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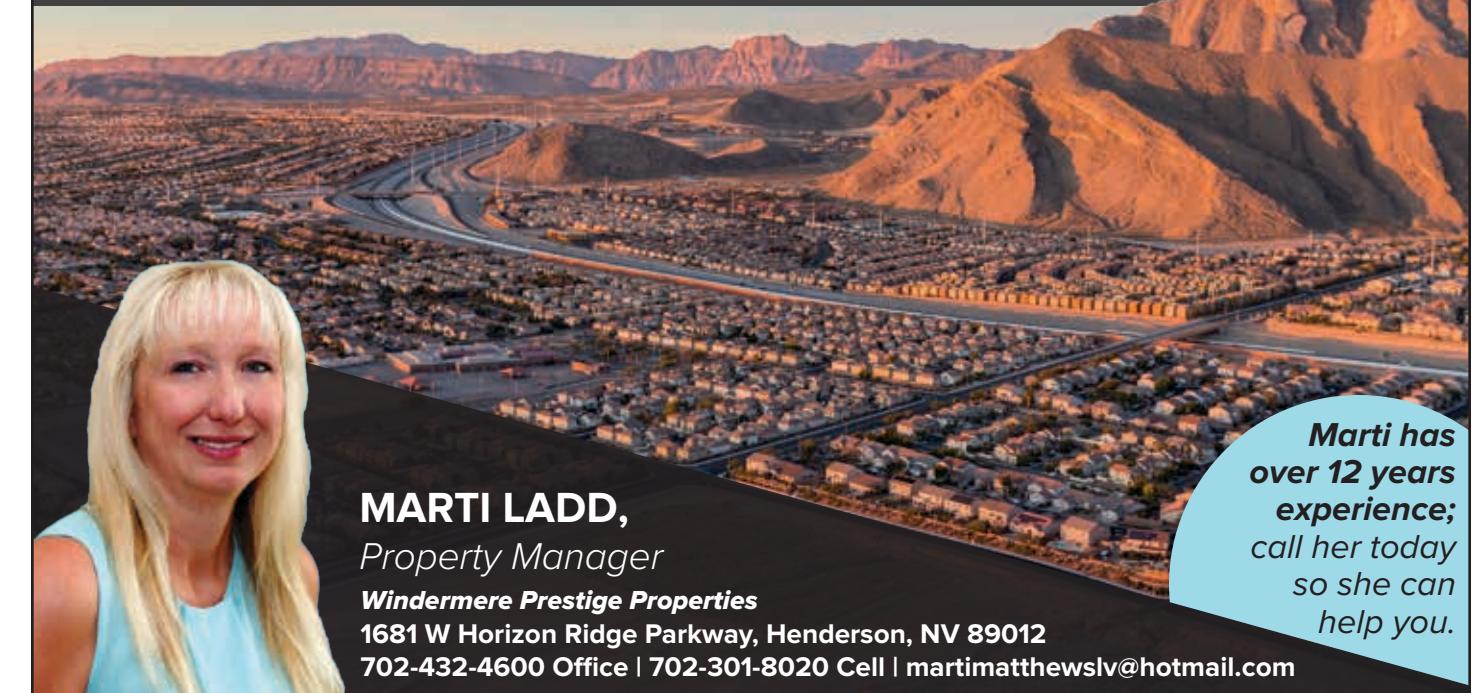
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► cover agent

Written by **Chris Menezes**
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Delinda Crampton

► doing everything she can

There was a time in Delinda Crampton's life that if you told her she would one day be a real estate agent, she would have laughed. Little did she know the very thing she'd laughed at then would now be her life's passion.

Born and raised in Florida, Delinda earned a bachelor's degree in Journalism from Florida Southern College in Lakeland. After which, she traveled with Up With People, a nonprofit organization committed to creating "an inclusive and sustainable world where people are equal in dignity and rights."

"We did community service everywhere we went, lived with host families, and put on musical performances

focusing on issues of the day. My cast included 150 individuals from 20 different countries. We lived life together for an entire year."

Upon returning, Delinda attended the University of Missouri-Columbia, one of the top journalism schools in the country, receiving a master's in Broadcast Journalism in 1991. Spending the next 12 years working in TV newsrooms in Florida, Missouri, and Alaska, she did everything from

behind-the-camera-production to reporting and anchoring, working her way up to Producer and Executive Producer.

