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From Army Service to  
Customer Service

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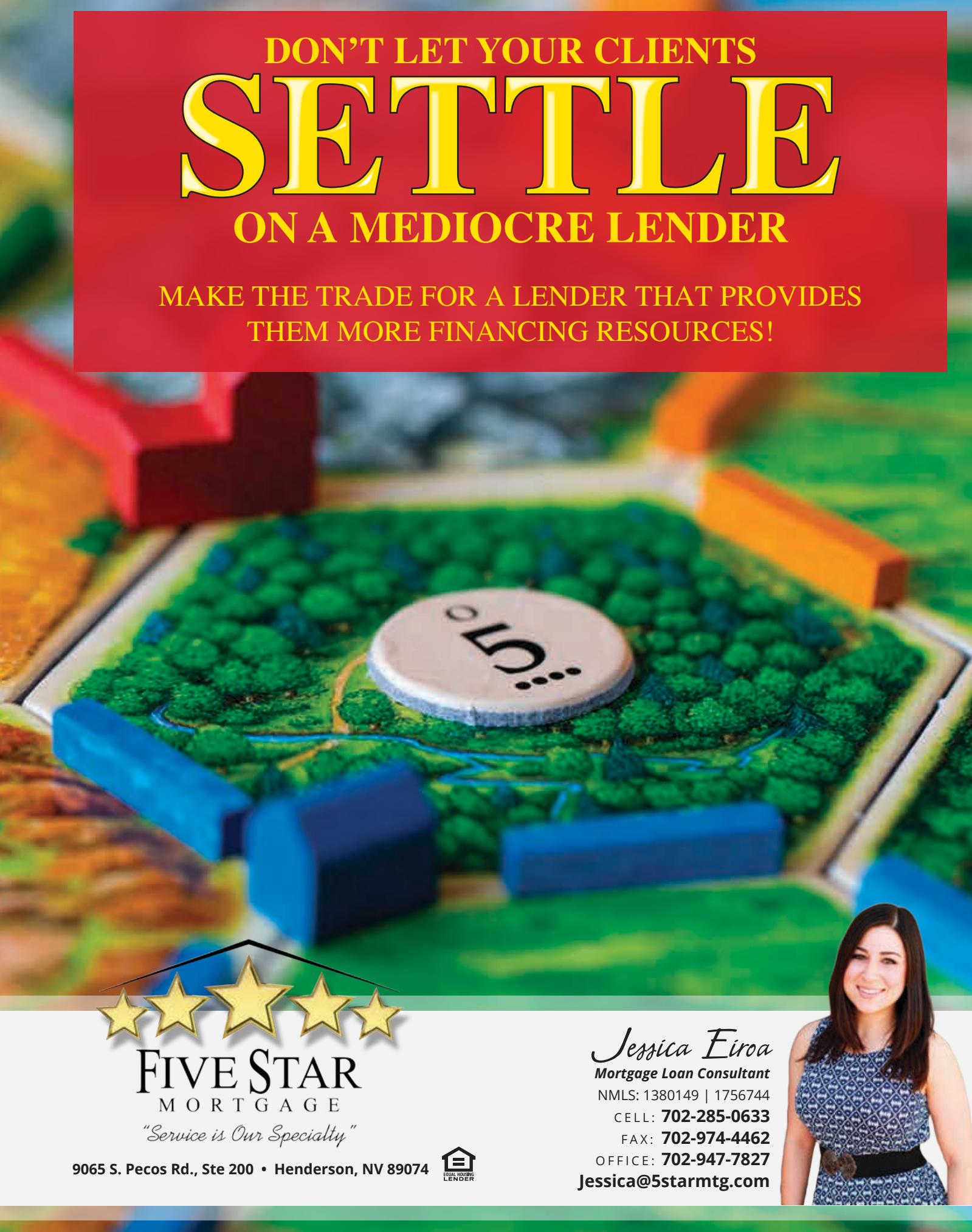
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# Robert Adams



