

WICHITA

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

TOP PRODUCER

**Braden McCurdy &
Megan McCurdy Niedens**

McCurdy Auction

RISING STAR

Michael Unruh and Cadin Limon

CELEBRATING LEADER

John McKenzie

SPONSOR SPOTLIGHT

Grace Peterson KS State Bank

CHARITY SPOTLIGHT

Carpenter Place

DECEMBER 2019

Happy Holidays

Thank you, REALTORS[®], for the opportunity to serve you and your valued clients throughout 2019.

Cheers to a joyful and prosperous new year and new decade!

Wishing you all our best,

Your Trusted Real Estate Team

MeritrustHomeLoans.com

Meritrust
HOME LOANS



▶ save the date

WICHITA REAL PRODUCERS[®] LAUNCH PARTY

We have set the date and location of the *Wichita Real Producers Launch Party!*

We are kicking 2020 off right and this event is going to be an absolute blast. We will have the best real estate professionals in our market in attendance, so you do not want to miss this!

Put the event in your calendar right now, and clear your schedule. Seriously, I mean it. Stop, do it now...I'll wait. Did you do it? Okay, great!

We look forward to seeing you there.

JANUARY 22ND, 2019 12PM-3PM

MARK ARTS

1307 N. ROCK ROAD WICHITA, KS 67206



More details to come. However, you can expect free food, drinks (of course), music, red carpet, and a ton of local Top Agents and Trusted Business Partners keeping it classy.



TABLE OF CONTENTS



06
Preferred Partners



08
Calendar of Events



11
Publisher's Note



12
Cover Story
The McCurdys



18
Rising Stars
Cadin Limon & Michael Unruh



24
Sponsor Spotlight
Grace Peterson



30
Celebrating Leaders
John McKenzie



36
Charity Spotlight
Carpenter Place



40
Real Games

MEET THE WICHITA REAL PRODUCERS TEAM



Samantha Lucciarini
Owner/Publisher
316-258-4855



Aaron Patton
Photographer



Tim Davis
Photographer



Jennifer Ruggles
Photographer



Adam Dreher
Videographer



Katherine Fondren
Ads Manager



Dave Danielson
Writer



Lanie Schaber
Writer



May the Joy of the Season Be Yours for the Holidays



If you are interested in contributing or nominating Realtors for certain stories, please email us at samantha.lucciarini@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The paid advertisements contained within the *Wichita Real Producers* magazine are not endorsed or recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies.

McEachern Ins and Fin Svcs Inc
Crystal McEachern, Agent
1133 S Rock Rd
Bus: 316-425-0925
crystal@callcrystalnow.com

With competitive rates and personal service, it's no wonder more drivers trust State Farm®. As your local agent, I'm here to help life go right.® LET'S TALK TODAY.



1708164 State Farm Mutual Automobile Insurance Company
Bloomington, IL



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**BLINDS: SALES/REPAIRS/
CLEANING**

Radical Bubbles
Ann Seybert
(316) 204-4694
radicalbubbles.com

BUILDER

Craig Sharp Homes
(316) 775-2129
craigsharphomes.com

Paul Gray Homes
Paul Gray
(316) 978-9047
paulgrayhomes.com

**CABINETS AND GRANITE
COUNTERTOPS**

Wichita Granite & Cabinetry
(316) 945-8880
wichitagranteandcabinetry.com

**COFFEE CAFE &
DRIVE-THRU**

Kookaburra Coffee
Edward Fox
(316) 683-0132
wichita.tradebank.com

**COUNTERTOPS –
GRANITE/QUARTZ**

Keystone Solid Surfaces
Cyle Barnwell
(316) 778-1566
keystonesolidsurfaces.com

DEVELOPER

Schellenberg Development
(316) 721-2153
schellenbergdevelopment.com

FLOORING

Designer's Home Gallery
Ben Henwood
(316) 440-8888
nouglyfloors.com

Jabara's Carpet Outlet
Jason Jabara
(316) 267-2512
jabaras.com

HOME INSPECTION

Maybee Property Inspections
Erik Maybee
(316) 630-0003
maybeeinspections.com

Pillar To Post
Jason Hancock
(316) 570-1444
pillartopost.com/jasonhancock

Precision Home Inspection
Shane Neal
(316) 755-5120
ksprecisioninspections.com

INSURANCE AGENCY

American Family Insurance

Dylan Hartnett
(316) 775-5522
agent.amfam.com/dylan-hartnett/ks/augusta

INSURANCE/FINANCIAL SERVICES

State Farm Insurance
Crystal McEachern
(316) 425-0925
callcrystalnow.com

**INTERIOR DESIGN &
HOME STAGING**

Dawn's Designs
Dawn Tucker
(316) 260-2064
dawnsdesignswichita.com

LENDER

US Mortgage Company
Will King
(316) 312-2936
kansasloanman.com

MORTGAGE

Gateway Mortgage Group
Kandi Jones
(316) 530-8123
gatewayloan.com/kandi-jones

KS State Bank
Grace Peterson
(316) 347-2209
gracehomeloan.com

Meritrust Credit Union
(316) 651-5152
meritrustcu.org

RCB Bank
Christy Almquist
(316) 247-7704
rcbbank.com

MORTGAGE BANKER

LeaderOne
Janie Carr
(316) 644-4749
janiecarr.mymortgage.site

MOVING / PACKING

Two Men And A Truck
Garret Petetman
(316) 558-5588
twomenwichita.com

PHOTOGRAPHER

Aaron Patton | Photographer
Aaron Patton
(316) 712-0937
aaronpatton.net

Jennifer Ruggles Photography
Jennifer Ruggles
(615) 415-3029
jenniferrugglesphotography.com

PHOTOGRAPHY

Tim Davis Photography
Tim Davis
(316) 250-7858
timdavisphotography.com

**PICTURE FRAMING &
RESTORATIONS**

L'image
John Maida
(316) 618-4839
laminpro.com

PLUMBING/HVAC

Frederick Plumbing Heating & Air Conditioning
(316) 262-3713
icalledfred.com

**REAL ESTATE
EDUCATION**

Career Education Systems
(316) 651-0652
careereducationsystems.com

**ROOFING &
CONSTRUCTION**

A & L Roofing
Art Lohrengel
(316) 721-5799
alroofing.org

**SOCIAL MEDIA
MARKETING/
MANAGEMENT**

Ashlin Marketing
Ashley Streight
(316) 253-7900
ashlinmarketing.com

STAGING

Serendipity Staging and Decor
Marcella Stanley
(913) 406-5980
serendipitywichita.com

TITLE COMPANY

Security 1st Title
(316) 267-8371
security1st.com

VIDEOGRAPHER

Adler Grey Videography
Adam Dreher
(316) 619-2620
adlergreyvideography.com



Redeem this voucher for
\$500 off
closing costs on
contracts written before
12/31/2019*

*Offer expires 12/31/2019, a completed application must be received by 12/15/2019 and the loan must fund prior to expiration.



