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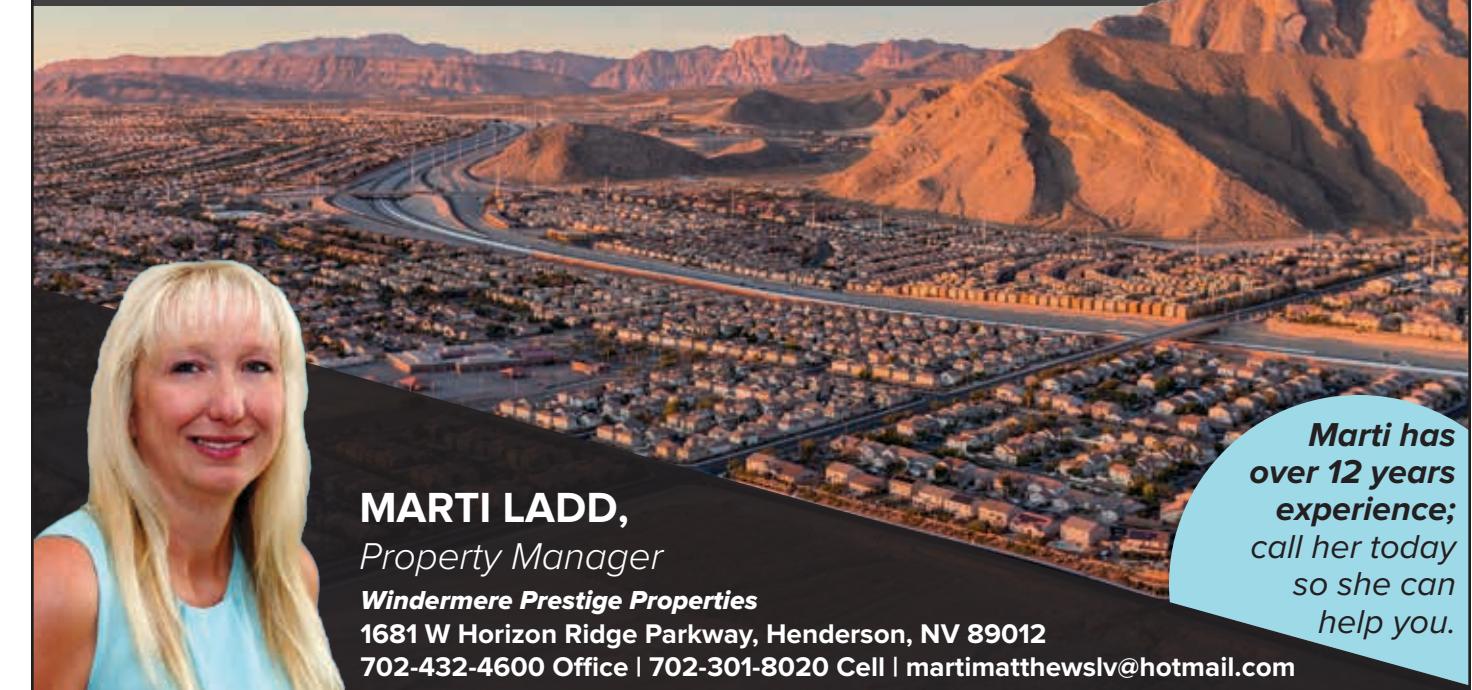
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TABLE OF CONTENTS



06

Meet
The Las
Vegas Real
Producers
Team



08

Preferred
Partners



14

Cover
Agent:
Eric
Gorton



22

REALTOR®
on the
Rise:
Carley Rae



30

Celebrating
Leaders:
Christina
Cova-
Simmons



36

REALTOR®
to Watch:
Christina
Chipman

~~SELL~~

Provide Value



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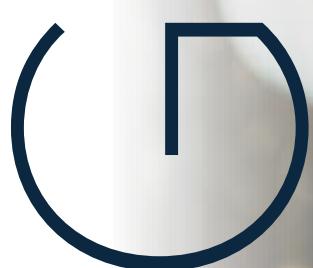
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ERIC



LOYAL ALLY

Written by **Chris Menezes**

Photography by **Lilya & Albert**, Chernogorov Photography

Photographed at **811 Magnum Cliff Ct, Henderson, NV 89012** (Model Home)

onesty, reliability, and resourcefulness were learned early in life and punctuated further when Eric Gorton asked his wife, Michele, to marry him. It was shortly after attending Long Island University, where Eric studied toward a degree in Business Management, that he and Michele agreed it was important for them to grow together as husband and wife...without heavy influence or outside distractions.

