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JUNE 2020

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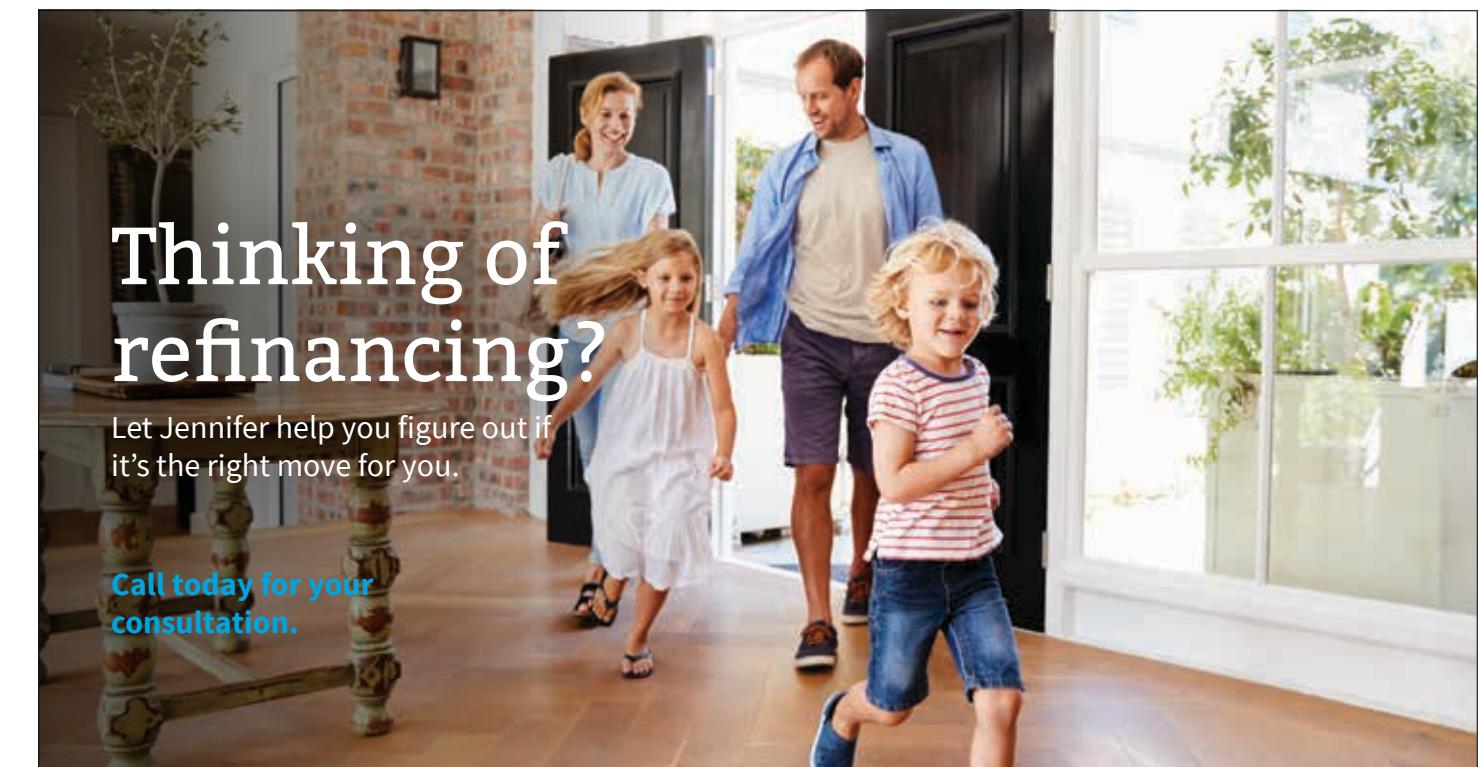


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## When it comes to home loans, information and education make the difference.

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### **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.

