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MEET THE LAS VEGAS REAL PRODUCERS TEAM



Mike Maletich
Owner
330-510-0234
mike.maletich@n2co.com



Kevin Kerata
Publisher
919-397-2288
kevin.kerata@n2co.com



Kendra Woodward
Editor



Brad Martin
Scheduling Coordinator



Dave Danielson
Writer



Albert and Liliya Chernogorov
Photographer: Chernogorov Photography



Lanie Schaber
Ad Strategist



Jim Saracino
Las Vegas Event & Content Advisor



If you are interested in contributing or nominating Realtors for certain stories, please email us at mike.maletich@realproducersmag.com

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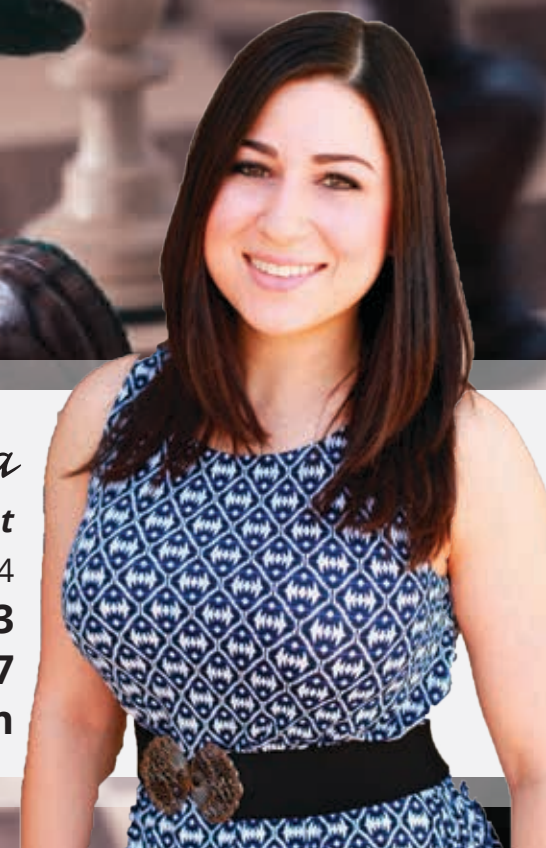


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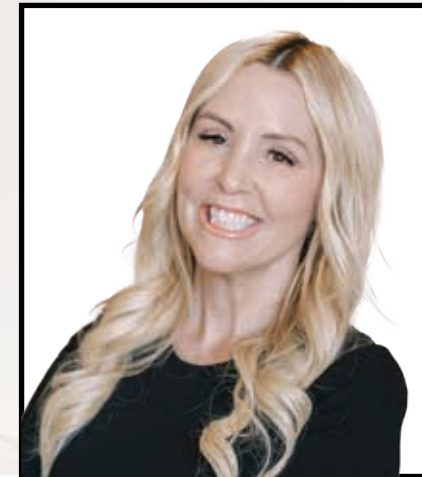
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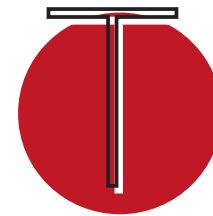
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POSITIVE
VOICE

cover agent



Written by **Dave Danielson** • Edited by **Kendra Woodward** • Photography by **Chernogorov Photography**

here's a lot of sound in the world ... and a lot of it can be negative ... with too much media emphasis placed on drama over substance. That's one of the many reasons why it's so refreshing talking with Harvey Blankfeld.

As Principal of the Blankfeld Group with Berkshire Hathaway HomeServices, Harvey brings a powerful, positive voice to the industry in a number of ways — including as host of the popular Las Vegas Real Estate Now show.

Harvey kicked off the show in 2014 and has been providing a balanced and real view on the local real estate world through time. “On the show, we talk about local real estate issues. We have guests on consistently, as well. The motto of the show is to Educate, Empower, and Engage,” Harvey says.

He continues, “We want our listeners to learn about real estate, feel comfortable with it and do it. We want

to make sure that people understand the true value of ownership, financially and personally, and why owning a home is so much better than renting. We want to make sure people are up to date. I love the radio program and sharing that information with the community. I like when we can get ahead of a story and be proactive to help people know what's coming.”

