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OCTOBER 2019

Vanessa Steward

Meritrust's Rising Star



Vanessa Steward

Real Estate Loan Originator

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MEET THE WICHITA REAL PRODUCERS TEAM



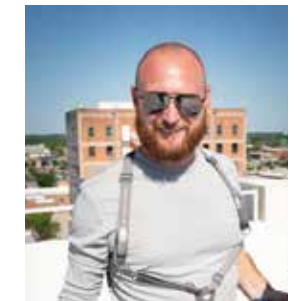
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▶ publisher's note



HAPPY FALL, FRIENDS!

In our second issue of Wichita Real Producers, I am excited for our newest business partners, the growth of our team and the additional content we have created, all to better inform, inspire and connect you guys, the Top 300 Realtors!

First, a warm welcome to some new trusted and most referred business partners...the ones who make your Wichita Real Producers possible: Dylan Hartnett of American Family Insurance, Kandi Jones of Gateway Mortgage Group and Meritrust Credit Union.

I'd also like to introduce Katherine Fondren, our newest team member. Katherine is our Ads Manager and has been with this company for several years. She takes wonderful care of our business partners and how they communicate each month to you all, so that I can stay busy meeting every single one of you.

And finally, my goals are to create relevant and helpful content, and to grow and improve every month. As our business partner list grows, our features within the publication will grow. Be on the lookout for features like Broker Spotlights, Celebrating Heroes, Niche Agents, Featured Non-Profits, event recaps and more! If it has to do with Wichita real estate...it's apropos.

I look forward to hearing from all of you! I'd like to personally thank all of our business sponsors who partnered with us, as well as the many REALTORS® who helped bring Wichita Real Producers to life. We would not exist without you. I appreciate you all, and I'll see you at the launch party in January 2020!



Sincerely,
Samantha Lucciarini

2019 FALL PARADE OF HOMES

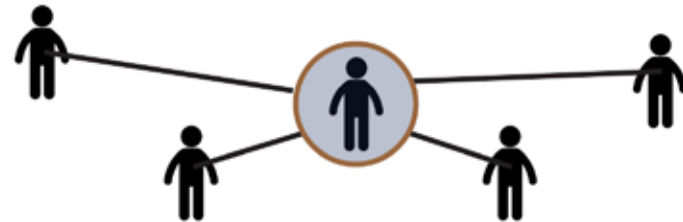
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Caitlin Sudduth

top producer

By Sharon Durmaskin Photos by Aaron Patton

Realty Executives Sudduth Realty

Caitlin Sudduth has been a full-time REALTOR® for just five years and in that time her career volume is more than \$50 million. And awards? Yup, she's got a few. She's won the Pikes Peak Award for Peak Sales & Service from the Butler County Board of REALTORS®; Mt. McKinley Award for \$2M or 20+sides, Executive Club – Mid America Region from the Butler County Board of Realtors President's Club; and the Mt. Everest Award for \$4M or 40+ sides, RSCK Masters Club over \$5M in sales, Gold Executive Club Mid-America Region, among others.

But before scaling new heights as a REALTOR®, Caitlin was an entrepreneur. “I had started a lawn mowing business in high school and was up to 30 lawns a week.” She says, adding “I was mowing at about \$30 a lawn. It was a great job to have in high school!” Sudduth says it was having her own business that made her realize she wanted to work for herself. “I’ve always had an interest in real estate and I love helping people so it was the perfect job,” she says. “I was able to learn a wealth of knowledge and help guide people through one of the most stressful times in their lives.”

And because her dad was a REALTOR®, too, that was all the incentive she needed. Sudduth explains, “The person I’ve looked up to is my dad. He has overcome so much in life and never gave up. He taught me to work harder than anyone and always do what’s right even if it’s not going to benefit you.”

Caitlin’s road hasn’t always been easy, though. In fact, she and her husband have had to overcome some serious hurdles. “We started a property management company at the beginning of 2018. In February, while home with some friends, my husband passed out and we couldn’t get him to wake up. Come to find out he was in A-fib, and after consulting with a heart specialist, it became clear that he may have to get a pacemaker at 25 years old!” And Caitlin explains the situation became scarier. “The heart specialist gave him six months to completely change his diet then would have him re-checked. Four months after that I was diagnosed with an esophagus disease and was told ‘in 10-15 years you won’t be able to swallow if you don’t get this under control’. From there I pretty much stopped working the rest of 2018 to try and get our health under control.”

