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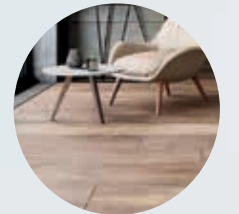


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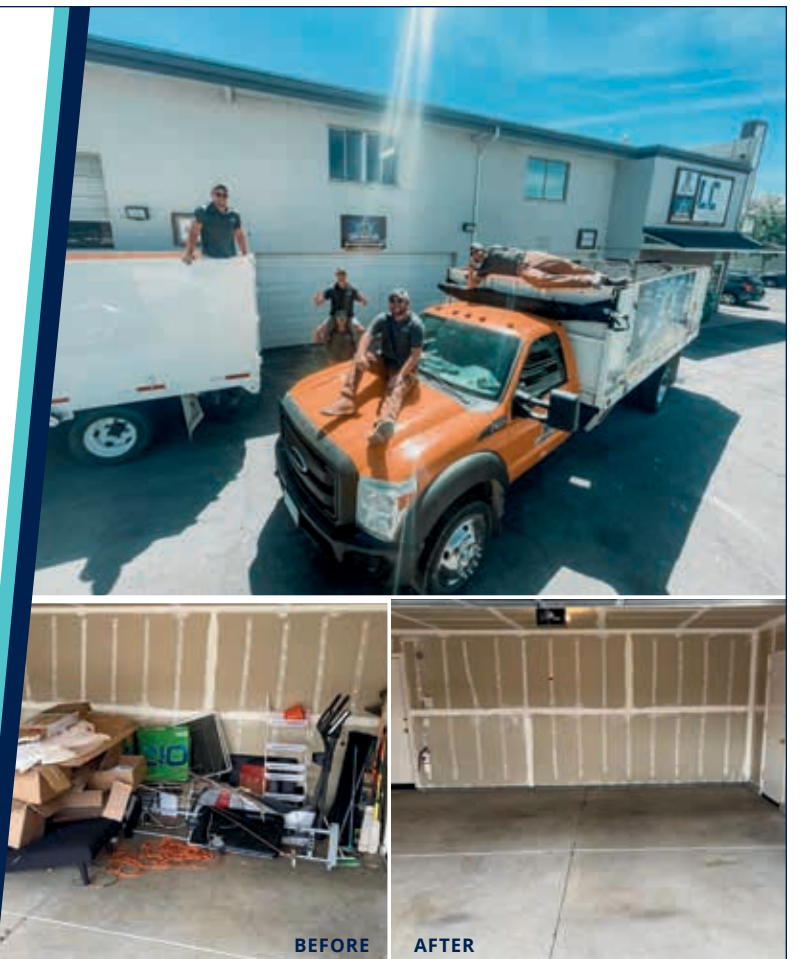
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Charlotte Michaels

TRANSCEND INTERIORS

Charlotte Michaels, the driving force behind Transcend Interiors, has spent the past 15 years bringing harmony, balance, and beauty into the homes of her clients. With a Bachelor of Arts from the University of Arizona and a background rooted in music, Charlotte has always had an eye (and ear) for design. She vividly recalls the moment her career shifted focus—while sitting in a meticulously designed interior, she realized that balance, harmony, dissonance, and beauty are as essential in visual design as they are in music. This realization ignited her passion for interior design and space planning, leading to the birth of Transcend Interiors.



Transcend Interiors specializes in expert space planning, interior decorating, and design services, offering clients access to over 30 furniture vendors and a curated selection of online markets. Charlotte's deep knowledge of furniture brands, current styles, and color trends helps clients navigate the overwhelming world of design. Her approach simplifies decision-making and allows for seamless integration of function and style, tailored to the specific needs of each space. "Our goal is to make creating beautiful spaces stress-free and enjoyable," she explains, emphasizing her mission to create spaces that are not only aesthetically pleasing but also practical and budget-friendly.

