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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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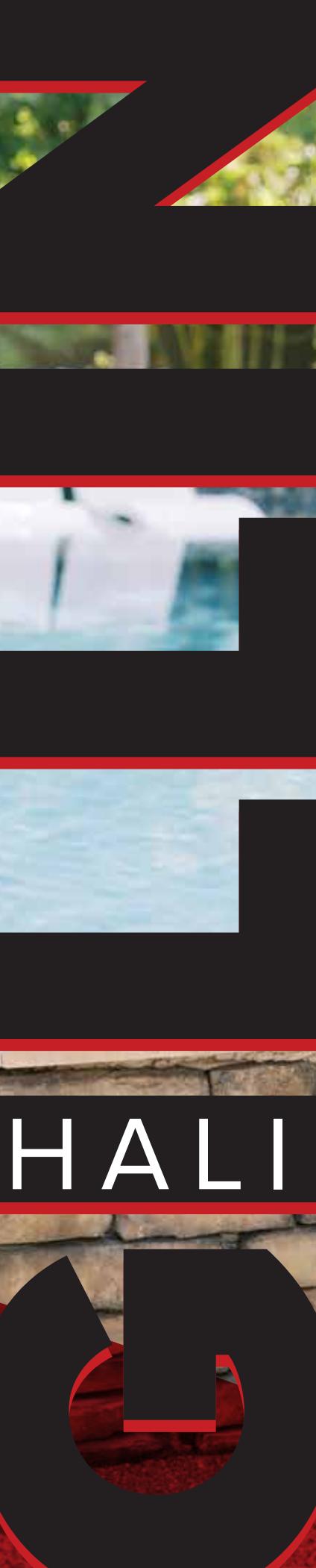
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► cover agent

Written by **Chris Menezes**

Photography by **Liliya and Albert**, Chernogorov Photography

THE ANGEL OF REAL ESTATE

For over three decades (since 1987), Hali Gillin has utilized her energetic personality and love for helping people to build an amazing real estate business based on a simple motivation, making a difference in the lives of people throughout the city. Hali and her (guardian) Angels have been doing just that and reaching new heights every year.

Last year, Hali's team—Hali's Angels—produced over \$90 million in volume, which they are currently on track to surpass this year. To Hali and the Angels, those numbers represent much more than a production goal, "they are a testimony to the number of people and families we have been able to help and protect!"

"Helping people is my passion and real estate is a venue that allows me to do that," Hali says. "I get to help people make one of the biggest decisions of their life! I also get to stay in contact with them and see how their families grow up, etc. It is so rewarding. The Angels and I set out to protect the interests of all of our clients (like any good guardian angel would)."

Originally from Southern California, Hali moved to Vegas at age 17 to attend UNLV and later relocated to the Canary Islands after getting married. There she learned to speak Spanish, and how to run a business. After moving back to Las Vegas, Hali jumped into real estate at the bright age of 21 and has never looked back.

"Living in the Canary Islands opened my eyes to an entirely new world. I saw that even though the culture was different, we are all alike. We all have the same basic needs and desires, like caring for our families and desiring a nice, safe place to call home," Hali explains.

Her passion for helping people catapulted her business and allowed her to stand out from the rest. As her business grew, she realized she needed some help. She hired an assistant and although having some help made a big difference in the workload they could handle, it was only the beginning. In fact, that was really how Hali's Angels was created in 1999.

• • •

Hali's first real Angel on the team was Wanda Ockey, a highly intelligent woman with a million-dollar attitude. As the team grew, Hali realized she needed a team manager to take the group to the next level. Sonia Eldar, Hali's business partner, was just that person. Sonia is a consummate professional, and a successful former business owner with years of experience in real estate and business development. She was just what was needed to take the team to the highest levels.

In addition to Sonia, Hali's daughter, Destiny, decided to follow in her mother's footsteps with a degree in multimedia marketing and a fresh millennial perspective.

After years of being a female-dominated group, Hali's Angels took on a few "Bosleys": Brandon Johnson, Tyler Watson, and Javier Heyer. The fresh male perspective was a fantastic addition. Along with the talented angel Stephanie Finch, plus their

administrator, Rachelle Van Duser, they are now a team of nine highly motivated experts.

Each team member contributes their own unique skills, raising the bar for the entire team. Helping her agents be successful and taking care of them is just another way Hali can make a difference in people's lives. A broker since 1999, Hali has also been a mentor, trainer, and international motivational speaker.



