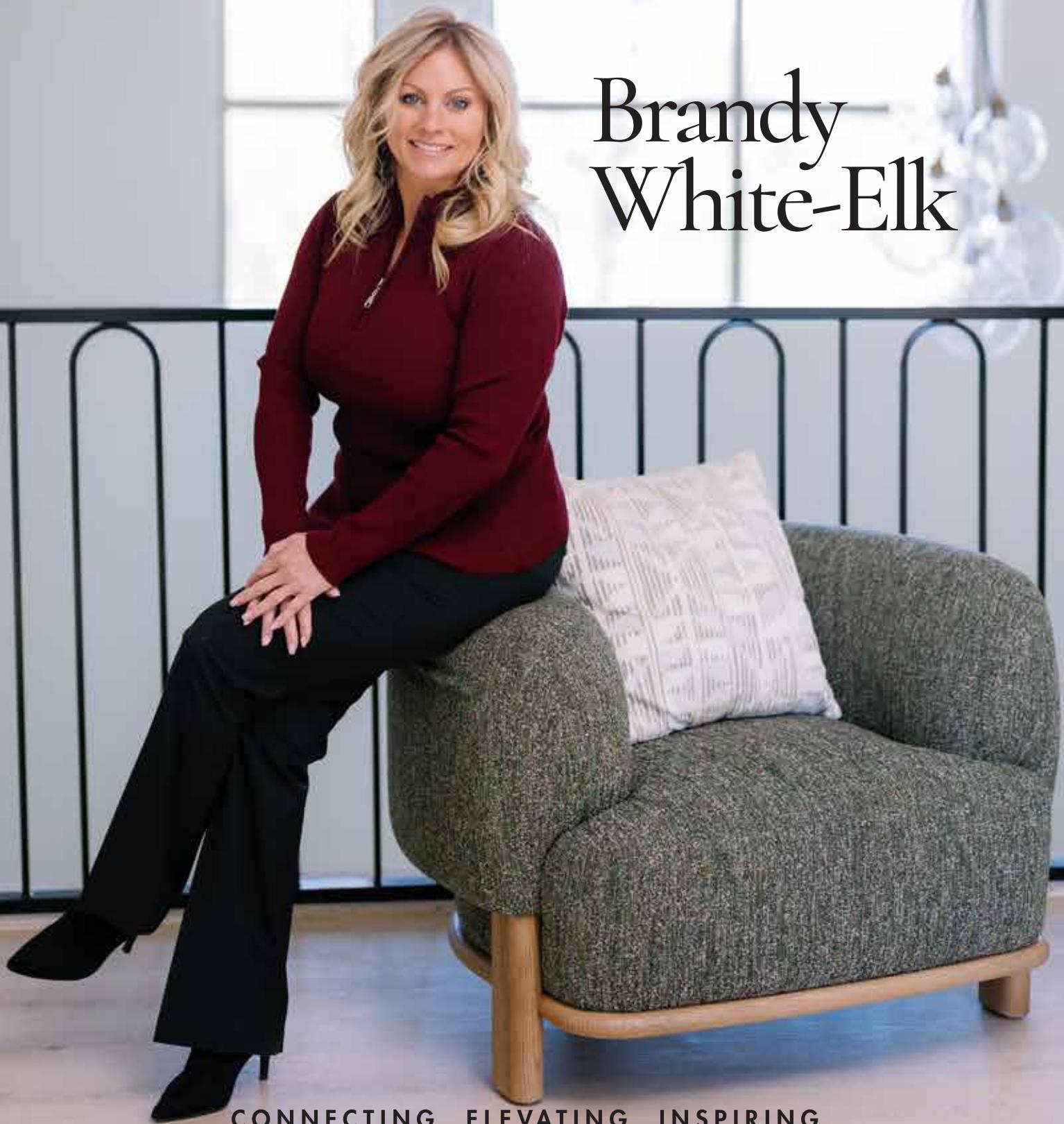


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MEET GISSELE TEJADA & LIBERTIE VAUGHN FROM GALINDO GROUP REAL ESTATE

Why Are These Full-Time Moms Turning Heads In Las Vegas Real Estate?

Because They Refuse to Be Defined by Limits:

The journey to success in real estate is notoriously grueling. Add the demands of motherhood, and many would say it's impossible. But Gissele Tejada and Libertie Vaughn don't just defy odds—they crush them. These rising stars at the Galindo Group are redefining what it means to be a "working mom" in an industry that demands everything.