Harvey was born and raised in Baltimore. As he came of age and entered the business world, he worked in the restaurant business in Maryland. At first, he worked in a French restaurant, and then he entered the pizza business. “The pizza business is what brought me to Las Vegas. The pizza vendor I worked with got a license to operate outlets at MGM Grand,” Harvey says. “We visited and decided to move out here in 1993 to open the MGM Grand. Simultaneously, we welcomed our first son who we adopted into the family.”

After opening the MGM Grand and operating the pizza outlets there for 10 years, Harvey made the decision to take a new professional path. “About seven years into it, we realized we wouldn't be able to expand in Las Vegas, and so I decided to get my real estate license in 2001 and started to sell real estate in my spare time,” Harvey explains. “Eventually, in my course of doing real estate, I partnered with Shelley Brown, who was a prominent real estate agent with Prudential. She asked me to be her partner, and we developed a team.”

“In 2004,” Harvey continues, “I decided to quit my job with the pizzeria to pursue real estate full time. Since then, Shelley retired in 2019, and we continue to grow our team.” Today, his team focuses on day-to-day sales, property management and the radio show.

Harvey's passion for the business is easy to see. “I love getting my clients what they want and closing their transactions for them. I get the greatest joy when I receive a thank you from our



clients,” he says. “I am passionate about first-time homebuyers. I love seeing people moving from renters to homeowners.”

Away from work, Harvey’s world is centered around his family, including his wife, Helene, and their two sons, Zach and Ethan. In his free time, Harvey has a passion for traveling. He also likes to take in an occasional round of golf and loves cooking.

Harvey also has a heart for helping. One of his prime groups to support is Chefs for Kids. “We’ve partnered with them by sponsoring golf tournaments and going to their annual events,” he says. “These are local chefs who provide nutrition education to at-risk elementary schools. It is a fantastic organization.”

As Harvey considers his future in the business, he does so with great gratitude for those around him. “The quality

of my team members is fantastic. When clients work with us, they are getting over a century of collective real estate experience from top to bottom ... people who want to be here and truly care about the clients and their results and experience,” Harvey emphasizes. “My success is really due to the quality of the people on our team. They are the ones who helped us produce a wonderful radio program and also take great care of our clients.”



MY SUCCESS IS REALLY DUE TO THE
QUALITY OF THE PEOPLE ON OUR TEAM.



