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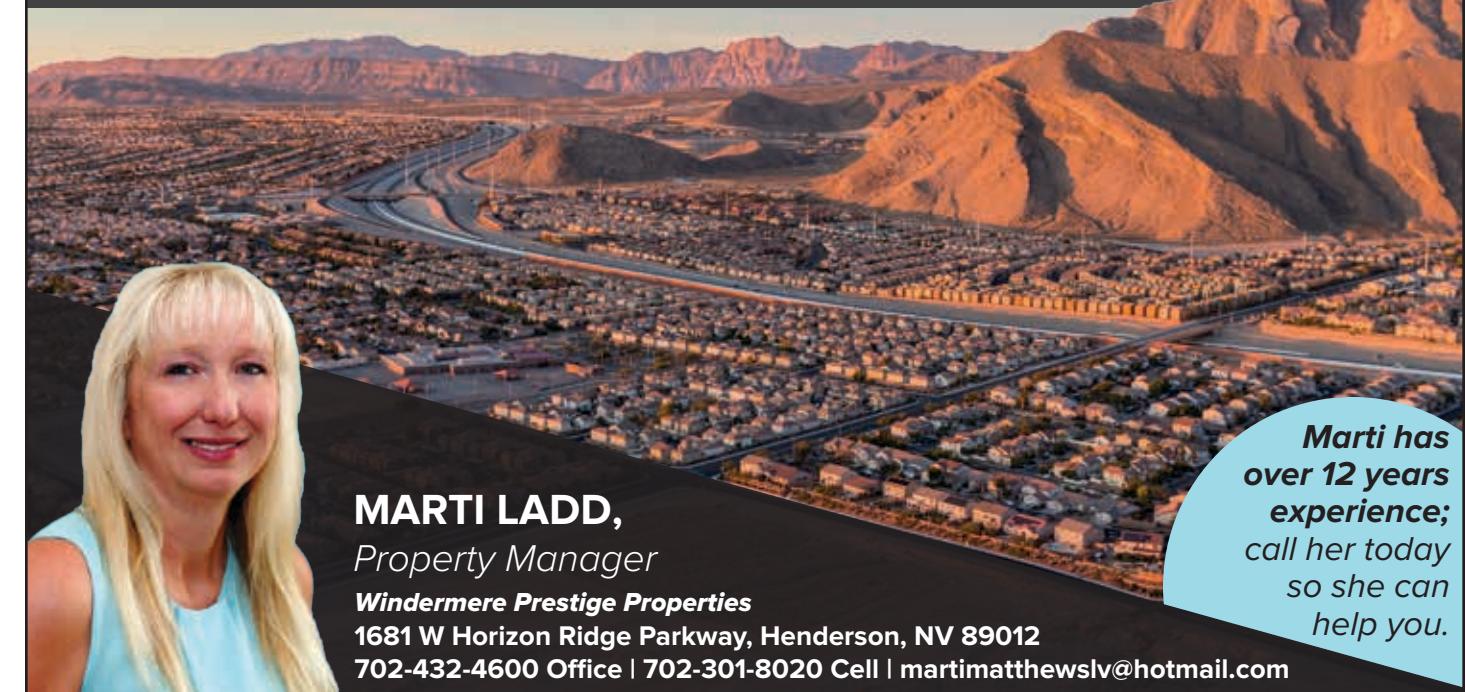
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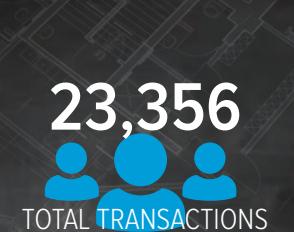
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From Army Service to Customer Service

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BY THE NUMBERS

HERE'S WHAT LAS VEGAS' TOP 500 AGENTS SOLD...

