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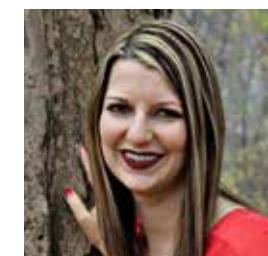
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TABLE OF CONTENTS

RP ™	04 Preferred Partners		08 High Roller Ehren Alessi		12 Q & A with Alex Rivlin
	16 Elite Broker Spotlight		20 Ace of the Month		26 FurrEver Friends

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EHREN ALESSI



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Written by Elizabeth McCabe

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Drive. Determination. Discipline. These three qualities have served Ehren Alessi well. A successful real estate agent who hails from Buffalo, New York, Ehren is proud to be the founder and owner of Resolution Realty. This leading brokerage boasts 120 agents in Henderson.

Ehren is a trailblazer, consistently ranking in the top 5 in the Top Producers standings in Las Vegas with over 4,000 units sold throughout his career. Ehren started in real estate 20 years ago and is an expert when it comes to buying and selling homes.

Changing with the Market

Ehren, who has been licensed for 15 years as a real estate agent, started with traditional residential real estate sales. But he was willing to reinvent himself as the market grew more turbulent.

He went into foreclosures before doing short sales and REO properties before the market stabilized. This strategy helped him ahead of market trends while also having thousands of transactions.

When the market went back to more of a traditional market, he continued to list residential homes in Las Vegas. In his 15-year career, Ehren has sold homes for banks, homeowners who are underwater on their mortgages, and standard residential properties.

Tapping Into Technology

By harnessing technology to his advantage, Ehren is able to maximize his listings and attract the right buyers. "We use state-of-the-art marketing tools to target buyers demographics and get sellers maximum exposure for their listings," he explains.

Ehren has also created databases on the back end of operations. "I also do lead follow-ups, look at technology from websites, and utilize multiple dialer systems," he comments.

He uses an unparalleled customized marketing platform to expose listings to millions of buyers online and generate leads for his teams.

As for buyers, Ehren implements technology to his advantage with customizing CRMs. Through texting,

calling, and emailing, he is able to nurture clients and help them with market conditions.

"I give them an idea of how to buy, when to buy, and prepare new home buyers," he says.

Mentoring Others

Ehren started Resolution Realty in 2011 and excels in recruiting, supporting, coaching, and training up and coming real estate agents. "I help agents grow their business and give them a clear path of success," he says. Ehren also helps convert leads with his years of experience.

He is a wealth of knowledge to his team. Having learned every facet of the real estate industry, he has decided to share his knowledge with others, teaching them the secrets to his success.

To Ehren, success is "being able to sustain a career in a volatile market." He comments, "Being a real estate agent has its ups and downs." He helps others navigate the potentially choppy waters of real estate. "To be successful in real estate is to maintain a high level of customer service," he says.

"I want to be remembered for my dedication and determination for treating each client as if they were my own client and doing a phenomenal job for them," he says. His high level of customer service and being able to forecast where the market is going has been foundational to his success.

Embracing Change

"Be ready for change because it is always inevitable. Embrace it," says Ehren. He encourages his agents to continue to be a state of growth.

The ever-changing market of real estate will be dictated by technology. Ehren reasons, "Technology is going to continue to dominate how agents are going to practice real estate. As real estate agents, we need to be sure that we are involved in these changes, making sure that technology doesn't push real estate agents out of the transactions. We are extremely valuable to home buyers and home sellers."

We are honored to feature Ehren in this month's issue. He is continuing to grow his team at Resolution Realty and is currently recruiting top talent. For more information, check out resolutionrealtylv.com.



“

I WANT TO BE REMEMBERED FOR MY DEDICATION AND DETERMINATION FOR TREATING EACH CLIENT AS IF THEY WERE MY OWN CLIENT AND DOING A PHENOMENAL JOB FOR THEM

Q&A WITH Alex Rivlin



Photography by Wild Dog Digital



MOTIVATING THROUGH COACHING AND FOCUS!

ers Luncheon for Signature for the last six quarters (that is the top 30 in a brokerage of almost 500). In my previous company, I was awarded Forbes Most Promising Companies and was in the Inc. 5000 list as the 79th fastest growing company in America in 2015.

