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Outside of work, Clay can often be seen with his family **slaying tires and setting records** at the local drag strip and on Instagram in his 1100hp Dodge Demon.



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NMLS# 404275
Las Vegas, NV
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Cell 702.777.BOOM (2666)
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THE LOAN RACER

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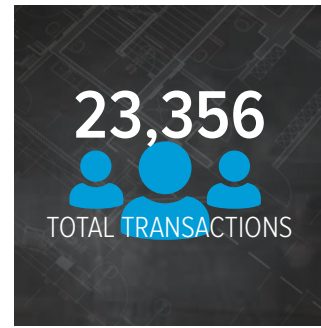
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If you are interested in contributing or nominating Realtors for certain stories, please email us at mike.maletich@realproducersmag.com

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2020

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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

AVERAGE
SALES VOLUME
PER AGENT



47

AVERAGE
TRANSACTIONS
PER AGENT

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ANTHONY KNIGHT



WITH THE
LEAST AMONG
US AT HEART



» cover agent

Photography by **Liliya** and **Albert Chernogorov** - Chernogorov Photography
Written by **Chris Menezes** • Photographed at PetSmart

Mahatma Gandhi once said: “The greatness of a nation and its moral progress can be judged by the way its animals are treated.” The same can be said of Anthony Knight, founder of the Animal Adoption Organization, Foster Friday Foundation, Managing Broker of Platinum Real Estate Professionals SW Office, and Leader of the Anthony Knight Group.

Anthony’s compassion for people, his devotion to integrity, and doing the right thing by all living creatures is exemplified through his foundation efforts and success as a RE-ALTOR® and broker. The fine-tuning of his moral compass and ambition for life was largely shaped growing up in the Pacific Northwest.

...

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Born in Clarkston, WA, and raised in Lewiston, ID, Anthony always took note that the two towns that he grew up in were named after explorers (Lewis and Clark). The only dividing line that separated the two was the Snake River, which borders the two states. The two small towns, both rural in landscape, greatly influenced his hard work ethic and honest values.

“You can’t be a crook in a small town; they’ll run you out quickly,” Anthony notes.

More than the small town’s milieu, Anthony’s ethics were even more so influenced by his stepfather, Allen Henderson. After becoming a quadriplegic when he broke his neck diving into the Salmon River in Idaho, Anthony witnessed first hand the challenges he struggled with, but also the mindset in which he tackled each challenge.

“I watched him overcome all kinds of challenges and he always stayed positive. He was an inspiration to everyone who knew him. He is no longer with us, but I think about him every day and remind myself how fortunate I am to walk, move, etc.”

With a gratitude for life and the drive to make the best of it, no matter what the challenges may be, Anthony turned his ambitions towards investing in real estate at the age of 19. Although he received a scholarship to further his education through college, he was tired of school and decided to use his time to do everything he could to invest in real estate as soon as possible.

Anthony’s new direction found him working with as a welder at a fabrication shop and then getting a job working at a paper mill in northern Idaho. He purchased his first home at age 19, and thus began investing and managing properties, working four days on and four days off. By the time he was 28, he had over 30 tenants.

Seeking the next opportunity, in 2007, Anthony sold all of his properties, moved to Las Vegas, and invested everything he had into opening a restaurant. By 2009, however, he had lost it all. With very few options at that point, he decided to obtain his real estate license and begin a new career helping others purchase property. He hasn’t looked back since.

“I love the marketing side of it the most, leveraging technology to create a better experience for our clients while saving them money, but there are so many things that make real estate fun.”

...

“

YOU CAN’T
BE A CROOK IN
A SMALL TOWN;
THEY’LL RUN YOU
OUT QUICKLY.





...

“I love watching my agents grow and I have met so many influential people too, both in the industry as well as clients. I was told once to always make sure to be the dumbest guy in the room. I took that and ran with it,” he jokingly admits. “It’s worked out well so far.”

Anthony still maintains the passion he started out with, and has developed a love of construction in addition to investing. He enjoys rehabbing properties in his spare time, and restoring classic cars as well. He is currently building a summer home on seven acres that he recently purchased overlooking the Clearwater River in Idaho.