23,356



TOTAL TRANSACTIONS

\$

\$9,285,796,949

SALES VOLUME

13,848

LISTING SIDE
TRANSACTIONS



9508

BUYING SIDE
TRANSACTIONS



\$18.58
MILLION

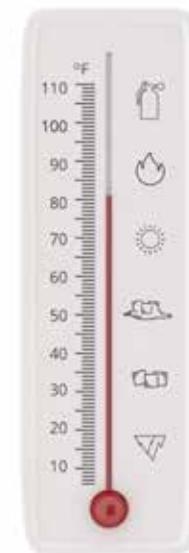
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ASHLEY OAKES-LAZOSKY & JOHN LAZOSKY

PIONEERING THE VEGAS MARKET

Ashley Oakes-Lazosky and John Lazosky are building something very unique in Vegas real estate. After working with some of the biggest real estate companies in the country, this husband and wife team has set out to build a one-of-a-kind brokerage.

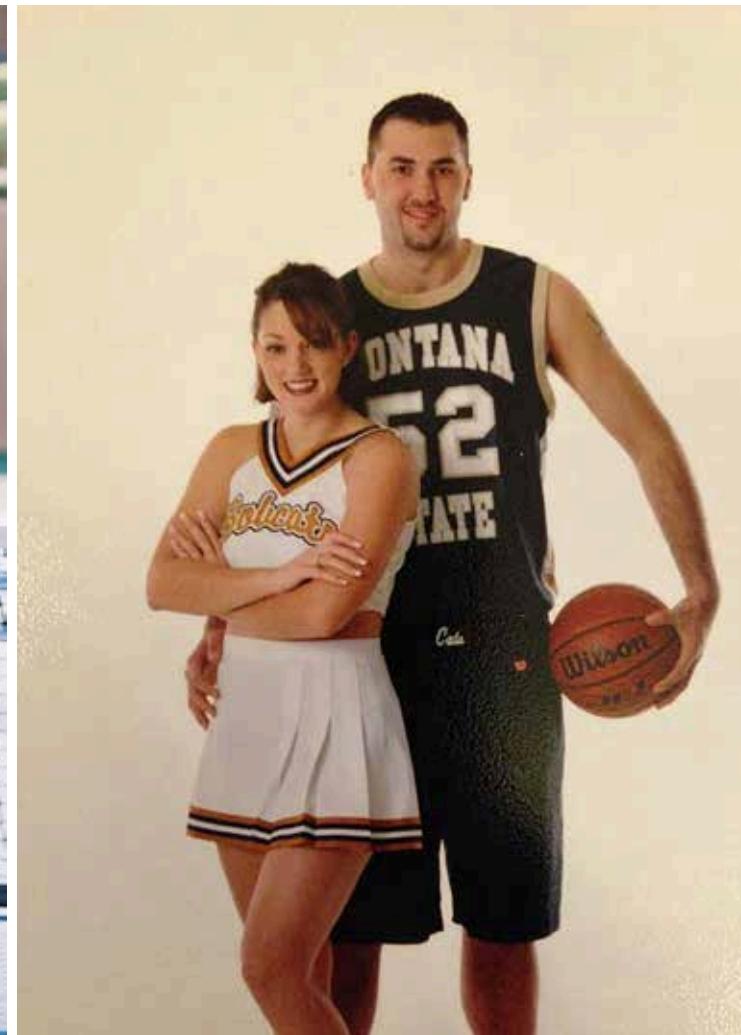
Born in Nevada, but grew up in Bozeman, MT, Ashley comes from a long line of female pioneers. "My great grandmother, on my mother's side, was from Italy and barely spoke English. She lived in Brooklyn and on Long Island, and would buy and sell investment properties with a handshake," Ashley explains.

"My great grandmother on my father's side owned a lot of raw farmland and even sat on the board of SunTrust Bank. Part of the land she owned and eventually sold is where Disney World sits today." Even her great-aunt was a real estate broker in Florida for over 30 years.

Having met in Florida, but eventually moved to Montana, Ashley's parents purchased land and opened a string of successful Burger King restaurants. From a young age, Ashley learned the ins-and-outs of the restaurant business and how a successful business operates.

"My sister and I used to be in charge of the drink station. I started when I was five and she was seven. I would stand on a milk

...



“...
cate and scoop the ice, and she got to pour the soda. My parents instilled in us from a very young age that hard work pays off,” says Ashley.

While attending Montana State University in the late '90s, Ashley and John first met. Ashley was involved in cheer, dance, and the women's tennis program, while John was a three-year starter and power forward on the men's basketball team. “Go Bobcats!”

