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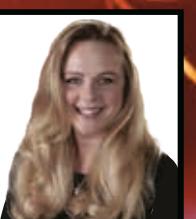
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# CHAKITS KRULSAWAT

TENACITY &  
CREATIVITY

► cover agent

Written by Zachary Cohen • Edited by Kendra Woodward • Photography by Chernogorov Photography



Over the past 14 years, Chakits Krulsawat has built a reputation as one of Las Vegas's most creative real estate agents. An early adopter of video and social media marketing, he's built one of Vegas' most recognizable real estate brands. Yet, the path hasn't been entirely smooth for Chakits. He, like most REALTORS®, began his real estate career with doubts, uncertainty, and perseverance. Overcoming those obstacles has been a big part of his story.

Chakits was born in Thailand and raised in Honolulu, Hawaii. He first arrived in Las Vegas at 21, chasing a romantic relationship to a new city. While that relationship didn't last very long, the move to Vegas proved to be a catalyst for his future success.

"At 21 years old and coming from an island, I didn't know too much. All I knew was what was going on the island. It was very isolated," Chakits

reflects. "So, in Vegas, it was exciting. I'd just stepped my feet on the ground and didn't know where I was going, but it was an exciting time."

Over the next few years, Chakits built a life in his new city and launched a car detailing business, his first entrepreneurial venture. Meanwhile, he had his eyes open for bigger opportunities. While detailing cars, Chakits would listen to self-development podcasts and books. As business people shared their stories of success, he noticed a pattern; many had their hands in real estate investing. That piqued Chakits' interest in the industry.

By 2009, Chakits was trying to find his way into real estate. He bought a personal home that same year, and his agent suggested he get his license. So, toward the end of the year, Chakits decided to dive in, get his license, and begin under the tutelage of his mentor, Daryl Hanna.

"I thought if I became an agent, I'd learn contracts, have access to the MLA, and know what's going on," Chakits explains. "Initially, I never wanted to sell a bunch of real estate. I wanted to be an investor. However, I soon realized...I'm good at sales. I have a knack for this." Devoting himself to real estate full-time by 2011, Chakits has spent more than a decade becoming one of Vegas' best. Since 2020 he has consistently made over seven figures. In 2022, his team of five agents (including his wife, Jesseca) closed over 150 transactions for \$78 million.

The linchpin of it all has been social media and video marketing, as they have been the primary drivers of Chakits' business. He has over 240,000 followers and more than a billion views. He began doing videos early in his career, but it didn't take off until around 2015 when he started creating home tour videos for out-of-state clients.





Realizing he could sell homes to out-of-state buyers without meeting them face to face, he doubled down on his video marketing efforts. By 2018, his marketing had taken off, and he continued growing those channels over the ensuing years. Today, over 95% of Chakits' business is driven through video and social media marketing.