Now that she’s back selling real estate, Caitlin wants to make sure her customers know she’ll stand by them during the difficult process of buying/selling a house. In fact, most of the time, her customers become her friends, and that’s something she’s very proud of. “I can’t begin to explain the honor it brings me to guide my customers through the process of making sure they make a good buy or sell for top dollar,” she says. “The most rewarding part on the back end is all the amazing referrals and reviews.”

...





Given her award-winning success, Sudduth has some advice to those just starting out in real estate and those who are buying or selling. And it's pretty simple and straightforward. Says Sudduth, "Ask questions! You can never ask enough questions in this business. Tell the truth to your customers and if you see something they might have overlooked on a home they are buying, say something to them. Let them know that you truly are looking out for their best interest. Show them all the homes they want to see and don't push them." And she concludes, "they will repay you with more referrals than you can even fathom."

Sudduth says she wants to be known as a REALTOR® who absolutely cares for her clients. "I want to be known for helping people and making them feel loved through the process. I want to be known for having always been there for my customers and going above and beyond to make the process for them better than they could have imagined."



I want to be known for helping people and making them feel loved through the process.

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Aside from real estate, Sudduth loves to be with her husband, whom she married last October, and her two bulldogs, Bella and Truman. "We love traveling, fishing, pretty much anything as long as we are together," she says. Sudduth also loves to cook and decorate, but she'd rather be outside communing with nature. "I love to learn about anything and everything, and most of all I enjoy nature and being outdoors. I love going to the mountains to hike, explore and breathe some fresh air. Or go to Hawaii where I can find a private beach and snorkel with some of my green sea turtle friends."



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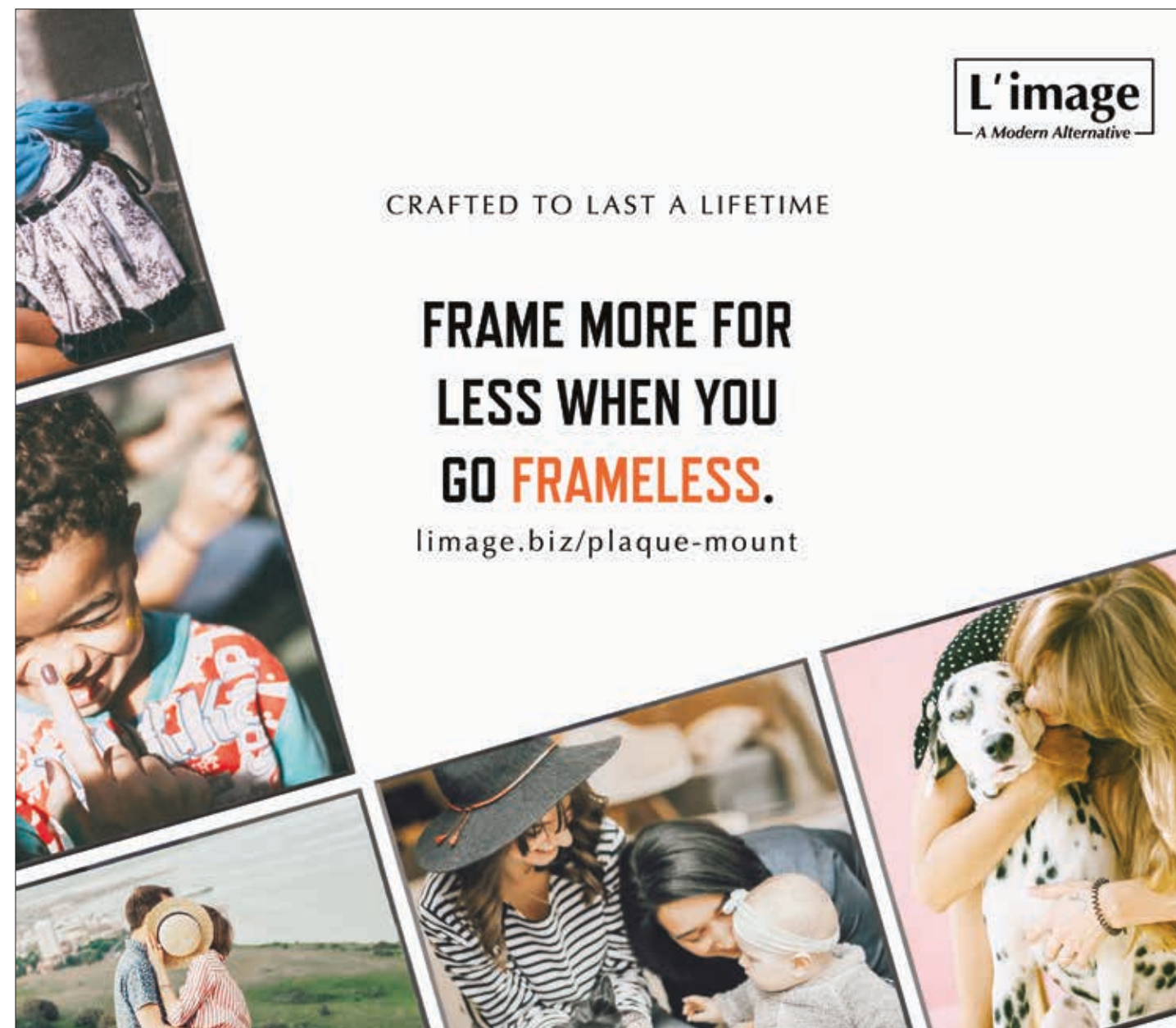