Following his college career, “Big John” spent two years playing basketball professionally both in the states and overseas, before moving to Vegas. Standing at 6'8”, 300 lbs, it’s no surprise where he gets his nickname. Many refer to John as a big teddy bear or gentle giant, because of his laid back and caring demeanor.

“Coming from a team/sports background my whole life has really prepared me for our career in real estate. Sports is a euphemism for life,” John admits. “Understanding the importance of

teamwork is truly what makes us successful people.”

After buying their first home in 2003, Ashley used her background and degree in video/film production and broadcasting to assist her in her new role as real estate agent. Her initial introduction into the industry was spent working relentlessly to learn the business, following the advice of several top producers.

When John eventually took a step into the field in 2005, he was hired as a marketing rep with Commonwealth Title (now Lawyers Title). But after three years of being a top account executive, the market crashed and John’s company closed.

Ashley saw the opportunity as a chance for them to join forces. When business started to heat back up, John obtained his real estate license to help Ashley keep up with the demand. “John and I are very much yin and yang,” Ashley says. “John is laidback and very numbers/math-oriented, a very analytically-minded individual, whereas I really flourish when it comes to marketing ideas and the creative side of real estate. We complement each other very well in life and in business.”

After 10 years owning their own homegrown brokerage, Ashley’s desire to start a brokerage that offered their agents 100%

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commission and more benefits than the average brokerage, the two found what they were looking for in 1st Class Real Estate in 2020. Introduced to the company and its CEO, Rhyan Finch, by Ashley's real estate coach, Joshua Smith, she and John decided to bring the franchise concept that had started in Virginia, to Las Vegas.

Ashley describes the model as being a sure-fire way to get immediate results in the competitive real estate business allowing agents to retain 100% of their commissions for a monthly fee. They also have access to state-of-the-art tools and technology to sell their listings and to help assist buyers, a free custom IDX website with a built-in CRM, and dialer system to get more real estate leads/clients.

Ashley admits the blueprint and model have been a "Bar of Gold" for their agents, helping them boost their career with a proven track record and systems that they themselves have been using for eight years. Ashley and John are so passionate about the 1st Class brokerage that they aim to be pioneers for the company and eventually open up locations throughout the U.S.

**“WE ARE TRULY BLESSED
TO HAVE THE LIFE WE
HAVE AND WE WILL
ALWAYS BE DEDICATED
TO OUR PROFESSION...”**



Outside of work, Ashley and John are proud parents to two sons, Ashtyn and Bennett. They invest much of their time at their sons' local Catholic K-8 school where Ashley is the head cheer coach and John is the boy's basketball coach. Ashley still loves to play tennis when she can and is a part of several competitive tennis leagues at Red Rock Country Club. All the while, John still plays basketball, participating in several leagues and tournaments when he has time.

Despite their extracurricular activities, Ashley admits their life is centered around real estate. "It's funny because our kids have heard so many real estate conversations and stories over the years that they probably know just as much as we do about the industry. It makes me proud for my children to see what my husband and I have built, and that one day we will pass on this legacy to them."

"We are truly blessed to have the life we have and we will always be dedicated to our profession and helping others find the American Dream of homeownership."

