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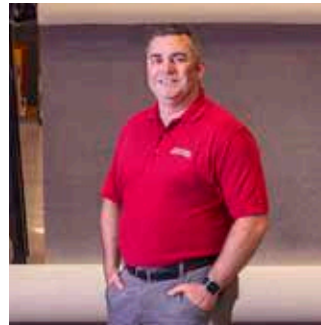
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MEET THE WICHITA REAL PRODUCERS TEAM



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Publisher's note

Welcome to the Wichita Real Producers community! It is my honor to serve you all and celebrate everything that makes you an outstanding part of the Wichita real estate market. I look forward to highlighting your accomplishments, encouraging your dreams, and recognizing you for your continued excellence in serving your clients.

Real Producers started as an idea in 2015 and is spreading across the nation like wildfire. We are now in 100 cities and changing the way each real estate community interacts across America. As we embark on this journey in Wichita, I promise to create platforms to connect and forums to recognize what makes each and every one of you iconic. In the years to come, I hope to get to know each of you on a personal level and hear your stories of success. I look forward to celebrating you at our events, providing tools to help you grow your business, and representing your passion for excellence in this dynamic industry we all share.

Our Partners: 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, attend our 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 do not meet with businesses until they have been vetted by one of the agents in the community and receive a “stamp of approval”. In other words, if you are looking to add to your arsenal of incredible vendors, look no further.

Here are some quick facts about Real Producers:
Distribution: This magazine is sent free of charge to the top 300 agents in Wichita according to MLS volume. Within this region, there are over two thousands agents, but everyone who has received this publication is part of an elite group. You are remarkable and just to be in this group is truly a badge of honor!

Events: Along with the magazine, we will host private events where the cream of the crop gather at classy local venues to rub elbows, mastermind, have a good time, and strengthen our Wichita community. We will communicate information about the events through the magazine, e-mails, and social media.

Content: This is all about you, the Wichita real estate community. We will feature personal and unique stories on members in this community, giving you a platform to inspire others. As we grow, we’ll add fresh content focused entirely on you. In the coming months we will be adding a “REALTOR® Question of The Month,” Local Heroes,” and “Celebrating Leaders” sections. It costs absolutely nothing for a REALTOR® to be in a story, but to be featured, an agent must be nominated by a peer or leader in the Wichita real estate community. We are always taking nominations and encourage you to nominate individuals who are making a huge impact in our local real estate market.

Contribution: If you are interested in contributing, nominating REALTORS® for certain features, know of top-notch businesses that should be a part of our community, or would simply like to network, please e-mail or call me at any time.

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!



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BIAS

Better Homes and Gardens - *The Judy Bias Team*





By Sharon Durmaskin Photos by Aaron Patton Photography

When we interviewed Judy Bias, we were blown away by how much she told us. To say she's passionate about what she does is kind of an understatement. Judy has been a realtor for 15 years; she's sold 500 units and her total volume last year alone was \$17,000,000. Not too shabby for a woman who got into real estate after owning her own day care facility and being a stay-at-home mom. She's also highly decorated as a realtor, having earned the "Emerald Elite Award" through Better Homes and Gardens Real Estate Alliance three years in a row; the "PAIGE Award" through her brokerage; the Master's Circle several times through WAAR/RSCK, and the 2017 Wichita Business Journal Award for being a Top Residential Agent. Whew!

Judy attributes her success, in part, to her grandmother. "I've always looked up to my grandmother because she was the one who taught me about life and relationships," she says. "When she taught me these things, at times I didn't understand what she meant until I experienced it firsthand in my life. The one thing she told me that has always stayed in the back of my mind was 'Always treat others how you would want to be treated.'" "And," Bias says, "I have taken this to heart and live by it. She was a very blunt and honest person with everyone around her. And anyone who knows me would say I'm the same, so I like to think I get that from her."