What sets Transcend Interiors apart is Charlotte's passion for creating spaces that work for her clients, rather than merely chasing trends. "I listen to my clients," she says. "Trends definitely have their place in interiors, but function and balance are the most important aspects of every project." Her approach is rooted in understanding her clients' unique needs, ensuring that each project reflects their vision while maintaining harmony and practicality. "My goal isn't to make every home look like a magazine cover, but in the end, all of our spaces are beautiful. We create beauty within the parameters of the client's wants and needs, and we don't stop until we achieve this."

Charlotte's ability to blend elegance with affordability is one of her defining strengths. She believes that beauty doesn't have to come with an extravagant price tag, and that mastering interior design requires



a balance of financial investment, practice, and learning from mistakes. This philosophy has earned her loyal clients who return for more and refer her to friends and family. "Clients that come back and refer me are the biggest compliment," she says. "That's how I know a project has been completed successfully."

Recently, Charlotte has made a significant pivot in her business, closing her showroom to adapt to the changing landscape of the design and furniture industry, particularly in the wake of COVID-19. Online shopping has become more competitive, and this shift has allowed her to focus more on client relationships. "While I've had to close my showroom, it's freed up my schedule and allowed me

to spend more time working directly with my clients," she explains. Though she no longer has a physical space, Charlotte continues to source the perfect pieces of furniture and décor for her clients, ensuring that their homes reflect both their personal style and practical needs.

Beyond her professional life, Charlotte is a devoted wife and mother. Originally from Golden, Colorado, she now spends much of her time at hockey rinks, cheering on her 14-year-old son, who is a goalie. When she's not working, you'll find her enjoying family time or exploring her passion for the outdoors.

At the heart of Transcend Interiors is Charlotte's belief that design is

more than just making a space look good—it's about creating an environment that brings joy, harmony, and balance. "Design is intelligence made visible," she says, a quote that perfectly encapsulates her philosophy. Through her work, Charlotte has made it her mission to leave every home better than she found it, saving her clients time, frustration, and money along the way.

As she continues to adapt and grow her business, Charlotte Michaels remains committed to helping clients create spaces that are not only beautiful but functional and meaningful. Transcend Interiors may be transitioning, but Charlotte's dedication to her clients and her craft remains as strong as ever.

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meet & greet



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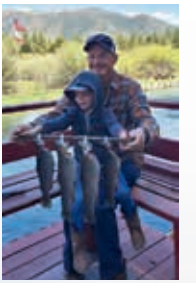
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MADISON RICCIO

STRIVING FOR THE TOP

In just three short years, Madison Riccio has become a standout force in Northern Nevada's real estate industry. As a licensed agent with Realty ONE Group Eminence, Madison's rapid rise to success has been nothing short of extraordinary. Her dedication, passion, and adaptability have earned her a well-deserved reputation as one of the region's most promising real estate professionals.

Photography By TourDSpace Nevada

Since starting her real estate career in Nevada, Madison has racked up an impressive list of accolades. She was named "Rookie of the Year" for 2021-2022 by her previous brokerage, a title that quickly put her on the map. From there, she was inducted into the prestigious "200k Club" and earned several other top honors, including the "Golden Standard Top Producer Award" and the "Millionaire of the Month Award" at Realty ONE Group. Her competitive nature also extends beyond real estate—Madison claimed first place in both the Novice and True Novice divisions in a bikini bodybuilding competition in 2023, showcasing her grit and determination across all aspects of life.

While awards and accolades are important, Madison's true motivation lies in her clients' satisfaction. For her, success is about more than just closing deals—it's about exceeding

expectations and creating a positive, stress-free experience for every buyer and seller she works with. "I've had clients tell me that working with me was the best real estate experience they've ever had," Madison shares. "That kind of feedback is what really drives me."



In her first year alone, Madison closed nearly 50 transactions and reached an impressive \$22 million in volume. Since then, she has continued to build on that success, selling almost 80 homes with a total volume of \$37 million. These numbers are a testament to her work ethic and her ability to adapt to the fast-paced, often challenging world of real estate.

