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Marina Jezzini & Brian Schmidt

AUGUST 2020

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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.



CLAY SCHMEISSER
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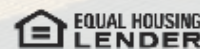
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Meet
Newlyweds

Marina Jezzini & Brian Schmidt

Two Are
Better
Than One!

Written by **Elizabeth McCabe**
Photography by **Shanae
Green, ListerPros**

**Newlyweds
Marina Jezzini
and Brian Schmidt
just got married in
November. Both
are REALTORS® and
complement each
other beautifully.**

Instagram icon @realproducers



aces of the month



“I’ve been in real estate for 27 years,” says Marina. Brian enjoyed a career in development for 40 years. A civil engineer, Brian, has developed a lot of Las Vegas. He developed master plan communities, including Summerlin. He’s also developed airports, convention centers, and most of the infrastructure in the Southern Nevada area. He made the leap to real estate when the COVID-19 lockdown happened.

How do the two work together? It’s like yin and yang. Marina jokes, “I’m footloose and fancy-free. He’s analytical.” Brian smiles, “It works.” This happy couple balances each other out beautifully.

Marina, who has a career volume that exceeds 100 million, is proud to be a Top Nester with her brokerage Urban Nest Realty. She is ranked #4 in her office out of 425 agents. Also, she is a Premier Agent in Zillow. For many years, she was ranked in the Top 250 out of 15,000 agents in Nevada.

Passionate About Real Estate

“My favorite part of being an agent is handing the keys to a family who

never knew how to buy a home,” says Marina. Although it takes more time to explain the process, it is worth it.

Brian enjoys the challenge of making a deal and making it work for everybody. “I like the negotiation,” he comments. Marina adds, “Brian is one tough negotiator.” Marina is persistent. Brian chimes in, “Marina is creative to find ways to satisfy her clients – she really will. She doesn’t back down.” Together they form a dynamic duo.

Midwest Roots

Prior to living in Nevada, Marina resided in Iowa. She moved to Vegas at 18 to attend UNLV.

Brian was also born in Iowa, moving to Ohio at the age of 5. After a brief stint in California, he settled in Vegas.

With their Midwest roots, Marina and Brian continue to seek out clients from the Midwest, regularly doing mailings to Iowa and Ohio families who own real estate in Southern Nevada. They find clients who want to sell their homes and help them do so.

“We have Midwest integrity,” says Marina. Her tagline is simple – “Honesty, Integrity, and Results.”

The Need for Speed

When Marina and Brian aren’t working, they feel the need for speed.

Marina and Brian met at a Porsche car club dinner. Brian recalls, “I was the racetrack events coordinator. Marina called me and asked about the racetrack, wanting her son, André, to try it out.” When they met a few weeks later, there were sparks. The rest is history.

They continue to drive cars on the racetrack. Brian races sports cars, and Marina has been improving her skills with each race track experience. Other pastimes include waterskiing, boating, camping, fishing, hunting, and bicycling.

Whether out on the race track or working with clients, Marina and Brian are a perfectly matched pair. They’re proof that two REALTORS® ARE better than one.



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- NORTH LAS VEGAS -

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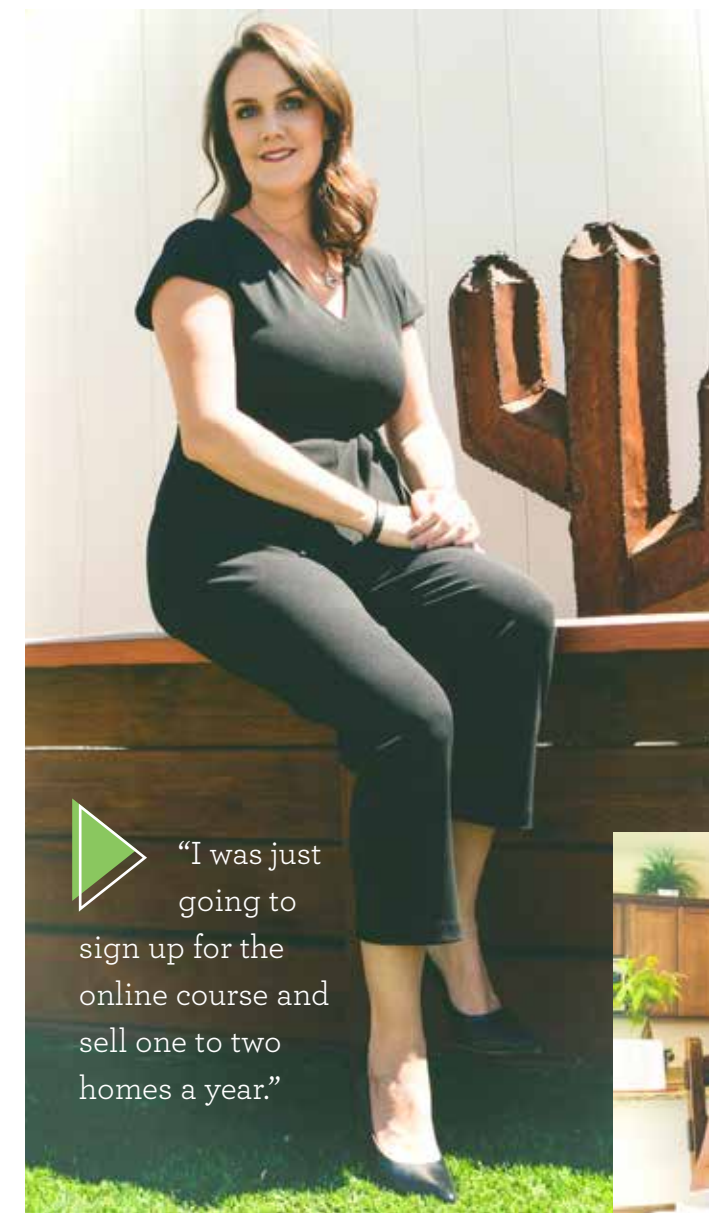
Meet ▶ Brandy ▶ Nixon

