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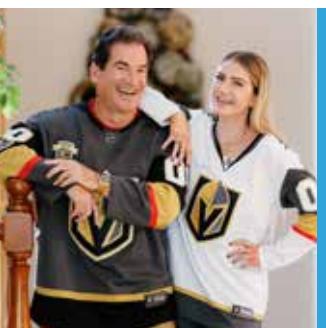
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TABLE OF CONTENTS

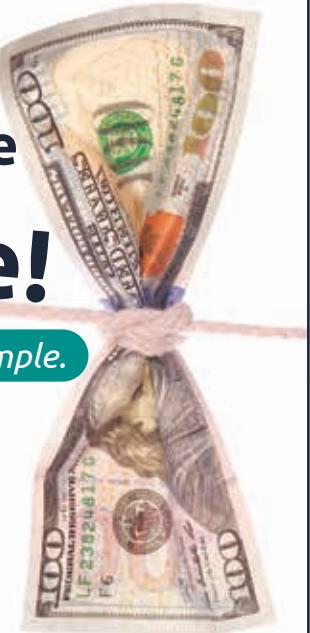
	14 Cover Agent: Leslie Carver		20 Meet Our Partner: Phil Whalen		26 REALTOR® Life: Angie Lauer
	32 REALTOR® Life: Ben Packer		38 Family: Mark and Kennedy Weinberg		44 Event

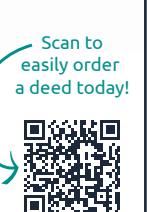
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Leslie CARVER

REAL ESTATE VISIONARY:
THE ART OF STAYING AHEAD

Written by Kendra Woodward | Photography by Chernogorov Photography

In the bustling world of real estate, certain names stand out for their dedication, innovation, and unwavering commitment to excellence. Leslie Carver, a licensed real estate agent with Berkshire Hathaway HomeServices since 1996, is undoubtedly one of them. Her journey, marked by constant evolution and a strong team, exemplifies the spirit of adaptability and progress that defines the industry.

Born and raised in Elko, Nevada, Leslie Carver's connection to her community runs deep. She's a proud graduate of Elko High School and ventured to Las Vegas to attend the University of Nevada, Las Vegas (UNLV). It was there that she met her husband, and her path toward a career in real estate began.

Before diving headfirst into the real estate world, Leslie worked as a paralegal. Armed with her newly acquired real estate license, she embarked on an extraordinary journey, eventually establishing her own team – Team Carver. This dedicated group of professionals includes her husband, John Carver, along with Danielle Gordon, Kendall Towers, Stefanie Jablonski, Annette Nichols, and

Kathy Wolfe. It is led by Leslie and John Carver, but they all function as partners, a testament to their collaborative approach.

Leslie's steadfastness is reflected in her long-standing team, where one of her team members has been with her for 21 years, and two others for 13 years. They've crafted an environment where each agent is a top performer in their own right, and Leslie's individual production consistently ranks her among the top 100 agents in the region.

"I enjoy the challenge!" Leslie exclaims. She has transitioned her business over the years, with a remarkable ability to predict market trends and adapt seamlessly. She entered the real estate scene in 1996, becoming one of the few to work with banks by listing REO properties even before the 2008 crash, an audacious move that paid off handsomely when the market faced tumultuous times.

As the market shifted, Leslie transitioned from bank foreclosure listings to short sale listings and taught CE short sale classes. Subsequently, she moved to cold-calling expired listings and maintained a high level of business through changing tides. She is always ahead of the curve, open to learning, and excited to embrace new challenges. Leslie attributes a significant part of her success however to her dedicated team. They are not just colleagues, but friends who focus on the positives and meet for breakfast regularly to ensure they stay in sync. "We support each other," Leslie proudly notes.

“ WE SUPPORT
EACH OTHER. ”



SHE IS ALWAYS AHEAD
OF THE CURVE, OPEN
TO LEARNING, AND
EXCITED TO EMBRACE
NEW CHALLENGES.

LESLIE CARVER'S

JOURNEY IN REAL ESTATE

IS A TESTAMENT TO THE

POWER OF ADAPTABILITY,

INNOVATION, AND A

DEEP COMMITMENT TO

COMMUNITY AND FAMILY.



Leslie's passion for staying ahead of the market is unwavering. Embracing innovation with enthusiasm, she is currently working on incorporating video content into their sales process. She believes that any agent who can master video will achieve success in the real estate world. Video, she notes, adds a new dimension to one's repertoire, enriching their interactions with clients.

John and Leslie believe in giving back to their community. Their nephew Cooper has Down syndrome and they have participated in events in support of a Las Vegas location for GiGi's Playhouse, which provides programming & support for people with Down syndrome and their families. Their

previous involvement includes volunteering with the Goodie Two Shoes Foundation, demonstrating their dedication to making a difference in the lives of those around them.