With the words of Mahatma Gandhi, and the Foster Friday Foundation at heart, Anthony’s main goal this year is to raise \$100k for no-kill animal shelters, to help look after and protect the least valued lives among us, and hopefully raise the bar for how society treats and values all life.

“

I WAS TOLD ONCE TO
ALWAYS MAKE SURE TO
BE THE DUMBEST GUY
IN THE ROOM. I TOOK
THAT AND RAN WITH IT.

IT’S WORKED OUT
WELL SO FAR.



» REALTOR® on the rise

JULIAN WERLY

Good People,
SERVING GOOD PEOPLE,
All Day Long

Written by **Chris Menezes**

Photography by **Liliya** and **Albert Chernogorov** - Chernogorov Photography

A true servant at heart, Julian Werly has been on a mission to perfect real estate's best practices since starting his career in Salt Lake City, Utah in 2013. Ever the hard worker and team player, the closer he has come to this perfection, the more he has seen his efforts pay off for his clients, and thus fulfill the purpose that tugs deep inside of him—to be of service and help others.

It's Julian's sincerity that truly drives his passions. Often described as shy and reserved at first, Julian enjoys opening up to people once getting to know them. And once that connection is established, he is filled with a sincere desire to please. He takes his work seriously, and as a result, has a stellar work ethic.

Julian's compassion for people is derived from experiences living in diverse communities, experiencing poverty, and reveling in a variety of cultures, whether through traveling the globe or through city living. Born and raised in Las Vegas, Julian spent some time living in Seattle, Washington, where he served tables at the Bay Café and began building a portfolio of investment properties, one property at a time.

During that time, he fell in love with renovation, restoration, and building and developing the area. So, when he moved to Salt Lake City, Utah, with his partner, Gregory Bucher, who was transferred there through his job, Julian decided to obtain his real estate license, instead of looking for another restaurant to work at.

"It was tough for me to move to Utah, as my life in Seattle was well balanced with purpose, community, and family," says Julian. "I went through the Journey to Mastery program with Coldwell

...





...

Banker in Sugarhouse, an NLP program administered by Douglas Yates, which catapulted me into my career.”

Upon returning to Las Vegas in 2018, Julian joined Century 21 Americana, where he is currently developing the Julian Werly Realty Group. While he works 10-12 hour days, seven days a week, he still loves restoring properties, which he praises as an “underappreciated lost art” and he finds the task creatively cathartic.

In addition to renovating properties, Julian enjoys the arts – more specifically, painting and drawing. While he hasn’t had much time to practice much of either in the past few years, he recently retrieved his paints and brushes, and has been thinking of new compositions.

“Art, for me, was the best form of meditation.”

Of course, most of his time these days is devoted to building and developing his team, whose mission is simply this – “Good People, Serving Good People, All Day Long. He admits that now is the time to take advantage of the opportunities that have been presented in his fellow people, new processes, ever-changing technologies, responsibly-used automation, and new equipment. All the while doing great work for his clients and passing along great skills to his team members.”

Recently, Julian has also begun stretching his efforts towards becoming more involved in aiding those in need. More specifically, the homeless and mentally ill. While he understands this is a venture that will take time, in the meantime, he is diligently working to scale his business and get as close to perfection as possible.

“There is no wrong or right way to this profession,” says Julian. “However, I think any aspiring agent should be careful who they allow to tip their ear. Pick and choose for yourself what sounds right and listen to your gut—it never lies.”



“
ART,
FOR ME,
WAS THE
BEST FORM OF
MEDITATION.
”





▶▶ meet our partner

Written by **Chris Menezes**
Photography by **Liliya** and **Albert Chernogorov**
- Chernogorov Photography

Technology has been good to Michael and Joslyn England. Not only is it responsible for propelling them as one of the best title companies in Las Vegas, with Fidelity National Title, and connecting them with the most efficient and effective leaders in real estate. It's also responsible for bringing them together as a couple.

MICHAEL
& JOSLYN
ENGLAND
with Fidelity National Title
Technically Successful

Mike and Joslyn’s connection with technology shows not in their abilities to harness it in business, but also since it was the main catapult to them connecting on a personal level. “Joslyn and I were OG online daters. We met on eHarmony when it first came out,” Michael explains. “We have always strived to be the technology leaders in our market and will continue looking for ways to be better for our partners and consumers.”