cover agent



## NEVER STOP BUILDING OR REBUILDING

Written by Chris Menezes | Photography by Chernogorov Photography

**Robert Adams is a maniac; at least that's how one of his team members describes him, and in the best way possible. He's a man that invites each day as an opportunity to become a better version of himself, constantly analyzing each part of his life – as a husband and father of four (to Robert, Aiden, Roman, and Aaralynn), business partner and owner, investor, REALTOR®, and team leader. He throws everything he has into making each day better than the one before. And that's exactly how he's been able to achieve his success.**

Much of Robert's high-energy and unyielding approach to life comes from growing up in Las Vegas, the son of a hard-working single father that taught Robert the meaning of being a man of his word, loyalty, honesty, fairness, and integrity and how to treat others how you would want to be treated. "Vegas is like nowhere else in the world. The city runs a sprint that never slows down and never stops. As a young man, I learned early on that you need to move fast with it while still pacing yourself for the marathon to avoid burnout."

Robert saw the life-changing aspect of real estate at a young age. He grew up with a close friend that lived down the street from him, whose family didn't have much money, just like his own. However, over the course of their childhood, he watched his friend's mother build her real estate business from the ground up and become a very successful agent, eventually moving them to a nicer neighborhood, creating an investment portfolio, and using the funds to start other companies, etc. Seeing all of this, Robert thought to himself, "If they can do it, so can I."

...



While Robert's father was a hard, blue-collar working man, he didn't encourage risk-taking; Robert wanted to have his own vision of taking calculated risks to build something from scratch and watch it grow into something he could leave as a legacy to his own kids someday. So, he started saving his money, attended UNLV School of Business for Business Management, worked various restaurant jobs, sold cell phones, and flipped cars, and, at the age of 21, in 2002, bought his first property (using his friend's mother as an agent) and remodeled it.

After purchasing the property, Robert reconnected with another high school friend, who had also started investing and had gotten his real estate license, and they partnered as investors, investing in both buy-and-hold and flipping properties. Shortly afterward, his partner got his broker's license, on his 20th birthday (the youngest broker in Nevada history at the time), which prompted Robert to obtain his license in 2004.

"I was the first licensee to hang my license with him at his new brokerage, Rothwell Gornt Companies, but it was called Crighton Real Estate Holdings back then, which, at the time, was a closet-sized office he rented from a Dr's office. I have been there ever since, still with the same company, same friends and partners, just a bigger office."

By the time Robert was 25, he had bought, owned, sold, flipped, and represented clients on millions of dollars in real estate transactions. He had several business interests, was living in a luxury home in Lake Las Vegas, where he was neighbors with his friend/partner/broker and was vested in the revitalization of downtown Las Vegas, in addition to other buy-and-hold properties in Henderson. He was also newly married to his wife, Angela, with a second baby on the way.

Things couldn't be better. But, when the market crashed, decimating the global economy in 2008, Robert, like many at the time, was highly leveraged and lost everything. Finding himself at the bottom once again, Robert pivoted, helping consumers understand loss mitigation, providing loan modification and short sale services, as well as helping clients through cash for keys, deed in lieu, bankruptcies, and foreclosure processes.

With immense drive and determination, Robert and Angela rebuilt their business, taking the lessons they learned from the past, making it

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IT IS TRULY A TEAM EFFORT AND WE APPRECIATE EACH OF OUR PARTNERS MORE THAN WORDS CAN DESCRIBE.



stronger than it was before. Angela worked hand-in-hand with Robert handling the lender side of the business until 2011 when she obtained her real estate license and they formed The Adams Team. From there, close friends Kalani Lewis, Joseph and Sabrina Jones, Taryn Gaynor, Katie Bentley, Sabrina Urista, Alycia Bakke, and Andrew Kennerly came on board and have played a crucial role in creating a team culture that is always looking to grow together and support one another through challenges. Robert and Angela attribute much of The Adams Team's success to the constant hard work and dedication of the entire team. “It is truly a team effort and we appreciate each of our partners more than words can describe.”