Your Name

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Kelly Bishop

How many years have you been a real estate agent? What year did you start?

2, 2017.

Why did you become a real estate agent?

To build a team, and help others succeed in an industry with a very high attrition rate.

What was your total volume last year?

\$15 million.

What did you do before you became a real estate agent?

I have owned four businesses prior (serial entrepreneur since 18). Most recent was a tech company in the health insurance space.

What awards have you achieved?

In real estate, I have made the Lead-

What is your favorite part of being a real estate agent?

Making a difference in people's lives, both my team as well as our clients.

Define success.

Leaving this world a better place than I found it. Knowing that others out there are thankful for your part in making a difference in their lives.

What has been a game changer for you in your business?

Coaching & Focus.

What does your typical day look like?

Up at 0445 A.M., and off to the gym at 0500. In the office by 0730-0800, and doing my best to keep to my time blocked calendar.

What makes you different?

I come from a business background and approach from that perspective. I place all of the value on the relationship vs. the transaction. A transaction rewards you once, a relationship rewards you for a lifetime!

Where do you feel you can still improve in your business the most?

I need to grow as a leader and be better at building a culture for my team.

What keeps you engaged and excited to continue doing what you are doing?

Watching people grow and succeed and knowing that I had an impact on that.

Is there any tech that you love using for your business?

I am a tech junkie. I love the progression of AI, and automation of certain tasks, to prevent the ball from ever being "dropped."

Tell us about your family.

I have two amazing children! Alison (14), and Benjamin (12). They are my WORLD!!!

What are your hobbies and interests outside the business?

This is a long list. I'm very active. I love to ski, canyoneer, rock climb, and do anything thrill-seeking and fast! Also, music speaks to me, so attending as many concerts as possible is a big interest of mine.

Are there any organizations or charities that you support?

I am currently a volunteer for Make-A-Wish.

What are your short- and long-term goals?

Grow my team to 20 successful agents. Complete my book on mindset and motivation in life and business. Then take that to the National stage.

What is your favorite quote?

A pessimist finds difficulty in every opportunity, an optimist finds opportunity in every difficulty.

How do you manage work/life balance?

By sticking as closely as possible to my time blocked calendar, I can maintain high levels of productivity in my work hours. This creates the ability to have time and focus during my off hours to live in the present, and spend time with my kids or engage in other activities that I love.



When it comes to home loans, information and education make the difference.

With over 15 years of experience, Clay Schmeisser will offer you clear explanations, patience, and expert advice.

Spending the day helping all his clients with that is what Clay loves to do.

Clay is also very passionate about helping our veterans, active duty military members and first responders get into new homes!!! Clay is one of three certified military mortgage boot camp instructors for the state of Nevada, which means he gets to help educate the public and his real estate partners by disproving a lot of the myths that are floating around out there about VA loans.

With Clay's extensive knowledge of Fannie Mae, Freddie Mac, FHA, Jumbo and VA guidelines, he usually knows what underwriters are going to request before we even submit an application to them! Because of this understanding of what is needed at the beginning of the mortgage process, Clay's clients can feel confident they will be getting a top-tier home loan experience.

Clay fully understands that the industry has changed and continues to change daily, monthly and on an annual basis. As a seasoned mortgage professional, Clay works diligently to stay informed and educated of frequent industry changes so that he can better serve his clients and real estate partners!

Knowledge. Experience. Customer service. Clay uses these skills to guide his clients through what might, for many of them, be the largest purchase of their life. In trying to make the transaction as stress-free as possible, Clay wants his clients to actually enjoy purchasing a new home or refinancing their current home loan.