Madison's journey into real estate was inspired by her mother, a commercial real estate powerhouse who instilled in her a strong sense of work ethic and independence. "Watching my mom succeed in such a demanding field really showed me what was possible," Madison reflects. "She worked incredibly hard, and seeing her dedication made me want to follow in her footsteps." Madison also credits her father for his unwavering support and belief in her abilities, helping her stay motivated through the ups and downs of her career.

Before finding her calling in real estate, Madison honed her people skills in the service industry, working as a bartender and server. Those



early experiences taught her valuable lessons about connecting with others, solving problems quickly, and managing high-pressure situations. These skills have proven essential in her real estate career, where her ability to build trust and rapport with clients sets her apart.

Madison's success can also be attributed to the support system she has built around her. "I've always believed that you're the average of the five people you spend the most time with," she says. "That's why I surround myself with people who share my values and drive." Her fiancé, Carson, has been a constant source of encouragement, and together they share a passion for fitness, animals, and the outdoors. The couple owns a beautiful home and three rescue dogs, and they dream of one day opening an animal sanctuary.

Balancing a demanding career with a fulfilling personal life can be challenging, but Madison has learned the importance of leaning on others for support. Hiring a transaction coordinator and finding a trusted partner have allowed her to focus on what she does best: helping her clients navigate the home buying and selling process with ease.

Despite the challenges that come with the job, Madison is passionate about real estate and the freedom it offers. "This career has given me the ability to create my own schedule and prioritize what really matters in life," she

says. "Helping people find their dream homes is incredibly rewarding, and knowing that I can make a positive impact in someone's life is the greatest gift of all."

Looking ahead, Madison's goal is to continue growing her business while maintaining the personal connections that have made her so successful. For her, real estate is about more than just transactions—it's about building lasting relationships and providing exceptional service to every client. With her drive, passion, and commitment, there's no doubt that Madison Riccio will continue to shine as one of Northern Nevada's brightest rising stars in real estate.

“**THIS CAREER HAS GIVEN ME THE ABILITY TO CREATE MY OWN SCHEDULE AND PRIORITIZE WHAT REALLY MATTERS IN LIFE.**”





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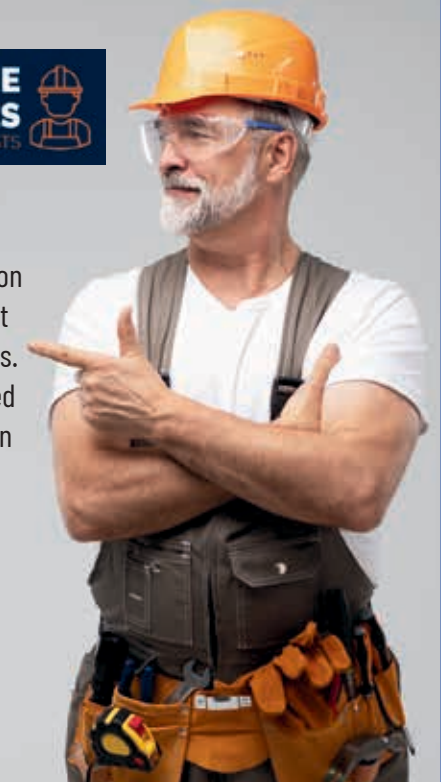


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A FORCE IN NORTHERN NEVADA REAL ESTATE

Ryan Kane, the driving force behind Kane & Partners at RE/MAX Professionals, has roots in both Detroit and scenic Truckee, CA, where he spent his formative years. Surrounded by the rugged beauty of the outdoors, Ryan's love for the region grew from early experiences skiing, mountain biking, and exploring all that nature had to offer. These connections to the land laid the groundwork for his eventual venture into real estate—a career that would allow him to help others find their place in this remarkable part of the world.

Ryan's journey into real estate began in 2008 at the age of 26, during one of the most challenging times in the industry. The market had crashed, and real estate transactions were few and far between. Ryan found himself navigating the complexities of short sales and foreclosures, learning the ropes the hard way. While these early years were grueling, they shaped him into a seasoned agent, sharpening his skills and fast-tracking his real estate knowledge. By 2013, after years of perseverance, Ryan joined forces with Corey Carter and Susan Geer at RE/MAX Professionals, launching the Drakulich Kane Group with his childhood friend JD. As the market rebounded, so did Ryan's career, paving the way for his future success.



