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# 2022 BY THE NUMBERS

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# RICK RUIZ

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## ELEVATING LIVES AND REAL ESTATE WITH HEART AND LEADERSHIP

In the realm of real estate, one individual's journey stands out not only for his accomplishments, but for the genuine care he brings to every transaction. As life's most transformative moments often arise from unexpected encounters and chance discoveries, such is the case for real estate luminary Rick Ruiz, whose journey into the world of real estate was ignited by a series of encounters that shaped his path in remarkable ways.



Rick's journey into real estate might not have been conventional, but it was destined. "Nobody grows up saying I want to be a REALTOR®," Rick chuckles, "but I actually minored in it in college." With a finance major and a minor in real estate, Rick set the stage for a career that combined his love for both fields. "I knew I always wanted to be involved in real estate."

Rick's story begins with a pivotal moment during his early years, as soon as he got his driver's license. He was tasked with a simple errand – delivering rent to his family's landlord's house. This seemingly routine chore unveiled a world of possibilities as he gazed upon the landlord's lifestyle and heard the revelation that he owned investment properties. That became the catalyst for Rick's curiosity about a world beyond what he had known.

Growing up around duplexes and rental properties, Rick's numerous encounters with landlords opened his eyes to the possibilities that real estate could bring. "I was impressed with what I saw," he recalls, igniting a spark that would drive him to explore the world of real estate.

It wasn't long before another encounter left an indelible mark on Rick's aspirations. As he walked along his street, he spotted his history teacher stepping out of a sleek Mercedes, a stark contrast to the pickup truck he drove to school. Curious, Rick inquired about his presence in his neighborhood, offering to stand guard next to the car. When the teacher returned, Rick discovered that he owned the surrounding properties. This encounter further fueled Rick's desire to explore the realm of real estate and investment.

As Rick's journey unfolded, he continued to absorb inspiration from his surroundings. As he was preparing to leave for college, his mother urged him to stay local and use his college funds to purchase a house to move the family out of the rapidly deteriorating area. Guided by a capable REALTOR®, Rick navigated the process with ease, witnessing the transformation in his family's pride and joy as they became homeowners.

Rick's college years were marked by unyielding determination as he juggled three jobs to make ends meet. His

ambition extended beyond academia as he delved into the world of investment and property valuation, initially with aspirations of becoming a financial advisor. However, as graduation approached, the crash of the stock market reshaped his trajectory. The industry turbulence and mass exodus left Rick seeking a new direction.

In a pivotal turn of events, Rick opted for a gap year, during which he ventured into teaching high school economics. The impending arrival of his second child and the pursuit of change led him from California to Las Vegas, where he enrolled in grad school. Intent on maintaining a part-time engagement in real estate while pursuing his academic pursuits, Rick embarked on a journey that would reshape his future.

What started as a part-time venture quickly evolved into a full-fledged career. The joy of helping Spanish-speaking clients navigate the complexities of real estate, especially the joy of first-time homeownership, became a driving force for Rick.



As he began to build his career, Rick faced the Great Recession head-on. The challenges it brought were humbling, but they also taught him resilience and the importance of diversifying investments. “I was 29 years old. I owned six homes and two apartment buildings, and I thought I was financially secure. But everything came to a screeching halt,” he recalls. “It literally and figuratively brought me to my knees.” Through the hardships, he emerged stronger and wiser, equipped with the knowledge to navigate the complexities of the industry.

Throughout his evolution as a real estate professional, Rick discovered the role that’s close to his heart - “Today, it’s the leadership-mentorship side,” he shares. Having experienced the thrill of handing over keys to first-time homeowners, he now finds joy in imparting his knowledge and skills to his team of agents.

Since then, Rick has embraced meditation and a healthier lifestyle to reduce work hours while maintaining high performance. His commitment to personal development extends to spiritual and motivational pursuits, enhancing his leadership prowess and overall well-being. “What I’ve learned is the difference between power and force,” he explains.

“

WHAT I'VE LEARNED IS THE DIFFERENCE  
**BETWEEN POWER AND FORCE.**

”

Transcending the world of real estate, Rick has spent nearly a decade supporting the Make a Wish foundation, serving as a Wish Granter and contributing to their fundraising efforts. His generosity reflects his belief in giving back to the community that has embraced him.