KANDI JONES
Loan Originator, NMLS 543291
316.530.8123 Office
316.644.1309 Cell
2131 N Collective Ln, Suite C
Wichita, KS 67206
Kandi.Jones@GatewayLoan.com
GatewayLoan.com/kandi-jones

Contact Me Today!



Gateway Mortgage Group, a division of Gateway First Bank. Member FDIC. Equal Housing Lender. NMLS 7233. All loans are subject to program guidelines and final underwriting approval. \$500 lender credit will be given on final Closing Disclosure (CD). This offer is subject to change at any time without notice. Contact a local branch for more details.



▶ local events

CALENDAR OF EVENTS

Monday, December 16

9:00am - 12:00pm

Career Education Systems Continuing Education
3450 N Rock Road, Suite 404
Salesperson 3 Credit Hours: Organizational Skills

Monday, December 16

1:00pm - 4:00pm

Career Education Systems Continuing Education
3450 N Rock Road, Suite 404
Salesperson 3 Credit Hours: Networking
and Real Estate

Tuesday, December 17

9:00am - 12:00pm

Career Education Systems Continuing Education
Kansas Required Salesperson and Broker Core

Tuesday, December 17

1:00pm - 4:00pm

Career Education Systems Continuing Education
Kansas Required Broker Core

Wednesday, December 18

9:00am - 12:00pm

Career Education Systems Continuing Education
Salesperson 3 Credit Hours: Creating Wealth

Wednesday, December 18

1:00pm - 4:00pm

Career Education Systems Continuing Education
Salesperson 3 Credit Hours: 1031 Exchanges - Not
Just For Investors Anymore

Friday, December 20

6:00pm - 8:00pm

Santa and his Reindeer - Live Christmas Music
Kookaburra Coffee 9414 W Central
Music by Mandolin Monroe

**SPECIALTY COFFEE
MAKES EVERY
MEETING BETTER**

**PLUG IN TO
YOUR
COMMUNITY.**

www.kookaburra.coffee



**9414 W
CENTRAL AVE**



StateBank Hero Program

Heroic service deserves heroic benefits.

Veterans | Law Enforcement | Education | Firefighters

- \$0 Lender Fees*
- Available in 49 states
- Borrowers only pay third party closing costs

*Third party fees such as appraisal, title fees, insurance, etc. may apply

Learn more at homeloans.ksstate.bank/hero



Grace Peterson
Senior Mortgage Loan Originator
o: 316-347-2209 | c: 316-992-7003
gpeterson@ksstate.bank
NMLS: 459177

KS StateBank NMLS: 410602

MEMBER FDIC | EQUAL HOUSING LENDER

Serendipity
STAGING AND DECOR

A STYLE FOR EVERY STAGE



**A PROFESSIONALLY-STAGED
HOME SELLS FASTER,
AND FOR TOP DOLLAR.**

**WE OFFER STAGING
OPTIONS FOR BOTH VACANT
AND OCCUPIED HOMES.**

**CALL OR TEXT US TODAY!
(913) 406-5980**

WWW.SERENDIPITYWICHITA.COM

FOLLOW US ON
FACEBOOK AND INSTAGRAM



**Your one source for
full-service Blinds,
Patio Shades, and
Plantation Shutters!**

Sales, Installation, Cleaning and Repair!

Automation Specialists

Radical Bubbles

**HunterDouglas
Master Installer™**

RadicalBubbles.com

316.204.4694



Powerful First Impressions

Tim Davis
PHOTOGRAPHY

Professional Headshot
& Corporate Photography
www.timdavisphotography.com

▶▶ publisher's note

If you don't see the humor, create it

HAPPY HOLIDAYS FROM OUR FAMILY TO YOURS!

Firstly, I wanted to extend a warm welcome to our new photographer, and the latest member to join the *Wichita Real Producers* team—Jennifer Ruggles. Also, please be sure to check out our newest business partners: Jennifer Ruggles Photography, Mike & Ann Seybert of Radical Bubbles, Art Lohrengel of A & L Roofing, Shane Neal of Precision Home Inspection Services, Ashley Streight of Ashlin Marketing, and Jason Huang of Wichita Granite & Cabinetry. As you read through your *Wichita Real Producers* magazine, please take a moment to notice the trusted, local businesses that support your publication monthly and please consider giving them a chance to earn your business and partnerships.

As we prepare for the chilly weather and chaos of the holidays, I want to provide some lightheartedness and comic relief. Most Publisher's Notes would stereotypically talk about how to navigate the stress of holidays or how to pull off that Pinterest decor—or even how to get a head start on the inevitable New Year's resolutions awaiting us on the other side of 6-weeks being off schedule. Not this note. *As a friendly reminder, if you can find it on Google, I'm not putting it in our magazine.*

So here it is. Are you ready?

My goal during this holiday season is to keep a smile on my face and find the humor in every situation, and I challenge you to do the same. I know you seasoned agents don't see much of a decrease in your business in the winter months, so how on earth do you stay sane, happy, and manage to keep it all together?

If you struggle with that, let's try one simple shift this season: **actively look for reasons to smile or laugh. Every day.** Here is how I'm going to do it:

I'm far from the picture-perfect mom, but one holiday tradition I've decided to start this year is the *ornery* Elf on the Shelf. My 13-year old son has known for several years who the real Santa is. But, I must admit, I was sad when he came to the realization that the little elf, (affectionately known as Elfie in our family), who appeared in a new spot every morning was indeed, not full of North Pole magic, but full of mom's ability to remember to move him each night before bed. And thank goodness for the "you must have touched him, that's why he didn't move" loophole! Thanks to the always dependable Pinterest, I have ample ideas on how to start both our days off with a good chuckle. Picture Elfie an-

nouncing his return after a several year hiatus by clinging to the outside of the glass door with "I'm Back" spelled out in candy canes, or a gingerbread man's leg cut off (red icing for effect) with Elfie guiltily holding a knife.

My son, he is a reason for me to smile. As we count our blessings this year, I wanted to personally thank YOU, our REALTORS®, as our magazine would not be possible without your overwhelming support, participation, and amazing partnerships. Here's to a new year filled with reasons to smile, laugh, and support each other through the chaos!



Sincerely,
Your friend, publisher, and fellow
REALTOR®,
Samantha Lucciarini

Home Inspection the Pillar To Post way.



Whether your clients are buying or selling, a Pillar To Post Home Inspection will give them peace of mind about the home's condition. Choose from our exclusive Home Inspection Packages.

- Report printed on-site
- E&O insured to protect you
- Convenient scheduling



Jason Hancock
Owner / Certified Home Inspector
316-570-1444
Jason.Hancock@pillartopost.com
pillartopost.com/jasonhancock



Request an inspection today!

Each office is independently owned and operated.

top producers

By Dave Danielson • Photos by Aaron Patton

Braden
McCurdy

— and —

Megan
**McCurdy
Niedens**

McCurdy
Auction,
LLC



BORN FOR THIS

Some people seem to be born for what they do in life. That's definitely the case for the brother-sister team of Braden McCurdy and Megan McCurdy Niedens — two leaders and driving forces at McCurdy Auction, LLC, and our Top Producers for this month.

