurance of Nevada

Lori Wilkinson is a vice president of employee benefits at Brown & Brown Insurance of Nevada. She brings more than 30 years of national and international experience in sales, leadership, business development, marketing, strategic planning and contract negotiation. She has held senior level sales and marketing positions with top *Fortune* 100 companies. In 2007, she returned to Nevada and joined Waymark Insurance Services which was acquired by Brown & Brown Insurance in August of 2015. Wilkinson is a fourth generation northern Nevada native and has a bachelor's from Utah State University.

**(G) Jayne Backhouse
Henderson Site Lead -
Barclaycard US**

As Henderson Site Lead, Jayne Backhouse works closely with key stakeholders to help deliver on huge ambitions here in the United States. She leads the Customer Care teams and is the driving force in our communities, bringing together collective civic, corporate and citizenship agendas to make Barclays the organization of choice in the US. She has held several roles during her 23-year career beginning on the phones servicing customers, rising through the ranks from team leader to department manager, and leading the online banking help desk and Liverpool contact center.



**(H) Seth Schorr
Chairman - Downtown Grand Las Vegas**

Seth Schorr is chairman of Downtown Grand Hotel & Casino. The casino resort is the embodiment of Schorr's vision of a downtown Las Vegas hospitality experience. Since 1991, he served the Wynn Resorts team, developing the international marketing department in Macau. He and his partner, Jeffrey Fine, co-founded Fifth Street Gaming. Schorr developed the first fully integrated eSports program. He is a graduate of the University of Pennsylvania, a YPO member, sits on numerous boards and was appointed by Governor Brian Sandoval to serve on the Nevada State Board of Museums & History.

How to Spot & Address Depression in Yourself and Others



D

epression has become more discussed in recent years, which is fortunate because according to the World Health Organization,

more than 300 million people suffer from depression across all ages. It is commonly believed that depression increases during holidays. Depression is important to address because it can lead to suicide. While clinical depression may not be diagnosed, many people experience symptoms of depression at some point in life. In effort to alleviate effects of depression, there are tools for healthy coping. Firstly, if someone is experiencing depression: talking to a counselor. It helps to have an objective, trained professional support in finding and utilizing effective strategies.

The most common symptoms of depression include self-isolation, not finding enjoyment in typically enjoyable activities for the individual, insomnia or sleeping excessively, excessive eating or loss of appetite, and fatigue or restlessness. Depression can look different for each person. Pay close attention to negative thought patterns, feelings of guilt without reason, helplessness,

hopelessness and worthlessness. Depression causes difficulty thinking, concentrating and making plans. Finally, thoughts of suicide is a great indicator of depression even when no plan is made.

A person may function daily for a long period of time with symptoms of depression while stress and triggers continue to build until a major crisis happens. In order to prevent such crises, it is necessary to pay attention to people, listen to what they say, notice changes in behaviors and make it priority to genuinely be concerned with the livelihood of others. In doing so, it only takes caring and asking open ended questions to “check-in”. In the event the person opens up and admits to symptoms of depression or suicide, get professional help.

As holidays approach and life stressors occur, self-care is critical to getting ahead of depression. Be sure to engage in physical activity for at least 30 minutes daily; being in nature is advised. Find activities that are enjoyable and bring laughter. Spend time with loved ones and friends, especially during holiday season. If the holidays (or life) tend to be lonely, plan ahead

to avoid isolation and loneliness. Be aware of food consumption. Eating nutritiously for energy needed; food is your fuel. Be mindful of alcohol and substance intake especially with the increase of social activities and parties during holiday time. Keep a steady routine and get enough sleep as well as rest and relaxation to de-stress. Employ meditation, prayer and/or practices that free your mind. Engage in journaling, listen to music and find ways to express thoughts and feelings for increased self-awareness. Finally, believe in yourself and know that you have a purpose that is worth living for. If you struggle to believe this, start by saying it now: I am worthy. My life has a purpose. I choose to live.

Daily positive affirmations are critical to shape thinking and improve positive feelings. As always, do not be afraid or ashamed to ask for help. If you are experiencing suicidal ideation, call the national suicide prevention hotline: 1.800.273.TALK.