Family lies at the core of Rick’s life. With three kids, a grandchild, and another on the way, all living nearby, he cherishes their Sunday gatherings filled with good food, sports, and backyard games. Rick’s love for sports extends to being a Raiders season ticket holder, and he combines his passion for sports with his love for travel, visiting stadiums around the country.

Beyond the hustle of real estate, Rick finds solace in exercising and the thrill of travel. His dedication to growth, leadership, and making a positive impact define his journey, making him a beacon of inspiration for the real estate industry and beyond. With a heart that’s deeply connected to his work and his community, Rick Ruiz’s journey continues to elevate lives and transform real estate with heart and purpose.







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Written by **Kendra Woodward**  
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# CAMILA LINCOWSKI

## A DYNAMIC FORCE IN REAL ESTATE

**In the bustling world of real estate, where properties change hands and dreams take shape, there are professionals who stand out not only for their expertise, but also for their unique backgrounds and approaches. Camila Lincowski, a licensed real estate agent since 2018, is one such individual who brings a captivating blend of skills and experiences to the table. As a prominent member of Platinum Real Estate Professionals, Camila's journey is defined by her commitment to communication, her unapologetic authenticity, and her deep-rooted passion for making meaningful connections.**

Born in San Juan, Puerto Rico, and raised in the vibrant city of Miami, Camila's upbringing in diverse cultural environments has undoubtedly shaped her versatile outlook on life. She reflects on her history with a wry smile, recounting her academic journey that led her to an undergraduate degree in philosophy and a master's in communication. Her expertise in nonverbal communication, stemming from her master's specialization, has equipped her with a unique ability to decipher the unspoken cues that often play a pivotal role in real estate transactions, chuckling, "I can usually pick out the dumdums."

Camila's journey into real estate wasn't a conventional one. Prior to immersing herself in the world of property transactions, she had a stint in reality TV, a realm notorious for its drama and unpredictability. This experience armed her with a thick skin and a knack for handling intense situations, traits that are invaluable in the fast-paced world of real estate negotiations. She recalls her time in front of the camera, jokingly admitting most viewers dubbed her the 'bad girl', but that she mastered the art of maintaining composure in high-pressure scenarios thanks to her experiences.

Her pivot towards real estate was catalyzed by her then-boyfriend (now husband), who was a top lender at the time, and still is. She decided to take the plunge, enrolling in the necessary courses and passing the tests with flying colors. Her comfort in front of the camera honed by her reality TV days, translated seamlessly into the real estate arena. It's a career choice that aligns her skills and passions perfectly, allowing her to combine her gift of communication with her love for making deals happen.

As she navigated the world of real estate, Camila discovered an invaluable piece of advice that she wishes she'd received earlier: "Don't take it personally." Recognizing that conflicts or disagreements with fellow agents often arise from their personal circumstances rather than her actions, she's learned to remain steadfast and professional in the face of challenges.

Among the defining moments in Camila's career, one stands out as a true game-changer. It was the time when she began working with athletes in Las Vegas, who later started referring her to their teammates. This network effect was a resounding validation of her prowess in the field and marked a milestone she fondly refers to as her "I made it moment".

However, what truly sets Camila apart is her personal touch and commitment to building relationships beyond transactions. Her passion for coming up with unique closing gifts, which she meticulously personalizes, showcases her dedication to her clients' happiness even after the deal is sealed. Rather than offering fleeting items like champagne or wine, she opts for gifts that continue to resonate, keeping the connection alive.

Outside of her professional pursuits, Camila's world revolves around her family. She's a proud wife to Brent and a devoted mother to two children, Deklyn and





“  
MY WORLD REVOLVES AROUND  
REAL ESTATE AND MY GIRLS.  
”



“  
I STRIVE TO DO THE BEST I CAN IN REAL  
ESTATE SO MY GIRLS CAN LOOK UP TO ME.  
”

Easton, affectionately referred to as her “broke best friends”. When she’s not navigating the intricacies of real estate, Camila finds solace in her passion for animals, particularly horses, a passion she hopes to pass along to her daughters once they’re old enough. Her 15-year-long stint volunteering at the South Florida SPCA is a testament to her commitment to noble causes. “My world revolves around real estate and my girls,” she admits. “I strive to do the best I can in real estate so my girls can look up to me.”

Camila’s journey in the world of real estate is a testament to her ability to seamlessly blend her diverse experiences into a successful career, which sets her apart as an astute negotiator and a perceptive reader of people. With an unyielding commitment to her clients and a devotion to her family, Camila Lincowski continues to leave an indelible mark in the world of real estate, one meaningful connection at a time.