Before Michael and Joslyn were leaders in the title world together; however, they owned an advertising agency that focused on the real estate industry. They admittedly didn’t know anything about title insurance until being introduced to title sales through their advertising business in 2016.

That spring, Michael decided to start afresh in the title business, while Joslyn spent another year as a marketing director for a large real estate team. Later Joslyn spent time in business development with a large mortgage company and eventually joined Michael in 2018, landing at Fidelity National Title to build their husband and wife team together.

...

“

We have always strived to be the technology leaders in our market and will continue looking for ways to be better for our partners and consumers.



...

Michael and Joslyn have since added members to their team by developing young “organic” talent as a feeder program into the Fidelity Sales Team. Because of their entrepreneurship background, they are very solutions-based and treat their partner’s business as if it were their own.

“We are both entrepreneurs at heart and love to help agents achieve their goals,” says Michael. “When our agent partners are winning, we are winning, and we both are extremely competitive and want to be the best. When I look at the top 500 and see close to 100 names we get to work with, then that’s when we are most inspired and fulfilled.”

Michael and Joslyn value building relationships with their top producing real estate clients, but know that this business is also built on helping improve their business ... and long lunch meetings don’t simply cut it anymore.

“We understand that lunches and happy hours don’t help our producers achieve their business goals. Our RE-ALTOR® clients value our partnership because we strive to always lead with value first,” Michael explains.

“We lead with tech, title, and marketing solutions. We try to stay away from ‘traditional’ title sales that are built on pop-by gifts, pens, donuts, etc., but instead, provide solutions to make our client partners more efficient in their business. Our goal is to help you do enough business that you don’t need my logo on your notepad, but instead, you’ll put your personal branding on your own stuff.”

Michael and Joslyn have always aimed to be on the forefront of change. They don’t shy away from

...





“**SUCCESS** is
when others talk
about you more
than you talk
about yourself.”

it, but rather embrace it, and strive to be instruments of change as well, change for the good. “As the industry is continuing to change, who you partner with matters!” Michael says. “Most real estate industry professionals run from change and get upset. We welcome the change and adoption of technology in our business.”

“We want to be remembered as people that helped change how title sales is done in Las Vegas, taking it from pens and pads to value-based marketing.”

Even Michael and Joslyn kids – Matthew, 16, Annabelle, 14, and London, 11 – share their affinity for technology, as they are always trying out the latest and greatest in the technology field. Matthew is even employed as a professional gamer and streamer.

“Success is when others talk about you more than you talk about yourself,” says Michael. “In Las Vegas, if someone asked for a good referral for a Title Rep and our name comes up the majority of the time, then that’s success to me.”



