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ACE OF THE MONTH
Brenda Beltran

REALTOR® ON THE RISE
Tony Vane

REAL TEAM PLAYERS
Platinum R.E. Professionals

NOVEMBER 2020

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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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Las Vegas, NV
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THE LOAN RACER

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If you are interested in contributing or nominating Realtors for certain stories, please email us at eliza.piotrowski@realproducersmag.com

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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.



Contact your Sales Rep today for additional details!

TONY VANE

MEET

BERKSHIRE HATHAWAY NEVADA PROPERTIES

► REALTOR® on the rise

Written by **Elizabeth McCabe**
Photos by **Kelsey Thomas**

HIS GINGER GRIN IS MAKING THE BEST CONNECTIONS IN VEGAS!

“When I started, all the real estate classes pushed scripts,” says REALTOR® Tony Vane with Berkshire Hathaway Nevada Properties. “I felt like a robot; after day three, I threw the script book in the garbage.” He found a better way to do real estate. He comments, “I work hard, I’m honest and whatever I can do to help someone I will, whether it’s real estate or not.”

Tony launched into real estate four years ago and is an award-winning REALTOR®. He is the 2017 Berkshire Hathaway HomeServices Nevada Properties Rookie of the Year. In addition, he is the 2019 Berkshire Hathaway President’s Circle Award Top 100



Agents Company Wide. With a \$40 million career volume and climbing, Tony has tasted sweet success in real estate.

It’s not about profit, but people to Tony. He shares, “I love hitting the million-dollar-plus sales, but I have to say my favorite sale ever was to a 22-year-old who bought a home for his two immigrant parents, both of whom worked two jobs apiece.”

Tony, whose father is an immigrant, has a heart for other immigrants. Tony explains, “My father escaped communist Czechoslovakia and came to Canada where I was born and raised. He faced immense hardships and became a successful entrepreneur. My sisters and I had everything provided growing up, but his struggles and challenges were never lost on us. We were raised to outwork everyone but still have fun!”

Outworking everyone is what Tony does best. Sometimes he shows a client 15 homes a day.

“I don’t care what it takes; I will make it happen,” says Tony. “Some REALTORS® tell their clients to pick the top three and go from there. My hard work may not be the most efficient, but at least they know I’m there for them until the end.”

Tony’s goal in 2020 is \$25 million in sales, and he’s on track to meet it. He attributes his success to his referrals. Tony comments, “My business is 90% referral based, and that’s the only way to build a business. I recently got a few billboards on the 215 Beltway. Get ready to see more of this Ginger Mug.”

Life Before Real Estate

Before becoming an agent, Tony worked as a waiter for years at N9NE Steakhouse inside the Palms Casino. He learned how to serve others and excelled at customer service.

Making connections is what Tony does best. He says, “Most of my clients are regulars from N9NE Steakhouse.”

Life Outside Real Estate

When Tony isn’t selling homes, he loves traveling. A worldwide traveler, he’s been to 15 countries in the last three

years with his girlfriend. “I love adventure,” he smiles.

To relax and recharge, Tony enjoys going to Golden Knights games and “Blacking out” with his crew. He also enjoys the constant companionship of his 6-month-old Golden Retriever puppy, who has taken over his household.

Drive and determination produce results. Tony Vane is an agent to watch. With his relentless work ethic, he is destined for great things!





Meet Brenda Beltran of Simply Vegas

Professional Makeup Artist Turned REALTOR®

After doing professional makeup for six years, Brenda Beltran found a new path in life – real estate. A savvy businesswoman, Brenda started investing in real estate while doing makeup. At the age of 18, she made the leap to real estate and didn't look back.

She has been a REALTOR® since 2007 and has done over 800 transactions. She has also been nominated for the Young Professional Network (YPN) 40 under 40. Not to mention being ranked in the top 250 in Clark County. In addition, Brenda is proud to be a part of the top 250 in the National Association of Hispanic Real Estate Professionals.

Building Wealth Through Real Estate

Just as Brenda built her wealth through real estate, she is now helping others do the same. She explains, "We start with the house and then we help people get an investment property."

When clients come to purchase their first home, Brenda makes sure they leave with the right investment. She also ensures that they have a plan to follow long-term financially.

