

LAS VEGAS

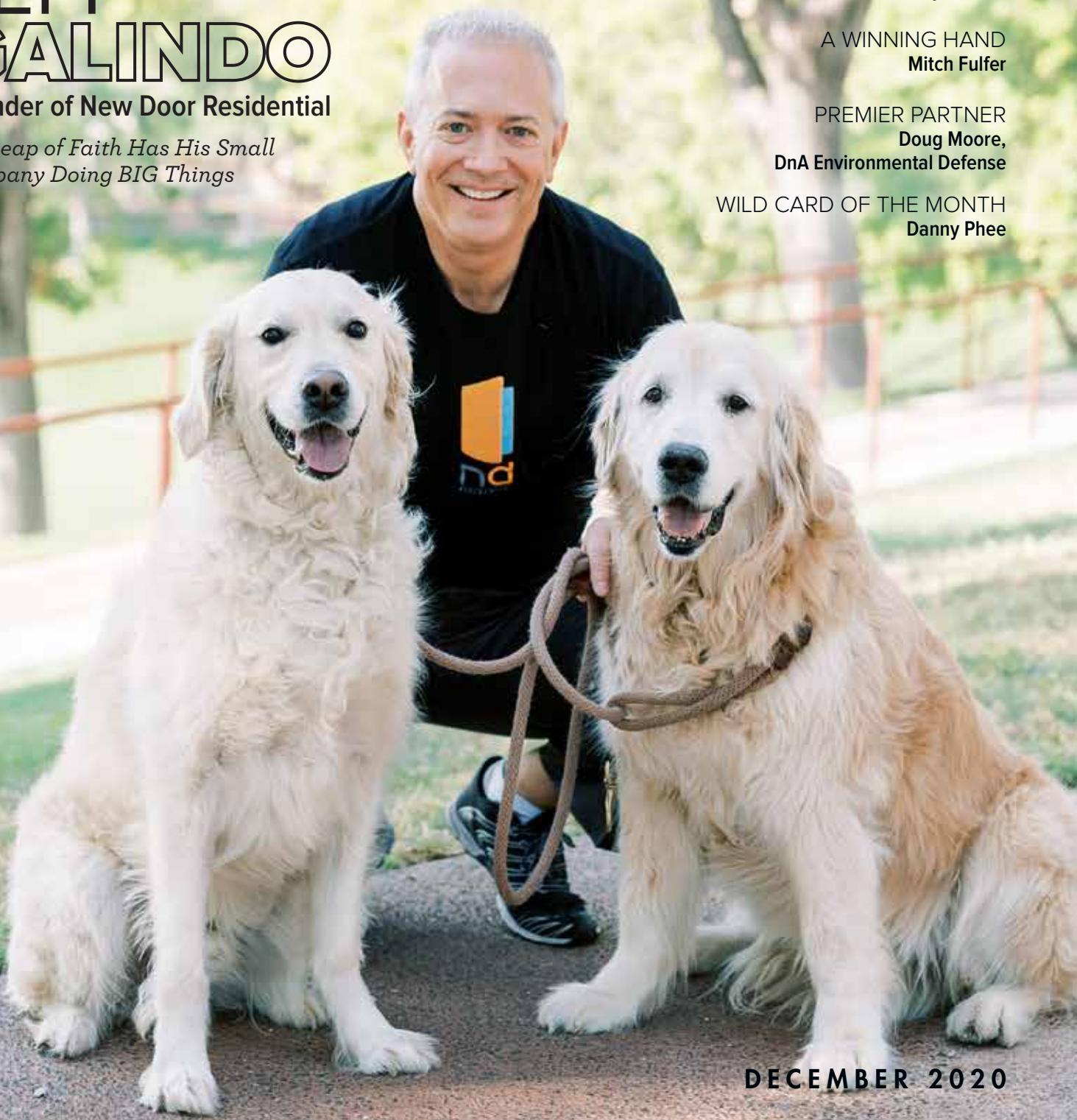
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Company Doing BIG Things*