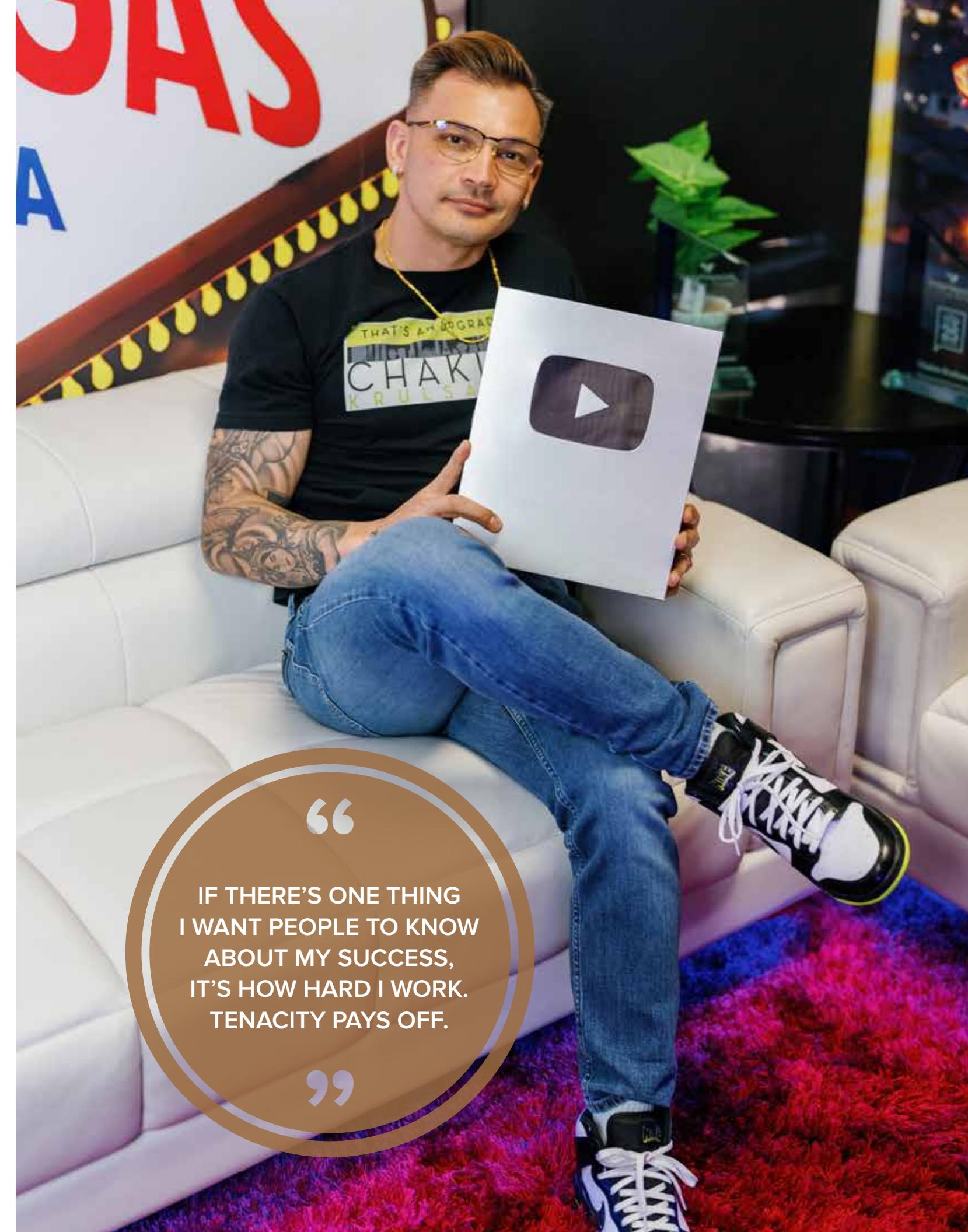
"When you create these videos through social media...it's no longer marketing. It becomes branding," Chakits explains. "Those are two different things. Marketing is a product you are selling right then and there. Branding is something where people recognize you. When [homebuyers] think of real estate in Vegas, I want them to think of me. The results have been incredible."

There's no more cold calling. People now contact me. That's the power of social media and branding."

With more and more agents adding video and social media marketing to their efforts, Chakits works hard to stay ahead of the curve. In the past few years, he's been crafting a weekly podcast called LV Home Experts Podcast, written a book, developed a coaching program, and launched online courses like; RealTour Academy (which teaches REALTORS® how to brand themselves), Six Figure Agent (which helps new agents go from launch to making a six-figure income), and Seven Figure Agent (a course which teaches experienced agents how to take their business to the next level).

With so much goodness under his belt, Chakits feels a sense of pride for how far he's come. He's journeyed from the island of Hawaii to the modern hub of Las Vegas, broadening his perspective along the way, and is continuing to create unlimited success in the process.

Although he's achieved a great deal thus far, Chakits won't be resting on his laurels. His main goal, always, is to create financial independence through real estate investing. And it is more within reach than ever before. "If there's one thing I want people to know about my success, it's how hard I work. Tenacity pays off."



“  
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It's all about helping people in this industry, I feel like I get to help so many people, and sometimes it takes months and years to help them get their dreams, but with determination, we get there!

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► meet our partner

Written by **Kendra Woodward** • Photography by **Chernogorov Photography**



Brent Jones (Appraiser and Lynn's husband), Lynn Day, and Kyle Day (Team Loan Officer and Lynn's son)

# DIRECT MORTGAGE Funding

*Lynn Day, a Senior Loan Officer and Branch Manager of Direct Mortgage Funding, has been helping clients achieve their dreams for over two decades. Based in Nevada (licensed in NV, CA, and AZ), Lynn and her team pride themselves on their personal approach to lending, making sure that each client feels heard and understood.*

Lynn's journey in the mortgage industry began when she moved to Nevada in 2001 and started working for a real estate company. While there, she worked closely with an in-house lender and asked her to teach her the trade. "Mortgages became a passion," Lynn said, "they're ever-changing and evolving. There's so much to learn. I am never stagnant, even after 20 years."

When asked about her work in the industry, Lynn stated, "It's all about helping people in this industry, I feel like I get to help so many people, and sometimes it takes months and years to help them get their dreams, but with determination, we get there!" This passion for helping others is evident in the way Lynn and her team work with clients - Loan Officer, Kyle Day (also Lynn's son), and Jennifer Hulet, their Processor who has been with Lynn for 3 years.

