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Sundgren Realty

NOVEMBER 2019

Messina Hamlin



Messina Hamlin

Senior Real Estate Loan Originator

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TABLE OF CONTENTS

| | | |
|------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------|
|  08 Publisher's Note |  12 Top Producer Jeremy Sundgren |  16 Rising Star McKenna Wells |
|  22 Celebrating Leaders Sue Wenger |  27 Charity Spotlight Family Promise |  29 Sponsor Spotlight Fredrick HVAC & Plumbing |
|  32 Meet the Community |  34 Real Games |  38 Calendar of Events |




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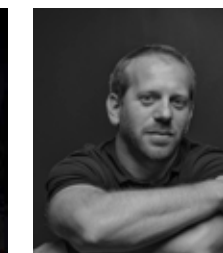
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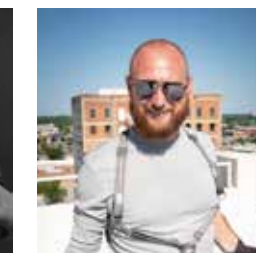
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ATTITUDE OF GRATITUDE

All Good Things Come From Gratitude



Wichita Real Producers is grateful for growth!

Welcome our newest team members, Tim Davis, Lanie Schaber and Dave Danielson. Tim is an incredible local photographer and both Lanie and Dave are talented writers. All three of these professionals play an integral part to creating the beautiful, original and relevant content that you all enjoy.

We also want to welcome our newest business partners, Erik Maybee of Maybee Property Inspections, Mark Barker of Career Education Systems, Garret Peterman of Two Men And A Truck, Doug Barker of Shocker Pools, Dawn Tucker of Dawn's Designs and Paul Gray of Paul Gray Homes.

This time of year, thankfulness becomes top-of-mind. So, I'd like to share with you my gratitude story since becoming the owner and publisher of Wichita Real Producers and how this all came to fruition.

I acquired the franchise in March 2019, after my "real estate" radar came across this opportunity through a friend and publisher of local neighborhood magazines. I hit the ground running at the beginning of April, meeting

as many brokers, agents and businesses that I could; averaging 20 meetings a week. It is my privilege and my responsibility to connect the Top Producing agents to one another and the "cream of the crop" businesses to you agents. I am fortunate to be able to build relationships with and love on some of the most influential individuals in the Wichita Metro.

As a third generation real estate professional, I'd like to think real estate is in my DNA. I've been around it my entire life, in one form or another. My grandfather, Mike Savina, was a builder, developer and served as a Metropolitan Area Planning County Commissioner. He worked closely with the Garvey family. Together, they erected post offices across Kansas, the Fort Riley Army base housing, and several local Catholic churches, just to name a few. His business, Savina Builders, built several single family homes, apartment complexes, bowling alleys and shopping centers all across the city. My grandmother, Wiladean Savina, was his right hand, managing several hundred residential properties throughout the city.

My father, Tom Tuttle, was a Broker here in Wichita for 30 years. He was best remembered by his ability to find the humor in *anything* and make everyone laugh. He worked closely with the Federal bankruptcy trustees as a consultant, broker and property manager. He wore several real estate hats, including investor, property manager, remodeler and roofer.

My mother, Jan Tuttle, on the other hand, has stuck pretty closely to the more typical REALTOR® duties of buyers agent and sellers agent, for the last 14 years.

And now, I am excited to carry on the real estate family legacy. I enjoy being a licensed REALTOR® and Auctioneer, but I truly love being the owner of Real Producers. I am able to positively impact our Wichita community through the Real Producers platform. I tell REALTORS® and business owners that I've met with, "I have the best job in the city!", and I mean it. If I've already met with you, you know this is true!

I am encouraged and inspired after every REALTOR® meeting. Each of you has a story to tell and I'm the

lucky one to hear them all and then share them with our real estate community. You all are so busy, you probably aren't doing a lot of networking with your peers, let alone having meaningful conversations or truly learning about one another. My goal is for you to eagerly open your publication each month and learn about other agents in a way that connects you and teaches you something.

Every business owner I meet with teaches *me* something and connects me to my hometown even more...no meeting is a waste of time! We are such a small town with usually only one degree of separation. I thoroughly enjoy meeting the incredible people of this city and connecting the dots. Real Producers has been a perfect fit, a blessing at the perfect time.

I can't express how grateful I am to bring this to my hometown and how much I love what I do, every single day. I genuinely can not wait to meet you all! And remember, the best time to be grateful, is *always*.



