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If you are interested in contributing or nominating Realtors for certain stories,
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Group photo submitted by Rick & Teri Brenkus.

RICK & TERI BRENKUS

HELPING PEOPLE FROM CONDOS TO CASTLES

There is a difference when it comes to the way Rick and Teri Brenkus carry out their passion for real estate ... other than the fact that they provide clear-cut excellent service to all of their clients. That line of thinking is in perfect harmony with their tagline, "making a difference."

As owners of Brenkus Realty Network with Keller Williams The Marketplace, Rick and Teri have a passion for helping their team (six sales agents and eight support staff) to lead clients toward their dreams.

Teri says, "Brenkus Realty Network consists of like-minded, high-performing licensed real estate agents working together to ensure amazing service and an exceptional experience for our clients."

Rick stated that service is the key to their success. "We have an approach that creates great solutions for our buyers and sellers — we don't think of ourselves as being in the sales business," he emphasizes. "We are in the education business, and an informed buyer or seller has a definite advantage."

This duo is a long-standing relationship, starting back in 1985 when 19-year-old Rick earned his real estate license. Teri joined later in 1988. "It's been a fantastic journey together," Rick smiles. "We've worked together for over 30 years. The beautiful thing about being in business for a long time is that we have over 8,500 past customers and clients, and about half of our business is repeat and referral business; the other half is generated from our marketing," he says.

The couple believes that the extraordinary service doesn't happen by accident and it's a team effort, of which many have been serving the Brenkus clients for over 10 years! Teri says, "No one succeeds alone, and we're incredibly blessed to have amazing people in our lives. Our team is constantly finding ways to exceed expectations. The team's mission is to challenge the status quo, think differently, and improve lives while building careers worth having and lives worth living. We treat one another like family."

...

••• The results have been undeniable, with over 250 sales per year for more than 27 years straight. Plus, that includes an average of more than 300 families per year for the last 12 years.

At the heart of their effort is the drive to come alongside clients and help them reach results. "It's very gratifying to be able to help people," Rick says. "One of the ways we like to stay in touch is through our client appreciation events. We do five of them each year."

One of the special parts of what they do is having the opportunity to work with their daughter, Bri, and their son Gavin. In addition, their son Trent recently graduated high school and

plans on attending UNLV with his sights set on someday joining the team, as well.

Away from work, Rick and Teri treasure their time together at home or traveling to explore new destinations. "For us, it's all about creating fun memories with our family," Rick says with a smile. They also have a heart for helping, with a relentless level of philanthropic activities on their agenda. They attend many different charity functions, including working with Candlelighters, where they adopt a family and buy gifts for the entire family during the holidays. One of their favorite things is Keller Williams R.E.D. (Renew, Energize, Donate) Day. KW Agents take a day off each May to serve the community. Teri says, "Nothing is more rewarding than having a positive impact on someone's life."

At the end of the day, Rick and Teri have made a commitment to continually stretching themselves further to better serve those around them. They both hold their CREA (Certified Real Estate Appraiser) and CRS (Certified Residential Specialist) designations.

Teri has a passion for teaching and giving back, and many years ago, she became a certified instructor for KW Kids Can, an educational nonprofit founded to engage the next generation of entrepreneurs and world leaders. In addition, she teaches open events at both their Keller Williams offices. "Teri and I are both certified by Nevada for continuing education. We have probably educated more than 20,000 REALTORS® locally and nationally," Rick says.

Bri and Gavin have also spoken at regional and national panels. Bri was awarded the NAR (National Association of REALTORS®) 30 Under 30 Award and was the only Web Choice Winner out of the 50 finalists. She was the youngest and the only Nevada REALTOR® to be recognized.

It's no coincidence that Rick and Teri are recommended by four different national radio and TV personalities. They also have programs to offer additional incentives for other agents, such as their 10K House promotion, where agents who sell their listings have a one to 40 chance for a \$10,000 bonus.