OF THE NIXON GROUP/KELLER
WILLIAMS REALTY LAS VEGAS

From SITCOM to Reality, This Military Mom is at the **TOP OF HER GAME**

After working in administration in the medical field for almost 13 years, Brandy Nixon was eager for a change. While pregnant with her youngest son, she found herself watching a sitcom about a REALTOR®. What happened next was life-changing.

wild card of the month ◀◀



“I was just going to sign up for the online course and sell one to two homes a year.”

“I was just going to sign up for the online course and sell one to two homes a year,” says Brandy. She had no idea her part-time venture would become a full-time career.

Five years ago, she decided to make that major step into real estate and hasn't looked back. With a career volume shy of 40 million dollars, this award-winning REALTOR® has embraced real estate wholeheartedly.

Brandy is honored to be one of the Top 20 Women in Real Estate by the Women's Council of REALTORS® in 2020. In 2019, she was in the Top 40 Under 40 by the Young Professionals Network. In 2019, she was listed in the Top 100 Agents by *MyVegas Magazine*.

What's the secret to her success? It stems from the genuine love she has for real estate. As Brandy says, “There is something magical when you hand over the keys to your clients, you get to experience all of the happiness that it brings them. You also know it can change the trajectory of their future.”

That doesn't mean the road is always easy. Brandy, like many REALTORS®, tries to find the ideal balance between work and family. Her husband, Ryan, serves in the United States Air Force and spends a lot of time deployed. A self-proclaimed workaholic, Brandy's business spills over into her personal life.

“A year ago, I had no personal time in my schedule. I have really worked to create more of a balance,” smiles Brandy. “I'm still a work in progress. But my family is very supportive. They're in my corner all the time. They are my 'BIG WHY.'”

Brandy and Ryan have “four incredible boys,” including Seth (15), Carson (13), Ethan (5), and Dylan (who would have been 7 in April). Dylan passed away four and a half years ago but holds a special place in Brandy's heart. She and Ryan even opened an ice cream parlor to honor their precious son, Dylan's Family Ice Cream.

A HEART FOR MILITARY FAMILIES



With Ryan serving in the Air Force, Brandy knows the challenge of being a military spouse. She specializes in military relocation.

“Both in real estate and the military, we have our own languages,” explains Brandy. “My team, which is primarily military spouses and veterans, marry the two. We understand the additional stressors that these families

face when relocating. We do our best to remove as much of the compounding stress that they face when making a move—whether that move is across town, across the country, or even from overseas.”

MAKING A DIFFERENCE

Brandy loves helping others and has done a lot of work with Nevada Partnership for Homeless Youth over the last five years. She also gives back through CASA (Court Appointed Special Advocates) and loves the work that the Fisher House does.

Real estate is the perfect fit for Brandy. Although she stumbled upon real estate five years ago, it became the door to her destiny.

ASHLEY & MICAH RHETT

OF RHETT
REALTY
GROUP



THESE **SPIRITED SIBLINGS** KEEPING IT SIMPLE YET EFFECTIVE FOR THEIR CLIENTS

Written by
**Elizabeth
McCabe**
Photos by
**Chernogorov
Photography**

Some REALTORS® measure success in the number of units sold while others prefer the number of families they helped. Making a difference is what it is all about for Micah, Ashley, and their Team, who have helped over 5,500 families in the Las Vegas area.

REALTORS® with the Rhett Realty Group brokered by EXP, brothers Micah and Ashley are proud to have over 15 years of experience in real estate.

