



## SAGE TALKS

### What You Missed

By Katja Martinez, President of Council on SAGE

2020 marks a very special year for SAGE, as the Council is celebrating its 30<sup>th</sup> year. We look forward to an exciting year ahead and hope to see all of you at our upcoming events!

On January 9<sup>th</sup> we started the year strong with a full house and a “Power Panel”, led by Ali Wolf (Director of Economic Research for Meyers Research), Manny Gonzalez (KTYG) and Matt May (Avenida Partners), who gave an economic outlook of 2020 (“Headwinds and Tailwinds”).

Matt May shared insights on who their target market is (around 70% are single woman) and discussed some of the most important components that make a successful community (such as an indoor pools).

Manny Gonzalez talked about the Health aspect and explained why the “smallest” and “largest” units do best in this specific market segment.

Ali Wolf shared a depth of valuable information and statistics; leaving the audience with final thoughts on affordability, the social aspect and effects of the stock market.



Ali Wolf of Meyers Research, LLC



### Project Highlight

Outlook Club at Summerlin ~ By Trilogy

Just about 15 miles from downtown Las Vegas, Nevada, nestled on the western rim of the Las Vegas Valley, is Trilogy in Summerlin, an active adult community that’s taking 55+ living to a whole new level. This single level living community



Front Perspective of the Outlook Club

enjoys the best 55+ community location in Summerlin - a true town center, with designer shopping, boutiques, and signature dining less than three miles away from the community. At the heart of Trilogy is the stunning Outlook Club, with a variety of indoor and outdoor amenities including a culinary kitchen, a second-floor sports and media deck, a resort-style pool, a fully equipped fitness center and movement studio, a dog park, a Zen garden, pickleball and bocce courts, an events and meeting space, and more.



Grand Living Room Patio

Trilogy in Summerlin features three unique, single story townhome collections that offer single level living and multi-level floorplan options that range from ~1,538 to ~2,915 square feet. With modern, open floorplans, these stunning townhome designs feature your main living spaces on a single level and really feel like detached homes with the convenience of upscale condo living.



Rear View of the Outlook Club

The Design team includes JZMK Partners (Courtyard Homes and Outlook Club) and KTG Y (Vertical Duplex and Motor-court). Interior Design services for the Outlook Club were provided by Trio.

## Looking Ahead

Technology Driven Sales:  
Adapt or Be Left Behind

**Thursday, February 20th**  
Tustin Community Center

[To reserve your seat, click here!](#)

**March 19, 2020**

Program Information Coming Soon!  
[Click Here to Register](#)

**April 16, 2020**

Gen X Turns 55: The Relationship Differences  
Speakers: Rommel Anacan and Jim Doyle  
[Click Here to Register](#)

**TECHNOLOGY DRIVEN SALES**  
ADAPT OR BE LEFT BEHIND

**MEET BDX:**

- Builders Digital Experience
- Recent Speaker at IBS 2020

**MISSION:**

Helping builders sell more new homes, at higher margins, while improving builder profitability.

Learn from one of the brightest in our industry about technology today and how it is transforming consumer decision making. Tim will discuss the benefits of staying agile, nimble and using the newest innovations on the market.

**Be ready to change your thinking!**  
THURSDAY, FEBRUARY 20TH

7:30AM - 9:30AM  
TUSTIN COMMUNITY CENTER AT THE MARKETPLACE  
2961 EL CAMINO REAL, TUSTIN, CA 92782

TO REGISTER, VISIT [WWW.BIASC.ORG/EVENTS](http://WWW.BIASC.ORG/EVENTS)

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