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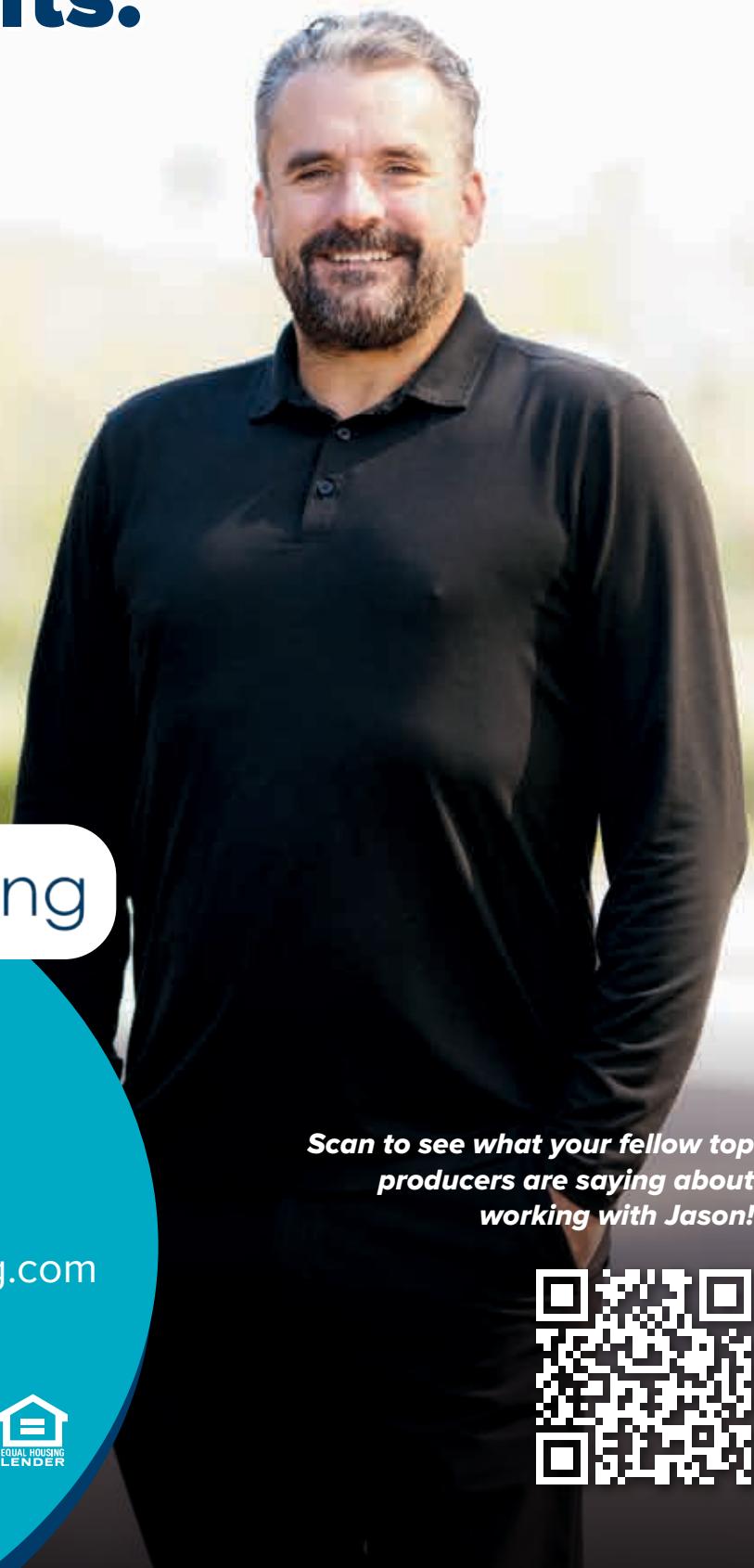
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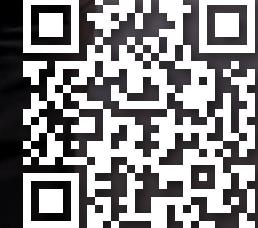


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JIM BROOKS

► cover agent

Written by Kendra Woodward
Photography by Space and Portraits

ANYTHING
IS POSSIBLE
WITH FAITH



James Brooks (or as most people know him, Jim) was licensed in 2003 and became the Owner and CEO of The Brooks Team with eXp Realty in 2005. Jim's journey to success in real estate was a true blessing, not a goal he set out to achieve. Currently with over two decades of experience and knowledge; Jim is transitioning his company into a new chapter in real estate. One that is focused on stability, strength, and balance.