Leslie Carver's life outside real estate is filled with love and joy. She shares her world with her husband, John, and her two boys, Bradley and Sammy. Together, they have two delightful dogs – Loki and Thor – who found their forever home with the Carver family through serendipitous events on Nextdoor.

As a dedicated mom, Leslie's most defining moments have been spent with her sons. Her interests outside of real estate encompass relaxation and family

time, including regular trips to Newport Beach, California. Meditation is a crucial part of her daily routine, helping her maintain her balance and stay focused. She values the time she gets to spend with her family and focuses on nurturing those precious moments. Every day, she begins with gratitude writing and meditation, setting the tone for a day filled with positivity.

Leslie Carver's journey in real estate is a testament to the power of adaptability, innovation, and a deep commitment to community and family. With a strong team, a visionary approach, and an unyielding spirit, she continues to shape the future of real estate in Nevada.



PHIL

WHALEN

THE HEART OF HOME INSPECTION IN SUMMERLIN

▶ meet our partner

Written by Kendra Woodward
Photography by Chernogorov Photography
Photographed at Desert Breeze Park



When it comes to real estate and home inspections, there are those who simply get the job done and then there are the more dedicated individuals like Phil Whalen, Owner/Inspector of WIN Home Inspection Summerlin. With a career spanning military service, academic achievements, and a deep commitment to excellence, Phil's story is one of dedication and a thirst for knowledge.

Born in San Antonio, Texas, and raised primarily in Omaha, Nebraska, Phil developed a strong work ethic from a young age. His inspiration came from observing his parents, grandparents, aunts, and uncles, who all embodied the values of hard work and integrity. "Responsibility and 'doing the right thing' was a hallmark I saw growing up," Phil recalls.

After a somewhat uncertain start in college, he found his path in the Army where he served the next 26+ years in various capacities, which included active duty, reserve, and National Guard roles. Concurrently, he spent 16 years as a Department of Defense civilian. This rich tapestry of experience eventually led him to a Bachelor's degree in Management, obtained while on active duty.



Retirement from the military and civilian roles beckoned, but Phil was determined not to work for someone else. After a two-year search, he discovered a home inspection business for sale. Drawing on his past experience as a new home construction supervisor, the business immediately resonated with him, setting the stage for his entrepreneurial journey.

At WIN Home Inspection Summerlin, Phil and his team are driven by a simple yet profound goal: to provide potential buyers with the information

they need to make confident decisions regarding their real estate purchases. "Caring about what you do is paramount, as it is reflected in the impacts it leaves on your clients, customers, and employees."

Throughout his career, Phil has cultivated a hunger for learning and understanding the 'whys' of conventional practices. He is unafraid to explore alternative solutions and go against the grain when necessary. The emphasis at WIN Home Inspection Summerlin is not just

on technical jargon, but on simplifying the inspection process for clients. The focus is on presenting information in an easy-to-understand format and providing context to the issues uncovered.

Open, responsive, and efficient communication is the backbone of their business model. And along with technological advances, they have embraced online tools to make inspection appointments more accessible and convenient for clients and agents.

Phil's commitment to excellence extends to his personal life as well, where he shares his days with his husband, Rex, and their beloved Pitty, Canon. Their supportive partnership has been a cornerstone of Phil's success, as Phil explains, "I honestly could not have been as successful in what I have achieved, if it weren't for him," and boasts how Rex's willingness and ability to take care of their home while he was deployed for five years supporting Operations Enduring Freedom and

Iraqi Freedom kept his mind at ease. "He did all this while also managing his own career as an IT Consultant."

In his free time, Phil stays active with outdoor activities, home renovations, and even the occasional adrenaline-pumping challenge. "I was airborne in the army and still enjoy occasionally jumping out of a perfectly good airplane," he jokes. He's a true believer in personal growth and never shies away from learning

new things, reinforcing his belief that "stagnation can lead to complacency in all aspects of life".

Phil Whalen's journey is a testament to the transformative power of hard work, dedication, and the unwavering pursuit of knowledge. His path from the military to entrepreneurship is a compelling example of how integrity, curiosity, and a commitment to excellence can shape a successful career.

“ Responsibility and 'doing the right thing' was a hallmark I saw growing up. ”



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ANGIE LAUER

THE ART OF LEAD CONVERSION

Angie Lauer, affectionately known as “The Lead Queen,” is redefining real estate success one conversion at a time. With a career that encompasses the artistic flair of creative writing, her journey to becoming a successful real estate agent has been nothing short of inspiring. Angie’s unique blend of communication skills and the ability to convert leads through her organic conversation style and text messaging has earned her a remarkable reputation in the real estate industry.



► REALTOR® life

Written by Kendra Woodward
Photography by Chernogorov Photography



Angie’s journey in real estate began when her husband received a job opportunity with the local energy company that relocated them to Las Vegas. Her background in creative writing from California State University, Northridge in Southern California may not have been the most typical entry point into real estate, but Angie’s unconventional path has proven to be her unique advantage.