It's clear why their influence on the industry has been long-standing. In fact, they have been with Keller Williams since 1998 and were part of the mastermind groups that helped Gary Keller write two of his best-selling books — *Shift* and *The Millionaire Real Estate Agent*. •••





Bri when she was awarded the top 30 under 30 nationwide.
Photo submitted by Teri Brenkus



Rick and Teri with Barbara Corcoran
Photo submitted by Teri Brenkus

They also boast multiple designations, ranking top 50 in the nation by *The Wall Street Journal*, Best Team in Southern Nevada, Most MLS Buyer Sales, REALTOR® of the Month (by GLVAR) and No. 4 ranking for most units closed in Keller Williams Realty International.

It's clear to see that Rick and Teri take pride in being their best and growing toward their potential so they can help those around them move toward theirs and make a difference!

2021

BY THE NUMBERS

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15,471

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TOM WAGNER &TYLER WAGNER

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MAKING GOOD THINGS HAPPEN

One of the most tangible motivators in the world is to directly help make the lives of others better. Two prime examples of that truth, locally, are Tom and Tyler Wagner. They are a father/son team who recently joined forces as co-owners of Wagner Allstate Agency in Las Vegas. Together, they and their team are definitely making good things happen for their REALTOR® partners and clients.

The story of how these two men reached this rewarding point began after years of dedicated public service and a career in pro sports. When Tom retired from the Las Vegas Police Department after 25 years of service, he was looking for a new path and gained the opportunity to buy an existing “book of business” with a local Allstate. “It seemed to make sense,” he recalls.

On the other hand, Tyler was looking for a new direction as well after a career pitching in the major leagues with the Milwaukee Brewers and the Arizona Diamondbacks. “I stopped playing baseball in 2019 and was trading on the stock

market,” Tyler remembers. “I had been looking for the next thing that would be sustainable long term. So we talked and made the decision to move forward with opening an Allstate.”

Clearly, the two men enjoy the fulfillment of teaming up and helping others together. “It’s very special. I remember spending time with him, coaching Tyler and his brother, Jake, as they grew up on the baseball field,” Tom remembers. “We’re very competitive, so it’s fun sharing this with Tyler. We work well together as I’m more of a relationship guy, and Tyler’s more detail-oriented.”

Tyler adds, “There are a lot of rewarding experiences. It’s fun working through all the business details together, overcoming challenges and coming up with solutions together.” However, when the two men think about the aspects of their work that are the most rewarding, Tom centers right away on his prior experiences as

a public servant and the fulfillment of relationships. As he explains, “When you sign a policy with us, you become part of the family. I send handwritten thank you cards to all of our clients. That’s what it’s all about for me. It’s that personal touch.”

“One of the parts I love the most about this is the challenge,” Tyler points out. “It’s been a lot of fun having the ability to learn new skills and putting together a sales team. Working together as a team, we apply our knowledge to helping our clients and providing as much value as we can every day.”

That all-in sense of responsiveness is definitely a point of emphasis for Tom, Tyler and their team members. As Tom points out, “We’re available 24/7.” Their clients even have their cell phone numbers and know they are available to help in any way possible.

Tom and Tyler place a lot of attention on providing a solid education •••



meet our partner

Written by **Dave Danielson**

Photography by **Chernogorov Photography**
Photographed at **Red Rocks Country Club**
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••• for those they work with, taking the time to ensure that every client knows what their family may, and may not, be covered for. "Everyone is different. Whether they choose higher or lower deductibles, we work to ensure that their coverage is personalized for their needs," Tyler says. "The biggest thing for us is educating them along the way. Some insurance companies offer cheaper policies, but those companies don't have customer service. We pride ourselves on providing value long after we initially sign someone up."

Outside of work, Tom and Tyler focus their attention on family, and in their free time, they remain engaged in the community. Tom is on the board of directors for nine different charities. One effort Tom has been heavily involved with through time

is Cops for Kids, which is a charity golf tournament that raises money for fallen officers' children to send them to college. Tyler and Tom are also huge Golden Knights hockey fans and attend many games throughout the season. Tyler admits, "I like staying active with things that get me in a competitive mindset — golf, shuffleboard, darts, anything that I can win at. The key focus for us is enjoying the positives that Las Vegas provides."