2021

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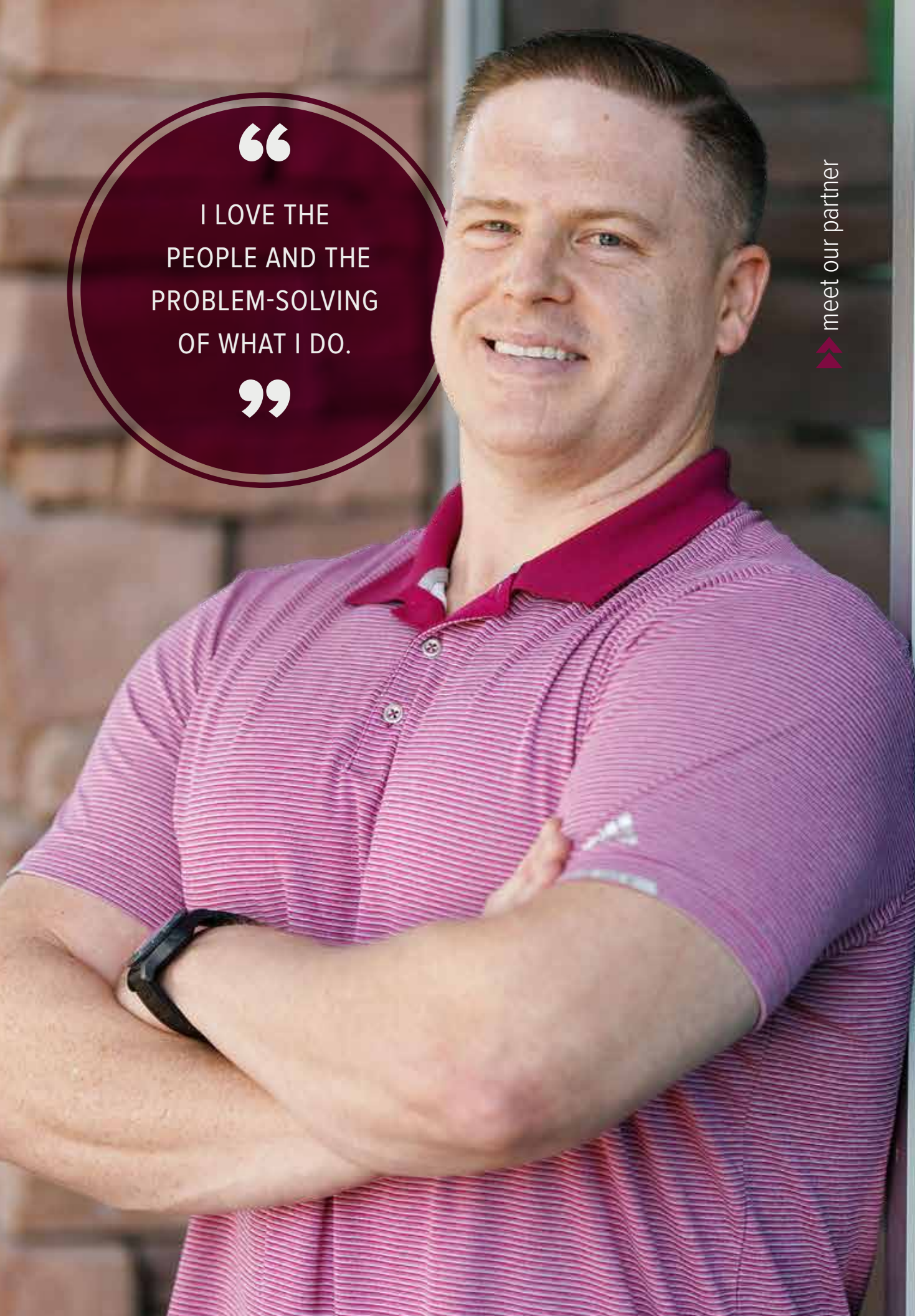
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”



GREG
HULETT

AND LANDMARK TITLE

FIRST THINGS FIRST

Written by **Dave Danielson**

Edited by **Kendra Woodward**

Photography by **Chernogorov Photography**

Additional Photography by **Jennifer Herrera**, Imagine Home Loans

In today's carefully curated social media world, there is no shortage of pictures filled with flawless smiles and celebratory selfies. Yet it can be easy to forget that behind most of those photos of success, there are countless hours of toiling work, failure, disappointment and the willingness to try again. Of course, the lesson is that there are no shortcuts to success. Greg Hulett demonstrates those lessons in the way he leads others as the President of Landmark Title.

“I love the people and the problem-solving of what I do. The bottom line is ensuring that our employees and clients are happy. If those two things are positive, then everything

”

THE BOTTOM LINE
IS ENSURING THAT OUR
EMPLOYEES & CLIENTS ARE HAPPY.





else takes care of itself,” Greg says. “That means we’re doing good business and taking care of who we need to take care of. My mission is to always make myself better at making our employees and clients happier.”

In the real estate business, there are elements that are easily discernible from partner to partner. However, as Greg admits, the title side of the industry is not one of those. “In our business, we are literally selling the same product. Our product is really our customer service. That’s the main difference between us and larger competitors,” Greg says. “We focus on making sure the buyers and sellers have a fantastic experience. If our real estate partners’ clients have a really good closing experience and everything closes on time, it reflects well on the REALTOR®.”

Greg understands the local business landscape at a high level. Part of that is due to his long-term presence in the city. As an alum of UNLV, he’s been in the business for over 20 years. In the process, his rich experience includes having owned his own company. In fact, Landmark Title is the third title company he has run in Nevada. Landmark Title is based out of Phoenix, Arizona. In addition to its strong position in Las Vegas, Landmark Title also has a significant operation in Reno.

Greg joined the company a little over a year ago. In the process, the company has been in an exciting revitalization stage. “We opened a Reno location and hired a really good team there,” he says. “We are in the process of expansion and getting the word out here and in Reno. It’s very

rewarding being involved with growing our brand presence here in Las Vegas.”