“We do not actively recruit; rather, everyone on our team has come from personal referral. And, today, we have a team of the most amazing people that we trust and that truly care about our clients. We are the opposite of the revolving door model that you commonly see with the larger brokerages. We invest money, time, and energy into our partners so that they are successful and our team relationship is a viable long-term career. Our dream is to build a business culture where we can work with amazing people that we consider friends and grow a business together

that gives us all the financial freedom to live out our best lives for years to come. Every day we work to improve that vision for our team.”

The game-changer in Robert's business occurred when he began focusing on team building and delegating to the right people. It allowed him time to work on the business rather than in the business and discover and implement new things that would help the entire team grow.

“When we were just focused on deals, it didn't allow time to research and implement new ideas,” Robert says. “Now we add value to the team by bringing in new tech, ideas, personnel, strategies, marketing, networking, masterminding, etc. We have spent the last two years restructuring, training, and implementing ideas, tech, and the right people and partnerships to build a solid foundation to scale to another level, all while keeping the consumer experience at the forefront of everything we do. We are very excited for our team's future!”

OUR DREAM IS TO BUILD A BUSINESS CULTURE WHERE WE CAN WORK WITH AMAZING PEOPLE THAT WE CONSIDER FRIENDS AND GROW A BUSINESS TOGETHER THAT GIVES US ALL THE FINANCIAL FREEDOM TO LIVE OUT OUR BEST LIVES FOR YEARS TO COME.

EVERY DAY WE WORK TO IMPROVE THAT VISION FOR OUR TEAM.





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# SCOTT

*with Home Shield Inspections*

# TEEPEN



meet our partner 

Written by Chris Menezes

Photography by Chernogorov Photography

Photographed at Hemenway Park

## We Inspect to Protect

*What you see is what you get with Scott Teepen, and there is much to behold when it comes to how he runs his business, Home Shield Inspections, and how he lives his life. Genuine, disciplined, honest, and one of the most capable people you'll ever meet, Scott enjoys life to the fullest, whether conducting a home inspection, mountain biking, or on an outdoor adventure.*

Scott has been devoted to knowledge his entire life. He not only sought it out academically, but also through life experiences, jobs, and mentors – sports coaches, Boy Scout leaders, his father, Mark, a civil engineer, “an amazing family man,” and founder of Home Shield Inspections, and his grandfather, Jack (who was his guiding light to becoming an Eagle Scout).

Mark, having over 25 years in the housing industry, founded Home Shield Inspections in 2009 as the building industry took a hit. Scott started helping in the business before he went off to college and officially joined the company after graduating. His commitment to knowledge not only benefited him before entering the business but has led to his continued development and growth as an expert in the industry.

Growing up in Boulder City, NV, Scott became an Eagle Scout and has always had the desire to help others. At the age of 14, Scott chose to attend a military school, that encompassed a high school and junior college, in Roswell, New Mexico. After returning home and finishing up high school in Boulder City, he attended the University of Nevada, Reno, and earned an associate's degree in business and marketing.

•••

•••

After officially joining Home Shield Inspections, Scott began learning everything he could about the home inspection business and quickly found satisfaction with helping and protecting others from the pitfalls of buying a home. "It really goes well with my photographic memory, and I love being able to help people understand the ins and outs of their new homes," he says.

Scott is now the Owner and Operator of Home Shield Inspections and has made the business his own and continues to do so by customizing key items throughout the process to make the transaction smoother for the client. For instance; he has personally designed and customized his home inspection reports so that they are simplified and easy to read. Home Shield Inspections' reports are more direct and to-the-point for buyers and REALTORS®. He also performs each home inspection and is the primary point of contact.

