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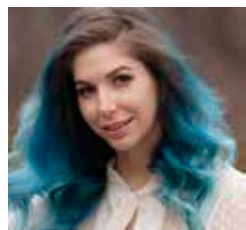
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TABLE OF CONTENTS

08

Preferred Partners

12

Merri Perry - Cover Agent

20

Mike England of Landmark Title

26

Marisa Bilkiss - REALTOR® on the Rise

30

Jonathan Catalano - REALTOR® Life

34

Frankie's Uptown - Meet Our Partner

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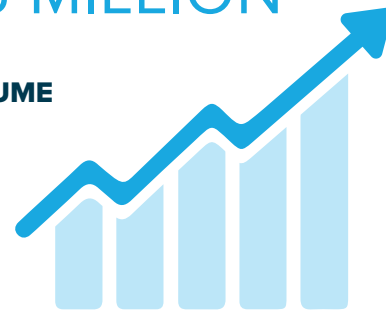
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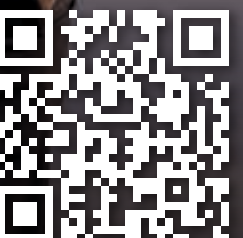
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# MERRI PERRY

cover agent

THE  
NEGOTIATOR:  
MERRI  
PERRY'S  
JOURNEY  
FROM  
ADVERSITY  
TO  
ADVOCACY

Written by Kendra Woodward · Photography by Spaces and Portraits

**Born in Queens, NY, no one could have predicted that Merri Perry would one day become the President of the Las Vegas REALTORS® Association or lead her very own team - The Merri Perry Team at Realty One Group. Raised in Las Vegas after relocating in the 80s with her mother, a gambler and underground poker player, Merri's path was anything but ordinary. This journey, marked by resilience and determination, shaped the woman who now leads one of the most dynamic real estate markets in the country.**



Linda Savage,  
Cristina Rezunova,  
Merri Perry, Jodi  
Cardassi, and  
Matthew Guilis.



Merri's background is a testament to her indomitable spirit. "I had a very difficult childhood and worked from a very young age," she reflects. Despite these challenges, she secured a full scholarship to UNLV. However, her studies were cut short when she had to drop out, working two jobs on the Las Vegas Strip as a food waitress in her teens and then as a cocktail waitress, to support her mother and herself.

The turning point came while helping a friend negotiate a better deal during their house search. "From that point, I knew I would be good at this and decided to get my real estate license." Thus began Merri's career that has spanned three decades, marked by a deep commitment to helping others achieve the dream of homeownership. "I love helping people," Merri beams.

While Merri specializes in residential, commercial and high-rise sales, her true passion lies in working with first-time homebuyers, minorities, and veterans. Her dedication is reflected in the loyalty of her clients, many of whom continue to refer her to friends and family after 30 years. "My business is 99% referral," she proudly states, underscoring the trust and satisfaction of those she serves.

"Working as a REALTOR® is deeply fulfilling, offering a blend of personal satisfaction and professional achievement," Merri explains. "Guiding clients to find their dream home or sell properties is rewarding, as it impacts their lives in profound ways. Building strong relationships with clients, overcoming challenges in transactions, and contributing to communities all add to the fulfillment."

Often referred to as "The Negotiator," Merri's commitment to personalized service and attention to detail is what ultimately sets her apart. "I believe in taking the time to truly understand my clients' needs, preferences, and goals, and tailoring my approach to meet their unique requirements." To accomplish this, Merri suggests continuous learning and growth, and developing a solid network by nurturing the relationships you hold with your clients, fellow agents, lenders, and other industry professionals.

Merri's childhood, marked by her mother's gambling addiction and her father's struggles with PTSD and drug addiction, instilled in her a profound empathy...as well as a passion for helping others find security and stability through homeownership. "A childhood marked by instability, unpredictability, and emotional turmoil shaped who I am today and is why I feel so passionate about homeownership, security, and stability."