announcement

How Does Someone **MAKE** The Magazine

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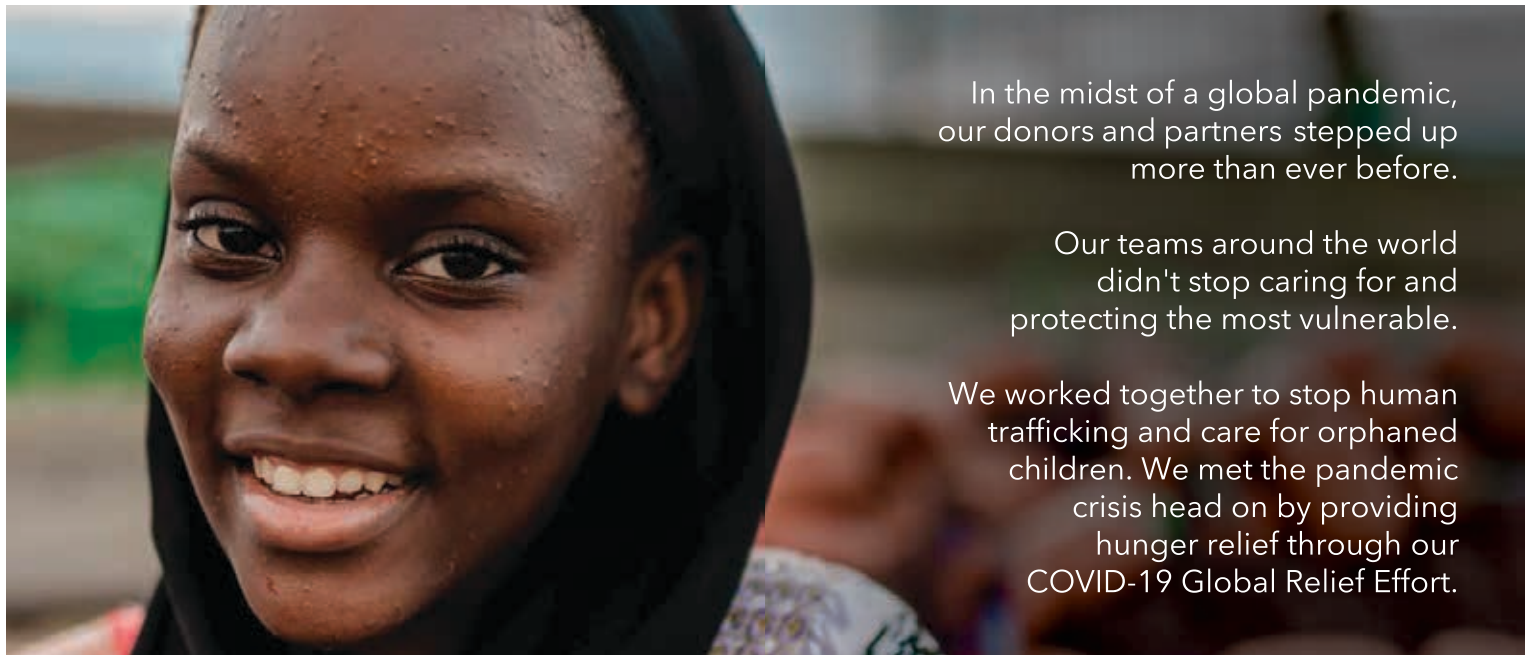
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2020 IMPACT REPORT

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108,647 INDIVIDUALS RECEIVED COVID-19 RELIEF AID
3,118 PEOPLE INTERCEPTED
138 ARRESTS
331 STAFF
272 SUBCOMMITTEE MEMBERS
56 TRANSIT MONITORING STATIONS
18 FAMILY HOMES
208 CHILDREN
1 SCHOOL
187 DREAM SCHOOL STUDENTS

2020
TOTAL NUMBERS

AFRICA

ASIA

- WHERE WE WORK
- COVID-19 RELIEF
- BOTH

OUR WORK IN 2020



CARE FOR THE MOST VULNERABLE

Beloved Home celebrated a new addition during Nepal lockdown. In September, the home parents had their second child, Ezra, so there are now 14 children living at Beloved Home. All of the school-age children attend The Dream School, and most of their 2020 schooling was conducted online. Two young adults who used to live in the home now live independently. Although they no longer live at Beloved Home, they are actively participating in our Children's Futures Program and still occasionally visit the home to spend time with their brothers and sisters.

PROVIDE COVID-19 GLOBAL RELIEF

In June, our staff in Bangladesh provided food to 500 women and their children living in the Daulatdia Brothel. Since the COVID-19 pandemic and subsequent lockdown began, they had not had access to food. Because of their occupation, nobody would help them. Our staff shared that these women were "crying and tears were coming from their eyes because of joy to have the quantity of food packages we distributed to them. We saw that some women were not able to hold the rice packets because of the weight, but they were laughing and joy was coming from their heart."



STOP HUMAN TRAFFICKING

In Sierra Leone, a baby girl was intercepted from being put to death. Certain tribes in West African villages believe that twins are born with special powers, and as a result, twins are often killed in infancy. Several months ago, when one baby's twin died during birth, local villagers believed the surviving baby was responsible and demanded that she be taken to the witch doctor to be put to death. Our monitor was visiting the village that day to educate the community about trafficking. She was able to intercept the baby, who is now safe with a child protection organization.



THE WORK THAT WAS DONE IN 2020 HIGHLIGHTS THE HEART OF OUR MISSION OF SHARING GOD'S LOVE THROUGH ACTION AIMED WHERE IT IS MOST NEEDED.

Thanks to all of you who are partnering with us to make this crucial work a reality. The need is great, but together, we will find a way to reach as many people as possible.

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A'

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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



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134 MONTHS

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*TOTAL CLAIM RESERVES/PAYMENTS YTD 3/7/2020

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