“
HELPING PEOPLE
IS MY PASSION
AND REAL
ESTATE IS A
VENUE THAT
ALLOWS ME
TO DO THAT.
”

The best advice that she gives other agents is to “work in your strengths and surround yourself with people who are as good or better. Focus on the people, not the money, and the money will come.”

Hali feels a strong bond to her city and has dedicated herself to make an impact not only in real estate but also in the lives of those less fortunate. In 2020, one of the hardest years Las

Vegas has ever seen, she and the team were able to donate over \$28,000 to “Hope for The City” – one of the largest food banks in Las Vegas.

When Hali isn’t working, she enjoys going to church, working out, singing, dancing, and traveling. In addition to singing and dancing, Hali also plays the saxophone and the flute. She gets her musical talent from her parents, Marty and Elayne,

who are famous for being the longest-running music act to play in one venue (The Dresden Room) in the history of Hollywood entertainment, and for their appearance in the film, *Swingers*.

While Hali might not be known in Hollywood, she and her angels have made quite the reputation for themselves in Las Vegas, and she wouldn’t have it any other way.



“
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► meet our
partner

Caitlin

Synergy Squad of UHM

A Passion for Service

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

If there is one thing Caitlin Turkovich prides herself on as a managing loan officer with Synergy Squad of UHM, it is her knowledge – informing buyers, agents, and lenders with all the information she's acquired within her extensive career. As an Army veteran, she's hosted many VA loan seminars to veterans, lender 101 classes to agents, and has even coached over 100 fellow lenders on mentality, sales, systems, processes, technology, and loan programs. When it comes to mortgages, Caitlin definitely knows her stuff.

...



“

*I am **passionate**
about my service
and absolutely
love what I do.*



The mortgage industry is the only career Caitlin has ever known outside of the Army. Born and raised in central coast California within a military family, Caitlin was instilled with a desire to serve her country at a young age. She joined the U.S. Army and left for basic training immediately after graduating from high school in 2003.

The Army took Caitlin all over the country and the world. She traveled and lived in places as far as Germany, Kuwait, and Iraq, and proudly served in three deployments in support of Operation Iraqi Freedom. She ended her service in Fort Bragg, North Carolina, in 2011 and entered the mortgage industry, where she could continue her passion for service.

“I didn’t even know what a loan officer was when I was hired in North Carolina,” Caitlin confesses. “While buying a home, my loan officer



at the time, Bryan Wright, was impressed with my organization and offered me a job as an assistant. I had recently separated from the military, so I jumped at the opportunity.”

“As a new hire at Synergy Squad of UHM, I was able to learn the ins and outs of the process, products, and industry in general. Union Home Mortgage took a chance on somebody with no experience and trained me in all things mortgage.

Caitlin soon moved up the ranks. She was licensed as a loan officer in North Carolina in 2014, became a President’s Club Loan Officer her first year, and the following year was named branch manager of her own team. In 2018, she accepted the role of area manager in Nevada. She has since expanded

her team to have a presence in Ft. Bragg, NC, Las Vegas, California, and Ft. Lewis, WA.

“The internal coaching program my company offers has had a huge impact on my career,” Caitlin explains. “I joined my second year in the company to be coached, and then a year later became a coach myself. The program really keeps you connected to the company, encourages growth (within teams and sales), and holds us accountable to our goals.”

Caitlin decided to move to Vegas in 2018 to be closer to her family. She had spent her entire adult life on the east coast away from all her relatives. “Having ‘grown up’ relationships with my mom and sisters is amazing! Plus, I have a niece and three nephews who all live locally. I love going to flag

•••



I joined my second year in the company to be coached, and then a year later became a coach myself.

*The program really keeps you **connected to the company**, **encourages growth** (within teams and sales), and **holds us accountable to our goals**.*

... football games and Sunday family dinners and don't feel like I'm missing out anymore."

Caitlin loves anything involving sports. She is a die-hard Cowboys fan, though confesses she is cheating a little with her Raiders PSLs, and goes to every Vegas Golden Knights and Aviators games she can. Having been in Vegas for just three years now, she is still enjoying attending all the shows, concerts, clubs, and entertainment the city has to offer.

Caitlin continues to build her mortgage business on authenticity, staying true to herself and her passion for service. She doesn't try to hide her tattoos or try to fit the "stuffy banker" mentality. "I am who I am," she admits. "I am passionate about my service and absolutely love what I do."