"I am passionate about professional relationships with REALTORS® and buyers alike," Scott explains. "I am the only inspector they will be in contact with, and it will be directly to my personal cell phone. I make myself available to text and talk just about any time, with fast response times. 'Inspect to Protect' is our motto, and my job is to help the buyer feel comfortable in their decision, never to discourage, never to scare away, only to help and protect."

Scott gives the same passion and energy to his life outside of the business, as well, and loves going on adventures with his wife, Casey, and two kids, Lincoln and Lily, whether hiking, camping, off-roading, mountain biking, or snowboarding; what you see is what you get with Scott, and Scott likes to have fun and enjoy life inside and outside of work.

•••



66

I love  
being able to  
help people  
understand  
the ins and  
outs of their  
new homes."





# janelle PITTMAN

► REALTOR® restart

Written by **Chris Menezes**

Photography by **Chernogorov Photography**

## never too late to make a change

*When we talk about the flexibility that the real estate industry offers, the ability to also practice literally just about anywhere is often overlooked. But, if you know real estate like Janelle Pittman does, you can move anywhere, build a new business, and still succeed. And that's exactly what she did in just three years.*

After 14 years as a REALTOR® in Phoenix, AZ, Janelle decided to pick up and move to Las Vegas. Her youngest daughter, Jada, was about to join her sister, Makenna, at the University of Nevada, Las Vegas, on the Rebel Girls & Company dance team. Thinking practically, with two daughters about to rack up some major out-of-state tuition, Janelle figured it would be better to just move to Las Vegas and start building her business anew.

"I've been a single mom for a long time now and thought the change would also be good," Janelle says. "I'm so glad I did because I've fallen in love with a city!"

In 2018, Janelle bought a condo, got her Nevada license, and earned her first paycheck thanks to a rental fee in Vegas, all before Jada started classes. She didn't go full-time initially, however, until a few months later, and continued to split time between her two homes and businesses in the two different states.

"It was very hard to break into the Vegas market not knowing anyone, so in February of 2019, I joined a team and that definitely helped get me going," Janelle explains. And by March 2019, Janelle was spending more time living and working in Vegas

than Arizona. She eventually left the team she was at and ended up at GK Properties, where she became their top agent. Once COVID hit, she didn't travel to Arizona at all and made the Top 250 Agents in Las Vegas, totaling \$17 million in volume. She was also named one of the Top 25 Women in Real Estate by the Women's Council of Realtors.

Janelle joined Scofield Realty in March of 2021, and while she is living and working in Vegas full-time now, and has completely fallen in love with the city, she still sells a lot in Arizona and is exceeding all her numbers from last year. "I'm finally feeling at home, especially with Scofield Realty, where we work as a team," Janelle says. "It's amazing to work for a broker who cares about his team's growth and success more than his own!"

As a mentor herself, at Scofield Realty, Janelle has stepped up to contribute her own knowledge and experience as a REALTOR® and



...

teacher, in helping the agents under her to succeed as well. As a previous English teacher for 10 years, with a master's in education counseling, Janelle has a deep love for teaching and mentorship. During her career in education, she coached cheer, chaired committees in staff development and student prevention (drug education), and counseled people in recovery.

Janelle loved teaching so much that she may have never become a REALTOR® if it wasn't for the principal in the last year of her career. "She made my life miserable, and my love of teaching dwindled," Janelle explains. "My husband at the time was a lender and suggested I try real estate. I took classes during the summer, passed the test the first time and that was it."

Now that Janelle is combining both of her passions as a REALTOR® mentor, she wants to take her teaching even further. "I would like to get into schools and teach the younger generation about how to prepare to buy a house," she says.