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By Sharon Durmaskin
Photos by Truckenmiller Photography

Shane Phillips

Coldwell Banker Plaza Real Estate



Shane Phillips has only been a REALTOR® for three-and-a-half years, but in that time, he's won eight major awards and racked up a career volume of over \$30 million! Not too shabby for a guy who once worked as a customer service representative for Intrust Bank. After he graduated from WSU with an undergraduate and graduate degrees in history, psychology and education he started teaching. So, how did he become a REALTOR®? Well, Shane says he sort of fell into it. "Over dinner with a family friend and our family REALTOR®, I was invited to hold some properties open on weekends. I jumped at the chance, keeping the best list I could of attendants to share with the listing agent. Eventually, she encouraged me to and it seemed logical, to get my license and pursue the leads myself." But there's more. Phillips continues, "I have always had a passion for architecture and design, and having bought and sold a few properties myself, as well as having completed various remodeling projects, the interest in homes was always there." And he continues, "Couple these passions with two decades of experience in education and the two careers seemed to have significant similarities; be it teaching, training, conflict resolution or communication."

Shane says he believes being from a military family actually laid the foundation for his real estate career. "I was the third and youngest child born into a military family in San Antonio, Texas," he says. "My father was transferred to Jacksonville, Florida before San Diego, California where I began primary school. By the third grade, he had been transferred again to Central California where I lived throughout my teen years." Phillips says his parents drew him to Wichita. "My way into Wichita was largely due to my parent's homecoming after my father's retirement from the military. I followed them, enrolled at Wichita State University where I completed both undergraduate and graduate degrees in education, history and psychology. I believe this experience of relocating through childhood helped me in forcing comfort in change, while also aiding in the ability to enter unfamiliar settings and engage people. At the same time," he continues, "my passion and experience in education have forced countless interactions that have required the successful navigation of a multitude of emotions from all parties involved. This all seems synonymous with successfully brokering a residential real estate transaction."

Shane says because he literally has two careers—real estate and teaching—his biggest challenge is time management. "I believe my two chosen careers complement one another incredibly well, but people often ask if or when I will quit teaching. The implication is that one cannot do both and be equally successful. People often assume if you have another job that you must do one or the other part time." But, he explains, "in fact, in the world of real estate, I'm not sure how that's possible or what that even looks like. Equally, I think the hardest part for every beginning REALTOR® to overcome is not just the growth and sustainability of your business or even lead generation, but also, and in some ways more importantly, mastering the fears of uncertainty. There are no guarantees around the corner in this business and the market is certainly going to turn. When it does, it is imperative to have anticipated it, planned for it, and adjust. Learning to be comfortable with uncertainty is key."

“

Ask a lot of questions and never stop.
Find successful agents and soak up as much information as you can.
Find another and continue asking questions.
Ask agents from other brokerages.

Do it again and again.

”



Phillips says one thing he's most passionate about is "matchmaking people with the perfect home. There is nothing like hearing from a client months or years after purchase as they celebrate life in their dream home. Knowing that you've helped them along the way is incredibly satisfying." And he explains relationships are the most rewarding part of this business. "The most rewarding part of this business is the relationships that I've been able to form. Not just with buyers and sellers, but with fellow agents, lenders, contractors, stagers, all of them. This is a relationship business and, in the end, people are going to work with those they know, like and trust."