“
Having 'grown up' relationships with my mom and sisters is amazing! Plus, I have a niece and three nephews who all live locally. I love going to flag football games and Sunday family dinners and don't feel like I'm missing out anymore.



Written by **Chris Menezes**
Photography by **Liliya and Albert**,
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**“I MADE A
PROMISE
TO MYSELF
that I was
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RADICALLY
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EVERY WAY
POSSIBLE
and build
something
beautiful.”**



Nate ELESER

Creating Something Beautiful

“The key to happiness and success is consistent growth in all things. I am living proof that no matter how bad your circumstance is, no matter how far the odds are stacked against you, you can still make something beautiful.” – Nate Elser.

Nate Elser came from nothing and went even further down before he began climbing back up. Life had beat him to his knees, but he realized through it all that it's not about how hard you can hit back, it's about how hard you can get hit and keep moving forward.

Born in San Francisco and raised in Reno, NV, from the age of 9,

Nate spent a large chunk of his childhood homeless on the streets with his mom. By age 14, he decided to leave that

His journey continued on a downward trajectory for a while and Nate ended up serving time in county jail. But while he was there, he joined a support group once a week that helped him get his mind back in the right place. “They started each group meeting with a motivational video from YouTube,”

situation and live on his own. He earned his GED by age 16 and began working construction for the next few years, doing everything from framing to electrical, painting, and drywall. He even helped build the Tesla Gigafactory in northern NV.

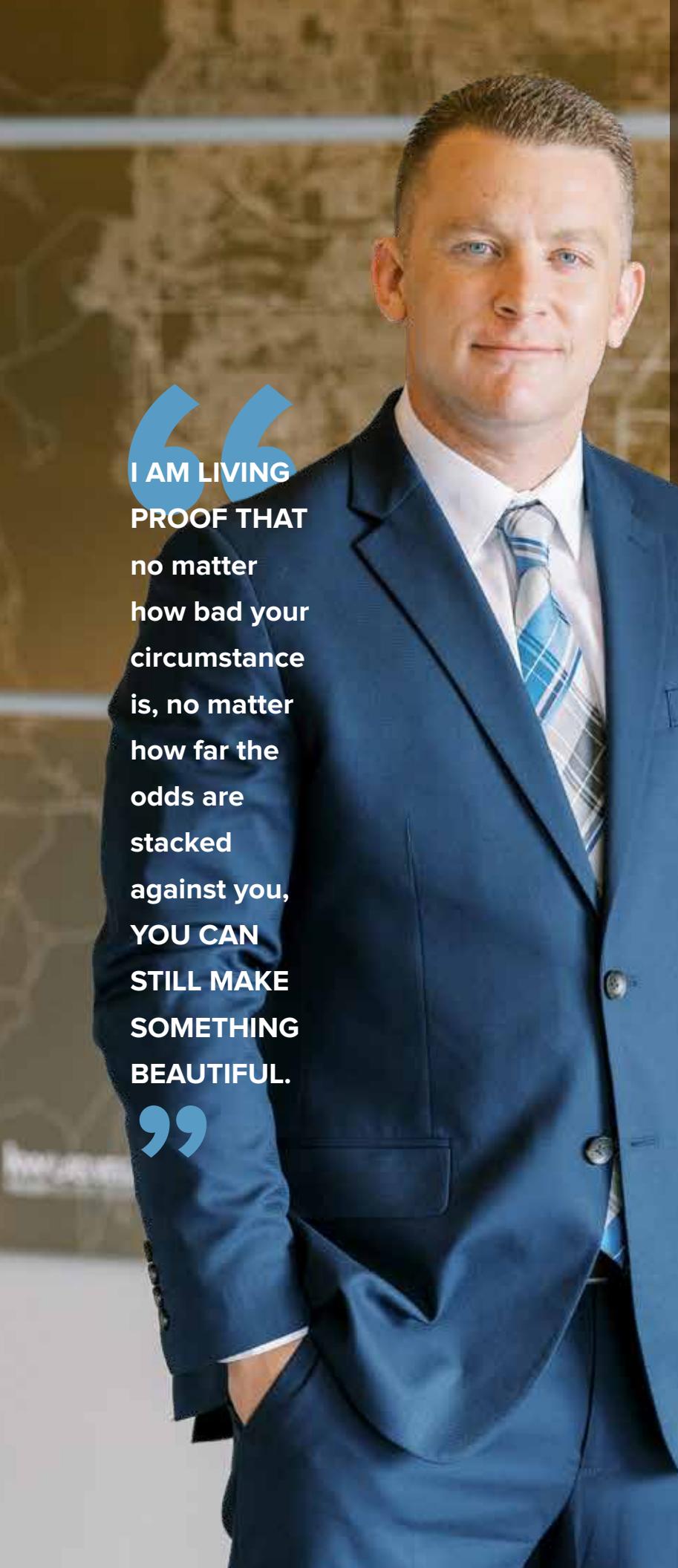
He was given his first opportunity in real estate at age 19, working with several large, multi-family complex properties, and doing onsite property management for 32 doors. He did that for five years, up until the age of 23, when he was diagnosed with adenocarcinoma (stomach cancer) and lost everything. “I lost my home, my business, all my family, and I went into a really dark place. I wanted to die,” Nate admits.

