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HEIDI HOLLY

CREATING HER OWN LUCK



► trailblazer

Written by Chris Menezes

Photography by Jacqueline Andrea Photography



Heidi Holly has never been averse to taking risks. Having grown up in the Philippines and traveled all over Asia, she experienced a lot of poverty and felt very lucky when she landed in the United States. Seeing the kind of life living in America offered, nothing was going to stop her from taking every opportunity that came her way. And when she ran out of those, she was going to create her own.

Heidi started working at the age of 15 and worked her way through school at Chabot College in Hayward, CA, so she could pursue her passion for travel and real estate investing. Heidi immersed herself in the hospitality industry, working with high-end resorts and even became a flight attendant for United Airlines, a position she technically still holds today, although she has put flying on hold for now.

Heidi started investing in real estate as soon as she could. It actually was an investment opportunity that eventually brought her to Las Vegas. "I got beat out on an offer to buy a condo in Kauai in 2003, so I decided to go to Las Vegas instead," Heidi says.

She moved to Las Vegas at the end of 2003, and two years later, she decided to get her real estate license and pursue her passion for real estate. She was working for a company that was filing Chapter 11 bankruptcy at the time and felt it was safer to create her own opportunity than rely on others.

Within 10 days of starting her career with Coldwell Banker, Heidi sold her first home and never looked back. After moving brokerages a few times, she decided to start her own brokerage and named it Lifestyle LV in 2016. With a heavy focus on real estate investing and working with investors, 30% of her business today is property management, while the other is focused on sales.

While Heidi has had several mentors within her career, both inside and outside of real estate, she says the person who influenced her the most in life was Mrs. Dianne Bibeau (wife to the owner of the Aldo shoe brand). "She worked tirelessly when she was younger and achieved great things because of her hard work and perseverance." Heidi says, "She is the embodiment of class and poise, and always so generous and kind at the same time. She treated me as her equal, always."

Taking a note from Dianne, Heidi has always been driven to do better and be better. She does everything with honesty and always gives 100% to what she does. Her goal is to continue growing LV Lifestyle and make sure all her agents are supported and successful.

Heidi also has a passion for supporting the Successful Survivors Foundation, which helps survivors of childhood trauma can have successful lives. "I consider myself a childhood survivor, feeling alone and the only one to take care of my family when I was young," Heidi admits, "I would like to help those who experienced hardships in life to give them support and mentorship to help in achieving success in life. When I met the founder of the organization, Rhonda Sciortino, who was actually a client of mine at the time, it gave me such a happy feeling of finally belonging to an organization and charity that I felt I could truly make a difference."

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AND MENTORSHIP TO
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SUCCESS IN LIFE.



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When she's not working, Heidi enjoys playing golf, traveling to other countries, and admittedly living her best life. Although she lost out on that condo in Kauai before moving to Las Vegas, she plans to semi-retire back in that area someday while maintaining dual residency in Las Vegas and Hawaii.

Driven by her past, inspired by her present, and hopeful for the future, Heidi remains motivated to tackle everything that comes her way, whether growing her brand, helping her clients and others achieve their goals and dreams, or creating opportunities for her family, who continue to inspire her every day.



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ANDREW DORT

PRIDE LENDING

▶ meet our partner

Written by **Chris Menezes**

Photography by **Chernogorov Photography**



prioritizing people and partnerships

*Andrew Dort has always, **ALWAYS** known the importance of prioritizing empathy and kindness when working with others. He says his work as a Loan Officer at Pride Lending is where personal meets professional.*

“To me, compassion and empathy are two of the most underrated qualities in a successful loan officer. While we hope the answer is yes, it’s sometimes a no. And learning how to deliver that news while keeping people motivated is a skill few seem to possess,” Andrew says.

Being able to make what is normally a difficult and stressful process smooth for his clients is what Andrew finds most fulfilling about his work. Service, speed, and excellent client satisfaction drive the way Pride Lending operates. As Andrew likes to say, “if it’s worth doing, it’s worth doing right.”

Much of Andrew's compassion and empathy for others were shaped growing up in Kansas, where he lived a good portion of his life without others truly understanding the things he was going through. It wasn't until he moved to Fort Collins, CO, in 2012, sight unseen, knowing not a soul, to start a new life for himself, that he was able to feel true acceptance and understanding from others.