Jim grew up in a rural town in Michigan where he developed his strong work ethic. He displayed a passion for sports throughout his youth, excelling in football and baseball at the high school and collegiate levels until a series of genetic knee issues sidelined his sport career. After a total of 12 knee surgeries, including two total knee replacements, he realized it was time to change his focus in life.

In 1999 Jim felt a pull, spiritually, to help people and decided to go back to school, in Michigan, to obtain his paramedic license. He served his passion through the healthcare system by becoming a RN, focusing on emergency and trauma medicine. One short year later he accepted his first traveling RN assignment which landed him in Las Vegas. Little did he know the entertainment capital of the world would become the place he called home.

A couple years later, Jim decided to transition his passion for helping others from medicine to real estate. Initially knowing very little about the industry, he committed to working 100 hours a week for an initial two year period - hosting open houses 5-6 days a week up to 12 hours a day to build his sphere from scratch. Shortly thereafter, Jim discovered a unique niche in high rise real estate, a market he has dominated for 20 years, accounting for 75% of his business.



Now with The Brooks Team, Jim takes great pride in the ability to mentor each team member and provide them the necessary tools to achieve their goals and obtain financial stability. "True joy in life will never come from money," he admits. Despite the small team, Jim fosters a close-knit (family-like) environment where even his wife, Sandra, hangs her real estate license and contributes to sales and customer service.

Jim's unique business model, leaning heavily on the administrative side of things, allows his team to function at a high frequency while providing the assistance and direction offered by an office broker, sales/customer service managers, marketing department, and listing/escrow coordinator. "This team is the foundation of our success, and the dedication and commitment of every member is unique to find in real estate."



“ THIS TEAM IS THE FOUNDATION OF OUR SUCCESS, and the dedication and commitment of every member is unique to find in real estate.

