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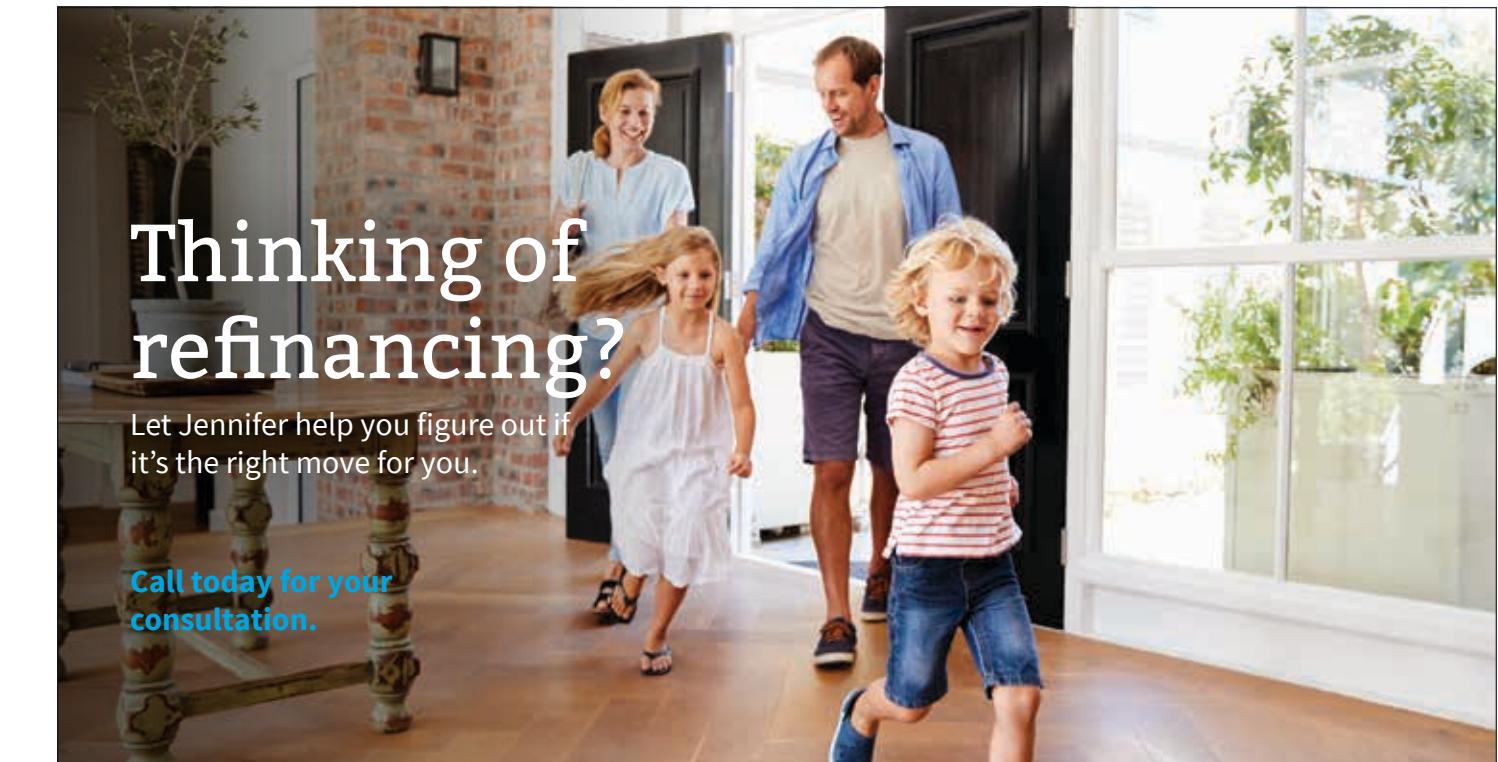


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When it comes to home loans, information and education make the difference.

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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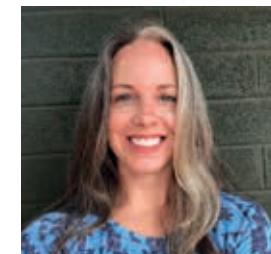
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please email us at eliza.pirotowski@realproducersmag.com

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It's 2020. Are you ready? We are!

This is Women's WORK

In honor of Mother's Day, we want to highlight some of our REALTOR® and advertising partner moms.

We know that being a mother is a full-time job in itself, so we give major props to those that manage to go out there and hustle day-to-day while maintaining a bustling and active household and raising some incredible kids!



Gabby and Jennifer

JENNIFER WITTMAN HOMEBRIDGE

"Gabby and I try to stay very active with each other. Our absolute favorite activity to do together is Scuba Dive. We have done this in many places around the world. It is something that we have bonded over and we look forward to diving when we can."