Unfortunately, though, Phillips says at some point he'll most likely have to give up teaching. "While it will be tough leaving a career that I have literally been doing for half my life, the silver lining is that my career in real estate provides many of the same blessings as has my career in education. The two coincide so well, that a single career in real estate is the dream and goal."

When he's not spending time with his wife and four children, Shane maintains his passion for saltwater aquariums, playing guitar, going to concerts and catching baseball games. He and his wife also support the Wichita Cancer Foundation, the Wichita Grand Opera, the Sedgwick County Zoo, and Botanica. And he's also the sponsor for Pro-Humanitate.

Shane also has some advice for up-and-coming REALTORS®. "Ask a lot of questions and never stop. Find successful agents and soak up as much information as you can. Find another and continue asking questions. Ask agents from other brokerages. Do it again and again. Remain humble and hungry and have fun; this is an awesome job!"



PILLAR TO POST HOME INSPECTIONS

By Sharon Durmaskin
Photos by Truckenmiller Photography

JASON HANCOCK

▶▶ sponsor spotlight

“Jason was very thorough and methodical in testing every system, appliance, faucet, outlet, drawer and window. He answered all my questions completely and advised me as to which findings needed to be addressed immediately and which were simply to be monitored for change.”

“Jason was very professional and thorough. I know without a doubt that he was an upstanding and fair inspector that had everyone’s best interest at heart.”

Those are just some of the things clients have to say about Wichitan Jason Hancock, owner of the local Pillar To Post Home Inspection company. Jason started his company last year after being in the Transportation and Management industry for 20 years. He actually decided “it was time for a change. A friend told me that I would be good in this industry. So,” says Hancock, “I decided to start my own business and put myself through the training course.” His company provides home inspections for safety and potential costly repairs and he always wants to make sure his customers are well-informed about their future home. “I want to make my clients feel less anxious through the process of buying a home,” he says “and help them make informed decisions about the biggest purchase of their lives.”

Jason says he hasn’t seen any significant changes in the inspection industry, but he’d like to see a training requirement added.

We told Jason that we’re under the impression that most people think home inspectors merely look for termites or wood rot, but Jason says that’s simply not true. “A home inspector should be looking for an overall condition of the house; point out any safety and/or any high dollar repairs that may be needed.” And there’s more he says adding the inspector should “ensure storm water drains away from house, what type of siding and condition the house has, report on the condition of the roof, test all appliances, report on the condition of the electrical system, check and report any plumbing issues including hot water tank, check the HVAC system, and check and report any foundation issues such as cracking or movement of foundation.” Whew!

It’s true home inspectors crawl under, over, through and around a house which is one reason Jason says with a laugh, “you definitely cannot be claustrophobic!” Speaking of crawling through a house,

...



•••

we asked Jason if any inspections stand out and he said, “I found a raccoon nest in an attic that did a considerable amount of damage to both the attic and the roof. And I also inspected a 13,000 square foot home that took 10 hours to complete.”

But aside from the raccoons, Jason says he’s got a very important job in the home-buying process. “I have put myself through training so my clients can be sure that their inspection will be thorough.” And he adds, “they’ll have the peace of mind about the biggest purchase they make in their lives. As a home owner myself I know the importance of knowing at all times what needs to be and should be done to keep their home in top shape for years to come.”

When he’s not avoiding raccoons, Jason and his family like to watch movies, travel and go fishing. But in the end, he wants to be remembered as “a guy who helped people through a stressful time in their lives.”



By Shauna Osborne

Fall is upon us, and with it, this season brings *change*: changes in leaves, changes in temperatures, and changes in our schedules, routines, and activities. We’re busily (and, for some of us, reluctantly) trading our sun-soaked summer days for sweater weather, hot cocoa, and football games. As we make the transition to this coziest of seasons, and with the holidays just around the corner, let’s take a look at **five fall organization tasks** that will prep your home for the chilly days ahead!

1. Swap Out Your Closet

It’s time to trade those strappy sandals and tank tops for boots, cozy sweaters, and scarves! Use this occasion to physically put your hands on each piece you own (accessories included!); ask yourself whether you’ve worn it in the last year and whether it still brings you joy. Donate items you’re finished with to your favorite charity or consignment shop, or, as I sometimes do, get a group of friends together to socialize and swap pieces, giving them new life. As you unpack winter clothing, take time to fold and organize by style or color, so you have a clear idea of what you have and what you might need to replace or purchase as the weeks grow colder.