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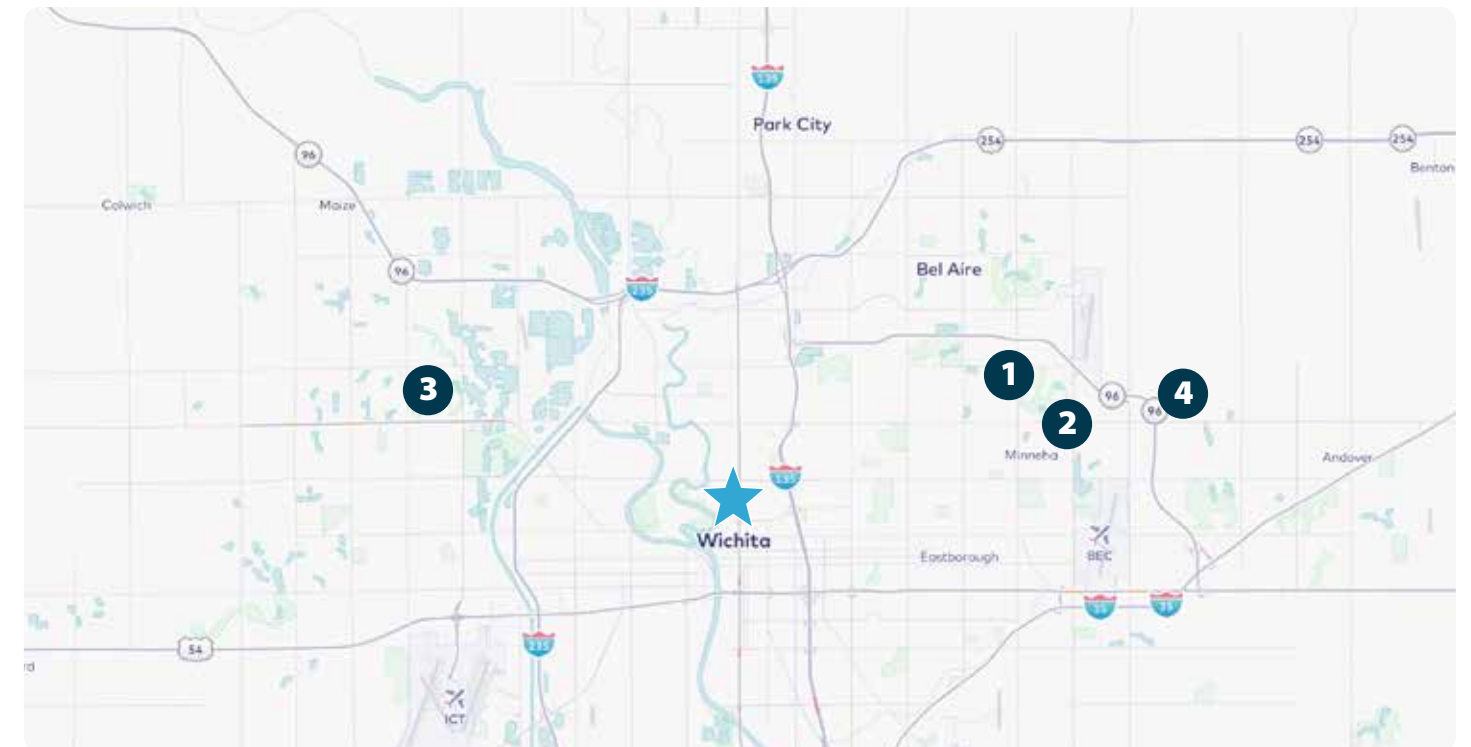
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►► top producer

By Dave Danielson
Photos by Tim Davis



JEREMY SUNDGREN

Sundgren Realty



Building on a Legacy of Leadership

Every successful leader makes good use of the advantages they have at their disposal. But true success comes down to hard work, talent and sustained effort.

An excellent example of what can be achieved with dedication and experience is Jeremy Sundgren, REALTOR® and Associate Broker at Sundgren Realty, Inc. in El Dorado, Kansas.

While his father, Joe, started Sundgren Realty in 1981, Jeremy has built onto the family legacy of leadership.

A TRADITION CONTINUES

Looking back, Jeremy remembers the first exposure he had to the business.

“I grew up mainly around the auction side of the business and doing what I could do to be involved from a young age,” Jeremy remembers.

As Jeremy reached adulthood, and his days at Flinthills High School came to an end, he went on to attend Kansas State University, a longstanding family tradition. The Sundgren family and the history of Kansas State have been intertwined for a long time. In fact, when he headed to Manhattan, he represented the fifth generation of his family to become a Wildcat — dating back to the 1800s. Jeremy also attended Butler Community College.

During his college years, Jeremy continued learning about the family business,

largely by watching his father’s example. He realized he had a strong interest in that line of work and was meant to continue the real estate tradition his father had started.

As he says, “As I got older, it was an option for me to become licensed. So I did that toward the end of college and moved back to El Dorado.”

As he dove in and joined Sundgren Realty full time in 2001, Jeremy took every opportunity he could to learn, grow and contribute.

