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A photograph of Robin Metzler, an older woman with short, styled grey hair, wearing large, dark-rimmed glasses and a light-colored, textured knit cardigan over a white top. She is smiling warmly at the camera. The background is a blurred interior space with wooden elements and bookshelves.

Robin Metzler

PHOTO BY JEN RUGGLES



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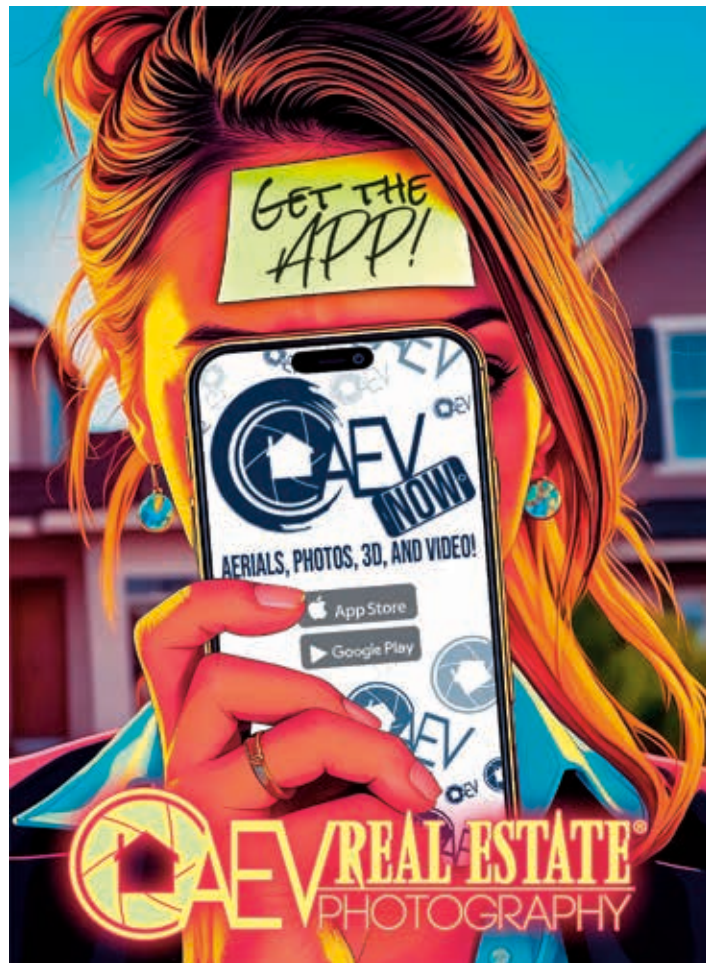
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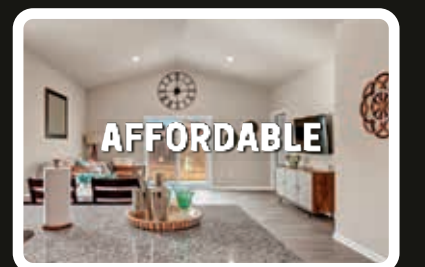
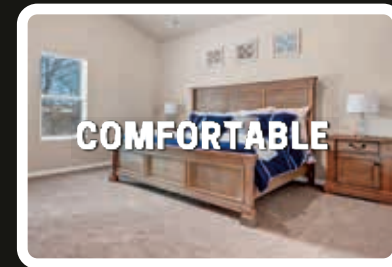


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Going Beyond

Robin Metzler has spent 25 years in the real estate industry, building a reputation that goes far beyond transactions. With a genuine passion for helping people, Robin's journey in real estate has been a story of personal connection, service, and, most importantly, relationships that go the extra mile.

From Real Estate to Real Estate, Robin Metzler has spent 25 years in the real estate industry, building a reputation that goes far beyond transactions. With a genuine passion for helping people, Robin's journey in real estate has been a story of personal connection, service, and, most importantly, relationships that go the extra mile.

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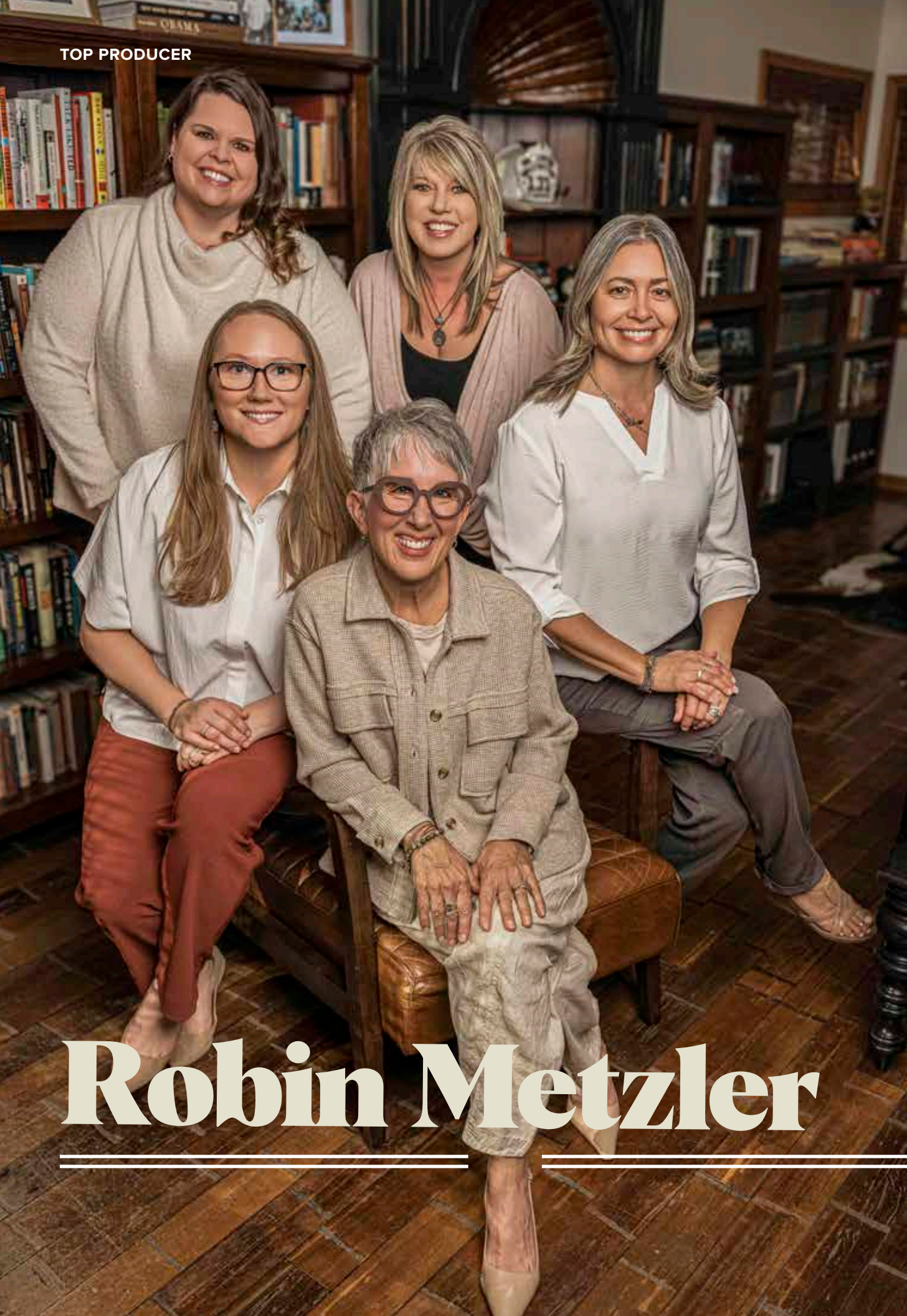
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Robin Metzler