2. Pack Up the Patio/Backyard

Pack away all outdoor kids’ toys (wipe them down first!), outdoor cushions and pillows, umbrellas, and hammocks. Cover your outdoor furniture with waterproof, heavy-duty material to protect it from the cold-weather elements. Give your grill a final scrub while reminiscing about the wonderful meals and fun get-togethers of the past few months, and tuck your grilling utensils away.

3. Prep Your Lawn

Between apple picking and cool nights around the firepit, use your outdoor time this season to reseed any bare spots in your lawn, as well as mulch and fertilize your grass, trees, and shrubs. Don’t neglect those fallen leaves, as they can do damage to your lawn if left to their own devices.

4. Organize the Garage or Shed

Resist the urge to procrastinate on this one! Start by pulling everything out into the driveway and giving the floor a good cleaning. Next, get rid of anything you haven’t used in two years, or you no longer want, or is broken. Then, organize what’s left by use, such as tools and sporting equipment. Storage is key here. Use hooks,

pegboards, and wall shelves to lay everything out in a way that makes sense for your family.

5. Prime Your Kitchen for Holiday Cooking

For many of us, the kitchen is the heart of the home, and many of our fondest holiday memories revolve around time spent cooking and eating with family and friends. Now is the time to organize and swap out seasonal appliances (bye-bye, ice cream maker; hello, slow cooker!) and linens to prep your kitchen for holiday cooking and entertaining. Move the cookware you’ll be using most, such as mugs, roasting pans, and casserole dishes, to convenient locations while relocating warm-weather items to higher shelves or the garage or basement. Take the time, too, to replace any expired essential spices (like pumpkin pie spice!) and declutter your pantry.

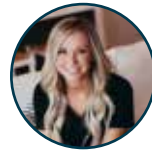
While these tasks may seem overwhelming at first, remember, the sooner you get them done, the more time there will be left over to sit back with some apple cider or a hot toddy and enjoy the upcoming season with those you love.

What is the craziest thing that has happened to you at closing?



McKenna Wells,
Berkshire Hathaway HomeServices PenFed Realty Derby

MCKENNA WELLS: “My client was taking a nap...when he was supposed to be at the title company closing!”



Keely Hillard,
Keller Williams Signature Partners

KEELY HILLARD: “The craziest closing table experience I’ve had was when the listing agent (another agent in my firm) and I (buyer agent) had to schedule separate closing times for seller and buyer, because we just KNEW if they crossed paths more disagreements would escalate. Little did I know that I was on the sellers bad list, too. Let me draw you a picture... My buyers had signed their closing documents and went on their way. I was waiting in lobby of the title company when the seller dramatically arrived, was adamant about informing the world about his awful selling experience, yet eventually checked-in and asked our closer if the Buyer’s “Red Neck Realtor” was going to show up. I FROZE! Our closer was a saint, because she politely said that I had already left with my buyers (however, there I was sitting 10 feet away from the seller, didn’t say a peep and hoped the listing agent would arrive any second to tame the seller). AWKWARD! As our closer took the seller back to the closing room, she secretly told me to go wait in my car until she sent seller on his way. The transaction closed and to this day, I still thank our closer every time I see her and we are still uncertain what/who a “Red Neck Realtor” is.



Trent Gorges,
Berkshire Hathaway PedFed Services

TRENT GORGES: “On my way to a closing with my sellers, the buyers’ agent called and said the buyers, who were at the closing table waiting, refused to sign unless a cable wire hanging from the back of the house was fixed first. It turned out just fine and everyone signed for a successful closing.”



Christy Friesen,
RE/MAX Premier Trusted Advisor Team

CHRISTY FRIESEN: “I was working with a couple in the middle of a very nasty divorce. Mrs. Seller was extremely difficult the entire sale, doing things to spite Mr. Seller, which would, in turn, affect the buyers detrimentally. She sold all the fish out of the koi pond, just to spite Mr. Seller, because they were his babies – even though the buyers loved them and she had agreed to leave them. She’d purposefully have her contractors bid higher than needed on repairs since they came out of the joint account before everything in the divorce was settled. She would call me in screaming, crying, fits to tell me how horrible he was and that I’d better not be helping him. We had Mr. Seller pre-sign for closing so they wouldn’t have to be in the same room. Mrs. Seller was to arrive at the same time as the buyers and sign as normal. The buyers signed, however, and she was nowhere to be found. I started calling her family, her ex – anyone that I could think of. An hour or so later, as we are still waiting at closing, she calls me screaming, telling me she is not coming to closing, and will not sign, even though she had already moved out and sold all her belongings. She just wanted to spite her ex. It took us another full hour to get her up there, but she finally realized the buyers were about to be homeless and would be calling an attorney. We did not put her on our Christmas card list.”