As Jeremy says, “With my transition into the industry, I was fortunate to enter a family business where a solid reputation of hard work, knowledge and honesty had already been established. I was given a chance early on to make a good start. I know a lot of people don’t have those opportunities.”

REWARDING SERVICE

From the beginning, Jeremy has enjoyed the journey of helping others.

“I like the fact that every day is different. You get to meet and work with new people daily and get to see and learn about new properties and help buyers and sellers purchase or sell a property that may be the largest investment they ever make in life,” he explains. “During those times, it’s very important that people have good guidance to help them through that process. And the fact that they trust us to help them with it is rewarding.”

Through time, Jeremy has taken pride in being part of the growing, talented team at Sundgren Realty. Today, the team boasts 11 individuals





•••

As he says, “We have an awesome support team here that really helps us be successful. We aren’t a large company, but we are very productive.”

SIGNS OF SUCCESS

Last year, Jeremy recorded an impressive \$56 million in sales volume. And his career-to-date production stands at a staggering \$480 million. The numbers are just one measure of Jeremy’s success. In 2011, he was recognized as a member of the prestigious “40 Under 40” group by the *Wichita Business Journal*.

While real estate is more than a full-time job, Jeremy’s free time revolves around his family, including his wife, Kelsey, who is also a licensed real estate agent at Sundgren Realty, and their two daughters, including Sylvie, who will be five in December, and Marigold, who will turn two years old in November.

“Kelsey is a wonderful person in so many ways, and she is very good at what she does. In fact, she is an excellent agent with our company,”



I THINK WHAT MAKES US SUCCESSFUL IS HARD WORK AND HONESTY. IF YOU WORK HARD AND YOU DO A GOOD, HONEST JOB, YOU WILL FIND SUCCESS IN ANYTHING YOU DECIDE TO ENTER.

Jeremy smiles. “As a family, we are really into outdoor activities. We like to fish, explore, and hunt for Native American artifacts. And of course, we are big supporters of Kansas State football and basketball.”

In addition to being a leader in real estate, Jeremy is also a community leader with a strong drive to give back. He serves in a variety of capacities, including as a member of the Foundation Board at Butler Community College in El Dorado, as well as on the Board of Trustees at the Susan B. Allen Memorial Hospital, along with the governing bodies of several other local organizations. The auction team at Sundgren Realty also supports many worthy causes by contributing their auctioneering skills during a number of fundraising events.

DEDICATED DIFFERENCE

Nothing in life is perfect. Each person’s path is marked by challenges and triumphs. As Jeremy reflects on his path so far, he knows what has been key to his ability to move forward.

“Like everyone, the commitment of time and hard work have helped me overcome instances of underperformance or failure. I can think of many highs and lows throughout my real estate career and life in general,” Jeremy says. “Keeping everything in perspective and trying to not get too high after a success and remembering not to get too low after a failure have allowed me to get where I am today.”

With a spirit of dedication and sustained effort, Jeremy continues to build on the Sundgren legacy of leadership.

“It might sound cliché, but I think what makes us successful is hard work and honesty. If you work hard and you do a good, honest job, you will find success in anything you decide to enter. One thing I’d say to the next generation is not to compromise your integrity. No deal at all is better than a bad deal,” Jeremy emphasizes. “I can’t imagine doing anything different than the career I’ve chosen. But for me, I want to be remembered as a good husband, dad and community member. I think above all, that’s most important to me above and beyond being a good professional real estate salesperson.”

McKenna Wells

▶ rising star

Berkshire
Hathaway
PenFed
Derby



ENDLESS OPPORTUNITIES

One of the most attractive elements about real estate is the opportunities it presents.

One of those who was drawn to the industry is McKenna Wells. In just a year as a real estate agent, McKenna has shown she is one of the region's true Rising Stars through her work with Berkshire Hathaway PenFed Realty. But it's not just the opportunities for herself that attracted McKenna.

As McKenna says, "I've always had a strong passion for helping others. And I know real estate is a great way to make a positive impact."

Family Foundations

From the time she was a little girl growing up in Derby, Kansas, McKenna had an up-close-and-personal view of the powerful difference real estate can make in life. That's because she literally grew up in the business.

"I'm the third generation of my family in the business. It started with my grandfather, who entered real estate after retiring from the Air Force. He also served several terms as the mayor of Derby," McKenna recalls. "My mom is also a REALTOR®. I remember that, growing up, she would occasionally take my brother and me with her to show houses."

After high school, McKenna attended Kansas State and earned her Political Science degree. As she completed her degree, she saw opportunity calling at home.

As McKenna says, "My mom had a really good opportunity with Berkshire Hathaway to have her own team. And I thought this is perfect. I had always wanted to work with her."

Today, McKenna is part of the Tiffany Wells Team — a group that has six individuals.