*By Dinisha Mingo, QMHA CEO, MHS Behavioral Services
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702.848.1696*



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Member News

RED - PRESIDENT'S CLUB MEMBER

Announcements



The **Utah Shakespeare Festival** announced the opening of its 2019 season, running June 27 to Oct. 12, 2019. It will feature plays such as *Joseph and the Amazing Technicolor Dreamcoat*, *Hamlet*, *Macbeth*, and *Twelfth Night*. For ticket or more information, visit bard.org.

Nominations for the 2019 Family Owned Business awards are now open. **Nevada Business Magazine** has honored hundreds of families over the past several years for their efforts to improve Nevada. Honorees are featured in the magazine and recognized at Southern and Northern Nevada events. Nominations close at 5 p.m. on Monday, Nov. 19. For more information or to nominate, go to nevadabusiness.com/FOB.

Caesars Entertainment will be the first founding partner of the Las Vegas Stadium, the future home of the Las Vegas Raiders, elevating Caesars' profile in professional sports. This partnership also marks the first Raiders deal with a gaming and hospitality company. As a Founding Partner, Caesars Entertainment will provide access to exclusive experiences that will give the company a commanding presence in the stadium entrance.

The **Clark County Water Reclamation District** and the **Green Alliance** created the Clean Water Fest, where spectators toured the largest wastewater treatment facility in Nevada and were able to see how they clean dirty water and return it to our environment.

The new trendy eatery Su Casa celebrated its opening at the **Silverton Casino Hotel** with a ribbon cutting, kimono-adorned Japanese dancers and a traditional Taiko drum performance. Su Casa will take taste buds on a trip with fresh coastal favorites like ceviche, poke bowls and sushi.

City National Bank will award up to \$80,000 in literacy and financial literacy grants as part of its *Reading is The way up* literacy program. Any full-time teacher, librarian, or administrator in California, Nevada, New York, Tennessee, Georgia, Minneapolis, Minnesota and the District of Columbia is eligible to apply. Educators interested in applying for a literacy grant should visit readingisthewayup.org or send an email to rwu@cnb.com. Applications will be accepted through Nov. 30.

Congratulations

The **GREEN Alliance** has been chosen as a candidate for the upcoming NV Energy Foundation "Power of Giving" Cash Giveaway. The contest is for nonprofits that are serving Nevada by producing programs supporting environmental sustainability and stewardship that foster and protect restoration of wildlife and natural resources.

Eureka Casino Resort took a gamble in 2015 and sold their family-owned company to their staff through an employee stock ownership plan. That gamble has paid off in many ways with the latest jackpot being the inclusion on Fortune Magazine's 2018 list of Top 100 Medium Workplaces in America.

The Howard Hughes Corporation, owner of the Las Vegas 51s, the city's professional baseball team, hosted a topping off ceremony at its new Las Vegas Ballpark to mark construction progress and recognize the great work of nearly 200 construction workers on the project. Guest speakers included Don Logan, Las Vegas 51s President/COO, and County Commissioner Board Chair Steve Sisolak.

The National Association of Healthcare Quality has certified **Nathan Adelson Hospice** Quality Officer Anne Patriche, BSN, RN, CHPN, CPHQ, with the prestigious Certified Professional in Healthcare Quality credential. Patriche joins the ranks of just 10,000 colleagues in the United States and internationally who have achieved this important career milestone.

Community Service

Nevada HAND is a recipient of Listen for Good, a grant program provided through the Fund for Shared Insight. Matching Listen for Good's funding for Nevada HAND is Charles Schwab Bank, a longtime supporter of the nonprofit in both real estate development and philanthropy. The project is designed to build key infrastructure for the field, such as external benchmarks, communities of practice, and technical-assistance resources.

For the 11th consecutive holiday season, **Macy's at Downtown Summerlin** is partnering with **Make-A-Wish Foundation** for the annual Believe campaign, giving the gift of joy to children with serious illnesses. Macy's will donate \$1 to Make-A-Wish for each letter sent through Dec. 24. Customers can write their letters and drop them off in stores in the red Believe letterboxes or submit them online at macys.com/believe.