Going Beyond

PHOTOS BY JENNIFER RUGGLES • WRITTEN BY DAVE DANIELSON

Robin Metzler has spent 25 years in the real estate industry, building a reputation that goes far beyond transactions. With a genuine passion for helping people, Robin's journey in real estate has been a story of personal connection, service, and, most importantly, relationships that go the extra mile.

From Retail to Real Estate

Born in Wichita, Kansas, Robin's childhood was shaped by a few pivotal moves. After a brief stint in Houston, Texas, her family relocated to Dodge City, Kansas, where she would spend her high school years. Her academic journey took her to Wichita State University, but her career took off in retail management, a role that would serve as the stepping stone for her future in real estate.

"I really loved the marketing and staging aspect of getting stores ready for a grand opening," Robin recalls. "I also helped troubleshoot struggling stores, and I found a lot of joy in re-energizing teams and seeing them succeed."

However, as her children entered middle school, Robin knew she needed a job with more stability and less travel. After a brief foray into a few fun jobs—including one at the Sedgwick County Zoo where she drove the

train and boat—Robin took a position at the American Cancer Society.

It was during her own home-buying journey, when she worked with Susan Swartzendruber, that Robin realized she had found her calling. "Susan was kind, genuine, and she truly cared about helping us," Robin says. "That's when I knew this was something I could do."

A Leap of Faith into Real Estate

In 2000, Robin decided to turn her passion for helping others into a career. After obtaining her real estate license, she was introduced to Frank Stucky of Coldwell Banker, who would become her biggest cheerleader. From there, Robin began building her career. Later, she joined Berkshire Hathaway PenFed Realty, where her business began to flourish.

"I feel extremely grateful to be a part of this company," Robin reflects. "It really

helped my business grow like I never expected." But success didn't come alone. Robin found herself surrounded by an incredible team, starting with Kylie Dillon, her right-hand for years, who eventually transitioned into a full-time agent herself. Then came Cree Gillispie, whose organizational skills and marketing prowess brought a whole new level of efficiency to the business. Today, Robin's team includes two rising stars, Emily Kepley and Carol Budde, who are already making their mark.

"I am so proud of my team," Robin says. "They each bring something unique to the table, and together, we're focused on making every interaction a positive one."

The Relational Heart of Real Estate

For Robin, the most rewarding aspect of her career is the relationships she's built along the way. While real estate can sometimes feel transactional,



"I AM SO PROUD OF MY TEAM.

They each bring something unique to the table, and together, we're focused on making every interaction a positive one."



“Real estate can easily become a 24/7 job, but I’ve learned that having a great team and utilizing technology helps keep things running smoothly.”



Robin has always placed an emphasis on truly caring for people. Robin’s commitment to going above and beyond is what sets her apart.

“We’re not just in the business of selling homes; we’re in the business of making people’s lives easier,” she says. “We always strive to make sure our clients’ needs are met—and often, that means going beyond just the property transaction.”

She points to a recent review from a client who praised her for treating everyone like family. “It’s what I strive for every day. I want people to feel like they’re part of something bigger—something that’s grounded in respect, kindness, and care,” she says.

Work-Life Balance and Teamwork

One of the challenges that Robin has had to overcome in her career is finding balance. With a business that demands so much of her time, Robin had to develop ways to manage her time effectively and set boundaries to protect her personal life.

“It’s important to carve out time for yourself,” Robin says. “Real estate can easily become a 24/7 job, but I’ve learned that having a great team and utilizing technology helps keep things running smoothly.”

She credits much of her success to the women she works with, who have helped create a supportive, efficient work environment. “I couldn’t do it without them. They’re not just team members—they’re friends who genuinely care about our clients and each other.”

A Family-Oriented Approach

When it comes to her personal life, Robin cherishes her family above all else. She and her husband have three grown children, three grandchildren, and a dog named Walt Whitman. The family enjoys spending time together in the great outdoors, especially in the mountains of Northern Colorado. The mountains are a place of strong connection and peace for her and her family.

“Our family is everything,” Robin says. “We love spending time together and creating memories that last a lifetime.”