Rewarding Results

The signs of success have definitely come. In 2018, the Tiffany Wells Team finished among the top 100 among all Berkshire Hathaway teams in the nation — a group that includes more than 42,000 real estate agents.



At the same time, McKenna has made a successful transition into the industry — with \$3.7 million in sales volume.

During her first year or so in the industry, McKenna has experienced challenges, opportunities and growth.

"As I've progressed, probably my biggest challenge has been finding a good way to manage my time. Real estate is awesome, because you get to make your own schedule, but being 25, I'm working on developing that organization and balance," McKenna points out.

McKenna has found that her sphere of influence has been very important to her early success.

"I've sold a lot of houses to my friends who are at that age when they're looking to get into their first homes," she says. "One of the favorite parts of what I get to do is working with first-time homebuyers. It's like we're going through the process together. I feel their excitement. At the same time, I'm so excited and energized for them. It just really makes my job a lot of fun."

When she's not working, McKenna enjoys the time she gets to spend with her boyfriend and family, including her Labrador, Tucker.

"I'm the oldest of three siblings, and my two younger brothers have always been very involved with sports. My youngest brother is very active in wrestling right now," she says. "My parents and grandparents have been a really big influence on me, too. We've always enjoyed traveling together and celebrating life events."

Pursuing Her Passion

In the meantime, McKenna enjoys the path she's taking in real estate that has become her passion.

"It is very rewarding working with people and helping them ... it's the opportunity to be part of that milestone in their lives. It's a big deal in life," McKenna emphasizes. "Plus, I really enjoy the relationships I'm building and the fact that some of them have become my friends."

As she reflects on the results she is already creating in her own career, McKenna offers a very helpful perspective for others who are just getting started, as well.

“From my experience, I can say that it’s important to always make yourself available. Also, I’d remind newer agents to really consider sticking to open houses. While social media and marketing has its advantages, it can be difficult to finance a lot of that,” she explains. “For me, open houses have been the best way to get exposure. The results from open houses may not be immediate, but it’s very rewarding. I remember the first time I got a lead from an open house. It was an amazing feeling.”

McKenna is a big believer in working from your own strengths.

“It’s really important to be yourself. You’re going to click with some people and not with others,” she says. “I’ve always been really open. And I think that’s one of the reasons why real estate seems to be a good fit for me. I feel comfortable approaching people and working with them.”

One of McKenna’s favorite parts of real estate is the opportunity to work with her mom.

“If I wouldn’t have had my mom’s knowledge, support and expertise, I wouldn’t be headed on the path that I am. I’m really thankful and blessed to have someone like her to look up to,” McKenna smiles.

“I wouldn’t be anywhere without her help. Through her 22 years in real estate, I saw how many people admired her and came to her for advice. When she got her own team, so many people wanted to be a part of it. She has definitely worked for where she is. It’s another reason why real estate fits my dreams and goals for the future. The opportunities are endless.”

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“It is very rewarding working with people and helping them ... it’s the opportunity to be part of that milestone in their lives. It’s a big deal in life,” McKenna emphasizes. “Plus, I really enjoy the relationships I’m building and the fact that some of them have become my friends.”

As she reflects on the results she is already creating in her own career, McKenna offers a very helpful perspective for others who are just getting started, as well.

“From my experience, I can say that it’s important to always make yourself available. Also, I’d remind newer agents to really consider sticking to open houses. While social media and marketing has its advantages, it can be difficult to finance a lot of that,” she explains. “For me, open houses have been the best way to get exposure. The results from open houses may not be immediate, but it’s very rewarding. I remember the first time I got a lead from an open house. It was an amazing feeling.”

McKenna is a big believer in working from your own strengths.

“It’s really important to be yourself. You’re going to click with some people and not with others,” she says. “I’ve always been really open. And I think that’s one of the reasons why real estate seems to be a good fit for me. I feel comfortable approaching people and working with them.”

One of McKenna’s favorite parts of real estate is the opportunity to work with her mom.

“If I wouldn’t have had my mom’s knowledge, support and expertise, I wouldn’t be headed on the path that I am. I’m really thankful and blessed to have someone like her to look up to,” McKenna smiles.

“I wouldn’t be anywhere without her help. Through her 22 years in real estate, I saw how many people admired her and came to her for advice. When she got her own team, so many people wanted to be a part of it. She has definitely worked for where she is. It’s another reason why real estate fits my dreams and goals for the future. The opportunities are endless.”

“I’ve always had a strong passion for helping others. And I know real estate is a great way to make a positive impact.”