Before embarking on her real estate career, Angie had amassed a wealth of service industry experience, ranging from waitressing to contractor’s license bond claims agent and bartending. It was during her tenure as a beverage cart driver at Dragon Ridge Country Club that she crossed paths with her future broker, who recognized her untapped potential and convinced her to pursue a career in real estate.

As Angie ventured deeper into the world of real estate, she discovered the multifaceted nature of the profession.

Not only is it a world of transactions and properties, but it’s also a realm of human emotions and as she points out, “A lot of real estate is problem-solving.” Angie goes on to say, “Because of its nature, real estate agents, in many ways, serve as therapists, guiding clients through the highs and lows of the real estate journey.”

Throughout her journey, Angie acknowledges the significant impact her brokers, Joe Herrera and Taylor Prince, have had on her. They are individuals who believed in her abilities and fostered her growth. “They believed in me and gave me responsibility that made me believe in myself,” Angie shares. Their unwavering support and mentorship have helped Angie evolve into a strong leader within the industry.

For Angie, the essence of real estate lies in the fulfillment of helping clients find their dream homes. “The most important place is the place you call home,” she

says, emphasizing the significance of her role in guiding clients to a place where they can relax, be themselves, and create lasting memories.

Angie’s role extends beyond being a successful real estate agent; she’s also a lead conversion coach, specializing in non-sales, organic communication, and text messaging. The “magical power” she has to convert people who don’t want to talk into ‘chatty Cathy’, enables her to connect with clients who may be hesitant to engage with other agents. Using her gift of communication, Angie converts leads and builds lasting relationships.

Throughout her dynamic career, Angie has gone from running her broker’s large team of over 100 agents to nurturing her team which is a small, tight-knit group. Angie states the smaller team allows her to focus more on her agents and their individual growth. Her passion for coaching and mentoring extends to other teams across the

“
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ITS NATURE,
REAL ESTATE
AGENTS, IN MANY
WAYS, SERVE AS
THERAPISTS,
GUIDING CLIENTS
THROUGH THE
HIGHS AND LOWS
OF THE REAL
ESTATE JOURNEY.
”



country. “I love coaching,” Angie says with enthusiasm, and it’s this passion that has made her an influential figure in the industry.

Over the years, several pivotal moments have transformed Angie’s real estate journey. Hiring a transaction coordinator to handle paperwork marked a major turning point in her career, allowing her to focus on what she does best: lead conversion and assisting clients. Another game changer has been the recognition of her coaching abilities, which led to her being sought out for public speaking and private coaching based on her expertise and paid accordingly.

Her brokerage, Real Broker LLC, has also been instrumental in opening new doors, helping Angie approach her business from different angles and reach more agents across the country.

Angie’s current passion lies in maintaining relationships with her past clients through the implementation of a comprehensive client care system. Inspired by an agent/friend’s approach in Colorado, she has developed her client appreciation program. By creating a client appreciation page on Facebook, sending home-anniversary cards, and gifting thoughtful tokens, Angie connects with her clients on a deeper level.

“Being able to surprise them with small gifts throughout the year is awesome,” she says, reflecting on the joy of nurturing those relationships.

Outside of her bustling real estate career, Angie is a devoted wife to her husband, Tim Lauer, who also serves as her lender partner. Their family includes two boys, Wyatt and Lucas; as well as their cat, Jax, and their Golden Retriever, Luna.

With a profound love for music, Angie and her family share a special bond over ‘90s rock, with Nirvana, Green Day, and Beastie Boys holding a special place in their hearts. The family frequently attends concerts and shows, creating lasting memories together. As avid beach lovers and passionate travelers, they recently embarked on an adventure to Italy, savoring the culture, cuisine, and each other’s company.

Angie Lauer, “The Lead Queen,” has transformed her unconventional journey into an extraordinary career. With a gift for communication and the power to convert leads, she continues to make her mark in the real estate world. Her passion for helping others and creating genuine connections underscores her success, and she remains a beacon of inspiration for both clients and fellow real estate professionals.





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BEN PACKER

BEYOND THE LISTINGS

In the ever-evolving landscape of real estate, few names shine as brightly as Ben Packer, a dedicated and passionate REALTOR® who has truly made his mark. Ben, who has been a REALTOR® since 2012, has traversed a remarkable path in the industry, accompanied by the unwavering support of his family and a deep commitment to his community.

Born in Pleasant Grove, Utah, Ben's journey into real estate was far from conventional. After serving with The Church of Jesus Christ Of Latter-Day Saints for two years following high school, he embarked on an adventurous chapter, selling alarms door-to-door across the country. His path eventually led him to Las Vegas in 2012 when he acquired his real estate license, marking the beginning of an extraordinary career.