Robin also finds joy in serving others. “I love to serve quietly in the background,” she says. “There are so many needs around you, and I try to find them wherever I can.”

The Importance of Listening

Robin’s advice to new agents is simple yet profound: never waste a transaction. “Even the hardest, most

emotional transactions teach you something,” she says. “Deep listening is the key to truly understanding what people need. When we meet people where they are, we can serve them as human beings—not just as clients.”

She also encourages new agents to treat every client like you would your own family or friend. “It’s easy to get caught up in the transaction, but at the end of the day, it’s the relationships that matter. If you can build trust, you’ll be rewarded with referrals and lifelong connections.”

Looking Ahead

As Robin looks toward the future, she continues to focus on making each encounter meaningful. “Success is about treating people with kindness, respect, and generosity,” she says.

“I want every person I interact with to feel like they’ve gained something from our time together.”

For Robin, real estate is more than just a career—it’s a way to make a lasting impact on the people and communities she serves. Whether through a successful transaction or a simple act of kindness, Robin is committed to making a difference, one relationship at a time.

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Blaine Rodman and Cutco Gifts

The Gift of Lasting Connections



Image by Kelly Remacle

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As an Independent Cutco Gifting Professional, Blaine has spent over 12 years helping real estate agents and businesses show appreciation to their clients in a way that lasts. His approach is simple: offer high-quality, American-made products that clients will use for years to come while helping agents stay top of mind. Blaine recently shared insights into his work, why he loves what he does, and how Cutco can benefit agents and their clients.

Q: Blaine, tell us about your background and how you got started with Cutco.

Blaine: "I graduated from Cutco training the same week I graduated from high school, which was about 12 years ago. At that point, I knew I had found something special. Cutco really stood out to me because of the product quality and the company's values. Over the years, I've continued to grow with the company, and now

I help real estate agents and businesses systemize their client and referral appreciation programs."

Q: What do you love most about what you do?

Blaine: "I'm a people person, and I absolutely love meeting new people and making new friends. The best part of my work is seeing how much of a positive impact these gifts can have on both agents and clients. The products themselves are high quality—there aren't a lot of products that you can buy and use every day and never have to buy again. In a society where so many products are cheaply made and disposable, it's rewarding to work with a company like Cutco that goes against that grain."

Q: How would you describe what you do and the products you offer?

Blaine: "I help agents and businesses systemize their client appreciation and referral programs. This saves them time because they don't have to go searching for gifts, and it also saves them money because of the tax savings they get when they use an engraved product like Cutco. We offer high-quality, American-made kitchen knives and tools that can be personalized with an agent's information, so clients

always have the agent's contact details right at hand."

Q: Can you explain how the tax benefit works for agents using Cutco products?

Blaine: "Agents are normally limited to only a \$25 write-off for closing gifts. Since Cutco products can be engraved with the agent's name, phone number, and other contact information, they can be 100% deductible as marketing/advertising. Most agents spend \$100 to \$250 per closing on gifts, and I help them divert that money into something that's not only high-quality but also American-made and guaranteed to last a lifetime. Cutco is the lowest-cost-per-touch gift available. The average household uses a knife at least four times a week. Even if they only use it once a week, that's 52 uses a year, multiplied by several years. This adds up to incredible value."

Q: Some agents don't give gifts at all, and others give gift cards or bottles of wine. Why should agents go the extra mile and give a quality, engraved gift?

Blaine: "The difference is that in real estate, agents market themselves and their business. They're perceived as masters of marketing and brand awareness. A gift like Cutco creates a lasting impression. Your dentist, for example, isn't marketing themselves in the same way. But as an agent, you want to stand out. A high-quality, engraved gift shows that you care and puts your brand in front of your clients for years to come. It's an investment in building a relationship that lasts."

Q: How does giving a gift like Cutco lead to more business, instead of just handing out a gift card or bottle of wine?

Blaine: "The key to Cutco gifts is that they're used frequently, and they end up in the heart of the home—the kitchen. That means they naturally create conversation about your business every time they're used, even though you aren't there. The next time someone asks about the knife, they'll hear about you and your services. It's a way to market your business organically, through

word of mouth, and that's one of the most powerful forms of marketing. Plus, because it's such a high-quality item, it keeps your name top of mind for years."

Q: Can you speak to the impact of providing this type of gift?

Blaine: One of the most powerful statistics I've come across is that only about 24% of people can remember their real estate agent's name after two years. Cutco helps with top-of-mind awareness, because the client is constantly seeing the agent's name engraved on a quality product. Gifts like gift cards or wine don't have that kind of longevity. And that's really what sets Cutco apart—it's a gift that keeps on giving, long after the deal is done.

A Wonderful Life

Away from work, Blaine enjoys time with his fiancé, Erin.

"Erin is a huge help with the backend of the business. She assists with shipping, responding to emails, and handling administrative tasks. Having her by my side allows me to focus on meeting with clients and growing the business. We make a great team."

In his free time, Blaine enjoys traveling, camping, hiking, rock climbing and photography.

"I played soccer in college at Friends University, and I finished my degree at Wichita State University

with a bachelor's in biology and a minor in chemistry. Soccer is still one of my favorite pastimes, and I love capturing the world around me through photos."

Blaine goes above and beyond to serve at the highest level, whether that's providing prompt service, personalized recommendations, or making sure his clients are taken care of.

As he says, "Most people I work with become friends. I genuinely enjoy making those connections, and I strive to build relationships that last long after the transaction is over."

For Blaine Rodman, it's all about offering real estate agents a thoughtful and effective way to stay connected with clients. By providing high-quality, personalized gifts that have real, lasting value, Blaine helps agents maintain relationships and keep their business growing for years to come.