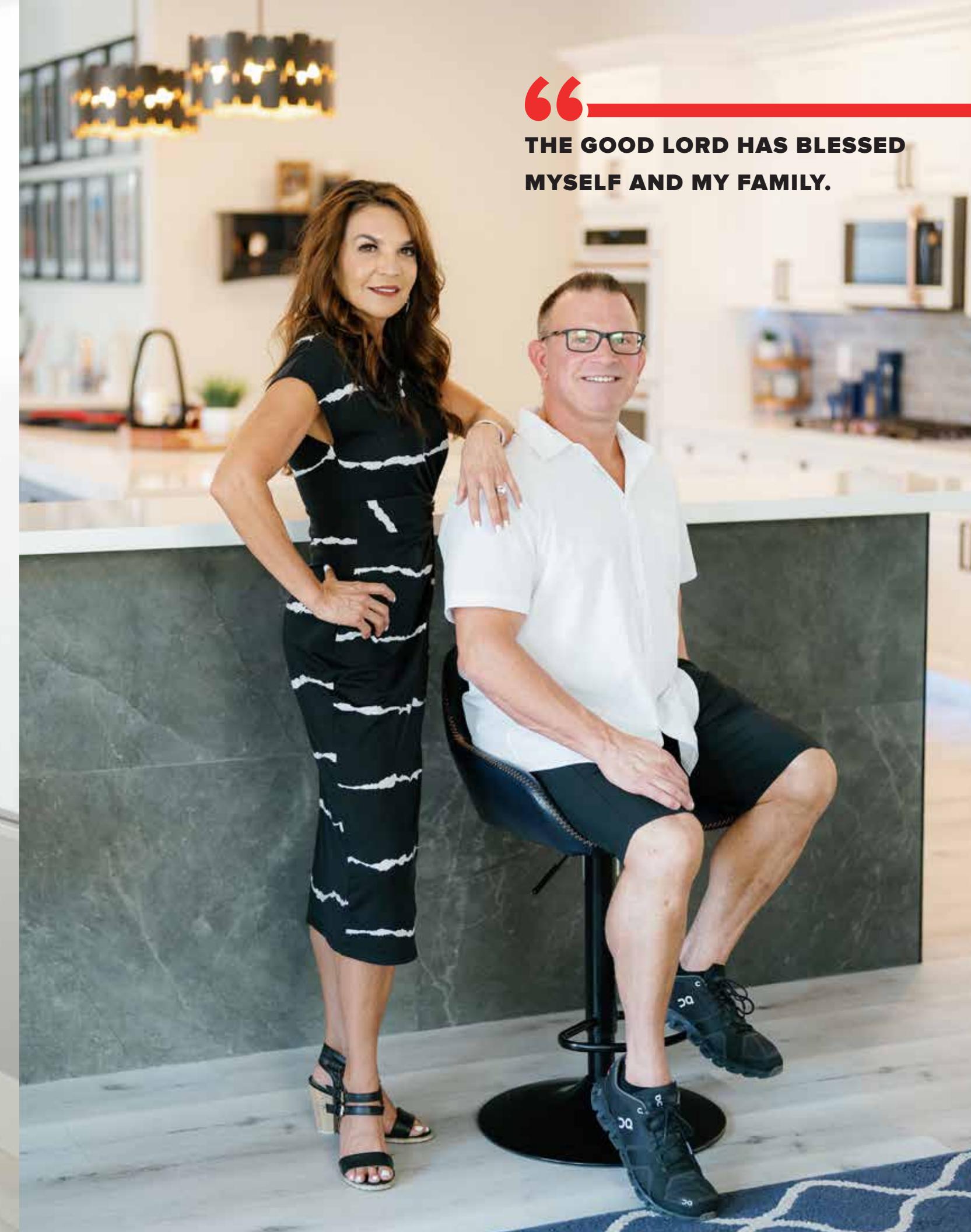


At the cornerstone of his success, Jim credits his faith and relationship with God for consistently blessing his family and business, and for placing him on the right path to finding his dream career in real estate. The industry he cares so much for has not only provided him the flexibility to be present for his family's activities and the financial ability to support them, it has also allowed him the opportunity to help others through his leadership via mission work through various charities including those that focus on helping defeat homelessness.

More recently, Jim's faith has steered him in a direction of balance, a concept that is difficult for someone who was raised with a farm boy mentality, yet has played a crucial role in the growth of his business. Focusing on his relationship with Jesus Christ has since altered his mindset to prioritize happiness and digging deeper to better understand God's purpose for him on this planet. "The good Lord has blessed myself and my family." This change is allowing him to slow down and spend more time with his wife and children, while serving the Kingdom of God.

Home life now feels a little different for Jim with this new perspective. After 21 years together, he and Sandra enjoy more quality time together with their two children, Brianna and Tyler, as well as their two German Shorthair Pointers, Savannah and Skylar. In his free time, Jim enjoys hunting, fishing at their family cabin in Utah, and attending Raiders and Golden Knights games. A strong Christian, Jim also devotes a significant amount of time to reading the Bible, daily devotions, and weekly study groups. "I give all the glory to the Lord for my success," he prides.

Jim's journey throughout these last two decades is a true testament to his faith, hard work, and dedication to his family and community. As he continues to navigate the real estate industry, he remains a beacon of inspiration for those around him. Proving that with faith and perseverance anything is possible.



“

**THE GOOD LORD HAS BLESSED
MYSELF AND MY FAMILY.**



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Lisa Waldeck

OF ACHOSA HOME WARRANTY

A Passionate Advocate

meet our partner

Written by Kendra Woodward
Photography by Space and Portraits

“
I'm Wired
for Warranty.
It's in my
brain and
in my blood.
”

When it comes to home warranty, Lisa Waldeck stands out as a beacon of dedication and passion. With “intentional” as her guiding word for the year, Lisa embodies a deliberate approach to her business, focusing much of her attention on who she collaborates with and how she generates opportunities.

Lisa's journey began in Ohio, where she grew up in a small, close knit town. “Growing up in Ohio, our family didn't have a lot of money, even though we always had everything we needed, I wanted to work hard, do better, and have better,” she recalls. That ambitious mindset sent Lisa on a path for success in any way she could make it happen, and led her to work various jobs as a teenager, including selling snow cones at Sea World Ohio.