Ben's journey in real estate has been significantly influenced by the people he's met along the way. Notably, Jim Navarro, who gave him his first opportunity in City Center selling high-rise condos, played a pivotal role. His uncle, Matthew Brimhall, not only helped him get his license but also introduced him to Jim. Both of these guiding figures, with their extensive experience in the industry, became cornerstones of Ben's journey.

In 2012, Ben started his real estate career with Pordes Residential, diving headfirst into the high-stakes world of selling high-rise condos at Veer Towers in City Center on the Las Vegas strip. This was his introduction to the vibrant, fast-paced, and dynamic world of real estate. "I like being a REALTOR® because it has introduced me to some amazing people. It has helped me provide for my family," Ben passionately states. This sentiment reflects his genuine dedication to his clients, whom he strives to provide with the best possible experiences, whether they are buying or selling properties.

► REALTOR® life

Written by Kendra Woodward
Photography by Chernogorov Photography



More notably Ben and his brother Jacob are starting The Packer Real Estate Group where he'll remain a solo agent, however, the team mentality will allow him and his brother to help each other out when needed.

Real estate, like life, presents its fair share of challenges. Ben has confronted situations that have initially felt insurmountable, only to emerge stronger on the other side. He believes in pushing through the stress and trauma of difficult times, knowing that these experiences are building blocks for the future. The lessons learned form a foundation upon which to construct a more robust and skilled future.

Ben found a significant turning point in his career when he embraced the art of delegation. Instead of attempting to do everything himself, he brought a talented team on board, allowing him to focus on what he does best – building client relationships. By delegating non-core tasks, he effectively doubled his business and freed up time for what matters most: his clients.

Helping clients purchase properties that turn into blessings, not curses is at the core of Ben's ethos. His guiding principle is to ensure that his clients make decisions that will benefit them in the long term, ensuring their investment in real estate pays dividends for years to come.

Apart from his real estate endeavors, Ben is actively involved in various charitable and community activities. He passionately supports youth programs with his



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AMAZING PEOPLE.**

church, focusing on helping young individuals build confidence and enrich their lives through outdoor activities and spiritual growth.

In addition, he lends his support to charity services, including cleaning up local parks and contributing to impactful initiatives like The Underground Railroad Operation (OUR). Ben's commitment to bettering the community serves as a testament to his unwavering dedication to making a positive impact on the lives of others.

Ben's family, including his wife, Karlie, and their three children – Josh, Celia, and Brock – forms the core of his life. As a husband and a father, he cherishes the time he spends with his family, sharing joyous moments, and nurturing precious memories. Outside of his bustling real estate career, Ben enjoys a plethora of interests. From his love for golf and pickleball to traveling with friends and watching football, he embraces a multifaceted life. However, he emphasizes that "dad stuff" is his favorite, which includes activities like golf, gymnastics, and football with his children.

In the vast world of real estate, Ben Packer stands as a testament to dedication, adaptability, and the pursuit of excellence. His unwavering commitment to his clients and community, along with a thriving family life, makes him a true embodiment of the modern real estate professional. With a heart that overflows with compassion, and a vision to create lasting, positive impacts, Ben's journey is an inspiring tale of a life well-lived.

Happy Holidays!



This holiday season we are reminded of who matters most to us. We couldn't have had this amazing year without our loyal and steadfast realtor partners. Thank you so much for all you do and know we are here to serve you and your clients in the coming year!

