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RP

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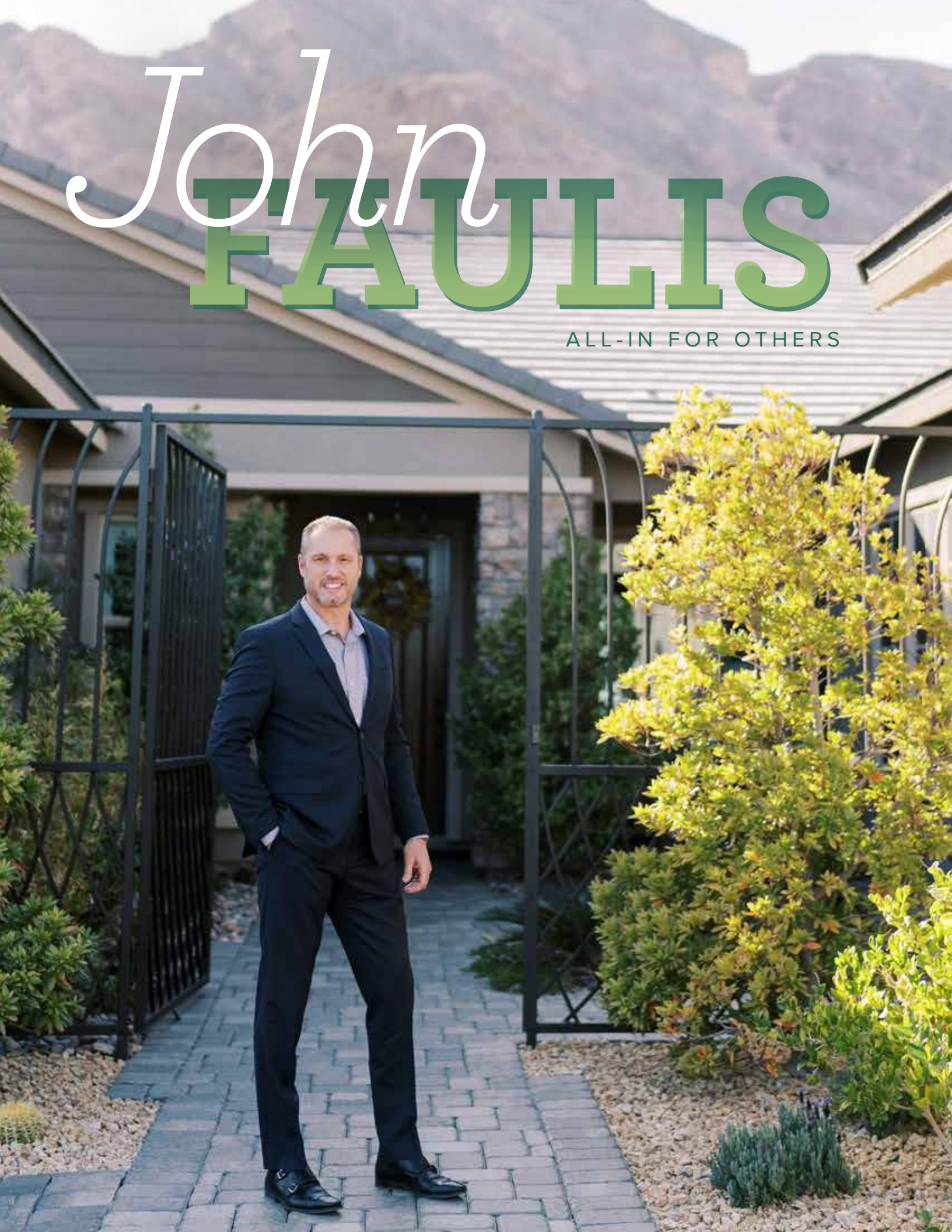
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John FAULIS

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
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WILL GIVE THEM MY ALL!

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“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.

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Written by **Chris Menezes**

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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 LaRiviere, 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



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...

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

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...

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.



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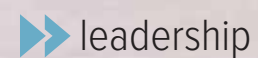
FINDING A WAY



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.