**“...AND HELPING
OTHERS FIND THE
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HOME OWNERSHIP.”**



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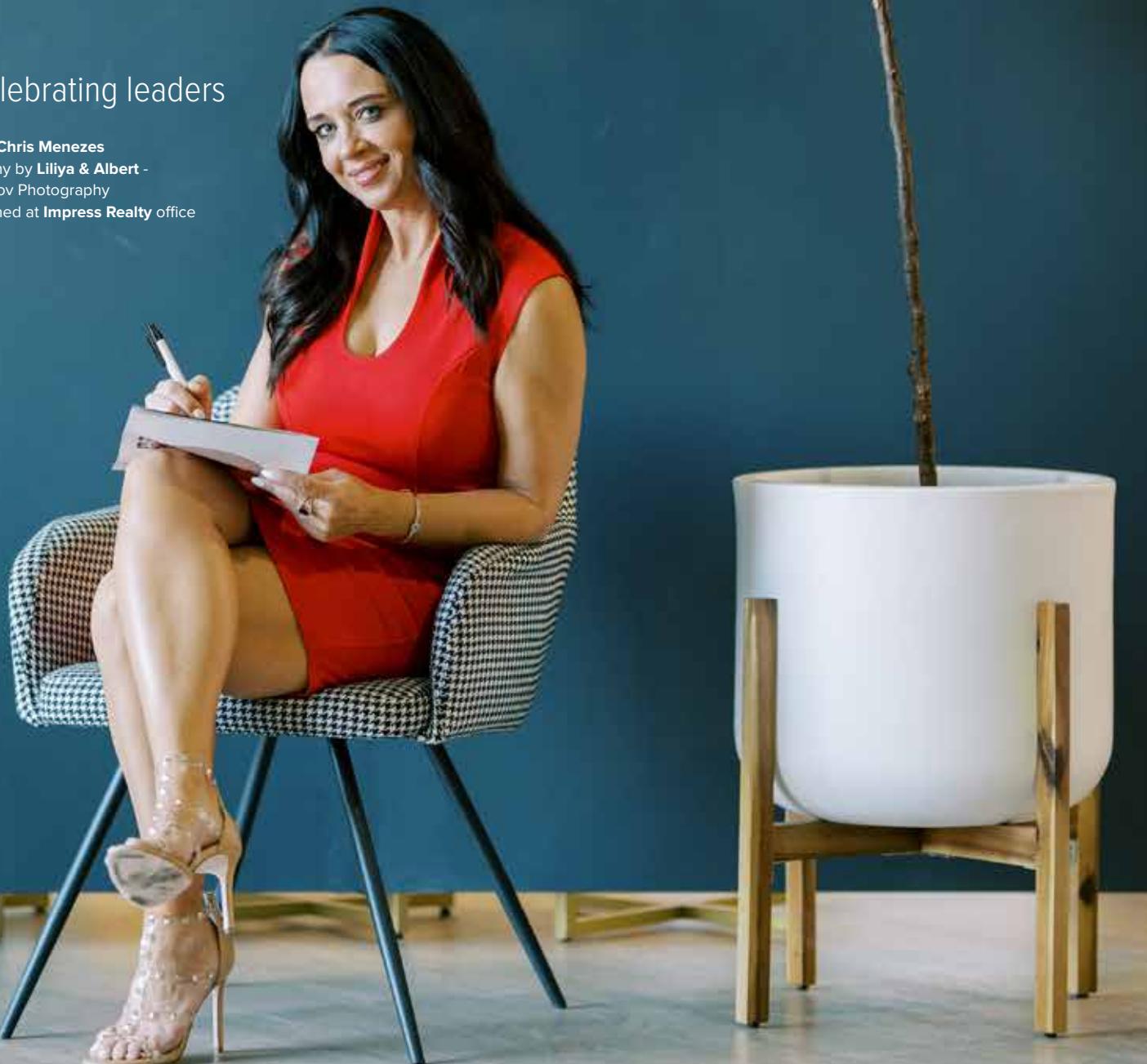
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SUSAN MARLOWE

BELIEVING IN YOURSELF

► celebrating leaders

Written by **Chris Menezes**
Photography by **Liliya & Albert - Chernogorov Photography**
Photographed at **Impress Realty** office



Susan Marlowe with her Buyer's Agent, Kelli Despain

realproducersmag.com

"Time doesn't wait. Indecision will only let opportunities slip by. Pick a path and walk confidently with your heart every step."
-Doe Zantamata.

Susan Marlowe lives by these words. Imbued with a keen sense of who she is as a person, Susan does not hesitate in her decisions. As a single mother to two kids, owner/broker of Impress Realty LLC, and leader of The Marlowe Team, Susan doesn't have time for such indecision but instead relies on what she knows to be right, true and good.

While Susan has always been decisive about the paths she chooses to walk, relying on her womanly intuition and past experiences to guide her, she has found solace and pleasure in probate transactions through her business.