Away from work, Greg likes to stay very active. In college, he played football at UNLV. One of his favorite pastimes is playing golf.

In the race to be the best you can be and grow with your clients’ needs, there’s no substitute for hard work and dedication combined with expertise. “My knowledge base allows me to answer questions. I always answer my cell phone, and I pride myself on getting back to people with answers, whether it’s a weekend or at night,” Greg says. “That’s one way we separate ourselves with service and provide what they need on an ongoing basis.”

Truly, Greg and the team at Landmark Title continue to create success stories with their REALTOR® partners and clients by putting first things first.



“

I ALWAYS ANSWER MY CELL PHONE, AND I PRIDE MYSELF ON GETTING BACK TO PEOPLE WITH ANSWERS, WHETHER IT’S A WEEKEND OR AT NIGHT.

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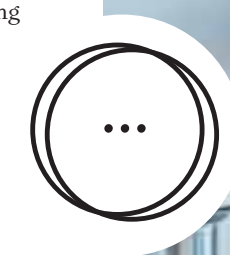
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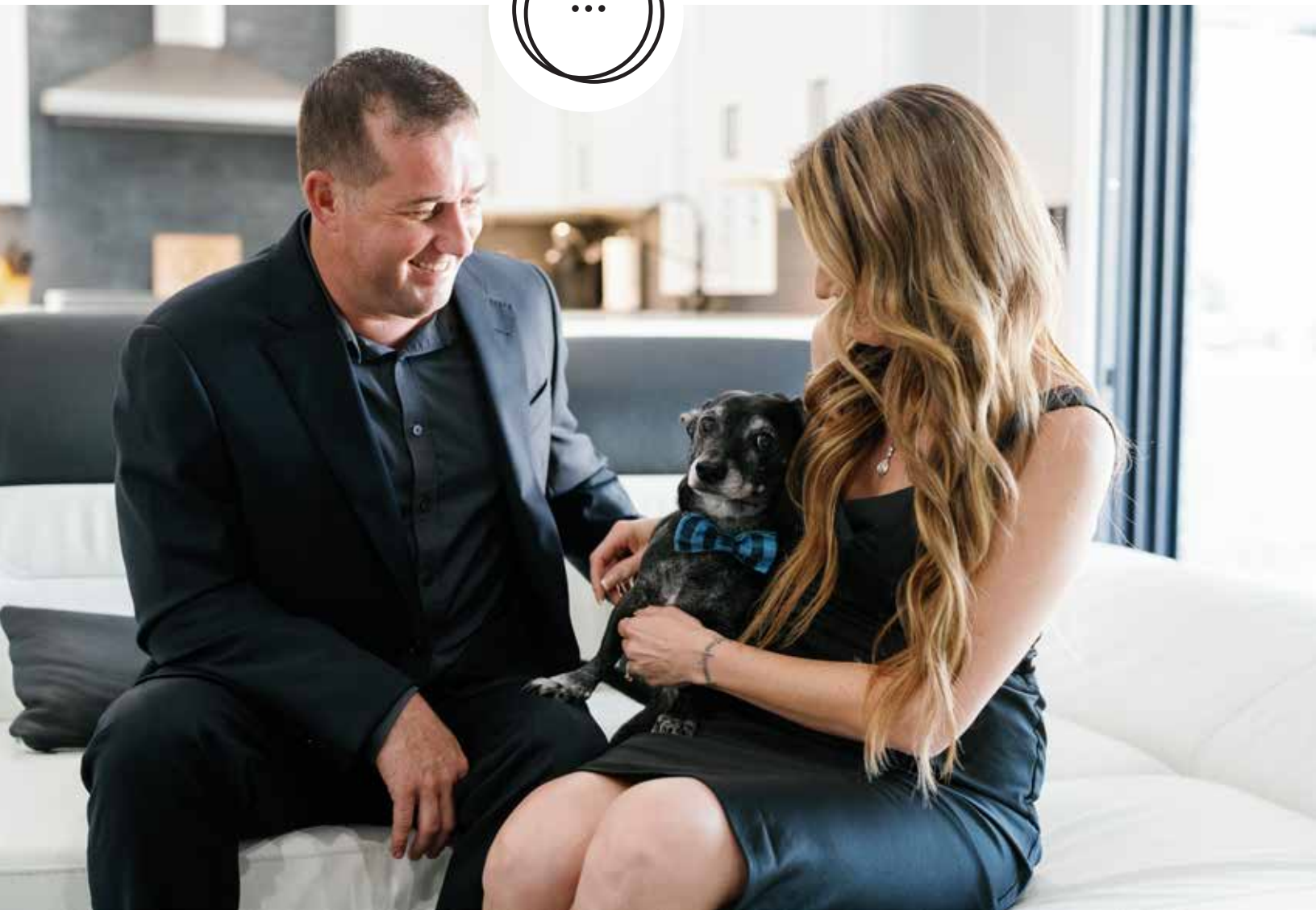
In the ever-continuing effort to be our best for those we serve, it can be easy to want to naturally hurry the process up ... to look at things in terms of sprinting to new results. That drive to get better results quickly is a natural one, for sure. But the process of creating sustained success is more of a marathon. Mindy Peterson follows that approach as a REALTOR® with the Custom Fit Real Estate Group.