“In Colorado, I was able to come to terms with and embrace being gay, and came out to friends and family in 2013,” Andrew reflects. “Although I grew up in Kansas, I consider Colorado to be my true home.”

Andrew came to Las Vegas in 2019 and has since established Pride Lending and its reputation for taking care of others to the best of his ability and building solid relationships everywhere he goes. But his initial entrance into this community and

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I've always been motivated to succeed and work with people I know, like, and respect. Having those people in my corner has helped me tremendously in growing my business.

Respect and trust go beyond every transaction.

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career happened when he was recruited into the industry by a close friend. After putting in the hours in processing for a few years, he moved into the sales side of the business. Having the ability to continually meet and work with people was the main selling point for Andrew.

"I've always been motivated to succeed and work with people I know, like, and respect," he says. "Having those people in my corner has helped me tremendously in growing my business. Respect and trust go beyond every transaction."

Andrew applies the same values to the real estate partners he works with as well. His goal is to form beneficial partnerships within the industry and the community at large. In line with his values of prioritizing people and partnerships, Andrew ensures that Pride Lending spends a significant amount each month on advertising to obtain pre-approved clients that they can, in turn, refer out to their real estate partners.

"I've been so fortunate to work with some of the best in the business and have been able to not only take excellent care of our mutual clients but have also made introductions to new clients and saved deals other lenders could not close," Andrew says.

Apart from its role as a typical mortgage company, Pride Lending focuses on serving the underserved. "As a gay-owned brokerage, we give back to the LGBTQ+ community both financially and by raising awareness of related issues," Andrew explains. "In the world of real estate, we trail our heterosexual counterparts by 16% in homeownership, and just about half of all LGBTQ+ renters fear discrimination in the home buying process. Pride Lending provides a safe space for these people to be seen and heard, to help them achieve homeownership with the help of our amazing real estate agent partners." Andrew is also a proud member of the Gay and Lesbian Chamber of Commerce of Nevada, The LGBTQ+ Alliance, and the National Association of Gay and Lesbian Real Estate Professionals and also participates in both the Las Vegas and Henderson Pride Festivals.

When he's not directly working with clients to help them get the loan set-up they need, Andrew can often be found spending time with his husband, Chris, whom he met in Colorado. Andrew also has a goal of reading 100 books every year and enjoys exploring the drag scene of Las Vegas, where he and Chris currently reside. When they're relaxing at home, they're admittedly known to spoil their corgi, Kya.

At the root of Andrew's values and mission is community, inclusion, and how you can be a better person to those around you. Whether through supporting his customers in having the best loan experience possible or forming lasting and beneficial partnerships with REALTORS®, Andrew is doing all that he can to lift up those around him so that everyone can succeed.



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joey ANDRON

*coming
full circle*

► relentless
Written by Chris Menezes
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j

Joey Andron is relentless. He's a persistent and determined entrepreneur who lives his life with purpose and passion. He has never been afraid to pivot, go the extra mile, or do whatever it takes to care for his family, friends, and clients. While the complete happiness of his wife and kids is his primary focus, he extends the same care and attention to his clients, his team, and his community.

With a profound awareness and interest in making a positive impact in the lives of others, Joey has embarked on an enormous effort to give back to the community by establishing a charitable program within his business called Paybacks for Patriots. The program was developed to provide financial assistance to first-responders (nurses, firefighters, doctors, military, law enforcement, and teachers) by offering substantial discounts on closing costs.

"When the pandemic began, I realized how fragile our income, health, and safety can be," Joey

asserts. "My main purpose was to positively impact our community during challenging times. I am very passionate about helping others grow and succeed."

Currently, Joey is laser-focused on helping his team of six at Simply Vegas and the Chakits Krusawat Group become strong and successful. His main goal is to become one of the top producing teams in the city.

Originally from West Palm Beach, Florida, Joey got his start in real estate in Miami in 2005. He pioneered a pre-construction development in the downtown Brickell area, which sparked the flourishing district that it is today. Joey continued focusing on the luxury condo market until 2009, when he switched his focus and began to participate in the acquisition and disposition of distressed real estate assets. In 2013, Joey moved to Las Vegas and took an opportunity to work for the new home builder, Woodside Homes.