So, upon their arrival back from their honeymoon, they packed up their car and drove west. “We had no plan, no job, and not much direction, but were full of excitement and energy. This has been by far one of the best decisions we’ve made together.”

The thought process behind building their family with their own rules, was similar to the “do-everything-you-can-for-the-good-of-your-family” kind of loyalty that Eric learned from his mother, Catherine, who raised Eric and his older brother as a single mother. “She was the epitome of hard work and determination.”

Catherine’s determination was obvious to young Eric. While she worked three jobs, put herself through school (earning a dual master’s degree in Administrative Psychology), and lived on limited finances, she was also battling Lupus and undergoing countless surgeries.

“She always taught us to look adversity in the face. There was never a day that she allowed herself, or us, to feel sorry for ourselves. No matter the circumstance! And throughout her life in business, she was fortunate to serve as an Executive Personal Assistant to First Lady Nancy Reagan. Although she passed away in 2014, her guidance and advice still ring true in my everyday life.”

...

••• Before leaving for Las Vegas, Eric took any job to make a buck. Running the gamut from delivering pizzas, plumbing, construction, and truck driving, to garbageman, landscaping, and even working as a firefighter.

As Eric's initial intentions for a career as a firefighter were put on hold, he realized something had to be put into motion if he was going to be able to provide for his family. When Michele became pregnant within a matter of months of arriving, time was an asset he could no longer afford.

Eric hit the ground running...towards the strip. After attending a casino dealing school and becoming a dice dealer, Eric eventually opened two major resorts that are still standing today.

His journey wasn't straightforward, however. While working as a dice dealer, 9/11 wreaked havoc on the travel and hospitality industry, and his hours were slashed dramatically. With a mortgage to cover and two children to care for, Eric did what his mom taught him to...persevere.

•••



•••

So, Eric started selling specialty maintenance products and became a janitor at the school where Michele worked as a kindergarten teacher and both his children were attending at the time. In line with the struggles he watched his mother endure, Eric was also then diagnosed with cancer.

"Funny thing about battling a disease when you don't know the outcome...you tend to take more risks without thinking about failure. While going through treatment, I decided enough was enough. I was going to do something and jump in wholeheartedly. It turned out to be the catalyst I needed." Real estate was that thing.

Eric admits while he didn't want to practice real estate as a means to fill his downtime, he didn't tell a single person of his new venture, not even Michele. "I remember a week or so before I took my test, I broke down to Michele that I had been studying and felt I was going to be really good at it."

In no time, Eric became the number one agent in his company and took on more of a sales manager role. Upon the economic downturn, however, Eric knew he needed to pivot and start marketing to higher-end clientele. Although it wasn't easy, it wouldn't be his sole focus, and did not come quickly, it was definitely the right move for him in the end.

Today, Eric leads The Gorton Group with his son, Michael Gorton and longtime family friend, Spenser McDonald. While Eric is not sure if his daughter, Madison, will end up joining the family business after completing her final year at the University of Nevada Reno with a degree in Business and Marketing, he says he is confident she will be extremely successful at whatever she chooses to do.



As a recurring top 1% selling agent in the valley over the past 20 years, and consistently ranking in the top three agents with his top producing agency "Simply Vegas," Eric admits he never turns down a listing and thrives when troubleshooting a sale. "What really makes me shine is when the sale starts to go sideways. Holding a

deal together is when my experience and talents tend to shine brighter than most."

Alongside his highly productive and expanding team of five, Eric will continue to pour his 20 years of knowledge into every sale. No matter how big or small.