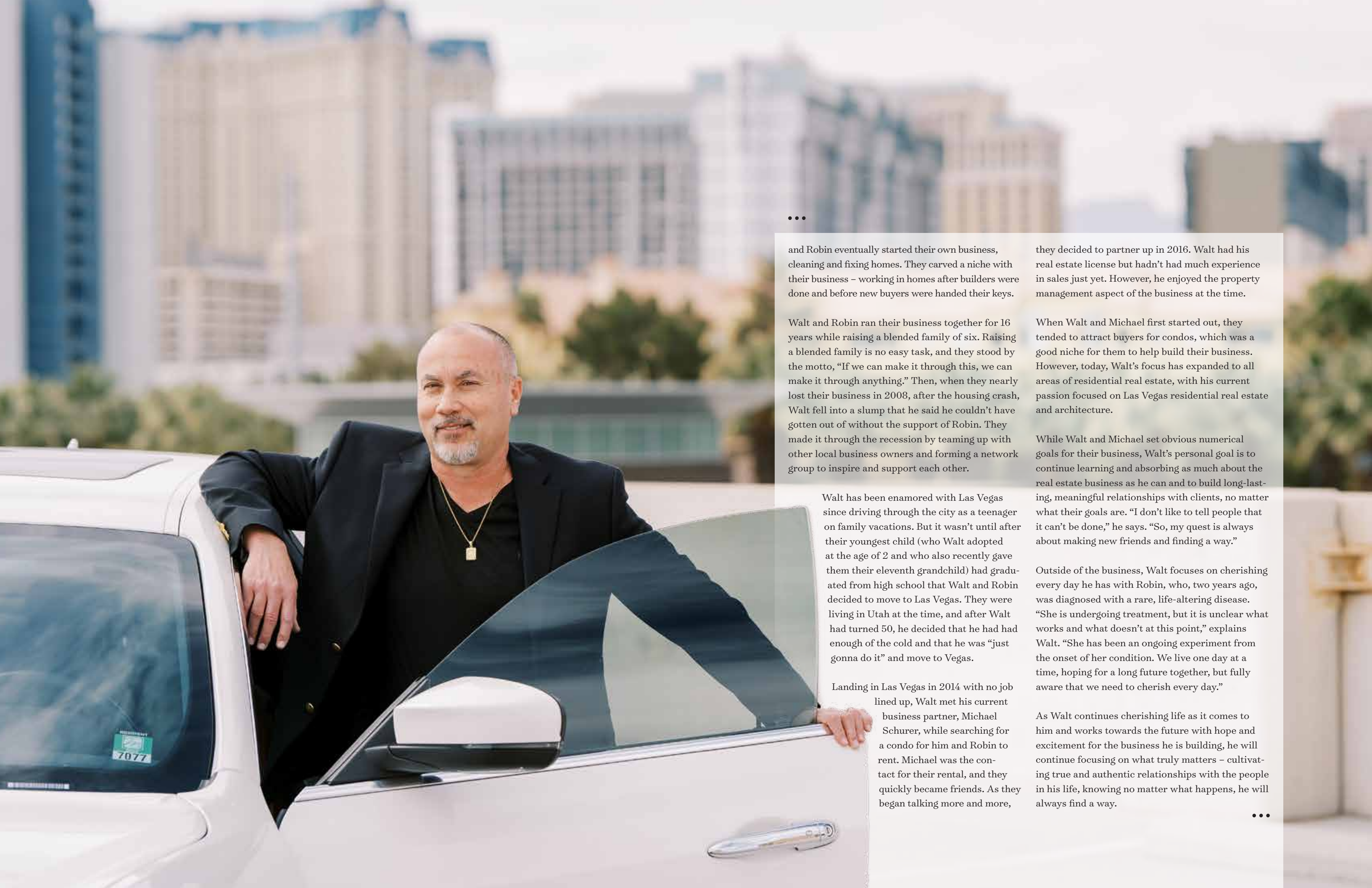
Walt was born in San Jose, CA, and moved to Twin Falls, Idaho, when he was 10 years of age. With a lifelong love for cars, he went to trade school after high school to become an auto mechanic. However, after working in the profession for some time, he decided to keep his interest in cars as just a hobby.

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



Written By **Chis Menezes**

Photography by **Chernogorov Photography**



...

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.