Nate was put into diversion court, where he was able to wipe his record clean. After earning his freedom in 2017, he got into real estate and sold 23 homes in his first eight months with Keller Williams. He has been a top producer ever since. “I was meant to work with people and be in real estate. Since I was 19-years-old I have taken to this like a fish to water.”

“David Goggins, Eric Thomas, and Dr. Les Brown are the three motivational speakers that really resonated with me. Their words helped me accept responsibility for every aspect of my life and have the intestinal fortitude to push forward and build something amazing out of the ashes of my past life.”

On September 25, 2016, Nate was getting out of county jail and was looking at a 9-to-19-year prison sentence for weapons charges, which was part of his previous sentence. He had just recovered from stomach cancer, was completely homeless, and had nothing but the clothes on his back. “I had no one. But I made a promise to myself that I was going to radically change my life in every way possible and build something beautiful.”

...



**“I AM LIVING
PROOF THAT
no matter
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STILL MAKE
SOMETHING
BEAUTIFUL.”**

...

Nate moved to Las Vegas in 2019 to “test his salt” and build a real estate business from scratch. “It was the best move I have made in my life,” he says. “I have seen other cities, other states, and other countries, but the Vegas move has opened up so many doors for me (pun intended) and it’s not even funny. I love this city, its people, and the endless opportunities that exist here.”

In the last 12 months, Nate has closed over \$13 million. He also established the Elser Home Team and is passionate about building both a residential and commercial sales team. His goal is to grow his residential team to six agents with an annual production of \$50 million.

And this is only the start for Nate.

“My long-term goal is to open my own investment firm. This firm will work in the securities industry as well as the real estate industry. The primary focus will be limited partnerships, developing private REITs, and major commercial acquisitions for sophisticated investors and institutional investors. I envision billions of dollars in volume invested yearly.”

Nate’s goals are just as big as his daily actions. He is planning to hike Mount Kilimanjaro in September to raise funds to fight veteran suicide and has partnered with Stop Drop Push 22 to do an eight-day, 42-mile hike up to 19,000 feet in elevation. He is also a licensed skydiver with over 50 solo jumps, an advanced open water scuba diver, and jiu-jitsu and kickboxing practitioner.

“Never give up no matter what your circumstances are,” Nate says. “Continue to push even when that little voice in your head is telling you to stop, and know in your heart of hearts that this is all going to work out.”

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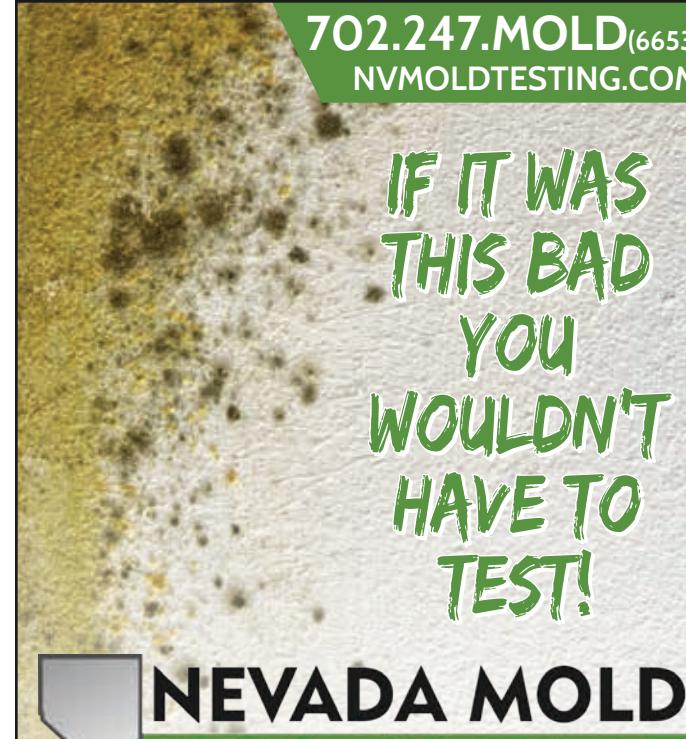
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Kirby Scofield is a born entrepreneur. While he has had many successes in his life, he has also had many failures. Yet, his willingness to never back down, take chances, pivot, and put himself out there is exactly why he has been able to build a successful brokerage at Scofield Realty.