It wasn't until Joey actually left the real estate business that he realized where he truly belonged. "The most defining moment in my career was when

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passionate about
helping others grow
and succeed.

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“I took a leap of faith to try and learn something new, but then quickly realized that my true passion lies in real estate.”

••• I made the decision to leave new home sales to enter the timeshare sales world. I took a leap of faith to try and learn something new, but then quickly realized that my true passion lies in real estate,” he explains.

Joey's venture into timeshare sales didn't only reveal his true passion for real estate but also connected him with one of the most influential people in his life, his timeshare manager, Scott Crawley. “Scott pushed me in high-pressured situations, lifted me, doubted me, believed in me, and ultimately brought the best out of me,” Joey says. “He was relentless. This made me realize the potential that I had, and it allowed me to move past my own fears and limitations.”

When Joey made the transition from timeshare back into real estate, Although it was the most stressful moment in his life, he committed to waking up every morning at 5:30 a.m. and searched for the best opportunities to scale his business and generate the highest quality leads. His drive and perseverance

ultimately led him to Chakits Krulsawat at Simply Vegas, where he says, “the stars aligned.”

“Even though I began selling real estate in Miami, FL, I believe that I've had the most success after joining the Chakits Krulsawat Group because of our transparent partnership and commitment to success. We have both strived and dedicated ourselves to leading a strong team,” Joey explains.

When Joey isn't investing time into his team and building up his business, he dedicates his time to family. He's also an avid cyclist, a top golf player, and loves snowboarding with his friends.

Joey says that if he could go back in time, he would tell himself to just focus on one thing and block out the rest of the noise. And now that he knows the true value of a team, he wouldn't work alone, and he would search for a highly motivated and committed team. As he continues moving forward in the business today, it's his exclusive mission to be a resourceful source of support for his clients.





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Buck HUJABRE

HAVING SERIOUS FUN

► leadership

Written by **Chris Menezes**
Photography by **Chernogorov Photography**
Photographed at **The Neon Museum**

Buck Hujabre was instilled with strong leadership values at a young age. The son of Afghani refugees, Buck's parents always stressed the importance of working hard to not only achieve your own dreams but to help others do so as well.

"My mom and dad left Afghanistan in the 1970s to escape the Soviet invasion, came to America, raised two kids, and are living the American Dream. Their sheer fortitude and work ethic instilled in me that everything is possible, and if you are lucky enough to walk through a door, you better be sure to hold it open for the next person," Buck explains.

Buck grew up in Baton Rouge, LA, and Augusta, GA, and dreamed of becoming an actor and performer. While he pursued a career in the entertainment industry, he always had an interest in business, finance, and real estate. In fact, as a kid, he would use Legos to create buildings and houses, which he would then pretend to lease or sell.

Believing anything was possible, Buck set out to pursue all his passions in life. He spent the majority of his 20s traveling the world, utilizing his ability to speak seven languages throughout Europe (which he credits for shaping his global perspective). He

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simultaneously began building two careers – one as an actor and the other as a real estate executive.

Buck came to Las Vegas as an actor and musician with the Broadway show *Jersey Boys*. While he has been enjoying retirement from all things showbiz, his most recent acting endeavors include the 2016 Hulu original, *Looming Tower*, with Jeff Daniels and Alec Baldwin. “I’d been trying to figure out a way to retire from showbiz, but I got lucky enough to have a fulfilling career in show business that made it very difficult to finally leave!” he says, laughing.

