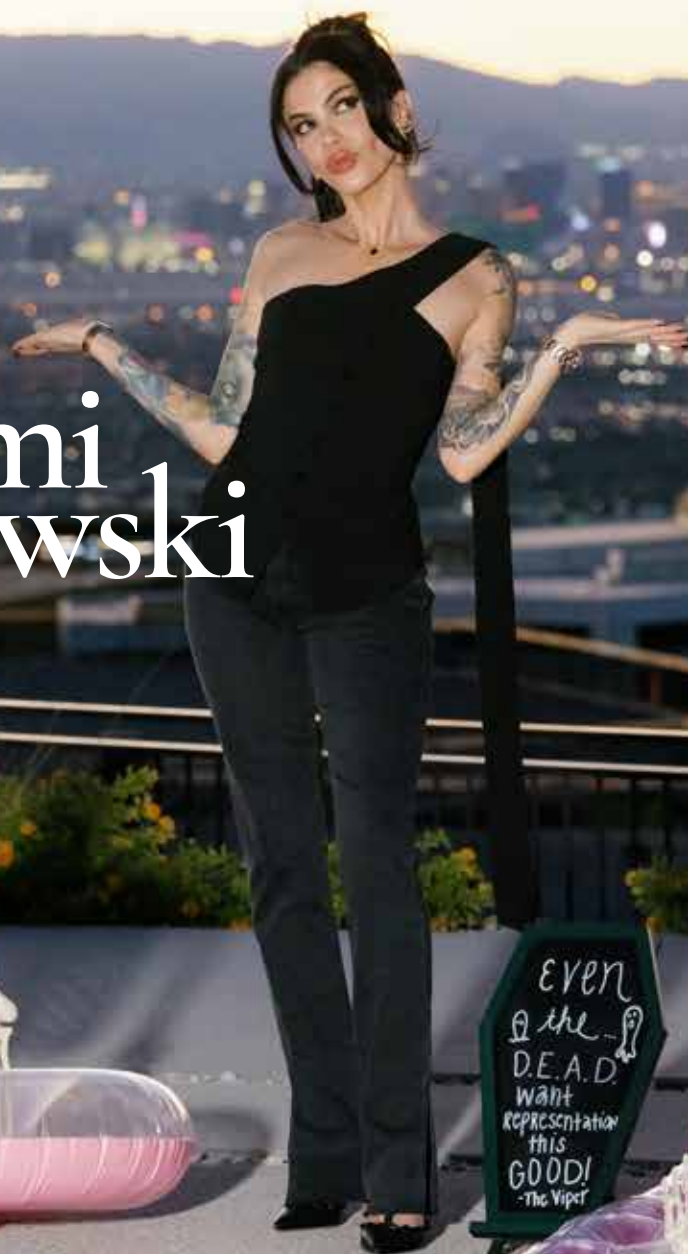


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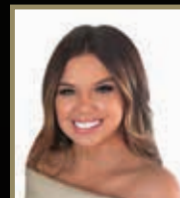
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*Bill Gaylord*



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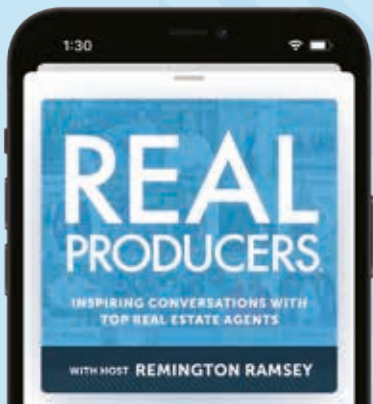
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**Jenine Santos-Meno**  
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Jenine Santos-Meno is a Sr. Escrow Officer with Landmark Title and has been in the industry for almost 19 years. She started as a receptionist in 2006 and worked her way up, gaining experience at several companies in Nevada and California before joining Landmark.

Jenine loves providing top-notch service, supporting her team, and building strong client relationships. Originally from Guam, she moved to Las Vegas in 2001 and now enjoys a busy family life with her four kids, one grandson, and pets. When she's not working, you'll usually find her by the water, camping with her family, or exploring new places on road trips.