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▶ local events

CALENDAR OF EVENTS

Monday, October 7 - Wednesday, October 9

All Day

2019 KAR Annual Conference and Educational Expo
Wichita Marriott 9100 E Corporate Drive
Wichita, KS 67206

The Kansas Association of REALTORS® Annual Conference will be right here in Wichita, October 7-9. You'll have three days to attend 11 professional development sessions - 8 of which are eligible for license renewal credit. It will also be a great opportunity to network.

<https://kansasrealtor.com/events/2019-kar-annual-conference-education-expo/>

Tuesday, October 8

6:00pm - 10:00pm

Fun Night Sponsored by Security 1st Title
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This year, Fun Night is at Chicken 'N Pickle, an indoor/outdoor venue with pickle ball, yard games, food and more! Round trip transportation (from Wichita Marriott) is included with your KAR Annual Conference ticket. You don't want to miss this!

Wednesday, October 16

11:30am - 1:30pm

RSCK Lunch & Learn
REALTORS® of South Central Kansas 170 W Dewey
Wichita, KS 67202
\$12 Topic: TBD

<https://www.sckrealtors.com/lunch-learns.html>

Thursday, October 24

6:00pm - 8:00pm

RSCK Young Professionals Network Trunk-Or-Treat REALTORS® of South Central Kansas 170 W Dewey
Wichita, KS 67202

Put on your best costumes and bring the family to this fun, safe and free all-membership event taking place in the field west of RSCK. Enjoy outdoor movies, candy and of course, networking.

<https://www.sckrealtors.com/events/events/ypn-trunk-or-treat.html>

Monday, October 28

9:00am - 10:00am

RSCK Breakfast Brief

RSCK 170 W Dewey Wichita, KS 67202

Enjoy one of the advantages of your REALTOR membership by attending these free, member-only events on the 4th Monday of each month. Each Breakfast Brief will feature a local business who shares their expertise to aid you in furthering your professional development, plus they provide breakfast. Registration is required. October: Video Sewer Inspection & Thermal Image Inspection with Don and Wesley Scott of Firehouse Home Inspections <https://www.sckrealtors.com/breakfast-briefs.html>

Monday, November 18 - Thursday, November 21

All Day

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► financial fitness

Written by **Elizabeth McCabe**, N2 Staff Writer

Simple Tips to Teach CHILDREN How to Save

Do your children see you pay with plastic? Do they truly understand the value of a dollar and what it means to save?

Sooner or later, kids realize money doesn't grow on trees. Why not get them started on the right financial foot by teaching them about the green stuff? Small steps today can lay the foundation for a solid financial future.

Use a Clear Jar to Save Dollars and Coins

Looking to teach your children about how saving is important? Start with a clear jar to save dollars and coins, whether putting in spare change or even their monthly allowance. Pass on piggy banks since children can't see how much money is in those banks.

Open a Savings Account

Take a trip to a brick-and-mortar bank and open a savings account for your child. One of the best ways to teach children, especially teens, to save is to put your money where your mouth is. Match their contributions to their savings. If they contribute \$10, then you contribute \$10. Building a savings account at a young age is one way to lay the foundation for future financial stability.

Write Down Savings Goals

Do your children have certain items they want to purchase? Encourage savings goals. Goals should be specific and attainable. Being able to buy a favorite toy or new game can motivate children and teens to save.

Learning to save today is important for a child's financial future. After all, "A penny saved is a penny earned."

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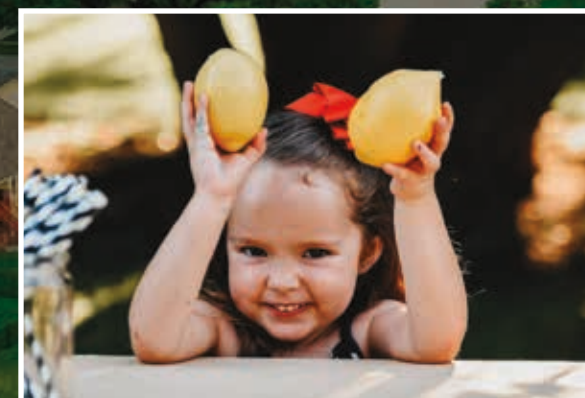
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