*2024 is going to be a big year for Camila Lincowski, as she’ll be gracing your TV screens once again... and this time, she means business. Stay Tuned!*





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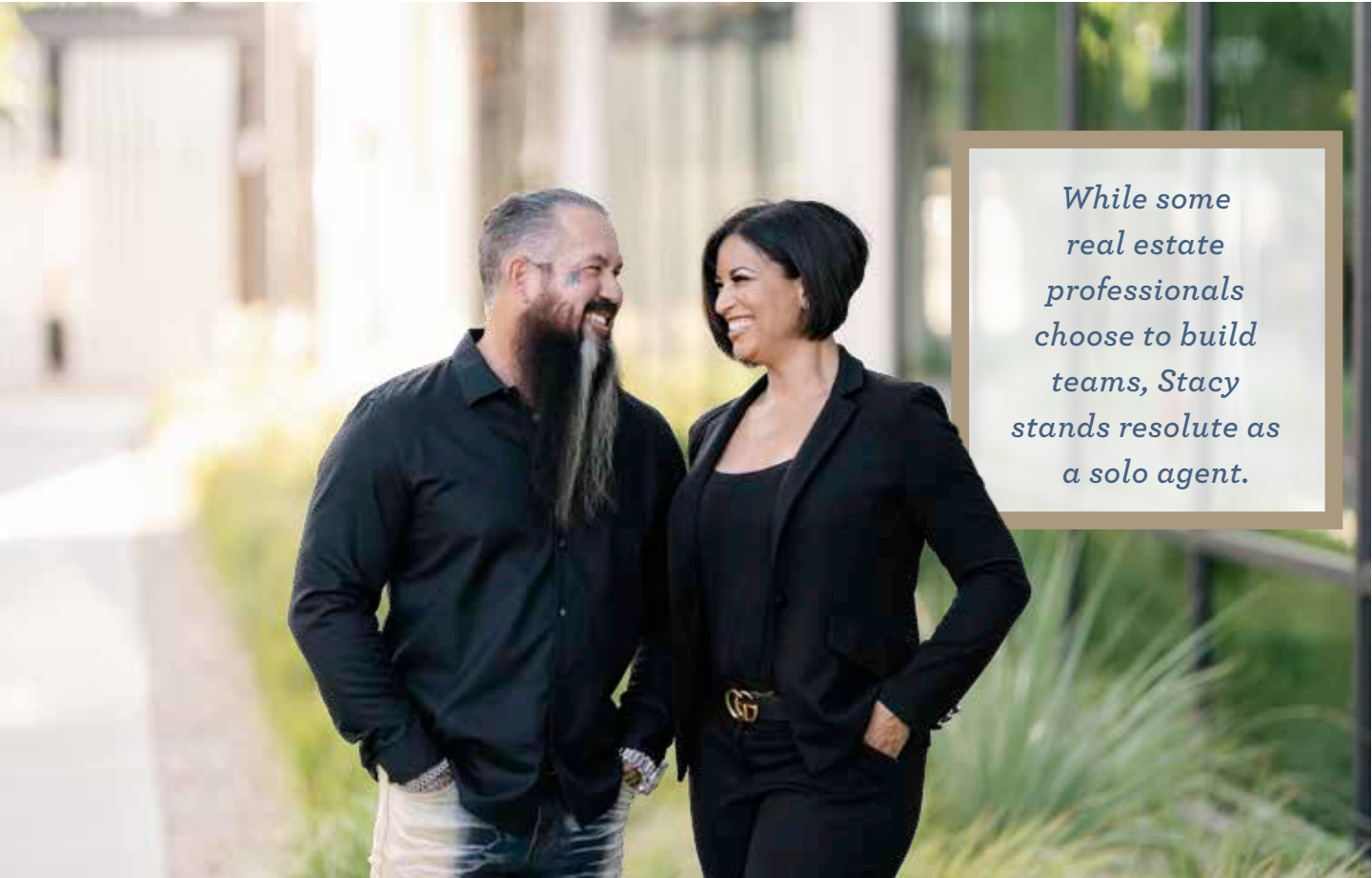
Simone, Alana, Stacy, and Pastor Hollywood.