“

Mortgages became a passion ... they're ever-changing and evolving. There's so much to learn. I am never stagnant, even after 20 years.

”



Lynn credits her work ethic and problem-solving skills as key factors in her development through her company, career, and industry. However, what truly sets Lynn and Direct Mortgage Funding (DMF) apart from similar businesses is their commitment to communication and education. “People never feel like they’re in the dark when they are working with us,” Lynn explained. “We try to make sure that people understand every possible option to make the choice that’s right for them.”

The team at DMF also specializes in hard loans, often referred to as rescue loans, that other lenders struggle to put together. With over 50 years of combined experience, Lynn and her team are

dedicated to finding creative solutions to help clients achieve their goals.

Day’s team’s motto is “Make it happen,” and “Don’t wish for it, work for it.” These principles are ingrained in the way Lynn and her team approach their work, putting in the effort to ensure that their clients’ dreams become a reality.

Beyond her work, Lynn is also a devoted family woman. She has been married for four years to Brent Jones (her

favorite appraiser who is well respected in the community), has two children of her own (Kyle and Carli), and four stepchildren (Nick, Sydney, Katie, and Michael). Lynn’s family enjoys golfing and traveling together and has two shih tzu’s named Toby and Roxy. Lynn also loves cooking for her family,

her passion for food started when she worked as a chef as a teenager.

For Lynn, compassion is essential in her work. “Realizing that everybody is different, everybody has a story, and realizing that there’s a way to help everybody with feeling compassion - whether it’s compassion for their specific situation, compassion for their needs, their dreams - without compassion, it’s a cold world,” she says.

Lynn’s commitment to her clients, her family, and her passion for lending has allowed her to build a successful business that helps people achieve their dreams. As she says, “Even in the hard years, every year gets better. We help more people, and that’s what it’s all about.”



Lynn Day with Jennifer Hulet (Processor) and Kyle Day (Team Loan Officer).



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# MIA WOLFE

Guiding Clients with  
Compassion and Motivation in  
the Las Vegas Real Estate Scene



## ► REALTOR to watch

Written by Kendra Woodward  
Photography by Chernogorov Photography

**Discovering the  
inspirational journey  
of a passionate  
REALTOR® who's making  
a lasting impact.**

When Mia Wolfe embarked on her real estate career in July 2019, she defied convention by starting a new chapter at the age of 40. Reflecting on her decision, Mia shares, "I actually felt like it was a God-led thing, I had a dream about it. I felt like I was supposed to get my real estate license right now." Her leap of faith has not only inspired others but also brought immense success to her clients in the Las Vegas real estate market.

Growing up in Chattanooga, Tennessee, Mia found her true home in Las Vegas, where she has lived for 14 years. Las Vegas's vibrant cultural diversity has greatly influenced Mia's personal growth. She explains, "Las Vegas is a pool of so many different cultures and backgrounds. I feel like I have been able to really expand my life here."

With two Master's degrees in Psychology from Liberty University, Mia's background in counseling and psychology has proven invaluable in her real estate career. "Real estate is counseling and ministry all in one," she says. Drawing upon her expertise, Mia skillfully listens to her clients' needs, guiding them through major life transitions with comfort, direction, and motivation. She adds, "When people are moving, it's a big life transition, whether it's due to death, divorce, or a pivotal point in their lives. I genuinely bring comfort, direction, guidance, and motivation during these times." My clients know and understand that they can Trust me and that makes a big difference in all aspects of a transaction.

Before becoming a REALTOR®, Mia moved to Las Vegas from Tennessee to open a coffee shop after having successfully opened nine in the Chattanooga area. Although the

new coffee shop venture did not materialize, Mia's Bible study group grew into a thriving ministry that she and her husband, a lead pastor in Vegas, continue to nurture today. "I started a group called Pray and Play and had like five or six moms that came and then we started a bible study," Mia explains. "Then their husbands came and it just kept growing. We opened a storefront, and we've been doing that for 10 years now." Their ministry has become a symbol of hope and support for the community they serve.

When asked about advice she would give her younger self, Mia emphasizes the importance of pursuing your dreams fearlessly. She believes in the limitless potential within every individual, and encourages others to leap beyond their comfort zones. "Your dreams are completely achievable," she affirms. "You don't have to stay where you are or where

your parents are. You can jump out and achieve anything."

What Mia finds most fulfilling about her work in real estate is the opportunity for creativity in marketing, listings, and photography. She revels in the ever-changing nature of the job, where new clients bring fresh challenges and possibilities. Mia has found success in the luxury market in Las Vegas where she believes that her expertise shines.