Teamwork is at the core of the difference that Tom and Tyler set out and deliver to their partners and clients. "We really enjoy the family atmosphere that we have here," Tom says. "When we've interviewed people to be one of our licensed sales agents,

one of the first things we look at is what their personality is like, to see how they will fit in and if they are committed and like to have fun. This is a family. We are committed to each other and to picking up the phone for those who need our help."

"We pride ourselves on being super detail-oriented and thorough with the way we understand our clients' needs. We want to figure out those needs and help them get as protected as possible. For us, it's all about putting the customer first and providing the value and protection they deserve," says Tyler.

That's the way you make good things happen for others.





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KEN CALDER

ALL FOR ONE



team builder

Written by **Dave Danielson**
Photography by **Chernogorov Photography**



While one individual can make an indelible impact on the world, the efforts can be much more efficient and far-reaching when they are carried out by a village. That's the all-for-one dynamic at work with Broker/Owner Ken Calder and his brokerage, Addicted Realty.

Ken is filled with gratitude for his partnership with George Anderson. "I love that real estate can still be a passion after having done it for a while. If we can evolve, we make dreams come true. We want every agent to buy a rental property every year," Ken says. "While we are making dreams come true, we want to enhance our own team members' families' wealth."

Ken met George in 2011. At the time, Ken was selling new homes, and George brought clients in. "When I decided to go back into general real estate, we partnered up as a team. We each had unique skills. Instead of going out and doing real estate solo, we divided up tasks, so it seemed like we were in two places at once. We realized

that we could quadruple our volume if we focused on what we were each good at," Ken says.

He continues, "Then we brought on an assistant, implemented systems and processes, and that's when we opened up Addicted Realty. Every relationship takes work. We are committed to our agents and the industry as a whole. We have a passion for this industry, we believe in it, and we always find a path forward. One of our company's core values is 'get it done.' This guiding principle means 'finding a way,' and we knew there was a way to make a win-win for our agents and clients."

It's obvious to see Ken's pride in his team as he admits that each member brings something special and how they refer to their brokerage as their tribe. Within that tribe, Ken explains that each person is allowed to showcase their unique forte. "The dynamic

of being able to allow people to do what they do best is vital," he says. "Our team knows that everyone here is committed to others' success."

Ken appreciates how, even for someone new, they are able to provide them with a huge level of success. "If you are a brand new agent, you can focus on learning the city and laying that foundation. The dynamic is very special. One thing we hate is, out of 400 new REALTORS® class, a small number survive," he says. "It's a beautiful business with so much potential to offer. We want to support and help people achieve what they want based on the pace they want to go at."

With their tagline, 'buy, sell, repeat,' Ken and his team members embrace the Addicted Realty name for the brokerage. "We want people to be addicted to how we do what we do," he admits. "We stay in our lanes, and we do very little advertising. It's

Yorgho Triantaphyllou, Vetta Christian, Anita Gasbeck, Konstantina Panagopoulos, James Hanan, George Anderson, Kenneth Calder, Rebecca Matisis, Maggie Ameen, Alex Brooks-Gray, Andrew Suriano, Cody Suriano, and Rhameek Scott



based on relationships and being a trusted advisor. We want to do what we can to make our clients' lives more beautiful and successful. It's not about selling houses."

Ken earned his real estate license in 2009 in Boston. When the crash happened, he moved to Las Vegas and saw the potential in the area. "I moved here and started working in the new construction side of the business. Real estate is a difficult business to break into, and you have to wear so many different hats," he says. "One thing I dreamed of was starting my own brokerage where we could make it an easier process for our agents to focus on what they're really good at. So George and I opened Addicted Realty in 2014."

In addition to their Vegas office, Addicted Realty is growing into other markets, starting with Tennessee. In 2019, they transitioned the traditional agency into a corporate team which allows people to focus on what they do best. "Our agents are all employees who receive aW-2 with full benefits. We break apart the many roles a traditional agent might fill into roles filled by separate specialists. They can negotiate, be pricing specialists, show properties, etc.," he says. "Our clients feel good because they know they are working with experts, and agents feel good about focusing on their strengths. People don't have to be the jack of all trades here."

