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# MEET TRISH WILLIAMS OF KELLER WILLIAMS REALTY

*Tenacious and Spirited, She's Got The Awards to Prove It!*



Trish Williams started her real estate career in January 2015 and hasn't looked back since.

She has blazed a trail of success, earning numerous awards. Most notable are the Top 100 Most Influential REALTORS® In Nevada, KW Cultural Icon, and YPN Top 40 Under 40.

Perseverance is the name of the game for Trish. She earned the 2015 Rookie of the Year, Tenacity Award, and the Spirit Award. This go-getter has excelled in sales. Best of all, she genuinely loves what she does.

"I love being part of this important step in people's lives," says Trish. "They welcome me into their family and trust me with their greatest financial decision; that's something." She thrives in negotiation and strategizing to help her clients come up with the best plan possible.

"When I bought my first home, it didn't feel important. It was a transaction. It didn't feel special," says Trish. Now she provides the opposite for her clients. She comments, "I make sure that they not only understand, but they also know that I value its importance to them."

## The Road to Real Estate

Prior to real estate, Trish worked as a painter in the commercial construction industry. She excelled in faux finishing and scenic art and worked on numerous recognizable projects on the Las Vegas Strip.

She longed for more excitement in her job, especially following the Great Recession. When her husband asked her, "What do you want to do?" Trish's answer was simple: "I want to do real estate."

Diving headfirst into a new career, she took online classes and was licensed in just two months. She says, "I loved everything about it." She hit the ground running and entered the industry with a mindset that failure was not an option.

## Caring for Clients

"I care so much about the people I work with," says Trish, "and try to provide the best outcome for them." She goes the extra mile to fight for her clients, even if things start to go south.

Trish has built her business, one satisfied client at a time. Her business is 90% referrals, which speaks volumes to her clients' level of satisfaction. Client appreciation events and quarterly

raffles on social media have helped Trish to stay connected with past, current, and future clients.

## Family-Focused

Trish and her husband are blessed with four children: Adrian, Lorelei, Angelica, and Gaije. Adrian is in IT, and Lorelei recently started her own business, making beautiful gift baskets for REALTORS® called Gifted by Lo. Angelica, graduating from UNLV this fall, recently purchased her first home. She has a business called Earth Honey Art. As for Gaije, he hopes to be in the music industry.

In Trish's free time, she takes time to relax with pool days or lake days. "We have a boat, and my husband enjoys fishing," she smiles. Born and raised in Vegas, she loves the water, the sun, and surprisingly the heat. She also loves gardening and seeing things grow.

What's next for Trish? With her husband in commercial construction and Trish as a REALTOR®, she sees flipping homes in their near future. "The market has been doing well. I see that coming up," she says with a smile.





# THE ROB MORGANTI GROUP

Dedicated to Excellence

Founder Rob Morganti Prevails By Surrounding  
Himself With The Best of The Best

## high roller

Written by Elizabeth McCabe  
Photos by Chernogorov Photography

**Every REALTOR® has a unique story of how they found the road to real estate. Rob Morganti is no exception.**

Rob was introduced to real estate after graduating from high school in 1987 and has had a passion for it ever since. The rest is history.

Rob has been in real estate for 22 years and has attained a phenomenal level of accomplishment and success. He is consistently ranked in the top 25 agents in Las Vegas and top 1 percent in the nation! This past year, The Rob Morganti Group had \$59 million in sales and sold 173 houses. His career volume exceeds 750 million dollars. From 1999-2008, he held executive sales and management positions with a national home builder in Las Vegas and Florida.

What's his secret? It all comes down to his drive, determination, and his team. Rob started The Rob Morganti Group in 2010 and has eight amazing buyer's agents. His success is also due to his wife Delilah; they've been married for 21 years.

Delilah has been in real estate since 2008 and excels in marketing, and handling the back end of the business. She complements her husband, who excels in listing and selling properties.

Delilah says, "Rob is the frontman, and I'm behind the scenes. I love marketing, and he's great with people." Together, they are a formidable team whose expertise and passion translate to satisfied and happy clients.

Surrounding themselves with successful people amplifies Rob and Delilah's success. They hand-select each agent, choosing service-oriented individuals. It's about being a quality person and not necessarily the quantity an agent can produce.

### Exceeding Clients' Expectations

When it comes to exceeding clients' expectations, Rob and Delilah deliver.

Their commitment to put their clients first has rewarded them with many referrals. Simply put, The Rob Morganti Group treats clients right with honesty, setting proper expectations, and transparency.

...



The A Team!

••• Rob has a thorough knowledge of the market and has built a stellar reputation. He and his team are also readily accessible to their clients.

"We answer our phones. That's the most important thing in the world," he says. "When people get on the phone, they want to talk to someone right away." This is where Rob and his team excel, answering clients' questions, and helping them find the home of their dreams. They make the process as stress-free as possible for all involved.

"I like just seeing people happy and helping them achieve homeownership," says Rob. "Whether it's their first house or 30th, they are all treated the same."

The service continues after the sale. Delilah explains, "Many times, salespeople spend so much time securing the business that once a deal is made, the thought is that the hard work is over. In my opinion, it's only just begun."

Richly rewarded by referrals, Rob considers being referred to be the "ultimate compliment." He states, "To have earned that kind of trust and respect is beyond an honor."

#### Active Interests

When Rob isn't working, he enjoys time with his family. "I like hanging out with my wife and my son Ethan." Ethan is a sophomore in college, majoring in broadcast journalism and minoring in prelaw.

Traveling is another popular pastime. For fun in the sun, Mexico is the go-to place. In the winter, they enjoy Tahoe. They also like visiting New York, Chicago, and Florida. Even when he travels, Rob makes a point of staying connected and available to his clients.