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**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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Las Vegas, NV  
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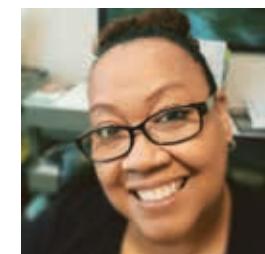
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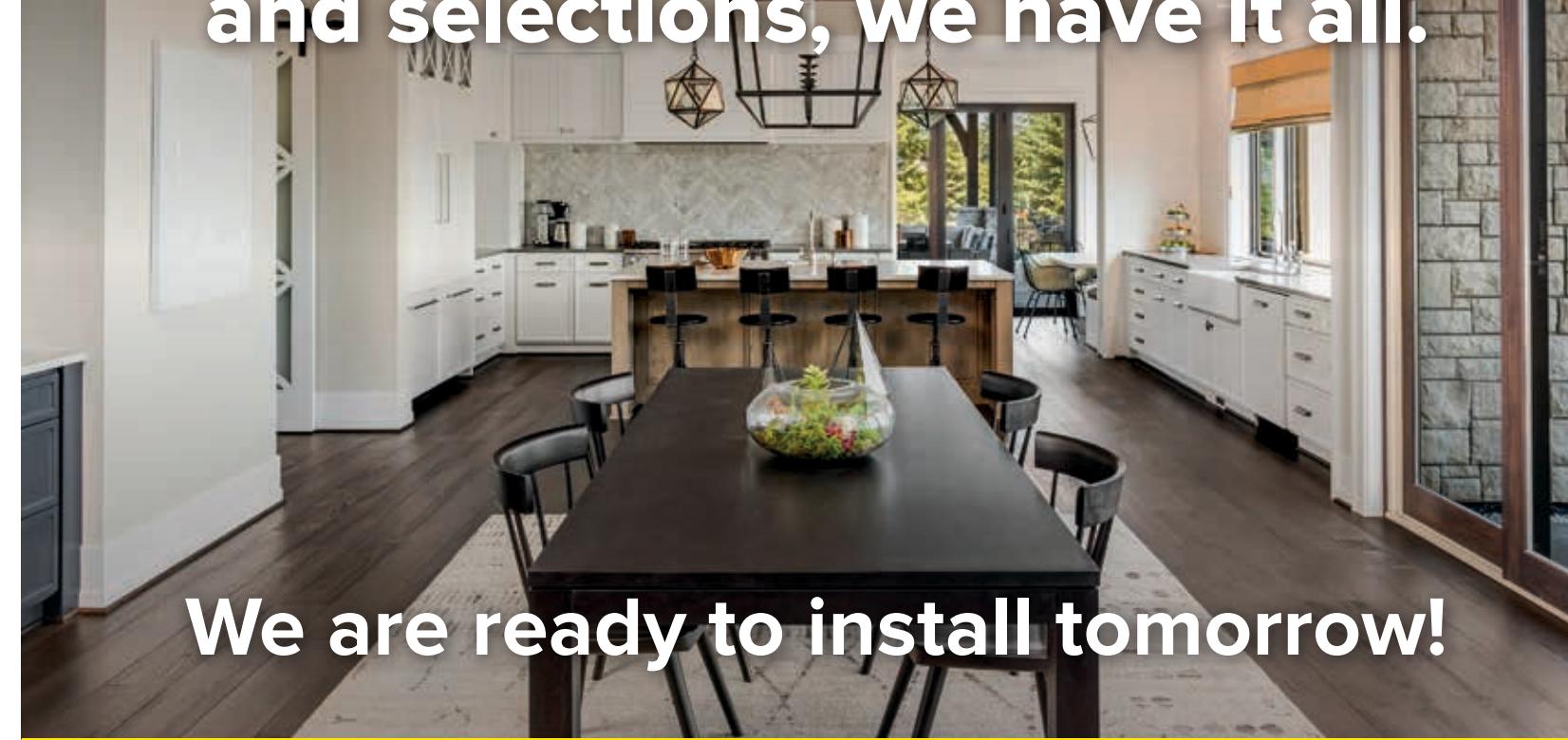
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# MEET **RICH** ROBLEDO

OF ACCLAIM REAL ESTATE

His Mindset for Success is What  
Keeps Him at the Top!



Rich Robledo and family

"Embrace the pause," says Rich Robledo of the COVID-19 crisis. "This is a time to reassess your business practices, streamline, double down, and come out stronger."

A type-A person, Rich focuses on what he can control. He encourages others, "Figure out where you can grow and become better." A sales leader, Rich takes the time to invest in other agents.

"Collaboration trumps competition every time," he comments. "All I want to do is help other agents in our industry become better."