Judy started her career in real estate in "2004 with limited knowledge but with entrepreneurial spirit," she explains. "It was a time when you couldn't just Google 'how to sell real estate', so it was a lot of learning on the go." And what led to this life-changing decision? "My husband and I were building new homes and then selling them every few years," she explains, "and just from my personal experiences, I felt like I could do the business and save us money by listing the homes myself. And honestly, "she continues, "it was to save on commissions from the sale of our own homes. Going into it though, I found that I loved it."



“No one was a stranger to me. I watched others and was never afraid to ask questions.”

What you may not know about Judy Bias is that she was born in Phayo, Thailand and didn't come to the US until she was five years old. Her father was in the Air Force so they moved around some, first to Kansas, then to California, then finally back to Kansas. Judy went to Southeast High School, then to WSU until she got married, and she and her husband started a family. When her children got older, she went to Friends University and achieved a degree in Business Administration.

Judy says as far as business is concerned, she's most passionate about "trying to be the inspiration and mentor to my team. I want to inspire and grow my business to a level of it working seamlessly, even if I'm not involved in the day to day operations." When she started in real estate, Judy says, "I had a goal I wanted to meet as far as volume, and I had an agent who was recruiting me tell me I couldn't reach my goal in this industry." And that was the wrong thing to say to her. "I'm a very stubborn person, so that was a challenge to me," she continues. So, "to prove this person wrong, I held open houses every Saturday and Sunday. At these open houses I just gave out so many business cards and I had anyone and everyone fill out a quick mortgage application. I had no guidelines, so I made my own." Judy continues, "No one was a stranger to me. I watched others and was never afraid to ask questions. I worked my own way by being myself and working hard. I've always been passionate about my business and I feel like that's shown through me and my actions."

Judy's future plans include mentoring her daughter Ciera, who's part of her brokerage, enjoying her grandchildren and becoming a new home builder. In conclusion, Judy adds, "You do not have to step on people or abandon your beliefs or morals to be successful. Be true to yourself and greatness will follow." We think her grandmother would be proud.



Isaac Barker

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Isaac Barker grew up in the small city of Manistee, Michigan, about two hours north of Grand Rapids. He began selling real estate while he was in college and in only two years, he sold \$1.5M. He's now been selling real estate for six years and has sold a little over \$12M in Wichita. So far. Barker says he got his start in real estate, "as a college student during the Christmas break of my sophomore year in 2013. I started selling that next summer in Michigan with my mom at a local real estate firm," he says, adding, "I got my Kansas license in 2015 after graduating college from Azusa Pacific University and moving to Wichita with my wife, Aly." And why did he get into real estate? "Honestly," he says, "I got my real estate license back in college on a pact with my mom. She had always wanted to get her license and I told her that if she signed up for the class then I would, too. We took the class together during my Christmas break sophomore year."



But there's another reason he got his REALTOR®'s license. Isaac explains, "At first I simply got my license because it seemed like a better summer job compared to some of the manual labor jobs my brothers were working on their breaks. After a successful first summer, I realized I could make a solid career out of this and also quickly discovered how much I truly enjoyed working in real estate."

And he's definitely good at his job. In just his first year of selling in Wichita, he received the "Rookie of the Year" Award as well as an award for selling \$1M worth in just one month! But that's not all that defines this man. "Growing up, my family moved every few years and by the age of 17 I'd lived in five states and attended three different high schools," he explains. "I have two places that I consider my hometown though: Manistee, Michigan and Salina, Kansas."

Manistee is where we would go every summer to visit my grandparents and is also where I was born. Salina is where I graduated high school and met my wife." Isaac continues, "with all of these moves I really had to learn how to adapt to new environments and be comfortable with change. These big moves also sparked my first interest in real estate. I was the one child who actually enjoyed touring homes and attending open houses with my parents. The whole process fascinated me even from a young age."



•••

Isaac says he's "always been drawn to the entrepreneurial spirit. I'm inspired by individuals who achieved success through hard work, determination, and integrity." He says his parents and his father-in-law have had a huge impact on him. His parents instilled in him "from a young age the importance of a good work ethic, positive attitude, and staying true to my faith." And his father-in-law "has taught me so much about giving back to the community because he's continually reminded me that no one gets to where they're going without help from others." And that's not all. Isaac continues, "His wisdom and confidence in me have been huge in how I've handled myself in all areas of my life, from a husband and father, to a REALTOR® to a real estate investor."