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“

MY PARENTS TAUGHT
ME THE IMPORTANCE
OF GOOD ETHICS,
COMPASSION FOR
PEOPLE AND TO BE
REAL—THAT IF I CAN
BE MYSELF, THEN
I WILL SUCCEED.



“I think as women we are born to be nurturers more naturally. In sales positions we can't always emulate that quality. I am drawn to probate transactions because I can still help and nurture my clients in very sad situations,” Susan explains. “I love helping families that are feeling overwhelmed with the recent passing of a loved one. I love being able to lighten their load and help them get the assets cleaned up and sold for them.”

Susan's passion for probate transactions has increased significantly from the unexpected loss of her ex-husband, Shane Marlowe, in November of 2020. Married for 17 years, Shane and Susan had two kids, who are now teenagers – Olyvia (16) and Jared (13). They work extremely well as a team and practically do everything together.

Their passions include four-wheeling, camping, hiking, boating, skiing, and traveling to new places.

Susan travels the world and loves working with international clients. In fact, she earned her degree in International Business from BYU Hawaii in 2002, and still uses it every day in her business, as most of her clients are from different countries. In addition to having her Nevada real estate license, Susan is also licensed in Utah, Florida, and Idaho.

Originally from Idaho, Susan grew up in a small town called Rigby. Her parents shaped much of how she lives her life today, as Susan explains. “My parents taught me the importance of good ethics, compassion for people and to be real—that if I can be myself, then I will succeed.”

After graduating college in Hawaii, Susan obtained a job as a securities-based loan officer for UBS in Salt Lake City, Utah. She reviewed portfolios all day and soon noticed a common thread throughout many of the portfolios of most of the millionaires she was working with – they own a lot of real estate. This prompted Susan to learn about the industry. She obtained her license, bought a home, and soon started helping others to do the same.

When Susan opened her brokerage, Impress Realty LLC, in 2015 she also established The Marlowe Team. She says the biggest thing she has had to learn in order to thrive in the real estate industry has been being able to adapt her business to the ever-changing market.

“Vegas is one of the craziest markets in the nation, due to our industry of

...



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travel and tourism. When times are good they are real good and when they are bad we get hit hard! We have to learn to adjust our business models constantly. It's a roller coaster, but it's fun and it keeps you on your toes," Susan jokingly explains.

But Susan's ability to adapt and thrive despite challenging situations has helped her earn the privilege of being in the Top 25 Women in Real Estate for Las Vegas in 2020, through

the Women's Counsel. She does a lot of work for women in the community and was a past president of the American Association of University Women (an organization that mentors young women and helps earn money for scholarships).

"Success to me is living a balanced life. Making, and having, time for yourself, your family, your health, and your spiritual goals...and keeping them all in balance," says Susan.

SUCCESS TO ME IS LIVING A BALANCED LIFE. MAKING, AND HAVING, TIME FOR YOURSELF, YOUR FAMILY, YOUR HEALTH, AND YOUR SPIRITUAL GOALS...AND KEEPING THEM ALL IN BALANCE

”



"You can do anything you want if you prioritize it. I am a single mom of two kids and I travel the world, have multiple investment properties, and live my life to the fullest. Don't give into limiting beliefs that others offer you daily."



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BRIAN BURROWS AND AMY POREMBA

THE MOMENTS THAT LED TO GREATNESS



team builder

Written by Chris Menezes
Photography by Liliya & Albert - Chernogorov Photography



For Brian Burrows and Amy Poremba, it's been a lifetime of small moments across their timelines that have defined their future and encouraged their path. Funneling the lessons they learned from each moment into their team has presented them with a unique outlook on how they built, and continue to grow, the Brian Burrows Group with Keller Williams VIP.

BUILDING A TEAM

While Brian, Amy, and much of their team have been working together in one capacity or another since 2011, Brian and Amy initially met as colleagues. Together, they ventured through many changes and officially partnered in June of 2020, to form the Brian Burrows Group.

Admittedly very different people, who lead separate lives outside of their business, Brian and Amy's similar backgrounds are what created their strong bond at work – both having endured many challenges throughout their history. The strength they developed while facing those challenges is what ultimately led to the diversification of their, now, 12 agent team.