Mia's friends describe her as a compassionate motivator, always striving to guide others toward a better life. She genuinely cares about her clients' prosperity, health, and wealth, even extending her empathy to simple moments like being held up at a traffic light. "I think God is protecting us from something by doing that," she admits. Mia firmly believes that every delay serves a greater purpose, reinforcing her profound faith.



While the COVID-19 pandemic presented unforeseen challenges for the real estate industry, Mia embraced innovation. She quickly adapted by offering video tours and live open houses, while others hesitated and closed themselves off in their offices. Her willingness to go beyond the norm propelled her success in a time of uncertainty. Innovating is something that she is unafraid of.

Looking ahead, Mia's ultimate goal is to build a business that can be passed down to her children, cousins, or family members, ensuring a lasting legacy. "I want a business that can stand the test of time," she affirms. Mia's commitment to her clients goes far beyond transactions; she has witnessed their significant milestones, from high school graduations to buying their first homes, attending their weddings, and even speaking at their funerals. For Mia, real estate is not just a business; it is her life.

When asked about advice for aspiring top producers, Mia encourages them to embrace their uniqueness and think outside the box. "Don't be afraid to be different because that's what will set you apart from everyone else," she advises and emphasizes the importance of connecting with clients on a personal level, maintaining high business standards, and genuinely caring for their well-being. Compassion, she believes, is the key to building trust and long-term relationships.

In Mia's personal life, her husband Ryan has been her rock for the past 20 years. Together, they form a strong foundation for their four children: Taylor, Tyler, Truett, and Toby, whom Mia lovingly refers to as her Wolfe Pack. As a family, they share a love for sports, with their children actively participating in football and cheerleading. Mia oftentimes finds herself immersed in writing offers on the sidelines, combining her dedication to her work with her unwavering support for her kids' pursuits.

Outside of real estate, Mia nurtures her passion for making a positive impact through mission trips. She has journeyed to the Philippines, the Dominican Republic, and Mexico, channeling her compassion into helping those in need. Additionally, she finds solace and joy in attending concerts and embracing the melodies of country music, a genre that resonates deeply with her.

Mia's dedication to giving back extends beyond her professional and personal life. She actively supports Grace Christian Center (GCC), where her husband serves as Lead pastor in Las Vegas. Faith holds immense importance to Mia, and she is passionate about passing it on to her children. Involved in the community, Mia and GCC organized a tremendous Easter egg hunt this past year drawing nearly 200 children and fostering a spirit of joy and togetherness.

“Your dreams are completely achievable. You don't have to stay where you are or where your parents are. You can jump out and achieve anything.”

“Don't be afraid to be different because that's what will set you apart from everyone else.”

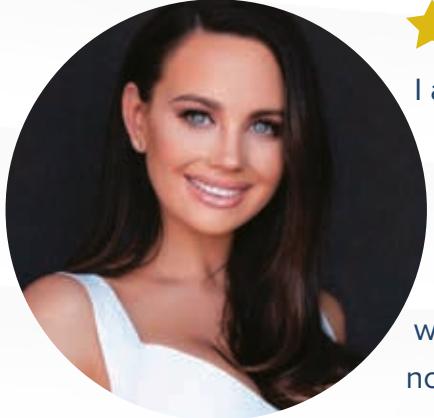


In the dynamic world of real estate, Mia Wolfe stands out as a compassionate, motivated, and genuinely caring professional. Her journey from a midlife career change to becoming a trusted advisor has been an inspiration to many. With unwavering dedication, a heart for service, and a deep-rooted desire to build a lasting business, Mia continues to leave an indelible mark on the lives of her clients, her family, and her community.

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**S**hawn Davis, a Las Vegas native and the owner of HouseMaster Home Inspections in Las Vegas, is revolutionizing the home inspection industry through his dedication to customer service and personalized approach. With a background in Information Technology, Shawn brings a unique perspective to the field, combining his technical expertise with a keen eye for detail and a commitment to exceptional service.

When asked about what sets his business apart, Shawn emphasized the importance of customer service. He explained, "Prior to what I'm doing now, I had to build relationships with hotels on and off the strip. Hotels are demanding and they want things right away. That's what I bring to my business - I'm always available. I never finish up an inspection and leave clients without the knowledge they need at the end. Even if I answered a question during the home inspection, I'm still going to call and follow up." Shawn's dedication to going above and beyond for his clients is a testament to his commitment to their satisfaction.

“

There's no instruction manual for your home, and we're going to spend an intimate amount of time in it. So, we help you understand how everything works.

