

NORTHERN NEVADA NETWORKING

WHAT'S YOUR STORY?

Spend some time cultivating and perfecting your story, so you can present it well when you are asked about yourself during networking events.

BUSINESS NEWS ON YOUR PHONE

Go to RGJ.com/textalerts and select from a list of choices that includes market news and stock quotes.



NETWORKING CALENDAR

GOLF FUNDRAISER AT THUNDER CANYON

9 a.m., Monday

Privately-operated Thunder Canyon golf course will open to the public to play in support of "Tee It Up For The Troops," with proceeds and any donations going to the charity for veterans and their families. **Where:** Thunder Canyon Golf and Country Club, Washoe Valley. **Cost (18 holes and lunch):** \$80; \$60 for active/retired military. **Sign-up by Friday:** 775-882-4597. **Sponsorships:** 775-882-0882.

STAR SPANGLED SPARKS

7 a.m. to 3 p.m., Monday

The Northern Nevada Chamber of Commerce will hold the event at the Sparks Marina Park. **Details:** www.sparkschamber.org.

HEALTHIEST PLACE TO WORK AWARDS

Friday deadline

Friday is the deadline for submitting nominations for the Healthiest Place to Work in the Greater Reno-Tahoe region awards to be handed out at the 2011 Healthcare Forum Oct. 12. **Where:** Atlantis Casino Resort Spa, 2707 S. Virginia St. **Details:** <http://www.renosparkschamber.org/events.htm#me101211>.

ALTERNATIVE FINANCING SIMULCAST

9 a.m. to 1:30 p.m., July 12

The Western Nevada Development District and the University of Nevada Cooperative Extension will present a free video conference providing an overview of alternative lending programs available. **Where:** 1349 Waterloo Lane, Gardnerville; 111 Schekler Road, Fallon; 314 5th St., Hawthorne; 995 Campston St., Ely. **Cost:** Free. **RSVP:** [email mguss@wndd.org](mailto:mguss@wndd.org) or call 775-883-7333 Ext. 104.

TECH WEDNESDAY

5:30 to 7:30 p.m., July 13

Join NCET, Nevada's Center for Entrepreneurship and Technology, for its monthly event. **Where:** The Edge nightclub, Peppermill Resort Spa Casino, 2707 S. Virginia St. **Cost:** \$15 in advance online, \$25 at the door. **Register/prepay:** <http://events.ncet.org/techwednesday>. **Details:** 775-853-4226 or email Roxanne@NCET.org.

LEGISLATIVE REVIEW

7:30 a.m., July 13

The Reno Sparks Chamber of Commerce will host a legislative review of key measures affecting business in Nevada with legislative and lobbyists panels. **Where:** Peppermill Resort Spa Casino, Capri Ballroom, 2707 S. Virginia St. **Cost:** \$25 for members, \$35 for non-members. **Details:** www.renosparkschamber.org/events.htm#me071311.

SUBMIT YOUR EVENT

Log on to RGJ.com/calendar and post your networking event.

PEOPLE YOU SHOULD GET TO KNOW

MICHELLE L. SALAZAR



MICHELLE L. SALAZAR: The president of Litigation and Valuation Consultants, Inc. sits in her Reno office. **TIM DUNN/RGJ**

BACKGROUND

After earning my accounting degree from the University of Nevada Reno, I began my professional career interning at a large Reno-based Certified Public Accounting firm. During my five years there, I was exposed to the field of business valuation and forensic accounting.

WHY DO I DO WHAT I DO

One of the reasons I love what I do is because I am able to assist divorcing parties in sorting out their financial situations. Divorce tends to be one of the most difficult times many people ever experience. I enjoy seeing the end result when parties are able to move beyond contentious litigation proceedings and realize there is light at the end of the tunnel.

WHAT BROUGHT ME TO RENO OR WHY I STAY IN RENO

My parents and I moved from Denver to Reno in 1992 because job opportunities were more plentiful for my parents. Reno was a place we visited periodically, and a place where we felt at home. My husband and I chose to raise our family here because we love the outdoors.

WHAT I DO TO LEAVE WORK AT THE OFFICE

When I began my career, my Dad gave me a lecture about the worry tree. The worry tree is an imaginary place where the worries and stress of the workday are left at the front door.

HOW I GIVE BACK TO MY COMMUNITY

I give back to the community in many different ways. I have been involved with the American Heart Association Go Red For Women committee since 2007. This year I became a chartered member of the Salvation Army Women's Auxiliary Group and plan to serve on the Breakfast with Santa committee.