In 1998, while working at Bay News 9 in Tampa, she was offered a job at the NBC affiliate in Las Vegas as a Special Project Producer. Originally planning to stay two years, she discovered she enjoyed the job so much that she opted to renew her contract for another year. During which time she met her future husband, Gray Crampton.

...



I'm passionate about real estate. I love every moment of it. Even on the days I put in 14 to 16 hours, I never feel like I'm working.

“

The world is so vast, and I am one tiny spec in a moment in time. But when I give back and help people, whether through real estate or other organizations, it helps me feel that I am really making a difference in this world.

”



“Gray had grown up in Las Vegas since he was 8 years old, and his family has been in Vegas for more than 50 years, so I like to joke that I got stuck here. Thankfully, I love Vegas and all that the surrounding area has to offer – hiking, skiing, great restaurants, shows – and only three hours away from national parks and the beaches in southern California.”

In 2003, Delinda saw an opportunity for growth in the Las Vegas real estate market and wanted to start investing; Gray encouraged her to get her license so she could keep the commission. “I thought that made sense, so I trotted off to real estate school. Halfway through, I realized I’d held every position in TV news that I’d wanted to, covered every story that I’d wanted to, and now

I was stagnating. I thought about when Gray and I would have kids and how real estate could replace my TV income and give me the flexibility to make school functions, T-ball games, and doctor appointments.”

“Little did I realize that while I enjoyed my TV career, I’m passionate about real estate. I love every moment of it. Even on the days I put in 14 to 16 hours, I never feel like I’m working.” An unsurprising revelation since that passion runs her family with her father, sister, and both brother-in-laws having real estate-related careers. Even her husband, Gray, is part of the Crampton Team.

Initially, Delinda only worked part time while maintaining her career in TV news. After closing just two

rentals in six months, she decided to jump in full time. Three months later, she closed her first sale. After that, a stream of referrals began to flow, and the Crampton Team was born. Since then, the floodgate has opened, and Delinda and her team have helped well over 1,000 families and individuals. “I love being a one-stop shop and meeting every need that arises, whether real estate-related or not.”

While 2020 was a record year for the Crampton Team, generating \$50 million in production on 143 closings, Delinda has always channeled her business success into giving back to the Vegas community. For the past several years, she has been involved with numerous community organizations, including the Las Vegas Philharmonic, the Rotary Club of



Green Valley, and her church, The Crossing. And each month, a portion of the team's commission is donated to a local nonprofit. During COVID, she focused on organizations that helped keep families fed and off the streets. She is even looking at ways to give beyond the local community: "I would love to

have my team go and partner with a group in Mexico to build a home for a family in need."

Eventually, Delinda would like to scale back her workload to one to two days a week and spend the rest of her time with Gray and their two boys, Chase and Dylan, or volunteering in the community. She is also passionate about traveling, has gone on mission trips to Poland and the Philippines, and supports a handful of children overseas through Compassion and World Vision.

"The world is so vast, and I am one tiny spec in a moment in time," says Delinda. "But when I give back and help people, whether through real estate or other organizations, it helps me feel that I am really making a difference in this world."

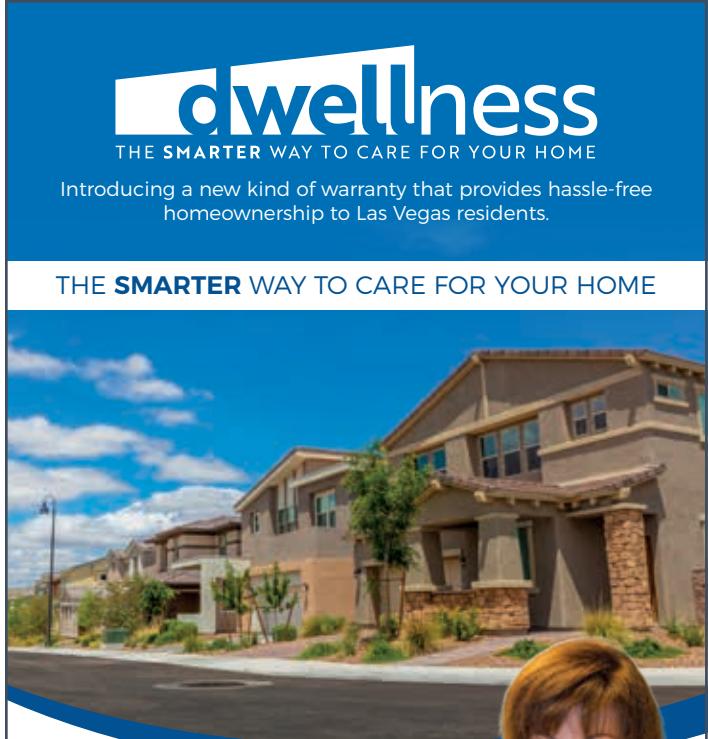




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Matthew New Tucker



► trailblazer

Written by **Chris Menezes**
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Starting Young and Strong