Because They Lead with Empathy and Strength:

Navigating the chaos of buying or selling a home can overwhelm anyone. Gissele and Libertie are masters at channeling compassion while maintaining unflinching honesty. They don't sugarcoat the challenges—they guide their clients through them. For those who feel stuck or uncertain, these women are proof that clarity and empowerment can transform dreams into reality.

Because They Know the Power of Coaching and Mentorship:

Some people fear feedback; Gissele and Libertie thrive on it. Under the mentorship of Josh Galindo, these agents soak up wisdom and hustle to make their vision a reality. Their openness to growth and willingness to outwork the competition are turning them into the agents everyone will want on their side.

Because Family Is Their Superpower:

Family is at the heart of everything they do. Gissele and her husband, Colin, are raising three children—Cole (9), Connor (4), and Caleb (3). Having relocated from Hawaii to Las Vegas, Gissele is passionate about helping others transition to the "9th island" and achieve the dream of homeownership. Libertie, alongside her husband, Bobby, is a proud mom to Tyrus (11), Talise (8), and Theo (5). After a successful 18-year career as a retail manager, she is channeling her skills into real estate while setting an inspiring example for her children.

THE MESSAGE EVERY MOM NEEDS TO HEAR

To the mom reading this who feels like her dreams have been eclipsed by endless to-do lists and self-doubt: You don't have to settle. Gissele and Libertie have proven that success doesn't belong to the single, the childless, or the lucky—it belongs to the determined.

Their message?

"Stop waiting for permission. Take a chance on yourself. You can have the family and the career. You can be tired and successful. And when the world says you can't, show them that you can."

✉ @gissele_hi2lv
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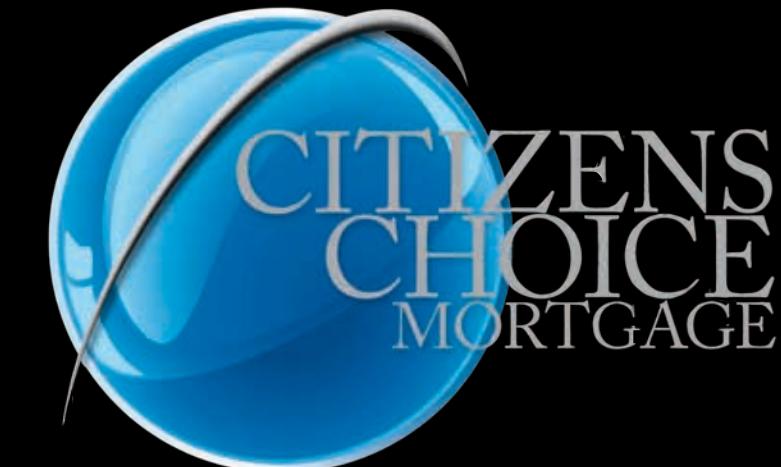
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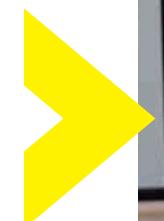


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Brandy White-Elk

BUILDING GENERATIONAL WEALTH *One Home at a Time*

WRITTEN BY KENDRA WOODWARD • PHOTOGRAPHY BY SPACES AND PORTRAITS
PHOTOGRAPHED AT 9408 PLAYERS CANYON CT. A LISTING BY NICK DEVITTE

With a career spanning over two decades, Brandy White-Elk is more than a seasoned real estate professional - she's a community advocate, problem solver, and trailblazer in the Las Vegas real estate market. Through her brokerage, Innovative Real Estate Strategies (IRES), Brandy has built a reputation for empowering families to achieve their dreams while emphasizing the importance of long-term financial security and generational wealth.

Brandy's journey began far from the city lights of Las Vegas, born in Delaware and raised across multiple state lines due to her parents' Air Force careers, Brandy's family eventually settled in Klamath Falls, Oregon, where she completed high school. The talented young athlete earned a Track & Field scholarship to Lane Community College, and continued her scholarship and education at California State University in Sacramento. It was ultimately a culmination of experiences that laid the foundation for Brandy's resilience, adaptability, and determination.

Her professional journey started in the financial services industry, where she worked as a financial advisor with Primerica. During this time, she developed a deep understanding of money management and wealth-building strategies - knowledge she now brings to her real estate practice. However, her path to real estate was sparked by a more personal experience; frustrated by

unprofessional agents during her own home-buying journey, Brandy recognized an opportunity to bring integrity and excellence to the industry.