2020 BY THE NUMBERS

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

23,356


TOTAL TRANSACTIONS

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SALES VOLUME

13,848


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TRANSACTIONS

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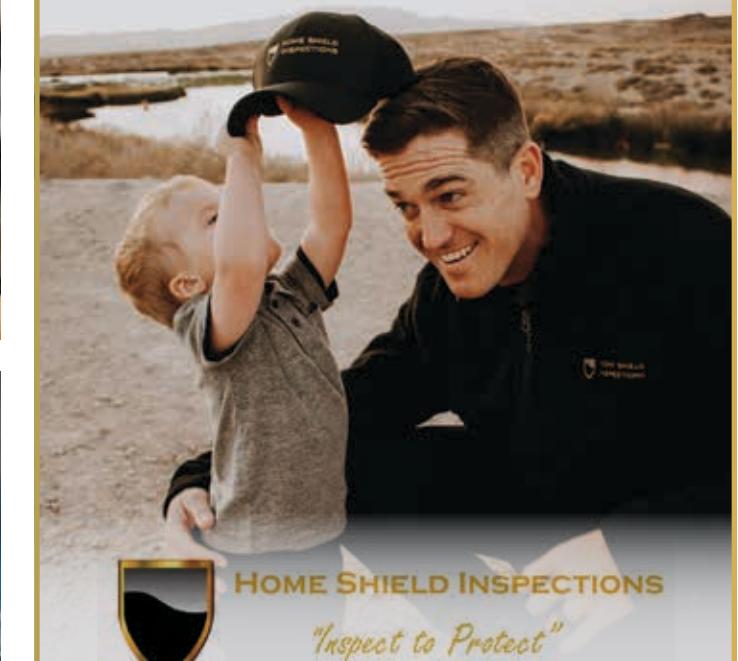
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CARLEY RAE



► REALTOR® on the rise

Written by **Chris Menezes**
Photography by **Liliya & Albert**,
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THE POWER OF BELIEF

The quote “She believed she could, so she did,” by R.S. Grey from Scoring Wilder, resonates with Carley Rae. It defines much of her past and shapes her mission today – a mission firmly established through the Realty Rae Group.

“I believe women hold a superpower that can’t be taught. We see the world differently, we feel differently, we are able to multi-task and embrace circumstances, and grow from them. I want to show my daughter, and all women, that you can be

beautiful, successful, strong, smart, classy, independent, and still have all you ever dreamed of at the same time.”

This very same superpower Carley saw firsthand in her mother. “I watched my mom work so hard to give me and my sister a great life. She never stopped and always pushed forward even though I know she was tired. She knew what needed to be done to make ends meet and did everything with grace and class.”

“

I BELIEVE WOMEN HOLD A SUPERPOWER THAT CAN’T BE TAUGHT.

Carley started working at Caesar’s Palace as a hostess at Mesa Grill in 2013 after her first child, Arey, was born. She had her second child, Raelynn, a year later and worked her way up into fine dining service at Mr. Chow, where she became the first female Captain in the restaurant’s 50-year history.

For the first time in her life, Carley was making good money serving at Mr. Chow. She was able to do nice things

for her kids and buy a new car. However, she started to feel like a slave to her job. Something was missing that no amount of money could fill.

“The casino owned my time,” Carley explains. “With owning my time came missed birthday parties, holidays, working weekends, working nights, and not being able to tuck my kids into bed or be there at night to just be their mom.”

...



Laura



...



Trista



Jessica



“
We are not just a real estate team, but each other's **advisors, friends, and support system** through the good, bad, and exciting.