#### Purchasing A Home

#### Led To A Real Estate Career

Rich was led to real estate at the advice of his friend, who sold him his second house. He explains, "My friend said, 'Rich, if you were going to do real estate and get rid of everything else, you will make more money. It will be an easy transition for you.'

Rich took his friend's words to heart and launched into real estate. A genuine people person, he gets along very well with others. Although he admits that he has never thought of real estate as a career, never say never.

Rich got into real estate in 2002 and earned his broker's license in 2006.

#### A Path of Success

"I figured out early on I was a pit bull in business, not a suit-and-tie guy. I wanted to have my own business," says Rich.

What's the secret to his success? "Keep your head down and keep pushing," says Rich.

He estimates he has done over \$300 million in sales over the last 10 years, but the road hasn't always been easy. Rich recounts coming back from the Great Recession. While he "lost it all in 2006," his mindset wasn't phased by the volatile market.

"I realize that I've been broke, but I have never been poor. Broke is a temporary situation; poor is a mindset," he reasons.

His work ethic, coupled with his determination, was foundational for his rise in real estate. Rich decided that he was "going to double down and be the best residential real estate broker" he could be instead of getting out of real estate. The money soon followed.

"Financial success came when I stopped looking for it."

#### Leading Others

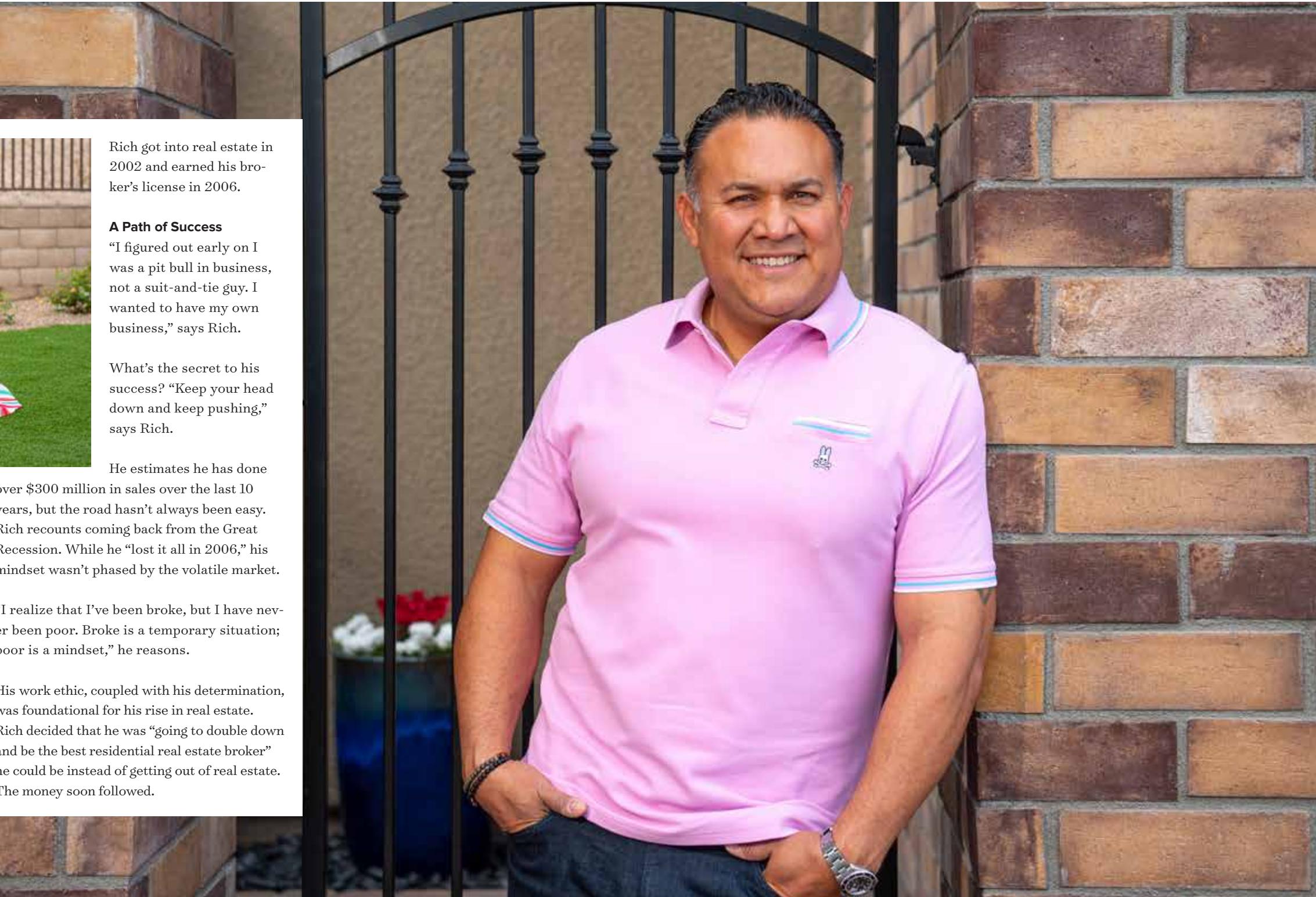
Rich now leads other agents, helping them overcome obstacles and limitations to their success. He currently sits on the MLS Board for the Las Vegas REALTORS® Association and the Keystone Corporation. His other past board positions have been with