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JASON MATTSON

Breaking New Ground in Real Estate

► elite broker spotlight

Written by **Elizabeth McCabe**
Photographs by **Neon Sun Photography**

"I've been a real estate agent for 15 years, but it feels like yesterday," says Jason Mattson, owner, and broker of the Orange Realty Group.

He opened his brokerage in 2009, a bold move in the Great Recession. "It was the right time for me," says Jason.

Not only does he oversee over 65 real estate agents and manage almost 500 properties, but he has also achieved personal success. Ranked #26 in the 2018 Top 250 Agents in Clark County out of over 17,000 licensed real estate agents, Jason is the trusted expert when it comes to real estate. He is proud to be in the Las Vegas Realtors Young Professionals Network "Top 40 under 40" in 2013, 2017, 2018. This year, he is looking forward to being inducted into the YPN 40 Under 40 Hall of Fame. He was also accepted into the Leadership Las Vegas Class of 2019 program hosted by the Las Vegas Chamber of Commerce.

Passionate About His Profession

"What I love about the industry is that it is hard to define what being a real estate agent really is," he comments.

"I never get bored with it. The industry has so many opportunities that there is never a reason to burn



Jason and Jenny Mattson

out, fail, or get bored." Jason has continually reinvented himself in the world of real estate, which is the secret to his success.

Determined to provide exceptional service to his clients, Jason originally got into the mortgage side to understand that aspect of the industry. Jason explains, "I was constantly asked questions by my clients outside of my area of expertise." Now as a mortgage broker, he is happy to answer questions and truly understands the industry, giving him an edge over his competition.

He has served as a principal lender for investors since 2004 on all property types through a variety





Jason with his wife Jenny, and children Austin and Victoria

of sources of capital. In every one of these investments, Jason invested his personal funds and managed the underwriting and closing process for the debt extended.

His career volume is around 250 million dollars. Last year, he had 29 million in residential real estate sales, not including his commercial sales or his own flips. Privately financing over 10 million dollars in real estate, he is invested in the industry.

Setting Himself Apart from the Competition

When asked how his brokerage is different, Jason replies, "I think we are a more well rounded robust real estate company. We are real estate agents who can fund the deal if the conditions are right."

He adds, "Anything that the client is looking to do, we can do." In addition to buying and selling homes, Jason serves in an advisory role as an experienced broker. He can help clients create a 100-property portfolio and sell it within 6 months or help investors analyze their property portfolio.

"The average company specializes in buyers' agents. That's all they do," says Jason. He is on the leading edge of real estate by creating well-rounded agents who are able to tackle numerous tasks, protecting them from boredom and burnout in the process. Considering that the average real estate agent doesn't make it in Las Vegas, Jason is raising up a new class of real estate agents who are ready for whatever the future holds.

"One of the big things I try to teach my agents is not just to earn a commission, it's how to invest your money," explains Jason. In addition to utilizing his investors' capital, he funds with his own capital. "It helps clients understand that we have a shared interest."

Family Time

When Jason isn't working, you can find him with his wife Jenny and their two children, Austin and Victoria. Family time is always well spent.

In his free time, Jason enjoys traveling, going for hikes, and getting out to the mountains. "I did buy a Can-Am Maverick, a good off-road vehicle, that I plan on enjoying with the children," he says.

He also likes giving back to others through sponsoring a local Boy Scouts troop, the Boys and Girls Club, and his church.

For more information on Jason, check out his website, <http://orangerealtygroup.com>.

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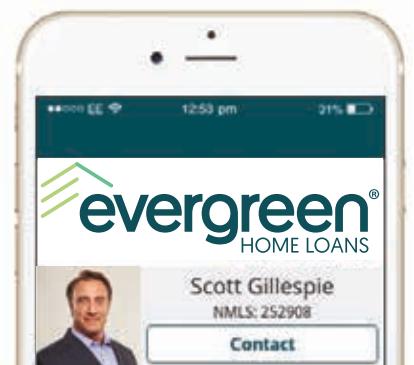


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Blazing a Trail From the *Czech Republic* to Las Vegas!