It's obvious to those closest to Merri that her mission in life revolves around making a positive difference, both professionally and personally, through integrity and honesty. "Real

estate is a dynamic field with ever-changing regulations, market trends, and technologies. Investing in ongoing education, whether through courses, seminars, or mentorship programs, will help you stay ahead of the curve and provide better service to your clients."

Additionally, Merri advises younger agents to build their personal brand early on, nurture every relationship you make, and most importantly...learn patience and perseverance. "Success in real estate doesn't happen overnight; it requires dedication, hard work, and resilience. There will be highs and lows, but staying committed to your goals and maintaining a positive attitude will ultimately lead to success."

That same commitment to her clients is also shared within her community and is evident in Merri's involvement with numerous charities; including Forgotten Not Gone, The Injured Police Officers Fund, Bamboo Bridges, The Just One Project, Project 150, Serving Our Kids, Three Square, Share Village/Veteran's Village, and Armed Forces & Military Veterans Appreciation, Inc. (AFMVA), amongst others (including sponsoring local sports teams). Given her father's service, Merri enjoys helping Veterans in need and even sat on the Veterans Association of Real Estate Professionals board for four years.

Outside of real estate, Merri's personal life is as rich and fulfilling as her professional one with her "two amazing boys" having taken after her passion for service through their volunteer work. Her eldest, Sean, pursued a career in professional poker, becoming ranked #3 in the world in 2021 before transitioning to a successful career in real estate and sports betting. Her youngest, Joseph, graduated with his Master's degree in Business Administration and undergrad in Marketing and Management from UNR and now works for a solar company.

In her free time, Merri enjoys spending time with her beloved Miniature Goldendoodles, Cash and Coco, traveling, playing poker for charity, attending sporting events, and most of all, spending time with her sons and indulging in great food.

"My future goals as a REALTOR® revolve around providing affordable housing solutions for people who need help and achieving professional excellence, fostering meaningful relationships, embracing innovation, and making a positive difference in the lives of my clients and community." Merri embodies the spirit of resilience and dedication, proving that with hard work and a heart for service, one can turn adversity into a thriving career and a lifetime of helping others achieve their dreams...all with a smile on her face. #BeMerri





