

# COMMERCIAL DAY

Commercial & Investment Division

OCTOBER 4, 2022 | 8 AM - NOON

In-Person | SRAR Auditorium



NATIONAL ASSOCIATION of REALTORS®



SOUTHLAND REGIONAL ASSOCIATION OF REALTORS®, INC.



SCAN QR CODE TO REGISTER

**COMMERCIAL DAY** – is **IN-PERSON** again at the SRAR Auditorium! Commercial Day will feature speakers who are leaders in the commercial real estate field. The event will start at 8:00 am and adjourn at noon. We will provide a full breakfast – don't miss it - plenty of education, networking, and knowledge at this half-day event.

## SESSION SCHEDULE:

**8:00 am - 8:30 am:** Registration, Breakfast, & Networking

**8:30 am - 8:40 am:** Welcome & Introductions

- Arnie Garfinkel, President – All Star Group
- Jeff Philips, 2022 SRAR President

**8:40 am - 9:30 am:** Keynote Session

- Johnny Noon, Director of Engagement – National Association of Realtors
- Andrea Goodhart, REALTORS Property Resource

**9:30 am - 10:00 am:** Importance of Commercial Real Estate Education

- Michael Simpson, Founder National Commercial Real Estate Association

**10:00 am - 10:15 am:** Break/Network

**10:20 am - 11:10 am:** Due Diligence for Commercial Real Estate

- Bob Khalsa, CCIM – United America Realty Services
- Eric Garcia, Farmers Insurance – EGI Agency

**11:10 am - 11:50 am:** Legislative Update for Commercial Real Estate

- Gina Uzunyan, CCIM – Koenig Properties
- Mel Wilson, SRAR Housing Advocate - Mel Wilson & Associates

**11:50 am:** Closing Remarks



**Johnny Noon**  
Director of Engagement  
National Association of REALTORS®



**Andrea Goodhart**  
REALTORS Property Resource®



**Michael Simpson**  
National Commercial Real Estate Association



**Erick Garcia**  
Farmers Insurance-EGI Agency



**Bob Khalsa, CCIM**  
United America Realty Services Inc



**Attendance includes voucher good for a C&I Division class in 2023. (\$25 value)**



**Arnie Garfinkel**  
Moderator



**Gina Uzunyan, CCIM**  
Koenig Properties



**Mel Wilson**  
Mel Wilson & Associates  
SRAR Housing Advocate