A recent client described his home buying experience as “super easy and couldn’t understand why his family had said purchasing a home was stressful.” Simplifying the complex process and making home buying enjoyable is what Micah and Ashley do best. As a result, they have countless repeat clients.

REAL ESTATE RUNS IN THEIR BLOOD

Third generation REALTORS®, Micah, and Ashley worked in sales and customer service before launching into real estate. “It’s helped us feel comfortable communicating with others during negotiations,” says Micah.

Recently when representing a buyer, he and Ashley helped negotiate a full price reduction when an appraisal came \$9,000 too low. They also managed to keep the \$8,500 that was negotiated toward the closing costs. They are committed to putting their clients’ interests first.

REALTORS® on the rise ◀◀

Micah says, “Finding out the timing and motivation of a buyer or seller and how to receive that information in a friendly way has helped us save clients tens of thousands of dollars.”

STAYING UP TO DATE IN REAL ESTATE

Eager to stay up to date in real estate, Micah and Ashley attend many events throughout the year, hosted by the country’s most successful REALTORS®. They implement the best practices and learn what to avoid.

One innovative program is Micah and Ashley’s VIP Guaranteed Sales Program, where they are so sure that they’ll sell clients’ homes that if they don’t, they will buy it themselves! Micah adds, “We also guarantee that if you don’t love the home that you purchase, we’ll buy it back, within the first year, or sell it for free!”

HELPING OTHERS

When it comes to helping others, Micah and Ashley follow their parents’ example.

Micah explains, “Our father and mother are hard-working and find great joy in giving to others and seeing how happy this makes them has added to our excitement to help others. We couldn’t have asked for better parents. Love, love, love them!”

Micah and Ashley help others through their partnership with New Story, an international, nonprofit organization that builds homes and communities in the developing world. eXp Realty has committed to raising \$560,000 to fund an 80-home community in Ocuituco, Mexico. This will support the area’s most vulnerable families, whose homes were irrevocably damaged during an earthquake.

OUTSIDE INTERESTS

Outside real estate, Micah enjoys bike riding, jogging, and swimming each morning with his wife. “What a wonderful way to start the day,” he says.

In his free time, Ashley likes to decorate his home with his wife. They are currently finishing the backyard garden.

Micah and Ashley are honored to serve Las Vegas in real estate. They are living their best lives as REALTORS® and can’t imagine doing anything else!

furrever friends ◀◀

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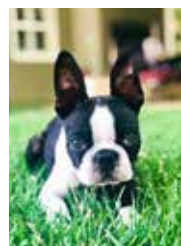
MEET OUR
PINT-SIZED PIN-UP,

NIKO REXFORD

Niko, a Boston Terrier, was born on 21 February 2019. He is happy to call top REALTOR®, Falisha Rexford, and her Fire Captain husband Nick, Mom, and Dad. He's also furry brother to Nolan and Nixon.

The Rexford clan will say that Niko leads a RUFF life! Whether it's sunbathing at the lake, catching some waves, riding a razor, enjoying his cabins, or just being hand-fed by mom. Everyone should want to come back in another life as Niko!

He's so sweet and loving. "One of the main reasons Niko became part of our family is because I wanted something that would let me love and hug all over it, now that the boys were grow-



ing up and becoming too old for that nonsense," Falisha laughs.

Niko HATES being cold and will shiver even if it's 68 degrees out. He's more like a cat than a dog at times, which has earned him the nickname, DAT!

Since he has a problem with overheating, a doggie backpack may soon be in Niko's future. Not one to sit on the sidelines, Niko is right there with everyone else making memories!



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MEET
**DARYL
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REALTOR®/TEAM LEADER OF
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► high roller

This Native Son KNOWS Las Vegas Real Estate

Written by **Elizabeth McCabe** | Photos by **Chernogorov Photography**

“I love delivering the American Dream!” says REALTOR® Daryl B. Hanna. He makes dreams come true for first-time home buyers, VA buyers, investors, empty nesters downsizing, and buyers moving up. Daryl adds, “I love seeing people’s dreams and plans come to reality!”

Daryl has been in real estate for 18 years and has surpassed \$250 million in sales. He is the REALTOR®/Team Leader for “The Batchelor/Hanna Group.” Daryl’s award-winning team is proud to be the number one team in Nevada for Realty One Group 2018 and 2019. In addition, Daryl is in the top five agents in Nevada in social media.

Before real estate, Daryl was a contractor and held four different contractors’ licenses in masonry, concrete, pools, and landscaping.

OVERCOMING THE ODDS

Daryl is a seasoned professional when it comes to real estate. Since his career started, he has encountered and overcome many obstacles.

He reflects, “In 18 years, I have been through many challenges.” He recalls getting his license in 2002 to buy and flip homes. While 2002-2008 was a profitable period, that ended with the Great Recession.