”

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Written by Kendra Woodward

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**“99% of the clients I work with have no idea what a home inspection is. All they know is about living in a house. That’s rewarding for me.”**

Shawn likes to say, “Your home doesn’t come with an instruction manual.” This reflects his understanding that homeowners need guidance and support in understanding the intricacies of their homes. Shawn and his teammate, Zak Carrozza, strive to educate their clients, ensuring that they have a comprehensive understanding of their home and its systems.

For Shawn, Las Vegas has had the largest impact on his personal and professional growth. He explained, “Where else can you go in the world to be part of a place that grew from a small little city and into a big city? You can literally meet people from all over the world, and we’re accessible to most locations around the world.” He further added, “Just by being here, I’ve grown with it. As it matured; I’ve matured with it. We’ve got all walks of life here. We’ve got everything. It’s a pretty great city.” Shawn also mentioned how the revitalization efforts led by Tony Hsieh had a profound impact on him, showcasing the power of determination and the ability to transform a community.

Shawn attributes his positive mindset and daily affirmations to his grandfather, who has been a positive influence throughout his life. He recognizes the importance of thinking positively and showing up as the best version of himself every day. Despite the challenges that come with running a business, Shawn strives to uplift others and create a supportive environment.

When asked about his decision to enter the home inspection industry, Shawn expressed a desire to offer something valuable and meaningful on his own terms. He wanted to provide genuine value to his customers and create lasting relationships based on trust and knowledge.

The most fulfilling aspect of Shawn’s position is the opportunity to educate his clients. He stated, “99% of the clients I work with have no idea what a home inspection is. All they know is about living in a house. That’s rewarding for me.” Furthermore, Shawn ensures his accessibility even after the transaction is completed, connecting clients with contractors and REALTORS® whenever they need assistance.

Shawn’s dedication to his clients, and commitment to providing exceptional service, was put to the test during the COVID-19 pandemic. To adapt to the situation, he started conducting virtual zoom meetings to go through inspection reports and address any concerns his clients may have had. This additional layer of service allowed him to be accessible to his clients at any time, regardless of their location or circumstances.

Housemaster Home Inspection, with its 44-year legacy, stands out as the first in the industry to move into a digital platform. Shawn’s decision to align with Housemaster was to ensure that he could provide the best possible service to his clients and their commitment to education aligns perfectly with Shawn’s values. He believes that education is a key part of the inspection process and aims to empower homeowners with knowledge about their homes.

At Housemaster, every inspection concludes with a comprehensive presentation to explain the findings and cover all aspects of the home. Shawn emphasized, “We don’t want to be the bearer of bad news, but we want to cover everything. There’s no instruction manual for your home, and we’re going to spend an intimate amount of time in it. So, we help you understand how everything works, from setting up utilities to providing access to the Housemaster educational platform.”

Shawn highlighted this as one of the reasons he chose Housemaster as his business partner. By embracing technology, Housemaster is at the forefront of the industry, providing a seamless and convenient experience for clients. The digital platform allows for efficient communication, virtual meetings, and easy access to inspection reports, further enhancing the customer experience.

Outside of work, Shawn leads an active and fulfilling life. While his team member Zak enjoys rock climbing, Shawn cherishes spending quality time with his family. He loves embarking on hiking trips, participating in half marathons with his wife, and planning trips around their shared interests. Recently, he trained for the Rock and Roll half marathon, showcasing his determination and passion for personal growth. In his downtime, Shawn enjoys live music and indulges in his love for driving his Bronco. Despite his accomplishments, Shawn humbly describes himself as “just a regular guy.” He jokes that you can probably find him at Starbucks quite often, enjoying a moment of relaxation and rejuvenation.

When asked to summarize his career in one word, Shawn confidently chose “Growth.” He explained, “You’re growing with people, with friends, you’re growing your network, growing in the business. It’s a lifelong aspect. You’re never going to stop growing. You’re either growing to be better or standing still. You’re always growing with your surroundings. I want to continue to grow so I can provide for my family and the community.” Shawn’s unwavering commitment to personal and professional growth drives his passion for providing exceptional service and making a positive impact on those he serves.

# Catherine & Jillian Hyde



## A VEGAS MINDSET: REDEFINING SUCCESS AND SERVICE IN LAS VEGAS

**In the vibrant city of Las Vegas, where dreams are made and possibilities are endless, the mother-daughter duo of Catherine and Jillian Hyde has emerged as a force to be reckoned with in the real estate industry. Leading the Hyde Real Estate Group at Simply Vegas, they have charted an inspiring path, combining their passion for hospitality, data-driven insights, and unwavering dedication to their clients. With a focus on diversity, education, and community, Catherine and Jillian are rewriting the rules of success, leaving an indelible mark on Las Vegas and beyond.**

### **Catherine Hyde: A Lifetime Committed to Service and Growth:**

Catherine Hyde's journey in real estate began shortly after she turned 18, as a part-time job while studying architecture in school. Growing up in a family that invested in houses and rental properties, she was immersed in the world of real estate from an early age. Born in Peru and having lived in Las Vegas since her late teens, Catherine developed a deep appreciation for the city's unique charm and the importance of service.