"We have military veterans on the team, and also cater to a variety of non-English-speaking clientele," Brian says... "with agents who can speak Chinese Cantonese, Farci, Spanish, and Tagalog. We also have agents that specialize in real estate sales such as divorce, probate, and high-rises, but above all, it's forming team camaraderie, cultivating relationships through education, and seeing my agents succeed that makes our team a true success."

BRIAN'S JOURNEY

Originally from the San Francisco Bay area, Brian found himself homeless after being kicked out of his childhood home, forcing

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•••

him into a delivery van for the electronic store he worked at. This event would ultimately lend its hand in strengthening a bond with his mother, later in life, through real estate.

While college wasn't in his path, Brian worked his way out of that delivery van, becoming a District Operations Manager for Best Buy. Although, during a routine run, he decided he didn't want to live the corporate life anymore. "I knew I wanted a family of my own one day and I didn't want to miss holidays or travel for work constantly and be handcuffed to retail. I wanted to do something that made me happy," Brian says.

His initial thought was to pursue his love of fast cars and golfing by selling cars and caddying. But after talking with Jeff Stafford, a role model of Brian's, and previous colleague who became a real estate agent, Brian decided to go into real estate and obtained his license in 2002.

AMY'S JOURNEY

Growing up in Ohio, under the care of divorced parents who struggled with alcoholism, Amy learned independence from a very young age. "Growing up as a child of an addict, you get hardened a bit and frankly close your heart," Amy explains. "They are now clean and sober and I could not be prouder of them."

When college came into sight, Amy decided on Miami University in Oxford, Ohio and worked as a Student Manager during school, while tending to three jobs over the summer. After earning two Bachelor of Arts degrees, she got a job selling office equipment.

When she decided to put her past behind her and move to Los Angeles, she jokingly admits, "All of my friends had bets on how many months I would be there." However, while visiting a winery with her mother and step-father, a couple they were conversing with spoke about an agent they just purchased a condo from in Vegas. Unfamiliar with the area, they ventured to Vegas and ended up purchasing a condo of their own, for investment purposes.

At the suggestion of the agent, to enter real estate, Amy knew her three-month stint in L.A. was up. "I had honestly never thought about it," Amy explains. "I went back to Los Angeles, where I was living at the time, and decided to take her offer."

•••

Above all, it's forming team camaraderie, cultivating relationships through education, and seeing my agents succeed that makes our team a **true success.**



Pictured Left to Right (Ali Javan, Ashley Riccio, June Leoncavallo, Jennifer Kostuchowski, Colette Morales, Brian Burrows, Amy Poremba, Leslie Sullivan, Anne Gatus, Krystal Burrows, Vincent Lau). Not Pictured (Joy Harris, Roxann Greager and Lisa Rose-Adams).



THE LITTLE MOMENTS

Already an agent in the field of real estate, in 2002, Brian partnered with his mother, Terri Sloan, which began a 12-year long collaboration for the two.

Through thoughtful marketing, a flyer for one of their listings is what brought Brian to his wife in 2004.

In 2005, after starting out as an assistant, Amy received her license and became the youngest agent in her office. However, Brian and Amy wouldn't cross paths as coworkers until another five years later, in 2011, when Brian joined Coldwell Banker Premier Realty. Which he later moved on from, becoming a Managing Owner and REALTOR® at Shorewood Real Estate and Las Vegas Shorewood Real Estate, where Amy followed as an agent.

CHANGING THE GAME

Brian's wife, Krystal, had obtained her license in 2005 and left the industry, it wasn't until 2018 that she took on a more permanent role by Brian's side both personally and professionally. An event that forever changed his family dynamic for the better and allowed him to concentrate on team development.

Following, in 2015, Terri's retirement from the business left Brian with a need to fill the role of a strong-willed, independent partner and assistant which was a perfect fit for Amy. While both

Krystal and Amy filled that same role in various ways, it was their differences that really made Amy shine in the new position on their team.

EMPOWERMENT BEYOND THE TEAM

In 2016, Amy joined Choice Center Leadership University and became involved in their Teen Leadership Program – where she mentors and helps teens find their voice, appreciate themselves for who they are, and understand their value.