Driven by her philosophy of building generational wealth through real estate and financial education, Brandy has focused her career on helping clients in complex or distressed situations. Her expertise and empathy enable her to guide homeowners through difficult decisions with both professionalism and care, explaining, "There's a unique skill in navigating distressed situations, and I take pride in helping families find solutions."

As 2019 til today brought with it new experiences, the pandemic presented Brandy with uniquely personal challenges that only deepened her mission. After losing her father and managing the complexities of his estate, she became a passionate advocate for educating families about wills, trusts, probate, and estate planning. "During

COVID, I read countless trusts and wills because families didn't know where to start with probate or estate documents. It became clear how much professional guidance was needed to protect legacies," Brandy recalls.

To address this gap, Brandy and her team developed an estate planning program for IRES clients, complete with an easy-to-follow guide. "I want to teach people how to build wealth and protect their dreams." Her dedication to simplifying the home-buying and selling process, while addressing often-overlooked aspects like estate planning, has become a cornerstone of her work. "What you don't know can hurt you the most," she adds, underscoring her commitment to empowering others.

Brandy's heart for service extends beyond her clients as well with her service to local organizations like Toys for Tots, Three Square, and the Boys and Girls Club of Nevada that are focused on empowering and investing in her



“

There's a unique skill in navigating distressed situations, and I take pride in helping families find solutions.”



community's youth. As she looks ahead to 2025, Brandy is eager to rekindle her community initiatives, including client appreciation events, emphasizing that "Giving back isn't about transactions - it's about relationships and compassion."

Brandy seamlessly balances her client-focused approach in the office with a vibrant and fulfilling personal life; cherishing time with her family, always attending soccer games, dance recitals, and planning family trips. "My goal is to raise my kids to be contributing members of society," she beams. "I want to teach them how money works and set an example for living a life you choose."

Adding to Brandy's already dynamic team is her newly appointed real estate and business development partner, Hunter Blank, who brings a unique blend of fresh energy and deep industry roots to the table. Originally from Spokane, Washington, Hunter graduated summa cum laude from Eastern Washington University with a degree in Business Administration and a Major in Marketing. During that time, Hunter honed his skills in business development, gaining valuable experience in building relationships and delivering results. However, real estate has always been his true passion - a path inspired by his grandmother, a long time REALTOR®, who introduced him to real estate at an early age.

Hunter's approach goes far beyond simply helping clients find their dream homes; he combines unmatched care and personalized service with his business development expertise to elevate the company and expand the team's success. This innovative mindset and strategic approach aim to elevate the team's presence within the market while ensuring every client feels supported and valued throughout their real estate journey.

Looking to the future, Brandy envisions continued growth for IRES, with a focus on serving families the right way. "We've had time to rest, reboot, and rehire a new team. Now, I'm ready to launch and build a brokerage that reflects my heart," she says proudly. "At the end of the day, it's about serving and protecting families with integrity and care."

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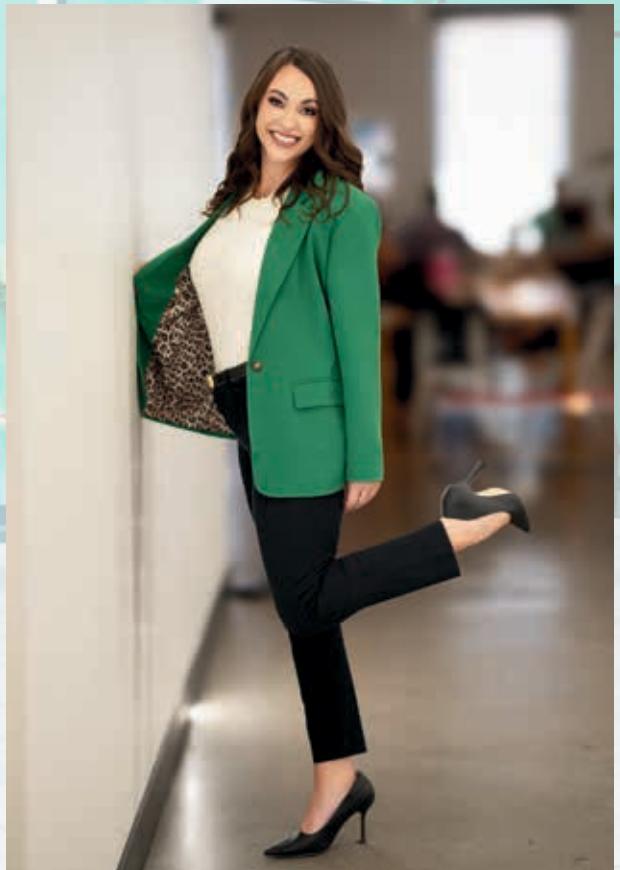
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AI, Natalie delivers creative and innovative solutions designed to help her real estate partners excel in an increasingly competitive market.