Kelly and family

KELLY ALBRIGHT VISION REALTY GROUP

"Our family just went and spent 10 days in Aruba which was dreamy! We would love to take them to Atlantis in the Bahamas. Our kids are little fish and love swimming and the beach just like their mommy!"



Marina and Andre

MARINA JEZZINI URBAN NEST REALTY

"Being a Mom/parent/and Flexible Real estate hours made me more available to my son throughout his younger years when kids need their parents! My son Andre, who will be 18 in May, is the reason I first test drove and bought a Porsche. His car suggestion resulted in my meeting and marrying my husband. We even had a Porsche-themed wedding!"



(L-R) Annabelle, London, Joslyn, and Matthew

JOSLYN ENGLAND FIDELITY NATIONAL TITLE

"I love spending time with my kids but they are each so different. So spending one on one time with each of them is treasured time for us. A day would look like getting up early with my youngest (London) and building legos. Then take my 13-year-old (Annabelle) shopping at Down Town Summerlin. In the late afternoon, I would go to Starbucks with my 15-year-old son (Matthew) to talk about life and video games. Ending the perfect day I love to take my 'foodie' family to a restaurant we haven't tried before. I love each of the unique personalities and I'm so honored to be their mom."



Mayra and Leonardo

MAYRA RIVERA

RIVERA GROUP, CENTURY 21 AMERICANA

"Motherhood is the miracle and most treasured blessing, that I never imagined I needed this much in my life when I was young. Leonardo (and his baby sibling, arriving September 2020) fills every day with unconditional love and happiness. A day as a mother, is a day with a whirlwind of spills, mess, running late, and forgotten items...a day with made-up fantasy stories about superheroes and fictional characters... it's a day full of magic. A magical love towards a little human that can't be compared to anything else in the world."

Lucky In Love!

what's happening 

Photography by **Derek Richbell**

Joe and I had the immense pleasure of sharing a special night with Johnny Richardson and Katie Meadows. Johnny and Katie had a fantastic evening with family and friends at their engagement party that took place in February.

We wish Katie and Johnny several lifetimes of love, happiness, and prosperity!



Katie Meadows
and Johnny
Richardson



Terry Peacock and
Louise Richardson



Shawn Eiferman



Cassina Davis,
Katie Meadows,
Svetlana Huey,
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Kurt Walker, Johnny
Richardson, Matt
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MEET NATASHA VEIGA

WITH NATIONWIDE REALTY

Continuing a Family Tradition of Successful and Ambitious Female Entrepreneurs

If you have not heard of Natasha Veiga from Las Vegas, Nevada, you will soon enough. REALTOR® Natasha Veiga has been setting the bar for success at Nationwide Realty in only a year of her service. Despite her short time with the company, Natasha has proven herself a contender through her exceptional work ethic and her passionate nature of connecting with clients.

Natasha Veiga has been working in real estate for three years. In that time she has completed 102 transactions and has accumulated a career volume of \$22 million. She was also awarded top 250 agents from 2017 to 2019 and Best of Zillow in 2020.

Natasha explains her passion for real estate began with her mother, Susana Veiga. She says, "My mother has been in real estate for about 15 years and is definitely my number-one mentor and cheerleader." Natasha also looks up to her aunt, Soraya Veiga, a successful divorce attorney in Las Vegas. She says, "I come from a long line of successful and ambitious entrepreneur women whom I am so proud of."

Working as an entrepreneur is not a foreign concept to Ms. Veiga. Prior to real estate, Natasha owned a private business where she sold handmade candles and oils through eBay, a business she still operates today part-time. She also stated before that she used to work as a sales representative for AT&T, where she was awarded top sales representative in her region in 2009, 2010, and 2011.

Loving the Hustle and Bustle
Real estate is a fast-paced profession. Fortunately, the hustle and bustle come naturally to Natasha Veiga. Even through the late-night phone calls and odd work hours, she is happy talking with clients and helping them find their dream home. A genuine people person, Natasha enjoys connecting with her clients. She finds joy in providing others the opportunity of finding a home and celebrating a new chapter in their lives.

Natasha says, "I don't want to be your agent, I want to be your friend. I want to be your go-to girl for all your real estate needs. I want to give you a life experience you will never forget, buying your home!"

Pushing Through Pain
While it might not be known to most people, Natasha suffers from Stage 4 endometriosis. Endometriosis is a painful condition that can make even the most mundane activities unbearable to complete. This makes Natasha's accomplishments even more impressive considering every day can be a struggle for her.

"Having to push through daily pain is hard," Natasha explains, "but I feel it has strengthened my endurance and focus. Being a high-volume agent, you don't have much downtime and it can be difficult at times to find a good balance between work and personal life." Despite this, she perseveres.

