

LAS VEGAS

# REAL PRODUCERS.<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.

JOHN  
FAULIS

MAY 2022

# VETERAN

*Serving Your Veterans*



**Caitlin**  
**VA Mortgage Lender**  
**702-575-1041**



LO NMLS # 1105530 | NC # I-59204 | NV # 61382



Licensed by the California Department of Financial Protection and Innovation. Residential Mortgage Lending Act License number 4131047, Finance Lenders Law License 60DBO61986.

**LOOKING FOR FULL SERVICE PROPERTY MANAGEMENT?  
\$600 REFERRAL FEE PAID TO AGENT**

**Clients Are Referred Back To Agent When They Want To Sell**

for rents under \$5000 and 20% of rental commission for rents over \$5000



**Marti Ladd**  
Property Manager  
**702-301-8020**



GLOBAL LIVING  
S.0069857 // PM.0164150



**RedBeard**  
Inspections LLC

[inspectslasvegas.com](http://inspectslasvegas.com)

[realproducersmag.com](http://realproducersmag.com)

**ARE YOU AWARE  
OF THE EMERGING TAX  
ISSUES ARISING FROM THE  
LATEST TAX BILLS?**



**CYNTHIA NUTTER**  
CPA and Owner  
**(702) 907-7967**  
**CJNutterAccounting.com**



2020 FORTUNE 500®



# RANKED 288

FORTUNE 500®

THIS YEAR MARKS THE 67TH EDITION OF FORTUNE® MAGAZINE'S RANKING OF AMERICA'S LARGEST COMPANIES. THE 500 THAT MADE THIS YEAR'S LIST REPRESENT TWO-THIRDS OF THE U.S. ECONOMY, WITH \$13.8 TRILLION IN REVENUE.

CHICAGO TITLE IS PROUD TO BE A MEMBER OF THE FNF (FIDELITY NATIONAL FINANCIAL) FAMILY, WHOSE RANKING JUMPED FROM 375 (2020) TO 288 IN 2021!

YOUR TITLE AND ESCROW REAL ESTATE PARTNER NATIONWIDE!



Valerie Grijalva  
Sales Manager  
702.528.2409  
ValerieG@ctt.com



Chris Fulce  
702.205.5110  
Chris.fulce@ctt.com



David Nieves  
702.300.0811  
David.Nieves@ctt.com



Jenny Machat  
702.236.4237  
Jenny.Machat@ctt.com



John Sanders  
702.258.2429  
john.sanders@ctt.com



Karin Bond  
702.290.7262  
Karin@ctt.com



Marisol Delsi  
702.279.0563  
Marisol@ctt.com



Misty Tiffany  
702.677.4968  
Misty.Tiffany@ctt.com



Teresa Petranovich  
303.981.3666  
teresap@ctt.com

 CHICAGO TITLE®

DISCLAIMER: "FORTUNE®" and "FORTUNE 500®" are registered trademarks of Time Inc. Time Inc. is not affiliated with, and does not endorse the products and services of Fidelity National Financial, or affiliates. Ranking can be found on [www.fortune.com/fortune500/list](http://www.fortune.com/fortune500/list).

## WHAT'S IN A NAME?



PRIDE refers to the feeling of satisfaction or pleasure in one's work. For Andrew Dort, it's treating his referral partners with the respect they deserve and helping his clients obtain the best possible loan product at the most affordable price.



At your service,  
Andrew Dort  
(725) 780-5001  
NMLS ID: 1650297



Pride Lending Team at PIF Lending, LLC © 2021. All Rights Reserved. (725) 780-5001 Company NMLS #1925681  
Licensed to do business in the State of NV. Company State License #5064 | [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)

MEET THE  
**LAS VEGAS**  
REAL PRODUCERS TEAM



**Mike Maletich**  
Owner  
330-510-0234  
mike.maletich@realproducersmag.com

**Kevin Kerata**  
Publisher  
919-397-2288  
kevin.kerata@realproducersmag.com

**Kendra Woodward**  
Editor

**Brad Martin**  
Scheduling Coordinator

**Chris Menezes**  
Writer

**Albert and Liliya Chernogorov**  
Photographer: Chernogorov Photography

## YOUR BUSINESS PHOTOGRAPHY STUDIO

PORTRAITS • PRIVATE EVENTS • ARCHITECTURE

We believe that every professional needs a captivating image to support their brand. Together we'll team up to create a professional look that captures you and your work in the best way.

*Liliya & Albert*



**CHERNOGOROV**  
*Photography*

[WWW.CHERNOGOROVWED.COM](http://WWW.CHERNOGOROVWED.COM)

CONTACT@CHERNOGOROVWED.COM • (424) 236-8553

@realproducers



**Building Wealth Through Homeownership**

**Let's Open Doors Together**

Let me help you serve them in excellence!

**Mark Martinez**  
**702-278-8234**

NMLS# 307491



Moore-Wilson Branch

702-793-2882 • [fairwayindependentmc.com/Mark-Martinez](http://fairwayindependentmc.com/Mark-Martinez) • [mark.martinez@fairwaymc.com](mailto:mark.martinez@fairwaymc.com)  
5598 South Fort Apache Road • Las Vegas, NV 89148

Copyright© 2021 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718. 1-866-912-4800. Distribution to general public is prohibited. All rights reserved. AZ License #BK-0904162. Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act, License No 41DBO-78367. Licensed by the Department of Financial Protection and Innovation under the California Financing Law, NMLS #2289. Loans made or arranged pursuant to a California Residential Mortgage Lending Act License. Georgia Residential Mortgage License #21158. Licensed Nevada Mortgage Lender.

# PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

## BUSINESS COACHING

Akes Pro Business Coaching  
(702) 595-4422

## CPA/TAX/ACCOUNTING

Cynthia J. Nutter CPA  
(702) 907-7967

## ELECTRICAL SERVICES

Fowler Electric LTD  
(702) 778-4346

## HOME INSPECTION

Bridge Home Inspections  
(702) 722-2222

Red Rock Home Inspections LLC

Rick Watkins  
(702) 902-9749

RedBeard Inspections  
(702) 817-3136

Win Home Inspection  
(702) 336-4190

## HOME WARRANTY

HomeServe Home Warranty  
(702) 402-8412

## INTERCAP LENDING

Intercap Lending  
(702) 546-9991

## PROPERTY MANAGEMENT

Corcoran Global Living  
Marti Ladd  
(702) 301-8020

Laser Mortgage - Sam Nelson  
(702) 588-4361

## OLD REPUBLIC

Old Republic  
Home Protection  
(925) 963-4726

## PLANET HOME LENDING

Planet Home Lending  
(702) 755-3983

## PRAIDE LENDING

Pride Lending - Andrew Dort  
(725) 780-5001

## UNION HOME MORTGAGE

Union Home Mortgage -  
Caitlin Turkovich  
(702) 575-1041

## LOVE JUSTICE INTERNATIONAL

Love Justice International  
(412) 606-9954

## LANDMARK TITLE ASSURANCE

Landmark Title Assurance  
Agency of Nevada  
(702) 869-1111

## FIDELITY NATIONAL FINANCIAL

Fidelity National Financial  
(702) 877-3003

## CHERNOGOROV PHOTOGRAPHY

Chernogorov Photography  
(424) 236-8553

## WFG NATIONAL TITLE

WFG National Title  
(702) 728-5295

## MOLD TESTING

Nevada Mold Testing  
(702) 247-6653

## MORTGAGE

Fairway Independent  
Mortgage - Mark Martinez  
(702) 278-8234

## FIVE STAR MORTGAGE

Five Star Mortgage -  
Jessica Eiroa  
(702) 285-0633



Your Go-To  
LENDER  
Who Won't  
MISS THE  
MARK



ANDREW MARLOW  
Mortgage Loan Originator  
NMLS ID# 1735199

702-755-3983

amarlow@planethomelending.com  
2485 Village View Dr. Ste 150  
Henderson, NV 89074



ARE YOU  
LOOKING  
FOR A NEW  
INSURANCE  
PARTNER?

# TABLE OF CONTENTS



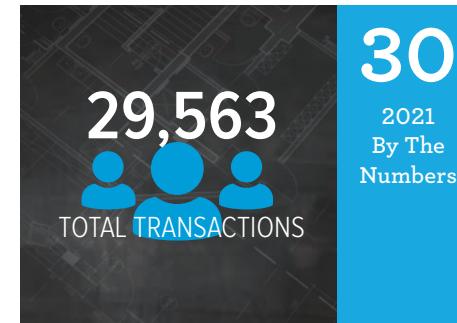
**14**

Cover  
Agent:  
John Faulis



**22**

Meet Our  
Partner:  
Valerie  
Grijalva



**30**

2021  
By The  
Numbers



**34**

Leadership:  
Walt Ford



**40**

REALTOR®  
On The  
Rise:  
Kaori  
Nagao-  
Chiti



**44**

Meet Our  
Photo-  
grapher:  
Liliya and  
Albert  
Chern-  
ogorov



**GoldenWest  
Management Inc.**

Property Management Experts

~ Our Referral Partner Pledge ~

**1** We Don't Do Sales   **2** We Pay Referral Fees   **3** We Protect Your Online Reviews

**Rent It Like You Mean It!**

**CONTACT A PRO!** 702.685.7696  
[www.GoldenWestManagement.com](http://www.GoldenWestManagement.com)



**IF IT WAS  
THIS BAD  
YOU  
WOULDN'T  
HAVE TO  
TEST!**

**NEVADA MOLD  
TESTING INC.**

LET US HELP ENSURE YOUR  
CLIENTS HOME IS A SAFE PLACE  
FOR THEM TO CALL HOME

If you are interested in contributing or nominating Realtors for certain stories,  
please email us at [mike.maletich@realproducersmag.com](mailto:mike.maletich@realproducersmag.com)

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Las Vegas Real Producer* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



**WE WON'T LEAVE YOUR CLIENTS  
OUT ON A LEDGE**

*Weekend, holiday, & next-day appointments available*

702-902-9749 • [rrhilv.com](http://rrhilv.com) • [rick@rrhilv.com](mailto:rick@rrhilv.com)

**Want To Refer A Lender You Can Count On?**



**PAUL  
HASNA**  
Professional Mortgage Advisor

**PAUL HASNA**

Loan Officer / Branch Manager

Las Vegas, NV

2260 Corporate Circle, Suite 405  
Henderson, NV 89074

[paul.hasna@intercaplending.com](mailto:paul.hasna@intercaplending.com)

Mobile Number: 801-706-5990

NMLS# 325447 | Licensed in AZ, CA, CO, FL, NV, UT





Fidelity National Title Agency of Nevada  
Trusted everywhere every day.

Are you positioned to move  
your market share?



**JULIE CIMORELLI MACRUM**

Vice President / Sales Manager

**702-303-0883**

Technology • Strategies • Growth

Come **grow**  
with us!

*Reach out to any  
of us to learn more!*



**NATALIE BRADLEY**  
702-575-4837



**SIDNEY CIMORELLI**  
702-286-2208



**KRYSTA SITKO**  
702-303-0893



**KYLE SMITH**  
702-338-9898  
Also Serving Pahrump



**DAVE BENNETT**  
702-303-2914  
Serving Mesquite



**MIKE HARDEN**  
702-245-0989

# John FAULIS

ALL-IN FOR OTHERS



► cover agent

Written by Chris Menezes

Photography by Chernogorov Photography



*When it comes to helping people, no matter what the venue is, John Faulis is all-in. A public servant of 28 years – having worked as an EMT, Firefighter, and Police Officer – John decided to enter real estate as he was retiring from the Las Vegas Metropolitan Police Department. His sole purpose: to continue helping people. With a full pension, a love for people, and a passion for giving, he has never been driven by financial gain.*

"I really don't care about money," John admits. "Not a penny I own is mine. It is all a gift of God's and His to spend as He wills. My love for people drives me. If I become involved in another person's life, whether professionally or personally, I truly value that and will give them my all!"