At your service, **Andrew Dort**

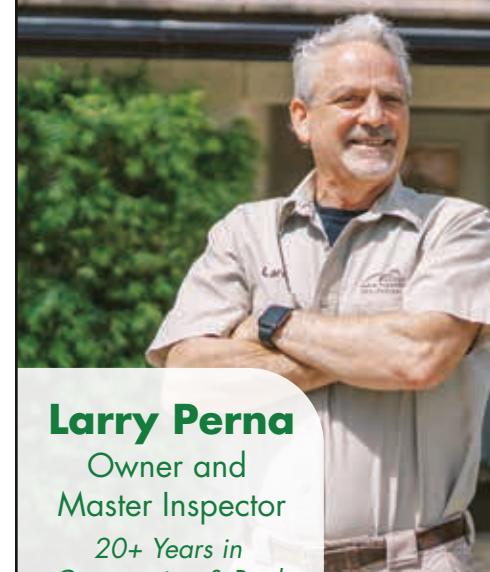
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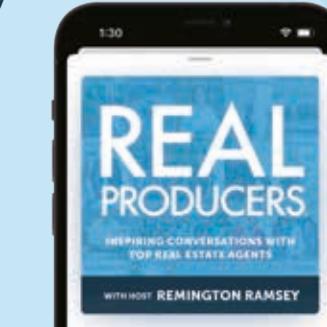
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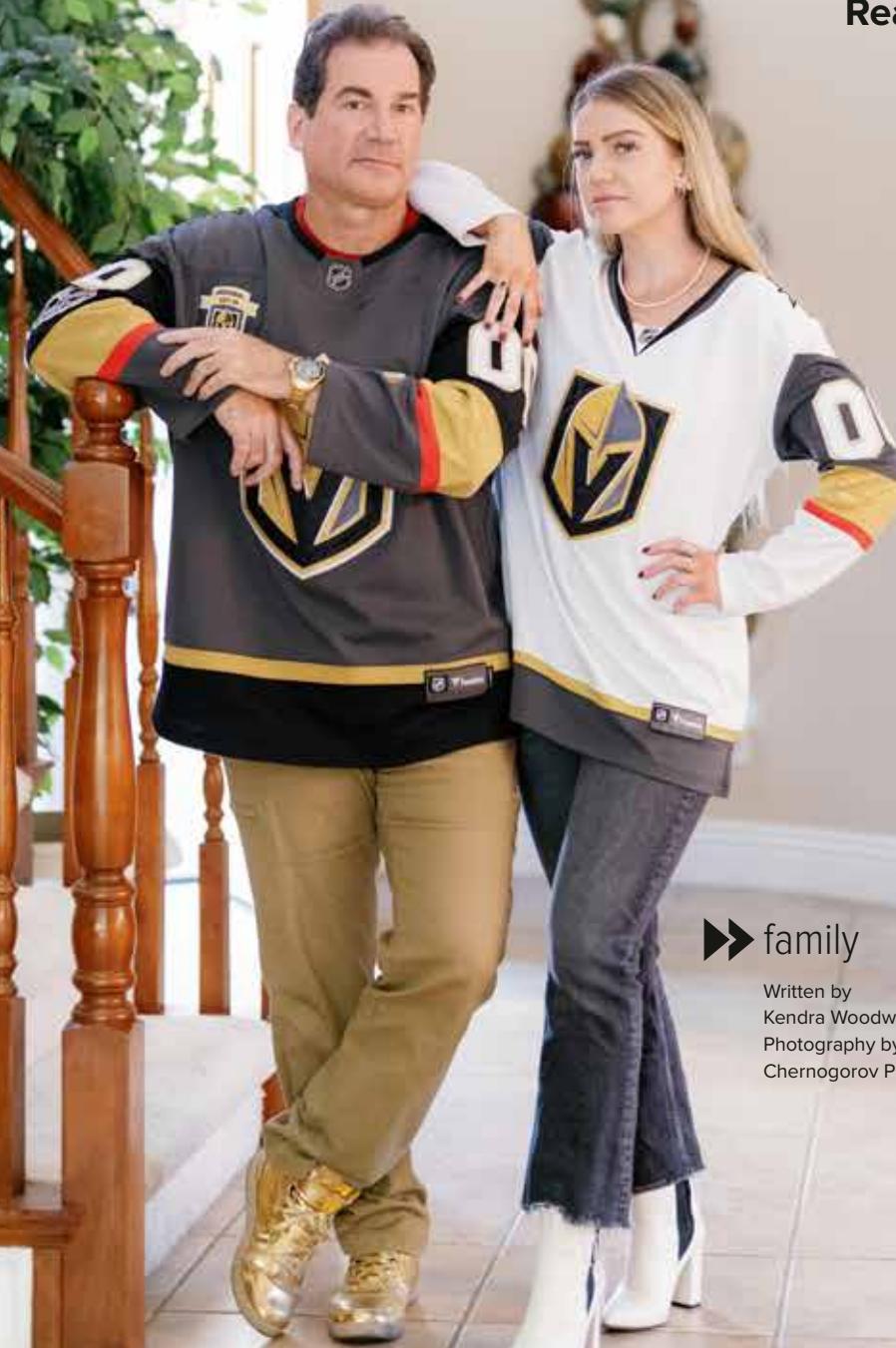
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MARK & KENNEDY WEINBERG

Building a Legacy
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IN THE VAST LANDSCAPE OF LAS VEGAS REAL ESTATE, A FATHER-DAUGHTER DUO IS JUST GETTING STARTED AND PREPARING TO LEAVE AN INDELIBLE MARK, NOT JUST IN TERMS OF THE TRANSACTIONS THEY HANDLE, BUT FOR THE ENDURING LEGACY THEY'RE CRAFTING. MEET MARK AND KENNEDY WEINBERG, TWO GENERATIONS OF REAL ESTATE EXCELLENCE.

MARK WEINBERG: A VEGAS LEGEND WITH A HUMBLE APPROACH

A Las Vegas legend, Mark has earned his place among the top 500 REALTORS® consistently throughout his career. His journey, however, is unique for more than just his professional achievements. Born and raised in Chicago, Illinois, Mark's initial career path as an auditor and accountant didn't align with his vision of a fulfilling career. With a Bachelor's degree in Accounting and Business Management and an MBA in Finance, Mark sought to do more.