BEST BUSINESS BOOK I'VE READ LATELY

With two young boys and continual technical reading necessary to stay current in my field, I have a difficult time finding spare time to read books. The best business magazine I read is Fraud Magazine, which provides stories of embezzlement, fraud and articles written by Certified Fraud Examiners, the material that makes me excited to go to work each day.

BEST PLACE IN RENO TO MEET WITH CLIENTS OR COLLEAGUES

The Prospectors Club. The food is excellent, the company is even better, and the club manager, Michael Gasuad, is the best.

MY LEADERSHIP PHILOSOPHY

I believe to be a leader a person must be honest, have integrity and lead by example.

NOTABLE ACHIEVEMENTS

In 2007, I was an honoree at the Nevada Women's Fund Salute to Women of Achievement luncheon. In 2009 I was elected as a public at-large member of the Washoe County Debt Management Commission. Then in 2011, I was elected to serve as the Vice-Chairperson of the Washoe County Debt Management Commission.

IF I COULD DO SOMETHING ELSE, I WOULD ...

An interesting experience would be to volunteer in a homeless shelter or soup kitchen. While participating in the Leadership Reno Sparks program in 2005, purposeful time was spent visiting a soup kitchen in the Reno downtown area.

WHO DO YOU KNOW?

Know someone we should get to know? Email Pamela Heisler at pheisler@rgj.com.

FACE-TO-FACE

FEATURED EVENT: BIZ TALK BLENDER

THURSDAY, MAY 26, JLH INC.



Callie Pieters and Steve Siegel of Greenbrae Fitness
PHOTOS BY PAMELA HEISLER/RGJ



Chris Fleiner and Rosalinda Renteria both of JLH, Inc. and Lisa Garcia of the Ritz Carlton



Joe Metzgar of Your Business Network and Bill Hines of Video Pros



Leslie Henderson and Easpeere Landry, both of Coldwell Banker Select

SEND US YOUR PHOTOS

Send photos from your networking event to pheisler@rgj.com.

CHECK OUT THE ONGOING PHOTO GALLERY

See photos from networking events at RGJ.com.

PEOPLE ON THE MOVE | New hires, promotions and achievements in Northern Nevada

» Orchard Plaza, LLC leased to 168 Noodle a 2,131 square feet space at Orchard Plaza located at 2303 S Virginia Street in Reno. **Ken Mattison** of Coldwell Banker Commercial Clay & Associates represented the Landlord. **Albert Sung** of All Star Realty represented the Tenant.

» Four experienced mortgage loan officers have joined Mason-McDuffie Mortgage at 985 Damonte Ranch Parkway, Suite 220. **Jerry Saffle, Tomi Fratto, Nicole Chase and Kay Miller** all have worked in the Reno/Sparks market for years and couple their experience with a wide-range of loan products through



JERRY SAFFLE



TOMI FRATTO



NICOLE CHASE



KAY MILLER

GET ON THE MOVE

Send us news about new hires, promotions, board appointments or information about the shiny new plaque on your wall. And please don't forget to include a photo. **Email business@rgj.com.**

Mason-McDuffie returned to the Reno market last year. Saffle joined Mason-McDuffie last year and previously has been a branch manager for both Home Mortgage

Resources and Flagstar Bank. He particularly enjoys helping first-time buyers get into a home.

Like Saffle, Chase has worked in the Reno market for 15 years. Fratto embarked upon

her lending career eight years ago and focuses on client service, which means she's routinely available after normal business hours. She serves as secretary of the Women's Council of Realtors, while Saffle is treasurer.

Both Fratto and Saffle are members of the National Association of Hispanic Real Estate Professionals.

Miller just joined the Reno office and brings more than 30 years of experience in the Reno market to her client base. She's worked for several firms as a loan officer and a branch manager. She's a member of the Mortgage Bankers Association and is a past secretary and

vice president.

» **Don Welsh, John Pinjuv, and Reed Simmons** of Grubb & Ellis/INC represented the seller, Pipeliners, LTD., in the sale of 5,200 square feet of office space located at 10643 Professional Circle, Suite 9A in Reno. The buyer, South Meadows Commercial Property, LLC, was represented by **Kevin Annis** with Tanamera Commercial Brokerage, LLC in this transaction. The property closed March 16, 2011 for \$454,464.00.

— Compiled by
Pamela Heisler