FAMILY TRADITIONS

It probably comes as no surprise that Megan and Braden are leaders in the industry. After all, they grew up around the business through their family. In many ways, they were born for this ... working with their parents, Lonn and Annette. So after they both completed their college careers at Wichita State University, they soon entered the world of real estate.

"I grew up in the auction business and cleaned a lot of houses out, followed by a mowing business in high school and college," Braden says. "Having grown up around real estate and real estate auctions, I was always intrigued by real estate, so I decided to go for my real estate license at the earliest possible age of 18."

Megan recalls her start.

"Officially, I obtained my real estate license in 2005, but Braden and I spent our childhoods and young adult lives working within the business," Megan remembers.





I'd say one thing that truly defines me is passion. When I commit to something, I'm all in. I'm passionate about the real estate and auction industry. I'm passionate about being kind and helpful to others. I'm passionate about empowering others around me.



"I spent many of my high school and college years in the office, pulling tax assessments, zoning maps,

and setting signs! I went into the auction and real estate industry full-time right out of college, so there was really never a career before this."

Braden has been a REALTOR® for 20 years, while Megan has been a REALTOR® for 14 years. Beyond their industry longevity, they have achieved significant success in many ways.

SIGNS OF SUCCESS

One surface measure of success is volume. In fact, Braden has recorded over \$300 million in career volume, including over \$21 million last year. By the same token, Megan has reached a total of \$118 million in career volume, including over \$15 million in 2018.

In turn, Braden and Megan have qualified for Master's Circle for the past several years.

But their sense of success goes beyond the numbers.

Braden's wife, Stephanie Anne McCurdy, is also a REALTOR®. He enjoys spending time with her traveling and spending time at the lake. Braden also takes pride in being part of the National Auctioneers Association efforts to support St. Jude's Children's Hospital. Braden serves on the Board of Directors for the Kansas Auctioneers Association and REALTORS® of South Central Kansas, as well as on the Promotion Committee for the National Auctioneers Association.

In his free time, you'll likely find Braden golfing, boating and traveling.

"I also enjoy reading or podcasts on business topics, specifically regarding the real estate and auction industry to continually improve our processes and improve the business," he says.

Megan says she's lucky to be married to her "most favorite person"—her husband, John. They have a son, Maverick, who is 18 months old. Together,

they enjoy taking family adventures to the lake, zoo, and park.

Like Braden, Megan is also very involved in the industry, serving as 2016 Kansas Auctioneers Association President, 2018 South Central Kansas MLS President, as well as serving on committees and having task force involvement for National Auctioneers, Association and REALTORS® of South Central Kansas.

Megan also enjoys supporting St. Jude's Children's Hospital, and has been an International Auctioneer Champion for the National Auctioneers Association. As part of her industry involvement, Megan takes pride in being able to give back on a larger scale.

"I lead our benefit auction division at McCurdy and am able to work with and develop fundraising goals with nearly 60 charitable organizations annually," she emphasizes. "I enjoy being able to use our career talents to make a difference for large and small organizations."

When she's away from work, Megan has a variety of interests centered around her family.

"Right now, being a Mom pretty much consumes all free time, but I wouldn't have it any other way," she says. "John and I really enjoy live music, camping, boating, traveling, and spending time with friends and family."

PASSION FOR RESULTS

It's clear that Braden and Megan have a pure passion for the work they do to help their clients.

Real estate brokerage, especially via auction, is super energizing and will be a part of my life as long as I'm alive, and the business is a consumer demand.



"I'd say one thing that truly defines me is passion. When I commit to something, I'm all in. I'm passionate about the real estate and auction industry. I'm passionate about being kind and helpful to others. I'm passionate about empowering others around me," she says. "I'm passionate about innovation and openness to

new ways of doing business. I love that our company is forward-thinking and embraces technology into the purchasing and marketing processes. We have a team of outstanding professionals that are willing to continually improve our business model to stay relevant and provide the service consumers want!"

Braden's zeal for his work with clients comes through loud and clear, as well.

"Real estate is in my blood. It's exciting. I'm the guy glued to the airplane window looking down at properties for a different perspective," he smiles. "Real estate brokerage, especially via auction, is super energizing and will be a part of my life as long as I'm alive, and the business is a consumer demand."

As high achievers, Braden and Megan believe in going above and beyond.

As Braden says, "Always deliver more than expected and live by the golden rule."

Megan agrees.

"I don't think most people realize how much guidance REALTORS® give and impact we can have with our clients," she says. "If you're in the business, you realize you're not just a REALTOR®, but sometimes an advisor, life coach, and counselor!"

Jennifer RUGGLES PHOTOGRAPHY



LIFESTYLE FAMILY PHOTOGRAPHY

(615) 415-3029 | jenniferrugglesphotography.com

LeaderOne Mortgage Loan Programs

CONVENTIONAL LOAN

- 5 percent down payment
- 620 minimum credit score

FHA LOAN

- 3.5 percent down payment
- 580 minimum credit score

FHA LOAN FOR LOWER CREDIT

- If credit is 500-580
- 10 percent down payment

DOWN PAYMENT ASSISTANCE LOAN

- 620 minimum credit score
- Down payment is granted to you

VA LOAN

- No down payment
- 580 minimum credit score

USDA LOAN

- No down payment
- Must be in the area that USDA is allowed
- 580 minimum credit score

JUMBO LOAN

- Requires as little as 5% down

203K RENOVATION LOAN

- 580 FICO score
- 3.5 percent down payment

80/15 LOAN

- Conventional loan with NO Mortgage insurance
- 700 minimum credit score
- 5 percent down payment



JANIE CARR
Sr. Mortgage Banker
NMLS# 275284
(316) 644-4749
JanieCarr@leader1.com
JanieCarr.mymortgage.site



7340 W 215th Suite 104
Wichita, KS 67205

We look forward to discussing these options with you!



LeaderOne Financial Corporation, 200 College Blvd, Suite 1100, Overland Park, KS 66207, NMLS# 1012877 | https://www.leaderone.com/ | Equal Opportunity Lender. All loans subject to credit review. Not all services available in all areas. Loan approval and terms subject to credit review and underwriting.



Frederick
PLUMBING HEATING & AIR CONDITIONING

If it's Dead, Call Fred
316-262-FRED

24-hr Emergency Service

Make sure your heating system maintenance is done. Neglecting your system can lead to dangerous conditions or simply just be left in the cold all night.



Michael UNRUH & Cadin LIMON

Keller Williams Lifestyle Homes of Wichita

By Lanie Schaber • Photos by Tim Davis

Michael Unruh and Cadin Limon, co-owners of their joint real estate team nestled under Keller Willaims’ Lifestyle Homes Worldwide, at ages twenty {Cadin} and twenty-two {Michael} might not be able to walk into a bar together, but they put all of their energy and drive into servicing their clients. “Our focal point is not the money we will make from a transaction, but we focus entirely on the client—they come first,” the team explains. “As REALTORS®, it is our duty to serve others and make sure our clients are getting the absolute best value and service.”