A childhood friend, Mark Stark, who was already an influential figure in the real estate industry, had encouraged Weinberg for years to move to Las Vegas to pursue a real estate career. It was

Stark's persistence that eventually led to Weinberg's decision to make the move. "I am very happy that Mark had a vision for me, even before I had that vision," Weinberg says. Admitting the move was the best decision of his life, Mark will be embarking on his 30th year in the industry. More impressively, he's done it all with the same company. "I have always been a loyal guy," he admits. "But I truly believe that I have been with the best organization for my real estate career."

The joy and satisfaction Mark gets from assisting his clients in their real estate needs is a testament to the dynamic nature of the industry and the profound connections it fosters. No matter the client's age or experience, Mark still exudes excitement

when helping someone make their first purchase. This commitment to personalized service and enduring relationships has been the cornerstone of his longevity in the industry, something he is proud to share and pass down to his daughter, Kennedy.

"When you're involved in the industry for nearly 30 years," Mark says, "you've been through a lot of trials and tribulations, including the Great Recession. I was fortunate enough, through grit and perseverance, to overcome and sustain my belief that hard work and dedication would still allow me to pursue this career." And while he acknowledges the role technology has played throughout his career, he believes the personal touch is still of primary importance.



KENNEDY WEINBERG: CONTINUING THE FAMILY LEGACY

Gaining her Bachelor's degree in Psychology and a Minor in Criminology and Criminal Justice from Northern Arizona University in just three years, succeeded by attaining her Master's in forensic psychology from Arizona State University by age 22, Kennedy's academic achievements are impressive in their own right.

However, her choice to pursue a career in real estate came from the heart. Growing up in a household where her father didn't boast about his accolades, but silently stayed committed to his clients, Kennedy wanted to contribute to an industry that allowed those lasting relationships to flourish. "I grew up around real estate my whole life," Kennedy reflects. "To watch my dad be able to help people and maintain those relationships with a lot of his clients long term seemed very rewarding to me."

Kennedy's proficiency in digital marketing as well as her energy and attitude, makes her a valuable addition to Mark's already successful career. They blend the best of old-school and new-school styles, creating a distinctive

approach that resonates with clients. They also enjoy the creative aspects of the industry by utilizing innovative marketing strategies and view real estate as a journey and opportunity to build relationships that span generations. "We help enhance people's lives," Mark shares. "We will always focus on the goals of our clients as we help them achieve their dreams."

COMMUNITY ENGAGEMENT, PHILANTHROPY, AND FAMILY

From the initial start of his career, Mark has always focused on helping those in need. His involvement in a grassroots effort that helped establish the Sunshine Kids charitable organization as one of the company's preferred charities is a shining example. Under his guidance and development, every agent in the company was allowed to contribute to the organization at closing. Moreover, Mark actively participates in a weekly networking group consisting of fellow business professionals, all with the common goal of mutually enhancing their business success.

With three children, including Kennedy and his two stepchildren, Jennifer and Brandon, there's perpetual excitement, which can be

seen through the family's spirited gatherings. "We are a wacky bunch," Kennedy laughs. "You never know what somebody is going to say or do at any time." Mark's family radiates joy and liveliness, further accentuated by his passion for exercise, pickleball, tennis, and traveling with his girlfriend, Tracy.

Mark's commitment to physical fitness pairs seamlessly with his voluntary role as a USA boxing judge and referee, exemplifying his dedication to empowering inner-city youth. While Kennedy's interests encompass competitive CrossFit, high-intensity racing, international travel, and attending social events.

For Mark, real estate has been a lifelong passion, and his excitement for helping people has remained undiminished. Coupled with Kennedy's open-mindedness and cultural experiences, the two have become valuable assets to each other's real estate journeys. "I'm truly excited to have Kennedy pursue a career in real estate, as I have felt for a long time that she will be extremely dynamic. She has a work ethic and desire to succeed that is second to none and all of her clients will be reaping those benefits," Mark boasts proudly. "She has rejuvenated my excitement in the industry and resurrected my desire to continue to learn and adapt and become the best real estate agent that I can be. I am very excited for the future!"