Catherine draws inspiration from successful women across various fields, learning from their journeys and incorporating their lessons into her own approach. She believes that Las Vegas, with its service-oriented culture, has shaped her outlook on life and business. Catherine's experiences have instilled in her a dedication to treating clients with the utmost care and ensuring their well-being during challenging times.

### **Las Vegas: A City of Endless Opportunities:**

Catherine recognizes the allure of Las

Vegas as a destination, not only for its world-famous entertainment, but also for its affordability and proximity to major coastal cities. She notes that 30% of buyers in 2022 were from California, drawn by the appeal of a city that caters to every price point. With its ever-growing tech and development sectors, Las Vegas provides a dynamic environment for investors and residents alike. Catherine's son, Jeremy Hyde, a leading agent on their team, heads the interstate outreach program and runs marketing strategy for the group. With previous experience in entertainment marketing on the Strip, Jeremy's unique perspective showcases the city's ability to foster growth and connect with people from diverse backgrounds. "That diversity just grows on the daily," Catherine beams.

### **Jillian Hyde: Embracing Education and Empowering Clients:**

Jillian Hyde, obtained her real estate license at the age of 18, just shy of her 19th birthday. Born and raised in Las Vegas, she possesses an unwavering love for the city and its cosmopolitan ideals.

Currently aiming for a degree in Mass Communications, specializing in Public Relations, Jillian skillfully integrates her expertise into her real estate career. She plays a vital role in the team's educational efforts, providing market insights, writing articles, and preparing market reports for clients. Jillian's equestrian background has instilled in her the resilience and confidence to navigate high-stakes situations, a quality that she leverages to benefit her clients.

#### Adapting to Market Changes:

Hyde Real Estate Group at Simply Vegas has evolved alongside market changes, reflecting their adaptability and commitment to meeting client needs. While initially focused on development and high-end commercial properties, the group later shifted its attention to first-time homebuyers. Currently, their emphasis lies on serving investor clients, multifamily properties, and luxury homes.

#### Data-Driven Approach and Focus on Affordable Housing:

The team places a strong emphasis on data and performance analysis. They provide monthly newsletters to keep clients informed about market trends, ensuring that their decisions are supported by factual information. Their expertise lies in multi-family listings, a record they boast top honors in throughout the Vegas area, as they understand the increasing demand for affordable housing.

They believe that affordable housing is not just a social need, but also a sound investment opportunity when managed effectively. By collaborating with partners who maximize the potential of these properties, they cater to their target customers and contribute to the betterment of the community. "There is always a need for affordable housing," Jillian says. "It's a business though, it has to be run well, and maintained." In addition to providing representation, the Hyde Real Estate Group educates their clients in how to be a successful property owner.

**“**As with anything, it's really about applying yourself...you wear many hats in this business. It's not a consistent field, you need to be able to pivot your business plan.



#### The Other Side of Vegas:

Catherine and Jillian not only love Vegas for the opportunities it presents in their jobs, but also in their daily lives. "We love our dogs," Catherine admits. "It's so nice to just be able to take your dog to a dog park or go for a walk." Jillian agrees that while they spend a lot of time together, you can often find them at the dog park, where she and her pup, Smudge, will meet up with Catherine and Nigel. She continues,

"We practically live at the dog park. If we're not there, I'm at the barn. If I'm not at the barn, we're both at home watching Bravo."

Often joking that she's a single mother of two - to her Aussiedoodle and her horse, Lex - Jillian and Catherine are always with their family and animals. "There's no in between," she says. Catherine adds that traveling, food, and hanging out with her husband, Drew, are big parts of their lives.

