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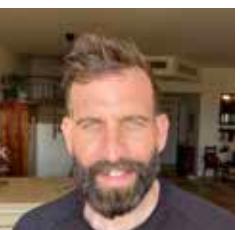
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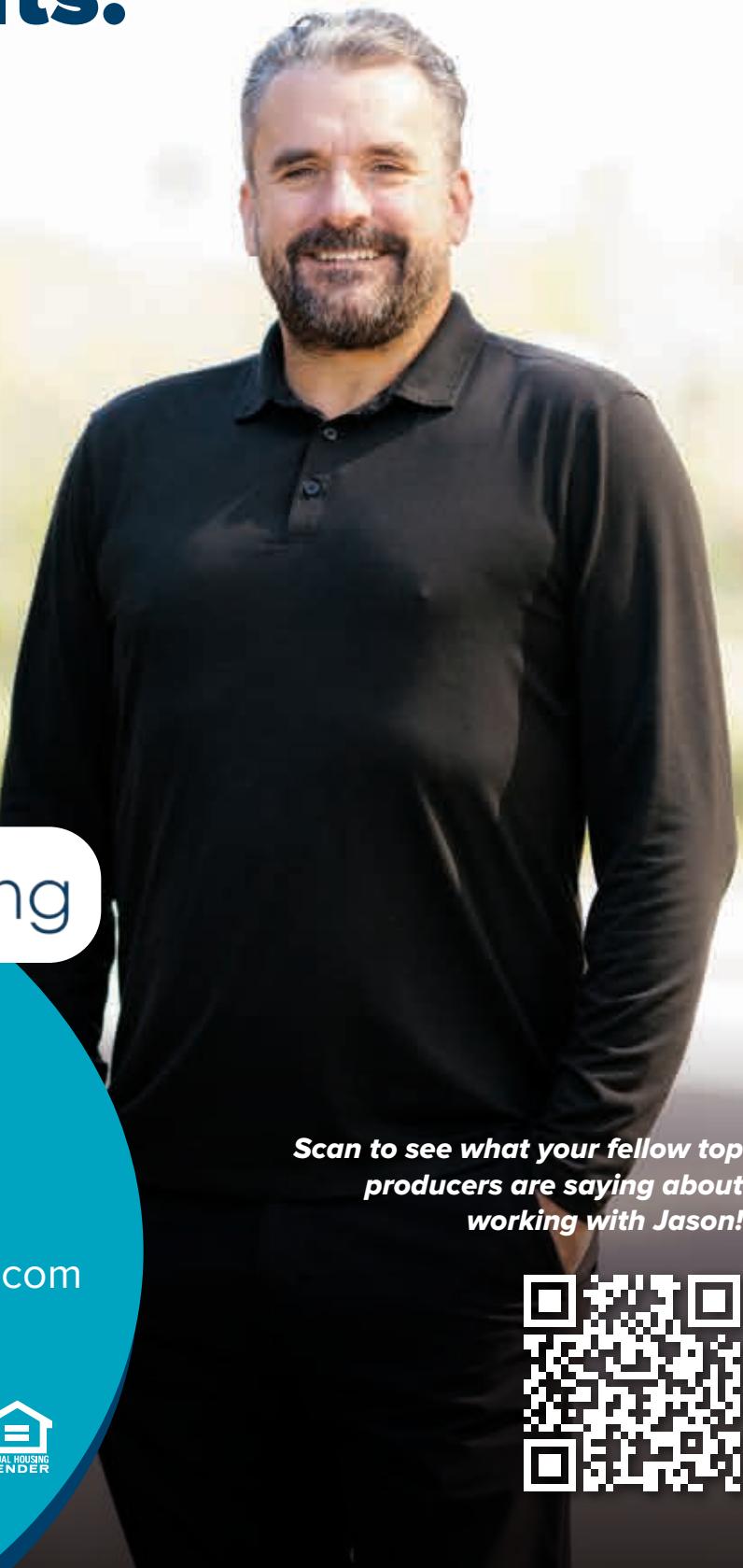
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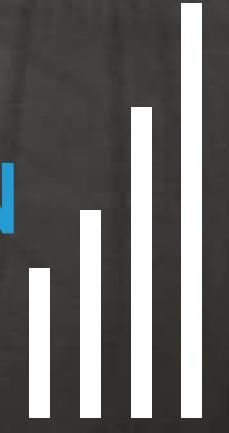
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# Yvette RIGGOTT