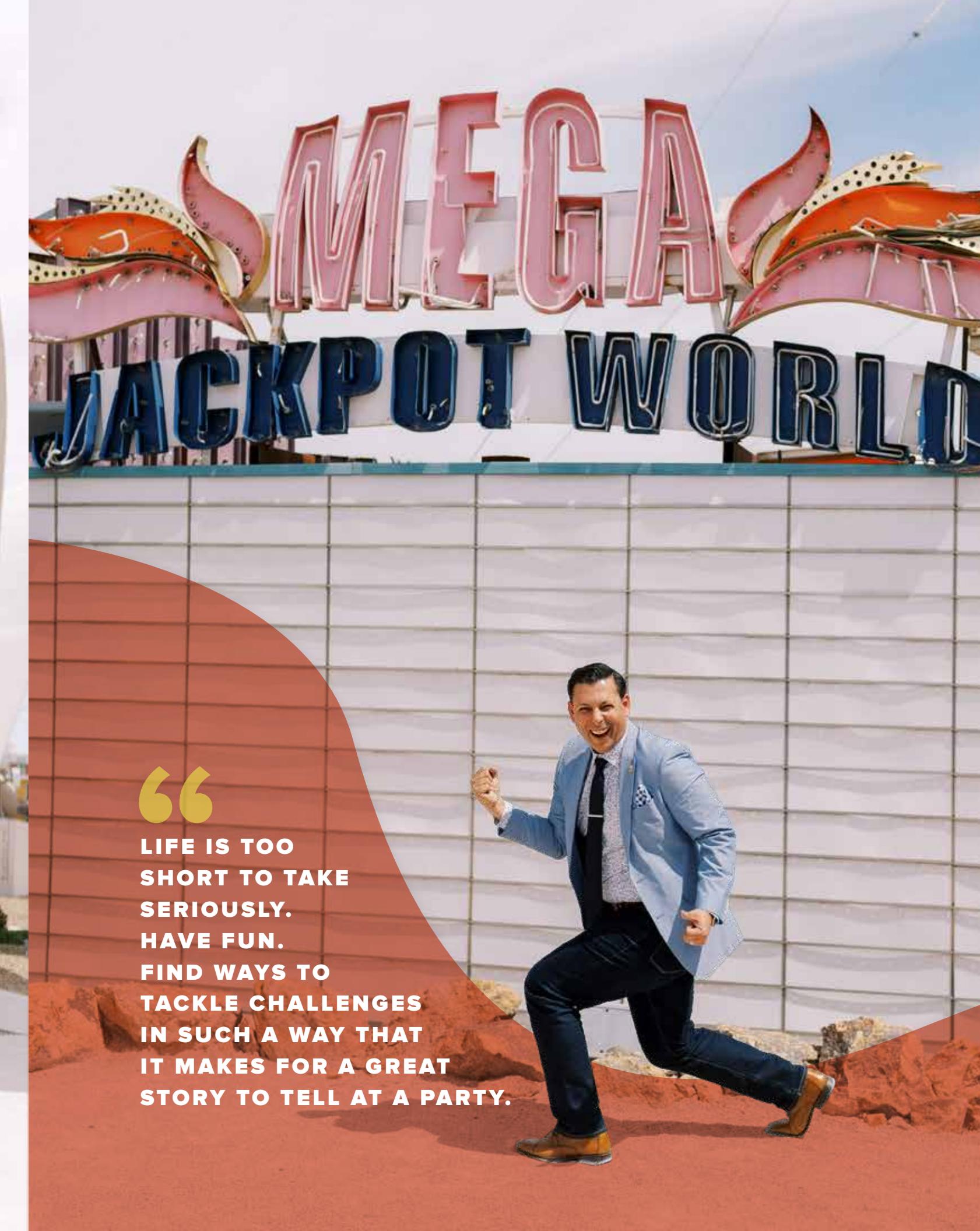
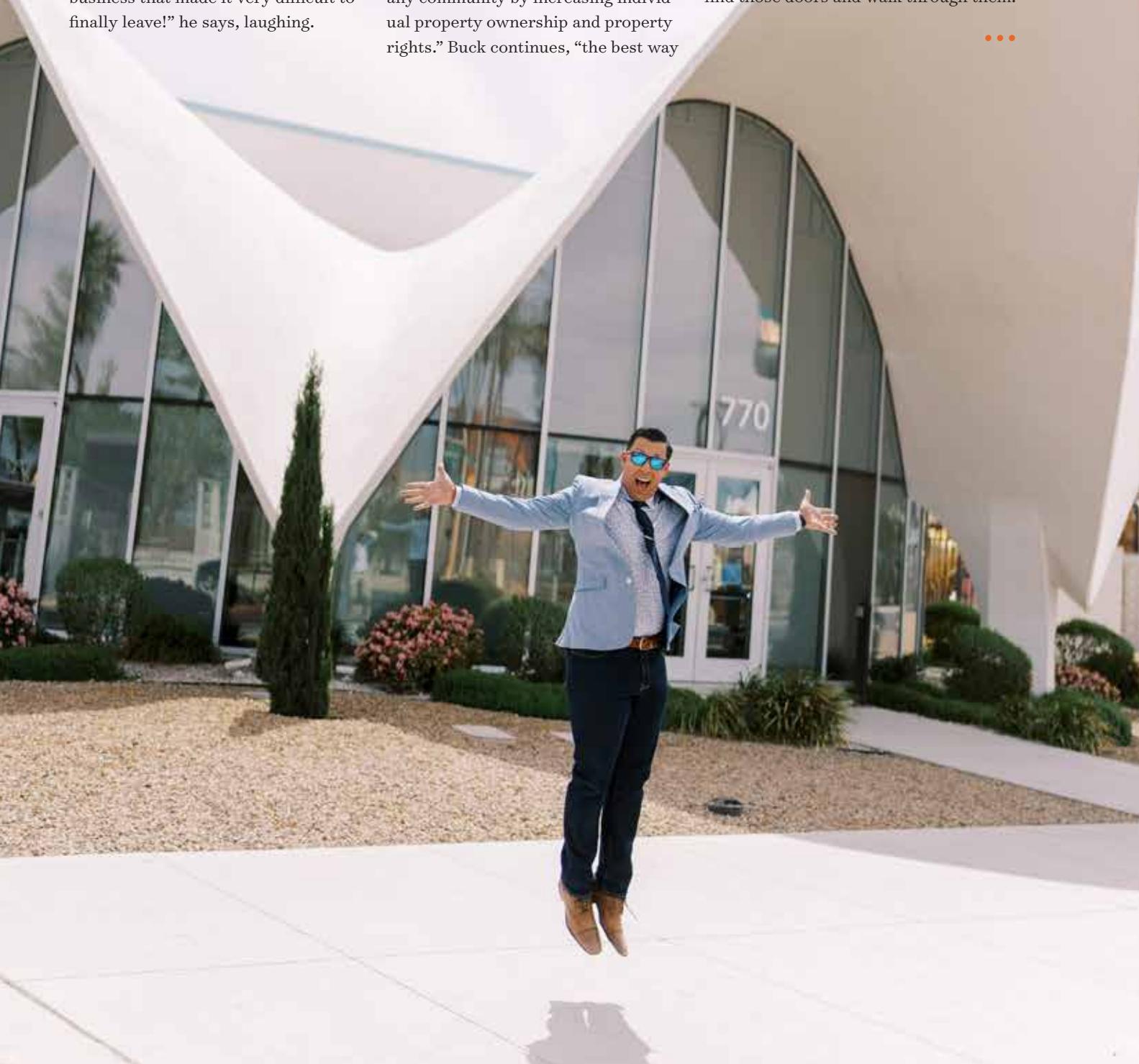
Buck’s real passion involved business, finance, and creating multiple streams of income, which ultimately led him to real estate. “All the businesspeople I admired had real estate as a significant portion of their personal net worth. And most people who have ended the cycle of poverty and created generational wealth have done so through real property ownership,” he says.