*Elevating Real Estate with  
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*While some  
real estate  
professionals  
choose to build  
teams, Stacy  
stands resolute as  
a solo agent.*





In the world of real estate, where every transaction is a symphony of negotiations and relationships, there are professionals who transcend the conventional role of agents to become indispensable partners in their clients' journeys. Stacy Hamilton, a remarkable force in the Las Vegas real estate scene, embodies this transformation. As part of the prestigious Sotheby's Las Vegas brokerage, Stacy's journey is a testament to her acute intuition, empathetic understanding, and dedication to anticipating her clients' every need.

While some real estate professionals choose to build teams, Stacy stands resolute as a solo agent. Her role isn't just that of a REALTOR®; it's that of a concierge, a guardian of seamless transitions. Drawing from her life experiences, she can readily anticipate her clients' requirements, offering an array of services for any type of clients ranging from chefs to bodyguards. Her depth of knowledge is a reflection of the life she's lived, one enriched by travels, experiences, and a keen understanding of what it takes to cater to diverse needs.

Stacy's journey into real estate was born from a pivotal moment in her life. Formerly a surgical nurse at Cedar Sinai in Los Angeles, her life took an unexpected turn when her then-husband's career with the NBA thrust her into the role of an executive wife, navigating the constantly shifting landscape of professional sports. This life of constant movement and adaptation laid the foundation for her inherent ability to understand the unique requirements of individuals in dynamic industries.

Her entry into real estate was serendipitous, born out of a need to redefine herself after a 26-year career as an NBA wife. The transition wasn't without challenges, but Stacy's extensive

network within the sports and entertainment spheres provided a solid launchpad. Her initial focus on luxury real estate was a natural progression, given her experiences in a world where exceptional service is the norm.

As she navigated this new path, Stacy's pursuit was marked by a resolute determination to learn, adapt, and persevere. Her sphere of influence was undoubtedly advantageous, but she understood the importance of converting those connections into lasting relationships. Her commitment paid off, with her referrals and contacts remaining loyal even through personal life changes.

Stacy's close bond with her brother, Pastor Hollywood of Christside Outsiders Ministry, has been instrumental in her journey. His guidance and unwavering support have provided her with the clarity needed to make pivotal decisions. Her faith in herself and her abilities, much like her brother's faith in her, has been a driving force in her success.

The heart of Stacy's approach lies in her ability to forge meaningful connections. Her handwritten notes, thoughtfully crafted on exquisite stationery, are a testament to her dedication to personalization in an increasingly digital world. The tactile, heartfelt gesture captures the essence of her commitment to her clients and their experiences.

Navigating the real estate landscape is a journey filled with lessons and revelations. Reflecting on the wisdom she wishes she had received when she first entered the field, Stacy admits, "You know, I wish they had told me how many hours you really were going to work, because when they say you're going to set your own schedule, that's not true." In those early days, enthusiasm drives new agents to chase every lead, often without realizing the toll it takes until burnout sets in. Stacy emphasizes the importance of asserting oneself, noting, "It's okay to say no." She underscores the power of autonomy, highlighting that "You can pick your own team and your own clients." These insights, she reflects, could have saved her countless hours, tears, and ultimately guided her towards a more balanced and fulfilling real estate career.

A portion of that revelation was learned during a pivotal moment in Stacy's career when she ventured to step into the world of large luxury teams. However, when one of her twins had been diagnosed with scoliosis and facing a huge surgery (being fused from T3 to L4), Stacy made an about face, leaned into what she knew, and had one of her biggest years to date all on her own.

Beyond her professional endeavors, Stacy's passions reflect her zest for life. She loves exploring new restaurants

and discovering hidden culinary gems, relishing the experience of sharing good food and conversation. An unexpected passion she embraced recently was firearms education. Overcoming her fear of firearms, she transformed it into an empowering endeavor, exemplifying her philosophy that knowledge is the antidote to fear.

Stacy's life outside of real estate is punctuated by her twin daughters, Alana and Simone, her steadfast brother, Pastor Hollywood, and her two loyal black German Shepherds, Elisha and Sasha. She cherishes simple pleasures like coffee shop visits, beach trips with her children, and embarking on spontaneous road trips.

In the world of real estate, Stacy isn't just an agent. She's a guide, an empath, and a beacon of empowerment. Through her unique journey and unwavering dedication, she demonstrates that true success lies not only in transactions closed but in the connections forged and the lives impacted along the way.