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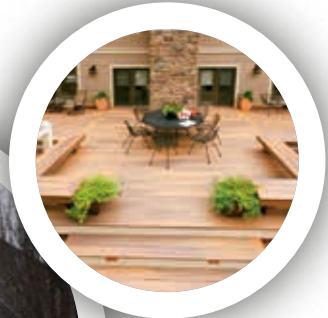
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Jemmima Wanjau

Honor + Purpose

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON



Jemmima Wanjau is a dynamic force in the Wichita real estate market, blending expertise with a genuine passion for helping others. With over 13 years of dedication, Jemmima has earned a reputation as a trusted, knowledgeable broker committed to building lasting relationships.

Whether guiding first-time homebuyers towards the milestone of homeownership or helping seasoned investors secure their next property, Jemmima's approach goes beyond the transaction. With extensive ability as a real estate

agent, she crafts seamless, transformative experiences, ensuring that every client feels heard, valued, and empowered.

A Journey Rooted in Hard Work

Born and raised in Kenya, Jemmima's love for real estate began long before she moved to the United States. Growing up, she helped her father manage his rental properties, gaining firsthand experience in construction and maintenance. "I even carried cement bags during renovations," she recalls. "It taught me the value of hard work."

Jemmima's path to real estate was unconventional. After earning a Bachelor of Science in Criminal Justice and a minor in Political Science from Wichita State University, she initially pursued a different career. However, her real estate journey truly began when her daughter started school. "When my daughter turned four, I realized I needed a career that offered flexibility while allowing me to be fully present for her. That's when I decided to turn my passion for real estate into a reality," she explains.





Her enterprising spirit, combined with her desire to help others, made real estate the perfect fit. “Real estate allows me to connect with people from all walks of life, guiding them through one of the most significant decisions of their lives. It’s incredibly fulfilling to help families create stability and unlock new opportunities through homeownership.”

Building a Business, One Relationship at a Time

Jemmima Wanjau has built a thriving real estate business founded on genuine relationships. “I’m in the people business, not the real estate business,” she says. “It’s about creating lasting

connections and helping clients achieve their goals.”

A defining moment in her career came when she took the leap from a national brokerage to founding Jemmima International Realty. “The trust and loyalty of my clients gave me the courage to take that step,” she explains. “I wanted to create a business that reflects my values, integrity, resilience, and a meaningful impact on the community.” As a solo agent, Jemmima engages in every aspect of her business, from helping first-time buyers find their dream homes to guiding seasoned investors through complex transactions.

“I work with everyone and stay current on trends to serve my clients better.”

One of her standout achievements was securing a zoning change for the NW corner of 21st and Oliver, one of Sedgwick County’s most contentious zoning cases. “Representing my client at the MAPC meeting, I felt a deep sense of responsibility,” she recalls. “The passionate community engagement at a late DAB meeting showed me

how collaboration can lead to success.” Looking ahead, Jemmima is focused on projects that prioritize sustainability and community growth. “I want to create developments that leave a lasting legacy in both the structures and the communities they serve.” For Jemmima, the most fulfilling part of her work is the lasting relationships she’s built. “When clients trust me with their family and friends, it’s a testament to the impact we’ve made together.”

A Mentor’s Influence

While Jemmima has built a thriving business on her own, she credits much of her success to the guidance of mentors. “My parents and especially my mother has been my greatest mentors,” she shares. “My mother embodies resilience, entrepreneurship, and wisdom, while her contagious laughter fills every room. Watching her build strong relationships with her clients has inspired me to bring those same values into my work.”

She also credits Michael Marks, whom she calls her “American father,” for opening doors to new opportunities. “Michael taught me how to think quickly on my feet and creatively solve challenges to close deals. His mentorship has been transformative,” Jemmima says. “I’m grateful for the networks he introduced me to and the invaluable lessons he’s shared.”

Balancing Family and Business

One of Jemmima’s greatest challenges has been balancing her demanding career with her family life. “When my daughter was younger, I made it a priority to be present for attending school events, helping with homework, and simply being there,” she says. To manage her time effectively, Jemmima developed strict strategies, waking up early,



“I wanted to create a business that reflects my values, integrity, resilience, and a meaningful impact on the community.”

setting clear boundaries, and even putting her phone on “Do Not Disturb” in the evenings. “It’s about intentional living,” she explains. “By managing my time with purpose, I’ve been able to give my clients the same level of commitment that I give my family.”

Her daughter, Cassilda, is now a senior at Wichita Collegiate and dreams of pursuing a career in law. “Cassilda has always been part of my real estate journey, often coming to showings with me and spending time at the office,” Jemmima says. “It’s been rewarding to have her involved and to see her grow into a young woman with big aspirations.”

Making a Difference in the Community

Jemmima’s passion for helping others extends far beyond her clients. She is deeply involved in volunteering, particularly with the International Rescue Committee (IRC), a nonprofit organization that aids people affected by conflict in integrating into new communities. “My daughter and I volunteer with the IRC, and it’s been incredibly fulfilling to give back and make a positive impact,” she shares. “Contributing to causes that help others find stability and opportunity is important to me.”

In addition to her work with the IRC, Jemmima also serves her local church and community. “I believe in the power of service,” she says. “It’s not just about what I do in my business; it’s about

how I can make a meaningful difference in the lives of others.”

Looking Ahead: Growth and Legacy

Jemmima is focused on expanding her business and venturing into real estate development. With her new Class A General Contractor’s license, she’s excited to take on projects that make a real impact. “I’m looking forward to creating developments that meet market needs and make a difference,” she shares.

Her long-term vision is to leave a legacy by helping clients navigate challenges, negotiate complex deals, and provide unwavering support. “I want to be remembered for my determination, authenticity, and for always prioritizing my clients’ best interests,” she says. As her daughter heads off to college, Jemmima is eager to grow her business and shape the future.

And a fun twist: “I can’t ride a bike yet! But I’m determined to learn this year!”

The Key to Success

Jemmima defines success as doing what aligns with her values and finding joy in the process. “Success isn’t about hitting a specific milestone; it’s about growth, making a difference, and enjoying the journey,” she says. “If you’re laughing, learning, and creating something meaningful, you’re already winning.”