Kirby has been building businesses since he was a young kid growing up in northern California. He started at age 11, pushing a lawnmower door to door and quickly gaining clients. One of his clients was a top guy at Intel, so, instead of paying for lawn service, Kirby convinced him to teach him how to build computers.

By age 12, Kirby had obtained his first business license to sell computers

and by 16, he was selling computers to the school district. By age 20 he had built 10 different companies, which included running a Bulletin Board Service (BBS), an internet-like service predating the Internet where he made money off subscribers.

"I was very very busy in my younger years – constantly switching cars and jobs a couple of weeks at a time and then upgrading. I've had probably 75 jobs and I'm on my 95th car," Kirby says.

Kirby moved to southern California at 21 years of age, where he went to work at Citibank and met his friend and business associate, Aaron Lopez, who is now the Listing Manager and Compliance Manager for Scofield

Realty. When Aaron decided to move back home to Las Vegas, Kirby threw

caution to the wind, transferred jobs, and ended up sleeping on Aaron's mom's couch for four months while he got on his feet.

After six months at Citibank, Kirby went to New York Life and became a fully licensed insurance agent. He was doing pretty well until 2008 hit and the economy collapsed, forcing him into foreclosure and divorce.

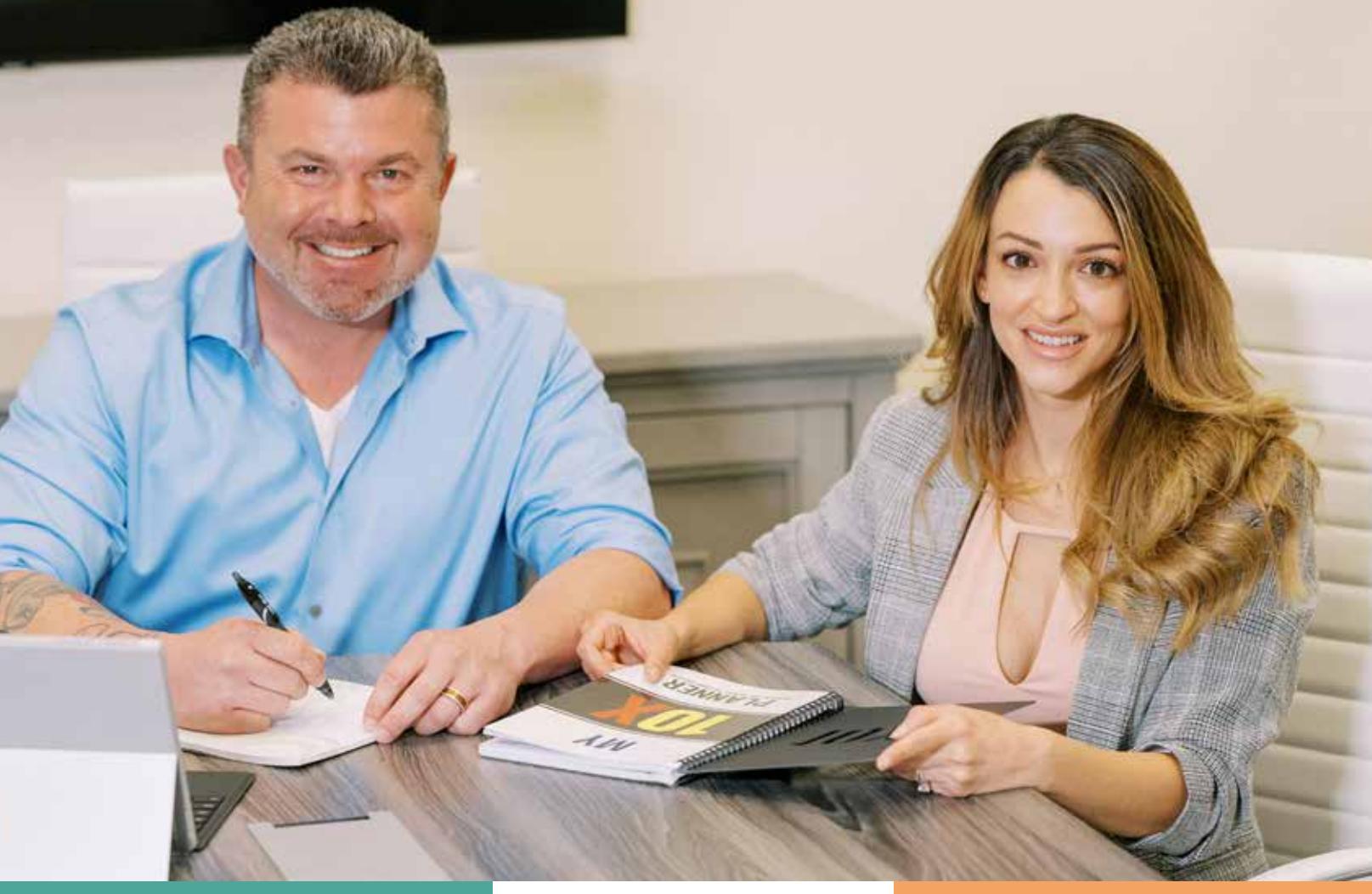
"I was in a 'not Kirby kind of state. I was depressed and my prior business was failing, due to where the market and, mainly, my head was at. By 2010, I was turning 30 and said 'screw this, Kirby is back.' I changed careers, let the past go, and charged on," he explains.