•

...

“  
MY LOVE FOR PEOPLE DRIVES ME. IF I  
BECOME INVOLVED IN ANOTHER PERSON'S  
LIFE, WHETHER PROFESSIONALLY OR  
PERSONALLY, I TRULY VALUE THAT AND  
WILL GIVE THEM MY ALL! ”



“  
NOT A PENNY I OWN IS MINE.  
IT IS ALL A GIFT OF GOD'S AND  
HIS TO SPEND AS HE WILLS.  
”



John got into real estate in 2011 while the housing market was still recovering from the recession. His neighbor was in real estate at the time and encouraged John to join him in the business. John was retiring from the police force and decided to give it a try. Short sales were still the dominant transaction, and he quickly found he was able to help people in a profound way, which hooked him.

“This wasn’t an easy time to learn the industry,” John says. “Everything was more complex and far more difficult. Because those transactions were so involved, I had to really build deep relationships with my clients.”

Those relationships eventually turned into a great referral business for John. After being mentored by his neighbor for some time, he felt he needed to “spread his wings” and joined Vegas Dream Homes. He got

his broker’s license and took over the office soon after.

As the broker of Vegas Dream Homes for the past five years, in addition to being the number two agent currently in Las Vegas, John has committed himself to creating the best working environment he can for his agents, his team, and his employees. When it comes to his personal real estate business, he always puts his client’s comfort first and wants them to feel like they are his only client.

John’s passion for giving and helping others extends into his community in several ways. As a former board president of his church, John is a devout

Christian and an active member of his congregation and community. In addition to supporting several community organizations, like Hoving Home, an outreach for women and children, he started his own local charity, Cops



for Kids. Every year Cops for Kids hosts a golf tournament and donates 100% of their profits to kids in need.

John also supports Hope and Care Outreach. A program through which he and his wife, Nadine, have two orphan daughters in Liberia, Africa, that they support financially, Ruth and Tete. “We have been blessed to watch this charity grow to build schools, an orphanage, a medical center, a church, and a farm. God is great!” John says.

John and Nadine also have two grown daughters that they love spending time with and traveling with, usually to beaches. John is looking forward to mentoring his youngest daughter in real estate soon, as she plans to join Vegas Dream Homes.

As John continues committing his life to the betterment of others while mentoring others in real estate to do the same, there is no doubt he will continue giving his all and going all-in for others.



**IT SHOULDN'T TAKE 5 TRIES!**  
Let me help your clients get it right the first time!

**A P P L Y  
H O U S E  
M O N E Y  
R A T E S  
L O A N S**



**FIVE STAR**  
MORTGAGE  
"Service is Our Specialty"

9065 S. Pecos Rd., Ste 200 • Henderson, NV 89074



*Jessica Eiroa*  
Mortgage Loan Consultant

NMLS: 1380149 | 1756744  
CELL: 702-285-0633  
FAX: 702-974-4462  
OFFICE: 702-947-7827  
[Jessica@5starmtg.com](mailto:Jessica@5starmtg.com)



HVAC/Water Heater Plan  
Only \$385



**dwellness**  
THE SMARTER WAY TO CARE FOR YOUR HOME

**TINA J. LIM**

702.767.0568  
[www.DwellnessTinaLim.com](http://www.DwellnessTinaLim.com)

Introducing a new kind of  
warranty that provides  
hassle-free homeownership  
to Las Vegas residents.

**WIN**  
HOME INSPECTION



Looking for a  
New Inspection Partner?



**Phil Whalen**  
WIN Home Inspection Summerlin  
**702-336-4190**  
[www.summerlin.wini.com](http://www.summerlin.wini.com)

License #IOS.0002665-RES

**FOWLER**  
*electric*  
RESIDENTIAL  
COMMERCIAL  
INDUSTRIAL  
**702-778-4346**

License #079908  
Limit \$2,800,000

*We are Service* License #087194  
Limit \$245,000

## ► meet our partner

Written by Chris Menezes

Photography by Chernogorov Photography



# VALERIE GRIJALVA

AND THE CHICAGO TITLE OF NEVADA SALES TEAM

### TO THE SUCCESS OF OTHERS

**As vice president and sales manager of Chicago Title of Nevada, Valerie Grijalva measures both her personal success and the success of her team by the success of those they work with. It's been the secret to her success these past 20 years in the real estate and title industry, a secret she learned early in her career.**

"The late Frank Napoli Sr. taught me many lessons I still carry today; chief among them was to focus on helping other people achieve their goals and follow them on their path to success. Through that, I learned helping others without motive is the purest form of service," Valerie explains.