Those who know Mindy appreciate the way she is in it for the long run when it comes to fulfilling the needs of others. "I love meeting new people and helping them figure out what it is that they want and need. I take the time to find out what they need so I can better serve them," she says. "The best part of it all is seeing the smile on my client's face when we close on their home. It's fulfilling to help people with their dreams."

Mindy got her start in the business in 2020. Prior to that, she gained substantial success in the food and beverage industry. "I've worked in the food and beverage industry my whole life. I was a bartender for the last 19 years, and I was trying to find something different where I could make more money and actually make a difference. I had tried network marketing

IN IT
FOR THE
LONG RUN





and a few other businesses. I found that none of the others were making me more money than I was already making.”

In 2019, Mindy became very interested in real estate investing. She started working with investors to learn different techniques and decided to get her real estate license. “A week later, COVID-19 hit. At the time, I was working at a bar in the airport, and we were the only bar that was still open. I worked double shifts,” Mindy says. “On my lunch breaks and my one day off, I would make phone calls and let people know I was in the business.”

So, Mindy started doing home tours online. It didn’t take long for her to start getting business that way. She closed 12 deals from March to December of that year. “Eventually, the bar I was working at closed in September — two months before my 40th birthday — which was going to be the point when I had told my husband I was going to retire from the bar business.” Mindy wasted no time in establishing herself in real estate. In fact, in 2021, she closed 34 transactions.

One of Mindy’s favorite parts of connecting with her clients and prospects is through social media. She normally does video segments

on Tuesday and Thursday. “As part of those, I would pull from my background in the hospitality industry and share how to make one drink each week,” she says.

Away from work, Mindy places a lot of emphasis on staying fit and active. In a previous life, Mindy had played roller derby for eight years. “I like to work out, skate, anything adventurous, and travel as much as possible. I also enjoy meeting new people, so I put together a group where I host monthly events,” Mindy says. “Each month, we do a different activity, whether it’s wine tasting, going bowling or taking on other activities. We have built our own little community.”

“

I LIKE TO
WORK OUT,
SKATE,
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ADVENTUROUS,
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AS MUCH AS
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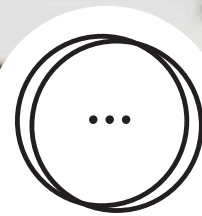
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...



I have always
networked with a
lot of people.
*I find a lot of joy helping
them connect together.*



Speaking of helping, Mindy has a heart for helping her community. The events that she coordinates always have a charitable connection. “People donate to the charity to go to the event. In the process of doing that, we are trying to hit as many charities as we can. Some of the groups we have supported in the past include St. Jude Children’s Hospital, Heaven Can Wait, Three Square, and First Step Nevada,” she explains.

Those who know Mindy appreciate her gifts as a connector and resource for a full range of needs. “People come to me if they need anything home related, whether it be a roofer, plumber, electrician, gardener, etc. Our company is a one-stop shop for all your real estate and construction needs. Aside from that, I have a passion for connecting people with others for whatever they need or could help with,” she says. “I have always networked with a lot of people. I find a lot of joy helping them connect together.”

