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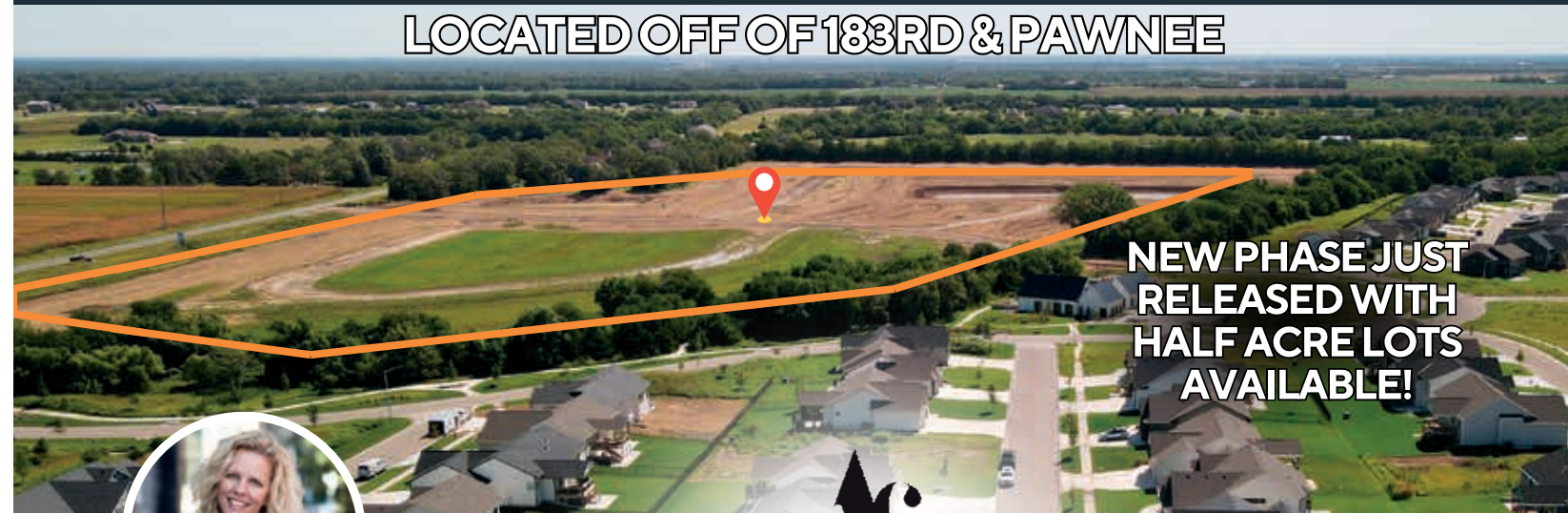
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# Madison Terstreib & AMAVEN MEDIA Capturing The Best View

When you talk with Madison Terstreib, you instantly see the joy she gets from her work with local real estate partners and their clients in presenting properties for sale to the world with quality and creativity.

In turn, she helps them capture the best view through photography and drone videography services.

She remembers how she first got into the business.

"I've always liked taking pictures and I have worked in construction. I saw a need, too, since there weren't that many people who were offering real estate photography services," Madison explains.

"I started with commercial work and then added residential and drone videography through time."

**PASSION FOR THE PROFESSION**  
The passion she has for what she does comes through loud and clear.

"I like when I get a new home to photograph, and having the chance to fly drones to capture unique views to capture the primary selling points of various properties," she says.

"One of my favorite things to do is capturing first-person view footage by flying a drone through the house."

Those fly-through videography sessions are then transformed into engaging and informative videos that



allow potential buyers to get a complete look at the property in just 30 to 60 seconds.

**STREAMLINED EXPERIENCE**  
The turnaround she provides is impressive, as well. In fact, pictures are turned around in 24 hours, and edited video content within two days.

She also produces 3-D Matterport imagery that is turned around in 24 hours.

Away from work, Madison likes to spend time with her dog, Mike. In fact, it's not uncommon to see Mike accompanying Madison on her projects.

In her free time, Madison also likes to create interesting keepsakes using epoxy resin to preserve keepsakes such as wedding bouquets and other family heirlooms through time. In fact, these custom creations make for some of the most thoughtful, beautiful and one-of-a-kind closing gifts. Imagine collecting flowers from your seller's garden and presenting them with a coaster set, wine tray, or jewelry tray with flowers from their former home.

**PROVIDING REAL VALUE**  
As she continues creating success for her real estate partners and clients, she offers helpful tips for agents in presenting properties for sale.