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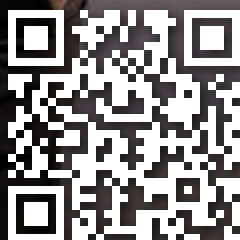
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# CHARLES ESHNAUR

►► REALTOR® to watch

Written by Kendra Woodward

Photography by Chernogorov Photography

## NAVIGATING THE REAL ESTATE WAVES: CHARLES ESHNAUR'S JOURNEY TO SUCCESS

*Embarking on a career in real estate is often motivated by a blend of personal experiences and a desire for meaningful connections. For Charles Eshnaur, a seasoned real estate agent at Signature Real Estate Group, the decision to dive into the world of property transactions was spurred by a series of encounters that ignited his passion and propelled him to new heights.*

Charles's journey took an unexpected turn when his family moved to Las Vegas in the middle of his seventh grade year. At the time, Charles' father was traveling between San Diego (where his family lived) and Vegas (where his work was). With a father immersed in the construction boom of the time, the relocation to Vegas full time proved to be the catalyst for Charles's evolving aspirations. Driven by construction opportunities, it was a pivotal moment, shaping his adolescence and educational path in a vibrant new setting.

After high school, Charles ventured into the professional realm, working nearly a decade for a reprographics company where he honed his skills in document management and computer work, catering to architecture and engineering firms. This was the first step in an endeavor that would lead him to real estate, opening his eyes to the intricacies of property transactions and the potential for a fulfilling career. From there he worked as a Purchasing Agent for a construction company where he got his first taste of real estate.

Fast forward to 2015 when Charles obtained his real estate license. Reflecting on his decision, he

shared, "I bought my first house at the age of 30." I had an agent help me get my house and it seemed like a really rewarding job and career...I was intrigued by all the aspects and thought it would be a good fit." This personal experience laid the foundation for his path, driving him to explore the multifaceted world of real estate.

However, as Charles delved into his new career, he encountered challenges that no amount of preparation could have foreseen. "It's kind of a crazy job and there's always curveballs coming at you," he notes. "You have to prepare for the unexpected all the time." The ever-changing market, diverse personalities, and the need to adapt swiftly became defining elements of his real estate journey. "You never know what you're going to get into until you start getting into it."

As his career evolved, Charles transitioned from a small brokerage that insinuated he would never be cut out for real estate, to Signature Real Estate Group. There, in 2017, he worked with The Patrick Group to grow not only the team, but also his knowledge in the field of real estate. He was able to see first hand exactly how a functional office ran and worked together - cooperatively. It wasn't about making money and being a bunch of sales-people, it was about expanding his network, and helping clients find their dream homes.

Although he left their team in 2022, Charles admits, "I will be forever grateful to Chris and Erin for their support and big-hearted disposition towards me. They were always super supportive and generous." The move marked a turning point, as Charles recognized how a well-structured team, like The Patrick Group, could make all the difference, propelling him towards higher levels of production and achievement.



“

WE HAVE THE OPPORTUNITY TO WATCH OUR CLIENT'S DREAMS COME TRUE. IT IS A PRETTY BIG DEAL TO EARN THIS TRUST AND HONOR.

”



For Charles, the heart of his work lies in the deep connections he forms with clients, serving as a trusted advocate and home matchmaker. “Being a REALTOR®, a trusted advocate, friend, and home matchmaker is a job like no other,” he remarks. “We have the opportunity to watch our client’s dreams come true. It is a pretty big deal to earn this trust and honor.”

While many agents see their clients as just that, Charles sees each client as an opportunity to make a friend and not just close the deal, and therefore takes great pride in staying in touch with them. “I like to do some drop bys, you know, and I’m pretty big on delivering little treats,” he beams. Whether it’s Crumble Cookies, lunch dates, or meeting up at local events, Charles is always looking for ways to stay connected, face to face. He continues with, “You need to build that trust with them.”

Outside of real estate, Charles dedicates most of his time to his two nephews, his girlfriend, Jacqueline Fayeghi, and their three beloved dogs: Lola, Charlie, and Theodore, the youngest of the three who often accompanies Charles during jogging sessions. Charles relishes in rejuvenating getaways to Southern California, where he immerses himself in the captivating blend of delectable cuisine, the soothing beach atmosphere, and invigorating weather, creating the perfect backdrop for resetting and recharging.