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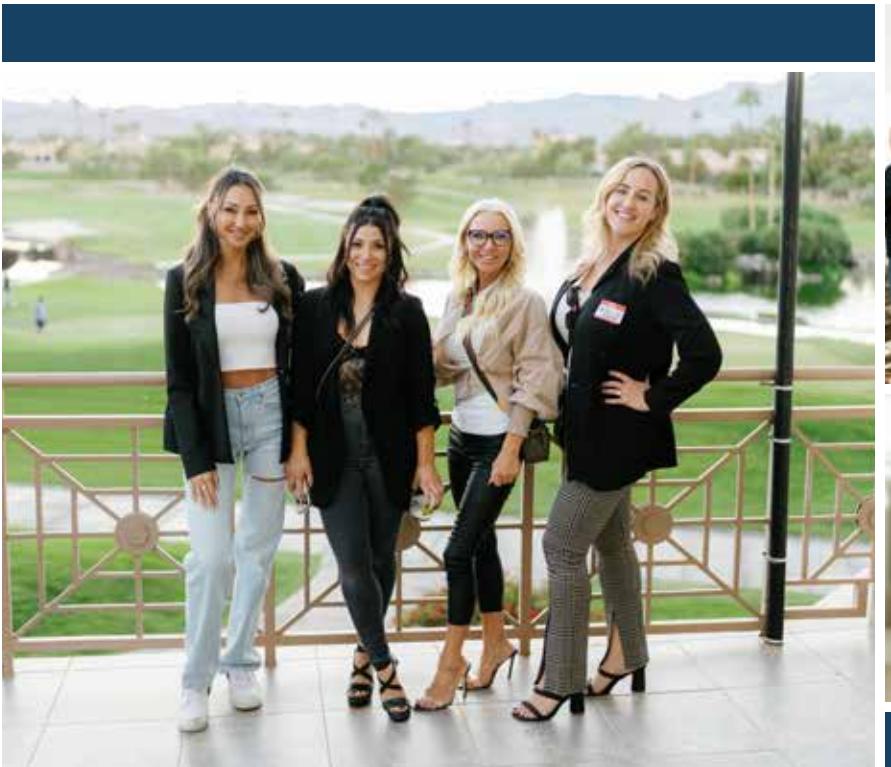
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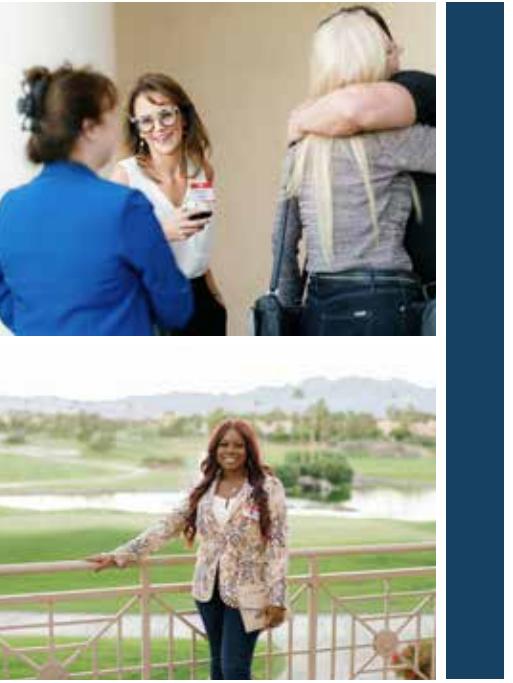
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