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BY AARON PATTON



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SUE

WENGER

Reece Nichols

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By Lanie Schaber
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Sue Wenger grew up in the central part of Missouri, on a 480-acre farm on the top of the Ozarks. Upon graduation, she went off to college at Central Methodist College. There Sue met her husband, Mike, who was a transfer student from Florida. Both graduated with a Bachelor's in Music Education, and they moved back to Sue's hometown, Vienna, teaching high school and elementary music classes for 4 years. Mike had a dream of being a college band director, which required a Master's degree. So, the couple transferred to Oklahoma State University, where Sue worked as a receptionist in the music department and Mike was a grad assistant while they pursued their Master's degrees. Needing a career change, Mike took a job opportunity as a manager at the Music Center in Derby.

After a few months, the Wengers gathered enough funds to purchase their first home on Main Street, Mulvane—an old two-story, that needed a lot of 'fixing up'. "We weren't really sure what we were getting ourselves into," laughs Sue. "We knew nothing about buying or renovating a home." After a few years of hard work updating the home, the Wengers made the decision to sell. A twist of fate, Sue signed up for a class in the basement of the old Warren Company real estate building in Derby. "I discovered through the learning process that the course came with a test, and if you pass, you receive a license—more specifically, a real estate license," Sue jokingly tells us. She and Mike realized that this could be a huge opportunity for Sue to work part-time in real estate and still be at home with their first-born daughter, Susan.

Mike had recently switched gears and started a mortgage company with a local broker. He also began his residential construction career with the owner of Charles Realty, Inc., Charlie English, who also recruited Sue to work as an agent in his firm. "He was so encouraging and positive," Sue says. "It was a great platform for me to operate from." Charles Realty was a fairly small office

...

...

of 5 or 6 agents. At that time in Mulvane, the population was 4,300 people. There were 2 real estate companies in town, almost directly across the street from each other!

Sue worked for Charles Realty for 10 years; she and Mike then took a hiatus and moved to Branson, MO, to move closer to grandparents, just to move back after 6 months in 1990, as Mike discovered he didn't want to 'blast through the mountains' to build foundations. Sue then opened an independent agency, Sue Wenger, Inc, and in 1992, she and Mike bought their own RE/MAX franchise. They held it for about 10 years, then Sue transitioned back to 'independence' having her own real estate company.

In the early 2000s J.P. Weigand & Sons, Inc. granted authorization for Sue to establish a branch office in Mulvane which eventually led to her becoming Assistant Broker at the Weigand East 13th office in Wichita. Sue is certain that everyone was thinking "sheesh, she can't sit still!" but the life changes she experienced and lessons learned were invaluable. In February 2019, Sue began a supervising broker position with RE/MAX Solutions and as of October, Sue has joined ReeceNichols South Central Kansas, a new Wichita franchise with the potential for new learning experiences.

Passionate about the industry that has offered her so many opportunities through the years, Sue is hoping to share with newer agents the tried, true,



“Every day is a different day; real estate is always changing, and it helps to always make it a priority to stay on top of things and keep learning.”

and increasingly changing and challenging methods of the business. She also likes being in the trenches selling, and this opportunity with Reece has given her the best of both worlds. Licensed since 1979, with over forty years of real estate experience, Sue has certainly 'seen a few things'. "Every day is a different day; real estate is always changing, and it helps to always make it a priority to stay on top of things and keep learning," she says. Four decades ago, Sue was a new agent with a lot of knowledge and talent, but she did not yet have the life experiences under her belt that her customers and clients would use to make decisions about whether to buy

or sell, rent or stay put. "It can be overwhelming for a new agent to be in the middle of a transaction working with the buyer, seller, lender, and other broker trying to tie all the pieces together," she explains. Her advice? "Talk to each other. Be grounded, understand what you are asking each person to do, and know your limitations. It is okay if you do not know the answer—you can go and find out."

For Sue, working with people and being able to satisfy the things they feel are needs is rewarding. Sue has had the same phone number since 1990—thirty years! "It's funny, I will have past clients call me and ask if I can help them, all because they remember the phone number," laughs Sue. "That phone number has never let me down!" Sue enjoys the lifelong friends that she has made through real estate. "Where else can you work with first-time home buyers, then forty years later sell their home so that they can retire or downsize? Working with generations of families has been such a blessing. It has truly been a rewarding lifetime," she tells us.

Sue has served many years at the local, state, and national levels of the REALTOR® associations. In 2018, Sue was nominated for the Distinguished Service Award at the State Association level. "It was an honor; and such a humbling experience," she tells us. Over the years Sue has volunteered and served her community well with years of choir directing, handbell directing, coaching traveling softball teams, working with Chamber and school organizations, in addition to the many committees, task forces, and tireless work she has put in for the REALTOR® community. Sue was appointed by the Governor in 2013 to serve



on the Kansas Real Estate Commission which is the licensing authority for the State of Kansas. Kansas licensees number over 15,000 and it has been an exciting experience to be a part of the growth (educationally and technologically) of the agents, brokers, and the Agency.