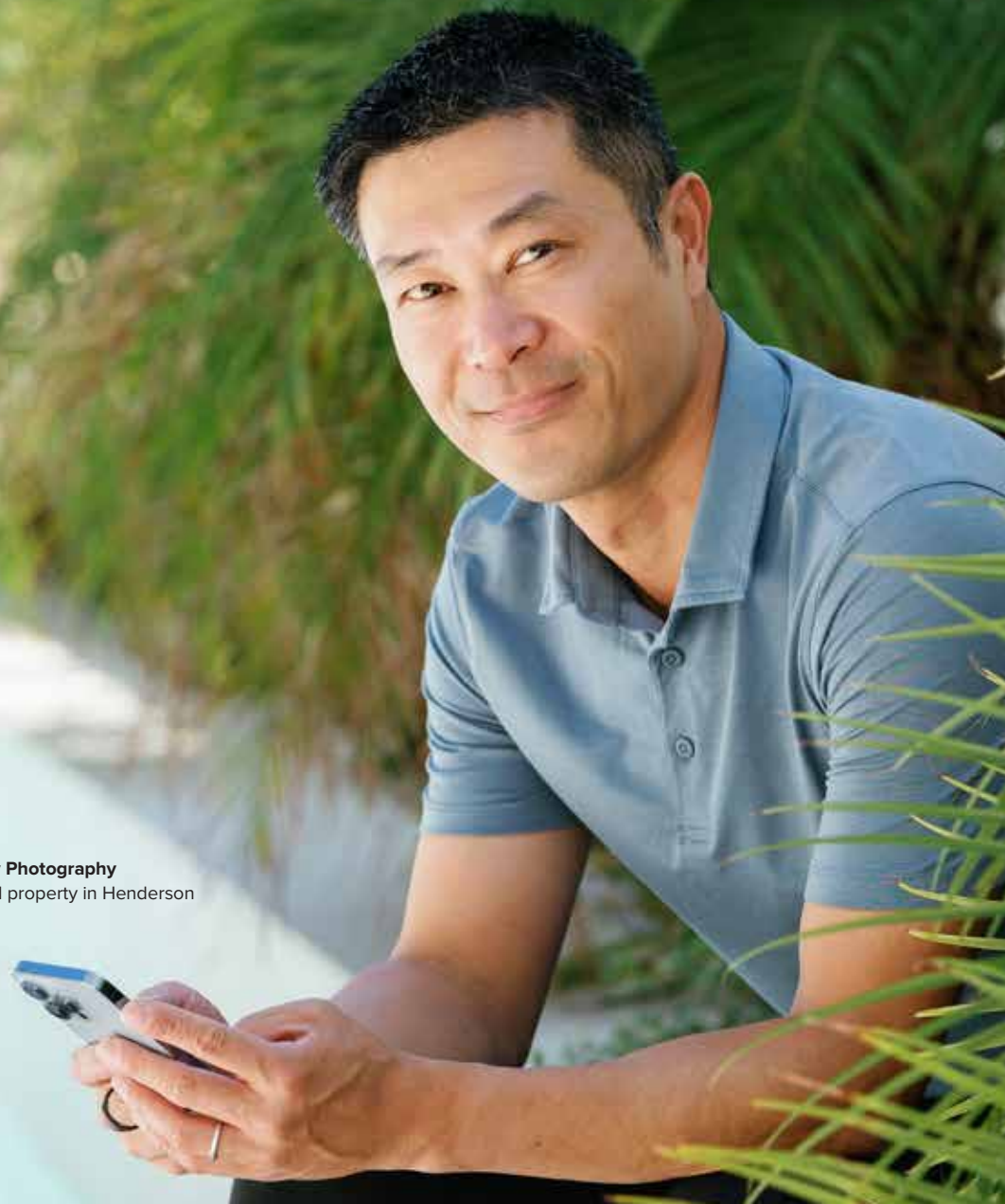


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►► rising star

Written by **Dave Danielson**
Edited by **Kendra Woodward**
Photography by **Chernogorov Photography**
Photographed at Dallas' rental property in Henderson

DRIVEN TO MAKE A DIFFERENCE

In some ways, *Dallas Tung is like a finely tuned clock. As a Luxury REALTOR® and Team Leader of the Yu-Tung Realty Group with Keller Williams Luxury International, Dallas is very efficient, precise, and he doesn't waste energy. Instead, he is focused on making a lasting difference for those around him, including his team members and clients.*

"My long-term goal is building lasting relationships with my clients. And what's very important to me is that I provide them a level of satisfaction that makes them feel good — that makes them not hesitate in giving me a five-star rating," Dallas says.