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



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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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Shawn Clem

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WRITTEN BY KENDRA WOODWARD • PHOTOGRAPHY BY SPACES AND PORTRAITS

“
The loan officer is your point of contact from start to finish. No assistants, no junior processors. You have a direct relationship with that person.”

As the President and Owner of Citizens Choice Mortgage, Shawn Clem has spent the last 20 years building what has become a thriving, home-grown business in Las Vegas. With a career that spans three decades of experience and knowledge, Shawn's approach is rooted

in hands-on experience and a personal commitment to seeing each deal through from start to finish, proudly stating, "Fancy websites don't close deals. Thirty years of experience does."

Born and raised in Fort Wayne, Indiana, Shawn moved to Las

Vegas in 1993 and unexpectedly fell into the mortgage world while pursuing a degree in Finance with a concentration in Real Estate at UNLV. Despite working your typical part time jobs, like valet at local hotels, his income wasn't verifiable for a mortgage thanks to the cash tips, which led to multiple rejections from five different mortgage companies.

But a chance conversation with a friend led Shawn to a mortgage guru who helped structure a deal, inadvertently allowing Shawn to buy a bigger house than he initially intended. That experience sparked his interest in mortgages, and before long, Shawn was handling problematic loans for friends and colleagues, gaining a reputation for getting deals done that others couldn't. "None of them were cookie cutter deals and all needed a little massaging," Shawn admits. All the loans at the beginning of his career had issues, but coming back to 20-30 voicemails just after his lunch break alone...Shawn knew the industry had unlimited potential.

Shawn's early success in navigating complex deals laid the foundation for his business philosophy - training his loan officers at Citizens Choice Mortgage to be more than just order-takers. They are trained to handle every aspect of a loan from start to finish. "The loan officer is your point of contact from start to finish," Shawn emphasizes. "No assistants, no junior processors. You have a direct relationship with that person." This hands-on approach not only speeds up processing times - averaging just 14 days - but also ensures clients receive personalized attention throughout the transaction.

Since opening Citizens Choice Mortgage in Las Vegas in 2002, Shawn has grown his team to 26 employees. Licensed in California, Arizona, Florida, Utah, and Texas, Las Vegas remains the heart of their operations, but with the anticipation of lower interest rates in the coming year and an influx of residents to states like Texas and Florida, Shawn sees opportunities for expansion. "We're concentrating our business growth in states with an influx of new residents," he notes, focusing on

areas where high-tax states are driving migration to more rural locales.

After two decades in business, one of the most fulfilling aspects of Shawn's work remains helping clients who have been turned down by other lenders. His problem-solving skills and commitment to digging into the details have helped countless people secure mortgages when they thought it wasn't possible. "I get more fulfillment out of those small, challenging deals," Shawn says. "The blue-collar, hard-working person appreciates and recognizes when you're helping them...going beyond the job for them. And that's more gratifying."

Shawn's dedication to providing clear, straightforward guidance to his clients is one of the cornerstones of his business, with clients often praising, "Call Shawn, he'll tell you what the facts are." His approach is simple: "Help me help you," echoing the famous line from Jerry Maguire. Shawn and his team go above and beyond to get deals done, working harder than necessary to ensure a positive outcome. It's as simple as that.

Looking ahead, Shawn is focused on growing the company's presence in their newly licensed states and potentially opening physical offices in those areas as well, duplicating their same relationship-driven vibe that Citizens Choice Mortgage is known for in Las Vegas. "You can't buy relationships," Shawn quips. "Relationships are built, not bought...just like with classic cars."

Speaking of cars...outside of work, Shawn enjoys spending time with his wife Melanie, their three adult children Billy, Hope, and Hannah, their beloved dogs Butler, Duke, and Hank, and collecting classic cars. The Clem family often escapes the desert heat at their cabin in Duck Creek, where they enjoy fishing, horseback riding, and ATV adventures.