ACE OF THE MONTH
Randy Hatada

A WINNING HAND
Mitch Fulfer

PREMIER PARTNER
Doug Moore,
DnA Environmental Defense

WILD CARD OF THE MONTH
Danny Phee

DECEMBER 2020

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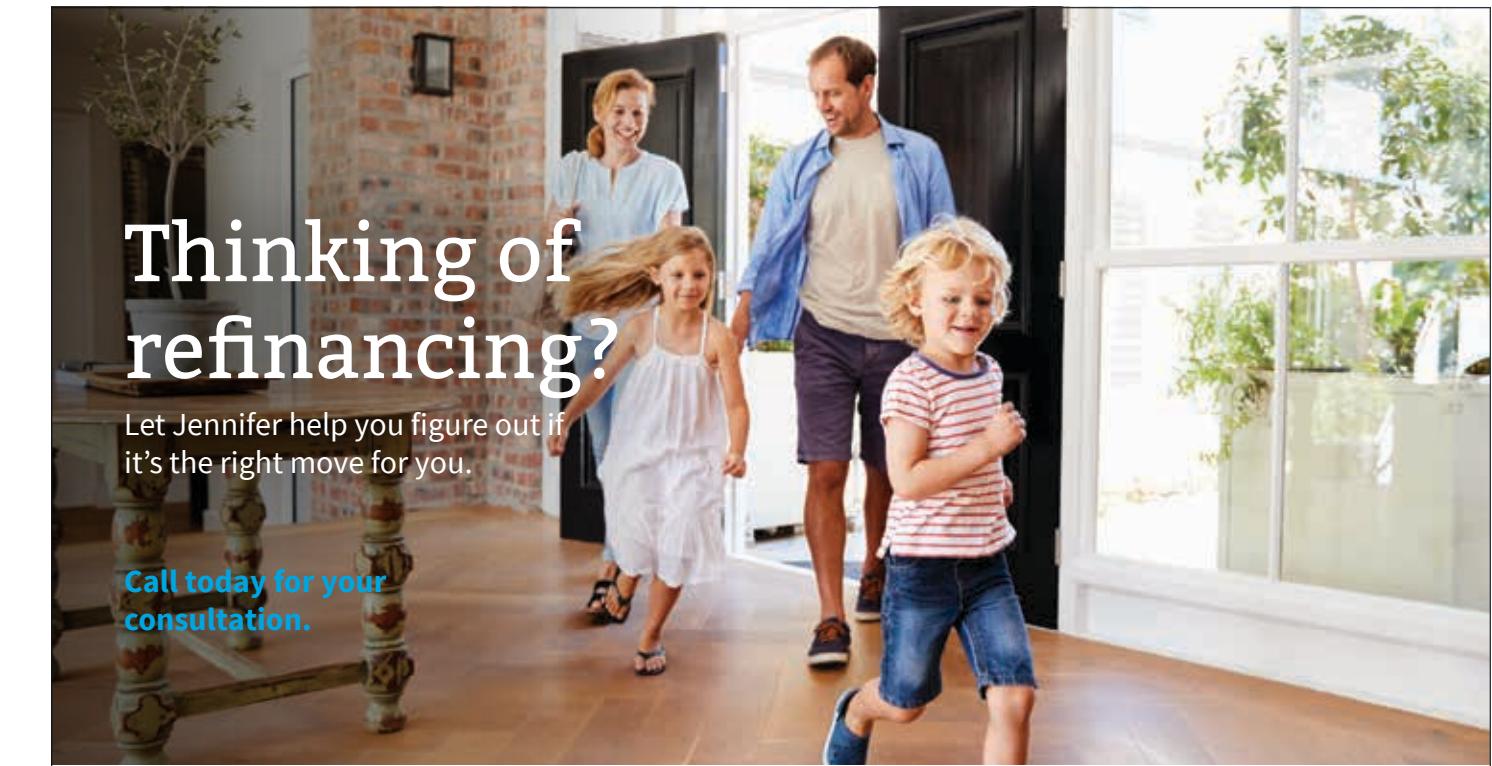
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Outside of work, Clay can often be seen with his family **slaying tires and setting records** at the local drag strip and on Instagram in his 1100hp Dodge Demon.