the Salvation Army, The Las Vegas Rotary; current community passions are Spread the Word Nevada and Ronald McDonald House.

#### Family First

"One of the reasons I am successful as I am is because of my wife," says Rich. "If your wife or partner isn't your business fan, you'll always doubt yourself." They are blessed with two children, ages 6 and 4. "My son and daughter are the best of both me and my wife," Rich smiles.

Rich is an inspiration to others with his optimism and work ethic. For more information on this month's Elite Broker, check out [acclaimre.com](http://acclaimre.com).



# Eric AUGER

From Managing A Luxury Hotel

to Making Homeownership

Dreams Come True

► ace of the month  
Written by Elizabeth McCabe  
Photography by Wild Dog Digital



L-R: Eric, Eugenie, Yvette

Eric has helped growing families moving up to the house of their dreams for 18 years.

He has a career volume of \$102 million and has earned the Six Figure Society Award. Eric says, "I've been in the top 20 in every company I've been with for the past 10 years." He has also received five-star awards in customer satisfaction.

Before entering real estate, Eric excelled in hotel management. He opened the Paris Hotel in 1999. Working long hours and never knowing when he could go home caused Eric to miss family time. Real estate was his answer to work/life balance.

He worked as a buyer's agent for the first half of his career. Eight years ago, Eric decided to transition and become a listing agent. While the skills to be a listing agent are much different than being a buyer's agent, Eric was up to the challenge. He says, "It's really about picking the right price, having the home in the right condition, deploying the right marketing and having the right agent on your side."

Now he works in tandem with his wife, Yvette, who got her license seven years ago. Eric explains, "She is the relationship and marketing genius of the family. She brings a lot to the plate, and maintains and builds relationships.

Although the home-buying, selling, and moving process might seem intimidating, he is ready to help every step of the way. Eric reasons, "Families who live in homes too small drift apart. I help busy families upsize and live the 'good life' again." With a

We work as a team." They talk to all of their clients once a month, which is important for maintaining connections and serving them.

#### Specializing in Helping People Upsize

"One thing that makes us different is that we've decided to specialize in helping families upsize to a home that fits them better," says Eric.

Six months ago, he launched "The Good Life Method: A Five-Step Approach to Moving Up to a Larger Home Without Having to Move Twice or Worse, Make Two Mortgage Payments for Several Months." People often outgrow their house, which can impact their relationships, outlook on life, sense of self, and even their work life. By helping them purchase a home, Eric helps people increase their quality of life.

simple, five-step method, Eric can successfully guide clients through the process.

"My favorite part of being a real estate agent is leading transformation for people." Helping people achieve the dream of homeownership is rewarding.

#### Family and Community Involvement

When Eric isn't working, he enjoys spending time with his family.

"I'm a happy husband to Yvette, and together we have three children: Eugenie (4), Olivia (13), and Brice (18)," Eric smiles.

Eric is also actively involved in the community. He's part of Wake Up Warriors, a community of married businessmen who aim to excel in their professional and personal lives. Eric also supports the Armed Forces Chamber of Commerce.

For more information on this month's Ace of the Month, check out [ericaugerrealestate.com](http://ericaugerrealestate.com).