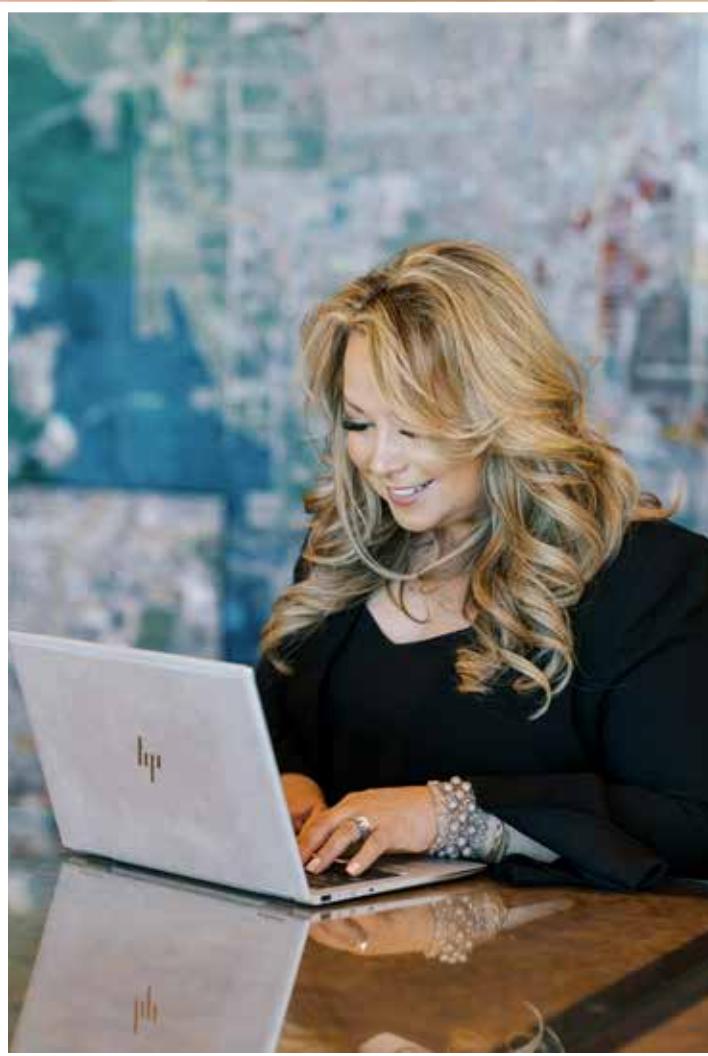
Providing such a pure form of service to her team, her customers, and the top-producing real estate agents they partner with is what has led Valerie to consistently rank in the top 1% nationally for the Fidelity National Financial (FNF) family of businesses (the parent company to Chicago Title Company). Valerie attributes much of her professional development to finding good mentors, committing to continual education, and always going above and beyond for clients.

"There is a saying, 'Go the extra mile; it's never crowded.' As cliché as it sounds, it is true," Valerie says. "In our industry, if you do what you say you are going to do, follow up, and actually care about the growth and success of others,

the rest will take care of itself. I never look at people for what they can do for me but rather for what I can do for them. This mindset has served me so well over the years."

Valerie also emphasizes the importance of working with like-minded people, which is exactly why she aligned herself with FNF and has helped build the Nevada sales team to include John Sanders, Marisol Delsi, Teresa Price, Karin Bond, Misty Tiffany, Chris Fulce, Jeremy LaRivere, David Nieves, and Jenny Machat.

"Working for Eric Klein and a company that has supported me in all areas of my personal and professional life has made all the difference," she says. "That support has enabled me to be there for my team in more meaningful ways. I am the sum of



my team's growth, success, and happiness. I serve them, and they have the same mentality with the people they work with."

"Our escrow officers work so hard and sacrifice so much to ensure our agents get what they need," Valerie continues. "Our sales team is equally devoted and focused and complements the efforts of our escrow officers. Their desire to help others and their singular focus on excellence are unparalleled in the business."

Because real estate agents are constantly faced with new and evolving challenges in the industry, Valerie and the Nevada Sales Team work closely with their partners, assisting them with tools and data to complement and/or enhance their platforms.

"Our goal is to help our agents find solutions, overcome obstacles, and turn those same challenges into growth opportunities," Valerie explains. "This is a team sport, and people can accomplish great things when we're pulling in the same direction."

Valerie's efforts to unite and pull people in the same direction extend to the greater community

•••

ity of Nevada, Reno

...

“

PERSONAL SUCCESS  
SHOULD BE MEASURED BY  
THE LEVEL OF SUCCESS  
OF THOSE YOU WORK  
WITH AND LEAD.

”



# CHICAGO TITLE

9075



“

WHAT I FIND MOST  
FULFILLING IS MAKING A  
SINCERE AND NOTICEABLE  
DIFFERENCE IN OTHER  
PEOPLE'S LIVES.

”

...



“

OUR GOAL IS TO HELP OUR AGENTS FIND SOLUTIONS, OVERCOME OBSTACLES, AND TURN THOSE SAME CHALLENGES INTO GROWTH OPPORTUNITIES. THIS IS A TEAM SPORT, AND PEOPLE CAN ACCOMPLISH GREAT THINGS WHEN WE'RE PULLING IN THE SAME DIRECTION.

”

...

through The Joe Grijalva Memorial Scholarship, which she founded in 2017 after the passing of her father. The scholarship helps create a financial path for underprivileged high school seniors on their way to college. As she explains, “My father would have done the same. Rather than just reward the highest achievers, I try to empower students that might be overlooked by others but have the grit to grind and succeed.”

“What I find most fulfilling is making a sincere and noticeable difference in other people’s lives,” she

says. “The people who have made the most difference in my life are my family. Like my father, I try to be generous with my time and money and always strive to focus on serving others. My husband, Chad, is my biggest supporter and sounding board and has helped me overcome some of my biggest challenges as a manager. My two sons, Jacob and Colton, along with my niece, Danissa, are the light of my life and fill my life with tremendous pride and joy.”

“Personal success should be measured by the level of success of those you work with and lead,” says Valerie.





YOU CAN SAVE  
A LIFE FROM  
HUMAN  
TRAFFICKING

LOVEJUSTICE.NGO/LEARN



ONE DONATION CAN INTERCEPT ONE CHILD!

# 2021

## BY THE NUMBERS

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

29,563



TOTAL TRANSACTIONS

\$

\$15,004,291,782

SALES VOLUME

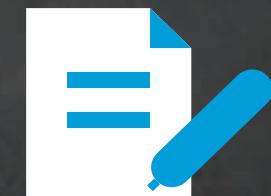
15,471

LISTING SIDE  
TRANSACTIONS



12,977

BUYING SIDE  
TRANSACTIONS



\$30.009  
MILLION

AVERAGE  
SALES VOLUME  
PER AGENT



60  
AVERAGE  
TRANSACTIONS  
PER AGENT

## YOUR LAS VEGAS REAL PRODUCERS BADGES



**CONGRATS** on being one of the  
Top 500 Producing REALTORS® in Las Vegas

Now, you have your own badge! Use it however you'd like to show that you are a part of the exclusive community of the top 1-2% in Las Vegas Real Estate.