Brenda puts people in contact with the right professionals to help them succeed, including at-

torneys for asset protection. Financial planners are recommended to clients too. For those who need to fix up properties, Brenda has professionals who can improve properties. As she says, "We are the source of everything real estate related. If people need to sell, buy, or refinance," we are here.

Unphased by Market Volatility

With the recent drop in the DOW, Brenda embraces optimism. She explains, "Market fluctuation is a challenge but also an opportunity. Many clients could make a lot of money and increase their net worth."

"It's exciting to look for market change," adds Brenda. Eager to embrace opportunities, she says, "I love challenges. That's why I like real estate so much."

Brenda views real estate as an American necessity. "There's always an opportunity to invest or to purchase," she says.

Falling in Love with Vegas

The oldest of four siblings, Brenda grew up in Mexico. She came to the United States at the age of 17. She got married and stayed in Las Vegas.

"I fell in love with Vegas," she says.

Brenda ran for Miss Nevada in 2016. She was a professional model from the age of 11-18. Now she enjoys a myriad of interests, including rock climbing, bull riding, and playing chess.

"I also like to go all over the world to taste the food at different restaurants," she adds.

Brenda also has three children, ages 18, 14, and 5.

Leaving a Legacy

"I am very purpose-driven," says Brenda. "I'm not driven by money but by a purpose."

She owns the RISE Achievement Center in Las Vegas. One side of the Center is a school and the other is a nonprofit. Brenda explains, "We help entrepreneurs to open companies and get them to the franchise level."

Brenda genuinely likes helping others, whether through real estate or helping them achieve a better quality of life. Real estate has been the answer to a life of possibilities and potential.



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From the \$600s
One and Two Story Floorplans

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Up to 4-Bay Garages

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From the low \$300s
Modern Townhomes

Cirrus

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From the mid \$300s
Downstairs Suite Available

- HENDERSON -

Strada 2.0 IN INSPIRADA **MOVE-IN READY AVAILABLE**

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From the \$400s

Arden IN INSPIRADA

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From the high \$300s
2-Bay Garages

Capri IN INSPIRADA

2-3 bedrooms | 2.5 baths
From the low \$300s
Modern Townhomes

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One-story Floorplans Available

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From the \$500s
Downstairs Bedroom Available

Highline

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

- NORTHWEST LAS VEGAS -

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

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From the high \$300s
Downstairs Master Suite Available

Onyx at Skye Canyon **MODELS FOR SALE**

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Downstairs Master Suite Available
Up to 3-Bay Garages

- NORTH LAS VEGAS -

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One and Two Story Floorplans

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Leading the Way:

Noah Herrera of Platinum R.E. Professionals

He's a Major Producer, Impacting the Lives of Many!

"I started real estate when we still had books," says broker/salesman Noah Herrera with Platinum R.E. Professionals. Times have certainly changed over the years.

Noah comments, "I have been in real estate since I was 19 years old. I've been doing this for four different decades." He has been in the top 1 percent and has seen the market's ebbs and flows, including the dot com crash, the Great Recession, and now the COVID-19 pandemic.

Noah credits his broker Diana Glassman for her unparalleled broker support, making a difference for agents, including Noah. Noah says,

"We take primarily experienced agents and take them from good to great, increasing production from 2 to 500 percent."

REALTOR® Steve cannot say enough about Noah. He says, "Noah takes people's strengths and focuses on those. He mentors people right out of high school through 80 years old, training people from all walks of life."

What's the secret to Noah's success? "I study the market, so I am able to assist clients and consumers take advantage of market conditions," says Noah. He can pivot in any market, riding the waves rather than being overcome by them.

"The most important thing is to be able to see the market three to six months before the market changes," says Noah. "Now the market is in the biggest flux that it's ever seen. We're going to experience a real estate renaissance."

Changing Lives

"Noah has a passion for changing people's lives," says Steve. "Some people were working a 40-hour job, and Noah is able to help them quadruple their income, making them financially secure through their cash flow."

One such agent was broke in 2009, and his life has now been transformed, thanks to Noah. The agent is now flipping homes and achieving financial freedom. Another REALTOR® was ready to quit and broke. Now, this REALTOR® has sold 250 homes within 12 months, which is remarkable. ...



...