Cadin was born in Larned Kansas, a small, rural community with only sixty kids in his graduating class. A single mom, Cadin’s mother worked hard to raise him and his sister; and he learned early in life that if you want something, then you have to work for it. Graduating in 2017, Cadin went to school at WSU to study business, aiming to transfer to a larger university and become a stockbroker. Working as a musician on the side, through a Craigslist ad, Tyson Bean reached out to Cadin and asked him to play for a Brokers Open. Upon meeting, Tyson recognized the potential in Cadin and invited him to stop by and discuss the possibility of becoming an agent. Cadin was immediately drawn to the idea, enamored by the

income potential and opportunity to grow and manage his own business. That October 2017, Cadin joined Tyson’s team under Berkshire Hathaway and started working in real estate.

Michael grew up on a 200-acre farm north of Wichita, and is the second youngest of 5 brothers. As a family, growing up they loved to spend time together outside and enjoyed the peacefulness of the country. Michael, always a sports fanatic, played basketball, soccer, track, and golf in high school at Berean Academy. Upon graduation in 2015, Michael studied Business Management at Butler Community College and worked for FMI, an aircraft company in Park City. Real estate had always been of interest to Michael, as his grandfather, a WWII veteran, had established Unruh Real Estate in Wichita and owned smaller shopping centers, developments, and land around the area. “Real estate is something I was always familiar with growing ...



•••

up,” Michael explains. In 2017 during his 2nd year of school, Michael made the move to become a REALTOR®, joining Berkshire Hathaway.

Having worked together side-by-side under Berkshire Hathaway, in 2019, an expansion opportunity through Lifestyle Homes Worldwide Keller Williams offered the structure for Michael and Cadin to run their own team. “We are great counterweights for each other,” Cadin tells us. Michael is great with the social aspects, people, and client appreciation side of real estate, and Cadin is more business-oriented working on fine-tuning development processes.

Established in September 2019, the team has averaged 3-4 closings pending per month.



If we don't know the answer as an agent, it is our responsibility to go find out—we are always working to obtain as much knowledge as we can.



The drive that Cadin and Michael put forth is what really sets them apart in the industry. “We are passionate about finding the perfect home for our buyers. We do a lot of calling for specific needs,” the team tells us. Both Michael and Cadin enjoy problem-solving; finding a solution to make their clients more-than-satisfied. “If we don't know the answer as an agent, it is our responsibility to go find out—we are always working to obtain as much knowledge as we can.”

Michael's vision for the future of the team is the long-term growth/investment in team members so that he can transition to more of a mentor role, as he has really enjoyed the coaching aspect in real estate. “It is rewarding to be a part of someone's growth,” he says. Cadin also stands behind strong team development for their future. “I would like to work hard to develop a large brokerage, where we create so much value for our agents, that nobody wants to leave. New agents, top producers; building them up and creating a place where everybody wants to be.”

Through the Lifestyle Worldwide Keller Williams and the Kristan Cole Network, Michael and Cadin support Kristan's Home of Hope, which is a nonprofit that provides safe housing for at-risk youth. Cadin also has a vision of opening a nonprofit to provide equine therapy for individuals who have experienced trauma or have a disability. “With success comes the privilege to care for others,” the team tells us.

When Michael has free time, he likes to travel, especially to Beaver Lake with his family to jet ski, wakeboard, and boat. As a family, they make it a point to get together at least once a month, and they even have a family reunion every 2 years with 130 family members on his mom's side! Michael especially loves sports, whether that's actively playing or watching with friends.

A music fanatic, Cadin enjoys playing all instruments and creating his own music. He loves trying new foods, great coffee, “and experiences more than anything,” he tells us. Cadin and his girlfriend love to travel, even just fitting in a weekend trip!

Easily one of the youngest real estate teams in the country, Cadin and Michael are setting the pace for a future of real estate success, while maintaining their core values of honesty and integrity. “We will never put the deal above our clients. Treating every client like they are family means being honest and making the process an enjoyable experience for everyone,” the team tells us.



A & L

Roofing, LLC

**QUALITY CRAFTSMANSHIP
OVER 28 YEARS CONTRACTING EXPERIENCE**



A & L Roofing LLC, a locally owned and operated general contractor, has the experience and expertise required to serve all of your construction needs.



A+ Rated Member of the BBB since 1997

- **ROOFING SERVICES**
- **SIDING SERVICES**
- **CUSTOM WINDOWS**
- **SEAMLESS GUTTERS**

Serving Wichita, El Dorado,
and Wellington, KS

316-721-5799
alroofing.org

sponsor spotlight ◀◀

By Lanie Schaber
Photos by Jennifer Ruggles



KS State Bank

GRACE PETERSON

For Grace Peterson, the values of hard work and integrity were instilled in her at a young age. She grew up in Hays, Kansas as the youngest of twelve children led by strong German-Catholic faith. Grace started working at the age of fourteen in their family business, as her father was a successful businessman who owned several retail businesses, farms, oil companies, and real estate investments. After eighteen years working in retail, Tom Wilbur of Bank IV in Salina Kansas recruited Grace to work with him in the mortgage business. In 2018, she moved into her position as a KS StateBank Senior Mortgage Loan Originator—now bringing sixteen years of mortgage professional experience to the table for her REALTORS® and clients.

KS StateBank is a family-owned business with six branches across Kansas and a branch in Phoenix, Arizona, as well as Mortgage Origination offices located around the country in Kansas, Minnesota, Arizona, and Missouri; with the ability to lend in 49 states. Working with KS StateBank as a home loan originator for residential home loans, Grace has the means and availability to offer different types of loans versus a traditional mortgage broker company. “I love the fact that I can help more people because, at KS StateBank, we are all-inclusive,” Grace explains. Grace can provide diversified options for her clients such as commercial loans, construction loans, or home equity lines of credit. “With us at KS StateBank, every borrower is treated equal, whether that is a \$50,000 loan or \$1.5 million,” Grace tells us.

One of the most gratifying aspects of Grace’s work is approving a loan for first-time home-buyers. “The excitement! It’s like a natural high. I have the oppor-

tunity to help people achieve the ‘American Dream.’” Grace works above and beyond to her fullest capacity to meet her clients’ needs and make it to the closing table on time. “My clients are extremely important to me,” she says. Grace makes a point to answer her phone when she is available; you can even find her taking phone applications at a Chiefs football game.



...

"We are all working hard to help our clients achieve their goals; my REALTORS® know they can count on me to work right alongside them," she says.

Grace has experienced a lot of changes in the mortgage industry throughout the years. She notes that in 2010, after the Dodd-Frank Bill was passed updating the governing guidelines, the mortgage process was tightened—requiring the originator to jump through more hoops to meet the requirements needed to finalize a loan.

