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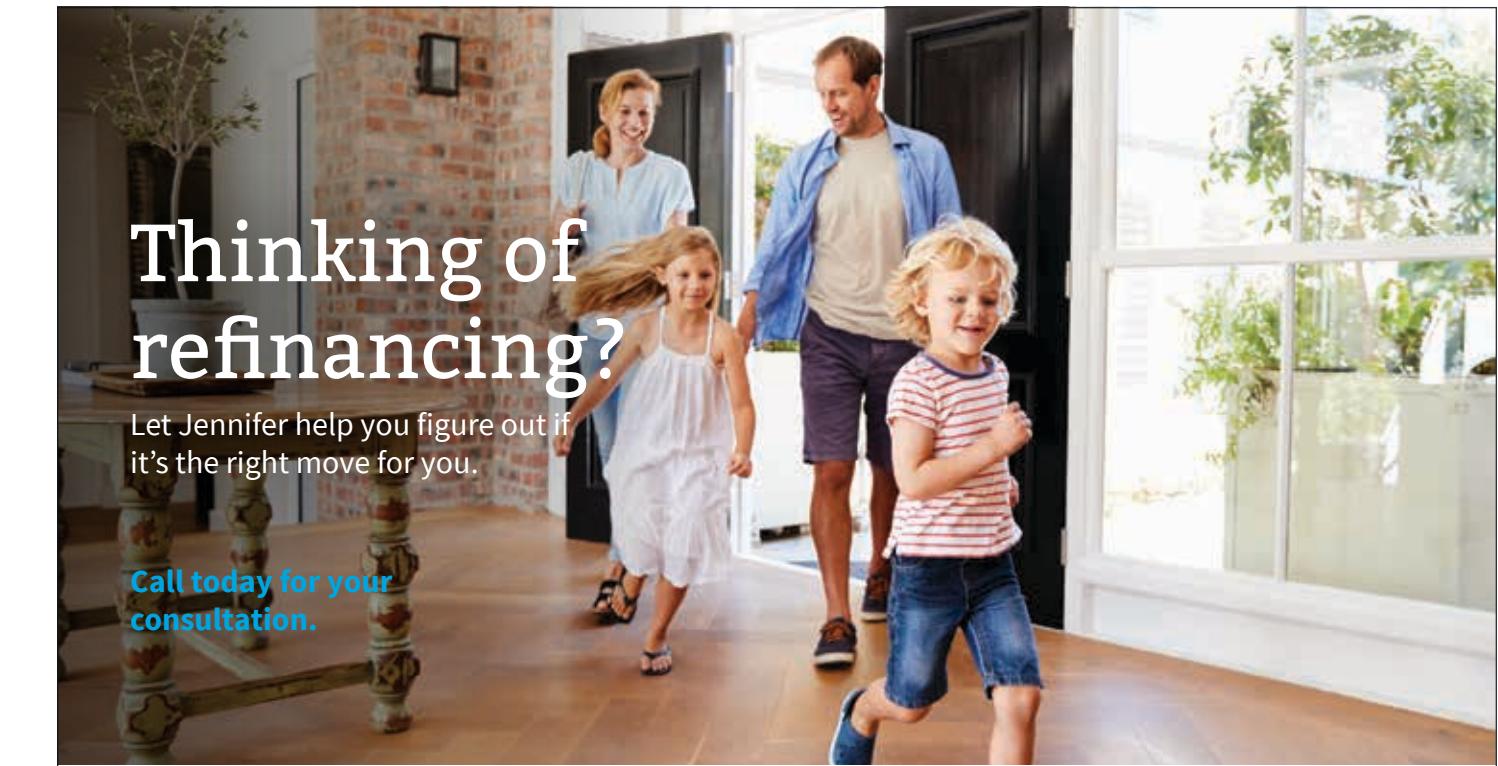
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Clay is also very passionate about helping our veterans, active duty military members and first responders get into new homes!!! Clay is one of three certified military mortgage boot camp instructors for the state of Nevada, which means he gets to 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.

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CLAY SCHMEISER
Branch Manager
NMLS# 404275
Las Vegas, NV
Office 702.685.2225
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► editor's note

As I write this, we are in the middle of history in the making – in our industry, our homes, our cities, our state, our country, and around the world. Normally I would have a lot to say about many things that have been happening around us; however, for this publication, I am keeping it short, concise, and to the point. Be kind. Respect others, no matter the differences. Be an example you want the children of the world to follow. Help one another regardless of personal gain. Love one another. There are so many stories of agents contributing their time, energy, and resources to those in need. Many have asked me not to share because they are not doing it for the recognition or glory; they are doing it because it is part of who they are, and who they want to encourage others to be. Your actions and leadership provide guidance, confidence, and hope to those who need it most. They may not tell you, but, trust me, they are watching! Thank you, everyone, for being you.