KANE &

PARTNERS



In 2021, Kane & Partners was born with the opening of RE/MAX Professionals' new office at The Village at Rancharrah. Ryan seized the moment to establish his own team, envisioning a brand that would attract top-producing agents and luxury clients alike. "We wanted a brand that felt high-end yet approachable, and a business structure that felt like a true partnership rather than a hierarchy," Ryan explains. With his wife, Ashley Kane, heading marketing and design, Kane & Partners has since become known for its cutting-edge marketing strategies and in-house design services that prepare homes for sale with finesse.

Joining Ryan in this endeavor are two powerhouse agents—Jim Elliott and Nick Abe. The three share a unique bond, with parallel backgrounds that set the foundation for their

real estate careers. All three are family men who spent time as bartenders before making their mark in real estate, each bringing a natural hustle and people-first approach from that industry. All three find fulfillment in helping clients achieve their real estate goals, whether those are building wealth, finding the perfect home, or both.

Jim Elliott, who began his real estate career in 2004, has long believed that real estate is personal, not just business. For Jim, each transaction is about understanding the individual goals of his clients and adopting them with his own. His exceptional service and market knowledge have earned him a stellar reputation, with referrals from satisfied clients making up more than 90% of his business.

Nick Abe, who launched his real estate career in 2015, has been with RE/MAX from the start. Known for his excellent communication skills, keen negotiation tactics, and dedication to building lifelong relationships, Nick quickly ascended the ranks, a testament to his outstanding production and enthusiastic client service.

Together, Ryan, Jim, and Nick form a formidable trio. Each brings a unique strength to the team—Ryan's strategic leadership, Jim's relationship-building and data mastery, and Nick's negotiation prowess and unmatched hustle. Collectively, they have over 45 years of real estate experience, have closed upwards of a half-billion dollars in sales volume, and have each earned the prestigious RE/MAX Hall of Fame award. Their shared goal is clear: to become the most productive real estate team in Nevada and the entire RE/MAX Southwest Region.

Integral to the success of Kane & Partners since its inception is Dustin McClelland, a proud third-generation Nevadan. Renowned for his professionalism and work ethic, he consistently exceeds client expectations with his investment knowledge and precise approach to Northern Nevada's competitive market. Dustin has been a rock for the team's culture since the beginning, a testament to his loyalty and vision. The Kane & Partners team also includes Brad Dodge who joined the team with extensive knowledge in both real estate and mortgage lending from the Bay area, and Madeline Falconer, a licensed assistant and rising star within the firm.

Hard work is the cornerstone of Kane & Partners' success. "Put your mind to it, and get it done," Ryan says. This no-nonsense approach is shared by the entire team, all of whom strive for perfection in every aspect of the business. From the admin staff to the agents, they go above and beyond to ensure that the client experience meets a higher standard. "Most agents are content with a satisfied client. We're aiming for thrilled. Ecstatic. Deliriously happy!" Jim adds.

What truly sets Kane & Partners apart is their client-centric approach. Their focus is on building meaningful, lasting relationships, with most of their clients becoming lifelong friends. "It's a people business," says Ryan. "We take pride in the work we do, and we hope that the relationships we build and the goals we accomplish leave a positive mark on our clients and their futures." This philosophy is the legacy that Kane & Partners aims to leave behind—one built on trust, integrity, and exceptional service.

As they look to the future, Kane & Partners is excited to continue pushing boundaries and expanding their influence in the Nevada real estate market. Their advice to up-and-coming agents is simple: try everything, be open to new opportunities, and treat real estate like the self-owned business that it is. With diligence and perseverance, the sky's the limit. For Kane & Partners, this is just the beginning of what promises to be a remarkable chapter in Northern Nevada real estate.