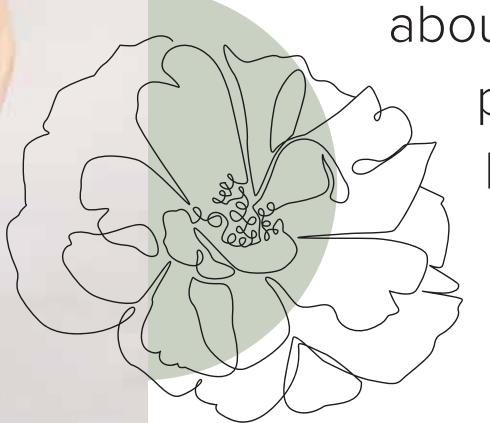
In the meantime, Janelle plans to continue to grow both personally and professionally, while investing in her mentees, and working with the rest of her brokerage to be the best agents they can be.



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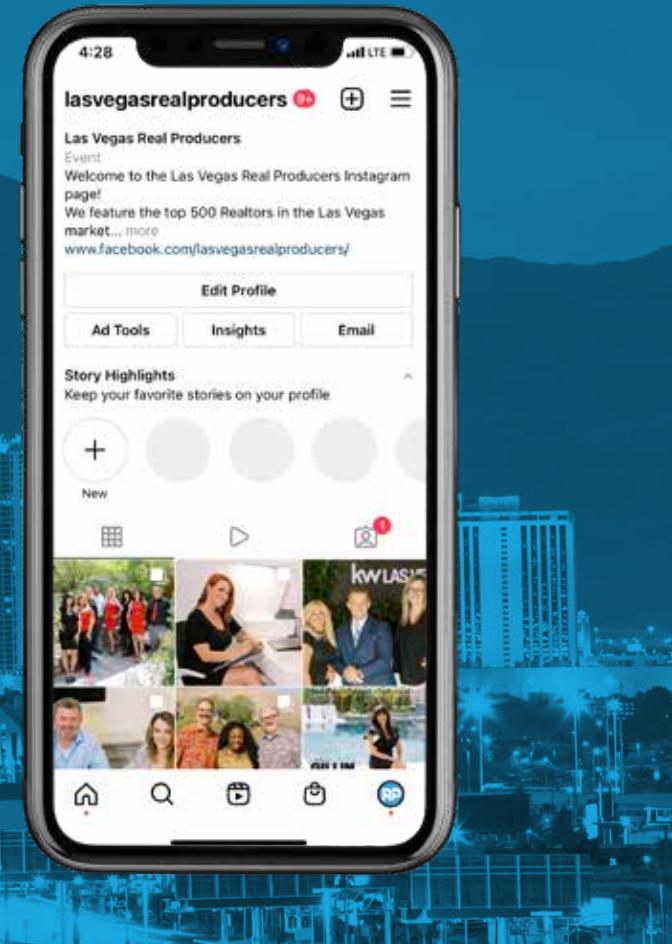
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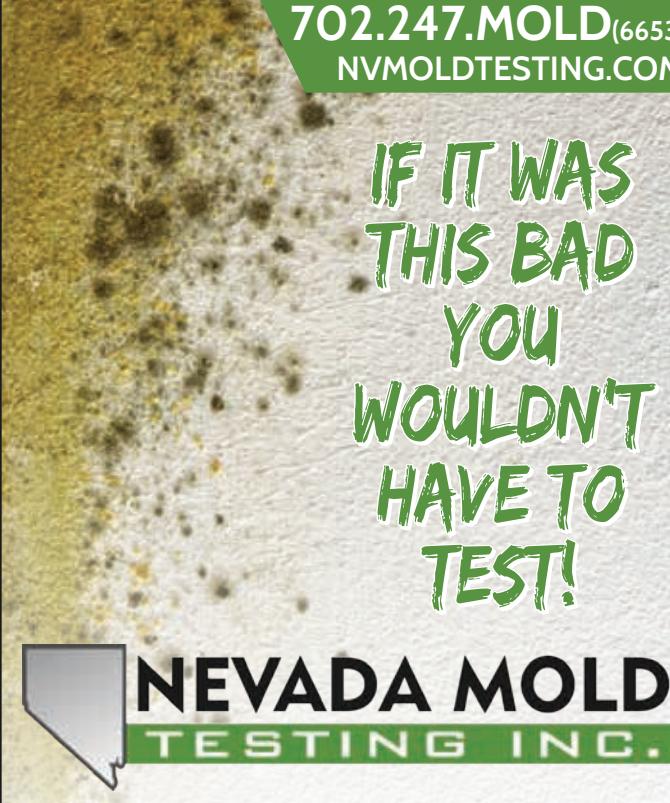