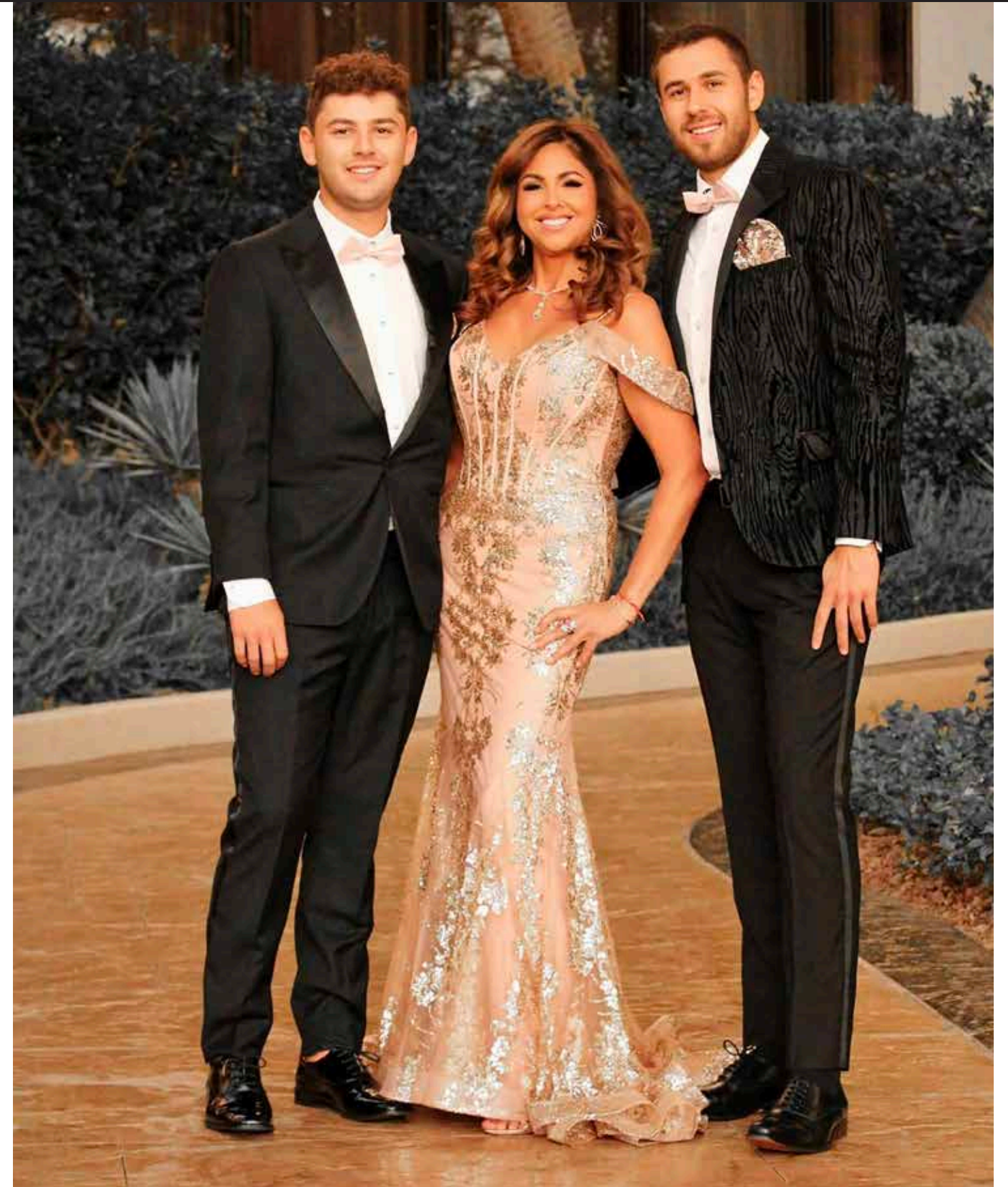
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Success in real estate doesn't happen overnight; it requires dedication, hard work, and resilience. There will be highs and lows, but staying committed to your goals and maintaining a positive attitude will ultimately lead to success.



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# MIKE

England

## of Landmark Title

*Strategic Partnerships, Designed to Grow*

Mike England, Vice President of Landmark Title, alongside Greg Hulett, President of Landmark Title Nevada, have both been instrumental in the company's rapid expansion and in building their dream title and escrow team. With a team of 35 dedicated professionals (a staff that has nearly tripled over this past year), Mike and Greg have made Landmark Title the fastest-growing title company in the state. With offices in Elko, Reno, Incline Village, and two offices in Vegas, Landmark Title has become a market share leader largely in part to their incredible staff and client partners.

Mike's journey to becoming a leader began with an education in Northern California at Simpson University where he studied public speaking, marketing, and communication, skills he later applied to the marketing world. Twenty years ago, Mike founded a marketing and technology consulting company aimed at real estate agents, which laid the foundation for his future endeavors.

In 2016, Mike moved to Las Vegas and transitioned into the title industry, starting out as a Marketing Technology Consultant for REALTORS®. His expertise and innovative approach quickly caught the attention of a large title company, where he served as a Sales Executive. And that's where we left off last with Mike when we featured him and his wife, Joslyn, back in 2022...however, his story has changed dramatically over the last two years.

### ► meet our partner

Written by Kendra Woodward  
Photography by Spaces and Portraits  
Photographed at Triple Crown Cigar Lounge on South Las Vegas Blvd.