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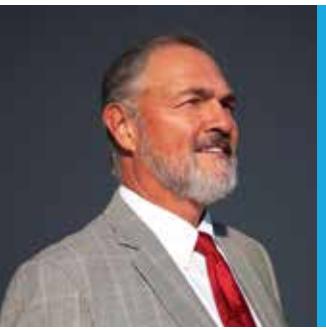
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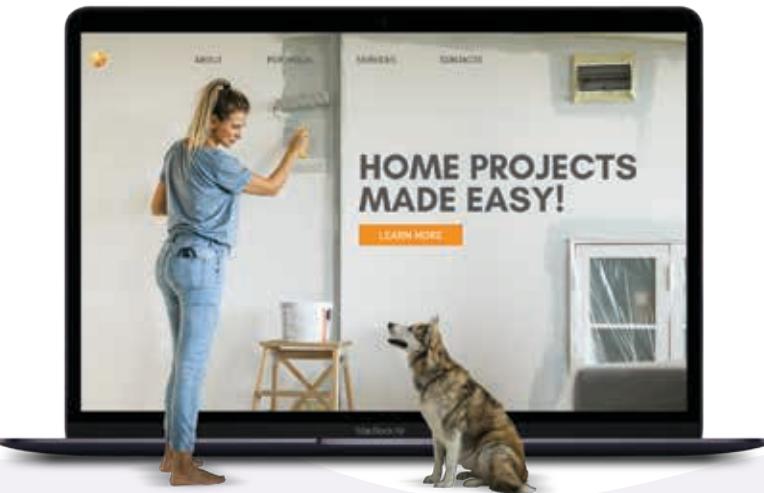
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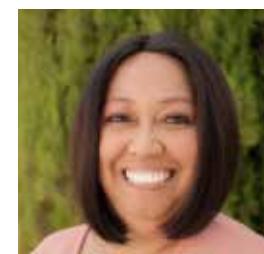
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► wild card of the month

Written by Elizabeth McCabe
Photography by Kelsey Thomas

Meet Danny Phee of the Phee Group

Sharing His Secrets To Help Other Agents Succeed

"I started real estate in June 2014," says REALTOR® Danny Phee of The Phee Group. With a career volume of 45 million dollars, he is passionate about his profession.

Prior to real estate, Danny was a Mobile Billboard company owner, bartender, and bar manager. Then the general manager of an Ultra Lounge called V Bar at The Venetian. Through these various positions, Danny learned how to work well with people – a trait that he carried into real estate.

Focused on Others

To Danny, real estate is helping others. What's his favorite part of real estate? He says, "Knowing that the advice I give ultimately saves my clients a lot of money while helping them achieve the fairly difficult goal of buying and/or selling Las Vegas real estate." Helping



others makes the long days of real estate worthwhile and rewarding.

Danny also helps other agents succeed, which is the secret to his success. He explains, "If I had to name one thing that has contributed to my growth more than anything else in my business, it has been finding the courage to teach others what I've learned and applied. I think one of the most valuable gifts you can give someone is knowledge, and I think if more people did this, they would see amazing results in their lives and businesses."

Danny even created a podcast called Social Agent Secrets designed to help REALTORS® use digital marketing strategies to attract and convert their dream clients. Check it out at <https://anchor.fm/socialagentsecrets>.

Using his influence to help others, Danny also gives back to The Crossing (<https://thecrossinglv.com>) in southwest Las Vegas. He says, "It's a cause we believe in and amazing charitable partnerships throughout the valley and beyond ...so a large part of our support goes to them on a monthly basis."

Not Your Traditional Agent

"I've never marketed in a traditional manner," says Danny.

He found a better way than how he was taught by many experienced agents when he started real estate. Danny explains, "I discovered the power of copywriting, video, the art of social media ads, and sales funnels in 2014 and never looked back!"

Danny figured out how to attract clients consistently instead of "chase and convince leads."

Fueled by Family and Fun

"My family is my favorite thing in the world!" smiles Danny. "My wife does amazing work in the community as an online educator with the Clark County School District. My son and daughter attend the same school and love sports, piano, and taking trips with mom and dad!"

To relax and unwind, you can find Danny spending time outdoors. He says, "I really like outdoor activities like golfing, snowboarding, going to the beach, and four-wheeling in Utah."