“Also, I have always believed in elevating whatever local community I have been lucky enough to live in, as you can help change the direction of any community by increasing individual property ownership and property rights.” Buck continues, “the best way

to be an advocate for that is by holding a license to help educate the community on their personal generational wealth-building tools through real estate.”

With the goal of creating generational change for others, Buck obtained his Nevada real estate license in 2012. As he grew his business and walked through the doors of success and opportunity, he always held the door for others. As the Broker and “Chief Shenanigans Officer” at Keller Williams Realty Southwest / Keller Williams Southern Nevada today, his passion involves showing his agents how to find those doors and walk through them.

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SHORT TO TAKE
SERIOUSLY.
HAVE FUN.
FIND WAYS TO
TACKLE CHALLENGES
IN SUCH A WAY THAT
IT MAKES FOR A GREAT
STORY TO TELL AT A PARTY.**

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Buck's goal for his firm is to be the "United Nations of Real Estate," to have a true understanding of cultural business relations, and be able to service the needs of anyone, anywhere in the world. With 431 agents in multiple specialties, speaking twenty-two languages, and representing nineteen countries, his team strives to always have someone in-house that can help guide others through the real estate process.

Using this mindset of helping others succeed, Buck has helped multiple agents grow their lives and businesses into self-sustaining operations. He taught them how to create seven figures of net worth while allowing for diversified income streams that shield them from market changes and shifts. In his time with the firm, he's helped create 14 bona fide millionaires with most of their net worth tied to non-commission-based activities. In doing so, Buck has helped create income that withstands the ever-changing market. He also encourages his agents to find ancillary business opportunities (services within the real estate industry that are recession-proof – advisory-based opportunities, teaching, speaking, etc.) to help them create income opportunities outside traditional real estate.

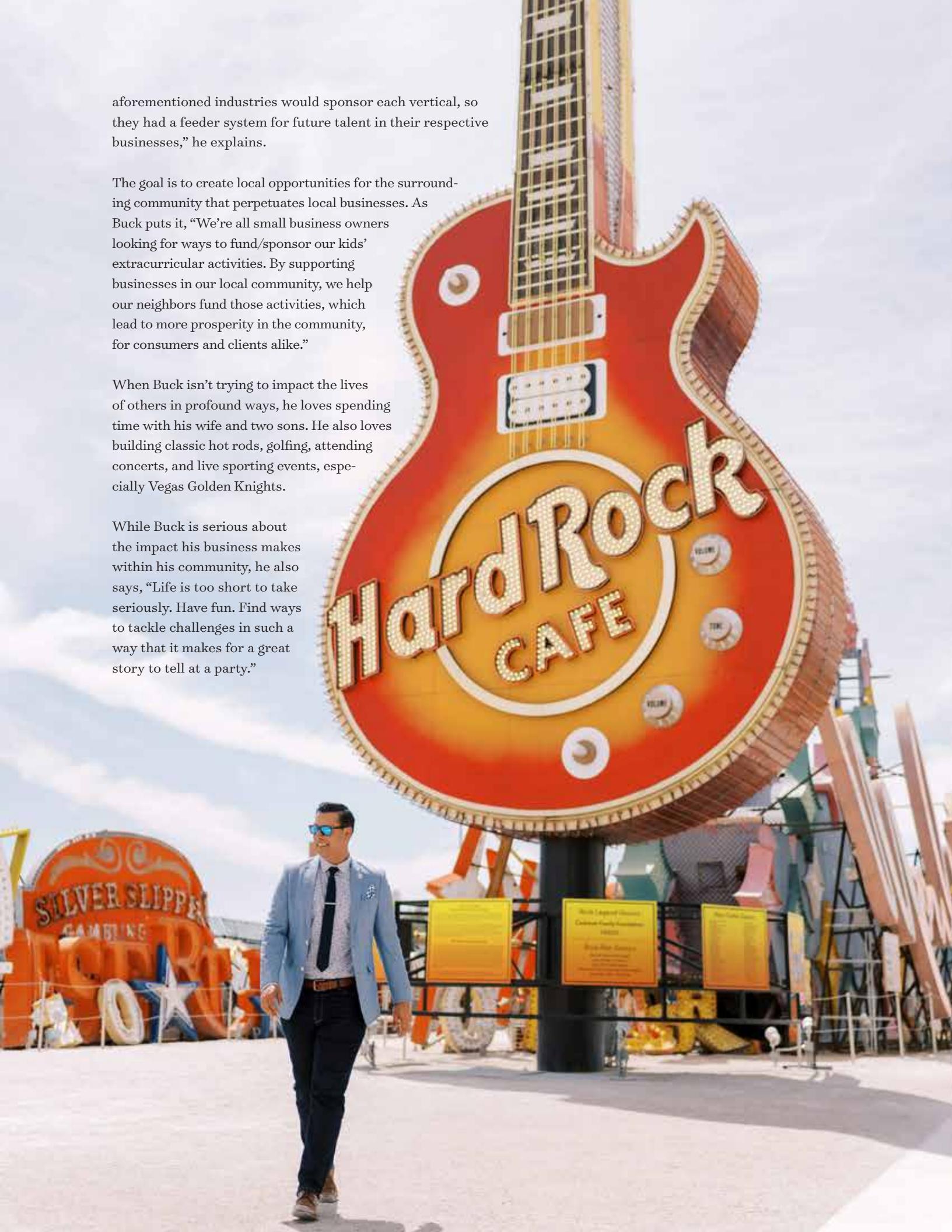
Looking into the future, Buck says he would love to create a vocational or post-secondary real estate educational institute for people to learn about his system. "It would be like a community college that teaches and trains appraisal, title, escrow, home inspection, staging, interior design, general contract work, plumbing, roofing, etc. The goal would be to have this program be merit-based and earn-in so that a prospective student wouldn't have to pay tuition; rather, the

forementioned industries would sponsor each vertical, so they had a feeder system for future talent in their respective businesses," he explains.

