

COMMERCIAL REAL ESTATE SUMMIT

SEPTEMBER 22 & 23, 2021
Embassy Suites Downtown
Grand Rapids



Michael J Lipsey
CCIM, CRB, CPM, MICP

Legal Update Panel

Contracts
Marketable Title
Environmental
& More!



Dr. Elliot Eisenberg
Real Estate Economist

Economic Development Panel

Local
Regional
State

EDUCATION

Learn from Industry Experts
discussing a variety of topics.

Earn nine hours of continuing education
credit, including two hours of legal update.

TRADE SHOW/EXPO

Discover the products and services
offered by Affiliates at the Expo lunch.
Visit all stations for a chance to win grand
prize.

Market Specialists Panel

Industrial
Retail
Office

NETWORKING EVENTS

Unwind with Informal Networking, DINNER and a SHOW!
Relax and enjoy the 18th Annual CARWM Awards, 321 Improv,
and Comedian Chris Monty

GET A ROOM—STAY THE NIGHT! CARWM \$129 room rate!

Wednesday, September 22

- 7:30 - 8 a.m. Registration and continental breakfast
- 8 a.m. Welcome and Sponsor Recognition
- 8:15 - 10:10 a.m. Real Estate Trainer Michael Lipsey
"Rainmaking/Selling by Phone"
"Closing Techniques"
- 10:10 - 10:30 a.m. Coffee and Snack Break
- 10:30 - 12:20 p.m. Real Estate Trainer Michael Lipsey
"The Business Development Machine"
"Negotiating to Win"
Lipsey sessions are approved for four hours of elective continuing education credit.
- 12:20 - 2 p.m. Strolling Lunch with Expo
Collect stamps from all vendors to enter \$500 prize drawing!
- 2:10 - 3 p.m. Economist Dr. Elliot Eisenberg
Session is approved for one hour of elective continuing education credit.
- 3:10 - 4 p.m. Economic Development Opportunities Panel
Panelists: Nicole Whitehead, MEDC; Brent Case, Right Place;
Jeremiah Gracia, City of Grand Rapids. Moderator: Chip Hurley
Session is approved for one hour of elective continuing education credit.
- 4:15 - 5:45 p.m. Informal Networking/Cocktail Hour
- 6 p.m. - 10 p.m. Dinner and a Show in the Ballroom
18th Annual CARWM Awards Program
321 Improv Comedy Team
Comedian Chris Monty
- 10 - 11 p.m. Young Professionals Network & Nightcap

Thursday, September 23

- 7:30 - 8 a.m. Full breakfast in the ballroom
- 8:15 a.m. Welcome and Sponsor Recognition
- 8:30 - 10:20 a.m. Legal Update Panel
Panelists: Matthew Eugster, Varnum; Ben Hammond, Hilger Hammond;
Eric Starck, Miller Johnson. Moderator: Jeff Ammon, Miller Johnson
Session is approved for two hours of legal continuing education credit.
- 10:20 - 10:40 a.m. Coffee and Snack Break
- 10:40 - 11:30 a.m. Market Specialist Panel
Panelists: Dave Denton, DAR Commercial; Chip Bowling, Bradley Company;
Stu Kingma, NAI Wisinski of W MI. Moderator: Mike Murray, Advantage CRE
Session is approved for one hour of elective continuing education credit.
- 11:30 a.m. Closing Comments and Adjournment

Full Conference Registration

CARWM Members \$175

Non CARWM Members \$225

Includes:

- ◆ All educational training sessions
- ◆ Nine hours of continuing education reported
- ◆ Meals and Snacks:
 - Wednesday
 - Continental Breakfast
 - Coffee Break and Snacks
 - Strolling Lunch
 - Informal Networking drinks & appetizers
 - Dinner (served plated meal)
 - Thursday
 - Full Cooked to order Breakfast
 - Coffee Break and Snacks
- ◆ Entertainment
- ◆ Parking in hotel ramp

Special Pricing Discount
for those who have been
CARWM members
for four years or less!

In honor and memory
of Stanley J. Wisinski III,
new members may attend
for \$50 full conference cost.

Add your hotel room for \$129, with CARWM room block rate!

Call (616) 512 - 5700 to reserve your room.

Conference ala Carte

Wednesday Only

Member rate:\$125 non-member: \$150

Includes:

- ◆ 6 hours of education (elective credits)
- ◆ Continental breakfast, lunch & break
- ◆ Parking in hotel ramp

Thursday Only

Member Rate: \$75; non-member: \$100

Includes:

- ◆ 3 hours of education (two hours legal, one hour elective credit)
- ◆ Full breakfast and break
- ◆ Parking in hotel ramp

Wednesday Evening Only

Member Rate: \$75; non-member: \$100

Includes:

- ◆ Cocktail Hour at Big E's
- ◆ Plated Dinner in Ballroom
- ◆ Entertainment
- ◆ Parking in hotel ramp

REGISTRATION

EVENT SPONSOR



Name: _____ Company: _____

Email: _____ Phone: _____

REGISTRATION OPTIONS	PLEASE SELECT OPTION	MEMBER RATE	NON-MEMBER
FULL CONFERENCE		\$175	\$225
WEDNESDAY ONLY		\$125	\$150
WEDNESDAY EVENING ONLY		\$75	\$100
THURSDAY ONLY		\$75	\$100
NEW AGENT REGISTRATION		\$50	

Hotel Room Reservations must be made separately. Please call (616) 512-5700 for a reservation.

Please contact the CARWM office with dietary restrictions/requirements.

Method of payment

_____ check enclosed _____ charge CAR Account _____ charge to credit card

Credit Card Number: _____ CVV: _____

Expiration date: _____

For Reporting Real Estate Continuing Education Credits:

Real Estate License Number: _____ Last 4 digits of SS#: _____

Return registration form to: shariv@carwm.com

Or mail: Commercial Alliance of REALTORS
678 Front Ave. NW Suite 257
Grand Rapids, MI 49504

REGISTRATION CLOSES SEPTEMBER 10, 2021