As Citizens Choice Mortgage celebrates 20 years of success, Shawn Clem remains committed to delivering personalized service, finding solutions where others see obstacles, and growing his company by maintaining the same values that have fueled its growth from the start. For Shawn, it's all about hard work, relationships, and providing the best possible outcomes for his clients, one loan at a time.

You can't buy relationships. Relationships are built, not bought...just like with classic cars."





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The Power of
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Through Service



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“BY BECOMING ACTIVE IN YOUR COMMUNITY, THAT PAYS DIVIDENDS. PEOPLE GET TO KNOW YOU AND RECOGNIZE YOU. GETTING OUT THERE AND GETTING IN FRONT OF PEOPLE IS THE DIFFERENCE.”

Get involved, it's that simple.

Andy Stahl has built his career on the foundation of service - from helping clients navigate complex probate and trust transactions to leading charity efforts within his community, Andy's commitment to service is the root of his success.

Born and raised in Central Pennsylvania, Andy grew up with a city life mentality, but spent significant time in rural areas, particularly at a family cabin surrounded by Amish farms in Lewistown. This blend helped shape Andy's character and continues to influence his life today, even as he and his wife Linzy manage their farm-like homestead in Las Vegas. "We have almost 100 chickens, turkeys, pheasants, and quail," he says, reflecting on their active participation in the local farm-to-table bartering community.

For Andy, sharing the fruits of his labor - like fresh eggs - is a joy and another way to connect with others within his community. "When you invite me over, you're going to get some eggs too. That's the Pennsylvania boy in me," he jokes.

But how did Andy come to live in Las Vegas in the first place? Well, when Andy's late-wife, Briar, was presented with an opportunity to work at a prestigious law firm in Vegas, they accepted the offer and moved in 2006. Having earned a degree in Computer Science from Lycoming College, Andy spent six years dedicating his life to the industry, but felt it was time to move on to his next venture as the industry left him unfulfilled.



While brainstorming new career paths, Andy recalled how property management had piqued his interest during college while working for an apartment complex company, and he decided to give real estate a shot. As fate would have it, the same day Andy started classes, his remote job was bought out, providing him with a two-month severance that allowed him to transition smoothly into real estate. In 2010, Andy obtained his real estate license and hit the ground running.

With Briar working as a probate attorney at the time, Andy was introduced to a new facet of real

estate, one many agents aren't accustomed to - probate and trust sales. Shortly thereafter, Andy would experience first-hand the endeavors that clients and loved ones go through during that process, when Briar lost her three-year battle with brain

cancer. "I was introduced to that realm through her job, and then lost a spouse and actually lived it."

Since then, Andy has found much success in the niche market of probate and trust sales. "More complicated transactions have become my bread and butter," he explains, noting that this specialized area of real estate is often underserved. "Having lived through the death of a spouse, I know the pitfalls." This empathy and understanding have made him a go-to resource for clients dealing with probate or trust sales.

In 2016, Andy took another leap of faith, opening his own brokerage following the closure of the brokerage he had been working for. "That was a big 'aha' moment for me." Today, he operates Raintree Real Estate with the occasional help of three agents who are also close friends, though they don't function as a "traditional" team. They pride themselves on their collaborative, service-oriented environment, where the focus is always on helping others.

Andy's dedication to serving others extends far beyond real estate, and is the reason he has become so well ingrained within his community. Through his efforts, Andy has developed and amassed an exorbitant list of connections and

great friends - including being an active member of his community and church, teaching Sunday school to elementary school-aged children, volunteering for countless charities, sponsoring a Little League team, being a member with his local Porsche club and volunteering at track days in Pahrump, and he also leads an annual trip to Tijuana every year to build houses with his church. Andy even currently has a deal in escrow with one of the little league parents.