Rob also enjoys cooking and playing poker. He loves giving back to the community through Nevada Homeless Youth and Safe Nest.

Rob couldn't imagine a better career than real estate. He has helped countless clients achieve their dreams of homeownership and secure investment properties, genuinely making a difference for others in the process.

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# Valerio Zanolli

Making a Difference Through Film and REAL Estate



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**"The question has never been  
CAN YOU? The question is  
WILL YOU?" -Valerio Zanolli**

Valerio Zanolli is a man with a passion. The passion to help others through his art. He moved from Italy to Los Angeles in 1996, and graduated from the prestigious School of Cinematic Arts at the University of Southern California, with a Presidential Scholarship and a Dean's Scholarship. Valerio started producing and directing films here in the U.S.

"From the very beginning, I wanted to use my movies as a tool to have an impact and make a difference."

His latest movie, *NOT TO FOR-GET*, has a cast that includes five Academy Award winners and is being produced to raise awareness and funds for Alzheimer's. It is part of the umbrella project LET'S MAKE A DIFFERENCE, which supports the fight against childhood cancer, childhood obesity, bullying, Alzheimer's... and homelessness.

Valerio is particularly close to the topic of homelessness because, since moving from LA to Vegas in 2014, his companies housed hundreds of veterans and people with disabilities and behavioral disorders in the Las Vegas area. Considered a "second-chance landlord," he's the last resort of charities such as the Salvation Army and U.S. Vets, organizations that know he provides affordable accommodation without taking into account credit history, previous eviction(s), or criminal record.

"In real estate, I specialized in both rehabs and rentals: I bought four-plexes and houses that were destroyed, I flipped them, and I turned them into rentals for the less privileged. That way, I was able to melt business and charity work."

This is how he came to work with Catherine Hyde of Hyde Real Estate

Group. Catherine became integral in locating apartments and houses that he was later able to rent out to those in need.

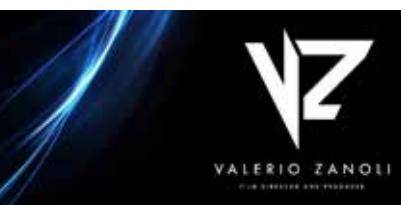
Valerio's next film will be the documentary *HOMELESS*, which is currently in pre-production and will be filmed in Las Vegas.

He volunteers for several nonprofit organizations in the Las Vegas area, including the Nevada Preservation Foundation and Broadway in the Hood, just to name a few. He also offers his services as head juror and artistic director at various film festivals in Las Vegas (Nevada), Rome (Italy), and Jakarta (Indonesia).

Valerio constantly strives to give purpose to his endeavors and use his passion for cinema and real estate to have an extraordinary impact on the world.

To learn more about Valerio Zanolli, and his incredible efforts to educate, help, and inspire, check out these sites:

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Valerio Zanolli on set



On the set of *Fiebre Salsera*



Valerio with late Italian comedy legend Paolo Villaggio



On the set of *Not To Forget* with Tatum O'Neal and Louis Gossett Jr.



On the set of *Not To Forget* with Cloris Leachman

# AFTER INSPECTION REPAIRS (A.I.R.)

EXCEEDING EXPECTATIONS  
FROM START TO FINISH



TEAM A.I.R. (After Inspection Repairs)

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

REALTORS® have demanding schedules with challenging timelines. Anna Nazarova, a fellow REALTOR®, understands those challenges firsthand. She is proud to be the owner of After Inspections Repairs (A.I.R.), which comes to the rescue of those needing home repairs.

"My goal for this company is to provide security for agents," says Anna. "When I was an agent myself, I had bad experiences with contractors. They didn't do what they said or weren't on time. Or worse yet, they would disappear or collect money and not complete the job."

Fortunately, there's a better way with After Inspections Repairs. Anna, who has her master's in Construction Management, has done construction and real estate all her life.

A.I.R. is an asset to clients with their experience and expertise. The process is simple, thanks to their app. Now REALTORS® and clients can upload their inspection report in seconds (or email



it to A.I.R.). A written estimate will be provided within 24 hours, which expedites the process. With a client's personal login, they can see previous orders, pay by credit card, and have everything at their fingertips.

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A.I.R. has helped countless REALTORS® in the local area, Anna says, "It's a one-stop shop." Agents don't have to find qualified professionals to do repairs or worry that their clients won't be able to find qualified professionals in a timely basis.

What if the client doesn't have the money for the repairs? A.I.R. has a solution for that too. Anna says, "If a

seller needs to sell their home and doesn't have money for repairs, we'll fix it for them. When they sell it, we will get paid out of escrow." This time-saving approach is a godsend to clients.

After Inspections Repairs has built its clientele one satisfied customer at a time. Anna and her qualified team strive to exceed their clients' expectations, getting work done in a timely fashion.

"People really can rely on us," says Anna. "All repairs are done by general contractors." Warranties are also provided on work done by A.I.R.

Anna understands the time pressures that agents and buyers' agents have. She saves deals for her clients, creating loyal clientele in the process. After Inspections Repairs is also proud to be a family-oriented business.

We are honored to feature After Inspections Repairs in this month's issue. For more information, check out their website, [www.after-inspectionrepairs.com](http://www.after-inspectionrepairs.com), or give them a call at 702-706-8065.

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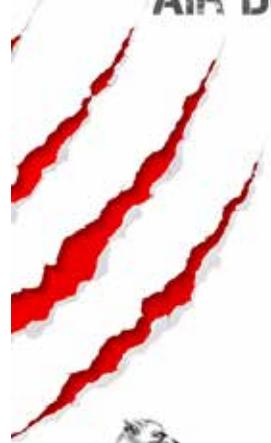
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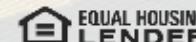
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