Danny also loves watching the Golden Knights live at T Mobile; he's also a season ticket holder for the Las Vegas Raiders. He says, "I can't wait to attend the games when the stadium finally opens!" Danny is even the head coach of his son's little league baseball team, and he's really enjoying watching him, and his teammates get better and grow!

Whether helping other agents, helping clients, or helping the community, Danny is an influencer. His forward-thinking nature, combined with his heart to help, is a winning combination.



Jeff Galindo

OWNER AND BROKER AT
**NEW DOOR
RESIDENTIAL**



Jeff with his fur sons, Louis and Wilson

► **high roller**
Written by Elizabeth McCabe
Photos by Chernogorov Photography

Leaping Over Obstacles and Building A Better Team—This Superman of Real Estate Does It All

"I started in real estate directly out of college 27 years ago," says Jeff Galindo. Recruited out of Arizona State University, Jeff launched into real estate and never looked back.

"Everything I ever wanted to do has been real estate related from real estate development to construction to sales," he says. "It's the only thing I really had a passion for professionally."

As a child, Jeff's favorite toys were Legos and building blocks. His love for building was evident from a young age, as his mother recognized.

The ever-changing nature of real estate makes it a stimulating profession. Starting out in construction, Jeff moved through the ranks in the home building industry. When he left, he had risen to the role of western regional vice president of sales and marketing for Pulte Homes. "It was an amazing opportunity and I learned a lot about the industry," says Jeff. "It gave me a lot of experience that I have been able to apply and help clients with."

Building His Team
Jeff continues to build his team at New Door Residential. Eager to find top talent, he selects, coaches, and trains a number of salespeople. Jeff is a listing specialist as well as the owner and managing broker.

"We're a small real estate company but doing a lot of business. We're really proud of having recruited the people we have onboard," says Jeff. The people on his staff have stood the test of time. Four have been with him since the inception of his company. "I'm really proud of that," he says. "They started out at different stages and levels of experience and have really grown and

blossomed. They are all skilled professional real estate agents in their own right."

Jeff sees potential on his team. "I like bringing that potential out of them," he says. "It's a lot of fun." Jeff started New Door Residential in 2015 and is excited about where he sees the company going in the months and years to come.

A plaque sits on his desk, "Leap and the net will appear." Jeff lives by those words.

Overcoming Obstacles

"The ability to adapt to an ever-changing environment is mandatory. You have to be able to do that to be successful," says Jeff. And he has had multiple opportunities throughout his career to adapt and overcome.

Starting his career during the savings and loan crisis in the late '90s was no easy feat. "I've seen so many financial crises throughout my career," remarks Jeff. We had a couple of wars, the tech bubble, 9/11, the Great Recession, and now COVID-19.

Eager to face a challenge, Jeff looks at every obstacle as a call to adapt and change.

Fur Babies

"My wife and I are fur baby parents," smiles Jeff. "We've got a couple of Golden Retrievers, Wilson, and Louis." He also enjoys the constant companionship of a Miniature Poodle and a cat.

Wilson is named after the Wilson volleyball in *Cast Away*. Jeff jokes, "The main reason is that we wanted to make sure that his favorite toys were monogrammed. They turned out to be that way." Louis, a pale Golden Retriever, is 4 years old and is named after Louis Winthrop in *Trading Places*.

Final Thoughts

Jeff concludes, "Real estate is the only thing I've ever done, and the only thing I ever wanted to do." He can't imagine doing anything else, making a difference for countless clients in the process.



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Randy Hatada

BROKER/OWNER
OF EXPAND
REALTY AND
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MANAGEMENT

ace of the month

Written by Elizabeth McCabe
Photos by Chernogorov Photography



Living a Blessed Life And Helping Others Thanks to Real Estate



Value Driven

"Money is important, but I am not money-driven," explains Randy. "I am value-driven." To Randy, isn't about profit, but people. Doing the right thing is important to Randy, a man of character.

Randy says, "I like being able to help people achieve their dreams of homeownership." Not only does Randy help clients, but he also helps investors to create alternative forms of cash flow and appreciation. "I'm a broker and a business owner. I help other REALTORS® move along in their career as well," he says.

