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**From Army Service to
Customer Service**

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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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cover REALTOR®

Written by **Chris Menezes**
Photography by **Liliya & Albert**,
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MIKE ROLAND



MIKE ROLAND WAS LOST BEFORE GETTING INTO REAL ESTATE. AS A FORMER STAND-OUT HIGH SCHOOL FOOTBALL PLAYER, WHO RECEIVED A SCHOLARSHIP TO FRESNO STATE AS A DEFENSIVE LINEMAN. MIKE EVENTUALLY REALIZED HIS FUTURE DREAMS OF NFL GLORY WERE JUST THAT, A DREAM. ONCE MIKE REALIZED HE WOULD NOT HAVE A FUTURE PLAYING FOOTBALL, HE FELT AS THOUGH THERE WAS NOTHING LEFT TO GIVE HIM PURPOSE.

Dazed in his twenties, Mike stumbled into bartending and did odd security jobs here and there. For years he worked at Stoneys, a local country bar, as security, barback, and bartender and eventually became a manager. “I wandered through most of my twenties without a purpose. I woke up every day without anything to motivate me or to challenge me once I no longer was playing football. I was forced to clock in and clock out of a place I had no desire to be,” Mike explains.

“I believe most people who are lost or unhappy just haven’t found their purpose yet,” he continues. “They need to find something that gets them excited to get out of bed. For me, that wasn’t necessarily real estate, but to build something, to be the best at something. It can be anything to anyone, but for me, it was first being the best real estate agent I could, then it became to build the best team that I could.”

Mike’s first step to finding that purpose again actually came through Stoneys, when he met his wife, Molly, who was also a bartender. After dating for a couple years, they bought their first house and got married. “Molly screwed my head on pretty good after we got hitched,” Mike jokingly admits. “As a Las Vegas native, I love it here, but you can get in trouble living here if you don’t have a good head of your shoulders.”

While Mike and Molly were ready to build their life together, having gotten married and purchased a house, just two weeks after they came back to their honeymoon, Mike was let go from Stoneys,

...

as it had been acquired by new owners. “We were young and broke at the time. We spent every extra dime we had on the wedding and honeymoon. We were in financial trouble, to say the least,” says Mike. “Luckily the home we purchased years earlier in 2012 had a good amount of equity built up. Without any other options, we were forced into selling our home and one of our cars just to make ends meet.”

It was around this time (2015) that Mike decided to get into real estate. He remembered enjoying the process of buying his first home and thought he could be good at it. Plus, he didn’t really have any other options.

Mike struggled for the first couple of years as a new agent getting his footing in the industry. “I remember having to carpool with Molly to drop her off at work and then pick her up again after her shifts. Thankfully the proceeds from the sale of our first home, along with Molly’s income bartending was enough to get us through the first couple of years when real estate was less than lucrative.”

Once Mike got into the swing of things, business started to take off. Mike says the biggest game-changer for him was joining Platinum

R.E. Professionals three and a half years ago, where he formed The Roland Team.

“It’s been extremely fun and exciting. You can never get bored in the world of real estate. There is always something to do. Once I accomplish something, I look for something new, and in real estate the options are endless.”

Mike is currently focused on making his team the best they possibly can be. “The way I run the business is by surrounding myself with amazing people. I truly care about my team and I want to see them be successful in this industry,” he says. “They are my team, but they also are like my family. Through the highs and the lows, we endure together...as a team.”

Molly has since joined Mike in real estate and is part of The Roland Team. Outside of real estate, Mike enjoys reading, working out, and hanging out with Molly and their four dogs – Chubbs, Charlies, Baxter, and Becky.

“I owe everything to God, my wife Molly, my parents, my siblings, my brokerage and everyone at Platinum R.E. Professionals and of course, The Roland Team. I’m happy I got a second chapter to my story. And I plan on making the most of it.”