Missing your badge? Email [kevin.kerata@realproducersmag.com](mailto:kevin.kerata@realproducersmag.com)

Using your badge? We would love to see how! Show us how you are using your badge and you just might find a picture of what you shared in the magazine! Social media, email signatures, web, listings, marketing material...nothing is off-limits.

Our RP-vetted businesses have been carefully selected to be a part of this community and have their own badge. They have been recommended by your peers in the top 500 and are some of Las Vegas's most respected businesses. Look for this badge to know that you are working with one of the best of the recommended best!



#### Landmark Title Assurance Agency of Nevada

10000 W. Charleston Blvd. Suite 135  
Las Vegas, NV 89135  
Main: (702) 869-1111

Contact Us Anytime: [Answers@LandmarkNV.com](mailto:Answers@LandmarkNV.com)

# WHERE EXPERIENCE MATTERS



## WE WANT TO PARTNER WITH YOU TO GROW YOUR BUSINESS

We understand that although all real estate agents may be in the business of Real Estate, their business needs are not all the same.

Our team takes the time to listen to your challenges, wants and needs. They know that it is only then that they can assist you in developing strategies and ideas to help grow your business. They will support you with the tools and education that will take your business to the next level

At Landmark, we understand that it takes the attention and hard work of our title officers, escrow teams and sales to make your team a successful force in this market.

Contact one of our team members today to set up a strategy session.

**702-869-1111**



and  
service is  
paramount

# WALT FORD

FINDING A WAY



leadership

Written By Chis Menezes

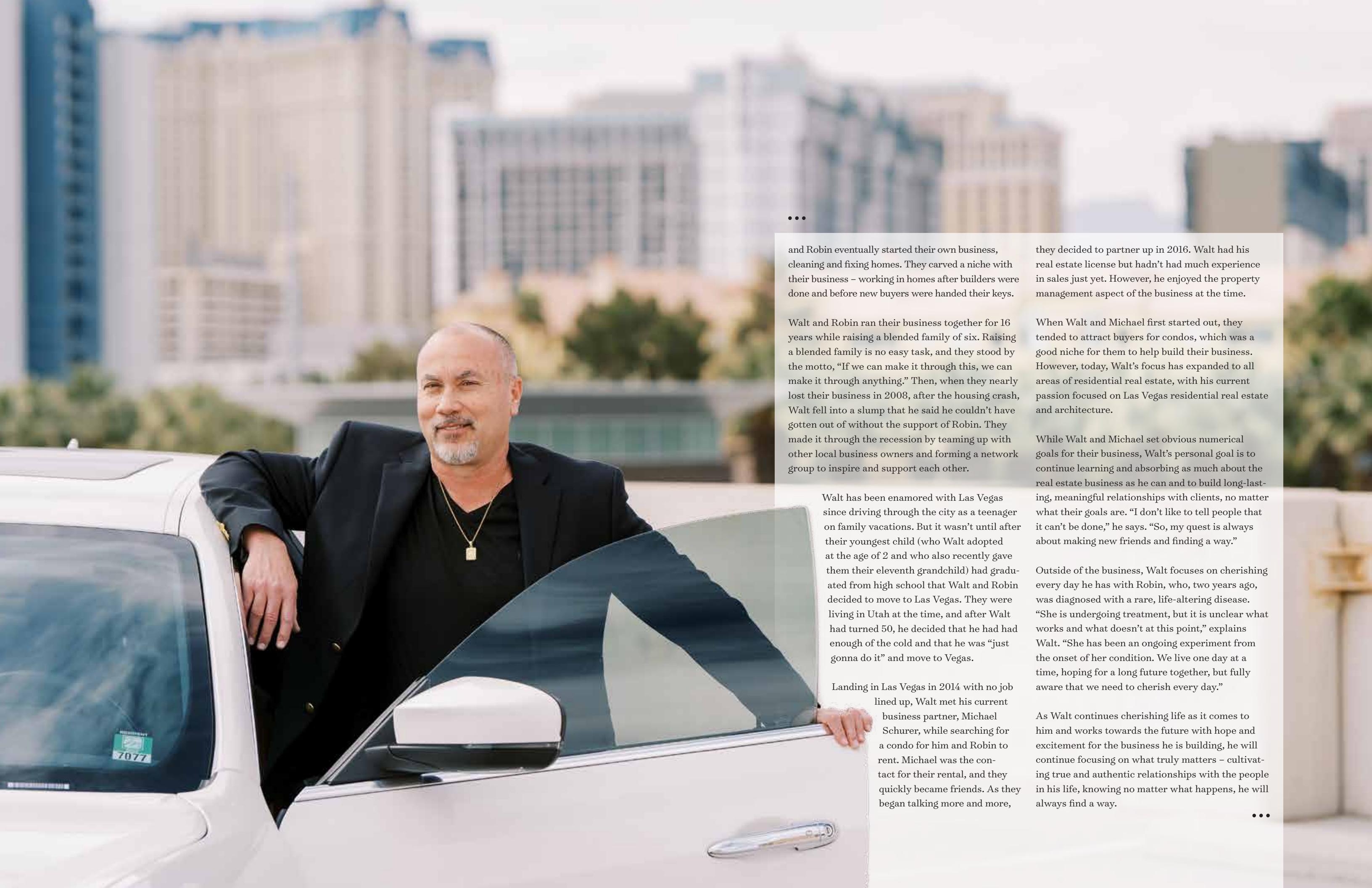
Photography by Chernogorov Photography

*At his core, Walt Ford is just a guy who likes cars and has true compassion and love for others. The hardships he's had to endure in life, like losing his first daughter at a young age and nearly losing a business in 2008, have greatly shaped his perspective and the authenticity with which he approaches everything. Knowing no matter the situation or problem he is faced with, he will find a way through it and in some way be better for it.*

Walt was born in San Jose, CA, and moved to Twin Falls, Idaho, when he was 10 years of age. With a lifelong love for cars, he went to trade school after high school to become an auto mechanic. However, after working in the profession for some time, he decided to keep his interest in cars as just a hobby.