The Las Vegas Metro Chamber of Commerce is proud to provide members with a place to publish their current announcements as a benefit of membership. Email news items to pr@lvchamber.com.



Upcoming Events

The **WGU Nevada**-inspired "High Five" effort: Higher Education-Five Stops to encourage college degrees among working adults, is surprising five well-deserving individuals with \$5,000 teaching scholarships. WGU Nevada Chancellor Spencer Stewart, CCSD Superintendent Jesus Jara along with Decker Elementary School Principal Alice Roybal-Benson awarded the first scholarship to Leticia Gonsalves, who is a single mother and teacher, in October. All surprise scholarship visits will target industries related to the growing skilled workforce areas in Nevada: Teaching, IT/Technology, Health/Nursing, and Business.



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Local journalism makes a difference.



Rachel Aston

A colleague told me about a man who was brought to tears talking about the Moulin Rouge property as he gave her a tour. I knew I wanted to interview him about what the long-closed hotel-casino meant to him and why. To Deverynn Bryant and Katherine Duncan, this property was an opportunity to repair race relations. After it burned on Oct. 5, I added audio from a town hall meeting where community members still spoke of bringing it back. Why does the government not invest in the Historic Westside in a way that benefits the area? People at that meeting echoed what Deverynn had already spoken of. They believe officials and the larger community don't care to preserve their history or assist in their struggles. I hope someone will see the film and decide to help the Westside in some way, even if that never brings back the Moulin Rouge.

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WALKER FURNITURE

Walker Furniture is a family owned and operated business serving Las Vegas for more than 63 years. Walker Furniture recently opened their second location in Henderson at Sunset & Marks. For more information, please visit walkerfurniture.com.



THE FERRARO GROUP

The Ferraro Group is a public relations and public affairs firm with offices in Las Vegas, Reno, Carson City and Phoenix. They handle media relations, social media campaigns, government affairs/lobbying, crisis communications, event planning and community outreach campaign.



WORLD FINANCIAL GROUP

With focus on financial awareness and education for local families and business owners no matter the background or demographic, World Financial Group's mission is to have no family left behind. They help set the goal of properly building and preserving family wealth.



TEMPUR-PEDIC

With a history that includes NASA research and innovation, to become a globally recognized as a brand, Tempur-Pedic strives to give guests the best night's sleep. Their new flagship store is located at Downtown Summerlin.



RED ROCK POINTE RETIREMENT COMMUNITY

Red Rock Pointe is Las Vegas' new, all-inclusive retirement living community. They take care of everything with one monthly price and no buy-in fee so the residents can enjoy the good things in life. Visit their website to learn more about luxury living at Red Rock Pointe.

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Lolli and Pops is a premium purveyor of sweets, featuring colorful French macaroons, marzipan fruits, truffles and a bulk bar that features dozens of unique gummy bear flavors. It is the quintessential candy store.



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CAPSTONE PARTNERS FINANCIAL AND INSURANCE SERVICES

Capstone Partners is pleased to announce their newest Nevada office located in Summerlin One in Downtown Summerlin and look forward to becoming a financial pillar in the Las Vegas community.



THE SALVATION ARMY

The Salvation Army Las Vegas Adult Rehabilitation Center opened its first new Family Store in nearly 20 years at 675 Craig Road. The ARC offers free rehab for nearly 120 men and women who are fighting to overcome their addictions.

Handling the Challenges of Running a Small Business

By Greg Twedt, SCORE Nevada District Director

M

arketing, sales, finance, accounting, operations, personnel, growth, survival... all issues you may face as a small business owner, manager or entrepreneur. Have you faced some of these business challenges and wished you had the advice and counsel

of an experienced business mentor? Do you know that SCORE exists to help you? SCORE's Mission is to **"Foster vibrant small business communities through mentoring and education"**.

What is SCORE?

SCORE, founded in 1964, is America's premier source of free and confidential business advice for entrepreneurs and small businesses. SCORE is a nonprofit resource partner of the U.S. Small Business Administration (SBA). With more than 10,000 volunteers supporting 300-plus chapters across the country, SCORE has the resources to deliver the help you need through mentoring and education. Locally, the Las Vegas chapter has more than 60 volunteers ready to serve Southern Nevada businesses at several mentoring locations.