The goal is to create local opportunities for the surrounding community that perpetuates local businesses. As Buck puts it, "We're all small business owners looking for ways to fund/sponsor our kids' extracurricular activities. By supporting businesses in our local community, we help our neighbors fund those activities, which lead to more prosperity in the community, for consumers and clients alike."

When Buck isn't trying to impact the lives of others in profound ways, he loves spending time with his wife and two sons. He also loves building classic hot rods, golfing, attending concerts, and live sporting events, especially Vegas Golden Knights.

While Buck is serious about the impact his business makes within his community, he also says, "Life is too short to take seriously. Have fun. Find ways to tackle challenges in such a way that it makes for a great story to tell at a party."



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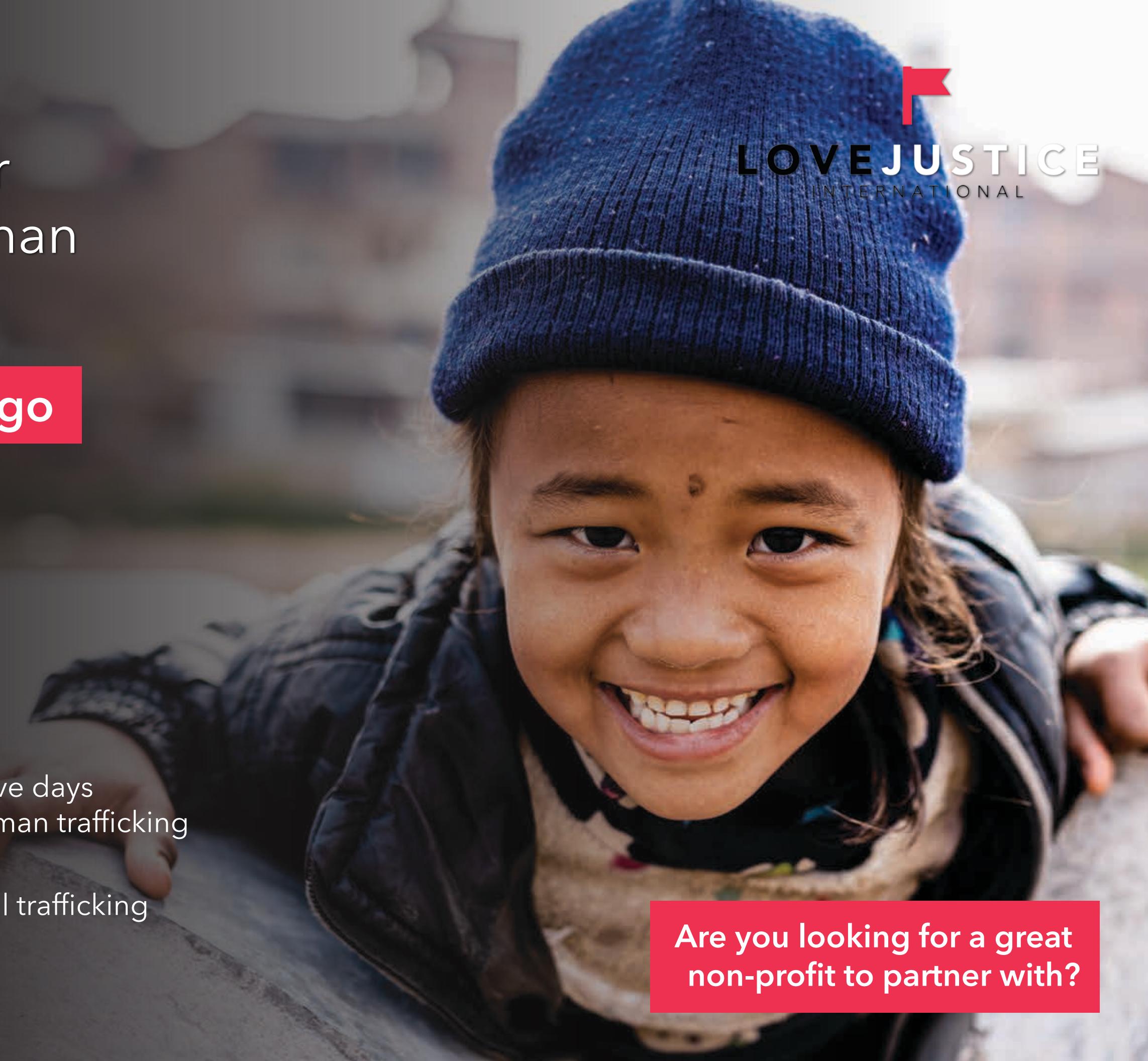
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A close-up photograph of a young child with dark hair, wearing a blue knit beanie and a dark jacket. The child is smiling warmly at the camera. The background is blurred, suggesting an outdoor setting.