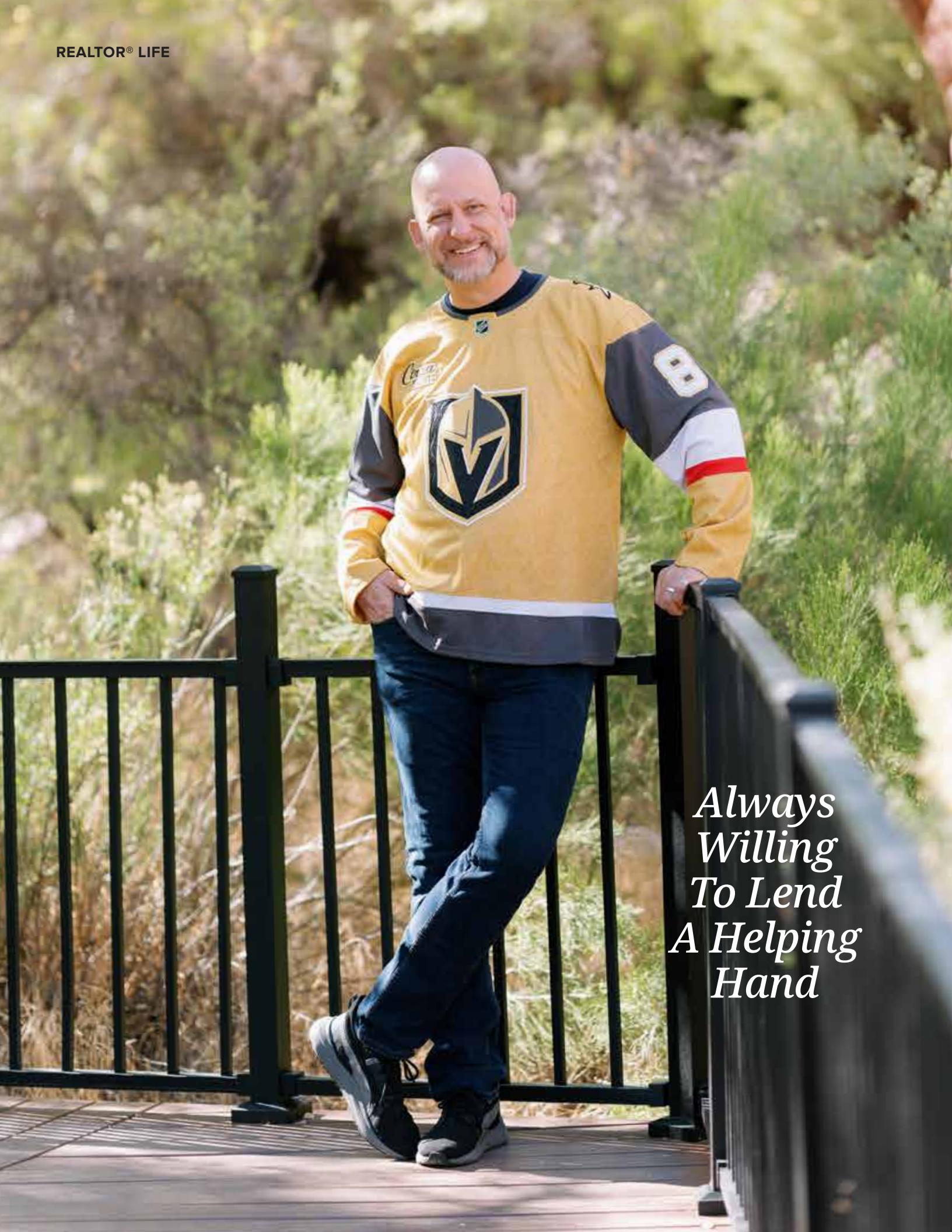
Andy and Linzy's contributions have had such an impact on their community that they were recently recognized as Las Vegas Citizens of the Month, and January 5th was proclaimed Andy and Linzy Stahl Day. "By becoming active in your community, that pays dividends. People get to know you and recognize you," Andy explains of the army of people who have his back and support him. "Getting out there and getting in front of people is the difference."

Andy's mindset in business is also fueled by, and aligned with, his love language - Acts of Service. It's what fuels his passion for both real estate and community work, explaining, "If you take your God-given talents, your love language, and your 'why,' everything comes together. Then it doesn't feel like work."

At home, Andy and Linzy are preparing for the next chapter in their lives as they go through their third round of IVF, hoping to start a family. In the meantime, they keep busy with their homestead, rental properties, and community efforts. Their rental properties, in particular, have become another way they give back; frequently hosting retreats for pastors and pastors moving to the area, as well as hosting charity/business retreats and gatherings for groups like The Cupcake Girls and Canyon Ridge Christian Church.

For Andy, the fulfillment he finds in his work and personal life is rooted in his desire to serve. "If you get into the industry for money, you are misguided," he advises. "Your mind should always be on solution-oriented goals." His faith, family, and community keep him grounded, as his commitment to service continues to shape both his business and his life.