## A TRUE LOVE FOR LAS VEGAS

*Yvette Riggott is a true Las Vegas native. Born and raised in a city that never sleeps her deep-rooted connection to her hometown is evident in her positive outlook and unwavering dedication to her clients. On a fulfilling career path brimming with customer service since age 18, it's no wonder this local has such a passion for her town.*

"The majority of my life has been spent working on the strip," Yvette begins as she describes her journey in the service industry, where she gained invaluable experience in various customer service roles. Serving cocktails at the prestigious Wynn, tending to poolside needs at the Cosmopolitan, and managing several restaurants, were all skills Yvette conquered, with her last role in customer service being spent as the Assistant General Manager at a Chinese concept restaurant at the MGM Grand in 2018.

"Doing customer service on the Strip for so long helped in a multitude of facets; everything from giving me an extra strong backbone, learning how to deal with difficult conversations and training on how to problem shoot." Armed with such skills from a young age, Yvette honed her real estate style and reflected, "Those core values, and learning how to communicate, have been an invaluable aspect for me."



► cover agent

Written by Kendra Woodward

Photography by

Chernogorov Photography

Yvette's time in the service industry also equipped her with an exceptional ability to communicate effectively with her clients. She learned that not everyone grasps information the same way, and takes immense pride in ensuring her clients comprehend every step of the real estate process. Her calls and text messages are clear, and she consistently double-checks with her clients to confirm their understanding. "My goal is to never walk away from a transaction where somebody could say they had unanswered questions."

Going above and beyond the typical transactional relationship of most agents, Yvette finds immense joy in seeing her clients happy, even though she acknowledges that the real estate process is far from instant gratification. Her motivation to assist people is two-fold: she genuinely enjoys helping her clients, but her friends and family become invested in their lives as well. Her clients become part of the larger community that she and her loved ones call home. Their kids hang

out, she sees her clients at Trader Joe's, and they even come over for movie nights. Yvette strives to blend her clients' families with her own, creating bonds that extend beyond the realm of real estate.

Yvette's guiding motto, "No one will ever outwork us," is a principle she's embraced since starting her journey in 2018 with the Rick Ruiz team. That mindset was evident during the challenges presented by the COVID-19 pandemic when Yvette and her team went to extraordinary lengths to ensure their clients' safety and satisfaction. They supplied Clorox wipes, rubber gloves, masks, and more, adapting to the uncertainties of the time. Yvette emphasizes that the past five years have been a rollercoaster, with real estate professionals needing to continuously adapt and become industry soldiers.

Passionate about being a one-stop resource for her clients, Yvette's current business is primarily driven by past clients, referrals, and word-of-mouth



recommendations. She strives to be the person her clients feel comfortable calling for any real estate need. Yvette goes above and beyond, providing services like utilizing new home checklists, hiring inspectors at her own expense, and offering home warranty options. She over-delivers, ensuring her clients feel they receive exceptional value from her services. She even participates in walk-throughs with her clients and arranges for inspectors to return to verify that necessary repairs have been completed. This level of personal service is her hallmark, and she is content with the high standard she maintains for her clients.

Using social media to her advantage, Yvette shares a light-hearted presence, using funny content to engage with her community. Her local perspective is highly valued, and she has a pulse on what's happening in the area. She sees her role as adding a security blanket for her clients by using the tools she has to stay connected and informed.

Beyond real estate, Yvette is actively involved in charitable endeavors, including serving on the PTA of two schools, organizing her brokerage's Christmas gift drives, and participating in various community activities. Her support for teachers during their contract negotiations is unwavering, and she strives to help in any way that she can to ensure that the after-school clubs and activities continue.