Navigating COVID-19

With COVID-19, Randy took all the necessary precautions in his brokerage. He says, "We still aren't open to the public. We're doing everything we can to operate in a traditional setting but have done a lot of virtual and digital things to accomplish that. We're doing virtual open houses, 3D virtual tours, and a ton of Zoom meetings."

Trying to stay ahead with all the ordinances and moratoriums from the government has been challenging, but Randy has risen to the challenge. As broker/owner, Randy is on the front line with the rest of the board dealing with the obstacles that 2020 has presented.

Family First

When it comes to recharging from the demands of real estate, Randy turns to his family. He is married to his wife Teri, and they have one son, Linken.

"They are the most important things in my life," says Randy. He enjoys traveling, fishing with his son, and lots of outdoor activities. Off-roading and snowboarding are fun for him. To relax, Randy enjoys frequent trips to Hawaii and also visits California and Utah.

Fortunate for His Career

"Real estate and Vegas has really given me an opportunity to help people build a business and feed a family," says Randy. "Doing something that I am passionate about and making a living doing it every day – that's a blessing. I've been blessed to befriend a lot of people in the industry. Real estate has given me a good life."



Life Before Real Estate

Before real estate, Randy earned a degree in Business Marketing from UNLV. He relocated from the University of Hawaii in 2000, looking for a new opportunity. Upon graduation, Randy ran an investment company for three years. Then he launched into real estate and hasn't looked back since. He genuinely loves what he does.

MEET MITCH

WITH BERKSHIRE HATHAWAY HOME SERVICES

► a winning hand

Written by
Elizabeth McCabe
Photography by
Kelsey Thomas



Restaurants to Real Estate – He Excels In Everything He Does!



"I enjoy people. I love serving them and helping them with, in most cases, the largest single purchase they will ever make. I love educating them about the process and about creating wealth with real estate," says REALTOR® Mitch Fulfer.

Mitch has been in real estate since February 2000, starting with Mark Stark and Prudential Americana Group. His career volume is exceptional at over \$250,000,000.

An award-winning REALTOR®, Mitch has earned several awards, including Best New Agent, Chairman Circle Platinum, and the 10-Year Legend Award. He has learned to overcome obstacles, including the market crash of 2008.

He explains, "I had a team and had to let everyone go, including my assistant of eight years. It was a sad day, but I had already found her a job!" Mitch learned a tremendous amount from the Great Recession, including navigating the world of short sales and foreclosures.

In 2010, he was asked to become a branch manager, assuming

responsibility at their Sahara location, where he had 257 agents under his roof. He says, "It was a great experience, and I learned a tremendous amount. I did that for two years and then went back to general sales."

From Restaurants to Real Estate

Before embarking on a career in real estate, Mitch had a successful restaurant business career for 20 years. He excelled as the Director of Franchise Operations for a large restaurant chain.

"I had 13 states and Central America with that company," says Mitch. Rising from the company's bottom, he worked his way through the ranks to the very top. Interestingly, the company moved him every nine months for 10 years. As a result,

Mitch says, "I got an education about real estate. I also became an infomercial junkie and watched real estate gurus on TV. I give credit to Robert Allen, whom I studied and attended his seminars for getting me started in real estate as an investor in 1989."

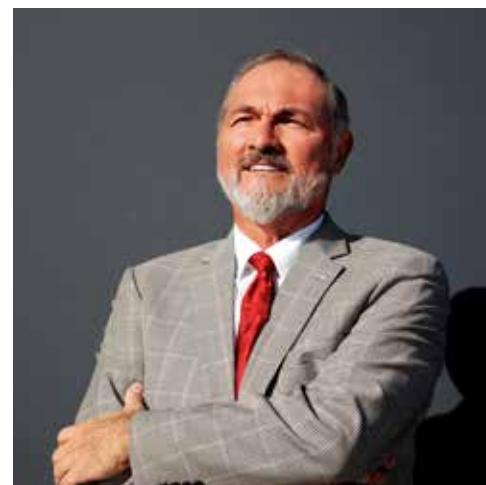
Little did he know that his experience in restaurants would be a stepping stone to a real estate career.