Sue and Mike have 3 daughters—Susan, Samantha, and Rachael. Susan has 2 daughters—Averie (10) and Abby (7). Samantha has 3 girls—Annika (9) and twin daughters, Kylee and Elena (7) "Mike was very excited the first Christmas we had a son-in-law," laughs Sue. "We had ladders, drills, and other types of non-frilly things!" When Sue has free time, she likes to bake chocolate chip cookies with her grandkids. She loves to garden, care for her chicken, and enjoy her time relaxing on her deck, watching the hummingbirds.

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charity spotlight



EMPOWERING HOMELESS FAMILIES TO ACHIEVE SUSTAINABLE INDEPENDENCE

Family Promise of Greater Wichita

As REALTORS®, you care about finding the best homes for our clients and doing good work in our community. That’s why you will love the mission of this month’s featured charity! Family Promise of Greater Wichita works with children and families in a homeless crisis to get back on their feet and into a home of their own.

THE NEED

Each school year, Greater Wichita schools provide services to more than 2500 children who are in a homeless situation. This may mean they have temporary lodging at a shelter, are doubled up with family, are in unsafe or exploitative situations, stay in motels, or even sleep in a car or tent outside.

People become homeless for a variety of reasons – many parents were living paycheck to paycheck and suddenly faced a job loss, eviction, or unexpected medical bills. Others experience a family breakup or disruption of relationships in their support network.

These numbers, as well as the stories of countless local families and the maxed capacity of other shelters, are the reason why Family Promise began in Wichita in 2016.

THE PROGRAM

Our dream is that every family would have a home of their own.

- Family Promise brings together existing community resources in order to achieve this dream:
- Over 40 partner Congregations of various denominations and faiths take turns hosting families for one week at a time, four times per year.

- Additional Congregations and community groups provide volunteers, meals, supplies, transportation, and financial donations.
- Our dedicated Case Managers work with families to set and achieve their goals of a sustainable life – housing, jobs, childcare, education, and whatever unique needs the family may have.
- Volunteers help staff the office, drive families to appointments, serve on work teams, help program graduates move into new homes, and plan fundraisers.
- This allows us to operate at about a third of the cost of a traditional shelter!
- The Family Promise program is based on a nationwide model that is also changing lives in over 200 other communities, and we are proud to be a part of that network – together we served 126,000 people in 2018.

Locally, we served 20 families in 2018 and are growing our program – we have worked with 26 families already this year!

WAYS TO HELP

We have a spot for everyone to be involved in this great mission. Here are some current opportunities to meet the needs of guest families and their children. Your involvement with local housing would fit perfectly with our mission. We are excited to hear any other ideas you have.

FUNDRAISERS: attend our Hope is the Anchor Gala coming up November 14

BUSINESS PARTNERSHIPS: sponsor a segment of our program or an event

LOCAL ADVOCATES: speak to groups and associations about our work.

LANDLORDS: help us partner with landlords who may be willing to give a second chance to people who are working to repair their credit and/or rebuild their rental history.

FAMILY PROMISE OF GREATER WICHITA Annual Fundraiser Gala



Thursday, November 14, 2019
Wichita Boathouse
 515 S. Wichita St, Wichita, KS 67202
 5:30 VIP Reception | 6:30 Doors Open
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 Tickets: www.FamilyPromiseWichita.org

MOVING ASSISTANCE: provide funding or volunteer time to help families when they move in.

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FREDRICK

HVAC & Plumbing

Chris Highfill

E

established in 1918, Frederick Plumbing Heating and Air Conditioning has upheld a reputation of service and integrity in the Wichita community. President/Owner, Chris Highfill, bought the company in June 2016, adhering to the same values the company established one hundred and one years ago. "I will do whatever it takes to make sure my clients are taken care of," Chris says. "I was born and raised here. My children and grandchildren go to school here; these are my neighbors, my community, and they deserve the best in quality and service."

▶▶ sponsor spotlight

Frederick Plumbing Heating and Air Conditioning is family-owned and operated. Chris's father—Gary Highfill, mother—Jan Highfill, and daughter—Megan Highfill have been instrumental to the success of the business. A second-generation HVAC and plumbing specialist, Chris grew up working under his father who has been in the HVAC business since 1967. "I am passionate about my craft, and I couldn't imagine doing anything else," Chris tells us.

With thirty employees, Frederick Plumbing Heating and Air Conditioning provide residential and light commercial plumbing and HVAC solutions. They work with their trusted REALTOR® partners and their clients on new home sales and installations, house remodels, investment properties, and more. "A traditional home inspection and a home warranty are not always enough," explains Chris. "It is crucial to partner with an accredited

HVAC and plumbing specialist who can come out and evaluate the systems in the home. Not only can we provide a more detailed report of the state of the equipment, but we can also provide clients with a service agreement, saving your client time, money, and ensuring quality service." Frederick Plumbing Heating and Air Conditioning Service provide clients with a service plan including 2 check-ups included per year, helping to maintain the life and integrity of the equipment. They offer a 20% discount on any additional HVAC services as well. "HVAC maintenance is comparable to car maintenance," Chris explains. "Whether it is a new-build home or a twenty-year-old home, it is important to tune-up the machinery for energy efficiency and the highest level of air quality."