Yvette's family is central to her life. She is married to Chris, and they have three children: Bethanie, who is deeply focused on academics and currently doing everything in her power to fulfill her desire to be a microbiologist; Grayson, who has a passion for soccer and is an extremely talented musician; and Joshua, who, at the tender age of two, keeps her on her toes. Chris, a soccer coach for Albion, is heavily involved in the community as well as coaches teenage club-level soccer, helping aspiring athletes secure college scholarships and placements in soccer academies across the US. The family includes two beloved, albeit smelly (she jokes), dogs.

Outside of her real estate profession, Yvette and her family enjoy going to the Smith Center, seeing as many live artists and bands as possible, attending local Silver Knights games, and supporting all the amazing sporting teams that have flocked to the Valley. Yvette is dedicated to providing her children with a diverse and enriching experience of the city. "There's just so much to do," she boasts. "We are blessed to have so many exciting things afforded to us. It's slightly different from my childhood experiences of the Running Rebels and Circus Circus!"

To show them all that Las Vegas has to offer, beyond the glitz and glamour, the Riggott kids follow in Yvette's childhood footsteps often taking to Mount Charleston for winter day trips. Expressing excitement at the future developments slated for the ski resort and the rebuilding of the famous Mount Charleston Lodge she emphasizes, "I try to do as much as I can and also try to incorporate a little of my childhood experiences with my family."

Yvette's passion for her city shines through in her commitment to sharing the Las Vegas experience with her clients, just as she does with her family. She believes that the city offers much more than gambling and wants her clients to assimilate fully into the vibrant community. Her genuine love for Las Vegas, her dedication to her clients, and her commitment to her family and community underscore Yvette's extraordinary journey in the world of real estate.

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Written by Kendra Woodward  
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# GOLDEN WEST MANAGEMENT INC.



## TWO DECADES OF CLIENT-CENTRIC SUCCESS

*GoldenWest Management celebrates its 20th Anniversary with a clear vision for how to help its clients achieve success in the rental space. With Jayson Yoss and Roy True at the helm, the two are dedicated to creating a more streamlined and profitable standard in the industry.*

*"We learned that unless we're solving problems unless we're helping both parties come to a meeting of the minds, there are no winners." - Jayson Yoss.*

### 20 Years of Growth

As President and Broker of GoldenWest Management (GWM), Jayson has become a visionary leader throughout his 25 years of experience in real estate. Having spent his college summer vacations working for a top producer in his hometown of Orange County, California, Jayson gleaned the industry's intricacies while helping clients purchase investment properties around his college campus at the University of Arizona.

Once Jayson recognized the need for competent oversight of these rental properties, it set him on a trajectory toward a career in property management.

And while it hadn't yet been professionalized in the industry, his sole focus was on residential property management. "When we started in this industry it was like the wild, wild west," Jayson recalls. Learning how to grow and provide better value to his clients, GoldenWest Management was born.

A year after opening the doors, however, Jayson heeded the call to serve his country, completing two combat tours to Iraq and Afghanistan while serving as an Infantry Officer in the Marine Corps. It's there that he learned the profound importance of leadership, professionalism, and how to motivate a team, especially under stressful circumstances. "There's nothing that will prepare you more for the property management world than leading 18 to 22-year-olds in combat." That ability to lead and maintain composure throughout challenges became a hallmark of his leadership style.

### Success Through Others

With Jayson's boots back on the ground, GWM began gradually expanding their Tucson office into Phoenix, Las Vegas, and eventually into San Diego. He admits growing three offices wasn't easy, with over a thousand properties and a team of 32 dedicated employees, but with a quality team tirelessly working towards a common goal, the company started to take flight.

A decade after opening their doors, Roy True, Director of Operations, came in to change the game with his experience as a district manager for Enterprise Rent-A-Car in Denver, Colorado. He was a key proponent in their expansion, his intelligence and thoughtfulness having catalyzed the growth of the company which was a dream they never thought possible. As Jayson explains - Roy is the yin to his yang; the cool, calm, and collected "teddy bear" to his more aggressive and fiery leadership style.