Recharging from Real Estate with Family

Married to his wife Susan of 31 years, Mitch enjoys spending time with her. She also works as a buyer's agent on his team! Mitch also likes spending time with his son, daughter, and mother.

Mitch adds, "My daughter is a University of San Diego grad, former model, and a San Diego Charger cheerleader. She lives in San Diego with her husband Michael and is a top producer with Berkshire Hathaway in La Jolla."

Mitch is also proud of his son, who played basketball and graduated from Notre Dame De Namur in Belmont, California, and currently resides in San Francisco.



He values time with his mother, who lives in Texas on a 60-acre horse ranch. "And I can't leave out my four-legged son Louie soon to be 17!" smiles Mitch.

To relax and unwind, Mitch is an avid golfer, which suits him to a tee. He adds, "I am a firearms training-2A advocate, and I'm trying to get back to playing the guitar."

From restaurants to real estate, Mitch has achieved success in whatever he has put his mind to. Mitch believes with drive and determination, anything is possible!

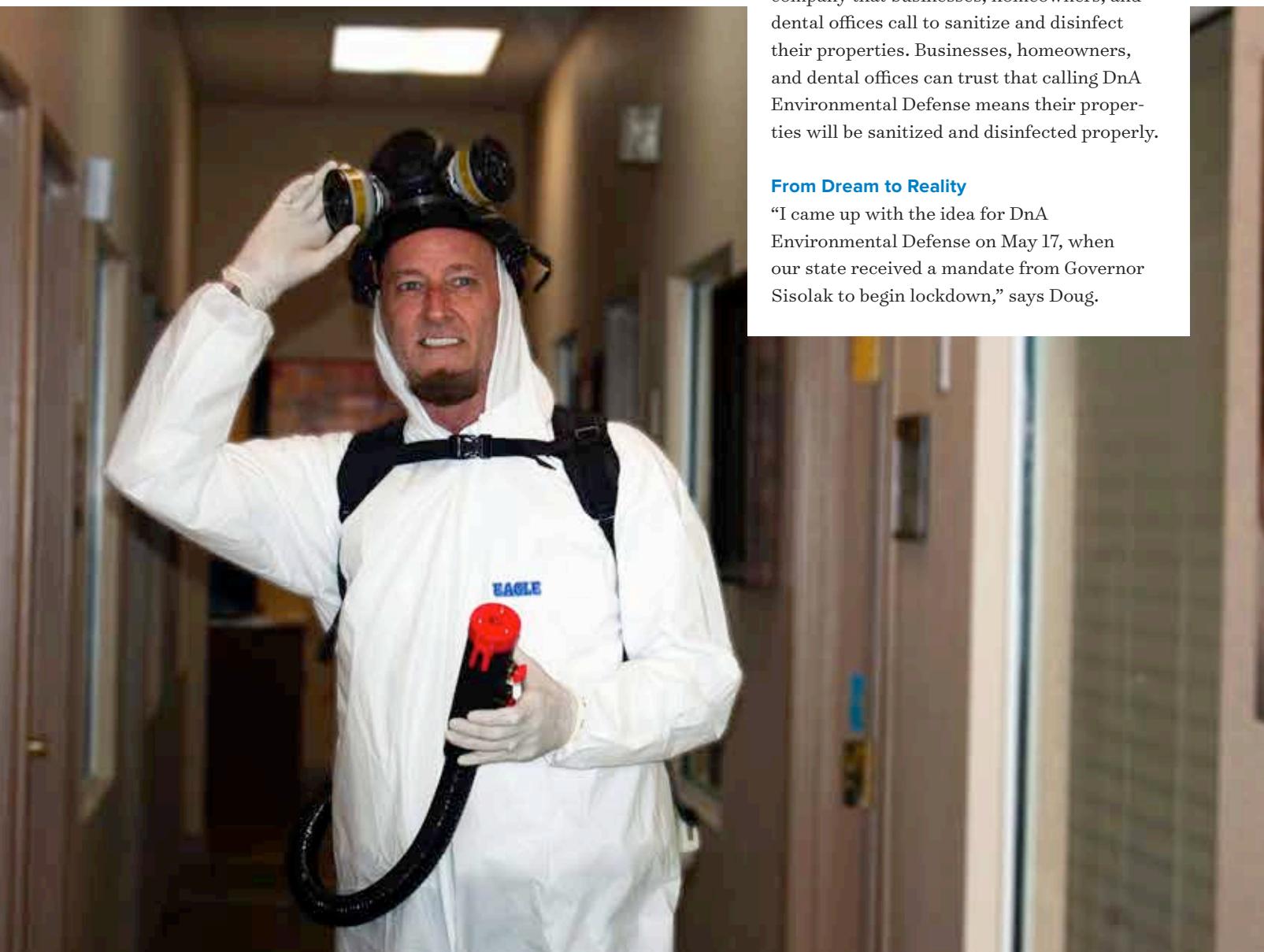
meet Doug Moore

Owner of DnA Environmental Defense

DnA Dedicated To Protecting Your Indoor Environment!

COVID-19 was an unlikely time to launch a business, but for successful entrepreneur Doug Moore, there could not have been a better opportunity. The Co-owner of Aire Serv of Las Vegas, Doug, realized a need for indoor air quality solutions. DnA Environmental Defense was his answer.

"We are 100 percent committed to a healthy indoor environment," Doug says. "We provide sanitizing and disinfecting in the form of electrostatic disinfecting, chemical fogging, and indoor property wipe-downs. These services kill a vast majority of bacteria and germs."



The real question is, "Does it kill COVID-19?"

Doug sets the record straight: "COVID-19 is an ever-evolving virus." However, the chemicals that DnA Environmental Defense uses are EPA certified, and List N approved to kill the SARS-CoV virus with 99.99% effectiveness. "It's a component of COVID-19," he explains.

DnA Environmental Defense is the trusted company that businesses, homeowners, and dental offices call to sanitize and disinfect their properties. Businesses, homeowners, and dental offices can trust that calling DnA Environmental Defense means their properties will be sanitized and disinfected properly.

From Dream to Reality

"I came up with the idea for DnA Environmental Defense on May 17, when our state received a mandate from Governor Sisolak to begin lockdown," says Doug.