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Lyndsey

Gould

Passion for People

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

When you talk with Lyndsey Gould, it's easy to see the passion she has for people.

Today, as a Sales Associate with JP Weigand Commercial Division, Gould is known for her enthusiasm, dedication, and unwavering drive to support her clients in every transaction.

Getting Her Start

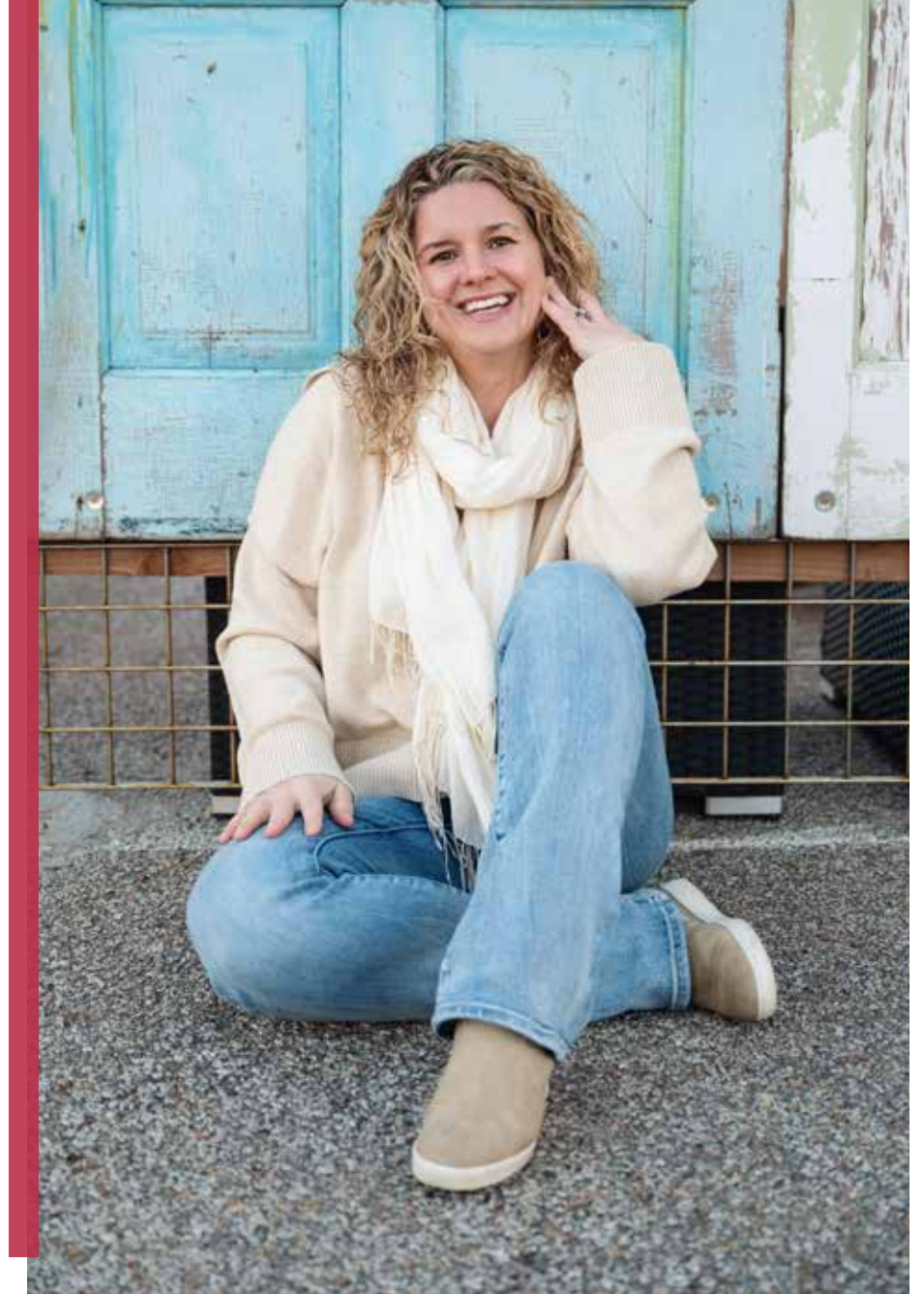
Although Gould's path to becoming a real estate agent might seem unconventional, it's one that makes perfect sense when you look at her background. Her degree is in biochemistry, a far cry from the world of real estate. But for years, her friends had been urging her to take the leap into the industry.

"Real estate was something I had always loved, along with architecture," Lyndsey explains. "My friends told me for years that I should be an agent, but I never wanted to take the plunge."

Instead, she spent the next chapter of her life as a stay-at-home mom for 14 years, focusing on raising her family.

However, like many during the COVID-19 pandemic, her life was disrupted in unexpected ways. She contracted the virus and found herself quarantined at home. With some extra time on her hands, she decided to finally pursue her long-time interest in real estate. "I studied for the real estate exam while I was sick and quarantined," she says. "I thought it was the perfect time to take the plunge."

Lyndsey earned her real estate license in January 2022, but with the excitement of starting her new career came the challenge of figuring out what to do next. "I had my license, but then I thought, 'Now what?'" she recalls. "I had to learn my



market, meet my market, and then learn how to sell to my market."

Building a Career from the Ground Up

Starting in real estate at a time when the industry was still adapting to the pandemic presented its own set of challenges. Lyndsey found herself not only navigating a new career but also learning how to establish herself in a competitive market. "It was a lot of trial and error at first," she admits. "I had to figure out how to connect with people and what strategies worked best in my area."

But her natural drive and passion for helping others kept her moving forward.

"I'm a naturally driven person," she says. "I truly want to help people. I've always been the type of person who gets satisfaction from making a positive difference in someone's life."

Gould credits much of her early success to the guidance of her mentor, Grant Tidemann. "He's been invaluable to me," she says. "Grant always tells me that no deal is too small. That advice has stuck with me, and it's how I approach every situation. I want to help people, no matter how big or small the deal may be."