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LIVING
SMART

Jack Woodcock

Founder of Woodcock Real Estate Group Stands the Test of Time

A True Las Vegas Real Estate Luminary



"I've seen the good, the bad, and the ugly when it comes to real estate," says Jack Woodcock. He's been in real estate since 1974, standing the test of time.

Jack came to Vegas in 1971 while in the United States Air Force. He left Vietnam in September 1971. After staying in the Air Force for an additional year at Nellis AFB, he decided to stay in Vegas.

"I had to make a decision to become a civilian or remain in the military. Vegas was very impressive back then with lots of opportunities. I ended my 11-year career in the Air Force and decided to pursue something different. I did a few odd jobs, including construction work, managing an alarm company, and getting a job in security at one of the hotels. I also worked as a bodyguard for an entertainer and was a stagehand for quite a few shows." After his last show at the Desert Inn Hotel, Jack pursued real estate as a full-time vocation.

His sales ability was an asset in real estate. "I often tell people the only two characteristics you need in getting into real estate are a good work ethic and reasonably good relationship skills," says Jack. "We can teach you everything else that is required in real estate."

Jack, who followed his own advice over the years, tasted sweet success in real estate. He comments, "Real estate has treated me very well. It has helped my family and me immensely. I often describe it as the best education one can get. If you're in real estate, you can get a lot of gratification in helping buyers and sellers."

He credits his successful real estate career to a stroke of good luck and good fortune.

Americana Group and Beyond

After five years in real estate, Jack and two other REALTORS® founded the Americana Group in 1979. Better Homes and Gardens then decided they wanted to get into real estate, and the Americana Group was

selected to be the Better Homes and Gardens representatives for the state of Nevada in November 1980, which lasted until 1999, when they became the Prudential Americana Group.

"We remained Prudential until Berkshire Hathaway purchased Prudential Real Estate Affiliates in 2014," says Jack. "We were renamed to Berkshire Hathaway Nevada Properties and dropped the Americana Group from our name."

Woodcock Real Estate Group

"I wouldn't be where I am today without my team," says Jack. He surrounds himself with an excellent team, which he considers a blessing.

"I have my family, and I have an amazing General Manager, Jeff Botsford. The rest of our team are people who have excelled and have done an extraordinary job for us for years. We have been able to attract some of the best talent in the real estate profession," says Jack.

Jack led his family to a career in real estate. His wife and oldest daughter are proud to be a part of the Woodcock Real Estate Group.

"My other daughter is currently licensed but works with another family business, a child development center – Kids Learning Academy – where we take care of approximately 215 kids every day. They have an impressive curriculum," says Jack. His son also operates that business.

Community Involvement

"In order to be respected in any profession, there is a definite need on the part of every business to give back to their community," says Jack. "I've made it a point to remain engaged in my own professional development with my profession." He has been involved in the local, state, and national levels of real estate for decades.

...

Jack is proud to have been involved in Rotary since 1976. "We've helped our community a great deal with a variety of projects," he comments. The Rotary provides clean water through water projects and also builds houses for the indigent.

Jack also lends a helping hand to others, feeding the homeless on a regular basis. He is also involved with the Happy Feet program. "We supply and fit second-graders with brand new shoes. More often than not, they have never had a pair of brand-new shoes," says Jack.

"Being connected with your community and willing to help those who are less fortunate gives one a lot of satisfaction," says Jack. He genuinely enjoys giving back to others and helping the community.

Final Thoughts

While some REALTORS® come and go, Jack is a Local Legend. His longevity in the competitive world of real estate is remarkable. Through his 46-year career in real estate, he has gained wisdom and has helped countless people – buyers and sellers – as well as the homeless.

For more information, check out his website, www.jackwoodcock.com.



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The Batchelors love dogs and they have FOUR picture-perfect pets as part of their great-looking family. Lola, a Yorkshire Terrier, and her three Shih-Tzu sisters (try saying that three times fast!), Lily, Sophie, and the newest addition, Charli. Charli, though being the youngest, is now the largest at 12 pounds! This adorable posse enjoys boating out at the lake and going to the park with their humans.



WITH HYDE REAL ESTATE GROUP



CATHERINE HYDE

► ace of the month
Written by Elizabeth McCabe
Photos by Chernogorov Photography

MAKING REAL ESTATE A FAMILY AFFAIR

"I always wanted to do something in real estate," says Catherine Hyde. "My goal as a child was to be an architect."

Now she is living her dreams as a REALTOR®. "I like residential real estate. I realized my dream of creating custom designs, and I built a lot of custom homes in Henderson. I've also done some flips and income properties," adds Catherine.

"Over the last 20 years, I have done luxury real estate development, held a general contractor license and even completed a few projects on the strip as a minority, woman-owned business and was the executive director for two non-profit organizations," explains Catherine.