During her last two years of high school she attended vocational school

for Computerized Business which helped her with job placement upon graduation. Several years later she met her now-husband, Joe, at one of her office jobs and her foray into real estate began to unfold. While helping secure a condo for her mother who was now exploring life solo after the passing of her husband, Lisa thought to herself, “Wow! That was kind of fun!” and set out to obtain her real estate license in early 2000.



Baking is my trademark marketing. I'm always preparing personalized marketing for my clients, and pumpkin rolls are a fave every year.



So how did Lisa find herself in Vegas selling home warranties? Well, she and her husband were already vacationing here once or twice a year, as it was their favorite place to travel, and one year they looked at each other and said, "Life is too short, why don't we move out here now...what are we waiting for?" Excited for the potential to live in the warmer climate with blue skies and sunshine, Lisa opened up her computer, navigated to [Monster.com](https://www.monster.com), and landed an interview with a brokerage before their vacation was even over.

In the first two years as a Vegas resident Lisa developed a great relationship with one of the home warranty companies she was using and it was suggested that she sell warranties instead of houses, so she did! And although she returned to real estate when said company was sold, and grew a very successful real estate team, Lisa found her way back to home warranties with Achosa about a year and a half ago when a conversation with the owners reignited her excitement for warranty. Turning over all of the real estate responsibilities to her daughter Joli, was a natural transition since they had already been handling their clients together for the past eight years.

"I'm Wired for Warranty," Lisa shares. "It's in my brain and in my blood."

What drew Lisa to Achosa was their innovative approach, allowing homeowners and property managers to choose their own contractors for claims - an approach that results in faster claims services for the homeowner while utilizing a contractor they know and trust. "We're not like the traditional home warranty companies...we actually put the client in control of their own claims experience by allowing them to choose their contractor." This unique model, which prioritizes client trust and long-term relationships with contractors, was a game-changer for Lisa.

But the most fulfilling aspect of her work are the relationships she's maintained within the real estate industry since moving to the area - including her involvement with The Women's Council of REALTORS® for the past 17 years, serving as local network President in 2019, and her involvement in the local Las Vegas REALTORS® Association.

With years of experience as a REALTOR®, Lisa understands the intricacies of the home buying process and the nuances homeowners go through in maintaining their property. Her

transparency and dedication to her clients' best interests have been key to her success, but she also enjoys sharing her knowledge of the industry with others.

"People know me, they trust me, they understand that I'm not going to be out promoting something that I don't believe in myself," Lisa says, admitting she never would have come out of home warranty retirement if Achosa's model wasn't something she believed in. "Home warranty was never intended to cover everything, it's there to offset the cost of repairs and offer peace of mind to help with budget protection."

At home, Lisa and her husband of 30 years, Joe, have two children, Joli (a Vegas resident) and Nick (resides in Florida with his husband Jesse), and three dogs, Moose, Sophie, and Alexis. Lisa jokes that they also have grandpups and a grandpig named Charlotte who lives at a hobby farm in Virginia. Lisa spends most of her free time enjoying the peacefulness of her home and pool, and watching the Cleveland Guardians on tv.

A passionate baker and cook, Lisa is also known for her sweet concoctions, which she often shares with her offices and clients, having baked 300 pumpkin rolls around the Thanksgiving holiday last year and is known for her custom cookies. She's a ray of sunshine in a town full of blue skies and warm weather, and happy to be reintroducing herself into the industry with Achosa Home Warranty.