"With KS StateBank, all of our processing is done in-house, and that connection affords us the opportunity to process a loan faster, which my agents appreciate," Grace explains. She enjoys being local, "You can stop in and visit, or pick up the phone and I can answer any questions you have."

Happily married for thirty-one years, Grace and her husband, Curtis, have a daughter, Maggie {18}, who is their whole world. Maggie recently went off to Northwestern Oklahoma State University and plays Division II Volleyball. "We love traveling to attend all of her games!" exclaims Grace. As a family, the Petersons have always been very sports-oriented, and enjoy going to Chiefs Football games and Nebraska Big Red games. They also make a point to vacation regularly. "We have had a tradition for twenty years, each year we travel with a group of twenty-five people to the Caribbean," Grace tells us. "The memories we have made are priceless!" When Grace has free time, she enjoys exercising, shopping, a great glass of wine, and spending time with her friends and family. "We are super family-oriented; family functions are really important to us," she says.

For Grace, it is important to live a balanced, well-rounded life. "I feel successful when everybody wins, and I can help people achieve their goals," she tells us. Grace stays committed to her faith, and would like to be remembered for being a committable person with a heart of service.

If you would like to contact Grace, you can reach her on her cell 316-992-7003, visit online www.gracehomeloan.com, or send her an email at GPeterson@KSState.Bank. NMLS: 459177



PROFESSIONAL HOME INSPECTIONS
316-630-0003 | maybeeinspections.com | erik@maybeeinspections.com | 301 South Meridian Ave. | Wichita, KS 67213



L'image
— A Modern Alternative —

- » SCRATCH RESISTANT
- » CHEMICAL RESISTANT
- » UV PROTECTED
- » WATERPROOF

THIS VIBRANT, DETAIL RICH PHOTO FINISH MAY JUST BE YOUR NEW OBSESSION.

Show off your favorite photos printed directly onto metal to hang both indoor and outdoor. *Save 15% on your first order with code 'REALTOR10' at checkout*.*

*SAVINGS VALID IN-STORE ONLY THRU NEW YEARS 2020

615 W DOUGLAS AVE, WICHITA, KS 67213



Security 1st Title

We Protect Property Rights.

Security 1st Title offers licensed and trained professionals to assist you with your title and closing needs. Our local experienced staff delivers exceptional service to protect property rights of homeowners and lenders.

PRODUCTS AND SERVICES:

Residential and Commercial Transactions
Purchases and Refinances | New Construction
Foreclosure | HUD | Short Sales
Escrow Contract Servicing | 1031 Exchanges

TITLE INSURANCE | CLOSINGS | 1031 EXCHANGE | CONTRACT SERVICING

CONTACT US (316) 267-8371 | 727 N. WACO, SUITE 300 | WICHITA, KANSAS 67203

VISIT US ONLINE AT WWW.SECURITY1ST.COM

Keystone Solid Surfaces is the premier fabricator & installer in the state of Kansas.

We use state-of-the-art equipment and experienced personnel to design and install custom countertops.



COMMERCIAL • RESIDENTIAL • RETAIL

Do you have a project we can help with?

316-778-1566 • KEYSTONESOLIDSURFACES.COM
1250 N MAIN • BENTON, KS 67017



NATURAL, BEAUTIFUL, AND CINEMATIC
REAL ESTATE MEDIA. AERIAL COVERAGE
ALWAYS INCLUDED!



WWW.ADLERGREYCOLLECTIVE.COM

SCAN TO SEE MORE!

▶▶ celebrating leaders

By Dave Danielson
Photos by Tim Davis



COLDWELL BANKER PLAZA REAL ESTATE

LEADING BY EXAMPLE

There are many styles of effective leadership. But one of the most powerful is by setting a positive example for others to see and use as a guide for their own future achievements.

That's the way it is with John McKenzie, President and CEO of Coldwell Banker Plaza Real Estate, and this month's Broker Feature.

MOVING TO THE MIDWEST

John's real estate journey began after growing up in New York City and New Jersey. After high school, he moved to Kansas in the mid-60s, and attended the Col-

lege of Emporia, where he was a walk-on for the school's baseball team.

In 1968, John's father passed away, and he moved back to the East coast for a time to take care of his mother and help with the family's restaurant and bar business. After completing college at Long Island University, he started work as an Assistant Accounts Payable Manager — a role he hated.

In the meantime, John moved back to Kansas and started a family.

L.G. Langston, who was John's father-in-law at the time, tutored John in real estate and encouraged him in the business.

"So I became active in our REALTOR® Association and have been active ever since. I have made so many friends in this business and have had many great mentors... people like Lester B. Kappelman, Jean-Paul Weigand, Nestor R. Weigand Jr. and many more," John emphasizes. "These men helped me become a better person and broker over the years."

The transition into real estate didn't come easy at first.

"I wasn't 100 percent sure that's what I wanted to do. I was working in New York for a retail outlet at the time," he recalls. "I had a degree in business management. I was on the accounting side, which wasn't my cup of tea."

Then he took a closer look at real estate.



"OUR TASK HERE IS TO MOLD AND BLEND BOTH TECHNOLOGY WITH PEOPLE SKILLS. MY PASSION IS TO MAKE OUR INDUSTRY BETTER THAN IT IS."



"I ended up shadowing a guy for a week. I liked the freedom and talking with people and not being cooped up and confined in an office environment," John recalls. I dove right in. I wasn't 100 percent certain until I got involved."

GAINING GROUND

At first, John had to establish himself in Wichita.

"It was terribly difficult. I came to a city I wasn't familiar with, after having been born and raised on the east coast. I didn't have a lot of strong centers of influence inside Wichita like a lot of people had," he says. "It became difficult and complicated. But my father-in-law was instrumental in getting me involved in the community through organizations such as Wichita Jaycees. I made a lot of friends and contacts."

Looking back on his successful career, John has grown in many ways. Today, he relishes his role in lead-

