

**REIAC Southwest  
Breakfast Series  
November 13, 2018  
CoStar**

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**Featured Panel**



**Greg Laing**



**Trenton McCullough**



**Ryan Schubert**

Please join us on Tuesday, November 13th for our 4Q event where we will get an update on the Retail markets.

**Greg Laing**  
Principal  
Phoenix Commercial Advisors

One of the founders of Phoenix Commercial Advisors in 1996, Greg has over 37 years of experience in retail brokerage. He has been a Phoenix resident since 1966. He started in the commercial real estate brokerage business in 1981 when he joined CBRE's Phoenix office. He is currently a member of the ChainLinks board of directors. Greg's current roster of tenants include Costco, Bed Bath & Beyond, Buy Buy Baby, Staples, Kohl's, Michaels, Dick's Sporting Goods, Main Event Entertainment, iFly, Cost Plus World Market, AMC Theatres, The Tile Shop, Barnes & Noble and many more.

**Trenton McCullough**  
Senior Vice President  
Retail Investments

Trenton McCullough specializes in retail investment sales and is responsible for implementing and executing marketing strategies of those assets while ensuring the deal gets across the finish line.

**Ryan Schubert**  
Executive Managing Director and Co-Leader  
Cushman & Wakefield

With over 14 years of experience, Ryan Schubert is an Executive Managing Director and co-leader of Cushman & Wakefield's Retail Capital Markets Team in Phoenix, Arizona. Ryan's core focus is on the transaction of grocery-anchored and multi-tenant shopping centers throughout the South and West, specifically Arizona, Nevada and Colorado.

Ryan is a member of Cushman & Wakefield's Retail Investment Advisor Group, which consists of a small contingent of agents across the country that lead client accounts on a national level. Over the last 14 years, Ryan and his team have facilitated more than \$3 billion in capital markets transactions.

As always, continental breakfast will be provided and parking validated.

Best Regards,

**Mark Singerman**  
REIAC Southwest President

**T.A. Shover**  
REIAC Southwest Program Chairman

**Schedule:**  
Tuesday, November 13, 2018  
7:30am Breakfast and Networking  
8:00am – 9:00am Program

**Location:**  
CoStar  
2325 E. Camelback Road, Suite 110  
Phoenix, AZ

**Fees:**  
REIAC Members: Free  
Invited Guests: Free – must be accompanied by a member.

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