Kirby went into real estate in 2010 and three years later he won Las Vegas REALTORS® YPN 40 under

“

It's important to keep the vibe, work hard, and enjoy the moments. Never think it's over. You can always pivot, shift, and excel no matter where you find yourself.





40 that same year, while also establishing Scofield Realty. Then, in 2015, they decided to try and open a real estate office in San Diego. "We call it our three-year Airbnb," Kirby explains. "I was flying back to Vegas sometimes twice a week. We were averaging \$15 million a year in California and \$35 million in Las Vegas. It wasn't panning out in California and Vegas was booming, so we decided to move back and focus fully on Vegas."

Although Kirby's California dream never fully materialized, he was determined to make Scofield Realty Nevada the best it could be. Focusing on agent growth, Kirby set up a scholarship program in 2020, where they began recruiting and putting

people through real estate school to join the brokerage afterward. Conducting 10-15 interviews a week, they currently have 55 in school now, and roughly 10 have passed and have become part of the team.

Scofield Realty saw a 90% increase in production in 2020 and is already seeing a 135% in 2021. Now that COVID restrictions have ended, Kirby says their whole focus is on the community. They hired a full-time media crew in January 2021 and will be spotlighting local businesses weekly and putting together monthly events.

"Our whole team wants to build ourselves in our community. It means a lot to everyone that we can now do it again."

In addition to building out his team and focusing on agent growth this year, Kirby is looking forward to traveling again. He plans to go to Dublin and Italy and try to make it to Hawaii at least twice a year. Few things keep Kirby's attention like sports and cars, so you'd be hard-pressed to not find him watching a Broncos, Padres, or Vegas Golden Knights game. He also has a show-worthy cl0 and is building a '74 bug, with aspirations of starting a new venture of a classic car shop called Kirby's Klassic's.

"We only have one life," Kirby emphasizes. "It's important to keep the vibe, work hard, and enjoy the moments. Never think it's over. You can always pivot, shift, and excel no matter where you find yourself."

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I spent 12 hours sweating in the 150° weather showing houses to a client that

talked to their day trading neighbor who said the market should crash soon and is going to now wait instead.

relied on a space-ship to do an online application who verified nothing and doesn't actually qualify.

the lender they were pre-approved with convinced them to leave me and instead work with their cousin who just got licensed as a realtor.

got their dream house offer accepted because they got pre-approved with Jessica and beat out cash offers thanks to her quick closing turn-times!