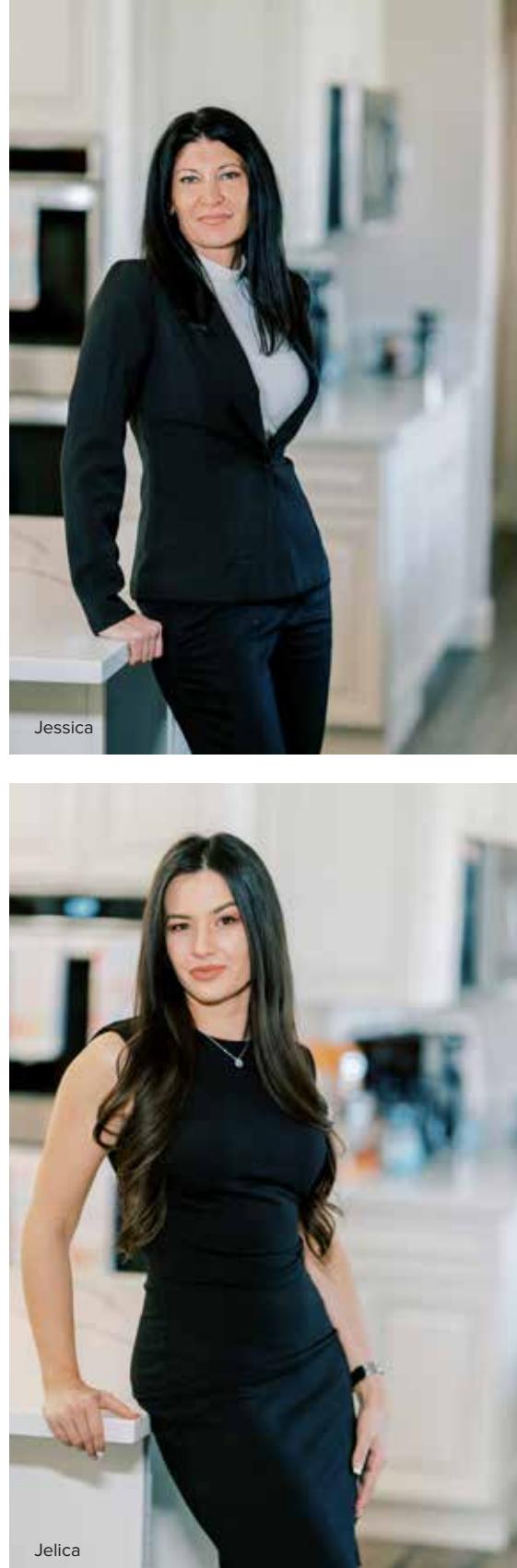
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Natalie