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**Nova Ridge**  
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IN SUMMERLIN

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From the \$600s  
One and Two Story Floorplans

**Sandalwood**  
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IN INSPIRADA  
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From the \$400s

**Arden**  
IN INSPIRADA

2-5 bedrooms | 2.5-3 baths  
From the high \$300s  
2-Bay Garages

**Capri**  
IN INSPIRADA

2-3 bedrooms | 2.5 baths  
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**Axis**  
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One-story Floorplans Available

**Corterra**

3-5 bedrooms | 2.5-4.5 baths  
From the mid \$400s  
Downstairs Bedroom Available

**Highline**

3-5 bedrooms | 2.5-4.5 baths  
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### - NORTHWEST LAS VEGAS -

**Cobalt at Skye Canyon**  
**MOVE-IN READY AVAILABLE**

3-5 bedrooms | 2.5-3 baths  
From the high \$300s  
Downstairs Master Suite Available

**Onyx at Skye Canyon**

4-5 bedrooms | 3.5-5 baths  
From the high \$400s  
Downstairs Master Suite Available  
Up to 3-Bay Garages

### - NORTH LAS VEGAS -

**Indigo**

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**Larimar**

**THE VILLAGES AT TULE SPRINGS**  
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One and Two Story Floorplans

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# Meet **SCOTT GILLESPIE,** Mortgage Consultant at Evergreen Home Loans

## Traveling the World Gave Him A Fresh Prospective in Business and Life

In 1988, Scott Gillespie started as a REALTOR® in Boston, fresh out of college in Ithaca, NY.

"When I was selling real estate, it wasn't the right fit. It was a down market in the Northeast corridor back then," he recalls. Educating homeowners that their home value had dropped 10 to 15 percent before the age of the internet was no easy task.

With a desire to see the world, Scott left the country in 1989 to explore what opportunities existed for him in other countries. After several years living and working in Australia, Israel, and Germany, he returned to the United States in 1992 with a renewed understanding of how great we really have it in America. Not long after making a move to Las Vegas, he began working as a mortgage broker in March 1993. He progressed in his career, working at several local mortgage banks before partnering with a few loan officers and management and purchasing Republic Mortgage. Scott was a partner from 2001 until they sold Republic Mortgage to a National Bank in 2007.

Scott is passionate about mortgages. He says, "It just fits with my personality. It gets me out and about, and I get to meet different clients. There are so many different functions as a loan officer. It's not a monotonous day-in/day-out job."

A people person, Scott excels in intrapersonal relationships and with numbers. He is excellent at problem-solving, troubleshooting, and recognizing the best products for people's financial situations, whether a first-time home-buyer or a higher-net-worth investor client.

### Exceeding Customers' Expectations

Throughout his career, Scott has learned what clients want and how to deliver. Clients expect "the best advice, great interest rates, and the ability to close quickly." With a career volume that exceeds over \$1 billion in funded production, Scott has seen most every mortgage scenario.

At Evergreen Home Loans, Scott can adapt to the changing environments like COVID-19 much more efficiently than many large mortgage banks. While some companies have struggled to close loans in 30 days, Scott and his team have not had that problem.

"We haven't shut off pipelines. We know the changes that can occur, and we can quickly adapt to that," explains Scott. In the process, he is a lifeline to his clients.

Fannie Mae has recognized Evergreen in the top 5 percent of mortgage banks adopting technology to further their business. Scott says, "A lot of companies have struggled the past few months with electronic closings." Not Evergreen. Clients can electronically sign documents in the convenience of their home. A notary can come out to notarize papers requiring a notary.

"It's seamless," says Scott. "We were early adopters in the electronic signing process. We did that almost two years ago. The process has made it not just easier, but necessary to function in environments like we are in today."

**Catering to REALTORS®**

...





...

"We help REALTORS® focus their time to help the clients who can be helped," says Scott. While it can be difficult to recognize ready buyers, Scott is happy to come to the rescue.

"We also make sure that we help build the relationship not just with the client, but between the client and the

REALTOR®, so that they better benefit with long-lasting relationships and referrals from their satisfied clients. Closing on time is a given."

Scott also teams up with REALTORS® and assists the top talent at different brokerages. "We work with them on difficult aspects of their

business," says Scott.

#### A Trusted Team

Scott works with a dedicated team. He says, "Many of the people I have worked with for over 20 years. When you're in an office, and you don't have long-term relationships – whether with the underwriter or the processor – things don't flow as quickly."