With the ever-changing landscape of the title industry, Mike recognized the need for a partnership model in order to be competitive in the title and mortgage space - to accomplish this, Mike and Joslyn knew they needed to go somewhere that provided REALTORS® with ownership opportunities. “We saw that they were losing a lot of clients because of that, some of our clients were leaving, so we chose to take on this opportunity with smaller companies,” Mike explains. This led the couple to Keller Williams, where they played pivotal roles in three different companies

under KW’s family of companies - Keller Title, Rise, and Keller Mortgage, which is now called Keller Home Loans.

After making significant strides at KW, Joslyn stayed on while Mike ventured out and joined Magnus Title to aid their expansion into Las Vegas. His efforts resulted in the successful establishment of two title joint ventures, before moving on to work with Landmark Title, where he has continued to drive growth and innovation for the last two years. Since then, Landmark Title has seen remarkable growth due to the incredible talent that has jumped on board with Mike and Greg’s vision to create an innovative model and more refreshing company culture focusing less on micro-management and more on supporting their employees’ successes. Their shared vision has made Landmark Title a sought-after destination for industry professionals.

Having originated in Tucson 45 years ago followed by its expansion into Phoenix, Landmark Title entered the Vegas market in the summer of 2020. Despite a rough start, the company has since tripled its staff size and become a market share leader. Looking ahead, however, Mike is focused on strategic partnerships with top-producing agents and brokers. “We’re in the joint venture business. We’re going to continue building these partnerships and pushing forward to be one of the top title companies in Nevada,” he remarks.

Having operated a lead generation marketing company previously, Mike’s business acumen has always been centered around REALTORS® - how to create stronger partnerships, create better consumer experiences, create more opportunities, and how to grow their business. To do this, the Landmark Title team has focused on recruiting the best escrow officers in the city, a difficult feat Mike admits.

Mike’s success in business is mirrored at home by the entrepreneurial spirit of his family - while Joslyn remains steadfast with KW, she recently launched The Revenue Firm, a consulting business that garnered 15 clients within its first month;



and their three teenagers, Matthew, Annabelle, and London, each have their own entrepreneurial pursuits. Matthew, a student at UNLV, started making money live streaming on Twitch as a freshman in highschool, Annabelle is starting a full-service spa, and London, still in high school,

is already mapping out her future with the same determination.

Mike’s journey from Seattle to Las Vegas is a testament to his resilience, innovation, and dedication to excellence. With strong financial backing from Shaddock National Holdings

and the support of Capital Title, the largest independent title company in the country, Landmark Title is well-positioned to withstand the toughest markets, maintain stability, and continue its upward trajectory in shaping the future of real estate title services in Nevada.

“ We’re in the joint venture business. We’re going to continue building these partnerships and pushing forward to be one of the top title companies in Nevada. ”





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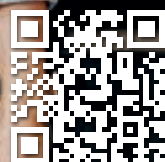
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# MARISA

BILKISS



## Failing Forward

► REALTOR® on the rise

Written by Kendra Woodward  
Photography by Spaces and Portraits  
Photographed at Red Rock Country Club

Marisa Bilkiss has made it her mission to not only help clients find their dream homes, but also to uplift and empower families within her community. Put simply, as Marisa says it best, “I really like helping people.”

Originally hailing from Southern California, Marisa’s journey to Las Vegas was serendipitous, guided by a series of fortuitous events. “While I was in college, I did an internship at a public relations agency, and my boss sent my resume to an advertising agency in Las Vegas,” Marisa recounts, reflecting on the twist of fate that led her to the Entertainment Capital of the World. Ironically, her parents had recently moved to Las Vegas and she happened to be visiting them the following weekend, the same time the advertising agency wanted to conduct their interview.

Subsequently during this time, with both her parents having practiced residential and commercial real estate their entire careers, Marisa’s parents decided it was time to teach her the process of purchasing a house as an investment opportunity in the growing Vegas market. The experience was eye opening, and after receiving a job offer with Harrah’s Entertainment as their Public Relations Coordinator, her dad jokingly said, “Just live in this house, it’s already yours.”