*Always
Willing
To Lend
A Helping
Hand*

The Stieb Real Estate Team

WRITTEN BY KENDRA WOODWARD • PHOTOGRAPHY BY SPACES AND PORTRAITS

Barry and Dawn Stieb, the dynamic duo behind The Stieb Real Estate Team, are not your typical Las Vegas real estate professionals. This husband-and-wife team, who both became licensed agents on the same day back in 2017, are dedicated to creating a close-knit, family-oriented real estate group that prioritizes trust, integrity, and community.

In 2007, while they were both working in the service industry - Barry as a bartender and Dawn as a massage therapist - the couple joked about moving to Las Vegas to make some quick money before moving on to other ventures. But something unexpected happened: they fell in love with Vegas. "It's really become home for us," Barry shares. "We love it here. It's nothing like what you would think it would be like." Now Vegas residents for almost two decades, the Stiebs have developed a deep appreciation for the unique lifestyle that Las Vegas offers. Dawn sharing, "Vegas has really become our home."

While many might associate the city with the glitz and glamor of the Strip, the couple admit they have experienced a much different side of Vegas. "It's more similar to living in Seattle or LA, whereas most people live in the suburbs," Barry explains. "The Strip is there when you want it, but it's not in your face when you don't want it. It's been a unique experience." Their love for the city and its diverse neighborhoods has come to fuel their passion for helping others find their perfect home in the Valley and sharing their love for the area.

After dealing with an unusually difficult agent while searching for their forever home in Vegas, the Stieb's were motivated by a desire to ensure others didn't have the same negative experience they had. "We both owned houses prior to meeting one another,

but when we purchased our current home, we had a terrible experience," Barry recalls. His entrepreneurial spirit, which he cultivated from running his own concert promotion company right out of high school, coupled with Dawn's people-centric approach, made them a perfect fit for the industry.

Barry and Dawn's journey in real estate has been marked by key moments and mentors that have shaped both of their paths. Early on in their real estate career, they were fortunate to join a brokerage where an aging agent took them under his wing, and provided them with invaluable opportunities and guidance. "We kinda lucked out early on," Barry reflects. "He was effectively putting deals in our laps and propelled us forward." This mentorship was pivotal in helping them establish themselves in the industry.

Coupled with Dawn's passion for helping others, Barry admits his competitive nature plays a large role in their team's development and his ability to push himself. Having played on a competitive basketball team throughout school, that experience honed his character and prepared him for the rollercoaster that is real estate. Together, they balance perfectly and are able to better assist not only their clientele, but their team as well.

Having recently expanded their real estate expertise, with Barry obtaining his broker's license in 2023, the Stieb's are further solidifying their commitment to excellence within the industry. They remain focused on keeping their team small, aiming to work with just 5-6 agents who share their values and vision. "Maintaining a family feel is important," says Barry, underscoring their desire to build a team where trust and camaraderie are at the forefront.

Now, as part of North American Realty of Nevada (NARN), the Stiebs are passionate about helping the small brokerage grow and thrive. "We're trying to help them put the pieces together and get it up to speed with others in the area," Barry says, highlighting their commitment to contributing to the success of their brokerage and the agents they mentor.

When they're not busy helping clients or growing their team, Barry and Dawn regularly volunteer their time with Three Square, a local organization dedicated to ending hunger in Southern Nevada. Beyond that, they enjoy spending time together with their son, Maksin. Barry, with his background in competitive sports, enjoys playing midnight basketball with Maksin and helping him improve his game.

The Stiebs are also proud dog parents to four rescue dogs - Saja, Bodhi, Freya, and Lucy. Their love for animals is evident in their decision to adopt multiple pets, even joking about how they couldn't resist getting a puppy to keep their older dogs company.

Despite their busy lives, Barry and Dawn make time to enjoy the incredible culinary scene that Las Vegas has to offer, as well as hitting the movie theater for a night out. "We eat out way too much," Barry laughs, noting that they've been fortunate to travel across the U.S., but nothing compares to the food in Vegas. From fine dining to mom-and-pop shops, they savor the diverse culinary experiences the city offers.

For the Stiebs, real estate is about building relationships, fostering community, and creating a legacy of trust and integrity. As they continue to grow their boutique team, they remain committed to their motto, "Here to Help," ensuring that every client feels supported and valued throughout their home-buying or selling journey.



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