2019 - What's your plan?

As a leader in your business, one of the most beneficial things you can do is to create an annual business plan and use it to manage your operation.

Your business plan should set your objectives for the year, define the strategies and tactics you will use to meet the objectives and set your priorities. It may seem like a daunting task, [but] it doesn't need to consume many hours of work. Commit time to think about where you want the business to go and how to get there. Need guidance? Meet with a SCORE mentor to get helpful direction.

Writing a business plan is an opportunity to:

- Carefully think through every step to achieving your goals for your company
- Discover any weaknesses that may threaten your business
- Identify opportunities you may have not considered and plan how you will deal with challenges that are likely to arise.

Planning templates and worksheets are available at score.org or by working with a SCORE mentor.



What does SCORE offer?

SCORE provides free business advice through our network of experienced business mentors. Our certified mentors employ a methodology referred to as "SLATE" to understand your business and the issues you face such as developing your annual plan or other issues like marketing, finance or operations.

While face-to-face mentoring meetings usually occur at a local mentoring office, other arrangements can be made to meet at an alternate site. When appropriate, your mentor may put you in contact with other mentors with the specific skill set and experience you require. Request a mentor at score.org or call 702-388-6104.

Las Vegas SCORE also offers a series of low-cost workshops on a variety of business topics. The local workshop schedule is available at LasVegas.score.org. In addition, the national organization offers live online seminars on timely topics, as well as recorded seminars from past on-line events.

Would you like to join SCORE?

To become a SCORE volunteer, visit score.org/volunteer. Las Vegas SCORE is always looking for individuals willing to help support the small business community and who adhere to the SCORE code of conduct and ethics.



WELCOME NEW MEMBERS!

PRESIDENT'S CLUB:

**Capstone Partners Financial and
Insurance Services - Mass Mutual**
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xuberance.life

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Carlin Media Solutions
Clark & Associates of Nevada Inc.
Comprehensive Wealth Management
Cornerstone Benefits & Insurance
Coverage Point Insurance
Creative Foam Technologies, Inc
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Direct Health and Life Insurance of Nevada
DISCOVERY Children's Museum
Elevate Insurance, LLC
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Encompass Studio
Frey Insurance & Benefits, LLC (FI&B)
Gordon Biersch Brewery Restaurant
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The WS Spartan Real Estate Holding Co
Top Master Locksmith
Tyler Insurance Group
Vegas Strong Heating & Cooling
Vegas Valley Benefit Plans
ZIA Record Exchange

Members joined from Sept. 15, 2018 to Oct. 15, 2018

Visioning in Las Vegas: Introducing Incoming Chairman **Terry Shirey**



“L

and of opportunity...No place like it... Well positioned for continued growth.” Las Vegas Metro Chamber’s incoming 2019 Chairman of the Board Terry Shirey crystalizes the essence of Las Vegas with his descriptors. A resident of Las Vegas for

almost 20 years, Shirey has witnessed the city’s growth at its finest, as well as at its toughest times. Shirey’s experience in this town positions him perfectly to take the helm of the Metro Chamber in the new year.

Shirey serves as President and Chief Executive Officer for Nevada State Bank, a division of Zions Bancorporation, N.A. and Executive Vice President of Zions Bancorporation. Named President and CEO in January 2017, Shirey served as Chief Financial Officer for six years before being named President and Chief Operating Officer in September 2014. He oversees all five banking lines of business – retail, real estate, small business, commercial and private banking – as well as all bank operations in Nevada.

With Shirey’s extensive experience, the Metro Chamber is proud to welcome him as its next Chairman of the Board at its annual State of the Chamber and Installation Luncheon, along with the induction of the

2019 Board of Trustees. The community is invited to this special event where incoming Chairman Shirey will share his 2019 vision for Nevada’s business community.

The annual Installation Luncheon is the Metro Chamber’s most popular luncheon program, gathering Nevada’s leaders, policy makers, community stakeholders and business leaders together to welcome new Chamber leadership. Enjoy live entertainment, video highlights and a sneak peek of some of the Metro Chamber’s 2019 activities and priorities. This luncheon is also an excellent opportunity to meet and engage Metro Chamber leadership as the 2019 Board of Trustees are sworn in.

