

# What Makes a Good Broker(Owner?)... Especially in Today's Market



**Tuesday, November 11<sup>th</sup>, 2008 7:00 am – 9:00 am**  
**Marriott City Center 1701 California Street**

Attn: New Members!!  
Stay for the New  
Member Orientation  
from 9:00-9:30 am

Featuring Presenters...

**Peter Culshaw**

Executive Vice President, Shea Properties

**Barry Dorfman**

Senior Managing Director, Jones Lang LaSalle

**Dave Naus**

Principal, Equity West Investment Partners

**Doug Wulf**

Senior Vice President, Fuller Real Estate

and Moderator...

**Greg Morris**

President & CEO, Fuller Real Estate

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Join NAIOP as we examine and discuss the dynamic working relationships between Brokers & Owners. In today's market place, the collaboration between brokers, owners and all business associates are especially important.

Come learn about the trials and tribulations of successful business partnerships between Brokers & Owners – and discover how you can achieve the same success in your own business relationships! Don't miss this truly unique experience!

Be sure to prepare your questions for these impressive professionals! This is the MUST attend event of the year!

Got questions??  
Get answers from the  
NAIOP Ambassadors at  
NAIOP Events

Register on-line at  
[www.naiop-colorado.org](http://www.naiop-colorado.org)  
Or fill out a registration form!



*The Forum for Commercial Real Estate*



# Welcome NAIOP New Members!

## Nick Belitz

Ascendant Development  
Corporation

## Timothy Daniels

Commercial Building Services

## Zach Frisch

PG Ventures

## Brian Huff

Capmark Finance, Inc.

## Sharon Ilgenfritz

University of Denver

## Christopher Judd

University of Denver

## Chris Wardenburg, Jr.

Wells Fargo Bank

## Robert Webb

GHP Horwath

## Charles Weiss

Huitt-Zollars, Inc.

Interested in Membership?

Join NAIOP Colorado in  
**October**

and receive...

**15 Months of Membership  
For the 12 Month Rate**

For more information or to  
join TODAY

Visit our website at

[www.NAIOP-Colorado.org](http://www.NAIOP-Colorado.org)

or call (303) 782-0155.



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