Additionally, Jayson points out the significant role that mentors Jordan Muela and Daniel Craig (of Profit Coach) played in helping to transform his once-small business into a thriving juggernaut. It was their genuine care and commitment that gave Jayson and Roy the spark needed to take the next step in professionalizing their services.

Once GoldenWest systematized its operations and processes, they were able to successfully scale their property management practice by bringing on more clients, narrowing down labor and overhead expenses, implementing cutting-edge technology, and increasing the focus on customer services. "With their guidance and leadership we've been able to provide some of the most unparalleled service," Jayson boasts.

It's the aid of all the people who have come in contact with the team at GoldenWest Management over the last 20 years, from the very first employee to now, that has made them successful.

### A Pledge to REALTORS® - "We Grow Because REALTORS® Trust Us."

GWM aims to be a "go-to tool" for agents - offering solutions, support, and expertise. They understand the challenges their REALTOR® partners face in ever-changing markets, and whether GWM can provide market rental comps for those investment purchases or offer the option to place properties under management until the market is favorable for selling, they pledge to never step on their agent's toes. A practice that is unheard of in the industry.

"We're going to be their landlord/tenant experts because we're not REALTORS® who happen to handle rentals...we're licensed professionals whose sole focus is on residential property management." Jayson continues, "We grow because REALTORS® trust us with their clients; and landlords know if they face an obstacle or problem, we have 20 years of experience to help them find solutions. It's the most important thing that we do."

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### Commitment to Communication

“Roy's ability to foster a culture of service and a commitment to communication, has made it so our clients and our team feel like every time they need to reach out to somebody, they're gonna be heard.” This sentiment has become the standard of success alongside GWM's 24-hour response pledge; a promise that's posted at the bottom of every email.

With three offices, led by dedicated teams to service their clients (including over \$300M in rent collected, from over 3k tenants, with over 9,000 repair requests successfully handled), it's no wonder GWM places such a high regard on the systems they have developed over the last 20 years. Their comprehension of landlord/tenant laws and high-level problem-solving, infused with top-tier software, has led to a highly efficient and cost-saving approach to property management.

GWM continues to emphasize professionalization, adherence to NARPM standards, continued education through mentorship programs, and a focus on handling and growing wealth through rental properties. That dedication from senior management has allowed their local offices to keep a pulse on the niche markets, earning them the moniker of “your neighborhood property manager.”



### Rent It Like You Mean It - The GoldenWest Motto

Despite being the go-to company for single-family and condo management, GWM is also experienced in the boutique multi-unit property space. “That 4 to 40 unit size is perfect for property owners who don't fit the mold,” Jayson explains.

“They're either too big for your average mom-and-pop property manager or too small for the asset management corporation who doesn't want to handle anything less than 100 units.”

As the industry has grown and formalized, and with the help of organizations like NARPM having become more robust over the years, GWM's standards and practices have been instrumental in being able to grow and provide better value to their clients. “Our main goal is for common sense to be the common practice in the landlord-tenant space,” Jayson says - an outcome they continue to work towards by teaming up with community leaders and helping advocates in legislation to ensure equality on both sides.

As GoldenWest Management celebrates its 20th anniversary, its unwavering commitment to innovation and client-centric excellence propels it forward with an ever-greater dedication to assisting clients in their wealth-building endeavors. With every successive year, Jayson anticipates a positive trend in the development of more streamlined applications and renter-tenant laws throughout the US.

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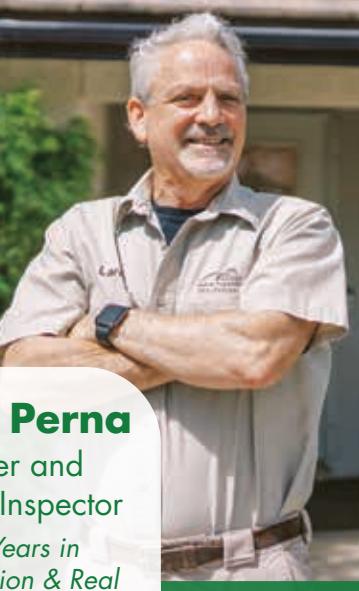
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# Skylar Trengove