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LINDA LEE

NOT YOUR TYPICAL AGENT



Having started her real estate career at the age of 50, it's clear that Linda Lee is not your typical agent. Then again, there isn't much about her life or how she came to live in Las Vegas that is typical.

An earthquake and a scam brought Linda's family to Las Vegas. Originally from Ohio, Linda and her family moved to California when she was 15 years old. About three months after they arrived, a major earthquake hit. "It was terrifying," Linda recalls. "Three days later, we set out to go back to Ohio but got delayed in Kingman, AZ, when our car broke down, which we later found out was part of an elaborate scam."

When Linda's family stopped for gas in Kingman, the gas station attendant went under the hood of their car to check the oil and intentionally broke an engine part. The attendant then said they had to order the part and took them to a nearby motel. Linda and her family lived in that motel for several months, waiting for the part.

"It was a catch-22," she explains. While they were awaiting the part to arrive, they were only able to make enough money to get by, which forced

her family to move to nearby Las Vegas. While Linda had gone back to Ohio to finish school, a few years later, she recalled seeing an episode on 60 minutes about a scam in Kingman, and everything pieced itself together.

Despite Linda returning to Ohio without her parents, she always carried their values and strong work ethic. "My father was sick most of his life and passed away at the age of 57. I'm very grateful to my mother. She didn't have many earthly possessions but would share what she had with anyone. She taught me, by example, how to care for others," Linda explains.

Immediately after high school, Linda put those values to work at several office jobs. She spent years working as a bookkeeper and in a department store as a human resource manager. In 1981, about ten years after Linda and her parents parted ways in Kingman, Arizona, she went to visit them in Las Vegas. Although she didn't intend to stay long-term, she moved there temporarily and ended up meeting her husband the following year. Before she knew it, she had her own family of five children and deep roots in the community.

► agent feature

Written by Chris Menezes
Photography by Chernogorov Photography
Photographed partially in Sonata Park

• • •



*“
Everything I do is for my family.
They are my life. I’m just
blessed to be able to work in a
job/career that I love.
”*

...

Linda worked for the City of Las Vegas for 13 years before getting into real estate. She was hired to work in the building and safety department and moved up within the department to administration, where she was responsible for the department's budget (accounting for more than \$19M a year).

Linda eventually grew tired of being in the office all day. In the winter, it would be dark when she got off work, and most of her offices didn't have windows. She wanted a job where she could be outside and see the sunshine. Since she loved looking at model homes and often dreamed of having the "glamorous" job of being a real estate agent when her youngest child entered high school, she decided to take classes at night to get her license.

Linda started her real estate career in 2006, working nights and weekends. It took her about two years to build enough clientele to make the full-time transition into real estate. "When I made the equivalent of a year's salary from the city in just six months in real estate, I took it as my sign to quit my day job. While government jobs are coveted for their benefits and great salaries, I never looked back. I was lucky because my husband's salary supported us pretty well and had the benefits that I didn't have in real estate. My earnings have afforded us to pay for some of our children's college, their weddings, and we've gone on some nice vacations too," Linda says.



Family is everything to Linda, a trait that she obviously instilled in her children as she now has 14 grandchildren. And while her husband just retired last year, she doesn't plan to step away from real estate any time soon. She can still work from their RV when they go on trips to places like Pismo Beach with their dogs. She has a computer, printer, and scanner right in the motorhome.

"We chose to have a large family, and we want to give them all the opportunities to have a great life," says Linda. "Everything I do is for my family. They are my life. I'm just blessed to be able to work in a job/career that I love."



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