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Neon Sun Photography  
Brian Mannasmith  
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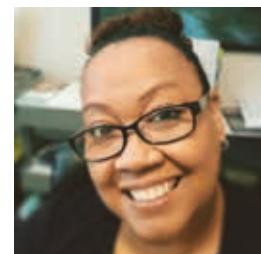
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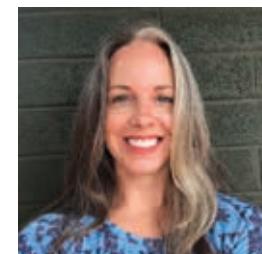
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**Eliza Piotrowski**  
Publisher



**Joe Piotrowski**  
Area Director



**Melony Peters**  
Publishing Assistant



**Elizabeth McCabe**  
Contributing Writer



**David Filipi**  
Wild Dog Digital  
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If you are interested in contributing or nominating Realtors for certain stories, please email us at [eliza.piotrowski@realproducersmag.com](mailto:eliza.piotrowski@realproducersmag.com)

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## CORRECTIONS CORNER

My sincerest apologies to Mr. Ken Sarna of Millenium Mortgage Group. The revised version of his Premier Partner article did not make it into the November 2019 issue: Correct spelling in the first sentence of the article is: *Ken Sarna*. Correct website is- [www.mmtggroup.com](http://www.mmtggroup.com)



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## Criminal Defense Investigator Turned Real Estate Agent

### ► REALTOR® on the rise

Written by Elizabeth McCabe  
Photography by Wild Dog Digital

Becky Ashby worked as a criminal defense investigator in Washington, starting her own business and working for 15 years. But her heart was calling her to something more.

"I always wanted to do real estate," she says.

When she moved to Las Vegas, she had the opportunity to do just that. As she moved from rainy Seattle to sunny Las Vegas, her dream came to fruition, but it wasn't without a lot of hard work and perseverance.

Becky had to build her business all over again. She got licensed in 2014 and started selling homes in 2015, overcoming the fear of failure in the process.

"I didn't know anybody," she says. But she was determined to move forward and never lose momentum.

Her first year, she was ranked #11 in her company, then earning quarterly awards. Last year, she was ranked #5 in sales and units. Becky's career volume is 37 million dollars, with no limit in sight.

A self-described workaholic, real estate was a natural fit for her. Becky also has a competitive nature and has excellent organizational skills. "That's how I still do this job without assistance," she smiles.

### Loving Real Estate

"The thing I like most about real estate is that it is my own business, and I set my own hours; however, I work all the time, but I wouldn't have it any other way," says Becky.

"I'm always available to my clients. I love working with new clients who don't know or understand the process," adds Becky.

This trusted real estate agent genuinely enjoys educating her clients; whether or not they buy or sell a home with her, the education process is important. Making people feel comfortable with the process of buying or selling is what it is all about for Becky. Complete transparency is key.

"My goal is to ensure my clients understand the real estate process while still supporting them every step of the way," says Becky. With her attention to detail, honesty, and attentiveness, she helps clients with ease.

Sellers learn how to best prepare their homes for their listing. While working with buyers, Becky is able to point out areas of concern that buyers may miss during the excitement of viewing a potential new home.

Her clients often become her friends. "I am appreciative of that," says Becky. "I have learned and grown so much from real estate and my clients."

### Making a Difference

Becky uses her influence to make a difference. Every month, she donates to Charity: Water, which funds clean water for third world countries. With 1 out of 10 people without access to clean drinking water, the need is real. Because of Charity: Water, millions of people can have access to clean water, which is life-changing.

"I'm happy to contribute to it," says Becky. She mentions how girls stand in line for hours to obtain dirty water and miss out on education. With Charity: Water, girls can go to school every day, and disease from filthy water is non-existent. This non-profit fills a need in impoverished countries.

### Life Outside Real Estate

When not working, Becky enjoys spending time with her family.



"I have three kids, two girls and one boy, and two grandchildren," says Becky. Two of her children reside in Washington, and one is in Utah. Recently, she went on vacation with her mother and youngest daughter and made great memories to cherish in the process.

To relax and unwind, Becky loves to play soccer. Currently, she plays on a couple of teams for recreation. "I like any outside sport," adds Becky. Hiking, biking, playing tennis, and softball are all fun for her.

"I also like redesigning my house, maybe more often than I should," she laughs. Her home has two new bathrooms, a new backyard, and a remodeled kitchen is next on the horizon. She is also working on a new investment condo, before leasing it.

### Final Thoughts

"It's very humbling to be recognized in REAL Producers. I didn't go into the business for recognition. I went into the business to help people with one of the biggest decisions in their lives," says Becky.

She's doing that every day as a real estate agent.