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JOHN

WILLIAMS



Written by **Chris Menezes**
Photography by **Liliya and Albert**,
Chernogorov Photography
Photographed at
Blue Diamond Park
and surrounding area



BUILDING AN AUTHENTIC BUSINESS

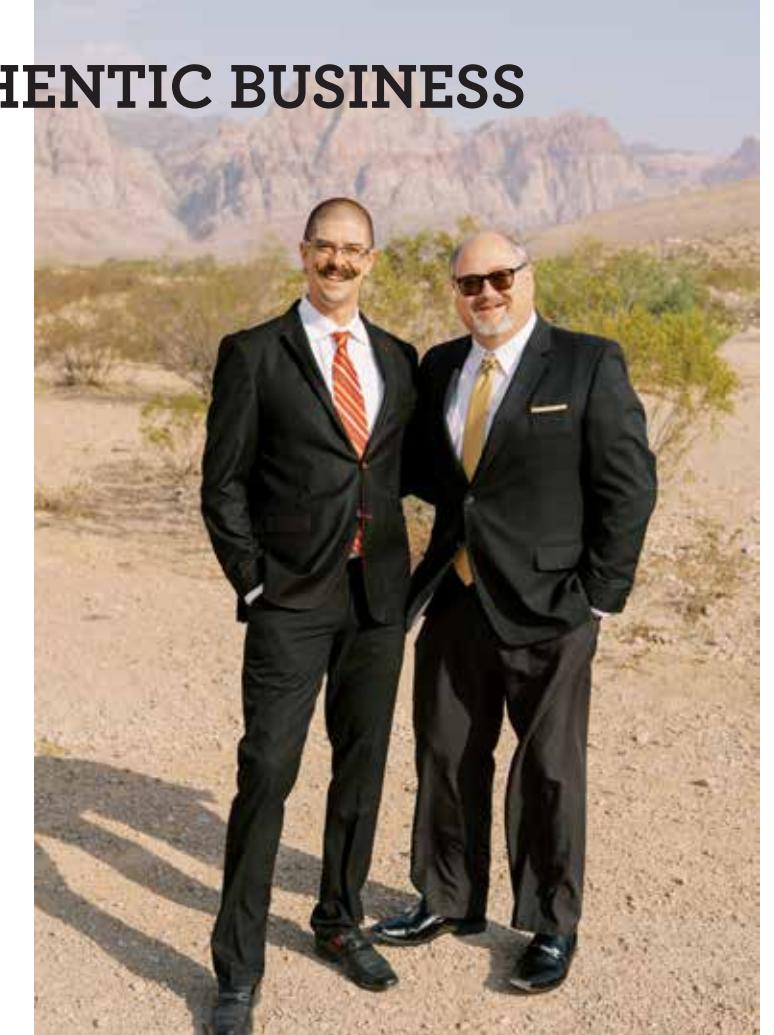
► team builder

Authentic, creative, and caring are just three words that describe John Williams and the reason for his success over the past five years in real estate. While it was a hard grind to get his business to a “good level” since starting out in 2016, all his hard work culminated last year with a production of \$13 million and the formation of the John Williams Group with Berkshire Hathaway HomeServices Nevada.

While staying true to his authentic self and wearing his personality on his sleeve has been a boon to his real estate business, it wasn't always easy for John to be himself, especially growing up in Springfield, MO.

“I struggled with being gay honestly,” John explains. “Growing up, I was singled out in school so badly that

...





in fifth grade the entire class had to sit down to discuss why everyone had issues with me. I just didn't have a mean bone in my body, so I never retaliated or 'fought back' when I was made fun of. But somehow, I managed to persevere and I think those experiences have made me much more mentally strong along with having to find peace with who I am."

With a dream of working for Disney and Pixar, John attended Missouri State University and earned his Bachelor of Fine Arts in Computer Animation. He couldn't deny his natural inclination towards sales, however, and followed his life partner, Scott, to Las Vegas, where he got a job leasing apartments in 2004.

"My parents made a comment about being a REALTOR®, but I just wasn't ready to be so professional," John jokingly admits. "I was still more about having fun back then." Instead, John started working for REI inc., where he could embrace his passion for the outdoors. John loves going on multi-day, long-distance backpacking trips, as well as mountain biking, hiking, off-roading, and just exploring in general. He also loves house and techno music and has been a DJ on the side now for 20 years.



John Williams with Iresha Fitts and Scott Emerson

While John loved the REI lifestyle, his job was a different story. "It was fun for about five years," he explains. "The lifestyle was just great, but the pay was not. Plus, I have learned that I have high expectations of others and myself when it comes to service, and working in retail I found that I had higher expectations than the people above me, which caused friction."