Throughout her almost 20-year career in Las Vegas, Marisa made many connections in the magazine, television, and radio industries, which led to her next job as the Director of Marketing and Promotions for Clear Channel Radio, followed by CBS Radio where she was also the female voice for the iconic 100.5 JACK FM radio station. There, Marisa followed her passion for the media industry while creating both a name for herself and rooting herself in the Las Vegas Community.

Despite achieving professional success, Marisa chose to transition into the role of stay-at-home mom after getting married and becoming pregnant. When she came to the realization that the relationship was no longer fulfilling, Marisa made the courageous decision to rewrite her story, leading her down the path of becoming a single mother and navigating the challenges of divorce. “It knocked me down for a bit,” she admits. However, it was during those dark moments that Marisa found the

strength to reinvent herself and embark on her next chapter...in real estate. With her dad hyping her up, reminding her that he always thought she would be a good fit in the industry, Marisa obtained her license and faced the new challenge head on.

Marisa has since carved out a niche for herself as a compassionate advocate for her clients. “I really like helping people,” she shares, emphasizing a family-deep passion for helping others that was started by her great-grandmother, carried on by her grandmother, and then her mother, who were all involved in local charities and numerous volunteer positions. “I grew up seeing women who gave their time, their heart, and their money. I know nothing other than that.”

However, Marisa’s journey has not been without its challenges. Despite her extensive network and professional experience, she encountered setbacks when she realized that not everyone in her circle would automatically become a client. “I just assumed that everyone I knew would want to work with me,” she admits, reflecting on the humbling lessons she learned about building her new business from scratch.

Yet, through perseverance and the unwavering support and collaboration of her longtime partner and boyfriend, Steve, Marisa conquered those obstacles with a new mindset steeped in growth, self-investment, and unwavering resilience. “To thrive in this industry, you must commit yourself seven days a week and truly immerse yourself in running your own business,” she advises aspiring agents, highlighting the importance of dedication and grit in the competitive world of real estate.

Reflecting on her journey so far, Marisa acknowledges the daunting learning curve of self-investment, but asserts that taking the leap has fostered a newfound confidence within herself. Her belief in “failing forward” emphasizes that every setback is an opportunity for growth and progress.



“

*I really like helping people.*

I grew up seeing women who gave their time, their heart, and their money. I know nothing other than that.



Second to the pride she takes in helping her clients navigate the home buying and selling process...as a single mother, Marisa finds immense fulfillment in crafting a lasting legacy for her children while instilling in them the values of hard work, compassion, risk-taking, and embracing resilience. Making top performer lists, involvement in leadership roles, and running a successful business has further allowed Marisa the platform to expand her natural pull towards helping others and giving back.

Today, Marisa has redirected her focus to JDRF, The Juvenile Diabetes Research Foundation of Southern Nevada. Since her daughter was diagnosed with Type 1 Diabetes in December of 2022, Marisa has continued to say, “How can I help?” Approaching volunteering with passion and purpose, just like Type 1 Diabetes, Marisa takes no days off in advocating for her daughter and JDRF - committed to what it takes to help resolve and improve the lives of those living with T1D.

Alongside Steve, her two children, and their two cats, Marisa enjoys maintaining a healthy balance of life, family, and friends. She enjoys daily gym sessions, live music, cheering on the Vegas Golden Knights and the Las Vegas Aviators, spending time in nature, and flying often with Steve at the helm, creating new memories and exploring new places together.

With her infectious positivity, genuine compassion, and unwavering work ethic, Marisa Bilkiss will continue to make a meaningful imprint on the lives of those she encounters.