“ I OWE EVERYTHING TO GOD, MY WIFE MOLLY, MY PARENTS, MY SIBLINGS, MY BROKERAGE AND EVERYONE AT PLATINUM R.E. PROFESSIONALS AND OF COURSE, THE ROLAND TEAM.

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Heather Flinn



Alex Dimosantos



Amber Holliday



Annie Verruno

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WE ENDURE TOGETHER
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Joel Adams



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Derek Delp

THE LONE WOLF



Many of the Purdue Alumni Club events are held here at Nevada Brew Works.



►► trailblazer

Written by **Chris Menezes**
Photography by **Liliya & Albert**, Chernogorov Photography
Photographed at **Nevada Brew Works**

For the past 18 years, Derek Delp has been a “lone wolf” in the real estate business, and someone who prides himself on handling the whole process from A to Z. That’s just the sort of guy he is – albeit some people might think it’s a bit crazy. As one of his former clients put it, “REALTORS® are a dime a dozen, but Derek is one in a million.”

It’s Derek’s good humor and humble demeanor that makes his service so appealing to his clients. His passion to help others is also what drives him to make life fun and to take the risks necessary to succeed, like moving out to Las Vegas 22 years ago without a job. To be fair, he did have a lot of support from his parents with that one.

“My parents have always supported me no matter what crazy ideas I had. When I said that I wanted to move to Vegas without a job, and that I had saved money to make it happen, they encouraged me to chase my dream and that...worst case scenario...I could always come back to Chicago.” Ironically, they’ve since moved to Vegas too.





...

Derek came to Vegas after earning his degree from Purdue University in Restaurant, Hotel, and International Tourism Management, with intentions to get a job at one of the many hotel openings at the time and Derek credits his brother-in-law for ultimately setting him on that path. “I grew up with two older sisters. This guy is the reason I went to Purdue and the reason I got into the hotel business, which ultimately landed me in Vegas. He owns a successful marketing/branding firm in Chicago and to this day, is still a guiding light to me.”

Initially, when Derek landed in Vegas though, he got a job as a valet/bellman. He was making so much money parking cars and carrying bags that getting into hotel management and progressing in his career would have been a step backward...financially speaking. The stagnancy of which he found himself made him realize he needed a change.

About a year before getting into real estate, Derek took over the presidency of the Purdue Alumni Club. The former president, Ellen Fahr (coincidentally a former Real Producer), pushed Derek to get into the real estate business. “When I entered real estate, my first broker literally said to me that my first deal might possibly be my hardest, and he might’ve been correct. DO NOT let one deal (especially early on) get you down!”

Unfettered by short-term challenges as he never takes an opportunity for granted, Derek has always played the long game in real estate. That has translated to taking every single lead that comes his way (big or small) and not thinking in terms of commissions, but in treating every deal as an opportunity to build his brand. As a result, his rental pipeline has become a huge part of his business.

For example, before “The Property Brothers” became known as such, Derek worked on a rental with one of the brothers, and ended up staying with him as a client. The partnership later blossomed into an amazing friendship and valuable business opportunity. “I cannot tell you how many rental leads that have turned into great sales opportunities and even more importantly, great friendships! There will be a day when your pipeline will dry up, so go back to the tools that worked before, because they’ll work again.”

...