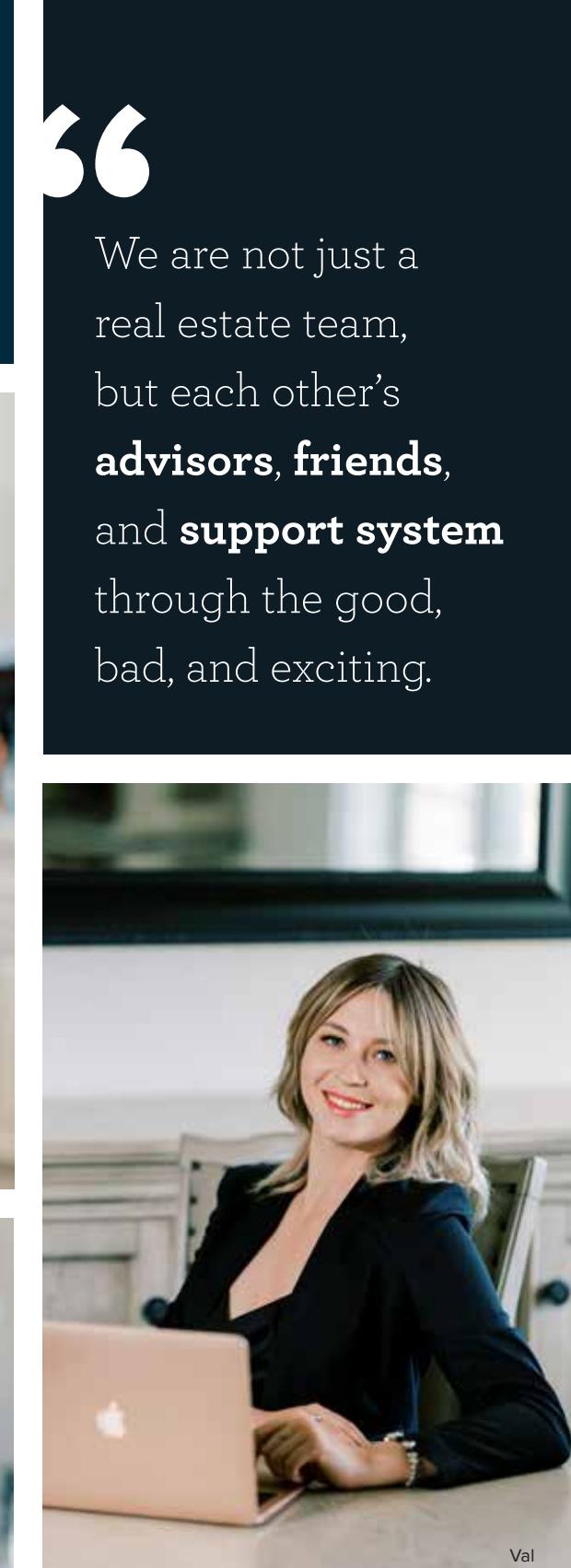
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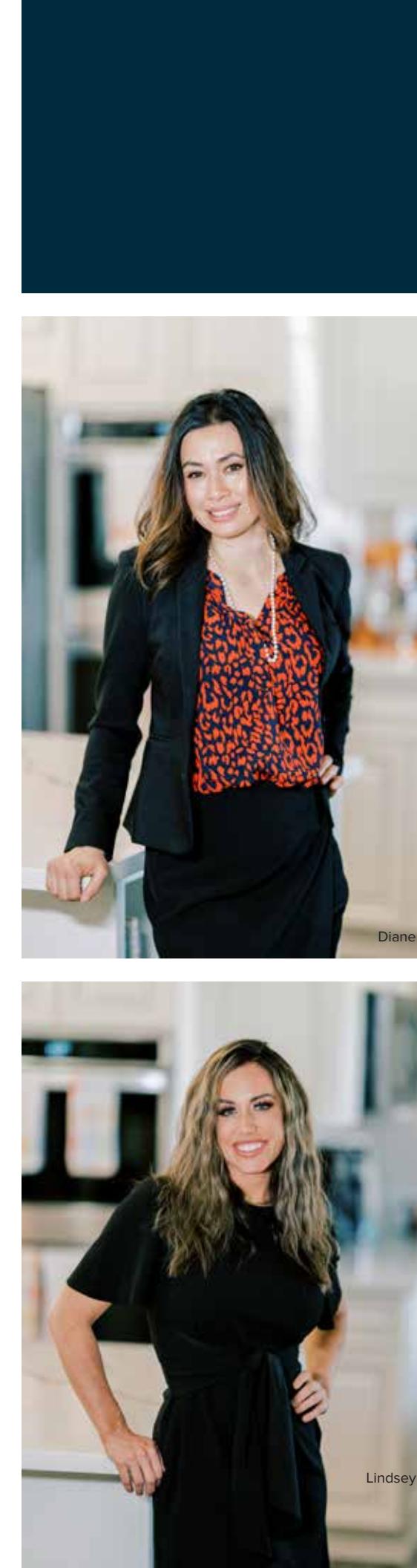
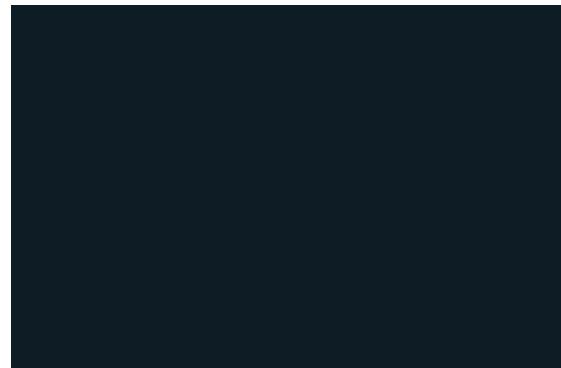