#### Las Vegas - A City of Today:

"Everybody wants to come to Vegas," Jillian says. "We are a city of 'today'." Catherine agrees that she's found over the years, Vegas has always been a destination for people not only to travel, but also to live. When it comes to real estate, Catherine advises looking at your objectives and understanding what your driving motivation is before making it your career. "You can't quit halfway," she advises. "As with anything, it's really about applying yourself... you wear many hats in this business. It's not a consistent field, you need to be able



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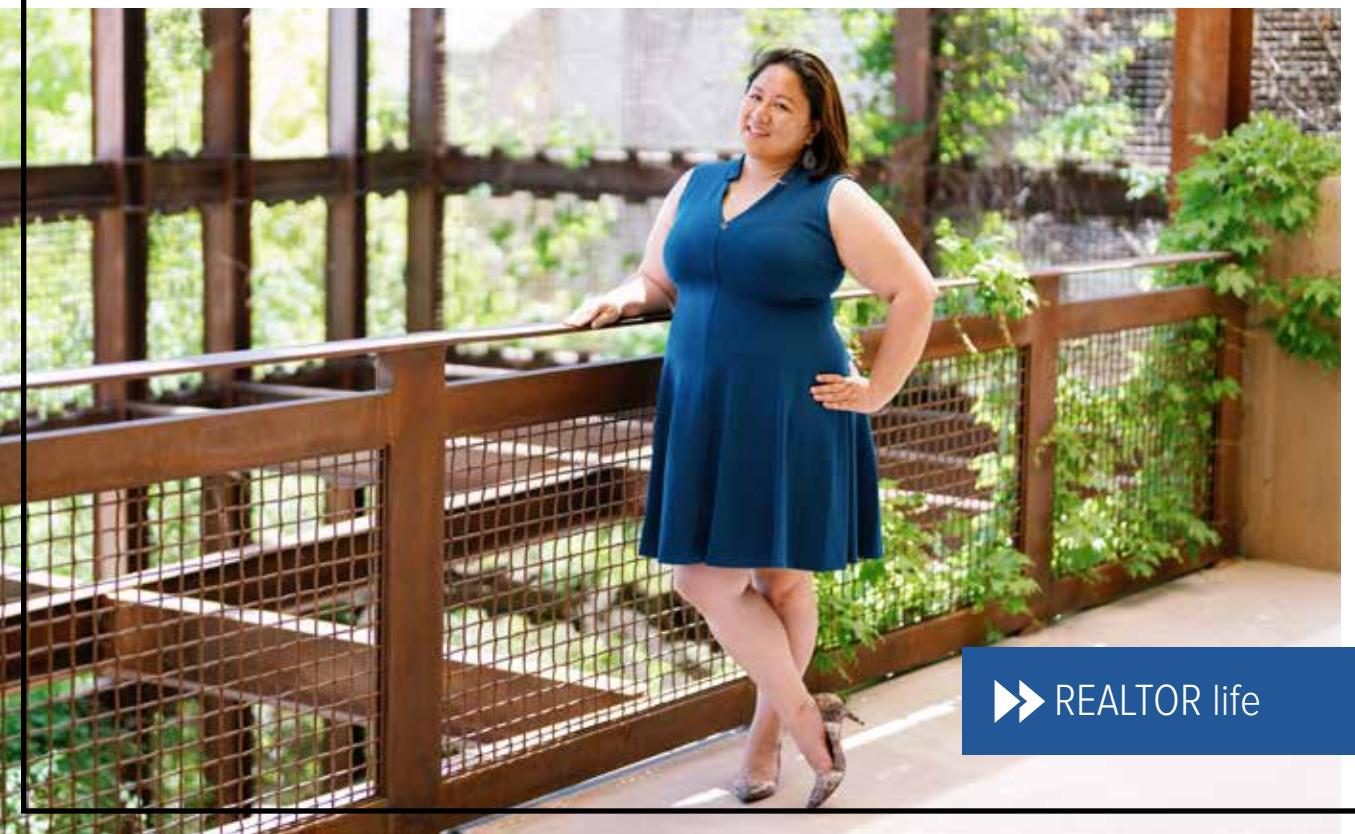
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# Unveiling the Heart and Drive Behind Yun (Alice) Tu

## A REALTOR® with Genuine Spirit

Written by Kendra Woodward • Photography by Chernogorov Photography  
Photographed at Springs Preserve, Las Vegas



► REALTOR life

*In the vast world of real estate, there are those who stand out not just for their exceptional dedication, unwavering perseverance, and steadfast authenticity but also for their unrelenting kindness and compassion. Yun (Alice) Tu embodies these qualities and more. With her roots in Taiwan and a journey that led her to the United States, Alice's story is one of resilience, personal growth, and a deep commitment to helping others.*

Born in Taiwan, Alice moved to America at the young age of 10 and quickly adapted to her new surroundings. Family holds immense significance for Alice, and she is proud to have maintained fluency in speaking, reading, and writing traditional Chinese. Reflecting on her upbringing, she shares, "I'm more American now than Taiwanese. But I still feel very rooted to Taiwan because of how I was raised."