"One element that I think is very important is lighting," she says.

"Whatever you can do to make a space brighter, whether it's through lighting or paint colors can be very helpful. In general, staging makes a big difference. Of course, there are other small steps you can take including closing toilet seats, folding blankets and hiding trash cans that can all add up to make an attractive difference."

Those who have had a chance to know and work with Madison appreciate her attention to detail, along with her quick turnaround.

As she says, "We work to provide value and give them new solutions."

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# Kari top producer

# HIGGINS

## Making A Positive Imprint

Photos By Jennifer Ruggles Written By Dave Danielson

One of the greatest compliments that anyone can receive is when they've been told that they make those around them better ... that they have left them in a better state of mind or position in life than before they met them.

That's exactly what people say about Kari Higgins-Lashley. As Associate Broker with JP Weigand & Sons, Kari makes a truly positive imprint for those who come in contact with her.

Kari defines her success in terms of the experience that others around her have.

"To me it's about staying focused, working hard, keeping my head down and doing what I can to best represent my clients' best interests - then seeing our sales volume at the end of the year match the work that I know I put into my career," she explains.

"Success is also watching our children become great adults and how they influence the world around them. For me it is just leaving a positive imprint on everyone around you and seeing the results at the end."

### DRIVING FORWARD

Born and raised in Wichita, Kari earned her real estate license in April 2000. Prior to that, she started working young. She waited tables for various restaurants for a few years, before starting in property management. Through that experience, she worked as a Leasing Agent, Assistant Manager, then Property Manager at apartment complexes in Wichita.



"I credit a lot of my real estate training from my property management background," Kari remembers. "We had excellent training on how to show apartments, follow up with leads, with a lot of scripted training on how to best represent our communities, organize files for audit, etc. I felt I had five years of real estate experience before I ever got my license from this background."

In time, after gaining good experience in property management, Kari was ready to take another step in her career.

### HAVING FAITH

As she remembers it, she took the big step of getting into real estate as a single mother. She



recalls being intimidated by the demanding and competitive real estate world.

"At the same time, I knew that was where my heart was," she smiles.

In just her third month in the business, she was recognized as being number three in Buyer Controlled Sales.

"I was amazed that in just three months, I was able to compete with the other top agents already. That really helped my confidence to just keep working hard and building relationships," she says. "I specialized in relocation buyer/sellers for many years at Coldwell Banker, while I was trying to build my own network and sphere of influence around me."

### SIGNS OF SUCCESS

Last year, Kari and her team finished as the top team in volume, listings and sales ... an honor they have earned many times through the years.

In time, a friend approached her, asking if she had considered starting a team. The question became





a plan and then reality. Today, Kari’s team includes Kristen Luinstra, who is a 17-year veteran of the group, and Jacob Daugherty, who has been with the team for three years.

**FAMILY HIGHLIGHTS**

Family enriches life for Kari. She looks forward to time spent with them, including her husband of 17 years, Matthew Lashley, and their blended family that includes four children—30-year-old, Tyler; 26-year-old, Blake; 24-year-old, Brock and 22-year-old, Blair.

She also looks forward to time with their three grandchildren—12-year-old, Emma; 6-year-old, Conor; and 7-month-old, Reece.

Family has always been at the heart of Kari’s world.

“My dad owns a construction company – when we were growing up, I watched him work so hard, and so many hours. I watched him grow his business into the successful company that it is today,” Kari says. “He was such an amazing example to me. And my mom has been a huge source of support,

watching my son while I was working all of the time. I couldn’t have done this without my parents.”

In their free time, they enjoy time with their 14-year-old Jack Russell Terrier, Maddox. Kari also enjoys traveling, playing cards, spending time with family and visiting their cabin at Tablerock Lake.

When it comes to giving back, Kari has a big place in her heart for Branches Pregnancy Crisis Center in El Dorado. She also served on the Kansas Childrens Foundation Fundraiser Committee for a few years. She also supports the Cuffs vs Axes fundraiser every year, with money raised supporting the families of first responders in the event of a crisis.

**LASTING INFLUENCES**

Kari is very thankful to those who have mentored and influenced her during her real estate career, including Rick Glenn.

“He consistently would call me and encourage me to work from the office,” Kari says. “It was so nice having someone with his experience motivate me to go to the office, stay focused and build my career.

Also, DeLaine Lacey is a great mentor. She is an excellent Broker, with so much wisdom and experience to offer. She always gives the best advice.”