A passion that traces back to his upbringing in San Diego with his late father, Charles finds joy in off-shore fishing. His sights are often set on capturing the elusive Bluefin Tuna and Yellowfin, and he strategically plans his vacations around opportunities to join charter boats for ocean fishing adventures. Charles eagerly imparts

this love for fishing to his nephews, who wholeheartedly embrace the excitement surrounding each fishing escapade.

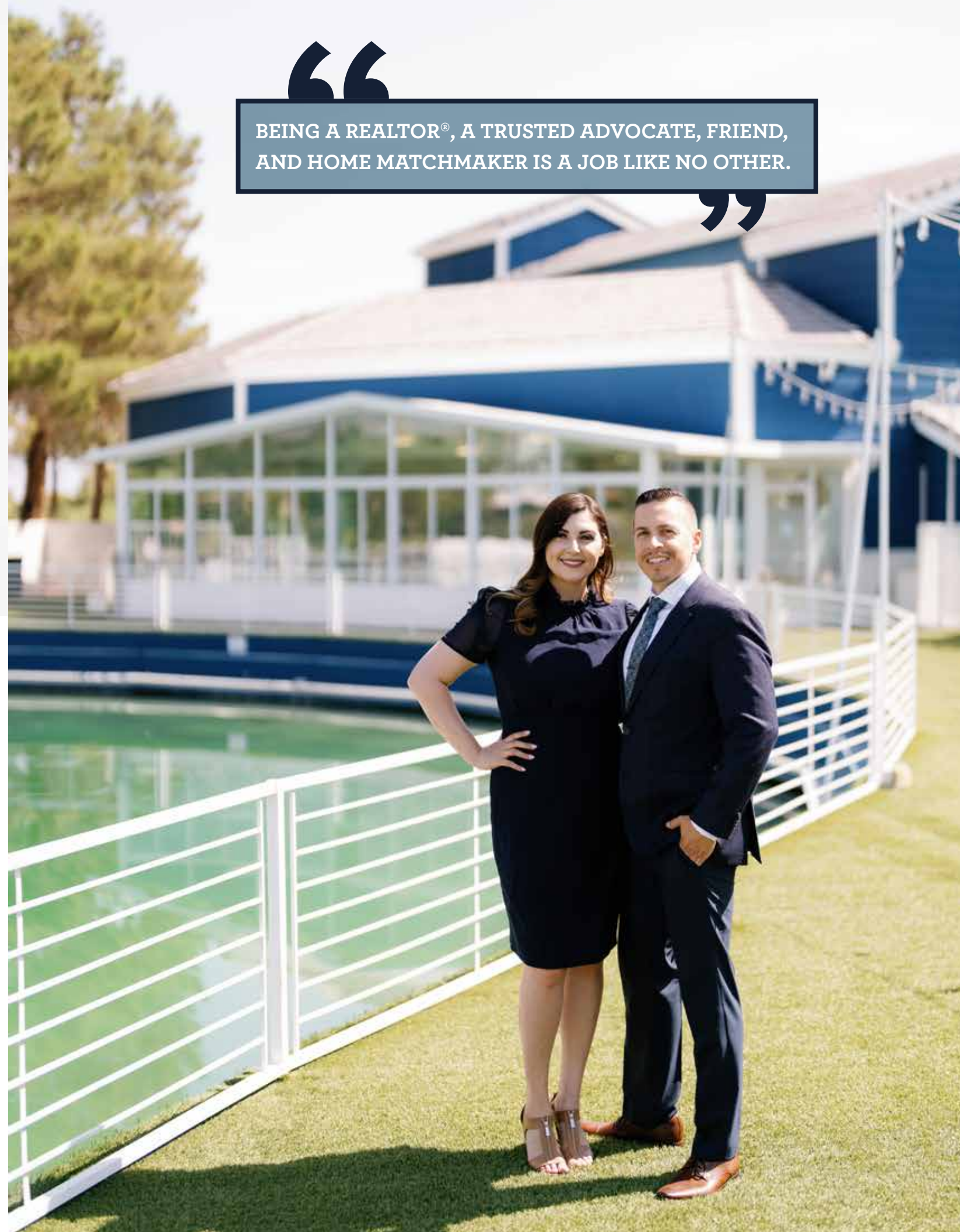
Alongside these pursuits, Charles is a dedicated fitness enthusiast, engaging in workouts and practicing Muay Thai. Apart from fishing and fitness, Charles’ nephews infuse his life with youthful enthusiasm, inspiring a dynamic range of activities. From engaging in laser tag battles and bowling games to enjoying movies, hiking, and biking, he ensures that every moment is filled with joy and adventure.