From the auto industry, Walt segued into the retail grocery business, where he met his wife, Robin. He

...



•••

and Robin eventually started their own business, cleaning and fixing homes. They carved a niche with their business – working in homes after builders were done and before new buyers were handed their keys.

Walt and Robin ran their business together for 16 years while raising a blended family of six. Raising a blended family is no easy task, and they stood by the motto, “If we can make it through this, we can make it through anything.” Then, when they nearly lost their business in 2008, after the housing crash, Walt fell into a slump that he said he couldn’t have gotten out of without the support of Robin. They made it through the recession by teaming up with other local business owners and forming a network group to inspire and support each other.

Walt has been enamored with Las Vegas since driving through the city as a teenager on family vacations. But it wasn’t until after their youngest child (who Walt adopted at the age of 2 and who also recently gave them their eleventh grandchild) had graduated from high school that Walt and Robin decided to move to Las Vegas. They were living in Utah at the time, and after Walt had turned 50, he decided that he had had enough of the cold and that he was “just gonna do it” and move to Vegas.

Landing in Las Vegas in 2014 with no job lined up, Walt met his current business partner, Michael Schurer, while searching for a condo for him and Robin to rent. Michael was the contact for their rental, and they quickly became friends. As they began talking more and more,

they decided to partner up in 2016. Walt had his real estate license but hadn’t had much experience in sales just yet. However, he enjoyed the property management aspect of the business at the time.

When Walt and Michael first started out, they tended to attract buyers for condos, which was a good niche for them to help build their business. However, today, Walt’s focus has expanded to all areas of residential real estate, with his current passion focused on Las Vegas residential real estate and architecture.

While Walt and Michael set obvious numerical goals for their business, Walt’s personal goal is to continue learning and absorbing as much about the real estate business as he can and to build long-lasting, meaningful relationships with clients, no matter what their goals are. “I don’t like to tell people that it can’t be done,” he says. “So, my quest is always about making new friends and finding a way.”

Outside of the business, Walt focuses on cherishing every day he has with Robin, who, two years ago, was diagnosed with a rare, life-altering disease. “She is undergoing treatment, but it is unclear what works and what doesn’t at this point,” explains Walt. “She has been an ongoing experiment from the onset of her condition. We live one day at a time, hoping for a long future together, but fully aware that we need to cherish every day.”

As Walt continues cherishing life as it comes to him and works towards the future with hope and excitement for the business he is building, he will continue focusing on what truly matters – cultivating true and authentic relationships with the people in his life, knowing no matter what happens, he will always find a way.

•••

...

“

I don't like to tell people that it can't be done.  
So, my quest is always about making new  
friends and **finding a way.**

”





# Kaori Nagao-Chiti

## ► REALTOR® on the rise

Written by **Chris Menezes**

Photography by **Chernogorov Photography**

Photographed at **Mama Bird Southern Kitchen** and **Southern Highlands** area



## LIVING A LEGACY

*In just two years, super-entrepreneur Kaori Nagao-Chiti has done some incredible things in real estate. On top of selling \$18 million in her first full year in the business (2021), she has made it her personal mission to help educate and empower women through real estate and entrepreneurship to be financially independent and build wealth. As a mother of two girls, she is driven to be an example that anything is possible and is a huge proponent of female entrepreneurship and empowerment.*

“Us women need to support other women and succeed together,” Kaori emphasizes. “I am a true believer in the law of attraction and am a super positive person. Through gratitude and affirmations, I strive to be a better version of myself every day and try to help other women find their inner strength and do the same.”

Kaori was inspired to become an entrepreneur by her own mother, Midori, who raised her as a single mother in Yokohama, Japan. “My mom was

an entrepreneur and taught me to be independent from an early age. I started traveling internationally at age 14 by myself and went to an international school,” Kaori explains.

Traveling throughout Asia, Europe, and the United States growing up gave Kaori an international perspective and the ability to learn both English and Spanish fluently. Wanting to be an entrepreneur like her mother, Kaori obtained her bachelor’s degree from the University of California, Riverside, and attended UCLA Anderson School of Management for the UC Riordan Program in 2005.

Kaori was working full-time in market research when she launched her first business – an all-female event promotion company promoting nightclubs on the weekends. She quickly discovered the industry to be incredibly lucrative and began trying to find ways to make it a full-time business. She expanded her service to include corporate events and luxury concierge and moved to Las Vegas in 2005.

•••

...

"Las Vegas is 'The City of Entertainment,' and I knew it would be the perfect place to grow a luxury concierge and corporate event company," says Kaori. "Although I didn't know anyone there, I wasn't going to let that stop me. Just six months after arriving, I met my husband."

With no connections in the city, Kaori jumped into Japanese consulting, helping Japanese companies wanting to do business with casinos. One of her clients, an interior design company, helped her land a position with top executives in the casino industry at 25 years old. As she continued in the concierge business at the executive level, she was able to leverage her connections into her own luxury concierge and corporate event company, which quickly began to flourish.

Kaori grew her business for eleven years, her largest corporate account being Google. Then, in 2017, she decided to sell her business. She stayed on with the new owners for three years, before transitioning into real estate.