"It was through that organization that I learned how much I loved to support people in finding their own worth, to love themselves and others," Amy explains. "I do not have any children of my own because that was not my path, but being there to support these teens is exactly where I need to be."

Amy extends that same passion to the KW Quantum Leap program, as well as the Brian Burrows Group where she mentors agents. Since becoming involved in leadership, Amy has been named Young Professionals Networks 40-under-40 in real estate in 2018, 2019, and 2020. She will be inducted into their Hall of Fame this year as well.

THE BRIAN BURROWS GROUP LEGACY

As Brian and Amy continue to grow their legacy and team, through their leadership and involvement both in the office and the classroom, they continue to offer their client's an experience that no other team is currently capable of – a hugely diverse and multi-lingual team, with over 127 years combined experience.

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PAULINA BURLISON



▶ vegas legend

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ALWAYS FINDING A WAY

From a tenth-grade dropout that was living out of her car, to one of the top producing REALTORS® in Las Vegas, Paula Burlison has lived quite the life. Because of her prowess, willingness to work hard, and perpetual dedication to learn, Paula not only learned to survive, but to thrive.

Originally from Nashville, Tennessee, Paula grew up knowing that her family struggled to get by. In an effort to support herself after her family was nearly homeless, she made the difficult decision to drop out of high school in the 10th grade to start working.

Forced to live out of her car, Paula was always looking for ways to make money and started working in restaurants so she could eat, while also filing CDs at a local radio station. With a toe dipped into the entertainment industry at the radio station she started performing stand-up comedy at local clubs.

"The first job was to find some kind of income, the second job was to find a place where I could eat at work, because you have to eat," Paula explains. "When you're in the entertainment business, there are a lot of back door deals and desperate people, and you are always at risk of being taken advantage of."

That's when Paula decided to go back to school. Luckily, she qualified for grants to enroll in community college, and became a Licensed Practical Nurse (LPN). After earning her certification, she started working as a hospice nurse.

Paula's husband at the time was a musician, which is what ultimately brought them to Las Vegas where she continued in hospice and eventually decided to go back to school and become a paramedic. That was her dream job. And while it meant she would be working five, 12-hour shifts a week, she loved helping people.

In May of 2000, Paula's life took an unexpected turn when woke up in terrible pain and was unable to walk. She had unknowingly developed a tumor on her spine, after two spinal surgeries, it took a year of physical therapy for Paula to recover and literally get back on her feet.

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As fate would have it, Paula's REALTOR® decided to drop by one day to check in. And after discovering Paula's situation, told her, "You should go into real estate." To which Paula replied, "I couldn't sell a sandwich to a hungry man."

She followed her agent's advice nonetheless, explaining, "My sister drove me to real estate school. I was on so many meds and could barely walk. They basically told me if I showed up regularly and dressed semi-professional, then I'd make a lot of money."

So, when Paula entered real estate in 2001, she joined a brokerage and treated it like a job. She showed up every day, dressed nice, but the paychecks weren't coming in like she thought. She squeaked by on dismal production for two years, not realizing she was actually running a sales business...and aptly running it into the ground.

"It sucked so bad before. It wasn't until I hired a professional coach and learned it was about running a business, working hard, and always putting clients' needs first, that my business really began."

Just as Paula's business was taking off, the market crashed, which only motivated her to work harder. "We did our first short sales by accident. We got the closing table not knowing we were \$10,000 short," Paula laughs.

Paula pushed through the storm and focused on her value proposition, how she could give her clients a "Nordstrom's style