Wednesday, Dec. 12

11:15 a.m. to Noon: Registration & Connections
Noon to 1:30 p.m.: Program

The Cosmopolitan of Las Vegas - Gracias Ballroom
3708 Las Vegas Blvd. S., Las Vegas, NV 89109

To purchase tickets and tables for this not-to-miss event, visit LVChamber.com or call 702.641.5822.

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Upcoming
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**THURSDAY, NOV. 15
FUSION MIXER**

6 - 8 p.m.
Camden Lounge inside
Palms Hotel & Casino
4321 W. Flamingo Rd.
VYP+ Members: \$10
General Registration: \$15

**FRIDAY, NOV. 16
BIGWIG LUNCH TIME:
ELIZABETH BLAU**

11:30 a.m. - 1 p.m.
Las Vegas Metro Chamber of
Commerce
575 Symphony Park Ave.,
Suite 100
VYP+ Members: \$20

**WEDNESDAY, DEC. 12
VYP+ MIXER**

6 - 8 p.m.
CLIQUE Bar Lounge inside
The Cosmopolitan Las Vegas
3708 Las Vegas Blvd. S.
For additional information or to
join VYP+, please contact us at
hello@vegasy.com.

Register online
at VegasYP.com



CONTINUAL LEARNING

By Kelly Peterson, VYP Events Chair

There is a concept that has been around for many years. It states that after 10,000 hours of practicing a particular skill, you can finally be considered a master of it. To break this down, one must work 40 hours per week, 50 weeks per year, for five years to obtain 10,000 hours of "practice" time. Yet, we do not often look at people who have been in their careers for five years as masters of their craft, nor do many of us feel we have mastered our chosen profession after only five years of work.

Furthermore, we would not consider someone a master of their craft for very long, if they only practiced for the requisite 10,000 hours, and did not continually hone their skills or improve with the changing environment.

We expect someone who is considered an expert in their field to be constantly improving, to always be searching for the newest developments in their industry, and to stay in tune with the best practices of their area of expertise. It is easy to spot the person who is just punching the clock; the person who is just collecting a check; the one who has not yet found their passion in a career.

Anyone who has successfully studied for a particular field and completed the requirements for obtaining a degree, license or certification for their specific industry has experienced the wonderful feeling of reaching the goal, and most likely the brief feeling of being an expert in that moment. Quickly, we almost all come to the realization that learning has really only just begun. Whether the industry is constantly changing or the training was just to provide the theoretical understanding of the craft, people new to a particular field quickly find out that in order to really become a master - and then to stay one - they are going to need to adopt a mentality of becoming a life-long learner. Times change, new technology and understanding are developed, behavior adjusts and the old way of doing things quietly becomes obsolete, or even detrimental. Anyone who does not take the time to learn the latest trends or nuances of their industry will quickly fall behind.

Continual learning comes in many forms and varies across the job market. In some careers, seminars and lectures are regularly offered. In others, additional formal schooling



Business Blend
@
GORDON BIERSCH
BREWERY & RESTAURANT



Vegas Young Professionals and Vegas Chamber members mixed and mingled at Gordon Biersch Brewery & Restaurant at the Fall 2018 Business Blend.



may be required. In any case, as one thinks about the direction they would like to see their career take, a plan to find ways to further their education needs to be incorporated in some manner.

Planning to regularly learn a new method or technology in your

field or one you are interested in, regularly reading books and articles related to your business and personal interests or even adding podcasts discussing topics to enhance your skills, should be considered the bare minimum as you work towards mastering your craft. Deciding early on to dedicate

yourself to life-long learning will ensure you will always be marketable, keep your mind sharp and give you a wealth of knowledge that cannot be taken from you. You will be the determining factor in how well you do in your career and continual education will give you the opportunity to do your best.