*An Agent  
for Others*



*Skylar Trengove's story is one of adventure, determination, and success. A testament to the power of perseverance and the joy of helping others build their financial future in real estate, Skylar's commitment to connecting with others has been his golden ticket in real estate.*

Skylar's life took root amidst the lush greenery and vibrant culture on a balmy island in Indonesia. Having spent his early years in a tropical paradise (ages one through four) Skylar experienced the world through a much different lens from most real estate agents. However, his story took a twist when his family moved to the arid deserts of Scottsdale, Arizona, pursuant of the American Dream and ultimately where he truly grew up. Skylar's formative years were marked by the sun-drenched landscapes and southwestern charm, shaping his character and outlook on life.

As he approached adulthood, Skylar was ready for a new adventure, so he packed his bags and headed for California, seeking new horizons and opportunities. His journey was marked by curiosity, resilience, and a determination to forge his own path as he attended Cal State Fullerton and ultimately graduated with a bachelor's degree in Communication and Advertisement. Little did he know that his education would lay the foundation for his future success.

Skylar's initial steps towards his forever career would lead through a series of jobs that each provided him with unique skills that carved the agent he later became. His first step into the professional world saw him joining Enterprise Rent a Car, where he started as a Manager in Training. Skylar's dedication and hard work quickly caught the attention of his supervisors, propelling him up the corporate ladder. His hard work and devotion to the company saw him winning numerous awards, after which he eventually found himself becoming a Level II Branch Manager.

Life, as it often does, presented Skylar with a series of intriguing obstacles, however, leading him to make a surprising shift from the corporate world, transitioning to a company that manufactured magnets. The new locale of Nevada, and the

exhilarating experiences he had there, had him falling in love with the culture. With a newfound desire and passion, Skylar made the leap of faith and submerged himself into life in Nevada. Soon after moving there he met an amazingly beautiful person by the name of Christina and decided to call it home. It was an unexpected detour in his journey, but it was here that he found his true calling.

In 2015, Skylar obtained his real estate license and joined Keller Williams Realty the Marketplace. There he set his heart on helping people build wealth through real estate, a journey he embarked upon with passion and enthusiasm. With a unique knack for networking, Skylar quickly made the necessary connections to succeed in real estate and became a go-to choice for many seeking an agent.

*"I have the opportunity to work with a lot of different people, with different backgrounds, different interests, different income levels, and different needs. I love getting to know each individual; I love building rapport with each individual; I love earning the trust of each individual."* He continues on, boasting that the reward for him is "helping people get financially set in life."

Skylar soon boosted his resume when he became a premier Zillow agent, a Redfin agent, and a premiere agent with Bigger Pockets, an esteemed investor forum. He explains how he has been able to solidify his niche by utilizing lenders, referral partners, and various websites to find new clients. In his first full year as a licensed agent, he closed over 20 transactions, a remarkable achievement in the world of real estate. This feat altered his trajectory and pointed him down a unique path. That's why finding referral sources and businesses that need his help with their clientele, and making the process more streamlined for them, is such a focus for Skylar. *"Making things easy-going in the transaction is always my goal."*

When asked about advice for up-and-coming top producers, Skylar's words are simple yet profound, *"Staying consistent and finding something in the business that you enjoy – open houses, cold calling, finding lead sources, being consistent. Whatever you're doing, just show up and be there every day, and business will come your way."*



WHATEVER YOU'RE  
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Beyond the world of real estate, Skylar and Christina have created a beautiful family. They are parents to two boys, Hayes and Hudson, and share their home with a Pug named Jazzy and a Goldendoodle named Callie. Family is a cornerstone of Skylar's life, and they seize every opportunity to enjoy precious moments together like venturing to seasonal events and local spots. When Skylar can, he even enjoys squeezing in a round or two of golf.

In the grand narrative of Skylar Trengove's life, each chapter is a testament to his unwavering spirit and his commitment to helping others thrive in the realm of real estate. His journey reminds us that with determination, hard work, and a genuine desire to help others, anything is possible.