Active Interests
When Natasha is not working, you can find her in dancing. "I love to dance!" she says, "When I was younger, I taught ballet, jazz, belly dancing, and salsa." She also believes in making a difference in the community. She supports organizations like VAREP and the Desert Oasis Baseball Team.

We are honored to feature Natasha as our REALTOR® on the Rise. For more information, check out veigasellsvegas.com.



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MEET BROKER **Laura Harbison** OF REALTY EXECUTIVES SOUTHERN NEVADA PROPERTIES

Exceptional Business Woman, Charity Founder and Mother
of Seven—She's Unstoppable!



"I've been in the real estate industry since 1986," says Broker Laura Harbison. She became a licensed REALTOR® in 1991 and hasn't looked back since.

With a career volume that exceeds 1 billion dollars, Laura has established herself in the competitive world of real estate. Laura has been the #1 producer worldwide for her franchise most years since joining Realty Executives, and she is always one of the top agents for Las Vegas Realtors (formerly GLVAR).

Launching into Real Estate

Laura first started working at a real estate office at the suggestion of one of her sorority sisters in 1986. "I was looking for a job that would be flexible around my UNLV class schedule," she smiles. She worked as an administrative assistant before seeing the potential of real estate as a career. Her first position was as an assistant to an agent in the office who later became one of the Brokers for the company. "He said I needed a license. So I said, 'Why not?'"

"I got to spend a lot of the time in the office observing," recalls Laura. "I watched all the other agents...who was successful, what their habits were, and who wasn't successful, and what

their habits were. I figured out what worked and what didn't work. I realized I could do this better than a lot of people."

In 1994, Laura started her own team, hiring her first assistants. The rest is history. What was once a college job soon bloomed and blossomed into a full-time career.

Helping Others Through Real Estate

"I like helping other people accomplish their goals. Whenever I am successful for a client – whether buying or selling – that sense of accomplishment is really strong, motivating, and driving. I love helping my sellers get the best sales price the market will bear," says Laura.

What's the secret to her success? "I insert myself in every transaction," says Laura. "I have an emotional investment in each and every one. I care about my clients and what is best for them. Even my most cynical clients realize that I really do care."

The Quest to Be The Best

Fueled by a sense of accomplishment, Laura aims to be the best she can be. She is always learning something new. A huge advocate of education, she invests time and money earning professional designations. (She is an ABR, AHWD, BPOR, BS, CDPE, CRS, DRB, GRI, RSPS, SRES.)

"I like to keep learning. Things are always changing in our industry, and it's so important to stay informed." Her quest to continue learning and growing has prevented burnout.

Family-Focused

"God only gives you what you can handle, and He thinks I can handle a whole lot," says Laura. The mother of seven children, Laura, invests time in her family.

Laura and her husband John, run their company together. A licensed agent and property manager, John excels, as the company's Field Services Coordinator. He visits properties listed by the office weekly, attends inspections and walk-throughs, shows property to potential buyers, and also does much of the photography, videos, and 3D virtual tours for the company.

"One of the reasons we work together is so we can see each other," says Laura, who calls her husband "amazing."

Together they have five sons and two daughters. Although their oldest son Joshua passed away last year from cancer at the age of 29, he will never be forgotten. His absence has brought the other kids (and the whole family) closer together.

In addition to Josh, Laura and John have six other children: Kyle (25), Colton (23), Kendall (22), Kameron (21), and twins John and Maxie (11).

...

As a family, everyone loves to travel and enjoy outdoor activities. Some of their favorite destinations have included a dude ranch, the mountains, the beach (USA, Mexico, or any tropical island), Alaska, and a cruise to just about anywhere.

Bringing Hope to Children

In 1996, Laura started her own charity, A Touch of Home, focused on assisting homeless children in Clark County. She discovered that no agency was addressing the needs of the Clark County School District's Homeless Education Division at that time. When Laura started her efforts, there were approximately 700 children in the program, which has now grown to over 15,000.

A Touch of Home collects new, unwrapped toys, clothing, toiletries, and other necessities for donation to the Homeless Education Division of the Clark County School District (now called "Title I HOPE").

Whether helping children or helping clients discover their dream home, Laura Harbison is a true inspiration with a prodigious real estate track record.

For more information, check out www.LauraHarbisonRealEstate.com.



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Pardee Homes Newest Community Sandalwood
Hosts Las Vegas *REAL* Producers
2020 Kick-Off Mixer

Photographs courtesy of Bryan Simpkins

We want to thank Pardee Homes for being such a gracious and wonderful host for our first event of 2020! The food was delicious, the service provided by the catering staff, bartenders, and valets were top notch. We also want to thank all the top agents for making it out to our event and taking advantage of the opportunity to build relationships with the best REALTORS® in Clark County!

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Special thanks to Traci Sexton and Jim Saracino for helping host and put together such a fantastic event.

We hope to see you all at the next one!



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