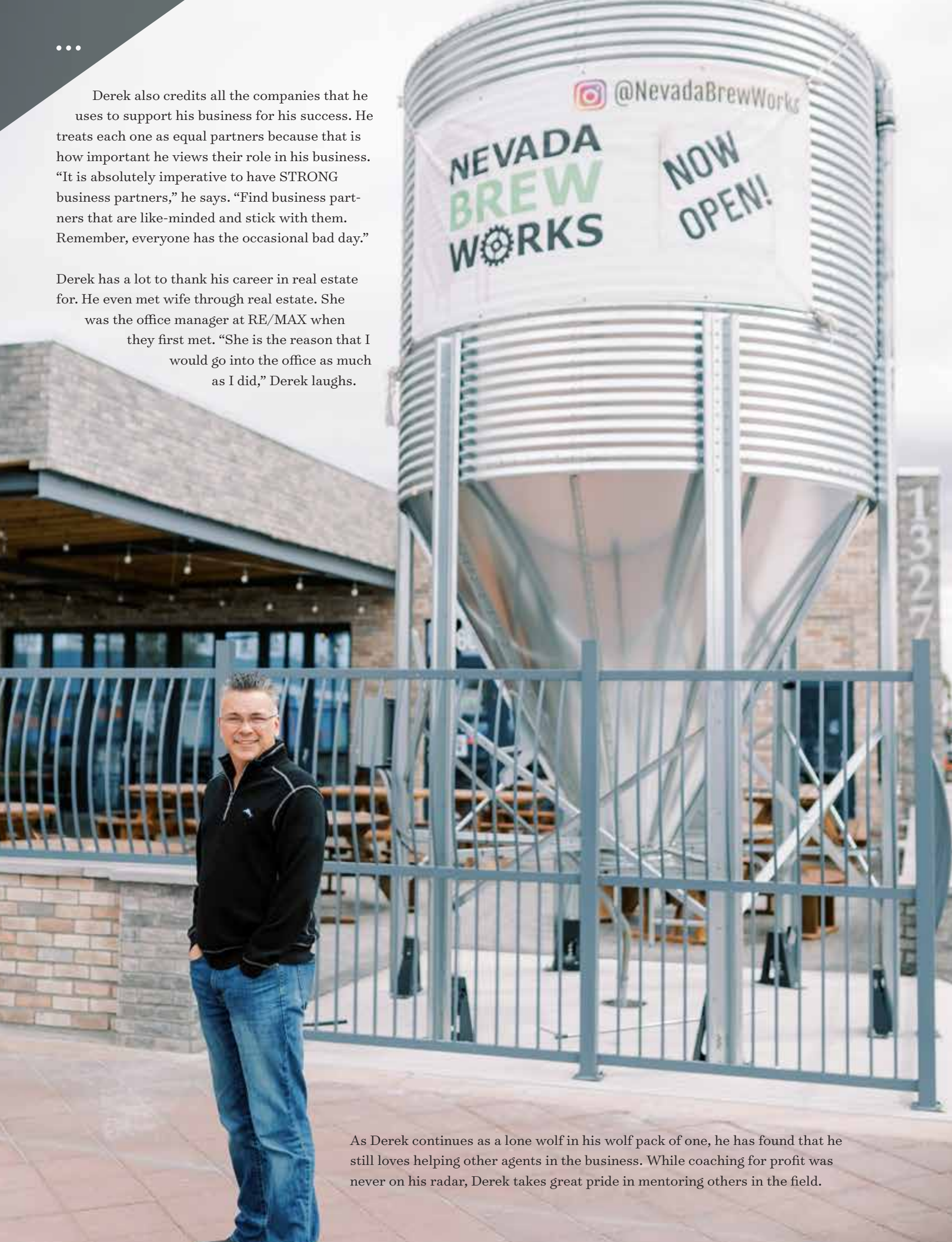


“When I entered real estate, my first broker literally said to me that my first deal might possibly be my hardest, and he might’ve been correct.

DO NOT
let one deal
(especially early on)
get you down!”

Derek also credits all the companies that he uses to support his business for his success. He treats each one as equal partners because that is how important he views their role in his business. "It is absolutely imperative to have STRONG business partners," he says. "Find business partners that are like-minded and stick with them. Remember, everyone has the occasional bad day."

Derek has a lot to thank his career in real estate for. He even met wife through real estate. She was the office manager at RE/MAX when they first met. "She is the reason that I would go into the office as much as I did," Derek laughs.



As Derek continues as a lone wolf in his wolf pack of one, he has found that he still loves helping other agents in the business. While coaching for profit was never on his radar, Derek takes great pride in mentoring others in the field.