Diane

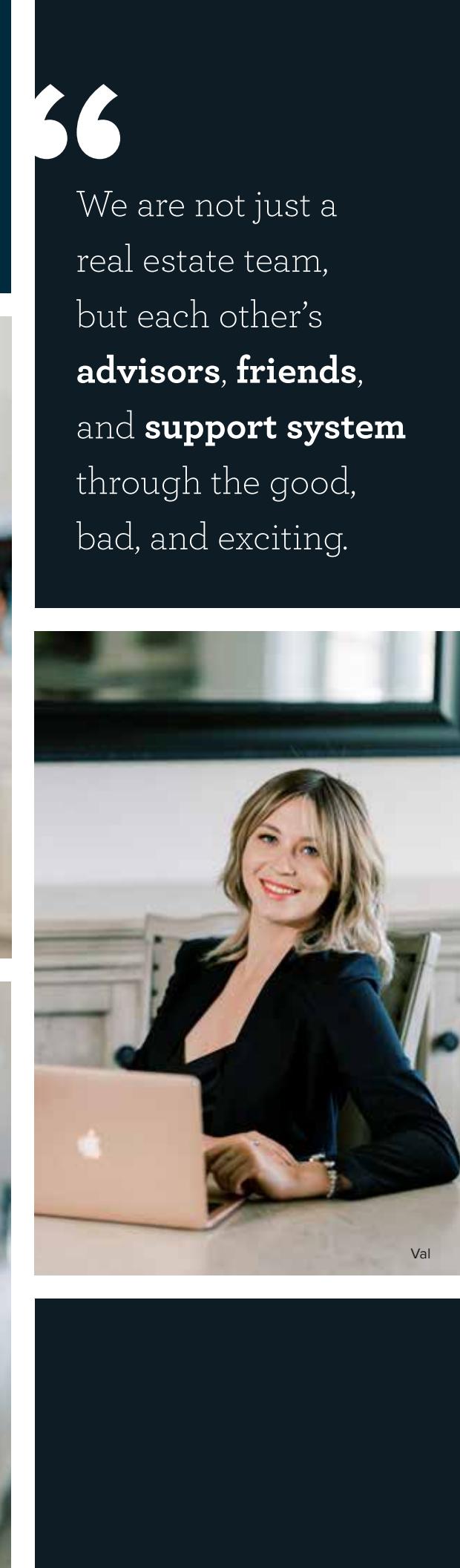


Val

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Lindsey



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• • •

Pulling on her long sought interest in real estate, Carley thought it would be a good way to create supplemental income and would allow her to take more days off from her other job. Of course, she didn't realize she needed to be full-time in real estate to be truly successful.

Nevertheless, Carley entered real estate in 2017 as a 26-year-old single mother of two small kids. Waking up early to take her kids to preschool, she'd go to the real estate office after dropping them off, work until 2:30, and then change into her server uniform in the car to make her 3pm clock-in time. There were some nights she didn't get home until after 1:30am, because she worked the swing shift.

"In my first year of real estate, I not only worked two full-time jobs, but I got engaged, planned a wedding, got married in October, got pregnant with my third child, Carter, had severe morning sickness, and still sold 24 transactions. By December 12th, I was able to say goodbye to my night job and focus on my newfound business and my kids."

The following year, Carley established the Realty Rae Group with Keller Williams Realty Southwest and knew from the moment she started her goal was to be an "all-female powerhouse of



successful, smart, and talented women." What she didn't realize was just how many lives she was going to affect and change in the process. And she didn't even have to try hard to find them.

"The women on my team all found me! I never interviewed or put out an ad. Through my actions, the classes I taught, and referrals I received, I was introduced to these amazing women, all of whom had their own story, their

own challenges, their WHY's of becoming a REALTOR®. I was able to take those stories and help them find their own success stories."

A lot of the women on Carley's team are single mothers or have been at one time. Several of them have had major health issues in the past and are still battling them. And most of them have had to endure through rough times. But all of them have come out on the other side.

"We have this secret bond with each other that the common person looking in could never understand. We are not just a real estate team, but each other's advisors, friends, and support system through the good, bad, and exciting."

Carley was even having women outside of real estate reach out to her through social media, explaining how she impacted their lives through what she was doing and had accomplished. She inspired many to try something new and even start businesses.

Just by making herself and her story available to others, Carley has been able to inspire belief and empower other women to achieve their own success. As she continues to build her business and takes the Realty Rae Group into other markets, she plans to continue her mission to empower women to rise up to the top of their industry and change the way women are not only perceived, but how they perceive themselves.