J“I’ve been a real estate agent for 20 years now,” says Jana Shore with Berkshire Hathaway HomeServices.

Born in the Czech Republic, Jana worked as a school teacher before coming to the United States. She earned a degree in psychology that has proven to be invaluable in the real estate industry.

Jana jokes, “I never thought I would use it. I came to Las Vegas, and now I use it more than ever.”

Jana started working for the Las Vegas Hilton and then Caesar’s Palace and excelled in the hospitality industry. She was the first female food and beverage manager in town, breaking new ground in a male-dominated industry. She was

then Vice President of Regency West, a boutique, international manufacturer of premium specialty restaurant equipment before entering real estate.

Outstanding Work Ethic

“I don’t know how not to work,” says Jana with a smile. “I always give 120% if you hire me for any job. I decided to become a real estate agent because I wanted to be in charge of my success.”

She takes the words of her grandmother to heart, “Do something right or don’t do it at all,” says Jana.

A self-described workaholic, Jana is always putting her clients’ needs first. Her drive and determination have fueled her success.

“I follow through on my promises,” says Jana. “If I promise I am going to do something, it’s going to get done.”

Advice For Others

With 20 years of experience in the competitive industry of real estate, Jana has time-tested and true advice for others following in her footsteps. She says, “Don’t look for one quick transaction. Look for the referrals that you can receive to earn clients for life.” It’s not about a commission check. It’s about service, which will translate into financial success.

“Success is going to come to you when you treat your clients well,” says Jana. “If your clients reach out to you, they need your help. Answer

...



your phone. Don't procrastinate until tomorrow what can be done today."

Real Estate Is Richly Rewarding

"I love to help people achieve their dreams." Helping people find the home of their dreams is worth every ounce of effort to this trusted real estate agent.

One of her clients became her best friend after a rough start during an open house. When Jana introduced herself, the man told her, "I don't like real estate agents. I don't want to talk to you. I'm just looking at the house." He then called to her from another room, and Jana replied, "I thought you didn't like real estate agents." He told her, "You're not like everyone else." They became best friends, and Jana has sold him multiple homes through the years with a "tremendous number of referrals."

Jana always remembers her clients' birthdays, anniversaries, and milestones in life. "I want to be in touch with them," she says. "Don't forget about the people who helped you achieve your dreams."

Family Is First

When Jana isn't selling homes, you can find her with her family. She has been married to her husband, Michael, for 27 years. They have one son who is the successful owner of Las Vegas Auto Sports.

While Jana recently lost her beloved three-pound Teacup Yorkie, Nemo, she is letting her heart heal from this loss in her life. Her son and daughter-in-law have a Rhodesian Ridgeback named Jumane who is doing wonderfully in helping with this process.

Jana concludes, "Family is #1 in my book. Nothing is more important than family. Money can't buy happiness."



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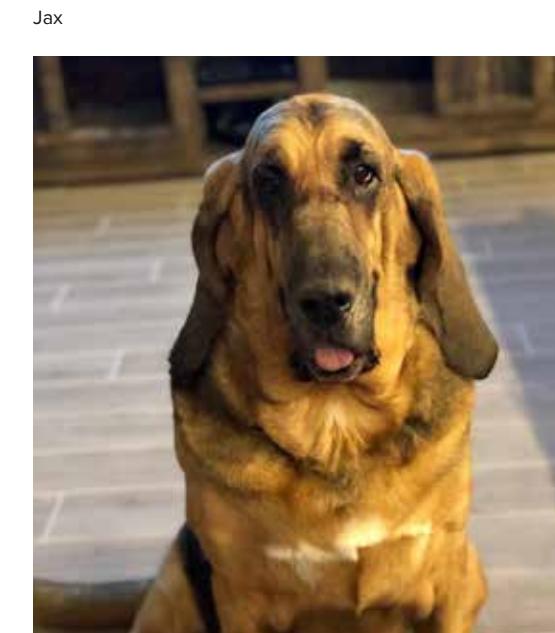
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