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# Cami

## LINCOWSKI

WRITTEN BY KENDRA WOODWARD  
PHOTOGRAPHY BY SPACES AND PORTRAITS  
PHOTOGRAPHY STUDIO | PHOTOGRAPHED AT  
EGRESS, A BLUE HERON HOME

### HIGH HEELS, EVEN HIGHER STANDARDS

Once upon a time, not-so-far from the Las Vegas Strip, there lived a real estate agent with a sharp tongue, sharper heels, and a calendar that ran tighter than a Swiss watch. Her name? Cami Lincowski. Equal parts mom, mogul, and menace to inefficiency, Cami was never the type to tiptoe. She strutted! Confidently, stylishly, and often in the direction of a deal that needed closing. If this were one of the many fantasy books she listens to on Audible in between showings and appointments, Cami would be the main character who was full of sass, an amazing fashion sense, and had absolutely zero time for nonsense.

Since we last featured her in 2023, Cami's sphere and performance in the industry has only continued expanding. Oh, and that TV show she was working on? It may not have panned out back then, but the next one did! She signed a one-year development deal with a network this past December, stepping into the spotlight with the same boldness she brings to every showing.

However, that isn't the focus here. Cami's constant drive to perform better and grow her business is. Which explains why she started her own team - well, it's only a mini team at the moment - by bringing on her first agent last year. Still with Platinum RE Professionals, Cami's OCD-nature really helped narrow down contenders for potential candidates, and the result was the perfect match - a fellow female agent and mom, empowered to be the best for her children.

Their similar mindsets creates a natural rhythm for the duo, one where late-night client calls and early-morning breakfast duty easily coexist - a synchronized understanding that everything they do is to provide for their family. To ensure each day runs smoothly, Cami starts every morning with a 6 a.m. Pilates class before getting her daughters, Deklyn and Easton, ready for their day before Cami heads into the office.

But make no mistake - behind the fashion-forward photos and snappy one-liners is a seasoned pro who knows

exactly what she wants... and even more importantly, what she doesn't. That unapologetic clarity is what earned her the nickname "The Viper," because when it comes to protecting her clients' best interests, Cami doesn't just negotiate, she dismantles expectations. And when asked if she uses any unconventional tools in her business, she fires back without hesitation, answering, "Yeah! The word NO."

And forget fancy CRMs or complicated systems - Cami runs her business like a well-oiled machine...the old school way...with her calendar, sharp mind, and

the unapologetic ability to turn down anything (or anyone) that doesn't align with her goals. "If there's a client that's unreasonable, then I'll say no. I now have the privilege to say no and realized that with time."

Cami's confidence, no-nonsense mindset, and focus on client experience are her signature within the industry. Her clients don't just get service - they get a tailored, VIP experience, regardless of price point. She's dialed in on branding and leaves no detail untouched, whether it's a custom buyer's handbook or the confidence she carries walking into ultra-luxury





CAMI'S CONFIDENCE,  
NO-NONSENSE MINDSET,  
AND FOCUS ON  
**CLIENT  
EXPERIENCE**  
ARE HER SIGNATURE WITHIN  
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“  
I LIKE HELPING MY CLIENTS  
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HOMES THEY NEVER THOUGHT  
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listings. “I like helping my clients explore homes they never thought Las Vegas had to offer.” Even if they can’t articulate exactly what they’re after, Cami reads between the lines. “I’m always leading my clients to what they want. Even if they can’t express it, I know what they’re saying.”

She’s smart, sharp, and well-grounded. She shows up for the people who matter most to her and has used her career to hone in on the importance of surrounding herself with others who

think differently. While many agents may put up a façade and hide the true person behind the mask, Cami takes care in reading between those lines, showing up only as her truest self. Which is why she now vets her sphere with precision.

It’s also the reason Cami began stepping outside of the industry for better networking opportunities, away from the seminars and cash grabs, focused more on growth and quality. Attending women-in-sports seminars and

networking in various other industries allows Cami to see the industry from a fresh perspective, expanding her thinking and her sphere at the same time.

And while her style may be aggressive to some, it’s never abrasive - proving to her daughters that you *can* be a gothgirlie *and* a boss lady. In her free time she enjoys piecing together puzzles, diving into her next fantasy realm read (bonus points if there’s a

morally gray villain and a dagger-wielding heroine), or scrolling menus for local restaurants - just don’t expect to see her on the strip restaurants, as Cami prefers spots off the beaten path.

Cami’s lashes may be curled, her coffee strong, and her heels high, but her standards are even higher. Because in Cami’s world, fairytales don’t end with a glass slipper...they end with a signed contract, a happy client, and the next chapter already in the works.