By building a trusted team, Scott can function efficiently, delivering mortgage closings without delays.

#### Family First

Outside work, Scott has two sons: Connor (23) and Corbin (20). Connor is finishing his degree in Business at the University of Reno. Corbin starts his senior year in the fall in the Pre-Veterinary program at Colorado State Fort Collins Campus. Both boys are accomplished hikers and snowboarders, sharing those passions with their father.

For more information on Evergreen Home Loans and Scott Gillespie, check out their website, [www.evergreenhomeloans.com/scottgillespie](http://www.evergreenhomeloans.com/scottgillespie).

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# SULLIVAN

## Professional Soccer Player Turned Real Estate Agent

Originally from England, John Sullivan enjoyed a successful career as a professional soccer player. He moved to America and was looking for the next step in life. His wife, Nicole, led him in the right direction.

"My wife said, 'You should try real estate.'"

He took his wife's advice, and the rest is history. John has been a fully licensed REALTOR® since September 1, 2015. In 2019, John created and formed The John Sullivan Group, which consists of his two assistants Erin and Daphnie, his buyer's agent, Raul, and of course, himself.

He says, "Since I started four years ago, I have averaged 69 home sales a year, and in 2020 my goal is to personally sell 126 homes." In 2019, he sold 97 homes, which equated to over \$37 million.

### Eager for Success

Similar to the soccer field, John is eager to succeed in the competitive world of real estate. He is inspired by the words of his coach and mentor Mike Ferry, who told him to "start every day at zero!"

John has been the number-one agent at his company, Huntington & Ellis, since they opened in 2017, 2018, and 2019.

That doesn't mean the road in real estate is always easy. John says, "The biggest challenge I have overcome is learning to deal with rejection multiple times a day."

### Unparalleled Work Ethic

When it comes to real estate, John outworks his competition. He says, "I'm the hardest-working person in the room, and I show up every day. I'm the first one at the office." Dressed in a suit and tie, John is ready to work and to meet any potential new clients that day. His competitive nature is an asset in real estate.

"My favorite part is having a career with no income ceiling, and it also gives me an opportunity to reach what just a few years ago would be unattainable goals," says John.

Interestingly, John doesn't seek to compete against others, but only himself. As he says, "I am my competition. I only compete against the goals I set and do not know what other agents are doing." He is one focused individual with his eye set on closing transactions.

### Focused on Family

Outside real estate, John recharges by being with his family. His wife is from Hawaii. They are blessed with one daughter, Maxwell, who is 2 and a half years old. John and Nicole also enjoy the constant companionship of their Pomeranian, Gizmo, who is 15 years old.

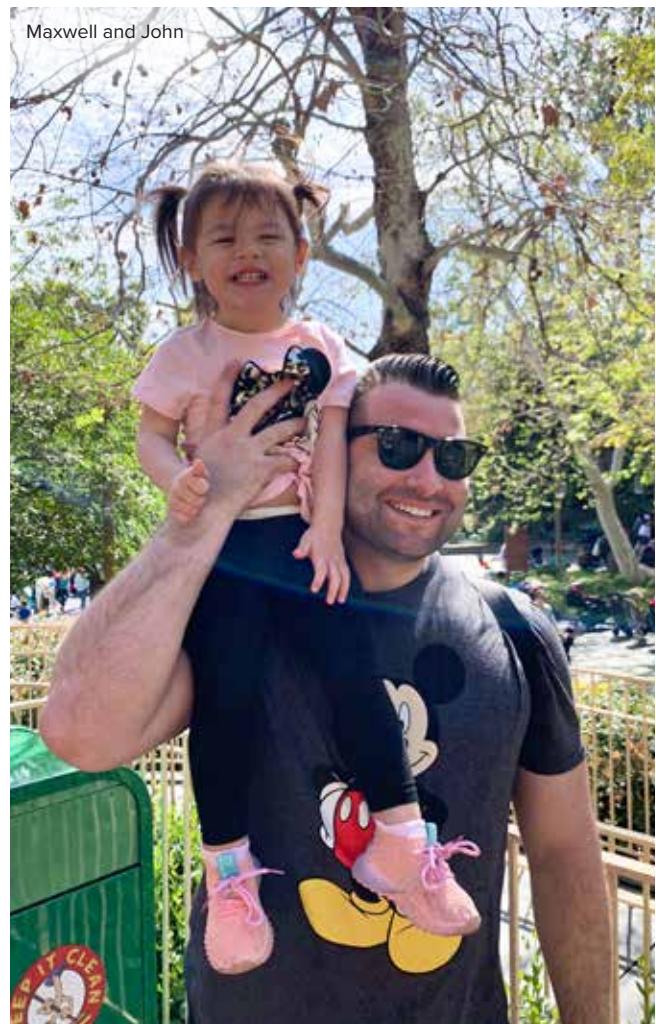
"We like to plan three to four vacations at the start of every year, so we have something to look forward to and something we can work towards as a family," says John.