# JONATHAN

CATALANO



REALTOR® life  
Written by Kendra Woodward  
Photography by Spaces and Portraits



## ONE STEP AT A TIME

Born in Auburn, New York, and raised mostly in Boulder City, Jonathan Catalano's parents moved to Green Valley searching for a better life and more opportunity. With a blue-collar upbringing and a knack for fixing things, Jonathan's early years were marked by a passion for hands-on work and an admitted disdain for traditional schooling. After graduating high school, he wasted no time in pursuing a career in heating and air conditioning, eventually becoming one of the top service technicians in the valley and eventually running two multi-million-dollar businesses.



“““

All my clients receive 100% of my attention throughout every transaction, and I pride myself on building long-term and lasting relationships with each and every one of them.

Piggybacking on his residential services, Jonathan's thrill for the industry saw him entering a more commercial field, where he repaired and maintained highly sophisticated equipment in some of the largest buildings around town. From there, he and his business partner, Ken Goodrich, secured a small mom and pop air conditioning company which quickly grew into the largest plumbing, heating, and air conditioning company in both Las Vegas and Phoenix, generating over \$20 million in revenue between the two locations.

It was this pivotal partnership with Ken, his business mentor, that would shape Jonathan's trajectory and pave the way for his transition into real estate. "Ken taught me about sales, management, leadership, business, work ethic, and a never-ending drive to succeed. The education I received from Ken's leadership and real world experiences far surpassed that of any four year college," Jonathan recalls, emphasizing the invaluable lessons he gleaned from his mentor.

As Jonathan explains however, "After many years of running the day-to-day operations and managing hundreds of employees, it wore on me, and I made the tough decision to sell my shares back to my partner and exit the industry for good." Next, a longtime friend and REALTOR® encouraged Jonathan to put his talents back to good use and pursue a career in real estate. "Everything I had learned in my previous business from sales, management, business, leadership, work ethic, accounting, etc., translated perfectly for me into my new career and helped me to excel right from the start," Jonathan prides.

Armed with a wealth of business acumen and a tireless work ethic, Jonathan channeled his expertise into helping clients navigate the complexities of the housing market. "Having the ability to help homeowners achieve the American dream of homeownership, not only for their financial gain but for their emotional gain as well," has been the most fulfilling part of the job for Jonathan. "All my clients receive 100% of my attention throughout every transaction, and I pride myself on building long-term and lasting relationships with each and every one of them."

Through his newly branded business and slogan, "Live Better in Las Vegas," Jonathan seeks to educate prospective homeowners about the city's vibrant communities and abundant amenities through his new website ([livebetterinlasvegas.com](http://livebetterinlasvegas.com)), as well as social media platforms. "I've had a lot of fun producing videos for social media showcasing different communities throughout Las Vegas, highlighting different neighborhoods and homesites, and most importantly (as an avid outdoorsman) taking everyone along on my outdoor adventures."

At home, Jonathan finds humor in the fact that he remembers being such a terror on his parents as a child, that he decided not to have any of his own. He also thought he would never fall in love, but his neighbor two doors down, Michelle, changed his tune on that real quick. Now, after ten years together, Michelle joins him in real estate, having obtained her license a few years ago. "We do absolutely everything together," Jonathan beams. "We get to enjoy not only growing together on a personal level, but growing together on a professional level." Rounding out their little family are their three dogs - Sparky, who is a bit of a troublemaker, but his cuteness makes up for it; Bruno, a little guy but clearly the boss; and in the middle of the bunch is their angel, Lili Bug.

As COVID-19 was a teacher to all, Jonathan learned how to fill his time with purpose when his enthusiasm for the outdoors morphed into a love for boating and fishing...which then morphed into an obsessive collection of fishing poles and lures he muses. Whether it's fishing on Lake Mead, kayaking along the Colorado River, or embarking on RV adventures with Michelle, Jonathan boasts, "I am passionate about all of the amazing outdoor adventures that Las Vegas offers that many don't realize."

As he continues to blaze a trail throughout the landscape that is real estate, Jonathan remains steadfast in his commitment to helping others live better lives, one step at a time. With a blend of expertise, passion, and unwavering dedication, he will continue reshaping the Las Vegas real estate scene by empowering individuals to achieve their homeownership dreams.