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*Rob Sawyer has spent a lifetime in motion. From navigating deep waters as a submariner to navigating warehouse space and moving logistics with Berger Allied Movers, it never mattered where he was going... what mattered was the connections he built along the way...that's what kept him grounded.*

WRITTEN BY KENDRA WOODWARD  
PHOTOGRAPHY BY SPACES AND PORTRAITS



Raised in Franklin, Massachusetts, Rob knew from a young age that the small-town lifestyle wasn't how he wanted to spend the rest of his days. When looking for his way out, he became a submariner in the Navy at age 17, which allowed him to travel and see the world. Once his service was complete, Rob settled in Washington state for the next 23 years where he began his career in the moving industry.

Itching for more, Rob took an opportunity at one of his company's Southern California locations, before eventually making his way to Las Vegas. He cited the new locale as a place that finally felt like home, and it's also where he started working with Berger Allied Movers in May 2018. Almost a decade later, Rob is now leading a team of six employees and eight local contractors, where their only focus is bringing their A-game everyday so their clients receive the best experience possible.

With a 45,000 sq. ft. warehouse and their client-first approach, Berger Allied Movers has one mission: To help every customer have a positive, memorable experience. From packing and storing to moving across the street or around the world, Rob's team ensures that every detail serves that mission, adding simply, "We pack it, we move it, we store it." But it's the care and connection they offer that truly sets the team apart - whether it's with their clients or their REALTOR® connections.

"For us, the REALTOR® is the customer's link," Rob explains, recalling his own experiences from when he first moved to the area and was completely reliant on his agent. "When I moved to Vegas 7-8 years ago, my REALTOR® was a big help in getting us settled." That agent not only helped him figure out who to use and where things were locally, their expertise helped Rob's family get settled quicker and feel more at home in their new environment.

Admittedly, Rob knows people don't understand what a mover is or that they even exist, so having a tight connection with agents is crucial for all parties involved. Whether a client is moving

into the city or leaving it, their agent is often the first point of contact, which Rob notes can be a wonderful networking opportunity and can also assist in closing their transactions more quickly! How you might ask? Well, with the many services Berger offers, homeowners are able to store and declutter their belongings creating a cleaner, more appealing listing for buyers. It can also open up their space more, allowing for staging.

Between their warehousing facilities and simple estimates, Berger's clientele are able to customize their services more easily to fit their lifestyle and budget. Additional services like their estate cleanouts and packing options are all designed to ease the burden on their clients, which is especially helpful for siblings dealing with the loss of a parent. This dedication to care and simplicity ensures that whether a move is local, national, or international, the clients' needs are met with the utmost care and professionalism.

While Rob knows the busy summer season will always be a juggling act, explaining, "Everyone likes moving in the summer because kids are out of school," he's constantly looking to expand his team with new drivers and team members to support the growing workload. And, despite having dealt with some crazy real estate cycles and market fluctuations, Rob explains how the COVID-19 pandemic was a particularly eye-opening experience which opened up their services not only to relocation clients and homeowners who got stuck in the process of moving due to the shut down, but also to construction companies whose work was halted and needed a place to store everything!

Ultimately, though the tools of the trade are very similar across the nation, Rob knows their strength lies in how they make people feel. Warehousing facilities, simple and transparent estimates, and a calming, hands-on approach all combine to create the kind of moving experience that doesn't feel overwhelming. And when those clients leave a five-star review! Rob knows his team is doing something right.

Outside the warehouse, Rob's world revolves around his wife, whom he calls his greatest support. "I adore her. She helps my world go round," he says with a smile. At home the two share a cozy life with their cats Arya and String Bean, whom Rob jokes often takes over the his-and-hers sinks in their master bathroom every summer, each staking their claim over the cold porcelain. In his free time Rob enjoys being outdoors, hiking, watching NASCAR and NHRA, and attending events at the Vegas Motor Speedway. The couple travels often, frequents the movie theatre, and enjoy cooking at home.

In every aspect of his life - from his Navy roots and family life to his leadership at Berger Allied Movers - Rob has remained committed to one thing: people. Building trust, creating memorable experiences, and strengthening relationships with agents and clients alike is what drives him each day. Because for Rob, it's never been about boxes and trucks, it's about the people and the relationships that make those houses feel like home.