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Born and raised in Monterey, California, Roberta Doyen-Thomas grew up in the embrace of a large Italian family, where traditions, resilience, and the beauty of her hometown shaped the foundation of her life. Monterey, with its breathtaking coastal views and rich cultural history, was a wonderful place to grow up, but it came with its own challenges. Known as a tourist town with a high cost of living, Roberta's upbringing in such a unique environment taught her the value of hard work and perseverance.

Among the many influences in her life, it was her grandmother, Margie, who left the most profound mark. "She was a tough little lady that could do anything she put her mind to," Roberta recalls. Margie, who worked well into her 70s, exemplified determination, independence, and the ability to overcome challenges. She walked several miles every day and never took "no" for an answer,

lessons that Roberta has carried with her throughout her life and career.

Roberta's professional journey began in 2006 when she obtained her real estate license in Iowa, specializing in multifamily housing and property management. Alongside her husband, she owned a property management company, where she worked closely with investors, facilitating the buying and selling of large apartment complexes and rental properties. In 2011, the couple made the move back to Nevada, and by 2014, Roberta found her place at The Select Group. This transition would be the start of a new chapter in her career.

Reflecting on her journey, Roberta credits her growth to the many life experiences and people she's encountered. "I always try to learn from both the positive and not-so-positive experiences," she





says. In real estate, she stresses the need to stay two steps ahead, anticipating outcomes before transactions close. This foresight, along with her strong commitment to ethical practices, has been key to her success.

Before her real estate career, Roberta spent 37 years in management across various industries, including hospitality, home improvement, and Starbucks. These experiences honed her leadership, customer service, and business skills, which seamlessly transitioned into real estate. Drawn to the industry's dynamic nature, Roberta enjoys helping clients through significant life changes, whether buying their first home, upgrading, or downsizing, finding fulfillment in guiding them through these impactful transactions.

For Roberta, the most rewarding part of her work comes in moments of success and growth, not only for herself but for the agents she mentors. "Handing the keys to a client when they have purchased a home or calling a seller at closing—those moments are special," she explains. But just as rewarding is watching new agents flourish. "Training new agents, helping them succeed, and seeing them grow—it's incredibly fulfilling."

Of course, challenges are inevitable. One of the biggest hurdles she faces as a broker is recruiting the right agents—a challenge every broker knows well. Not everyone is cut out for the demands of the real estate industry, and some agents don't make it past their first year. Despite the time, effort, and



resources invested, sometimes it just doesn't work out. But Roberta takes it all in stride, learning from each experience and remaining committed to finding and nurturing talent.

Her leadership journey wasn't one she planned; it simply evolved from her natural desire to help others. Roberta loves sharing knowledge, whether it's teaching her agents new strategies or offering helpful life tips. "If I learn something new, I love to share it," she says. Leadership, for Roberta, is about support, guidance, and making the lives of those around her easier.

Transitioning from sales to leadership required a keen focus on time management, especially when helping new agents through their first five transactions. "I always have my phone close by. I want my agents to know that I am there for them," she says. Her open-door policy and hands-on approach have been instrumental in fostering a supportive and successful team.

Roberta attributes her success to her unwavering commitment. "I don't have work hours. I give 100% to everything I do," she says. Her dedication to continuous learning and staying updated on market trends sets her apart, as she believes there's always something new to learn, regardless of experience.

Outside of work, Roberta has found a new passion—bowling. Over the past year, she's enjoyed the sport and the connections it has brought into her life. "It's a fun way to meet new people," she says. And through it all, her family remains her anchor, reminding her to live in the moment and appreciate the simple joys of life.

With 18 years in real estate and counting, Roberta Doyen-Thomas is looking forward to many more. "Here's to another 18 years," she cheers—a sentiment that speaks to her enduring passion for the industry and the people she serves.

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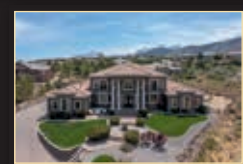
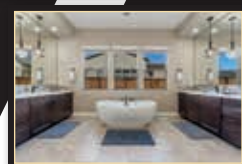
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