She has been working in real estate since 1994 and sells \$20 million in real estate annually. She is proud to be in the top 10 at Simply Vegas and has consistently ranked among the top 1% of the industry for the past several years. Even when COVID-19 hit, Catherine didn't miss a beat.

"We already had a lot of tools in place," she says. "We had 3D virtual showings and were able to conference people in." Slight adjustments on daily operations paid off in the pandemic.

The Hyde Real Estate Group

In 2012, Catherine started the Hyde Real Estate Group, and her son, Jeremy, came on board in 2018. He got licensed in 2019 and originally worked in advertising and marketing before actively selling properties last year.

"My daughter Jillian has been working for me for two years," smiles Catherine. "She leads all of our social media engagement and marketing presence. She also

creates content for our new podcast and YouTube Channel." Jillian just graduated high school and is thrilled to be a part of the team.

"I really enjoy their company, and I'm proud to see them have a vested interest in our joint success," says Catherine.

Amelia Ross is another REALTOR® on the Hyde Group, who excels in customer service and making meaningful connections with clients.

The Real Tea Podcast

Catherine is proud to announce that they have a podcast. She shares, "It's called The Real Tea Podcast, and we broadcast it on Spotify, Apple Podcasts, and YouTube (<http://therealteapodcast.com/>).

Enjoy short and sweet episodes that are conversational and easy to digest. Some recent podcasts include "Boom or Bust: Are We Facing a Market Crash?" and "Is a Second Home a Good Option?"

"Each episode is under 15 minutes," says Catherine. "The main focus is on real estate questions, answered in a simple way. We have guests from time to time who give us insight into what they do throughout a real estate transaction. My ultimate goal is to help educate so that our audience can make a better-informed decision."

The Next Chapter

What's next for Catherine? She looks forward to building her team. "As I've gained experience, I have realized that teamwork is invaluable," she says.



"A strong team is one that can handle anything from multifamily investments to luxury housing. By learning from one another, we are able to share in each other's achievements." Mentoring, sharing her knowledge, and impacting young minds comes naturally to Catherine. She also likes helping others achieve their goals, which provides great satisfaction to this Ace of the Month.

For more information, check out her website, hyderealestate.com.



meet **YVETTE RIGGOTT**

with GK Properties

► REALTOR® on the rise

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

TAKING LAS VEGAS REAL ESTATE BY STORM!

Shattering the glass ceiling is nothing new for REALTOR® Yvette Riggott.

"I was the first woman captain hired by Mr. Chow for Caesar's Palace," Yvette smiles. "Up to that point, Mr. Chow only hired men in his restaurant. He then made me the maitre d' of the restaurant and offered me the opportunity to be in management."



Yvette then opened up Morimoto and became assistant general manager, but soon had a difficult choice to make. "I couldn't continue to work, sometimes eight days straight, and have a family. I was doing lunches and dinners, which didn't create a harmonious environment." Her children tugged at her heartstrings.

Yvette listened to the advice of her husband and entered real estate two years ago on July 31. Her first year in real estate, she had 12 million dollars in volume. She has also started to make a name for herself, nominated as one of the Top 25 Women in Real Estate. In addition, she was a finalist for the Las Vegas Women's Council of REALTORS®.

"I work so much more now than I ever did before, but it doesn't feel like it. I love real estate so much," says Yvette.

"I get such a buzz every time there is a closing, or a buyer gets under contract. It's a roller coaster and an adrenaline rush," says Yvette.

Savoring Success

She credits her success to a team, which taught her amazing habits. They often challenge one another on the number of escrows they can get in one week or the number of contacts they can achieve in one day.

"I have the best support," adds Yvette. She credits Rick Ruiz, the President of NAHREP, for helping her along the way. They work together five days a week and are in constant communication. "If he goes out of town, I meet all of his clients," claims Yvette. Rick covers for her when she is out of town.

Setting Herself Apart

Yvette doesn't let anything slow her down. With her solid work ethic, even COVID-19 didn't cause her to pause. Although she had her kids at home during the recent shutdown, she found a way to make it work.

"I was still up and working every day," she says. "My clients needed to see houses, and I kept showing. There was no other option. I had to keep going, and I had so many calls during that time."

Recognizing the need to be available, Yvette works seven days a week. "Your biggest strength is your availability," she reflects. "I need to be available. Just show up, and you will succeed." She starts her day at 7:30, checking emails, before seeing clients at 8:30.

Outside Interests

When Yvette isn't working, you can find her spending time with her family. She is married to her husband, Chris, and they are blessed with two children, ages 6 and 8. In their free time, they like taking road trips and visiting National Parks.

Although real estate has been a whirlwind, Yvette has risen to the challenge with her drive and determination. She can't imagine a better career.



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