ULTIMATELY, THOUGH THE TOOLS OF THE TRADE ARE VERY SIMILAR  
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# Marianne YOFFEE



CONNECTING TO  
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WRITTEN  
BY KENDRA  
WOODWARD  
PHOTOGRAPHY  
BY SPACES AND  
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If you've ever mispronounced Marianne Yoffee's last name, don't worry she'll set you straight...with a laugh, "It's Yoffee like Coffee!" And just like a strong cup of joe, Marianne brings energy, warmth, and a jolt to everything she does in life.

A self-described military brat, Marianne was born in the Philippines while her father was stationed there with the Air Force. They didn't stay long - just until she turned one - but it was the lifestyle that followed which helped shape her social skills and ability to connect with others. "It was so easy for me," she says. "It was so fun meeting new people!"

After moving to Las Vegas at age 11, Marianne continued to spread her cheerful mindset years later all throughout her college career. And when she met her now-husband, Jon, at the young age of 14, he quickly

became her biggest supporter and the reason she ever considered real estate in the first place. But her collegiate years didn't exactly have what you might call a linear path, as Marianne found herself juggling quite a bit - while working full time at a law firm, studying at night, and attending classes during the day, Jon suggested she look into real estate as well, because he thought she would be amazing at it.

She gave it a shot, but the timing wasn't right. Instead, Marianne wrapped up school, left the law firm, and picked up a job at her local state municipality. When the couple decided to start a family, Marianne became a stay-at-home mother. She laughs, looking back at their "las vegas style" elopement, complete with a drive through the Little White Chapel and In-N-Out for dinner.

In 2009, Marianne opened a Hawaiian shave ice food truck, Snow Ono Shave Ice,

and discovered a passion for guerilla-style marketing. Despite great success and garnering the number one restaurant spot on Yelp for 11 months in a row, once baby number three arrived, Marianne began relying on others to help manage operations and realized it wasn't the same without her there managing things first hand. So she sold the business and the family moved out to Pahrump, a charming desert town 80 miles outside of Vegas that was better suited to the lifestyle they were living.

Once the kids got older and began wrestling competitively, the three-hour round trips to practices put a strain on Marianne's new position as District Court Clerk. She knew she needed more flexibility, and with Jon still in her ear real estate, she finally caved. However, Marianne launched her new career at possibly the worst time in the industry's history... right as COVID hit. The lack of networking opportunities and







support from her first brokerage didn't keep her down for long though - she reached out to her buyer's agent from when she purchased her home in Pahrump in 2013, hoping to shadow them, and the timing was perfect! "She told me to come over immediately because she needed help."

That leap of faith led her to Classic Realty, where Marianne hit the ground running. Within a month, she closed her first deal, and closed twelve more before the year was up. By 2023 Marianne was ready to broaden the playing field, intrigued by the possibility of reaching a more global market - a nod to her military upbringing, global mindset, and wandering soul for connection and networking.

That's when she discovered Engel & Völkers...almost by accident, thanks to a mutual friend (now colleague). "It wasn't about

getting leads, it was more about support," Marianne explains. "They wanted to help me get to the next level both professionally and personally." Her first year with the brokerage? Marianne did \$15M in solo sales, plus another \$2M in collaborations! "It's great! I love it here."

In the five years since, Marianne has sold over 200 properties - everything from vacant land to multi-units across Las Vegas and Pahrump - and she's not slowing down anytime soon. In fact, her clients have dubbed her *The Connector* for her ability to pair people with the right person for any job. Part of that success lies with her passion for her town, and the other from her savvy use of social media. "I've been a local in Las Vegas since 1993 and have witnessed the city grow tremendously over the years," she prides. "It's been exciting to see its growth. I believe

Pahrump is poised to become an up-and-coming town, like a mini Temecula, California!"

But above all the joy she gets from her career, Marianne's proudest titles are still the ones she holds at home: mom and wife. "I've been with my high school sweetheart, Jon, for nearly 28 years, and we've been married for 19 years as of February 1st. He's the reason why I did real estate...him and my kids."

Their eldest son, Kenzo, despite recently getting his real estate license, is focusing on serving the

city of Henderson as a cadet while attending college. Their middle child, Mika, is beginning her senior year with a 4.6 gpa, and already getting scouted for college scholarships as a nationally ranked two-time state champion female high school wrestler. And their youngest, Suri, is a straight-A student who is excelling in life, like her older sister.

Whether you know her by her social media handle, *WrestlersMama*, or as "Your REALTOR® for Life," Marianne brings grit, gratitude, and an all-in attitude to everything she touches.

“

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