A People-Centered Approach

For Lyndsey, real estate is about more than just buying and selling properties;

it's about building relationships and serving her clients. "I tell people regularly that I'm not in the real estate business. I'm in the people business," she says with a smile. "The best part of my job is connecting with people and helping them through what can be a very stressful process. Whether it's a first-time buyer or an experienced investor, I love being there to guide them through every step."

Her ability to connect with people comes naturally. "I'm known for having a lot of energy and positivity," she shares. "People often say my attitude is contagious. I like to bring energy to everything I do, and I think that helps my clients feel more at ease." Gould's infectious enthusiasm is one of the reasons clients and colleagues alike enjoy working with her.

A Family-Oriented Life

Away from work, Lyndsey's life revolves around her family. She is married to Steven Gould, a children's dentist, and together they have three children: Beaux, a son who is a junior in high school; Jaylee, a daughter who's a freshman; and Trey, their third-grade son. "We're a very athletic family," Gould says. "We love sports, and we spend a lot of time together traveling and staying active."

Gould herself is a certified cycle instructor at the YMCA, which speaks to her commitment to both fitness and community involvement. "I love to travel, bake, and I'm growing a love for cooking," she adds. "But as a family, we really enjoy getting outdoors and being active together."

Balancing Work and Giving Back

In addition to her professional and family life, Lyndsey also finds time to give back to her community. She volunteers with her local school system, helping in whatever way she can to support students and families. "It's important to me to give back," she says. "Whether it's volunteering or just being there for my clients, I believe in the power of community."



Words of Wisdom for Aspiring Agents

As someone who has navigated the early stages of her real estate career, Gould has valuable advice for those looking to break into the industry. "It's not easy," she cautions. "A lot of people underestimate how hard it is to get started in this business. You get out what you put in. If you don't love it, it's going to be a lot harder to succeed."

She also emphasizes the importance of knowing your market and being prepared for every opportunity. "There's nothing worse than getting an opportunity and not having the answers," she says. "Take the time to learn your market, and don't be afraid to ask questions. And find a mentor."

Mentors are priceless. If you can find someone who will take you under their wing, take them up on it."

Facing Challenges Head-On

One of the qualities that sets Lyndsey apart is her willingness to face challenges directly. "I'd rather tell someone bad news and try to fix it than to not hit the problems head-on," she explains. "I believe that honesty and transparency are crucial in building trust with my clients."

Congratulations to Lyndsey Gould for the vital impact she has on her clients and community each day. And it all begins with her genuine passion for people.

"A lot of people underestimate how hard it is to get started in this business. You get out what you put in. If you don't love it, it's going to be a lot harder to succeed."



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FAQ about *Wichita Real Producers*

Ever since we launched *Wichita Real Producers* in September 2019, I've heard some repeating questions from many of you. Hopefully, this brings some clarity to what we do, how we do it and why we do it. Remember, my door is ALWAYS open to discuss anything regarding our real estate community — this publication is 100% designed to be YOUR voice!

Q: Who receives this magazine?

A: The top 300 Real Estate Agents in Wichita and surrounding areas based on reported performance from the previous year, 1/1/24 - 12/31/24. We cut off the list at #300. As you might imagine, this list changes each year, with a rate of 20% new agents. However, every single agent and a large majority of the commercial agents receive the digital publication on the first of each month via email. *If you aren't receiving these monthly emails, reach out to me.*

Q: What is the process for being featured in this magazine?

A: It's really simple — your fellow peers have nominated every featured agent over the last 67 monthly publications. You can nominate or be nominated by other agents, affiliates, brokers, owners, or office leaders. A nomination currently looks like this: you email us at samantha.lucciarini@n2co.com with the subject "Nomination: (Name of Nominee)." Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. Once the timing is right, the next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion.

Q: What does it cost to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! This is NOT a pay-to-play model.

Q: How can I write an article to be printed?

A: If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to the *Wichita Real Producers* community, please email me. Even if you don't consider yourself a prolific writer, let's talk! I have professionals on staff to help.

Q: Who are the Preferred Partners?

A: Anyone listed as a "Preferred Partner" or "Trusted Trade" in the index at the front of the magazine is an integral part of this community. They will have an ad in every issue of the magazine, attend our monthly events, and are a part of our private Facebook group. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One, or several, agents have personally referred every single Preferred Partner you see. We won't even take a meeting with a business that has not been vetted by one of you and has your "stamp of approval," in a sense. Our goal is to create a powerhouse network not only of the best agents in the area but the best businesses as well so we can all grow stronger together.

Q: How can I refer a local business to join WRP as a Preferred Partner?

A: If you want to recommend a local business that would like to work with more top real estate agents, please email me at samantha.lucciarini@n2co.com and introduce us! Your referrals are the only way we can grow and strengthen our community. It's much appreciated!

Q: Is there additional recognition for being a 2025 Wichita Real Producers Top 300 Agent?

A: Absolutely! Just visit our website (listed above) for your badge, pictured below. Feel free to use this on any of your marketing or social media. You don't have to brag about how great you are... that's our job!



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Will King

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Each of us have dreams and goals for the future. When we realize them, it's like striking gold. Luckily, you have a trusted partner on your side to help your clients seize golden opportunities—Will King, with Gold Mortgage, a division of Canopy.

New Steps Forward

Known as the Kansas Loan Man, Will King has a reputation for being a deal-saver and a problem-solver, consistently bringing a game-changing approach to the mortgage business. Recently, he joined the team at Gold Mortgage, further expanding his ability to help clients navigate complex financial situations.

“This has been a fantastic move,” Will shares. “We’re able to offer our clients and partners great products along with the same level of exceptional service I’ve always been committed to providing. That’s what excites me the most about what I do—figuring out solutions and winning. I thrive on challenges and love the puzzle-solving aspect of it. I’m often called a numbers geek, and I fully embrace that. My knack for numbers allows me to break down a situation and reverse engineer it to find a solution.”