## ► ace of the month

Written by **Elizabeth McCabe**  
Photography by **Wild Dog Digital**



# Meet Justin Iwase of EasyStreet Realty Las Vegas

Justin Iwase



Ground (L-R) Sean McTaggart, Justin Uyehara, Stairs (L-R) Rodney Santos, Justin Iwase, Sarah Pulin

## “Success Comes When You Care”

“I started real estate in 2003 in Hawaii,” says REALTOR® Justin Iwase. He came to Las Vegas in 2011 and built his team, The Justin Iwase Group, which has been a success ever since.

“My team is like my second family,” explains Justin. They were there when his brother, Jarand, passed away 1½ years ago due to kidney disease at the young age of 38. Jarand relocated from Hawaii three years ago and worked with Justin as a REALTOR® at EasyStreet Realty. His loss was challenging for Justin; however, Justin gained a renewed appreciation for his team during this trying time.

“They really stepped up to the plate and kept the business going. Because of my team and the people in my office, they helped me get through that period, not just from a business standpoint but from a personal standpoint as well,” says Justin.

Justin’s team is composed of professionals with a number of different personalities, but he credits them for helping him stay on track.

“I need my team to kick me into gear sometimes,” he says. They help keep this hard-working real estate agent accountable and perform his very best.

### Treating Others Like Family

“We treat everyone like they were our own family,” says Justin. “We go the extra mile for people. People we hire fit into that culture and that mindset.”

Justin also takes the time to connect with his clients, especially those from Hawaii, hosting a biannual potluck for them. “I want to keep the connection with people from Hawaii,” says Justin. “It keeps me grounded.”

“In the end, I want to be remembered for someone who cared about people. Every success comes when you care for people. I get that from my parents. I’m someone who would go above and beyond; and give others the shirt off my back,” says Justin.

Justin likes helping people achieve their dreams and goals. Being from Hawaii, he is able to help Hawaiians purchase an investment property in Las Vegas or purchase a new home when they relocate.

“I really enjoy being able to make things happen for people that they might not have happened in their lives before,” he says.

### Focused on Family

“Real estate allows me to control my life and be around my kids as they grow up,” shares Justin. He has two boys, Jace (12) and Jayden (10). “They are my everything. They are my world and the reason that I do this,” Justin smiles.

Justin credits his “over-achieving” parents for who he is in life. His father excelled in the Honolulu City Council and Hawaii State Senate while his mother dedicated her life to being a career educator as a teacher and principal. She is the author of “Leading with Aloha: From the Pineapple Fields to the Principal’s Office,” which was just released this year. They are both enjoying retirement.

### Active Interests

When Justin isn’t working, he gives back to the National Kidney Foundation. A portion of his mother’s book will also be donated to this worthy cause.

In his downtime, Justin has a variety of interests. “I’m a Hawaii boy who turned into a hockey fan,” he jokes. “I love golfing when I can find some time. I used to play poker, but not as much anymore.” He also soaks in the time he can with his family and likes traveling with them, making memories to cherish in the process.

Justin concludes, “I want to go through life and do as much good as I can.” Real estate is one way he can impact people’s lives, help them achieve their dreams, and give back to others. He can’t imagine a better profession than that.



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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!

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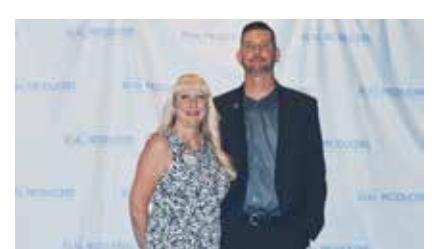
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David Brownell and Ken Lowman greet each other



## elite broker highlight

Written by Elizabeth McCabe  
Photography by Wild Dog Digital



# Problem Solver **Ron** **ventura**

of Allison James Estates and Homes of Nevada

Life has a way of directing your steps. Ron Ventura went into graphic design and web design before switching gears to real estate in 2006.

"I leveraged my background in graphic design to boost my own marketing," he says. He created impressive brochures and flyers before going into real estate full-time.

"Before becoming a broker, I did commercial real estate for several years," he says. But in 2008, the Great Recession hit, and real estate was at an all-time low.

"Business dried up, and there was no activity. I pivoted with the support of my family," says Ron. His father has been a real estate developer for over 30 years while his sister is a broker. Ron learned the business from his family.

"I became a broker in 2009, so I could do residential real estate," says Ron. He oversaw buying and flipping houses. From purchasing properties, renovating, and getting them on the market, Ron did it all.

"I enjoyed residential real estate so much that I transitioned from commercial real estate," he explains. Ron has an impressive career volume of 76 million dollars.

### Real Estate = Helping People

"I really enjoy helping people navigate buying a home. When a family or a new couple buys a home, I like to make it smooth as possible. Instead of it being challenging, I like to help them enjoy the experience," says Ron.

He also tries to understand people's unique situations. When he works with someone, Ron asks a lot of questions to see how they will use their living space.