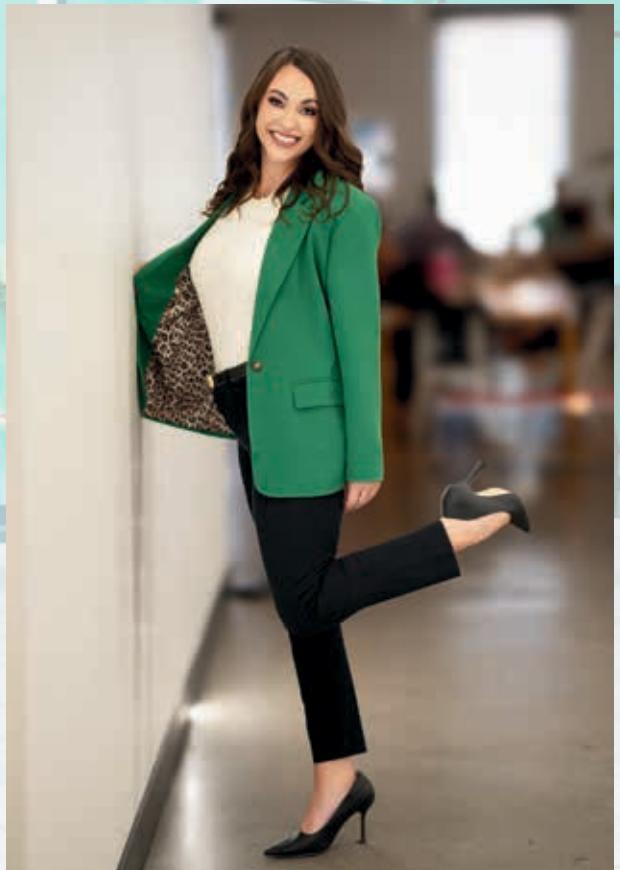


"I'm all in when I put my mind to something. Even repping Achosa Home Warranty on my license plate."



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AI, Natalie delivers creative and innovative solutions designed to help her real estate partners excel in an increasingly competitive market.

Natalie's passion lies in discovering and implementing groundbreaking ways to weave technology into the fabric of the real estate industry. From automating routine tasks to save precious time, to refining marketing strategies with precision, she's dedicated to exploring the latest AI advancements. Her mission? To push the boundaries of what's possible, ensuring her partners not only keep up but lead the charge.

But there's more to Natalie than just her tech expertise. Her two Chihuahuas, both rescues, are the heart of her world. Whether she's developing the next big idea in tech or unwinding after a busy day, they're always by her side, offering reminders of the importance of dedication and care—values that Natalie brings into every professional relationship.

Natalie's commitment to innovation extends to building and nurturing a strong team. She has handpicked and trained two technology-driven sales representatives, each equipped to share her expertise and elevate the success of their real estate partners. This dynamic trio forms the core of Landmark Title's new Technology Team.

As the new Technology Director at Landmark Title and Escrow, Natalie Turley is transforming the way real estate professionals approach their business. With an extensive background in technology and

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MEET THE TEAM: *Tyler Olenak and Angela Arkin*

Tyler Olenak, a native of Las Vegas, brings a unique blend of digital savvy to the team. With a major in Digital Marketing and a minor in Real Estate, Tyler is a self-proclaimed tech geek who has built, coded, or mastered just about anything digital.

Outside of work, Tyler's passions include his mini dachshund puppy, Thor, and staying in top shape through fitness and nutrition. Depending on the season, you'll find him snowboarding or surfing, and when he needs a creative escape, he turns to photography and videography.

Angela Arkin, a UNLV graduate with a major in hospitality and a minor in dance, is as versatile as she is driven. A world traveler, Angela spent two months in Bali last year, where she studied yoga and became an expert scuba diver. Her



**WHERE
EXPERIENCE
MATTERS**

love for adventure is matched by her dedication to her two beloved cats and her weekends spent hiking through Nevada's stunning landscapes.

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THE AGENCY

► REALTOR® life

Written by Kendra Woodward
Photography by Spaces and Portraits



EVERYBODY KNOWS RULE #1

At The Agency maintaining high standards is paramount. Justin Jahangiri, Senior Associate, and Russ Arnold, Managing Partner, have built a unique hybrid brokerage model that blends autonomy with collaboration, ensuring top-notch service for their clients. At the heart of their success is a set of guiding principles that they explain both lightheartedly and humorously, but are completely serious about, with Rule #1 being the most important.

Justin and Russ's partnership began at the end of 2019 when they recognized the need for a fresh approach in real estate. "We gel together really well," Justin admits, emphasizing the synergy in their partnership. Justin, licensed in 2003, and Russ, licensed in 2008, decided to join forces to offer a different experience to their clients, envisioning a team where agents could work independently on their deals while still boasting a collaborative mindset on larger projects. This hybrid model allows them to sell properties locally, nationally, and worldwide.