Frederick Plumbing Heating and Air Conditioning service guarantee to respond to a call within twenty-four hours. "I have seen clients endure an entire summer without air conditioning because their warranty company spent three months search-

ing for the cheapest repair option," Chris tells us. At Frederick Plumbing Heating and Air, they do not simply 'patch it up and walk away', just for the equipment to fail again a week later and multiple service calls to be made. Instead, they send out their top-notch technicians, within one day. "As a REALTOR® I know caring for your clients is a priority; you aim to provide the highest quality of service, and we will help you do just that," Chris says.



Water heaters are only made to last 8-10 years. Plumbing breakdowns happen throughout the year, and it can be hard to determine when they will occur. The last thing a homeowner wants to experience is a watery mess in the basement, potentially causing mold issues. "It is important to have a trusted, local professional evaluate your plumbing systems and stay on top of maintenance," Chris explains. "A lot of my REALTOR® partners call me when they are purchasing a new investment home and ask me to come out to examine the HVAC and plumbing. It is the ultimate feeling to have built that trusted reputation," Chris tells us. "I truly enjoy these partnerships."

When he has free time, Chris volunteers with the Wichita WagonMasters who work with multiple local charities throughout the year, giving back to raise funds and invest in their community. When he isn't giving back, Chris is all about family time. He has three children that are grown, and he is a proud grandfather.

...
All of Chris's family is local, and they like to visit Chris's parent's cabin on Table Rock Lake to swim, boat, water ski and enjoy each other's company.

For Chris, success is the enjoyment he feels in taking care of his customers in the best possible way he can. "I have worked for a client who then sent me to their mother, grandfather, and cousin," Chris tells us. "These referrals are the ultimate badge of trust, I want to spread the way we do things throughout the community—making it better!"

If you would like to get in touch with Chris from Frederick Plumbing Heating and Air Conditioning, give him a call at 316.262.3733, visit online www.icalledfred.com and like and follow them on Facebook!



"I am passionate about my craft, and I couldn't imagine doing anything else."



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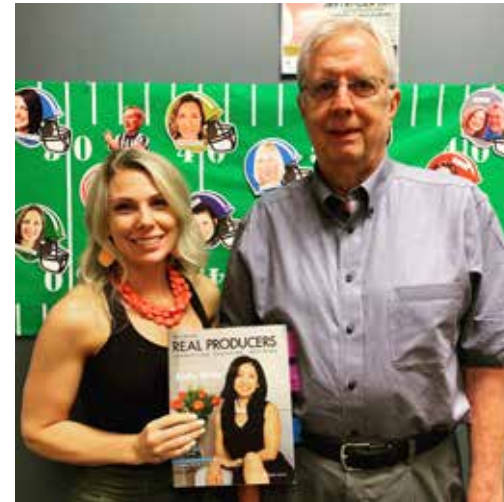
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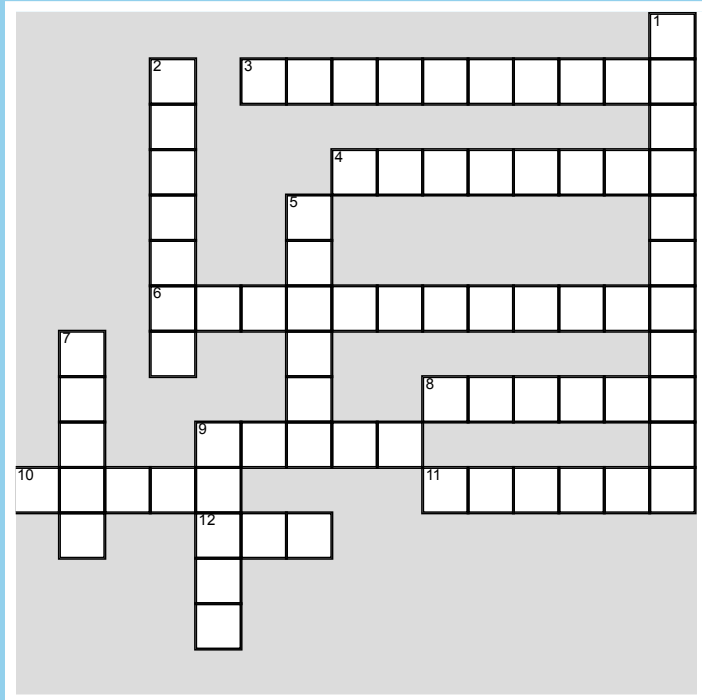
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Get to Know Your