►► meet our partner

# FRANKIE'S UPTOWN

Written by Kendra Woodward  
Photos submitted by Frank and Chris Lee  
Additional Photography by  
Spaces and Portraits

## your neighborhood bar and restaurant - FOR LOCALS, BY LOCALS

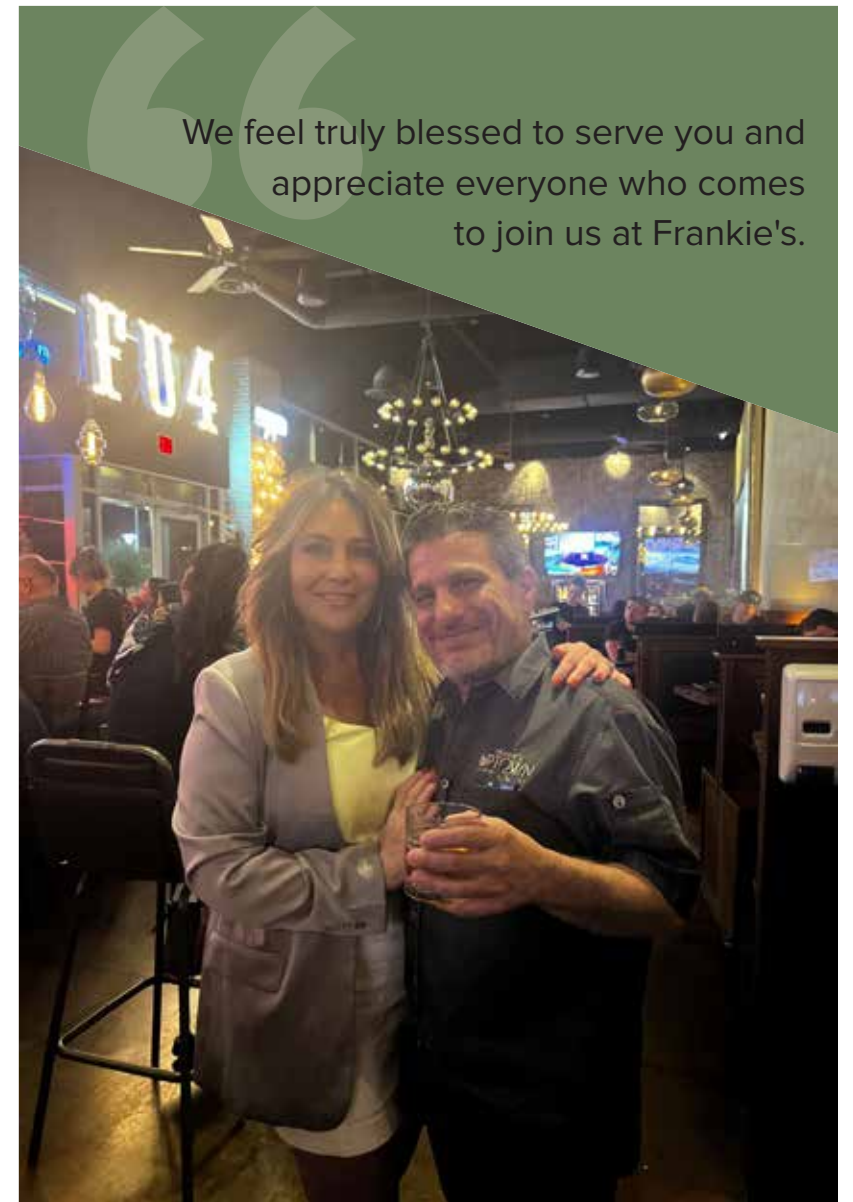
In the vibrant city of Las Vegas, where the neon lights, tourists, and bustling casinos often overshadow the charm of local establishments, one neighborhood gem stands out: Frankie's Uptown. Owned by Frank and Chris Lee, otherwise known as Mr. and Mrs. Pepperoni, this beloved bar and restaurant is more than just a place to grab a bite - it's a community cornerstone.