Addicted Realty features a team of 12 people on its corporate team, along with eight staff members. Plus, they are hiring in Las Vegas and growing in Tennessee. Day by day, the village keeps growing larger and stronger with a common vision — an all-for-one mentality of making a lasting impact for their clients.





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Mt. Charleston

FAMILY REAL ESTATE TEAM



Whether people find Mt. Charleston on purpose or happen to wander into the area by accident, folks are met with a sense of surprise and wonderment from this surreal and beautiful environment in the Spring Mountains of Southern Nevada.

Within that pine forest in Mt. Charleston are a few enchanted subdivisions of mountain homes. This mountain area, a suburb of Las Vegas, offers a natural, otherworldly lifestyle as compared to the Las Vegas lifestyle. A family real estate team consisting of a mom, dad, two daughters and a son-in-law owns and operates Mt. Charleston Realty Inc. They sell the very environment and lifestyle they live and play in.

This family brokerage has grown and flourishes by providing insightful real estate expertise and services regarding the areas they service.

Garry and Angie Tomashowski founded Mt. Charleston Realty Inc. in 2000. Angie, broker of Mt. Charleston Realty Inc., obtained her real estate license in 1981, with Garry following in 1994. Their three children, Katie, Brandon and Taylor, were raised and attended school in the Mt. Charleston area. All three desired to obtain their real estate licenses, with Brandon now fulfilling his real estate career in Seattle.

Daughter and son-in-law Katie and Steven Corr live on the same street in Mt. Charleston as Garry and

Angie, with their two girls, Peyton and Rylee. Katie joined the team in 2007, with Steven departing his engineering career, joining in 2018. Second daughter Taylor Plantin joined the team in 2019. Taylor's husband, Mikey Plantin, is a fireman for the Henderson Fire Department. They have a son, Remy.

Garry and Angie note selling rural properties is often more challenging, but also more interesting. With owning property in Mt. Charleston, Cold Creek and Las Vegas, this allows the family to spend time together and be able to work in these diverse lifestyle environments. "With our family having lived and enjoyed the mountain lifestyle for so long, we are able to share authentic mountain lifestyle experiences that can help validate a client's enthusiasm," they say.

"The evolution and ongoing growth of our company has been consistent," says Garry. "Katie, Steven and Taylor are absolutely integral in our past and ongoing success as they bring the diverse and needed skills that companies need to thrive in today's market. But most impressively, it's their integrity, expertise and work ethic that are the driving force of our company today." Angie adds, "We're grateful to be able to work with our family, to mentor a new generation, and for their focus and dedication towards our company's clients' success." •••

► all in the family

Written by **Dave Danielson**

Photography by **Chernogorov Photography**



Steven and Katie Corr, Angie and Garry Tomashowski, Taylor Plantin

This story began 34 years ago in 1988, almost on a whim, Angie shares. “Garry and I drove to Mt. Charleston one day, dirt roads still throughout the neighborhoods. We were literally driving around a curve in a Mt. Charleston subdivision as a “For Sale” sign was being pounded into the ground. Growing up in Las Vegas and visiting the mountains, we were enamored with possibly living there in the future. The cedar A-frame (and HUD foreclosure fixer-upper) we were gazing at tugged at our curiosity. First child Katie was just a baby. We had little savings. It was going to be challenging. The whole idea seemed romantic but scary, and we ultimately purchased it.”

Angie recalls as she first started working in the real estate industry around 1981, interest rates were well into the high double digits. “I was working at the Las Vegas Metropolitan Police Department in a civilian position at the same time

Garry was a licensed contractor.” Upon purchasing in the mountain area, she met the challenge of commuting to Metro, downtown for 10 years. “At that time, I had been involved in real estate part time, and it seemed Mt. Charleston was in need of real estate attention. It quickly grew, both city and rural. In 1997 we had three children under 5 years old, both of us were working full-time, living up in the woods, moonlighting in real estate — it was hectic and crazy. In time, we both ended up focusing 100% on real estate,” she says.

“Although our business is diversified, serving both our Las Vegas and Southern Nevada rural area clients, Mt. Charleston remains a home base for living, playing and business.” Garry adds, “The experience of being in the pines many of us are drawn to continues to inspire our family.” To be able to share the lifestyle with passionate mountain buyers remains a privilege and responsibility for their family.