For those who like to entertain, he might find an open floor plan. Those who love the outdoors will benefit from a spacious backyard. Ron likes to make sure that clients find a home they will enjoy for a long time.

Ron Ventura is also determined to put his clients' interests above his own. He says, "I figure out what is best for my clients. I listen to what they want, understand their situation, and advise them on what is best for them, regardless of my own interests." Sometimes that might be not selling a home if that is in the best interest of his clients.



### Every Home Has A Story

Ron likes being a problem solver. He explains, "I like being a detective, uncovering problems, and finding out information. "Every home has a story," he explains. "Uncovering that story is so important." He can tell little details from an aerial photo of a roof tile, which can tell him if the same developer built a neighborhood.

By looking through public records, a home's history on the MLS, or searching for old pictures of homes,

Ron makes sure that a home's story gets told. In doing so, he helps to maximize a home's value.

### Fueled By Family

"I have two boys – ages 4 1/2 and 1 1/2. I love them to death," Ron smiles.

"My boys give me a lot of joy. It's definitely hard work. The more you put in, the more you get out. It's so much fun to be with them. They're so cute and kind, and I owe it all my amazing wife. I couldn't do it without her," says Ron.

Their youngest son suffers from severe food allergies, and Ron uses his resources to give back to FARE, Food Allergy Research & Education.

"A lot of life centers around food," says Ron. "Food allergies become a very isolating thing." Fortunately, his son has outgrown some of his food allergies and is doing better than before.

When Ron isn't working, he likes spending time with his family outdoors. They especially enjoy going to the Springs Preserve.

### Final Thoughts

"I want to be remembered for being kind and humble," says Ron. "No matter how successful I become. Kindness and helping people are important, even with other agents. I've got a lot of friends in the industry, and I don't look at competition in an adversarial way."

Making friends and caring for people has made Ron a success – not only in his career volume but his reputation in real estate.

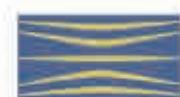
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Gated Community  
Up to 3-Bay Garages

# NANCY LI

OF KELLER  
WILLIAMS REALTY

*Continues Her Path of Success Here in the U.S.*

## ▶ high roller

Written by **Elizabeth McCabe**

“Ever since I was a kid, I wanted to come to the United States. I was curious about what was happening on the other side of the world,” says REALTOR® Nancy Li of Keller Williams Realty.

Steve Marlis, Nancy’s life partner and business partner, comments, “It was a dream for Nancy to get here and live her life in America.” Her dream came true over 15 years ago.

Nancy’s next goal was to bring her parents from China to the land of the free and the home of the brave. While that took a considerable amount of time, they now live only a few miles from Nancy and Steve. Nancy’s brother also resides a couple of miles away.

Steve says, “To have them all here in America is a tremendous accomplishment and a great joy.”

Just as Nancy was successful in China, she has become established in real estate. She taught English in China in one of the universities. She shares, “I started my own tutorial school in China, which is very popular to this day.”

### BREAKING NEW GROUND

Nancy is proud to be a Top Producer in the past seven years for the Asian Real Estate Association of America. Last year, she was in the top 1% of all agents in Clark County. With 167 properties closed last year, she has established herself in the competitive industry of real estate.

Steve adds, “Nancy is highly respected in the brokerage community. When she talks, people listen.”

Nancy’s career volume is estimated to exceed 300 million dollars. Her drive and determination, coupled with her hard work, has served her well.

What’s the secret to her success? “I go the extra mile for my clients,” says Nancy. “I help people achieve their goals and live the American dream with my expertise.”

She is able to help Chinese clients, clients who speak Mandarin, as well as English speakers. Although it has been challenging to go outside of her comfort zone to sell homes to English



Nancy Li

...

speakers, Nancy is gaining more confidence and has proven herself time and time again.

"I want to be remembered for making a positive impact on people's lives," says Nancy. As a trustworthy and respected REALTOR®, she is doing that every day.

#### LIFE OUTSIDE REAL ESTATE

When Nancy isn't selling homes, she loves working out. Expect to find her doing CrossFit at a gym by her house a minimum of three times a week.

She also enjoys traveling with Steve. Nancy comments, "Steve and I take a two-week vacation every year. We love traveling and seeing the world."

It's about working hard and playing hard. Steve says, "We travel interna-

tionally, and I've been fortunate to go to China with Nancy twice. It was fantastic." Nancy translated everything, and Steve got the royal treatment!

Nancy has one son, Steven, who is 26 years old. He served in the Marines for six years. Now he is studying to be a pilot. "I'm very proud of my son," Nancy smiles.

Nancy and Steve also like giving back to others. Keller Williams does at least one charity event each year that they participate in. These include Red Cross blood drives, donating to Goodwill for needy children, and providing for soldiers abroad.

What's next for Nancy? Only time will tell. She is living the American Dream and couldn't be happier tasting sweet success as a real estate agent.



Steve Marlis and Nancy Li

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