Call it destiny, but Matt Tucker has been drawn to real estate ever since he was a kid. While other kids were tying their interests to academics or sports and plotting their collegiate paths, Matthew was taking a more practical approach to his future, looking at his personality and the opportunities he could pursue right away. Real estate fit that mold for him.

"I just felt I was a good fit for real estate," Matt admits. "I am outgoing, love talking to people, helping people, and I love that everything from restaurants and hair salons to families need real estate. And, of course, not fooling anyone, the money is really good, so that had a draw as well."

It's no surprise with such a devotion to the idea of this career that Matthew was still in high school when he decided his path. Having grown up in Apple Valley, California, he had worked a variety of jobs from a young age spanning everything from lifeguarding and construction to working as a boat mechanic and winter jobs at ski resorts. So, with real estate as his next step, he went to all the brokerages in his town to see who would let him intern. When he found John Hess, owner of Shear Realty, he knew he was ready.

Matthew took all his real estate courses while still in high school, and as soon as he turned 18 in 2018, he got his license. Although everyone told him he needed to focus full time on building his real estate business, especially in the beginning, he kept his other job for the income and tried to do it part time. Of course, that didn't really work out very well.

"I couldn't get any traction," he admits. "I was told to save money and just jump right in, I just didn't listen of course, haha."

• • •





...

Although Matthew may have not listened to that particular piece of advice, he credits his success to the mentors he found in the business. When he first started in California, it was John Hess, and when he moved to Las Vegas, it became Chris Beavor of Silver State Realty & Investments.

"John taught me the foundation and importance of building and maintaining client relationships," Matthew explains. "Chris Beavor has been an integral part in my business progression. I learn something new every day from him and am held accountable. He has taught me the fundamentals to take my business to the next level."

Under the tutelage of Chris Beavor and Silver State Realty & Investments, Matthew now has his own team, The Tucker Team, which he runs with his brother. The Tucker Team specializes in both residential and commercial real estate. "It is pretty awesome to be able to help families find their forever home, and the look on their faces when they first walk in and instantly know it's the one. For the commercial side, I really just love the thrill of the deal and being able to provide value and advice to my clients," Matthew says.

Matthew is currently studying to become a Certified Commercial Investment Member (CCIM), and says he is excited to continue learning more of the complexities involved in commercial real estate. He is also looking forward to bringing on more team members to The Tucker Team and plans to obtain his broker's license in the future.

As far as free time is concerned, real estate fills up most of his interest these days. But he does enjoy snowboarding, traveling, hanging out with good friends and family, and have a relaxing movie night with his "other half," Mariah.

As Matthew is in many ways just getting his business started, he is off to a fantastic start. With ambition, work ethic, and determination like his, it will be exciting to see all he will continue to accomplish in the future.

It is pretty awesome to be able to help families find their forever home,

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REALTOR® By Chance

Eiwin Mark fell into real estate quite by accident. He had no intention of becoming a REALTOR® when he got his license in 2014. You see, his mother asked him if he could help her invest in real estate. He didn't know anything about the industry at the time, and he told her as much, to which she replied, "Can't you take a course?"

...

► REALTOR® to watch

Written by Chris Menezes
Photography by Liliya and Albert,
Chernogorov Photography



according to Eiwin). Having traveled Europe and the world extensively with his family as a kid, and later on his own, Eiwin has a broad appreciation for cultures and loves experiencing new places, whether living there for a potentially long time or even if just traveling for fun.

When Eiwin started his career in real estate, he says he opted for “good training versus money,” which he attributes as the main contributor to his success. He recalled his real estate instructor telling him to “pick a brokerage that will train you well in the beginning instead of choosing a brokerage based on how much money you will get. If you are trained well, you will make more money in the long term.”