Committed to the Community

Committed to the community, Noah has worked as a lobbyist for different real estate organizations. He has his pulse on the real estate industry, which is an asset to his agents and clients.

Currently, he is on a legislative management team for local organizations, aware of what laws are coming into play, and how they affect the real estate market.

Noah is proud to be a Past President of the National Association of Hispanic Real Estate Professionals® (NAHREP), President-Elect of the Greater Las Vegas Association of REALTORS®. He is currently on the Board of Directors with the National Association of REALTORS®.

He has also helped REALTORS® and homeowners put together the foreclosure laws with Senator Masto in early 2010. In addition, Noah was instrumental in writing the First Look program with Fannie Mae to increase homeownership for first-time homeowners.

“We take primarily experienced agents and take them from good to great, increasing production from 2 to 500 percent.”

When Noah isn't working, he enjoys spending time with his family. He is a happily married man to his high school sweetheart, and they have two boys.

With an eye on the future and a pulse on today's real estate industry, Noah Herrera is leading the way in real estate, impacting countless lives in the process.



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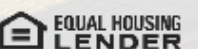
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MEET SOME OF THE OTHER OUTSTANDING TEAM MEMBERS OF PLATINUM REAL ESTATE PROFESSIONALS

►► REAL team players
Photos by Chernogorov Photography



Katie Meadows and Johnny Richardson

IT TAKES A VILLAGE!

Johnny Richardson and Katie Meadows

Johnny Richardson previously came from the insurance industry where he had a couple of offices in Las Vegas providing clients with life insurance and annuities. And coming from New Jersey he worked in car sales. He has over 20 years of combined experience in the sales industry.

Katie Meadows decided to launch her career in real estate after receiving her Bachelor of Science degree in Business at the University of Phoenix. Their passion for real estate and helping others, have led them to create an innovative mentoring program – that was just launched this month – to train up-and-coming new real estate agents to run their business.

Johnny and Katie are also involved in Operation Underground Railroad, a non-profit organization to assist victims to get out of underground sex trafficking. They also contribute to CARE Complex to help others get out of homelessness. In their entrepreneurial spirit and desire to help others both are destined to doing great things.

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Rick Turley

Rick is one heck of a nice guy and brings a lot of value to the Platinum Team. Rick got his license in Nevada in 2012. Steve Hawkes also helped bring Rick to Platinum and has always been great to do business with. In 2019, Rick made 97 sales for over \$25 million! Rick likes to say, “We never let escrows die. I am most proud that I can count on one hand the amount of cancellations we have had.”

Andrew Grasso

Andrew got his RE license from Kaplan Professional Schools in 2007. Imagine getting your license RIGHT before the crash! Steve also brought Andrew to the Platinum team. Andrew says, “If you want to be the best, Join the Best!” In 2019, Andrew made 61 sales! In addition to real estate, Andrew is also a General Contractor that builds Spec Homes, Multi-Family Homes, Custom Homes and Rehabs with two of the largest flip investors in Las Vegas completing 100+ flips a year.



(L-R) Andrew Grosso, Rick Turley, Jim Bandy, Diana Glassman, Steve Hawkes, Noah Herrera, and Mike Roland.



Mike and Molly Roland

Mike Roland

Mike got licensed locally in June 2015. He wanted to be mentored by Steve and Noah. Two of the smartest guys in the business. He knew he needed to change his surroundings and when he did, “it was the best decision I ever made. They have always been there for me, along with everyone else at Platinum. It’s like a family here.”

In 2019, Mike’s sales exceeded \$16 million!

Mike wanted to share with his peers: “I am married to my business partner Molly Roland. Building a business and a real estate team isn’t easy and every day it’s a challenge, but when your life partner is also your business partner it makes everything a bit easier. She’s the heart of our business and I’m pretty sure without her I’d be face down in a gutter somewhere.”

Congratulations to everyone over at Platinum. With Steve Hawkes and Noah Herrera leading the pack – this group is unstoppable!

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CLAIMS RESERVES*

134

 MONTHS

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*TOTAL CLAIM RESERVES/PAYMENTS YTD 3/1/2020

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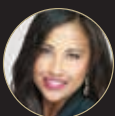


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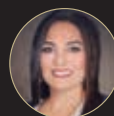
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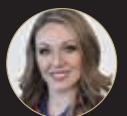
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