Dallas has a lot of appreciation for the opportunity he has to lead the team. "I enjoy being able to teach them what I've learned to help them become successful. That's a great feeling," he explains. "For example, one of our agents, Stephanie, has been an agent for a couple of years. During her first two years, she had closed two deals. Since joining us earlier this year, she quickly recorded several closings."

Dallas earned his real estate license in 2021, but he has always had an entrepreneurial spark. He started his first company in 2005 in Indiana. It was a manufacturing operation that created gift cards, membership cards, and hotel key cards. In 2017, Dallas

moved the manufacturing facility to Las Vegas, and he moved here.

In time, Dallas and his wife, who had been investing in real estate, worked with Renton, a local REALTOR® who had been managing a couple of Dallas' investment properties. It wasn't long before Renton suggested that Dallas get into the business himself.

After thinking about it for a time, Dallas earned his license and joined Keller Williams Realty. After getting his first couple of deals under contract fairly quickly, he hit a slow time for a few months. However, with determination and creativity, Dallas gained traction and saw his business build. In 2021, Dallas recorded around \$10 million in sales volume



on around 20 deals himself. This year, in 2022, Dallas and his team recorded over \$25 million so far.

As a leader, Dallas takes great care in guiding the growth of his 12-member team. In the process, demonstrating excellence on a daily basis. “Our team is outstanding. I couldn’t do this without the team. I can’t be in two places at once. There’s always someone that’s willing to come in and help out,” he points out.

While Dallas serves as an essential mentor for his team, he also has a drive for continued growth and learning himself. One of the things

that he credits with continually sparking his growth is the coaching he does with Chris Ward, a coach with Tom Ferry. “I meet up with him for coffee, and we talk, and we chat. He’s always giving me pointers of what to do and what I shouldn’t do,” Dallas says. “I plan on continuing my coaching because even the best people, CEOs, mentors, even coaches themselves have their own coaches. So you can never stop learning. I recommend that no matter how good you are, you should still keep trying to improve.”

At the heart of it all is the deep passion has for the core elements

of his work. “I love looking at homes and helping people. I love running around showing homes all the time,” he says. “In addition, I love showing homes and creating content about properties.”

Away from work, Dallas enjoys staying active with travel, golf and cycling. He also likes to explore restaurants, socialize, and spend time with friends and family.

There are all types of motivations in life and in real estate. When it comes to Dallas Tung, he is propelled forward by a pure drive to excel and make a difference for those around him.



*I LOVE
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*I love running
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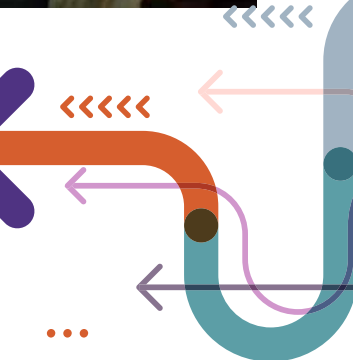
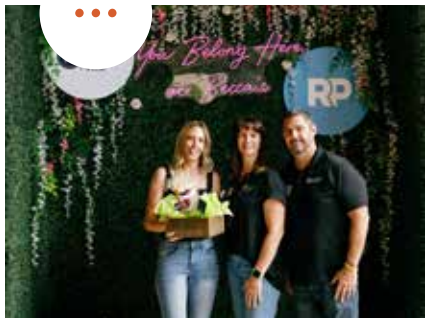
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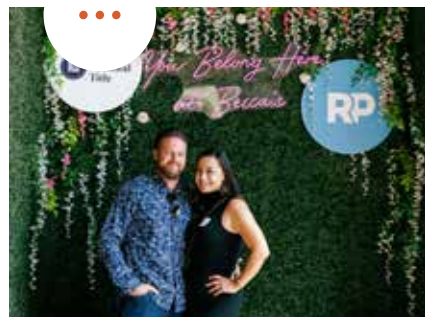


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