Wichita Real Producers

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



Across

- 3. Name of coffee shop off W Central that you MUST visit soon!
- 4. First & Last Name of September cover story
- 6. Sue Wenger recently accepted a new role at which brokerage
- 8. Last name of your publisher's grandfather
- 9. How many children does Chris Highfill have
- 10. Jeremy Sundgren was which genera on to a end K-State
- 11. Last name of new trusted business partner that does home inspections
- 12. Which bank is having an open house that you should definitely a end on November 21st

Down

- 1. McKenna Wells graduated from which college
- 2. Which license will require double the amount of hours in 2020
- 5. Family Promise gala, Hope is the _____
- 7. Last name of newest staff photographer
- 9. How many FREE events is RSCK hos ng in November



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 **N2 SERVES DAY**
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What I do isn't just about creating a publication. As part of N2 Publishing's national team, I am encouraged to make a positive impact in the local community (and beyond) in a few different ways: through my product (this publication), our profit, and our people. Here's how:

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People: Team members are encouraged to #SkipWorkDoGood on N2 Serves Day.

This month – a month filled with joy and giving – I want to tell you more about how N2 makes an impact through our people. As a company, N2 takes special care in bringing people on our team who fit the culture of humility, camaraderie, and respect. It's no surprise, then, that many of us are willing to put down our work (at least for a day) and help those in need in our local communities.

On September 27, all 1,000+ N2 team members across the country were encouraged to quit work early and volunteer as part of our second annual N2 Serves Day!

I personally pledged to serve four volunteer hours with ICT SOS. To find out how other team members chose to give back, search the hashtag #SkipWorkDoGood on social media.

At the end of the day, we all hope to make a positive impact through the work we do. And what better month than this to recollect on how great it feels to give and help others in need? I'm happy to say that bringing you this publication every month brings me personal joy, and so did volunteering with ICT SOS. If you'd like to find out more about N2 Serves Day and how we work to make an impact, visit n2pub.com/impact.

Samantha Lucciarini

CALENDAR OF EVENTS

Friday, November 1 - Saturday, November 30

All Day

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Monday, November 11

12:45pm - 1:30pm

RSCK MLS Rules & Regulations - FREE

RSCK 170 W. Dewey Conference Center Room A

Non-accredited MLS course

Wednesday, November 13

9:00am - 10:30am

Secrets of Success - FREE

RSCK 170 W. Dewey Conference Center

Non-accredited professional development

Monday, November 18

9:00am - 10:00am

RSCK Breakfast Brief - FREE

RSCK 170 W. Dewey, Conference Center Room B

Real Estate Photography and Virtual Staging

Thursday, November 21

4:30pm - 7:30pm

RCB Bank Grand Opening

7137 W Central Avenue, Wichita, KS 67212

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Monday, December 16

9:00am - 12:00pm

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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

3450 N Rock Road, Suite 404

Kansas Required Salesperson and Broker Core

Tuesday, December 17

1:00pm - 4:00pm

Career Education Systems Continuing Education

3450 N Rock Road, Suite 404

Kansas Required Broker Core

Wednesday, December 18

9:00am - 12:00pm

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Salesperson 3 Credit Hours: CREATING WEALTH

Wednesday, December 18

1:00pm - 4:00pm

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Salesperson 3 Credit Hours: 1031 EXCHANGES,

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For all questions, please reach out to Wichita Real Producers, at samantha.lucciarini@realproducersmag.com or

by phone at **316-258-4855**.



FAQ

ABOUT THIS MAGAZINE

We realize that Real Producers is a new concept here in Wichita, and some of you may be wondering what it's all about. That is why we have created a "FAQ's About This Magazine" page. Here we will answer the most commonly asked questions around the country regarding our program. My door is always open to discuss anything regarding this community – this publication is 100% designed to be your voice!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 300 agents in RSCK MLS. We pulled the MLS numbers (by volume) from January 1, 2018–December 31, 2018. We cut the list off at #300, and the distribution was born. For this year's list, the minimum production level for our group is on pace for \$3.4 million in 2018. The list will reset at the end of 2018 for next year, and continue to update annually. This elite audience is only 12% of the local real estate agents, but represents nearly 70% of the residential business!



Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple – every feature you see has first been nominated. You can nominate other agents, affiliates, brokers, owners, or even yourself! Office leaders can also nominate agents. We will consider anyone brought to our attention, because we don't know everyone's story, so we need your help to learn about them. A nomination currently looks like this: you email us at samantha.lucciarini@realproducersmag.com with the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be 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. The next step is an interview with us to ensure it's a good fit. If it all works out, then we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of real producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "preferred partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval", in a sense. Our goal is to create a powerhouse network, not only for the best agents in the area, but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top producing agent, please let us know! Send an email to samantha.lucciarini@realproducersmag.com.

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