"I wanted a second career that would give me the flexibility to work around my two daughter's schedules," explains Kaori. "After 17 years in Las Vegas working as a luxury concierge, I could see that what I was really doing was selling Vegas – selling hotel rooms, transportation, night club buyouts, etc. – which I thought would translate perfectly into real estate."

When Kaori started marketing her real estate business in April 2020, she was able to use her existing database of friends and connections from her luxury concierge and event

planning business alongside her 17 years in the area to jump-start her business. She hit social media hard, focusing on Instagram and YouTube, and began carving a niche with first-time homebuyers, family relocation, and investors.

With her real estate business in full swing, Kaori said she wants to continue educating and empowering women through real estate and to show her daughters that "if mommy can be successful, so can they."

Beyond real estate, Kaori and her husband are investors in two local restaurants in Southern Highlands – Mama Bird Southern Kitchen and Hola Mexican Cocina + Cantina. Having lived in Southern Highlands for close to 15 years now, they wanted to bring more family-friendly options into their community and help it thrive. Mama Bird is now expanding and doubling in size as a full-service restaurant, which they are both incredibly excited about.

Kaori also helps support the Pancreatic Cancer Action Network in honor of her mother. "I lost my mom 11 years ago from pancreatic cancer and wished she could have seen my successes. I miss her very much and think about her every day!" she admits.

With everything Kaori has accomplished and has yet to accomplish, there is no doubt her mother would be very proud of her. As she continues inspiring other women to achieve their dreams, she will continue passing on the legacy of female empowerment, strength, and love that was passed on to her.

**“THROUGH GRATITUDE AND AFFIRMATIONS, I STRIVE TO BE A BETTER VERSION OF MYSELF EVERY DAY AND TRY TO HELP OTHER WOMEN FIND THEIR INNER STRENGTH AND DO THE SAME.”**





**LILIYA & ALBERT CHERNOGOROV**

WITH

# CHERNOGOROV PHOTOGRAPHY

DISCOVERING THE ARTISTRY IN PEOPLE



*The best way to see the beautiful work that Liliya and Albert Chernogorov do is simple ... flip through Real Producers Magazine!*

In addition to being the preferred photographer of this very magazine, Chernogorov Photography works with a variety of local organizations, business professionals, families, couples, and individuals in creating captivating images that capture the artistry and inherent stories within people's lives and their special events. On

meet our photographer 

Written by **Chris Menezes**  
Photography by **Chernogorov Photography**



photographer since high school, while Liliya has always been passionate about fashion, design, and photography.

Albert and Liliya first met in graduate school. Albert had earned his undergraduate degree in marketing, and Liliya earned hers in engineering. The two found each other while going through the same graduate program, earning their Master's degrees in Advertising and Brand Management. And they admit, they instantly fell in love. Within six months of dating, they were married. And six months after that, they packed their things and headed to America. "We felt like we needed to broaden our horizons," Albert admits.

Liliya and Albert moved to L.A. in June of 2016. After 10 months, however, they moved again and found themselves in Las Vegas with just two suitcases in hand, knowing not a single soul. In less than six years, they have built Chernogorov Photography to be one of the best high-end wedding, fashion, and portrait photography businesses both in the area and abroad! As destination photographers, they often travel for clients and are known to go all over the United States and Europe. You can track all the places they go to through their social media because even when they are not working, their favorite thing to do is travel.

Their willingness to go wherever their clients want exemplifies their philosophy of always going above and beyond. Delivering a unique and personal experience for their clients has helped set them apart. Plus, being a husband-and-wife team has allowed them to create a style and approach that is uniquely their own.

top of this, Chernogorov Photography specializes in wedding, fashion, and portrait photography. Their portrait photography, whether for professionals, families, or fashion, has made their name well known in the area as the go-to photography team.

As destination fine art wedding photographers, Liliya and Albert serve couples who "appreciate artistry and each other," and as professional portrait photographers, their mission is to create captivating images that support a person's brand. They aim to team up with their clients to create a professional look that captures the person and their business in the best way possible. In the center of both endeavors are people, and Albert and Liliya know people extremely well!