“I feel that is very true and one reason why I am now here being interviewed in this magazine,” Eiwin says. “In my business, I’m passionate about becoming the best version of myself as a real estate agent. My short-term goal is to move more into the luxury market. As for my long-term goal, you will have to wait and see. There is a sign on my office door that says: ‘Do Not Disturb! World Domination in Progress!’”

As Eiwin plans to take over the world of real estate, he also cares for it too by supporting the Red Cross. “They always seem to be the first to take up the cause whenever there is a serious disaster anywhere in the world,” he says. “With all that’s going on in the world, we need more organizations like them to inspire us to think of others.”



As fate would have it, a Groupon deal for a local real estate school landed in Eiwin’s email inbox two days later. Taking that as a sign, he promptly enrolled. As Eiwin was taking the course to learn how to help his mother invest in real estate, he began to think to himself, “Hey, I can do this!” Once he passed his licensing exam and brokerages started calling him, the ball just kept on rolling.

“I love that real estate is life-altering and is fueled by change in a person’s life, so when you help someone achieve a sale of their property or help them get into the home of their dreams, that sense of accomplishment that you made a real difference in another person’s life is really a wonderful feeling,” Eiwin says.

Before his fate-fueled launch into real estate, Eiwin had quite an interesting career, which actually started in high school. While living in Ottawa,

Canada, as a teenager, where he was raised, Eiwin was a published comic book artist and editor!

“It was a fantastic experience being in high school and then jetting to New York City on the weekends to sign autographs at comic book stores, then doing my homework on the flight home on Sunday night just to be back in class on Monday morning,” Eiwin recalls.

In his 20s, as his comic book career took off, Eiwin moved to New York City. In addition to his comic-book work there, he began working part time in the music business, which afforded him the opportunity to meet many recording artists, including Madonna, Boy George, Kylie Minogue, and Erasure.

When Eiwin moved to Las Vegas, it was largely in part due to his love of live entertainment and the large Quebecois community (due in part to the Cirque du Soleil shows and Celine Dion’s residency,

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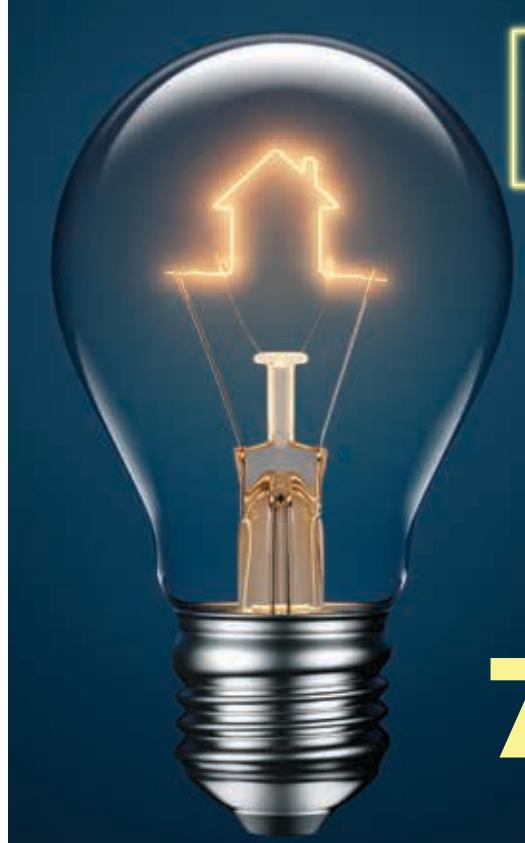
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*TOTAL CLAIM RESERVES/PAYMENTS YTD 3/1/2020

CUSTOMER EXPERIENCE



WFG'S NET PROMOTER SCORE IS 76 WHICH IS CONSIDERED TO BE A WORLD CLASS SERVICE RATING ACROSS ALL VARIOUS INDUSTRIES.



Chanelle
Beller
Sales Rep.
702.510.9810



Delvie
Villa
Sales Rep
858.405.8421



Dalene
McLaughlin
Sales Rep
702.306.0071



Diane
Bell
Sales rep
702.245.3094



Esmeralda
Licea
Sales Rep
702.762.1888



Gina
Pappas
Sales Rep
702.556.2899



Kevin Jones
de Oca
Sales Rep
775.357.2995



Paul
Mangual
Sales Rep
702.236.6212



Tamica
Evans
Sales Rep
702.278.3016



Sandra
Jauregui
Sales Rep
702.336.4348