Wanting to foster his love of helping others, along with making some "real money" in the process, John reconsidered going into real estate. Realizing he could oversee his own success and the success of his clients while having more control over his future, he resolved to get his license and get to work.

Right from the start, John fell in love with helping people in real estate and built his business on servicing his clients to the best of his ability. He says his business really jumped to the next level when Scott joined him and began handling all the back-office administration, paperwork, marketing, etc.

"Scott has truly been the game-changer," John says. "Now I can focus on my clients' needs, negotiating and putting deals together, which is what I love and am good at. We complement each other very well and it's amazing."

EVERYTHING I DO IS AIMED AT GETTING MY CLIENTS WHAT THEY WANT. IT'S NOT ABOUT ME, OR MY EGO, OR THE OTHER AGENT'S EGO IN A TRANSACTION. IT'S ABOUT MY CLIENT. PERIOD.

John's clients value his excellent negotiating skills, down-to-Earth, and lighthearted personality, as well as his unique perspective and creative mind. "I tend to lean into the unusual vs. the typical," he says. "Helping people find unique homes with style and character, which is harder to find in Las Vegas. I love the 'Vintage Vegas' homes, along with the custom homes on large lots in unincorporated Clark County areas. However, everything I do is aimed at getting my clients what *they want*. It's not about me, or my ego, or the other agent's ego in a transaction. It's about my client. Period."

Looking into the future, John would like to firmly plant himself as a prominent luxury agent and develop his team to the point where he can step back and take a bit more time for himself. In the meantime, he says he is focusing on helping his teammates to succeed on a greater level than they are now.

With authenticity, superior service, and creative excellence at its core, it will be exciting to see where the John Williams Group will go from here.

announcement 

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How Does Someone **MAKE** The Magazine



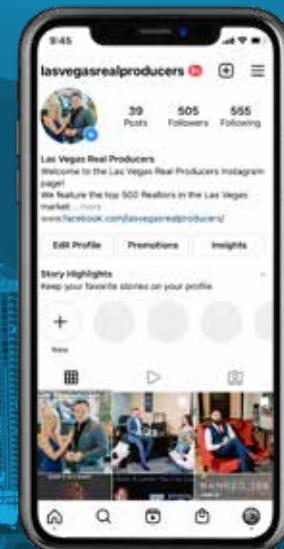
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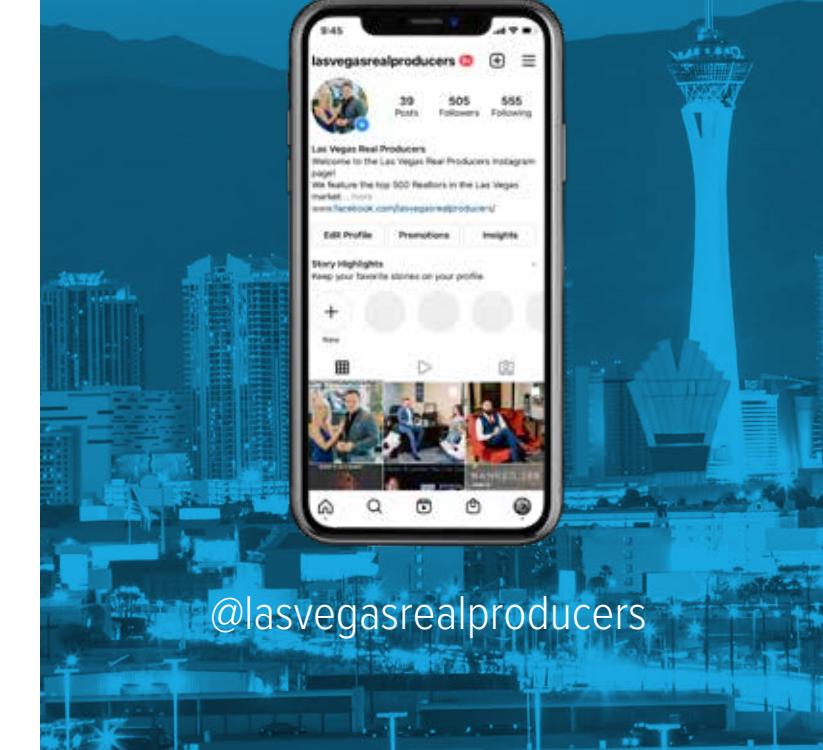
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