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▶ back to basics

Written by **Chris Menezes**
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JASON SCHIELKE

DOING WHAT IT TAKES

Jason Schielke is not a quitter. He is the perfect example of persistence and doing what it takes to become successful, even if it means restarting and getting back to basics. When Jason moved to Las Vegas from New Jersey and entered real estate ten years ago, he did really well for a good three years or so. Then, about seven years ago, he found himself having a really tough year.

“Every transaction seemed to be canceling for one reason or another, and I considered that maybe this wasn’t the business for me any longer,” Jason explains.

You see, while Jason did well in the beginning of his career, he also knew that he didn’t have any sales experience, which gave him room to doubt his abilities. But with a degree in Finance from the Stern School of Business at NYU, and a passion for investment and financial analysis, he really didn’t need to doubt. But hey, he’s only human.

Luckily, he didn’t give up. Instead of walking away, Jason rolled up the proverbial sleeves and went back to the basics to grow his

business again. He had a large database of contacts that he had amassed over the previous few years that he started to leverage again.

He also started to network with fellow agents around the country. Within his networking, he connected with a group of agents from major cities around the world who have been a source of support and encouragement ever since. “They have been generous to share their knowledge, ideas and struggles with me, and vice versa. It’s great to know that you are not the only one struggling with something in business, or life.”

From there, Jason built his business to where it is today, as the top solo Keller Williams agent in the Las Vegas/Henderson area (by volume sold in 2020). Jason also credits Debbie Zois, the operating principle and owner of Keller Williams Realty Las Vegas, for his current success. “Years ago, she saw something in me that I probably didn’t see myself at the time,” says Jason. “Despite all the headaches I have caused her over the years, she was relentless in pushing me and offering me opportunities I didn’t know I wanted or needed. Without her, I wouldn’t be the person I am today.”



“

Despite all the headaches I have caused [Debbie] over the years, she was relentless in pushing me and offering me opportunities I didn't know I wanted or needed. WITHOUT HER, I WOULDN'T BE THE PERSON I AM TODAY.



As real estate has become a 24/7/365 business, you need to put processes in place to separate your personal life from your business. LIFE MOVES PRETTY FAST. IF YOU DON'T STOP AND LOOK AROUND ONCE IN A WHILE, YOU COULD MISS IT.

”



...

Today, Jason is passionate about using leverage to free up some of his time to pursue more charitable giving and volunteering efforts. Jason works with Three Square Food Bank, GiveDirectly.com (which sends donations directly to the world's poorest areas), and Saint Jude's. Saint Jude's sits especially close to his heart, as his brother survived childhood cancer when he was very young. "I remember the organizations and people that saved his life, and also made our lives more comfortable. St. Jude's did not provide services to my brother or my family, but their mission is important to me and really resonates."

Jason also works with Nevada Partnership for Homeless Youth through his brokerage, which has provided numerous volunteer services over the last eight to nine years. Lastly, Jason also provides assistance to those that fall between the cracks of public and private assistance, like paying the rent for those who are struggling, providing funds for everyday expenses or giving toys and school supplies to children in need.

"I strive to run my business as efficiently as possible, so I can pass those benefits along to my clients, fellow agents, and to those in need."

When Jason isn't working, he enjoys hiking and being outdoors. He goes for early morning hikes most mornings, and on the weekends he typically leads larger groups of friends and fellow agents on hikes in and around the southern Nevada area. "I love hitting the road and visiting new places, including a month-long road trip this past summer."

Jason is also an avid reader and mostly reads non-fiction books on science, astronomy, mathematics, and physics, which has been a childhood passion of his. Another childhood passion includes baseball. As a New Jersey native, he is a huge New York Yankees fan.

"As real estate has become a 24/7/365 business, you need to put processes in place to separate your personal life from your business," Jason emphasizes.

As he likes to say in one of his favorite movies, "Life moves pretty fast. If you don't stop and look around once in a while, you could miss it."



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