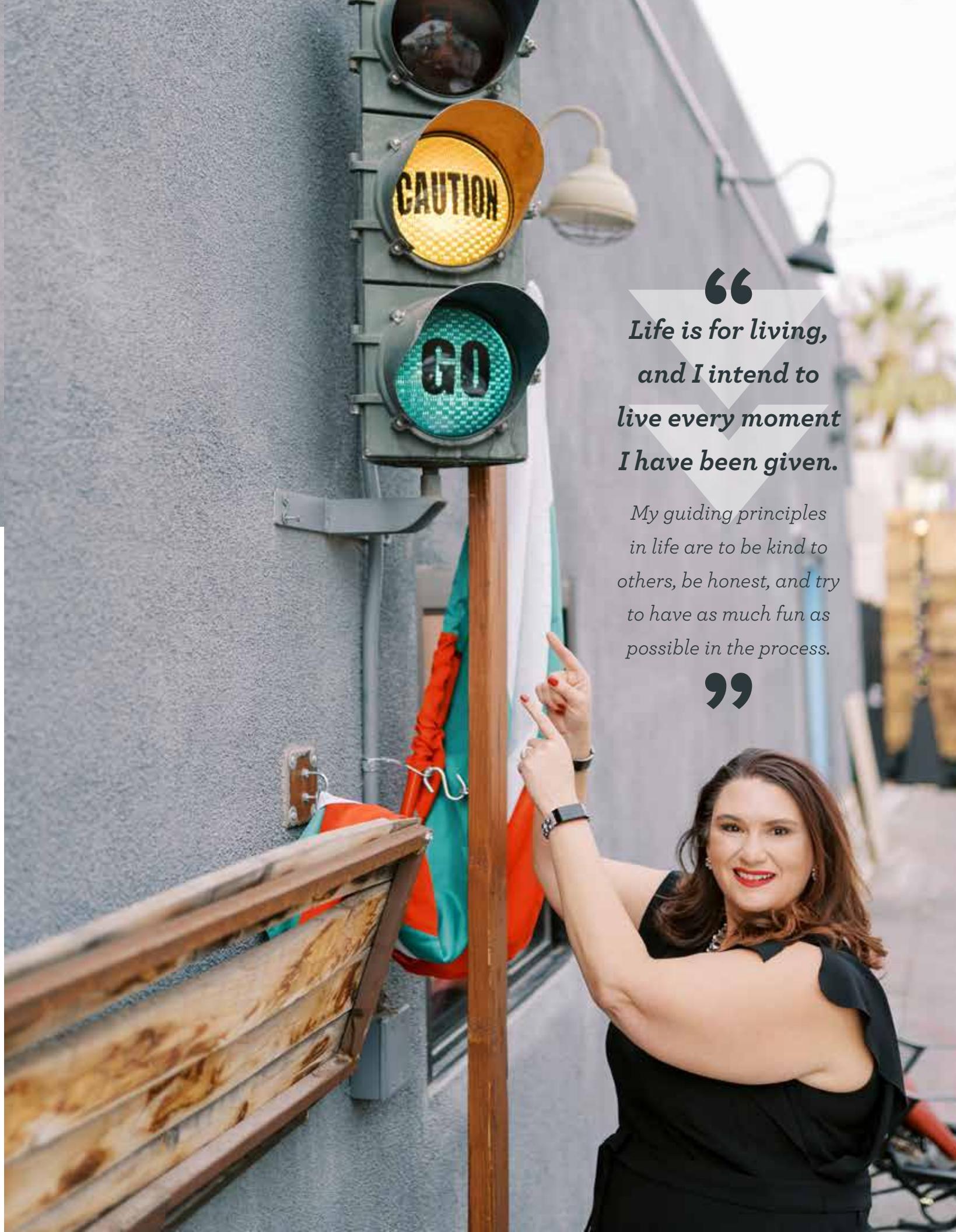
experience." She was most proud when she won the Coldwell Banker award for Customer Service, as well as a lifetime achievement award for leadership, community involvement and outstanding performance in real estate.

"It's about providing service, not gifts—having the home professionally cleaned before move-in, having a dumpster delivered to their house when they are moving and getting rid of things, etc..."

Outside of work, Paula is a big advocate of Downtown Las Vegas, the arts and the restaurant community, as she has many friends who are chefs and musicians. She also supports no-kill animal shelters and is a huge advocate for Help of Southern Nevada.

Paula and her husband, Ty, have been married for 18 years and Ty is Paula's office manager, taking care of all the behind-the-scenes so Paula can have fun with her clients and do what she loves. They enjoy taking their RV out camping, traveling, and entertaining at their home.

"Life is for living, and I intend to live every moment I have been given," says Paula. "My guiding principles in life are to be kind to others, be honest, and try to have as much fun as possible in the process."



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