Passion for the Profession

Will’s journey into the mortgage industry started in a rather unexpected way. A close friend

recommended him for a position where he worked with banks, helping them think outside their traditional lending processes. He quickly discovered that he had a talent for phone sales, which ultimately led him into loan origination.

What truly sets Will apart, however, is his ability to combine a deep understanding of finance with a passion for helping people. His clients often note his impressive skill at connecting with individuals and finding the right numeric solutions to get them to the closing table. His attention to detail and dedication to overcoming obstacles make him a standout in his field.

“I love the challenge of navigating complex situations,” Will says. “When people come to

me, they often have a vision of what they want but aren’t sure how to get there. I work to make that vision a reality. It’s incredibly rewarding to help people achieve their goals.”

Wonderful Life

Outside of work, Will leads a rich and fulfilling life. His family is a central focus, and he’s proud to spend time with his children—Zach, Anna, Joshua, and Rachel, along with his granddaughter, Hazel, whom he calls Hazelnut. Whether it’s cheering them on at sporting events or simply enjoying quiet moments together, Will treasures the time he has with his kids.

Beyond family life, Will finds joy in music. He’s an avid karaoke enthusiast and regularly hits the stage at two of his favorite





spots—A&J Music Room and Vorshay’s Lounge. His love for singing adds a fun and creative outlet to his busy life, and it’s clear to those who know him that he approaches everything with a sense of enthusiasm and positivity.

Those who work with Will appreciate not only his expertise but also his engaging personality. He’s known for his fun-loving nature, sincere approach to relationships, and, of course, his unwavering determination to solve problems. “When I think about my work, what drives me is protecting my partners’

and clients’ time,” Will explains. “I’m committed to helping them achieve their goals and carrying each deal all the way through to the end. It’s important to me that I make their lives easier and improve their overall experience.”

A Partner You Can Trust

As you seek a partner who is committed to your clients’ success, look no further than Will King, the Kansas Loan Man.

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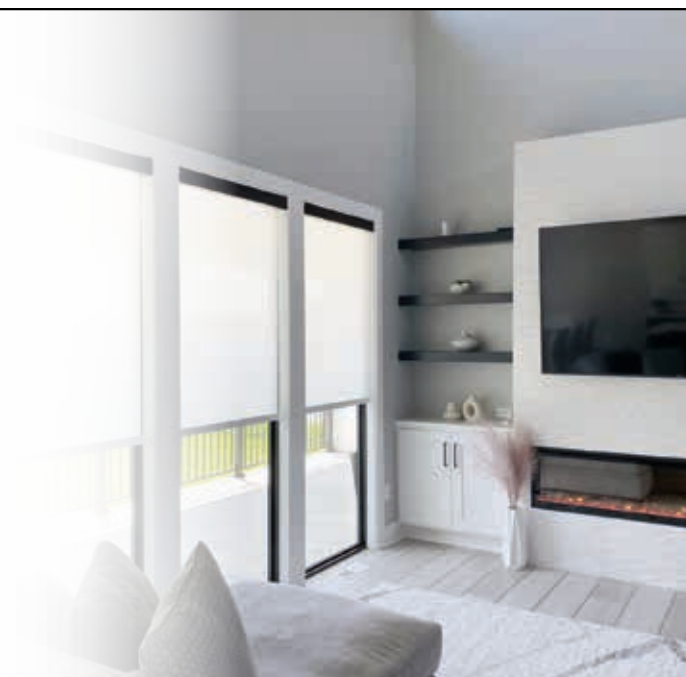
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BY DAVE DANIELSON

Brandon Le, a real estate agent with NextHome Excel, may be only 26 years old, but his journey in the industry speaks volumes about his resilience, work ethic, and determination to succeed.

Whether through his work in real estate, training for an Ironman, or pursuing bodybuilding competitions, Le's story is about taking on challenges and consistently pushing the boundaries of what's possible.

A Strong Foundation in Real Estate

Brandon's connection to real estate began long before he became a licensed agent. Raised in a Vietnamese household, he was exposed to the world of real estate early on. "My parents both moved here from Vietnam when they were in their teens. They started renting properties, and I grew up being around

real estate—whether it was doing maintenance, showing units, or picking up rent," Le recalls.

As a first-generation American, Le's upbringing instilled a strong work ethic and a practical understanding of property management. His early exposure to the field would later fuel his decision to pursue a career in real estate. However, his path wasn't always linear.

Initially, Le enrolled in college with plans to become a CPA. "I've always been good with numbers," he says. "I was planning to do tax work." But after a few

semesters, he encountered a roadblock—a class he didn't pass. "That was when I drew the line. I decided to take a break from school and jump into real estate full-time." It was a decision that would set the stage for his success.

Thriving Through Challenges

Le entered the real estate world at a time when the landscape was about to change drastically. He obtained his license in late 2019, just months before the COVID-19 pandemic forced the world to adapt.

"I got a few months of normal business, and then everything changed," he recalls. "I had to restructure my business

completely to survive and thrive during the pandemic. It wasn't easy, but I learned so much. My takeaway from that experience is that if I could sell houses during the pandemic, I can sell houses any time."

Being only 19 years old when he first started selling real estate, Le had to learn quickly. "It was tough," he admits. "I was young, and people didn't take me seriously at first. But I kept pushing. I've always considered myself an endurance-based athlete, and that mindset transferred into my business. I knew that nothing worth having comes easy. If I kept grinding, I would see results."

An Athlete's Mindset

Le isn't just an athlete in his professional life—he's also an endurance athlete in his personal life. Currently training for an Ironman triathlon and preparing for a bodybuilding competition, he applies the same disciplined approach to his fitness as he does to his career.



"I love the process of the grind," he says. "Nothing happens overnight. The work you put in now pays off later, and that's how I approach everything in my life."