As she looks to the future, Kari focuses her work on all things resale. One of her favorite groups to work with is first-time home buyers, then assisting them in moving up to their second home. She also has a big place in her heart for supporting seniors.

“My favorite referrals are the children of some of my early day clients, who are now grown up and are ready to start their adult lives by getting into their first home,” Kari says. “Real estate is such a relationship business. It’s about truly protecting your clients’ best interests and helping them navigate through the stressful and intimidating real estate market. I love my clients and the relationships I have built with them over the years.”

With integrity, influence, and a drive to deliver value to others, Kari continues to provide a powerful example of how to make a positive imprint on the lives of others.

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# Ashley HAYNES

▶▶ making a difference

Photos By Allie Henwood  
Written By Dave Danielson

## Follow-Through to Results

**When you set out on a path forward, your chances of finding success become much greater when you envision specific results.**

That's a dynamic that Ashley Haynes helps people with each day through her role as Director of Growth and Business Development with The Roy Group of Keller Williams Hometown Partners.

### STEPPING UP

Over the last few years, Ashley has been increasingly involved in talent acquisition and business strategy.

"Day to day I reach out to potential agents, inside sales agents and other talented people to get involved," Ashley explains.

"I talk with them to find out what their goals are and how that may fit with what we're doing."

As Ashley says, she enjoys the process of talking with people who think they want to be an agent and helping them to determine which path may be the best for them.

"I really enjoy that process of talking with people, coaching them



and helping them understand what it takes to be successful," she points out.

### FINDING HER WAY TO HER GOALS

Ashley is an Oklahoma native who had originally earned her real estate license in 2015. Before that, real estate hadn't been on her radar. But events in life led her closer to the profession.

"My family had relocated to Wichita. I had been out of the job market for a couple years, and had stayed home with my daughter," Ashley points out.

"I tried to find a way to re-enter the workforce. I had previous experience in sales and business development."

### STEP BY STEP TO THE FUTURE

In time, she was connected to the Roy Group, who recruited her to help grow the business.

"I worked with Josh Roy on transactions to help his clients and other people inside the business because the team was growing. I got my license so I could get more involved," Ashley explains.

"I would still be on the backend, but also was able to take on more of a leadership role in negotiations and other appointments working with clients."

### BUILDING RESULTS

Today, Ashley is part of a team of 40 professionals, including 23 Agents, five Inside Salespeople and 12 members of the Operations team.

“  
I REALLY ENJOY THAT PROCESS  
OF TALKING WITH PEOPLE,  
COACHING THEM AND HELPING  
THEM UNDERSTAND WHAT IT  
TAKES TO BE SUCCESSFUL.  
”

When Ashley thinks about the most rewarding aspects of her work, she thinks about her drive to solve puzzles.

"I'm a problem solver and a real estate recruiter," she says.

"With our team it's about getting to know people and learning what their strengths are, how they work, solve problems and what they want ... and helping to determine if our team is a good fit or not. I love getting to help develop people and find what their passions and goals are. I love the challenge of growth and scalability."

### FAMILY FOUNDATION

Away from work, Ashley's world is made much richer by her family, including her husband, Cameron, and their two daughters—Elliot and Margot.

In her free time, Ashley likes to support her daughters in school and extracurricular activities,



including scouts. She and her family enjoy family game nights. She also likes to bake, making decorated sugar cookies with her girls.

When it comes to staying involved with the community, Ashley has been involved with an annual fundraiser for the Wichita Children's Home.

As she talks with others who are beginning their own paths in real estate, Ashley offers helpful words of wisdom.

"One thing that I remind new Agents on is to keep focusing on your goals and the small wins," Ashley says.

"You need to focus on the activities you can control that will affect your business, and then you can really be in charge of your results!"

When you talk with Ashley, it's easy to see the passion she has for people and her profession.

"I'm here to authentically support and help others," she says with a smile. "It's important that the things I do really make an impact. I'm all in when I take something on."

“  
I'M HERE TO  
AUTHENTICALLY  
SUPPORT AND  
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## FOSTERING UNDERSTANDING

The power of information is undeniable. When people understand the landscape they're operating in and see a path forward, they have the ability to go as far as their dreams.

Jessica Seiler embraces that aspect of her work with clients. As a REALTOR® with Berkshire Hathaway HomeServices PenFed Realty, Jessica has a passion for fostering understanding of the real estate transaction for those she serves.

"I love being with people and helping them. That's what drew me to counseling and teaching," she says.