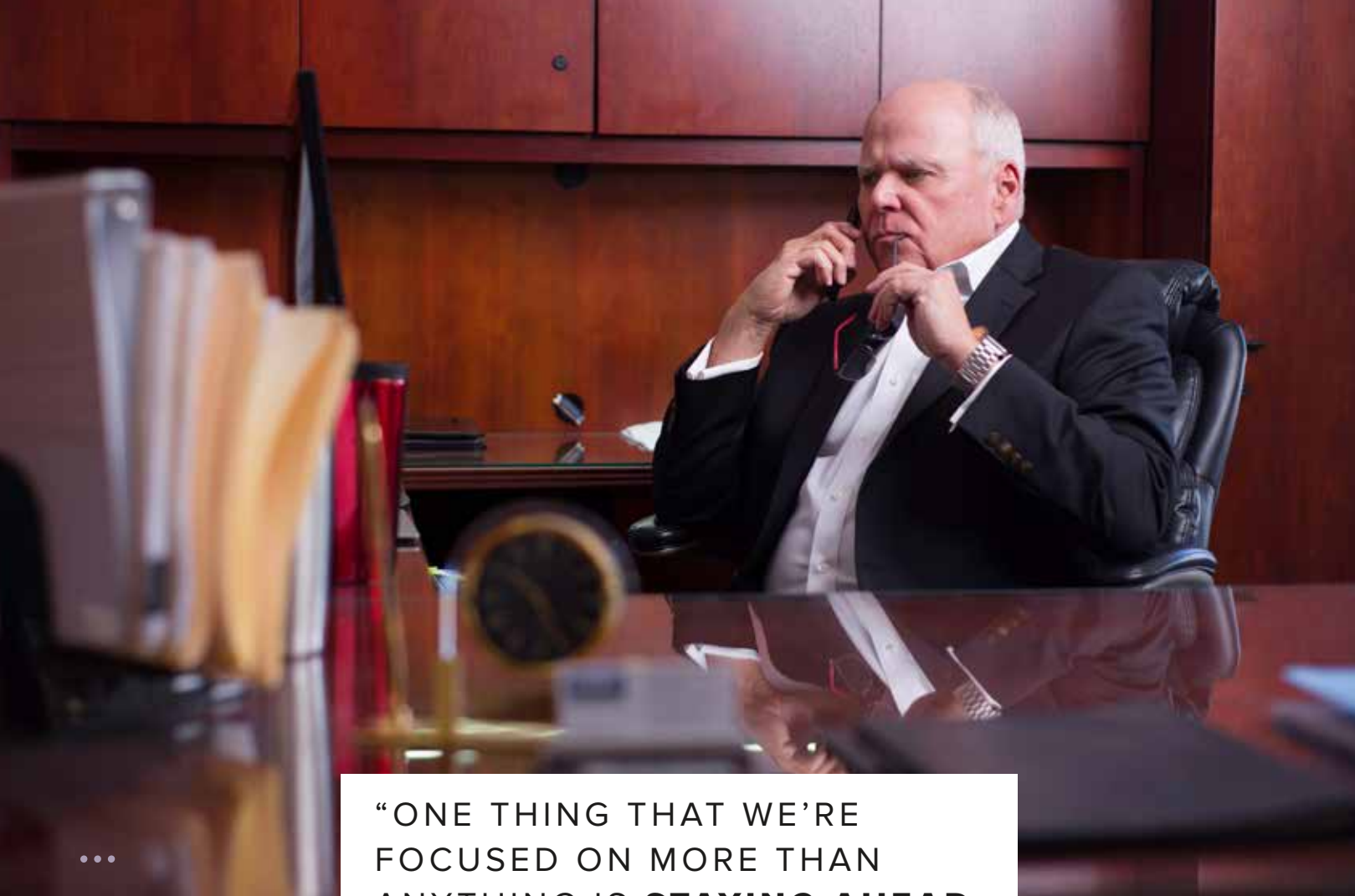
ing and mentoring those on his team to reach their potential.

The industry also energizes John.

"Change is all around us. We are not doing business like we used to. Even though we are in the people business, it is challenging to teach 'newbies' in our business how important it is to stay connected. In a world of disconnect, it is easy to forget the people side of our business ... with too much texting and emails that have ruined the relationship," John emphasizes. "Our task here is to mold and blend both technology with people skills. My passion is to make our industry better than it is."

It's a passion that is producing real results.

"Our goal is to grow our business with high-quality people



...
 “ONE THING THAT WE’RE FOCUSED ON MORE THAN ANYTHING IS **STAYING AHEAD IN PROVIDING THE PROGRAMS, PRODUCTS AND SERVICES THAT OUR PEOPLE NEED TO BE EFFECTIVE IN THE FIELD.**”

who adhere to our core principles of honesty, integrity, communication and cooperation,” John says. “We truly believe we can do more with less. Quality resonates throughout our sales associates and management team, and we intend to keep it that way.”

Away from work, John puts his energy into spending time with his family, including his wife, Paula, and their five grown children and six grandchildren. World War II history and Italian cooking is a favorite for John, as well. He also enjoys giving back by supporting organizations such as Lord’s Diner, Junior Achievement, and Wichita’s Junior Golf program.

ABOVE AND BEYOND

After an individual producing career that saw John record over \$200 million in volume, he decided to move into management.

As John explains, “When we got underway, we started in 1981 with 16 associates. Then we grew to 40, 50 and then when we

got to the 75-80 range. Now we have 110 agents.”

His professional passion comes from helping his team members reach their goals.

“One thing that we’re focused on more than anything is staying ahead in providing the programs, products, and services that our people need to be effective in the field. We spend a lot of dollars on providing these tools,” John says. “We’re proud to provide the management support they need to succeed.”

As John looks ahead, he looks at his definition of success and serving best interests ... leading by example each day.

“I think success is always doing the right thing, even if it costs you a commission. It has nothing to do with money. It’s more about the recognition and giving back to the people we do business with on a day to day business.”

THE HEADSHOT STUDIO

BY AARON PATTON

BECAUSE SELFIES
 MAKE BAD FIRST IMPRESSIONS



Alyson Acklin
KAKE news anchor

Online booking & group rates available!

HEADSHOTSTUDIOICT.com

Wichita’s home for stress-free, modern headshots.

Earn Your Passport to Paradise.



Come travel with us in 2020!

WANT TO LEARN MORE?

Join our private REALTOR ONLY Facebook group
SDC Realtor Sneak Peek – and get all the details!



Arbor Creek | Bay Country | Estancia | yourhomewichita.com | 316.721.2153 | dylan@premierwichita.com



*Designer's***HOME***Gallery*

"Saving the world from UGLY floors"



LIFETIME INSTALLATION WARRANTY ON ALL WOOD, TILE & CARPET

Payment at closing accepted - convenient for your clients!

MONDAY - FRIDAY 8:00 - 6:00PM | SATURDAY 8:00 - 3:00

nouglyfloors.com | 530 N Hydraulic Street Wichita, KS 67214 | 316-395-9949 | ben@nouglyfloors.com

CARPENTER PLACE

Ben & Kendra Zickafoose

Over the past fifteen years, Ben Zickafoose, CEO of Carpenter Place, and his wife, Kendra, have dedicated their lives to service—and more recently at Carpenter Place—A Campus established in 1942 providing a Christian home environment for young ladies struggling with family issues, substance abuse, truancy, broken

adoptions, sexual exploitation, abandonment, homelessness, physical/emotional abuse, neglect, and a variety of other distresses. Their vision is to provide children and families in crises with the support, structure, and skills necessary to overcome these challenging life situations. The typical ages of the young ladies that come to Carpenter Place are between eleven and eighteen.



When the girls complete their time on campus and reunite with their families, they get to ring the bell. >>



and reach have been so fulfilling. “It’s amazing. We have had the opportunity to help girls from over fifteen states!”