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CHRISTINA Cova-Simmons

Living Her Best Life



“ This decision to invest in the people
who already know and love me has
taken my business to the next level. ”

Written by Chris Menezes | Photography by Liliya & Albert - Chernogorov Photography | Photographed at Downtown Summerlin

Although Christina Cova-Simmons obtained her real estate license at age 21 during her final year at the University of Las Vegas, she never intended on actually becoming a REALTOR®. Getting her license almost by happenstance. She was working as an Office Manager at a real estate school and decided to take the classes so she could help her parents buy a house.

“I had no idea what I wanted to do after college, but I knew it would be business-related since that’s what my degree was in,” Christina explains. “But in 2005 I made a quick \$10k from my parent’s purchase and I was hooked! The market was on fire and I fell in love with the fast-paced, competitive industry where I knew I had complete control of my potential to work my butt off and make a great living!”

And that’s exactly what she did. Christina dove into real estate while finishing her degree and hasn’t slowed down since. After joining a successful team, performing well, and building a small book of business, she decided to take her business to the next level and step out on her own as a solo agent. Even if it meant taking a small step back.

“It was almost like becoming a brand new REALTOR®,” Christina says. “I had no brand or image. But I just started doing what I love—throwing client appreciation events and popping by clients’ homes with little gifts. This decision to invest in the people who already know and love me has taken my business to the next level.”

Christina’s passion for helping people both inside and outside of the industry is what has really set her apart. She is heavily involved with volunteering regularly with The Las Vegas Rescue Mission, NV Partnership for Homeless Youth, The Just One Project, and Cupcake Girls.

...



...

She also serves the community as a member of Junior League of Las Vegas and is the President of The Women's Council of REALTORS® Las Vegas.

The inspiration behind Christina's strength and success you might ask, is her mother. For the first few years of Christina's life, her mom worked two jobs as a young single mother. "My mom is the most giving person I know. It's where I learned, at a very young age, to give back, even if you didn't have much yourself" Christina says.

That inner strength has proved her well in business, as Christina's passion expands to first-time home-buyers, move-up buyers, and the growing number of people who have been relocating from California. As Christina is originally from Southern California, she has a passion for helping clients with the transition and falling in love with the city that she fell in love with when she moved to Las Vegas during her freshman year of high school.

"Although I'm not a native, I feel like this city has truly changed my life! I am a UNLV graduate; I met and married my husband here, started and built my career here, and now am raising my family here!" Christina says.

Learning how to balance time with her husband, Jeff, and two kids, Julien and Jessalyn, while running her business and being so active in the community has been a real challenge for Christina.



"I think that real estate can be a tough industry to be involved in socially while trying to maintain a great marriage and raise a family," she says. "It can take a toll on a marriage! But I say it all the time—it takes an amazing and selfless spouse to support the top producing agent! They truly pick up the slack. I couldn't do what I do without my husband's support. He is my biggest cheerleader and always supportive of my business."

Christina has had to make her family a priority and be okay with losing business when she can't be available. She also had to prioritize taking care of herself! "For a while there, I was really going hard with work and I didn't prioritize fitness and eating right. So of course I put on weight and was miserable," she says. "I didn't want to take photos or videos, which are a must in our industry. So, in 2019 I made it a

priority to work out and eat better. I was able to lose the weight and keep it off."

"I feel like I am right where I am supposed to be, as cliché as that may sound," she continues. "I am able to help clients while providing for my family AND I have the time and resources to give back to my community. It doesn't get much better than this."

“I am able to help clients while providing for my family AND I have the time and resources to give back to my community.

It doesn't get much better than this. ”



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66 When you serve your client and **treat them like family**, the money will follow



► REALTOR® to watch

Written by **Chris Menezes**

Photography by **Liliya & Albert, Chernogorov Photography**

CHRISTINA CHIPMAN

FINDING A PASSION

Christina Chipman never “wanted” to form a team. She was completely happy working closely with every client and handling everything in her business solo. Actually, she preferred it that way. Plus, with producing over \$20.5 million on 56 units last year, she really had no need or desire to scale. It’s never really been about the money for her anyway. But then, her daughter, McKenzie, expressed an interest in the business and things changed.