IN THE BEGINNING

Despite being born in Mission Viejo, California, Justin grew up mostly

in Vegas after his family relocated there when his dad took a position as Operations Manager of a well known casino that his godfather owned. Initially set on a career in professional basketball, Justin attended Montana State University where he studied business. Seeing how unhappy he was, Justin's father pulled him out of school to help manage his real estate office after winning Rookie of the Year.

This exposure ignited a passion for the industry, wherein Justin initially continued to juggle playing basketball with his newfound real estate career. When he found Zar and LUXE Estates and Lifestyles at The Agency's team, Justin

knew it was a perfect fit, admitting he's never been part of a brokerage that operates the way The Agency does - proudly describing it as "open-minded, cutting-edge, and against the grain."

Russ, born and raised in Illinois about an hour outside of Chicago, worked at his father's car dealership which instilled a strong work ethic, sense of self-accountability, a client-focused mindset, and taught him the value of money and how to earn it "the right way". Throughout his experience with Dubai's real estate market, after acquiring several investment properties, Russ admits he developed a "healthy addiction" to looking at real estate.

**“ LUXURY IS NOT A PRICE POINT,
IT'S A LEVEL OF SERVICE.**

Russ gleaned the importance of client care and generating referrals from his mentor, Brian Buffini, who taught him the principles that he built his business upon and continues to uphold at The Agency. When his daughter was born in 2008, Russ decided it was time to come back to the States and decided to call Vegas home.

BUILDING ON A PASSION
Emphasizing the importance of their initial meeting, Russ

admits he and Justin were off and running the moment they decided to start working together. With the constant need to improve their client experience and keep the referrals coming back, the complementary and unique styles of each agent were a perfect match.

Admittedly, the goal was never to make things easier for themselves, rather to enhance the value and service they offer their

clientele. This commitment is reflected in The Agency's Three Musketeers mentality: "If you work with one of us, you work with all of us." That team culture is what propels their growth and development.

"We didn't even know what was possible with this when we set out to do it, and it is evolving into something that we can both taste and see," Justin says, highlighting their ambitious vision.



With their current momentum, the duo can see what the future holds and they're very serious about their commitment to giving their clients a fantastic experience.

THE MOST IMPORTANT RULE

The Agency's core values are underpinned by a set of rules, with Rule #1 being the most crucial - "No A-holes. Seriously!" Ensuring a positive, collaborative work environment where agents support each other, versus

a mentality of cutthroat competition, is what makes this brokerage unique. The rules they have laid out are humorous, serious, and keep the entire team on the same track.

The Agency is known for its exceptional customer service, as Russ explains, "Luxury is not a price point, it's a level of service." With a reputation as a luxury brokerage, it's no secret that they assist clients at all price points, however they

will turn away agents who don't fit their model. Consistency is key for everyone at The Agency - friendliness, motivation, and commitment to personal improvement are the standard.

PERSONAL LIVES AND COMMUNITY INVOLVEMENT

Outside of work, Russ and Justin are dedicated family men and active community members. Russ and his wife, Kai, have two daughters, Maddi and Maya. He enjoys good food, friends, relaxing at coffee shops, and watching sports, especially UFC. Good energy, good vibes, and kind people are important to maintaining a positive outlook for Russ, who also serves on the board of directors for the American Red Cross.

Justin, his fiancé, Angela, and his kids, Roman and Roya, can often be found at dance competitions, basketball practice, and karate. Justin enjoys a variety of hobbies ranging from attending music festivals and skiing to flying stunt planes and roller skating, but admits he's perfectly content hanging at the pool or at a hookah bar with Russ. Passionate about giving back to his community, Justin also actively participates in AFAN (Aid For Aids of Nevada) events and AIDS walks, and supports Neonatal Rescue.

By fostering a collaborative, fun, and respectful work environment, Justin and Russ continue providing exceptional service to their clients and agents alike. With their partnership, built on trust and a shared vision, setting new benchmarks in the real estate industry.



Photography by Spaces and Portraits

Las Vegas Real Producers

MASTERMIND RECAP

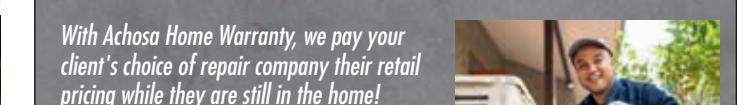
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