"I was weighing out realistic possibilities for us to help out the community, state, and planet, in any way we could."

His idea came from watching the new virus and global events unfold. He thought, "What could we do with the air?" Being the Co-owner of Aire Serv of Las Vegas, Doug knew firsthand the importance of air quality and air purity. His goal was simple – "to create an environment that is safer and more protected from illness."

Realizing Nevada's restrictions, he knew that there were only a handful of businesses that were still allowed to operate in the state. "It was my intention to make it more desirable for people to go back to work in a clean, healthy, and safe environment," says Doug.

Providing peace of mind to people is paramount to DnA Environmental Defense in the midst of a global pandemic.

Services Offered

DnA Environmental Defense offers electrostatic disinfecting services and sanitizing chemical fogging for homes and commercial facilities and disinfectant fogging for the central air system. Doug explains, "Sanitizing fogging covers every area of the interior of a building – floors, walls, windows – anything in a room."

As for electrostatic disinfecting, the process operates the same way, but it is electrostatic. Doug explains, "The sprayer sends out a mist of atomized solution that contains ionized, positively charged particles that draw in and trap germs, bacteria, and airborne viruses. Each droplet of spray acts like a magnet to attract unwanted foreign bodies." Surfaces are then wiped down, and these pollutants are removed.

Electrostatic Disinfecting purifies the air. Anything that is brought into the air intake circulates throughout the

whole system. Killing germs, bacteria, and airborne viruses is important, so they do not recirculate.

Which service do you choose? "It depends on what you're trying to achieve," says Doug. "If your office had a known case of SARS or COVID, there is no breathable space in the area that won't be touched through sanitizing. Electrostatic Disinfecting is more localized to what people touch."

If your home is affected by viruses, Doug recommends both services. He says, "Sanitizing and wiping down is recommended."

Is it safe to enter a home that has been fogged?

Doug says, "Everything we use is EPA certified. It is non-toxic in every way." We do, however, require all premises to be vacant while application is in progress.

Doug concludes, "We are on a mission to clear the air that we breathe."

For more information on DnA Environmental Defense, check out their website, <http://www.Dnaenvironmentaldefense.com>, or call 702-514-4103.



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