The Final Word

OCTOBER ACCOMPLISHMENTS

In October, the Vegas Chamber rolled-out its new Chamber Health Plan with Anthem Blue Cross Blue Shield. It offers several coverage options for businesses of all sizes including sole proprietors. In addition, here are some of the things the Las Vegas Chamber did for you in October:

- Chamber President and CEO Mary Beth Sewald spoke at the U.S. Chamber 7th Annual Health Summit along with Ryan Temme of Groom Law and presented on the panel entitled, “Expanding Health Coverage.” The panel discussed the Las Vegas Metro Chamber as a case study of successfully implementing an Association Health Plan and providing that to its members.
 - While in D.C., President and CEO Mary Beth Sewald met with U.S. Secretary of Labor Alexander Acosta to provide an update of the implementation and success of the Chamber’s Association Health Plan in partnership with Anthem Blue Cross Blue Shield. Secretary Acosta applauds the Chamber’s dedication to provide the most robust and affordable health care to its members.
 - Supported Metro Chamber Chairman Michael Bolognini as the official honoree at the 21st annual Foundation for an Independent Tomorrow Gala.
 - Hosted in-depth conversation surrounding Yucca Mountain at Eggs & Issues with U.S. Congresswoman Dina Titus; Bill Noonan, chairman of the Chamber’s Yucca Mountain Task force; and Bob Halstead, executive director of the Nevada Agency for Nuclear Projects; with a special appearance by U.S. Senator Dean Heller.
 - Sponsored, exhibited and attended the 7th annual Governor’s Conference on Business at the Rio Hotel & Casino that welcomed more than 850 business professionals in Nevada.
 - Engaged in conversation about issues impacting our state and business community at Cocktails & Conversations with Las Vegas City Councilmen Stavros Anthony, Steve Seroka and Cedric Crear.
 - Released our 2018 Endorsed Candidate Guide consisting of pro-business candidates, determined by our Government Affairs Committee.
 - Introduced new members to #TeamChamber at New Member Orientation with proud member sponsors America First Credit Union and Office Depot.
 - Cheered on vice president of government affairs, Paul Moradkhan, as he was awarded the UNLV Honors College Alumnus of the Year.
- Provided senior-level executives new to Las Vegas with the insights into the local economy and industry sectors, and an opportunity to learn more about the many unique aspects of our region at Access Las Vegas.
 - Addressed the challenges and explored ways to improve mental health in our community at Focus Las Vegas, with the insights of a dynamic panel of mental health and community experts.
 - Welcomed Vegas Young Professionals to mix and mingle with our proud members at a Business Blend hosted by Gordon Biersch Brewery.
 - Discussed the significant economic development gleaned from gaming & tourism in Southern Nevada with Erin McMullen of Boyd Gaming and Jacqueline Peterson of the LVCVA in a Policy Committee Meeting: Gaming & Tourism.



THE COST OF MENTAL HEALTH



1 in 5 adults in America experience a mental illness. **18% of adults** live with anxiety disorders.

56.8%

Percent of adults who did not receive Mental Health Care because they **could not afford the cost of treatment**

\$193 BILLION

Serious mental illness costs the American people **\$193.2 billion in lost earning** every year.

Ways to Get Help



Talk with your doctor



Connect with other individuals and families



Learn more about mental illness



Save on medications with Nevada Drug Card

Savings with Nevada Drug Card

		RETAIL	DISCOUNTED PRICE	% OFF
Abilify 10mg TAB	30qty	\$1173.99	\$894.27	24%
Topamax 25mg TAB	30qty	\$228.99	\$178.06	22%
Prozac 10mg CAP	30qty	\$622.00	\$449.44	28%
Bupropion 75mg TAB	30qty	\$26.30	\$18.03	31%

*Discounted prices were obtained from participating pharmacies in January 2018. Prices vary by pharmacy and region and are subject to change.



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NOVEMBER/DECEMBER 2018

State of the Chamber & Installation Luncheon



Welcome the 2019 Chairman of the Board of Trustees,

Terry Shirey

President & CEO,
Nevada State Bank

WEDNESDAY, DEC. 12

11:15 a.m. to 1:30 p.m.

The Cosmopolitan of Las Vegas
3708 Las Vegas Blvd. S.

\$75 - Chamber Members

\$95 - Non-Members

\$750 - Table of 10

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