As a single mother of three—McKenzie, Taylor, and Danika—Christina always told her kids to pursue their passions. And if by chance, they didn’t know what they wanted to do just yet, she encouraged them to at least take up a job and work until they figured it out, rather than wasting time and money on school.

Besides, that’s exactly the path that Christina took growing up. She started out working as a part-time bank teller at Wells Fargo Bank in high school. There she worked her way up from part-time teller to Assistant Branch Manager for Bank of America by age 21. She then got an opportunity to enter the insurance industry and worked there for about 13 years and while she ran her own agency.

While Christina liked the insurance industry, she wasn’t passionate about it. She was comfortably numb if anything. Until her father passed away at the young age of 52, shaking Christina to the core.

“I was 32 and remember thinking, wow, I’m not that much younger and I might not have much time left. I started taking my life more seriously over the next three years, took my health into control and lost the ‘baby weight’ from my three daughters, and prepared for a career change. I didn’t love insurance and deep down knew I was destined for something else,” she says.

After owning her own insurance agency, Christina knew there was no way she was going to go back to working for someone else, so she decided to start a real estate business. “It seemed like the right fit for me and my go-go-go personality,” she says.

Because her parents never owned a house and they moved at least once a year, jumping from rental to rental, Christina was being primed to end up in the real estate industry from a young age. Although she hated being forced to change schools and make new friends, Christina looks

...



66 I get to help McKenzie get started in the business, and hopefully help her **find her passion and achieve her own success.**

back now and sees how it developed her people skills and confidence. Plus, she had been to so many primary schools and made friends in all of them that by the time she got to high school, she knew nearly everyone there.

With a desire to live life to the fullest, Christina closed her insurance agency and entered real estate in 2015. She has been most driven by the opportunity to help others in real estate. "It's never about the money, it's about helping the client. When you serve your client and treat them like family, the money will follow," she says.

In addition to helping her clients, Christina loves to volunteer in the community. She is constantly giving back any way she can and is involved with a local non-profit called The Just One Project, which connects people to volunteer opportunities throughout Las Vegas every month.

Christina's "seize the day" mentality has made her a very adventurous person as well. She loves adrenaline

rushes like skydiving, bungee jumping, snowboarding, and isn't afraid to take a risk. She was recently engaged to her fiancé, Dallas, who has two daughters, Caydence and Penelope, growing her family to seven.

Christina's daughter, McKenzie, followed her mother's advice about pursuing a passion. She never wanted to become a REALTOR® when she was younger so she pursued her other interests in college. However, she ultimately decided college life was not for her. So, she got a job working at a restaurant until she figured out something else. Seeing how well her mother did in real estate, how lucrative it was, and how much her mother loves it has pushed McKenzie to get her license as well and join her mother.

"I'm really excited to have McKenzie join me, to assist me and relieve my current workload," says Christina. "I'm also looking forward to growing my team, something I never thought I'd want to do. Now I get to help McKenzie get started in the business, and hopefully help her find her passion and achieve her own success."

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WHO IS WFG NATIONAL TITLE INSURANCE COMPANY?

NATIONAL UNDERWRITER



WFG IS THE 6TH TRULY NATIONAL UNDERWRITER AND ACHIEVED THAT FOOTPRINT FASTER THAN ANY OTHER UNDERWRITER IN HISTORY.

FINANCIAL STABILITY RATING



WFG EARNED AN A' PRIME UNSURPASSED RATING FROM DEMOTECH, ONE OF THE NATION'S LEADING RATING AGENCIES, FOR FINANCIAL STABILITY.

FASTEST GROWING UNDERWRITER*



YEAR OVER YEAR WFG CONTINUES TO SHOW VELOCITY BY GROWING FASTER THAN ANY OTHER COMPANY.

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

COMMITMENT TO INFORMATION SECURITY



PROTECTING YOU IS OUR TOP PRIORITY. THAT IS WHY WFG HAS PASSED OUR SOC2 COMPLIANCE AUDITS WITH PERFECT SCORES.

CLAIMS RESERVES*

134 MONTHS

WHEN COMPARED TO OTHER NATIONAL UNDERWRITERS, WFG LEADS THE WAY IN THE NUMBER OF MONTHS FOR CLAIMS RESERVES.

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

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