Navigating the waves of real estate, Charles Eshnaur has not only found professional success but has also learned to embrace the unexpected, build lasting relationships, and share his passions with the people around him. His journey stands as a testament to the transformative power of following one’s calling and finding joy in the journey.

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# ROY SHETRIT

## A TRAILBLAZING FORCE IN LAS VEGAS REAL ESTATE

In the vibrant landscape of Las Vegas real estate, one name that has rapidly risen to prominence is Roy Shetrit. His journey in the industry is nothing short of inspiring. Despite being a relative newcomer, having acquired his license in 2020, Roy's remarkable accomplishments and dedication to his clients have set him apart as a true force to be reckoned with.

Roy's decision to become a real estate agent was driven by merging his passions and motivations - his commitment to assisting people with their most significant life transactions, coupled with his affinity for negotiating and breaking community records, has catapulted him into a league of his own. His unwavering focus on excellence has allowed him to achieve feats that many might consider unattainable.

Born in Haifa, Israel, Roy's roots span continents. His journey led him from the bustling streets of Haifa to the dynamic realm of Las Vegas. The decision to move here was influenced by a need for a more promising income, coupled with the encouragement of his sister who had already established herself in the city. He transitioned from his time in the military to working in Islate, a thriving city in Israel with a similar feel to Las Vegas.

His journey took an unexpected turn as he entered the realm of sales, learning the intricate dance of selling through his employment at a pub called Three Monkeys. The lessons he learned there, focusing on both the product and the manner

of selling, laid the foundation for his later achievements. After an astounding number of cocktail sales, the company actually took his team on a trip!

Upon arriving in Vegas, Roy worked in cosmetic sales before eventually starting his own line of cosmetics. Designing everything from formulas and fragrances, down to the anti-aging properties of the Swiss-manufactured products, Roy's line was sold in several outlets and hotels along the strip.

Roy's numerous endeavors stem from a desire to continually learn and expand his horizons. With a history of house flipping dating back to his early twenties, he obtained his real estate license to further his investment pursuits. Throughout his career, Roy has grown his sphere of influence through strong ties within the Jewish community, building trust through his dedication and professionalism.

Reflecting on his journey, Roy acknowledges a valuable lesson he wished he had known earlier: the power of saying no and shaping his own path. This revelation forms the foundation of his approach, ensuring that he nurtures a team and client relationships that align with his principles and expertise. He focuses his marketing efforts solely on his listings, not a dime is spent on marketing himself as an agent, a testament to his unwavering commitment to delivering results.



trail blazer

Written by Kendra Woodward  
Photography by Chernogorov Photography





“ Roy loves negotiating and fights for every dollar, which he feels is a large reason why his clients stick by him.



A true visionary, Roy has set his sights on Section 10, an area once overlooked that’s now transforming into a luxury real estate haven. His passion for luxury listings and property flips has found a new canvas in this up and coming destination.

Roy’s remarkable resilience was demonstrated when he supported his mother through financial hardships, displaying an unwavering commitment to his loved ones. After having moved to the states, Roy spent every dime he had saved up in order to help his mother out of a financial crisis after her business burned down and the bank took her house. Thanks to his help, his mom cleared her name, moved to Vegas, and has become an investor just like Roy.

Outside of his real estate pursuits, Roy treasures spending quality time with his family, traveling, gym sessions, and Sunday league soccer matches. “I’m passionate about providing the best life for my family,” he beams. With his wife, Shir, and their two daughters, Alex and Romee, supporting him, Roy has been able to dedicate the necessary time to being a successful real estate agent. His close connection with his family is bonded even further by his shared birthday with Romee.

Food is also a passion for Roy, often venturing to try new cuisines around the Vegas area. While his favorite restaurant is the renowned Catch restaurant in the Aria hotel, Roy admits nothing can top his wife and mother’s home cooking. And lest we not forget to mention the family dog, Cassie, a Boston Terrier that Roy jokes is the highest jumping dog you’ll ever meet.

Known for his truthful nature and ability to steer his clients through the oftentimes difficult path of home ownership, Roy’s journey exemplifies the spirit of determination and passion that fuels his success. Whether he’s helping clients make money by renovating their property or simply investing in their future home, Roy loves negotiating and fights for every dollar, which he feels is a large reason why his clients stick by him.





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