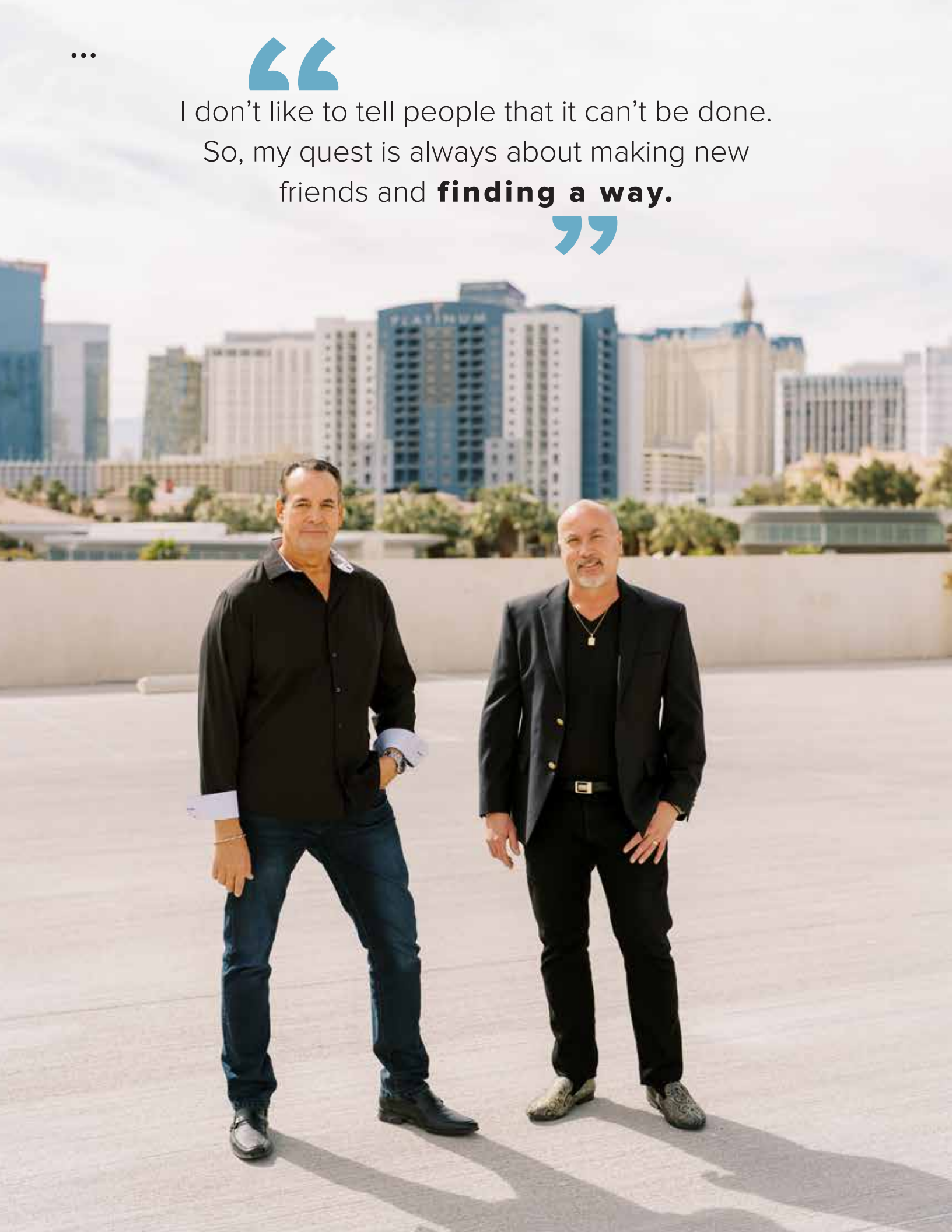
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» REALTOR® on the rise

Written by **Chris Menezes**
Photography by **Chernogorov Photography**
Photographed at **Mama Bird Southern Kitchen**
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Kaori

Nagao-Chiti



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.**”



meet our photographer ◀◀

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

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



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

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.

“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, or you can find their more recent work on social media.

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**TOP RATINGS
FROM OUR CLIENTS**

9.2



2021 WFG Customer Survey



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