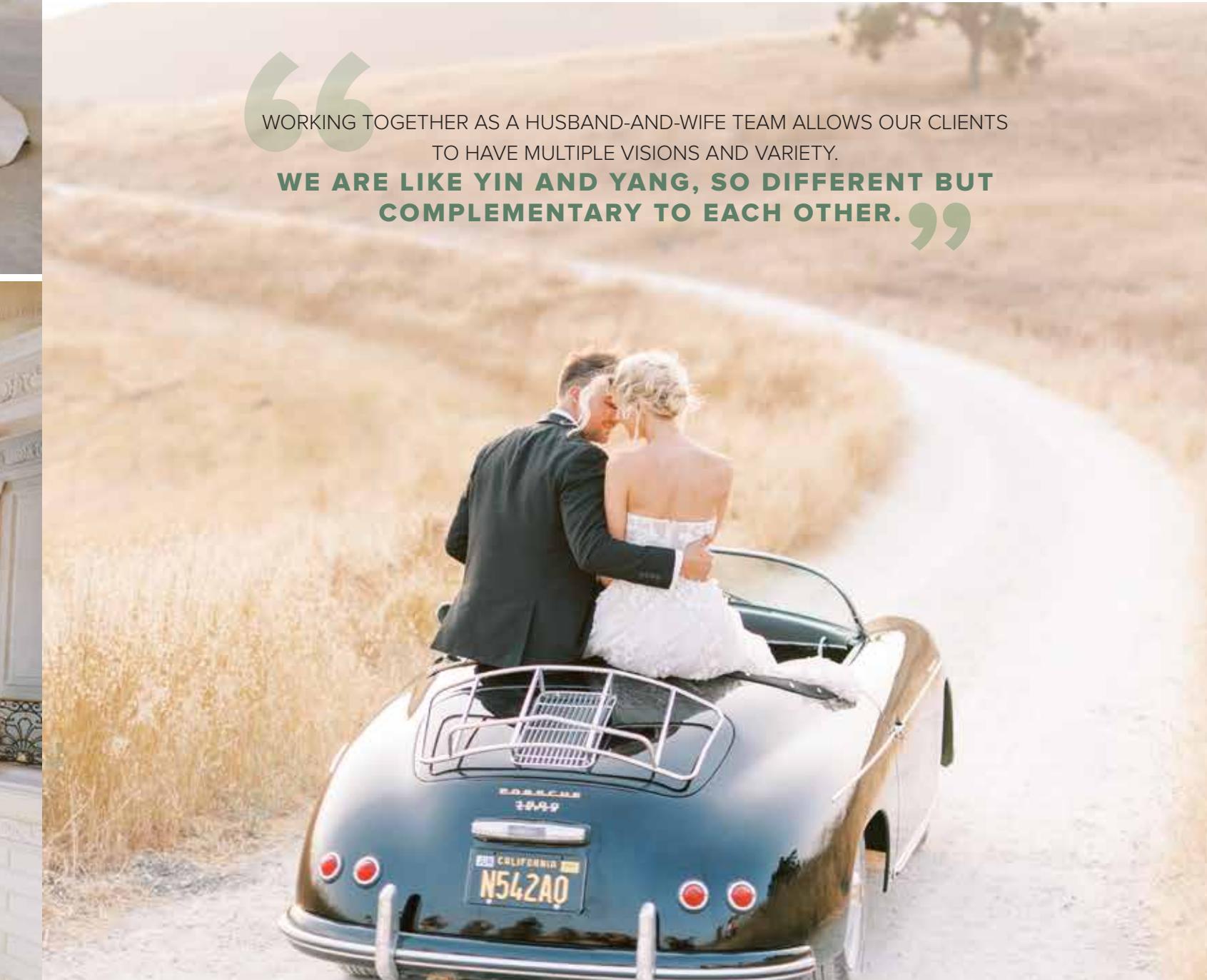
"We love people and know how to bring out the best of them," Liliya emphasizes. "It is a skill set that you cannot learn from books. The passion we have for people and the passion we have for photography is what has made us so successful as wedding and portrait photographers."

Liliya and Albert's love for photography and the arts goes back to their childhood growing up in Bulgaria, Europe. Albert has been a

"Working together as a husband-and-wife team allows our clients to have multiple visions and variety. We are like yin and yang, so different but complementary to each other. If you take a peek at our image galleries, you will notice both of our styles, influences, and how well we are able to blend them seamlessly."

If you're looking for a highly reputable fine art wedding, family, fashion, or professional photographer with creative breadth and depth, then Chernogorov Photography should be first on your list. For more information or to check out their online galleries, visit [chernogorovwed.com](http://chernogorovwed.com), or you can find their more recent work on social media.

•••



“

WORKING TOGETHER AS A HUSBAND-AND-WIFE TEAM ALLOWS OUR CLIENTS  
TO HAVE MULTIPLE VISIONS AND VARIETY.

**WE ARE LIKE YIN AND YANG, SO DIFFERENT BUT  
COMPLEMENTARY TO EACH OTHER.”**

”

# CORE ENERGY COACHING

FORMER TOP 1% LOCAL AGENT



A new, more transformative methodology for real estate coaching.

**SPECIALIZING IN HIGH ACHIEVING AGENTS**

TODD AKES  
CERTIFIED PROFESSIONAL COACH

**AKES**  
PRO BUSINESS COACHING  
[www.AkesProBusinessCoaching.com](http://www.AkesProBusinessCoaching.com)

OLD REPUBLIC HOME PROTECTION



**Don't risk your commission**  
A home warranty is an important addition to your risk management strategy.

Contact us today for details!

	Francine Willis Senior Account Executive 800.282.7131 Ext. 1151 C: 702.604.2004 FrancineW@orhp.com my.orhp.com/francinewillis		Stacia Brain Account Executive 800.282.7131 Ext. 1344 C: 702.596.3752 StaciaB@orhp.com my.orhp.com/staciabrain
---	--	---	---

People Helping People

This is a paid advertisement.

# IT'S ALWAYS HALF-FULL

WHEN DISCUSSING A HOME INSPECTION WITH YOUR CLIENTS

**BRIDGE**  
Home Inspections  
**702-722-2222**

BUT IT WILL BE TOTALLY FULL WHEN WE DISCUSS IT OVER DRINKS - LARRY THE INSPECTOR



**LASER**  
MORTGAGE



**SAM NELSON**  
SENIOR LOAN ORIGINATOR  
702-588-4361  
NMLS ID 1782907

Laser Mtg, Llc Dba Laser Mortgage Corporate Nmls 2012640 Located At 2520 St Rose Parkway Ste 210 Henderson Nv 89074 Nv - Licensed By The Nevada Division Of Mortgage Lending License # 5191; Ca - Licensed By The California Department Of Financial Protection And Innovation Under The California Residential Mortgage Licensing Act License # 60dbo-122821 For All Licenses Visit [Http://www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org) All Loan Programs. Terms And Interest Rates Are Subject To Change And/or Discontinued Without Advance Notice. Equal Housing Lender



WFG National Title Insurance Company  
a Williston Financial Group company

**TOP RATINGS  
FROM OUR CLIENTS**

**9.2**



**2021 WFG Customer Survey**



**JAMIE LEWIS**

Vice President  
Nevada State Sales Manager  
Cell: 702.817.9285  
[jlewis@wfgtitle.com](mailto:jlewis@wfgtitle.com)  
[www.wfgnationaltitle.com/nevada](http://www.wfgnationaltitle.com/nevada)

DALENE MC LAUGHLIN GINA PAPPAS SANDRA JAUREGUI TAMICA EVANS CHANNELLE BELLER  
KEVIN JONES de OCA DELVIE VILLA DIANE M. BELL ESMEALDA LICEA PAUL MANGUAL