After obtaining her undergraduate degree in healthcare administration, she embarked on a business venture with her ex-husband, selling computer parts and natural handmade cosmetics. Her business started with great promise and flourished, enjoying 12 years of remarkable success. But as fate would have it, their dreams would evaporate as life had taken an unexpected turn, leaving her broke and heartbroken.

Alice recalls the moment she stood before a judge on her birthday in divorce court, facing the devastating aftermath of her ex-husband's financial fraud and deception. Despite the overwhelming burden of debt, she refused to let this

setback define her future. With unwavering determination and a fierce resolve to start anew, she passionately pleaded to the jury. Her emotional testimony moved the entire courthouse to tears, and the judge ruled in her favor.

Alice took on the challenge of rebuilding her life with the same unrelenting spirit, channeling her resilience and tenacity into every aspect of her journey. Despite that blip in her history, in 2012, after two years as a REALTOR®, Alice accomplished an astonishing feat, closing an impressive amount of deals through the sheer power of word-of-mouth referrals. Her remarkable success in such a short period of time is a testament to her unwavering dedication and unparalleled work ethic. As Alice's confidence grew, so did her ability to connect with clients on a deeper level, allowing her to be more authentic and build lasting relationships that continue to thrive today.

Needing a change, Alice made a life-altering decision to leave behind the comfort of her parents suburban home in Arcadia, CA and embark on a new adventure in the vibrant city of Las Vegas alongside her new beau, Tony. Initially meant to be a temporary move for Alice and Tony (now husband), the magnetic charm and authentic warmth of Las Vegas' community captivated them both, compelling them to stay and make it their home.

Such as that charm would be the reason Alice decided to get her license in Vegas as well. After the birth of their son, Ronan, she found it increasingly difficult to travel back and forth from LA to Vegas every week. This decision not only allowed her to spend more time with her family, but also enabled her to connect with the people in her community, forming invaluable relationships that have transformed her perspective of the area.

"Transparency and honesty have always been a part of who I am," Alice explains. "I believe that being genuine and true to oneself is the foundation for building meaningful relationships, both in business and in life." For Alice, transparency is not just a matter of integrity, but a way of life. It's this commitment to authenticity that allows her to connect with clients on a deeper level, and build the trust and rapport necessary for successful transactions.

At home, Alice enjoys spending time with Tony and Ronan, and they all recently got involved with the Cub Scouts of America. She's also working on a plan to start an organization that helps children with cleft lip and palate deformities, inspired by her son's struggle with the condition. Despite the abundance of links and sites that will direct you toward answers, it always seems like she's left with partial information and wants to remedy that for other families. "We don't have many specialists in that field in Las Vegas,"

she explains. "My future goal is to start something that can help cleft kids obtain the resources and support they need to live a normal and fulfilling life."

Alice further explained how one of the most famous doctors for cleft lip and palate defects is in Taiwan, so they have traveled there numerous times with Ronan. Despite her various attempts to have American doctors implement the success of other pioneers in this field, they constantly brushed her off at first. Her efforts will hopefully bring light to the positive results that are being reaped in other countries by utilizing new technologies and techniques in this field. "It's in its beginning stages, but if I can get that off the ground, I'm sure I can help a lot of kids," she beams.

Alice, a self-proclaimed workaholic, has built a remarkable support system and become a trusted figure in the real estate industry through her hard work and dedication as a Principal Premiere Agent. Her passion for helping others and unwavering commitment to her clients make her an exceptional agent, and her journey serves as a testament to the transformative power of perseverance and hard work.

Her diverse background and upbringing has shaped Alice into the compassionate and insightful REALTOR® she is today. Reflecting on her journey, Alice shares advice she would give her younger self: "Don't be shy! That's the biggest thing because you just have to be yourself. Treat others how you want to be treated." In recognition of her exceptional achievements in 2022, she was honored with the Top 25 Women in Real Estate award by the Women's Council of REALTOR®S in 2023.

Her story is a testament to the power of perseverance, reminding us all that even in the darkest of moments, we have the strength to rise above and create a brighter tomorrow.

**I believe that being genuine and true to oneself is the foundation for building meaningful relationships, both in business and in life.**

Did you know that Alice's passion for helping others has been a part of her life for years? During her high school and college years, she dedicated countless hours to volunteering. She taught others to read and speak Chinese, helped elementary school children see how fun science can be through a special program, and volunteered with her school's program for special needs children, helping them better understand math.

"I didn't just volunteer to get into college," Alice explains. "I did it because I loved working with kids and helping them achieve their goals." Her commitment to making a difference has been a constant throughout her life, and she continues to seek out opportunities to help those in need.



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