Taylor and Remy Plantin



The family has heartfelt feelings for and supports Lundy Elementary School, St. Jude’s Children’s Hospital and the Las Vegas Metropolitan Police Department (of which Katie and Steven are members of the Metro Volunteer Program).

“As the team looks toward the future, this family does so with a great deal of gratitude and positivity,” Angie says. “We attribute much of our past and future success to our repeat clientele. These same clients’ ongoing referrals to their family and friends have been mutually beneficial to all. We see the future as keeping our focus on maintaining high standards and business practices for ourselves and our clients’ success.”

Steven, Katie, Peyton and Rylee Corr

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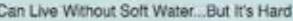
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► REALTOR® life

Written by **Dave Danielson**
Photography by **Chernogorov Photography**



Each of us has gifts to share with the world. In the case of Steve Ord, you can see many of them as soon as you meet him. One of the qualities that stands out almost immediately when you talk with him, however, is his seemingly boundless energy that is directed outward to the world around him.

As a REALTOR® and property manager with Keller n' Jadd, Steve has a relentless hunger to create results. "This is a job I truly love. I'm a people person. I love dealing with clients and making their dreams come true, whether it's a first-time buyer or working with my luxury clients and closing on million-dollar homes and lots," Steve says. "I love working with clients, viewing properties and being out and about working with clients to make their dreams come true. I'm a pretty aggressive agent; I work 24/7. I

don't sleep until my clients are taken care of. I eat, breathe and sleep my clients' deals."

Admittedly, many of the service attributes that Steve has were honed during his time working with Jiffy Lube. Steve had started with the car maintenance giant when he was just 16 years old while living in Colorado, and it didn't take him long to begin his skyrocketing trajectory with the company.

Before long, Steve moved with the company to Henderson and became a store manager when he was only 18 years old, making him the youngest store manager out of Heartland Automotive's 500 stores nationwide, and was rated as the top producing store manager in the nation, winning awards in best customer service, highest producing stores and cleanest shops. In time, he ascended to a

position where he was training other store managers to assist in taking over stores that were underperforming.

"My position with Jiffy Lube is how I met my wife and her father, Rick Keller. He frequented my sites for service on his personal vehicles, and as I eventually got to know him, he offered me a position in his brokerage, Keller n' Jadd, as a field manager. I enjoyed diving in and overseeing the properties and assisting Rick. During those years, I learned lots from him, took notes and developed great relationships with very successful people that I look up to very much."

The experience Steve gained while working with Jiffy Lube and, in turn, working under Rick Keller was admittedly tough work. However, it's what got him interested in property management and subsequently into

...

••• selling real estate in 2014. And the signs of success have continued to build for him as his career has progressed. He has recorded an astounding total of 33 transactions over the past 12 months, along with dozens of five-star ratings online.

When asked to point out one of his passions professionally, Steve admitted his eye has always been on the investment side of the business. "A lot of what I do is buy and sell for investors. I work with some pretty big-time investors from all over the country and the world," Steve says. "From the moment I start working with my clients, I will never stop thinking about their real estate experience."

Outside of work, family is at the heart of life for Steve. He looks forward to spending time with his wife, Angela, and their three children, Stephen, Tristin and Ellia. And in his spare time, Steve has several favorite pastimes, including swimming with his family, fishing, paddleboarding and barbecuing. He also likes to spend time with his family at their cabin in Duck Creek, Utah, and on their yearly trip to Newport Beach, CA, which has become a family tradition. Faith also plays a central role in their lives, and they enjoy being involved with their church.

With an all-in, straight-shooting demeanor, Steve brings a sense of hard work and fairness to his clients with a dedication that he says makes them feel like family.

As he reflects on the success he has been able to build, he offers advice to others who want to take their own steps forward in the business: "Push hard, work hard and keep your head on straight," he says with a spark. "And more importantly, if you put God first, good things will happen."

That's what it looks like when you have the hustle, mind-set and dedication it takes to reach relentless results. •••





“ I love working with clients, viewing properties and being out and about working with clients to make their dreams come true. **”**





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