"It's very rewarding for me to be able to help people along the way and teach them about the transaction."

### GIFTED TEACHER

The official start in real estate came for Jessica in November 2022 when she earned her license.

Prior to that she had worked as a School Counselor and Third Grade Teacher for 20 years.

"What brought me out of teaching is my oldest daughter who has epilepsy," Jessica says.

"I was teaching at a different school than where she was located, and I wasn't able to get her to and from school at the times when she needed to be there. I knew I needed a career where I could contribute to the family and still help her get where she needed to be."

After earning her real estate license, she finished out the school year and then dove in, sending letters and messages and making phone calls.

"It can take a little time to get your first transaction. I had a little buffer, but I knew I needed to do everything to grow my business. It took about six months with a lot of questions," she remembers.



▶▶ rising star

Photos By Aaron Patton  
Written By Dave Danielson

“  
**KINDNESS**  
 GOES A LONG WAY, BEING AMONG  
 ALL THE AMAZING PROFESSIONALS  
 IN THE REAL ESTATE INDUSTRY.  
 ”



“One thing I’m proud of is I kept doing the things I needed to in order to get my name out there.”

**MAKING GOOD THINGS HAPPEN**

Success came as the result of her efforts. In fact, during the last six months of her first year in the business, Jessica recorded \$3 million in sales volume. So far, she has accounted for over \$5 million in sales volume.

Away from work, Jessica looks forward to time with her family, including her husband of 17 years, Bryce, and their children—Trevor, Clara, Luke and Lucy.

Life at home is part of life’s rewards. Jessica and her family live on a small farm, with cows, horses, chickens, goats, dogs and cats.

Jessica also stays engaged with the needs of the community, as a member of Wichita’s Littlest Heroes for medically fragile children.

**SHARING HER GIFTS**

One of the parts of Jessica’s approach to life and work that people appreciate is her willingness to share her gifts and lessons with those around her.

With that in mind, she offers helpful tips with others who are getting their own start in real estate.

“One step that was very helpful for me was reading the Ninja Selling book,” she says.

“There are several tips in that book that I have taken to heart. It changed my mindset and course of action. It can be discouraging to wait to get to a closing. When I talk with new agents, I encourage them to keep going and do their daily tasks. Those small tasks are what make you successful.”

**STRONG FOUNDATIONS**

There are many key elements that add up to create a strong foundation for success in life and business.

In addition to having the experience and in-depth knowledge about the nuts and bolts of the business, there is the human element that cannot be overlooked.

That’s one of the areas where Jessica certainly leads by example.

“Kindness goes a long way, being among all the amazing professionals in the real estate industry,” Jessica says. “Kindness throughout a transaction will gain you a lot of respect.”

Congratulations to Jessica Seiler for applying her love and talent for education to fostering understanding—and success—for those she serves.





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They are driven to make a vital impact for others.

“One of the groups that I love working with is our veterans,” Sherri emphasizes. “They served. Now let us serve them.”

As Rick adds, he appreciates having the opportunity to grow the team.

“That allows us to be able to help more families achieve their goal of homeownership,” he says.

Sherri was born in California and raised in Folsom, while Rick hails from Kansas and grew up in Wichita.

team

# RANGEL

POWERED BY FLAT BRANCH HOME LOANS

## A REWARDING LIFE TOGETHER

As they came of age, Sherri attended college and Rick earned his Bachelor's Degree and Masters in Social Work from Wichita State University.

In time, Rick and Sherri met and married. Sherri started with Wells Fargo in Alaska in 2008 while Rick was deployed to Afghanistan as part of the U.S. military.

When Rick retired, the family relocated back to Wichita. In the relocation Wells Fargo did not have a local Real Estate footprint but Sherri was hired at Equity Bank, starting in sales processing before moving into other roles. She earned her real estate license in 2016.

In 2019, she moved to Flat Branch.