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There's  
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► REALTOR® life

Written by Kendra Woodward  
Photography by Chernogorov Photography  
Photographed at South Shore Country Club



*“Dreams are only a home away.” This is the mantra that Lauren Paris lives by, and it’s evident in her vibrant journey as a REALTOR®. She’s been making dreams come true in the Las Vegas real estate market since 2005. But her story is not just about selling houses; it’s about building relationships, empowering her clients, and making a positive impact.*

Lauren’s journey began in the city of Orange, California, but it was the glitz and glamour of Las Vegas that beckoned her at the age of 21. With a background in retail sales, having worked at Nordstrom in high school, she learned the art of client relationships and how that translated to repeat business when





she provided top-notch customer service. At 24, she earned her real estate license, adapting to the ever-evolving market conditions and challenges the real estate industry presents.

While her initial career goal was in fashion design, specifically working in New York, Lauren found her true calling in sales. She honed her people skills while running the Gucci store at the Bellagio, which served as the catalyst for her entry into real estate. Encouragement from her mother, an interior designer, also played a pivotal role in her career choice.

Lauren's career path has had its ups and downs, with market fluctuations and the challenges of the short-sale era. However, she persevered, understanding that success often requires weathering storms and embracing the lessons they bring. She enjoys it when past clients return to her to sell their properties, showcasing the wealth they've accumulated through real estate investments. "I like building a trusting relationship with clients

that becomes future wealth in their pocket," she says. Paying off debt, funding their children's education, investing in more properties, and retiring early...these moments reaffirm her passion for real estate.

A game-changer in her career was starting and building her team, and hiring her assistant, Bailey Fresquez, who keeps her

focused and handles marketing, allowing Lauren to concentrate on her clients. Lauren focuses on top-notch targeted online marketing and blogging to provide the best possible service to her clients, bringing old-school values into the digital age.

Her advice to up-and-coming top producers is, "to surround yourself with people that are going to motivate, empower you, and help you get to the

next level." She admits, that teaming up earlier in her career could have been a game-changer for her, and she encourages new agents not to hesitate in building a strong support network.

"I am passionate about real estate and educating the consumer so that they can make a good decision on one of the biggest investments of their life," Lauren adds. "I love when my past clients come back to me to sell their property and I see how much wealth they've accomplished by owning real estate." That realization is part of why she takes her client relationships so seriously. Even after closing you're going to hear from Lauren Paris, as she treats her past clients (her "forever clients") with coffee dates and lunches. Lauren's front-row seat to watching her clients grow through real estate put her on the investment path as well. She also offers a concierge service, going the extra mile to make every transaction seamless and enjoyable.

That same positive mindset is seen in Lauren's everyday life, as friends and family often describe her as a positive thinker who can find a solution to any problem. Her motto, "Positive Polly," is reflected in her work and life. Living in Las Vegas for 23 years, Lauren genuinely loves the city and the lifestyle it offers. From live music to sports events, there's always something happening, providing the perfect work-hard, play-hard balance.

Outside of real estate, Lauren actively supports charities for animals, such as the Heaven Can Wait Animal Society and the Henderson Chamber of Commerce. While she admits she may be a rare breed in not having children, she recently got engaged in Greece to Daniel Pentkowski, a local Henderson Fire Captain, and is happy that her new last name means she will remain an LP.

They both have a love for the future and development of our city of Henderson, however, Lauren enjoys many hobbies outside of her real estate career, including glamping in their RV, hiking, attending music festivals, and exploring new restaurants. With nearby beach and mountain areas, she's living her best life both personally and professionally.

Lauren Paris is a testament to how dreams and homes are intimately connected. She's not just an agent; she's a dream-weaver, helping her clients find their perfect place in the world, one home at a time.

*I am passionate about real estate and educating the consumer so that they can make a good decision on one of the biggest investments of their life.*

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# Cynthia Glickman Transforming a PhD

into  
**REAL  
ESTATE  
SUCCESS**



► REALTOR® life

Written by Kendra Woodward  
Photography by Chernogorov Photography

*A successful real estate agent with a Ph.D. in an unconventional background, Cynthia Glickman's journey from mathematics to real estate is nothing short of remarkable. Today, she leads a thriving brokerage and mentors a dedicated team, all while bringing her unique blend of intelligence and joy to her clients and community.*

Cynthia's journey began in Granada Hills, California, and took a few unexpected turns. Graduating a year ahead of her peers, she pursued her undergraduate studies at UC Santa Cruz, focusing on Mathematics and Economics. After a year abroad teaching English in the Czech Republic, she moved to Las Vegas to join her mother.