Frank and Chris both grew up in Italian families where food was the foundation of family life. Their backgrounds were steeped in the rich traditions of neighborhood food and drink establishments, far removed from the big-box brands and fast-food franchises.

Their story began in 1994 at a live-music venue in downtown Las Vegas where Frankie's persistence in trying to get Chris to chat finally paid off when he mentioned his mother's fried meatballs, a Sunday staple. Their commonalities snowballed as the two grew closer and that famed meatball recipe has since become a cherished item on Frankie's Uptown menu, aptly named "A Couple-a Meatballs."

Raising their family in South Summerlin, Frank and Chris spent three decades searching for a local spot that felt like home - a place to hang out with friends, bump into neighbors, and escape the hustle and bustle of the Strip. Over the years, the duo cultivated a network of friends, family, and colleagues that mirrored their upbringing - Frank from Northeast Pennsylvania and Chris from Rhode Island. Their gatherings grew so large they realized they needed more space, and joked that a little extra help in the kitchen wouldn't hurt either.

We feel truly blessed to serve you and appreciate everyone who comes to join us at Frankie's.





Once becoming empty nesters, they decided to create a space that exuded that comfort for both their community and themselves, referring to it as “a true neighborhood bar with great food where people would feel comfortable-a space that would be an extension of their home”. They found the perfect location across from the Las Vegas Ballpark, home of the Aviators, and knew it was meant to be the site of Frankie’s Uptown. So in 2019, Frankie’s Uptown opened its doors with the vision of being a true neighborhood bar - a local spot that felt like home, where you could bump

into neighbors and not be bothered by the hustle and bustle of the strip.

When COVID-19 struck just a year after opening their doors, forcing them to shut down temporarily, the support from their community was overwhelming. “We realized that people started to come back to Frankie’s not only to support us, but to enjoy being around people when it was safe to do so,” Frank says. However today, Frankie’s Uptown is thriving, thanks in part to the return of events at the ballpark and the ever-bustling Downtown Summerlin. “Downtown Summerland is always thriving,” Chris boasts.

For Frank and Chris, the goal is simple yet profound: to create, grow, and nurture their local community...the locals. “We’re a Neighborhood Bar and Restaurant,” Frank aptly explains, adding that they’re also a bourbon whiskey bar. Their unique humor and one-of-a-kind menu items are prevalent in offerings like the STRoLL - a homemade stromboli and calzone mashup that perfectly encapsulates their culinary philosophy. Each menu item is a product of their combined family recipes and dishes they’ve savored over the years, primarily from the East Coast and Las Vegas.

It’s obvious that Frank and Chris are passionate foodies, always on the lookout for new trends and local favorites; they enjoy scoping out the local cuisine any chance they get, jokingly citing dates as “research and development” meetings. Above all, the duo explains that their passion lies in the solace of friends and family. By providing others with food and a comfortable and safe atmosphere, Frank and Chris feel whole.

“We feel truly blessed to serve you and appreciate everyone who comes to join us at Frankie’s,” Frank says. A sentiment they reflect in their encouragement of patrons to speak up if something isn’t right...so they can fix it on the spot and improve for future guests. “The last thing you want is to give us a bad Yelp review that we could rectify, but if you don’t give us the chance, you just may get the dreaded response - NO FU FOR YOU,” Chris jokes. “Avoid that at all costs! Talk to us, ask for us; we’re here and we care.”

Frank and Chris Lee’s journey to becoming beloved figures in the Las Vegas community is a true testament to their dedication and love for what they do. Frankie’s Uptown isn’t just a restaurant; it’s a reflection of their shared passion for good food, great company, and the joy of creating a home away from home for everyone who walks through their doors. As they continue to grow and nurture their community, Frank and Chris remain committed to delivering a welcoming and delicious experience.





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