John's parents reside in England as well as his three sisters.

### Final Thoughts

"I would like to thank my broker, Craig Tann, and my coach, Mike Ferry, for all of their support. Without them, I would not have had half the success that I have enjoyed," says John.

From soccer to sales, John is living proof that anything is possible with drive and determination. Just keep your eye on the ball (or on the closing table). John concludes, "I create and plan my next year's goals on October 1 every year, so in essence, I turn every year into a 15-month year instead of 12. That's an extra 90 days. What we have to realize in real estate is the actions I take today are for a paycheck in 90-120 days, or, sometimes, even longer."





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# In Honor of Father's Day, We Want to Highlight Some of Our REALTOR® and Advertising Partner Dads!

"A father is someone you look up to no matter how tall you grow." – Unknown



Danny Phee and family

## DANNY PHEE

THE PHEE GROUP, THREE KEYS REAL ESTATE,  
KELLER WILLIAMS REALTY

"Being a father is one of the greatest honors and joys I've ever had. Every day I wake up feeling like the luckiest man alive to have these two beautiful children to help raise and spend time with. Some of our favorite things to do together include going on trips and adventures to places like Hawaii, Cabo, Penguin Lake, and VRBOing beach homes in So Cal! Our favorite things to do together at home are walking the dog and bike rides around the neighborhood, because we love getting fresh air and talking about what's going on in each of our lives. Danny Jr. and Aria are my two little miracles, and I feel blessed every single day I get to spend with them!"



David Filipi and his fur kiddies

## DAVID FILIPI

WILD DOG DIGITAL PHOTOGRAPHY

Pets are family members too!

"We spoil our three furry little companions a lot, so each developed their own ritual of what they like. Phalènes, the evil black and white twins, can't be any different, but they both love their mini tennis balls. They can be unbearable if they don't have their daily ball-fetching around the backyard. Chihuahua, the clan's eldest, narrowed it down, after some trials and errors, to just sniffing butts, and sleeping in random places and being searched for. He is almost deaf, so we have to constantly track him down."



Chip Madsen and family

## LESTER "CHIP" MADSEN

THE IVAN SHER GROUP, BERKSHIRE HATHAWAY HOMESERVICES NEVADA PROPERTIES

"We love taking road trips as a family as well as going for our evening walks through our neighborhood and into the Gardens Park next to our community."



Daryl Hanna and family

## DARYL HANNA

THE BACHELOR/HANNA GROUP,  
REALTY ONE GROUP

"I am a very proud father of two amazing children, my daughter, Mina (22), and my son, Hendrix (9). My daughter recently graduated from Faith Lutheran High School and is currently studying psychology! My son presently attends Faith Lutheran Academy and plays hockey for The Vegas Jr Knights! As a family, hockey has had a huge, positive effect on our family! We spend six days a week on the ice with Hendrix and takes up a lot of our time. It has allowed us to travel to some amazing places around the country, and as a family we love it!"