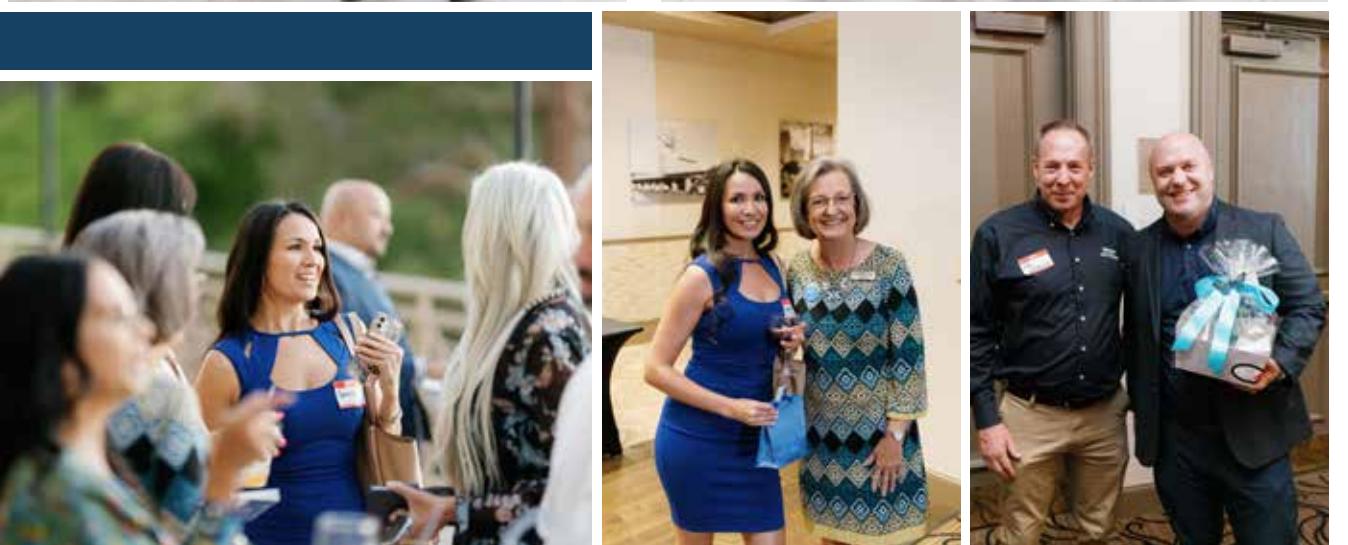
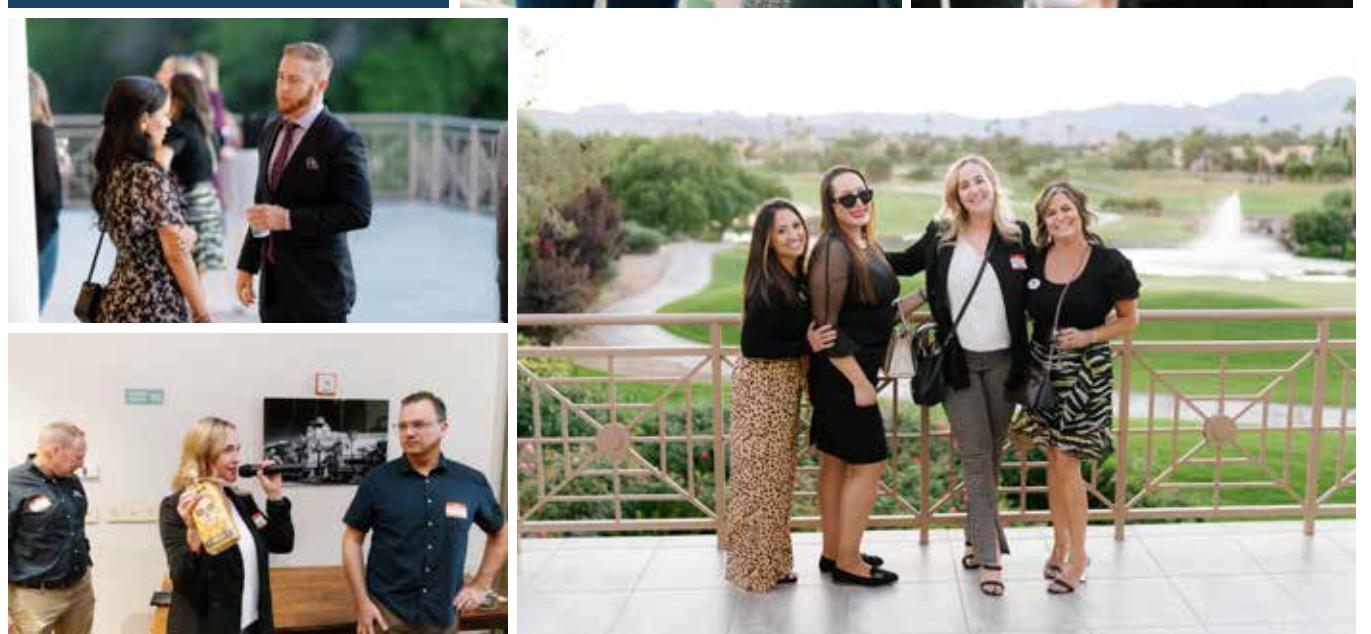
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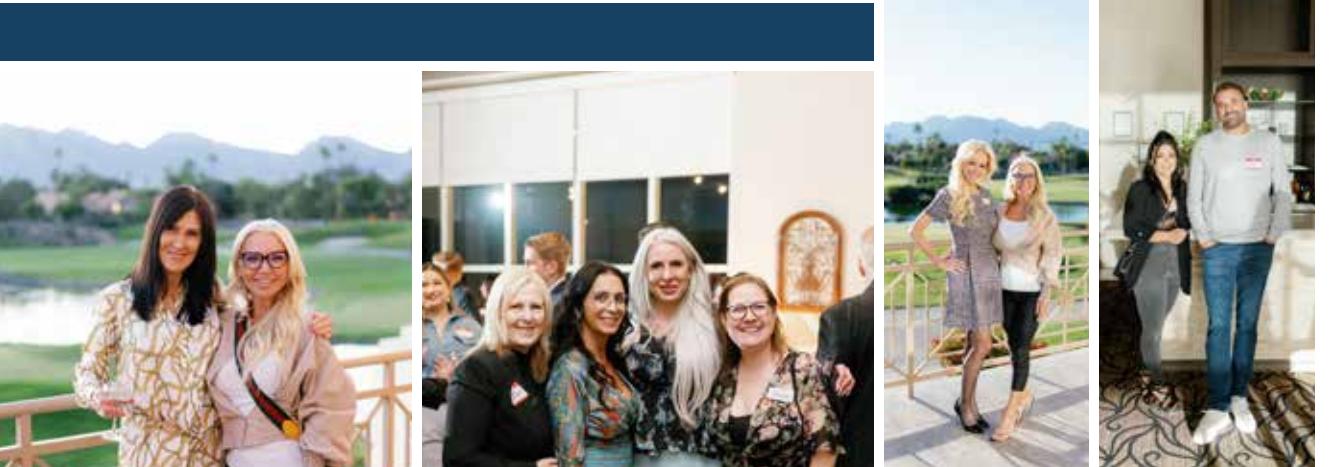
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