“The financial disaster of 2008 was SUPER hard. 2002 to 2008 was amazing, and overnight that all ended. I was stuck with three homes I could not move, and on top of that, no source of income. It was then that I needed to learn how to sell real estate,” says Daryl.

The Great Recession paid off in more ways than one. “2009-2011 ended up being my most successful years!” smiles Daryl.

Another challenge was COVID-19, which was a “close second” for Daryl. But it was a learning experience too.

“It goes to show that nothing stays the same! You MUST learn how to adapt and change, or you will NOT make it in real estate.”

RAISING THE BAR

Daryl aims to be the best he can be in real estate. He sets himself apart from others through his knowledge of Vegas. Being a true Las Vegas native of 48 years is an asset to his clients.

“I also have a burning urge to make sure that every one of my transactions delivers a 5-star experience to every single one of my clients,” he says. “I do what I say I am going to do!”

Daryl is also committed to the community and supports St. Jude’s, Shade Tree, the SPCA, and Second Chance Rescue.

FAMILY FOCUSED

“I have the most wonderful family ever! My wife and I have known each other since preschool. My 22-year-old daughter Mina and my 9-year-old

...

“You MUST learn how to adapt and change,
or you will NOT make it in real estate.”

...

son Hendrix are the lights of my life!” says Daryl.

Currently, he and his family are having their new home built in Northwest Las Vegas. They are all excited to move in.

In his free time, Daryl enjoys traveling with his family. He adds, “My son plays hockey for The Vegas Jr. Golden Knights, so that keeps me busy away from work, but when I get a chance, I love to play golf!” It suits him to a tee.

FINAL THOUGHTS

Daryl is trying hard to bring back respect to the real estate profession. He thinks people lost respect for agents back in 2008.

He says, “Consumers viewed REALTORS® like used car salesmen and worse!” However, people who try and navigate the waters of a real estate transaction on their own soon realize how important agents are.

REALTORS®, like Daryl, are an asset to the industry. Daryl is committed to bringing back respect to real estate, one satisfied client at a time.



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AND

DATA SO YOU CAN BE **MORE HUMAN AND MAKE** RELATIONSHIPS **MORE**

THE ENGLAND TEAM
MARKETING • TECHNOLOGY • SALES

Fidelity National Title

Michael England
253.225.9597

Joslyn England
253.225.6521

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4 WAYS TO SIGN

Keeping Our Clients Safe During COVID-19



IN-OFFICE EFFICIENT CLOSINGS HANDLED THE TRADITIONAL WAY WITH SOCIAL DISTANCING

Our goal is to streamline the amount of time you are in our offices or required for closings. We are customizing solutions for each office to accommodate customer needs.



CURBSIDE CLOSING

Fidelity National Title Remains Committed to you during this difficult time in meeting our customer's needs. We continuously support the health and safety of all our employees, customers and the Las Vegas community! To help facilitate your closing, we are now offering Curbside Closings!



MOBILE NOTARIES

Our mobile notary service now allows you to schedule and complete notary signings faster and easier. With our extensive network of professionals, we can offer you the convenience of either signing at one of our Fidelity Title branch offices or we can arrange for a mobile notary to come to your home or business, park or anywhere, anytime.



DIGITAL CLOSING AND REMOTE ONLINE NOTARIZATION (RON)

Market demand for digital closings remains low and is still expected to be driven by lender adoption and demand, but states continue to pass RON legislation. Operations can be set up to use NotaryCam or Notarize if they experience demand for RON transactions in their state.



Julie Cimorelli
Sales Manager



Krysta Sitko



Dave Bennett



Russ Smith



Kyle Smith



Joslyn England



Michael England



Sidney Cimorelli



Natalie Bradley

Contact your Sales Rep today for additional details!



Grow your business with Guild.



Advantage

We aim to create business partnerships, not just a referring partnership, and understand the impact we have on every transaction



Wide array of loan products

Including Conventional, FHA, VA, jumbo, renovation, condos and non-QM products down to a 500 credit score and bank statement loan products



We'll keep you updated

Frequent loan status updates throughout the loan process, and 24 hr turn around times for new leads, apps and pre-approvals



We're highly recommended

Guild has a 96% customer satisfaction rating according to MortgageSAT, a leading borrower satisfaction survey.



We keep things in-house

Our local in-house processing, underwriting, and closing departments provide better control of the loan process



We close quickly

Our target close for all loans is 24 days from date received. Ask us how we make this happen successfully

Questions? Let's talk.

"Ryan is my loan go to guy! He always has great response time & is great with my clients. He is highly knowledgeable in his industry & also goes the extra mile to ensure my clients get the best rates & any programs they may be eligible for. It is always a pleasure to work with him and his team."



Ryan Erikson

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