While there are many things that have helped to make him the man he is, Barker says "the three biggest things that have shaped who I've become are getting married and starting our family together, joining Keller-Williams Signature Partners and purchasing my first investment property." Barker says his wife and child have given him "the confidence to achieve things I didn't know I was even capable of doing. The day we had Hazel was the next biggest day of my life. I never knew I could love someone so much as I do my little Hazelnut."

When he's not volunteering for Coming Together for A Cure, Isaac and his family like to go RV-ing, cook dinner together and explore Wichita.



While Isaac says he'll always be the best agent for someone and really care about them, what he really wants to be remembered for are being, "a good husband, father, and friend. Those are the things that mean the most to me."

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By Sharon Durmaskin Photos by Truckenmiller Photography

A Wichita Family Tradition

Jason Jabara is the CEO of Jabara's Carpet Outlet, Inc. He's the third generation to work in the 50-year old business, which sells flooring and home improvement materials. Jason says part of his company's success is catering to everyone, not just one segment of the population. "We hope to provide flooring for everyone and our store reflects that," says Jabara. "Everyone should be able to feel like a King or a Queen of their own castle and we want to be able to provide products and services that reflects the needs of all of our customers." Jabara says that includes adhering to the company motto of Service, Selection, Savings. "Our mission," says Jabara, "is to bring superior customer service and product knowledge to our customers, while incorporating the best value, the biggest selection, and the finest quality of flooring and home improvement materials."

Jabara says a shortage of quality labor across the country has helped to bring on the advent of DIY. "Because of that, you see the industry creating more products that are more DIY friendly," he says. "The advent of vinyl plank flooring is just one example. It's a huge segment of the flooring industry and it doesn't seem to be slowing down." That's only one reason why Jabara says they align themselves "with only the most trusted brand names in the flooring industry. We offer carpet, hardwood floors, laminate floors, luxury vinyl tile, waterproof floors as well as area rugs, blending



the latest in design trends and technology to offer you many ideas for custom living spaces you will love to come home to."

One of the incentives Jabara's Carpet Outlet offers is their RE-ALTOR® Flooring Program. "While other companies may also offer similar programs," Jabara says, "the types of materials are somewhat limited and the time frame is usually pretty long. Part of our program involves over 1,000 in-stock items, free measurements, free design help and in-home consultations."

When Jason isn't working, he spends time with his family. He's been married to his high school sweetheart, Cheryl, for 18 years and they have two daughters, Madelyn and Allison. "Madelyn will be starting high school this year and Allison will be starting middle school. If we aren't at volleyball, dance or ice-skating practices and competitions, we love to travel." Jabara also loves to go fishing and camping. And he adds, "I like to garden, and if it's a good garden I like to can: salsa, preserves, pickles, you name it."

While he says he hasn't been in the business long enough to know how he'd like to be remembered, he does have a wonderful definition of success. "I think being able to provide for my family is successful," he says. "I think being able to provide jobs and benefits for almost 50 employees who then in turn are providing for their families is successful. I think providing quality products and services at fair prices for 50 years is also successful."

That truly is the definition of success.

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 percent 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.

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 REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate REALTORS®. 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 REALTORS® in the area, but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

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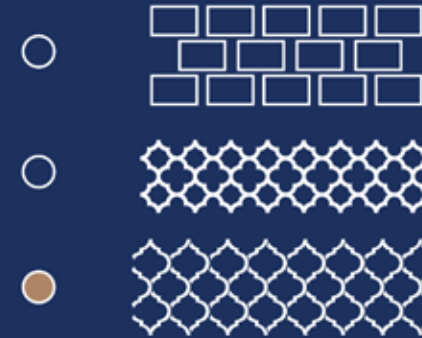
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1

CUSTOMIZATION

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2

LOCATION, LOCATION, LOCATION!

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3

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4

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5

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