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# MARGARETHA Breytenbach

## INITIATING SECOND LIVES

Written by Chris Menezes | Photography by Chernogorov Photography

*It's difficult enough moving to a new place and having to start a new business, let alone in a supercharged city like Las Vegas. It takes an incredible amount of bravery, ambition, and venturesomeness. While there are transplants from all over the country who come to Vegas, hoping to catch a bit of the magic from this town and create an exciting life for themselves, Margaretha Breytenbach came from an entirely different continent...and she came by herself.*

Margaretha was born and raised in South Africa. When she was old enough, she ventured off to Europe, where she traveled extensively, experiencing different countries and cultures, and developed a profound openness and understanding of people in general. With an insatiable desire for adventure, she came to Las Vegas in 2004 seeking opportunity; it didn't take long for her to find it.

No less than a year later, Margaretha was in the market for a condo and felt like she truly connected with her real estate agent. Her agent was so impressed by Margaretha that she suggested she get her real estate license and come work for her. So, she did.

When Margaretha set out in real estate, she had no sphere of influence, no family, and only a few friends. However, it wasn't unlike her previous adventures. Her closest relatives were literally in Africa. Having to build her business from the ground up, she threw

herself into real estate, giving everything she had to both learn the business and serve her clients. And with each client she connected with, her business grew a little more.

"My sister is an inspiration, plain and simple. I love her entrepreneurial spirit – she doesn't back away from challenges to achieve success. She's generous with her time and financial help to worthy causes, including animal charities, nature, and the environment. She also supports a charity in South Africa looking after homeless children. I love our daily video calls and cannot imagine my day without them. She's a wonderful auntie to my three kids." -Johann Breytenbach (brother)

While Margaretha has an uncanny ability to connect with people and build lasting relationships, the biggest game-changer in her business was when she decided to get into coaching. "Real estate and business coaching I believe are vital. It profoundly changed how I do business," she says.

As Margaretha began treating her business 'like a business' and became disciplined with knowing her numbers, doing monthly budgets, PNLs, and establishing systems of efficiency...her entire mindset changed. The change was like a snowball, affecting everything else in its path. Her commitment to continued education, to never stop trying to enhance her skills, and improve her business, continues to drive her growth today.



"When I met Margaretha with the idea to sell my home, I was immediately impressed with her real estate knowledge, professional integrity, and financial success. Her step-by-step guidance and commitment to my needs allowed me to trust her and the process. I can confirm she cares for her clients and many become and remain enduring friends. I felt like we were a team with a win-win goal." -Les Sinclair

"I take my business very seriously," Margaretha says. "The responsibility in facilitating and guiding buyers and sellers through this very important decision I do not take lightly. I want to continue building and learning more about our ever-changing business and educating my clients so they can make the best decisions based on their circumstances."

As passionate as Margaretha is about real estate and helping her clients make good decisions for themselves, she is equally as passionate about helping those in the world who cannot make decisions for themselves, who are defenseless and do not have a voice. She is a huge supporter of organizations that help children, animals, and the environment, both here and abroad, but especially the organization her aunt runs in South Africa.

"My aunt, Memorie Heroldt, runs Legae Child in Mafikeng, RSA. The organization feeds and clothes children from the poorest of the poor in the region. Children as young as 2 years old walk for miles for the single meal they'll have that day," Margaretha explains.