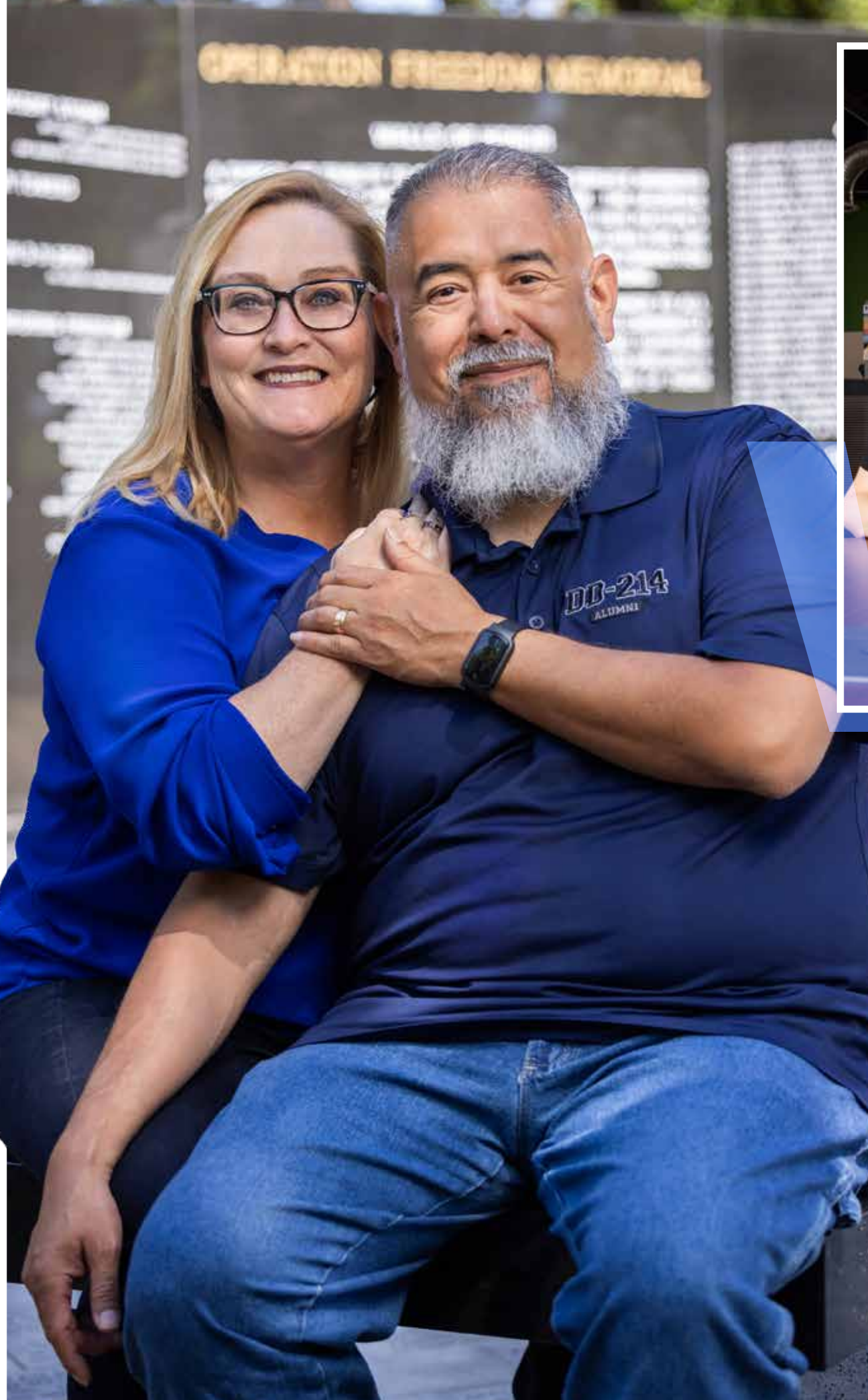
"I appreciated the way they focused on residential real estate. It was a refreshing surprise," Sherri says. "It was scary to leave the safety net for a straight commission company, but it's been a true blessing."

In time, as Sherri grew her portfolio, she enlisted Rick to join Flat Branch, as well. He earned his real estate license in 2022.

Success has been a natural by-product of their work together. Sherri is a Scottsman Guide recipient, and was ranked number two in Kansas for Flat Branch Home Loans. Together they average about 165 loans annually.

## SHARING THE SAME PATH

Away from work, life is made even more rewarding for Rick



“We look at every loan as a family member, helping those who want to be homeowners achieve that goal.”

and Sherri by their family, including their children—Danielle and Zach.

Sherri also credits her mother as an inspirational force in her life.

As she says, “My mom was a single woman who had two children to raise. She made me the strong, independent woman I am today.”

As Rick adds, “I’ve had some great mentors through time, but recently, that role has been filled for me by Sherri. I like watching the way she juggles and mentors the team. It’s amazing to see things grow under her guidance.”

In their free time, they enjoy barbecues and hanging out together for game nights. They also enjoy traveling internationally.