Carpenter Place is 100% privately funded—meaning they rely solely on the generosity of those who partner with them such as an individual business or foundation. They do not accept state or federal funding for the purpose of maintaining the flexibility to carry out their mission—enabling them to make the necessary changes to ensure the program is meeting the girl’s needs. The donor dollars go directly to care. “We are a small shop trying to change the world,” Ben explains. “We do not ‘bill’ a family, and in some cases, a program such as ours could cost up to

Nestled on a beautiful 13-acre campus in the heart of Wichita, the property used for Carpenter Place was originally a functioning farm in the mid-1940s, before the vast residential expansion in the Riverside and Indian Hills area. Today, the campus is home to 3 individual cottages, an administrative campus center, and a gymnasium. Other services include the Shellee Morrison Christian Learning Center and comprehensive psychiatric care. Houseparents (a married couple that lives in the cottage) provide the girls with a nurturing environment and loving support 24/7. The learning center provides an educational setting where the young ladies can take AP Courses, credit recovery classes, and the ACT; and there have been many instances where a young lady would score in the mid-twenties on her ACT, providing her a full-ride scholarship!

Carpenter Place aims to be the first line of defense for a family struggling. “We want families to know about us before trauma hits deeper; or a situation must involve the state, DCS, or the permanent separation of custody,” Ben says. Carpenter Place works collaboratively with the families and their environment, working to hold family members accountable and help to set boundaries. The program provided is not short-term. “In most cases, the girls will stay for a year to a year and a half while focusing on their journey of healing in an attachment-rich and safe environment,” explains Ben.

At Carpenter Place, the goal is to instill hope in these young ladies’ lives where hope wasn’t even a possibility. They aim to provide a gentle walk alongside each girl to encourage and empower her. “We want to give these young women a different perspective, and let them know they are valued; allowing them to let go of any condemnation or shame.” For Ben, their impact

\$10,000 a month, but we ask our families to only have a level of buy-in that they are comfortable with.”

In 2020, Carpenter Place is excited to begin the launch of a new program entitled, “The Family Outreach Project of Carpenter Place.” Ben’s wife, Kendra, will be the Director of this new program. This project will utilize the concepts of Trust-Based Relational Intervention (also referred to as TBRI) to assist families in a preventative way to deter the need for residential placement, and to be a resource to families who are struggling with a deeply hurting child. “We are also challenging families to take a look at their home environment, and assist them in creating an environment conducive for healing to happen; putting accountability on the family as a whole to work on restoring the relationship,” explains Kendra.

REALTOR® Cheryl Alley, with Sudduth Realty, currently serves as a Board Member for Carpenter Place. Additionally, she and her husband donate a portion of their real estate transactions to support the care of the girls. If you or anyone you know would like to know how to get involved, call Ben today! He will give you a personalized tour while sharing their mission and heart. Carpenter Place accepts monetary donations, volunteer time, mentorship, and also items such as furniture, clothing, and toiletries. They host 3 signature events each year, and welcome your support and involvement!

If you would like to reach out to Ben to see how you can get involved with Carpenter Place, please call him at 316.942.3221, email him at CEO@Carpenterplace.org, or visit online Carpenterplace.org.



WE ARE A LOCAL DIRECT LENDER

- Extensive portfolio of loan products available
- 100% Financing options available
- Mobile App - USMPower Available in Google Play or the Apple Store



BUYING A HOME | REFINANCING



Will King | Branch Manager/Loan Officer
 NMLS #459176
 Office: (316) 665-7343 | Cell: (316) 312-2936
 ksloanman@usmortgage.com
 www.kansasloanman.com



Branch Office: (NMLS ID#1405053) 405 S. Holland, Suite B, Wichita, KS 67209. Kansas License Mortgage Company, License #MC.0025044-BR.002. US Mortgage Corporation is not an agent or acting on behalf of or at the direction of HUD/FHA/VA/USDA or the Federal government. Rates, fees, and program guidelines are subject to change without notice. Some loans arranged through third party providers. Certain restrictions may apply. This is not intended as an offer to extend credit nor it is a commitment to lend. Corporate Office (NMLS ID#3901): 201 Old Country Road, Suite 140, Melville, NY 11747; (800)LOANS-15. Kansas Licensed Mortgage Company, License #MC.0025044.

Looking for the perfect gift, but don't want to get out in the Kansas weather to do your shopping this year?

Then shop for that perfect gift online at Jabara's rug shop.



316-320-0443 • WWW.JABARAS.COM • M/W/F/SA 9AM-5:30PM • TU/TH 9AM-7PM

WICHITA REAL PRODUCERS®

CONNECTING. ELEVATING. INSPIRING.

Broker Office

SUBSCRIPTIONS

When Real Producers magazines are within reach, clients not only recognize your appreciation for high-quality content, but your association with top-producing industry partners.

MONTHLY SUBSCRIPTION COST BREAK DOWN:

- 5 COPIES ➤ **\$50** per month
- 10 COPIES ➤ **\$97.50** per month
- 15 COPIES ➤ **\$142.50** per month
- 20 COPIES ➤ **\$180** per month

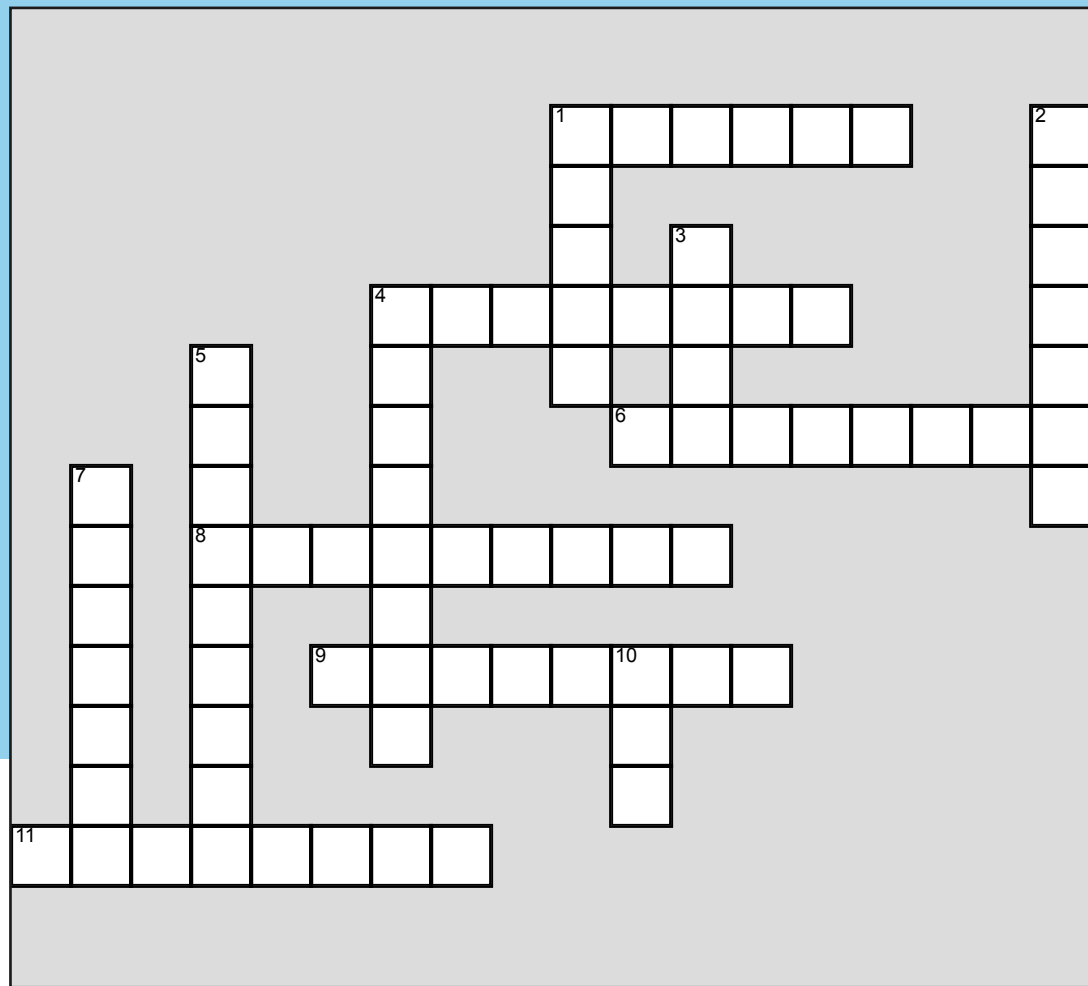
For all questions, please reach out to Wichita Real Producers, at samantha.lucciarini@realproducersmag.com or by phone at **316-258-4855**.