With a graduate position at UNLV, specializing in Statistics, Cynthia was poised for an academic career. However, life had different plans. Despite her impressive credentials, she found herself terminated from two jobs for laughing too much, which didn't quite align with the corporate mold.

Undeterred, Cynthia continued her education, earning her doctorate. As a graduate student and professor at UNLV and later as a full-tenured professor at the College of Southern Nevada, she honed her analytical skills. Yet, despite her educational achievements, she still felt there was more to achieve and accomplish in her life.

The turning point came when a friend, intrigued by Cynthia's potential in real estate, encouraged her to explore this new path. Initially skeptical, another friend handed her a book titled "How to Become a Millionaire in Real Estate in Three Years or Less." And just like that, her journey in real estate began.

The mathematics background that initially drew her into investing has since evolved into a genuine passion for educating and helping others navigate the real estate process. "I still get to be a part of helping them through a process, finding solutions, and problem-solving," Cynthia says, as she seamlessly combines her analytical prowess with a deep commitment to her client's success.

Cynthia's career in real estate has been marked by remarkable accomplishments, which have led her to challenge conventional limitations. In her quest

to redefine success, she set a goal that seemed far beyond her reach: \$300,000 in her first year. She set that goal as the only acceptable outcome to leaving behind her life in academia to pursue real estate. She etched that goal on her mirror (okay, she wrote it in lip liner) as a constant reminder of what she aspired to achieve. Against all odds, she nearly reached her audacious target, amassing \$298,000, a moment that forever transformed her perspective on what's achievable.

But Cynthia's thirst for knowledge and growth didn't stop there. She aimed and reached her goal to triple her income the following year, an unprecedented accomplishment in the industry. She passionately believes that the human mind, despite its limitations, holds the key to pushing the boundaries of success.

As the head of her brokerage, Cynthia's role extends beyond sales figures and transactions. Her deep sense of purpose lies in mentoring her team of 18 agents and guiding them toward their achievements. "I love to see them doing well, and when they're not, I feel discouraged. I'm always wanting to help them achieve their goals," she shares.

In addition to her thriving real estate business, Cynthia has added a new dimension to her career: television. She's been cast as a host on "The American Dream TV," a nationally syndicated show that airs on the CW show that focuses on the unique stories, businesses, and innovations in her community. The exposure the show provides has expanded her social media presence and brought visibility to her listings, allowing her clients to reach a broader audience.

Reaching her community through any means available assists her goal of involvement, something that is deeply ingrained in Cynthia's work ethic. Each year, her brokerage selects a different community organization to support, allocating a portion of their commissions to the chosen cause. She is personally involved with Project 150, an organization dedicated to helping homeless teens by providing clothing and nourishment.

Beyond her professional life, Cynthia has three adorable puppies named Happy, Lucky, and Love. She is also dedicated to maintaining a healthy and active lifestyle, frequently working out at the gym.



**She passionately believes that the human mind, despite its limitations, holds the key to pushing the boundaries of success.**



**I still get to be a part of helping them through a process, finding solutions, and problem-solving.**

Her love for fitness runs deep, as she once competed at the national level in figure competitions before redirecting her passion toward education.

Moreover, Cynthia adores international travel, and her affinity for “pretty food” makes every culinary experience a gourmet delight. Her life is a vivid tapestry woven with a commitment to her career, a deep love for her family and puppies, and an unwavering passion for exploration.

As the “Joy Doctor,” Cynthia Glickman’s journey in real estate has been marked by joy, purpose, and limitless achievement. Her story is a testament to the infinite possibilities that lie beyond traditional career paths and the extraordinary impact that can be made by embracing one’s unique strengths and passions.

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