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*I want to continue building and learning more about our ever-changing business and educating my clients so they can make the best decisions based on their circumstances.*

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to reuse or recycle an item, even if it means utilizing the internet to do so.

"I find being wasteful offensive," she says. "There are many ways these days, especially with the internet, to make sure items have a second life."

Initiating second lives is what Margaretha is all about, whether helping a person get into a new home, giving something away on the internet, or providing another meal to a hungry child. And she will continue to find ways to do more and more of that every day.



...

As inspiring as Margaretha finds Memorie and the work she does, Memorie expresses an equal fondness in describing her niece: "Margaretha is an intelligent, creative, and diligent young woman. She is goal-oriented and not scared to jump into the deep end to fulfill her dreams. She has a soft heart for vulnerable children, a love for animals, nature, and a healthy environment, and contributes to their wellbeing. She is brave and a woman of substance."

Margaretha's passion for a healthy environment is partly shaped by her deep understanding of poverty in the world, which affects her everyday living. She hardly throws anything away and sees landfills as a last resort. Instead, she always tries to find a way

*Margaretha is an intelligent, creative, and diligent young woman. She is goal-oriented and not scared to jump into the deep end to fulfill her dreams. She has a soft heart for vulnerable children, a love for animals, nature, and a healthy environment, and contributes to their wellbeing. She is brave and a woman of substance.*

”



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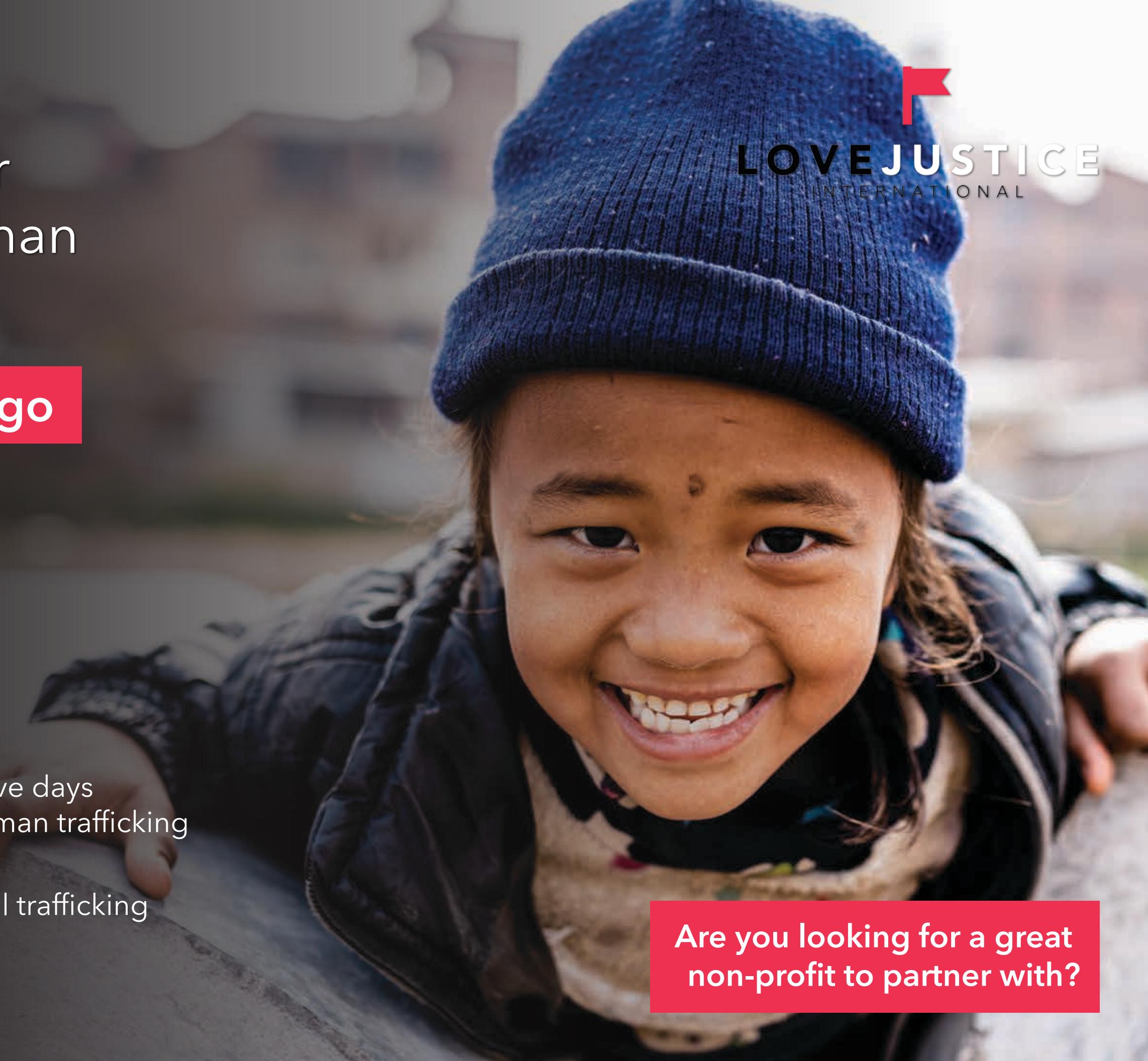
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A close-up photograph of a young child with dark hair, wearing a blue knit beanie and a dark jacket. The child is smiling warmly at the camera. The background is blurred, suggesting an outdoor setting.