Get to Know Your

Wichita Real Producers

Send a picture of your completed puzzle to samantha.luciarini@realproducersmag.com for a chance to win a prize!



ACROSS

- 1. Grace Peterson is the youngest of how many children
- 4. First name of Megan McCurdy Nieden's son
- 6. First name of newest photographer to join the *Wichita Real Producers* team
- 8. Shane Neal owns _____ Home Inspection Services
- 9. What college sport was John McKenzie a walk-on for
- 11. Ashlin Marketing is owned by Ashley _____

DOWN

- 1. Number of cottages on Carpenter Place campus
- 2. *Wichita Real Producers* launch party is in which month 2020 (put it on your calendar, NOW!)
- 3. Michael Unruh is one of how many boys
- 4. Cadin Limon was discovered by Tyson Bean while being a _____ for his side gig
- 5. First name of Braden McCurdy's wife, who is also a Realtor
- 7. Last name of Radical Bubbles owners
- 10. A & L Roofing is owned by _____ Lohrengel

*Merry Christmas
and Happy New Year!*



As our first year partnering with Real Producers draws to a close, our entire team would like to wish you and your family a holiday season blessed with peace, joy, and good company.

We look forward to growing our relationship with the best Realtors in Wichita as we continue to offer a world class new home experience.





- LOCAL & LONG DISTANCE
- PACKING SERVICES & SUPPLIES
- OVER 99% REFERRAL RATING
- FULL-TIME EMPLOYEES - NO DAY LABORERS
- BACKGROUND-CHECKED & DRUG-TESTED MOVERS
- FULLY INSURED

Call or go online for your free estimate!

316.558.5588

TWOMENWICHITA.COM

Each franchise is independently owned and operated. | U.S. DOT No. 2277955

INTERNACHI® CERTIFIED

PRECISION
HOME INSPECTION SERVICE

- CERTIFIED HOME INSPECTIONS WITH DETAILED REPORTING AND PICTURES
- INVESTMENT PROPERTY INSPECTIONS
- SELLER'S PRE-LISTING INSPECTIONS
- MULTI-UNIT HOUSING INSPECTIONS
- ROOF INSPECTIONS AND CERTIFICATIONS
- ANNUAL HOME MAINTENANCE INSPECTIONS

SHANE NEAL, CPI • (316)755-5120
HOMEINSPECTOR@KSPRECISIONINSPECTIONS.COM
WWW.KSPRECISIONINSPECTIONS.COM

NACHI 19020137

AM
ASHLIN
MARKETING

Christmas Sale

10% Off 6-Month Service Contract
or
15% Off 12-Month Service Contract

www.ashlinmarketing.com
 (316) 253-7900

Social Media Management
 Website Development
 Digital Marketing
 Logo Design & More

SAVE

\$500

on closing costs

Home Purchase | Refinance

Lock your interest rate
by December 31.
RCBbank.com/Save500

RCB BANK
Mortgage

PROTECTION FOR WHAT'S NOW, AND WHAT'S NEXT.

BUNDLE AND SAVE! 🏠 + 🚗

With our innovative and customizable coverage options, we're here to protect your home—and your growing dreams.

Let's talk about your home insurance today.



Dylan Hartnett, Agent
Certified Agency in Customer Excellence
Bus: (316) 775-5522
dhartnet@amfam.com



AMERICAN FAMILY INSURANCE
American Family Mutual Insurance Company S.I. and its Operating Companies,
American Family Insurance Company, 6000 American Parkway, Madison,
Wisconsin 53713 ©2019 015871 - 2/19 - 10483653

Career Education Systems

#1 Real Estate School in Kansas for 40 years.
No one else is even close.

Total Number of Kansas Students Passed:
January-August 2019

Classroom	Online
348	166
11	88
24	38
20	10
14	7
9	3
13	2

Source: Kansas Real Estate Commission
First Time Test Takers - Salesperson

www.CesWichita.com
(316) 651-0652

PAUL GRAY HOMES
Timeless Design | Livable Luxury

Why Choose a Custom Home?

- ✓ Ability to select location.
- ✓ Customizable layout and design.
- ✓ Personalized finishes.
- ✓ NEW, energy-efficient and modern.

We can make your client's new home dreams, a reality.

We invite you to tour our award-winning model homes in Cornerstone, Edgewater, Firefly, the Reserve at Reed's Cove and Rocky Ford.

316-978-9047 | PaulGrayHomes.com

Call **Christy** NMLS# 754429
316.247.7706
calmquist@bankrcb.net
10501 E. Berkeley Square Pkwy
Wichita, Kansas 67206

Available for RCB Bank Mortgage secondary market loans locked by 12/31/19. Must meet minimum loan, property and program underwriting requirements. Not valid with other incentives, offers or discounts. Not redeemable for cash or down payment. Subject to change or termination without notice. WAC. Restrictions apply. Member FDIC. NMLS #798151



PRSR STD
US POSTAGE PAID
WILMINGTON, NC
PERMIT NO. 40

KS_Wichita REAL Producers

Wichita Granite & Cabinetry



Locally-owned | Competitive Pricing | Award-winning Craftsmanship

1800 S West St, Wichita, KS 67213

(316) 945-8880 | wichitagraniteandcabinetry.com | wgcusa316@gmail.com



Dawn's Designs is so

thankful

for all the realtors, partners, clients and friends who have made 2019 the most amazing year for us!



316.260.2064

Dawnsdesignswichita.com