Le's commitment to personal growth extends beyond physical fitness. "I'm big into personal development," he shares. "Even if I'm not talking real estate with someone, I love connecting with people, hearing their

stories, and finding ways to help. Networking is key, and I'm always striving to be better at it. It's one of the best parts of the job for me."

Growing the Business

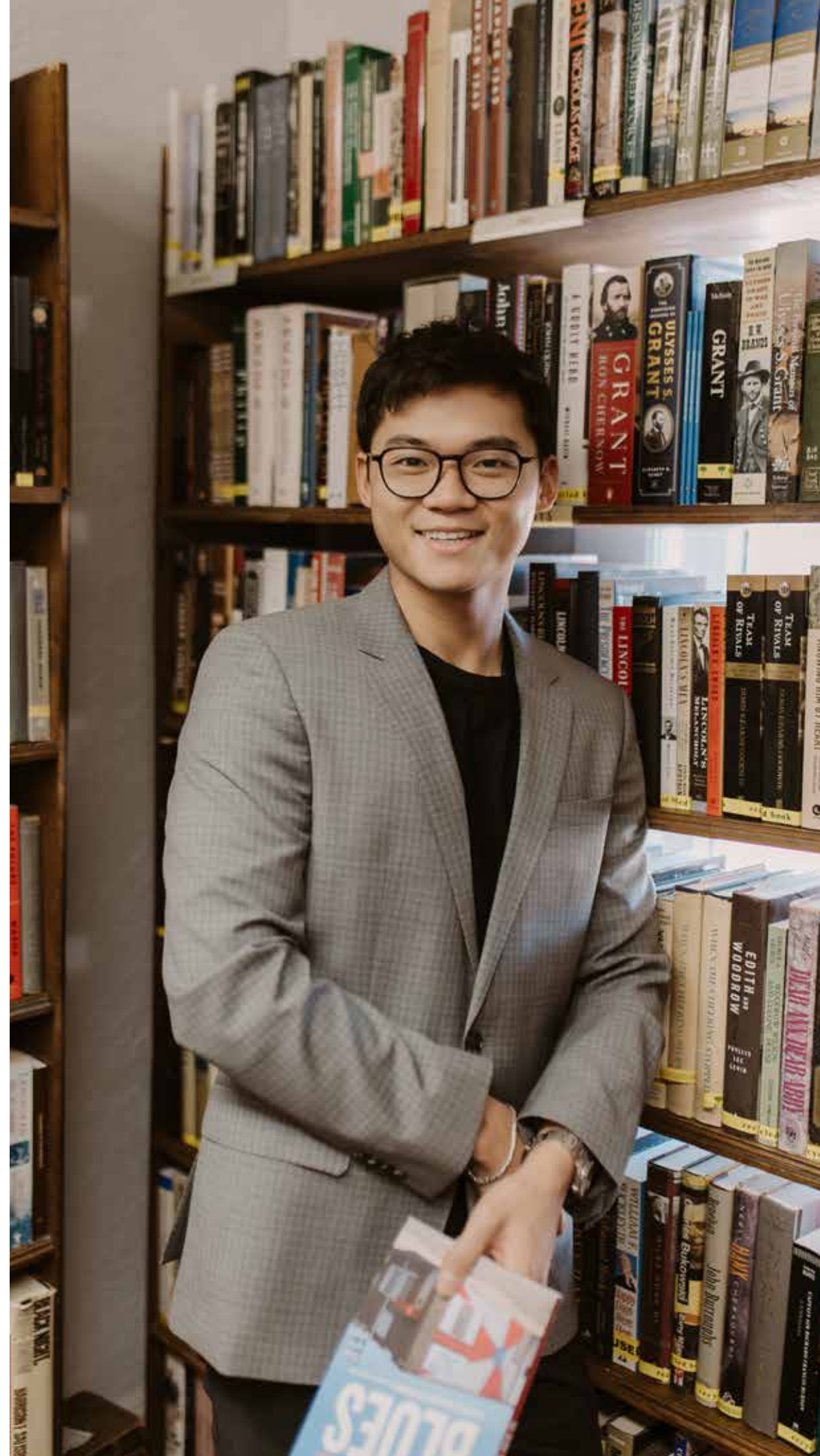
Le's business has grown consistently since he started. "Every year, my business has doubled, and that's because of hard work," he says. "It's been about taking the lessons from my setbacks and applying them to move forward. I'm

not the type of person who looks for shortcuts. I'm in it for the long haul."

His real estate niche focuses on new construction and new builds, an area he's passionate about due to its potential for growth. He enjoys the process of helping clients find new homes and seeing the development of entire communities. His ability to connect with people, coupled with his extensive knowledge of the market, has earned him a reputation as a reliable agent who truly cares about his clients' best interests.

A Family Man at Heart

Beyond business, Le is a family-oriented individual. Raised in a household with his mother and three sisters, he's the only boy in the family. "My family has been a huge support system for me throughout everything," Le says. "My mom taught me the value of hard work, and she always said, 'If you're going to do something, do it right.' That quote has stuck with me throughout my life, and I apply it to everything I do."



“**NOTHING HAPPENS OVERNIGHT.**”

In his free time, Le enjoys staying active. "I love snowboarding, golfing, playing basketball, and, of course, competing in Ironman events and triathlons," he says. "Being active keeps me grounded and helps me stay focused."

Words of Wisdom

When asked about advice for others looking to break into the real estate industry, Le emphasizes the importance of self-belief and perseverance. "You have to have faith in yourself and be confident in your abilities," he advises. "Get out there and put yourself in positions to succeed. Networking is everything—don't be afraid to talk to people, learn from them, and put in the work."

Le's dedication to his clients and his craft is clear. "I'm the guy who always looks after my clients' best interests," he says. "I'm determined to see every transaction through and to make sure that the process is as smooth as possible for everyone involved."

For Brandon Le, success is not just about closing deals; it's about building lasting relationships, continuing to grow, and finding joy in the journey—whether it's through real estate or his personal pursuits.

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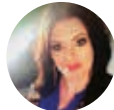
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