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# Las Vegas Real Producers Fall Kickoff Event at Red Rock Country Club

BUILDING RELATIONSHIPS AMONGST THE  
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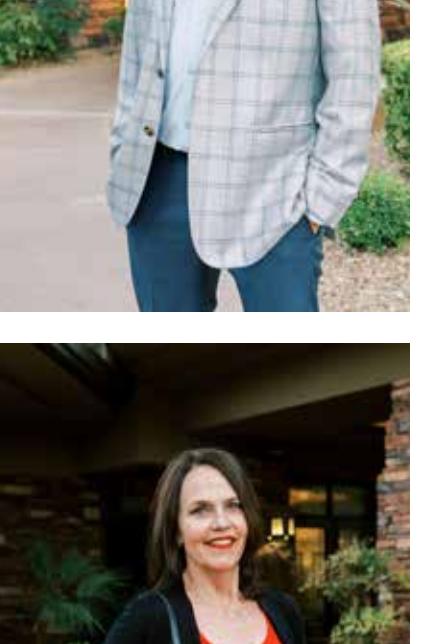
Photography by Chernogorov Photography

Las Vegas industry leaders and vendors alike have come to know us for hosting top-notch gatherings bringing together the top agents in an area, to meet and mingle with fellow agents and their highly recommended partners. These events are free to agents in the area that are performing above industry standards.

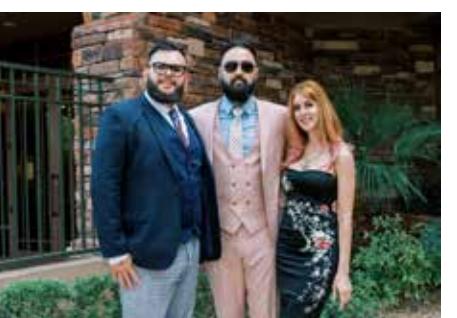
We truly hope all guests in attendance were able to make some new connections and also to reconnect with those they haven't

seen in a while. These events, whether big or small, are held quarterly and are free to register for. Keep an eye out on our social media platforms, and your inbox, for any upcoming invitations. We look forward to seeing you at the next one!

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\*BASED ON ALTA NATIONAL MARKET SHARE REPORTS FOR THE LAST 10 YEARS

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