When it comes to giving back, Rick and Sherri enjoy supporting the efforts of Nation of Patriots. They also are active and volunteer with Passageway, Midwest Battle Buddies, KHEDF, Scouts and BNI.



## BUILDING FOR TOMORROW

Looking into the future, Rick and Sherri have a strong passion for helping others achieve their goals.

“As we grow and help others, we are trying to work remotely, but still provide that personal touch versus being a robot or automated without the connection of clients,” Rick says.

“We look at every loan as a family member, helping those who want to be homeowners achieve that goal,” Sherri points out. “As we like to say, we are here to help them ‘Wrangle the Mortgage Process with Team Rangel.’”

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Photos By Allie Henwood  
Written By Dave Danielson

# Kim COWANS

In an industry powered by the efforts of people, there is no substitute for the ability to spark and motivate achievement in others. In fact, that ability is a gift.

#### MAKING THINGS HAPPEN

Kim Cowans has that capacity. As an Associate Broker with Berkshire Hathaway HomeServices PenFed Realty, Kim is a true catalyst who sparks results in the lives of others.

Kim has always been fascinated with real estate, but the spark to becoming an agent didn't occur until she and her husband purchased their first home. After witnessing their agent's expertise and how she helped them through the purchasing process, she

realized she had a genuine passion for the business and a desire to help others make their dreams come true.

#### STEP BY STEP TO SUCCESS

Kim earned her real estate license on July 16, 2015, while working full time at Spirit AeroSystems, one of the largest aerospace companies in Wichita. Her first firm experience was short-lived due to the company choosing to close after many years of business. Today, balancing both her real estate goals and continuing



Sparking  
Results



to work in aircraft for the past 19 years, she presses forward in real estate.

Kim started by writing her business plan, first identifying a target of desired sales she wanted to accomplish, she developed relationships with mortgage companies and scheduled seminars such as “How to Buy Your First Home.” After the first year, she realized she met every goal set. Kim also realized most of her business was coming in because of personal referrals. Immediately, she realized she needed to recognize her clients.

After several successful seminars and events thanking her clients, she realized there was not a true network connecting REALTORS®, contractors, mortgage companies and insurance providers. Kim coordinated her first “Mix & Mingle,” connecting real estate professionals within the community. The event was recognized in one of the local newspapers.

Next, Kim reached another level. She found herself being recognized for many REALTOR® awards, including the one she is most proud of ... “Prestigious Million in a Month,” which speaks to her hard work and perseverance.

#### REPUTATION FOR RESULTS

In 2023, she recorded \$3 million in sales volume herself. She also achieved the milestone of being among the Top 4 Agents in the Month, along with the Berkshire Hathaway HomeServices Honor Society ... plus President’s Club from RSCK.

#### REWARDING LIFE

Family is at the heart of life for Kim. She treasures time with her

“  
WITH ME,  
WHAT YOU  
SEE IS WHAT  
YOU GET.”



time to understand the goals and needs of those around her. She listens with compassion, ensuring she truly grasps the situation before offering an opinion or advice.

In the process, they know that Kim will give them her genuine opinion and advice.

“With me, what you see is what you get,” she smiles. Kim’s commitment to being a good listener and offering heartfelt guidance has earned her the trust and respect of her colleagues.

#### LEADERSHIP IN ACTION

As Kim continues to build her career and support those around her, she offers valuable tips for others considering a career in real estate.

husband, Sylvester Cowans, their five children and eight grandchildren.

In their free time, Kim and Sylvester look forward to opportunities to travel and explore new destinations.

They also like taking on projects around their home. Other free-time favorites include fishing, visiting local restaurants, and spending time relaxing together along with their beloved dog, Casey.

When it comes to giving back, Kim enjoys supporting Interfaith Ministries, Open Door Ministries, Dress for Success and most recently Konnections, a company started by her daughter caring for children with autism.

#### TAKING TIME TO CARE

Those who have a chance to get to know and work with Kim appreciate the way she takes

“One of the things I would say to new people in the business is to be ready to work for what you want,” she advises. “Sometimes, new REALTORS® think they are getting into the business and that deals will fall into their laps. It takes time and work.”

She also advises about the importance of taking part in as much training and mentorship as possible to ensure a full understanding of the business. She stressed flexibility is the key to success when selling real estate.

Kim’s favorite quote is by Maya Angelou:

“I’ve learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

With integrity, honesty and transparency, Kim Cowans makes an undeniable impact on the world around her, taking joy in sparking results.



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