Randy Hatada and son, Linken

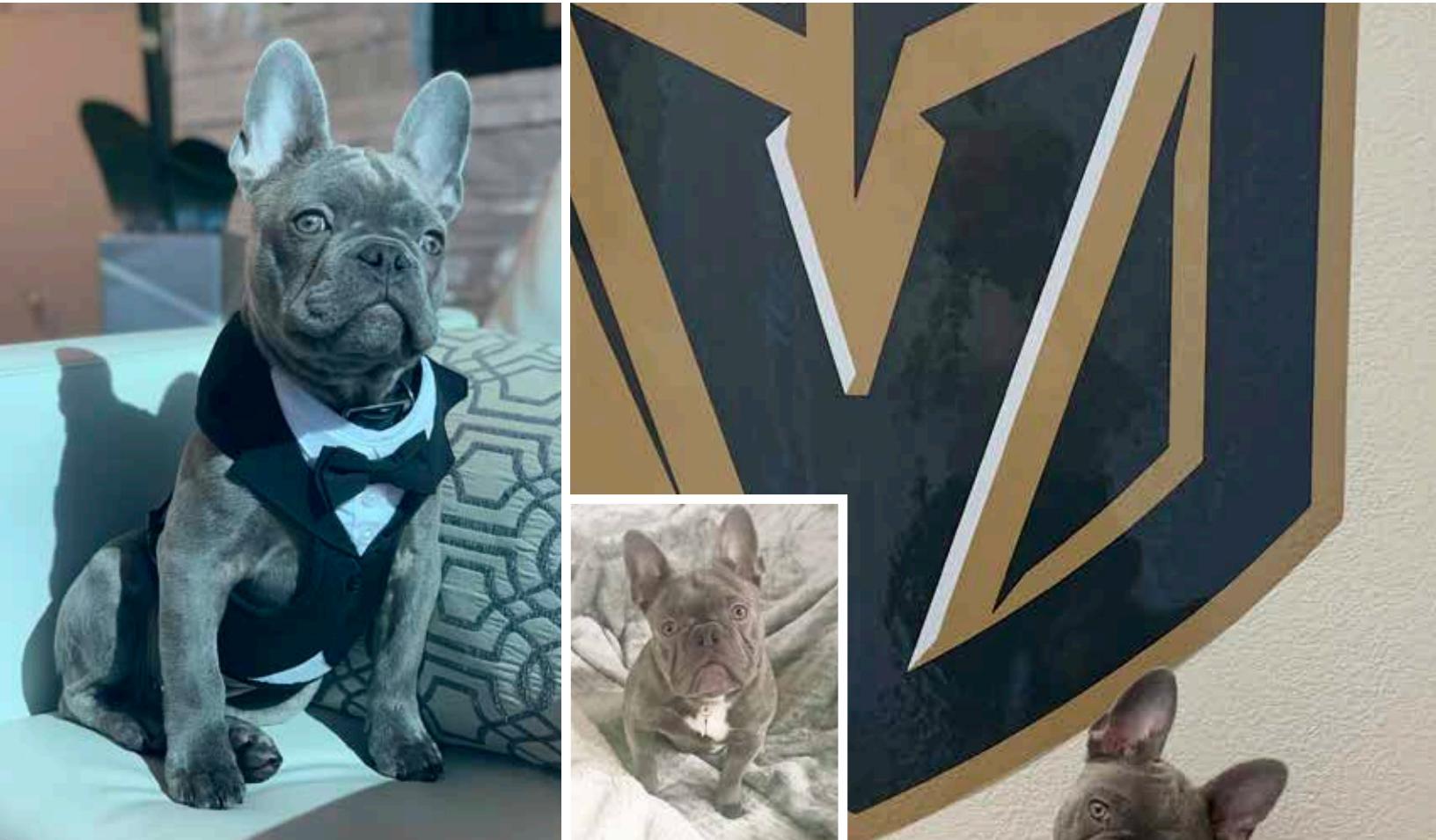
## RANDY HATADA

XPAND REALTY AND PROPERTY MANAGEMENT

"My son, Linken, and I enjoy fishing! Although we live in Las Vegas, we make it work. Fishing has been a hobby that allows us to bond and spend hours of quality time together. I teach him something new on every trip! He's learned to cast, reel, release, identify fish species, and more. Tying hooks is next on our list."

► furrever friends

# Meet **Sharky** of Team Richardson-Meadows



## *Who's a Handsome Fella? **He is!***

Johnny Richardson and Katie Meadows are the proud mom and dad to their fur kiddo Sharky. He is a 6-month-old French Bulldog who's coloring is called Lilac. You can tell he's a true Lilac because when you put the camera up to his eyes, his eyes turn red.

His color was perfect for Johnny and Katie because sharks are a prevailing theme for them personally and in business, so it only made sense to name him Sharky! Katie says, "He is a stud muffin, very friendly, loves to sleep and play."

You'll probably see Sharky around their Platinum Realty office, so if you haven't already, make sure to introduce yourself to this handsome gentleman.

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