WICHITA REAL PRODUCERS CONNECTING. E G. INSPIRING.

RISING STAR: Luke Beal

PARTNER SPOTLIGHT: Emeli Kate Salon

CELEBRATING LEADERS: Ken Seager

> NICHE AGENT: Sam Ritchie

MAKING A DIFFERENCE Coming Together for A Cure

JUNE 2020

ANTOINE AGNEW

TOP PRODUCER

we're here for you

Uncertainty isn't permanent. During this unprecedented time, we will continue to be there for you and your clients, supporting their new-home dreams.

For more information on how we'll continue to support you during this time, please give our knowledgeable loan officers a call today.



Stephanie Davis Loan Originator

Oliver Branch 2900 S. Oliver | Wichita, KS 316.651.5110 stephanie.davis@meritrustcu.org NMLS #807315



Kari Gilmore Loan Originator

Tvler Branch 2050 N Tyler | Wichita, KS 316.651.5185 kari.gilmore@meritrustcu.org NMLS #442459



Messina Hamlin Loan Originator

Maple Branch 13710 W Maple | Wichita, KS 316.558.5058 messina.hamlin@meritrustcu.org NMLS #320780



Karen Johnson Loan Originator

Andover Branch 610 E Cloud Ave | Andover, KS 316.219.7764 karen.johnson@meritrustcu.org NMLS #454656

meritrusthomeloans.com



Manhattan Branch 104 McCall Rd. | Manhattan, KS 785.320.7222 ricky.marquez@meritrustcu.org NMLS #222771



Gabe McKeever Loan Originator

1615 N. Rock Rd. | Derby, KS

gabe.mckeever@meritrustcu.org

Derby Branch

316.252.8030

NMLS #680676

Vanessa Steward

Hakan Wildcat

Loan Originator

Ricky Marquez

Loan Originator



Loan Originator

Cross Pointe Branch 11737 E. 21st St. N. | Wichit. KS 316.558.5069 vanessa.steward@meritrustcu.org NMLS #586091



Lawrence Branch 650 Congressional, Suite A | Lawrence, KS 785.856.7878 hakan.wildcat@meritrustcu.org NMLS #378142



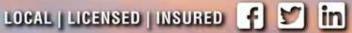


GUARDIAN

ROOFING & CONSTRUCTION

ROOFING • SIDING • WINDOWS 316.302.4100 GuardianRoofingLLC.com

囼 Subject to approval



We Know That Your Time Matters.

We will be able to look at your projects typically within 24 hours of notice.

You Name It - We Fix It

Any projects that may consist of the exterior of your clients homes: Roofing, Siding, Windows, Gutters, Decks, Etc.

A WINNING TEAM MEMBER FOR A SUCCESSFUL CONTRACT

HAPPY FATHER'S DAY A tribute to my father, Tom Tuttle

If you were fortunate to have known my father in this small Wichita real estate world, you knew he was always laughing. Tom Tuttle began his real estate career in the late '70s. He served a brief stint in the mortgage industry just before becoming a REALTOR[®]. I remember one story he loved to tell about handing out loan applications at open houses when the rates were 18%...and he was actually selling them!

Some of my earliest memories were riding along to collect rent from his rental properties or scoping out addresses on the weekly-released Sheriff's Sale list. I remember he was always working and would always take a phone call – there was no 9-to-5, but he made every outing an adventure.

From his pest control man with the three-legged dog to his property manager that would scare even the toughest "problem" tenant with her blackbelt karate skills, he "had a person" in every industry and a contact in every corner of the city. He made his remodels a family affair. My three older brothers and I would each be assigned a project. I was always on cleaning, painting or the dreaded wallpaper removal duty while he taught the boys how to plumb a house, run electrical or build a fence. Neighbors would keep an eye on us if he had to leave but we could always count on a delicious lunch.

I always thought he would have made the perfect real estate reality show!

My father was very well versed in all aspects of real estate. One hat he wore particularly well was being the sole property manager for over 200 properties for the Federal Bankruptcy Court for several years. He executed these duties with success, efficiency and grace but more impressive was how optimistic and happy he remained! If you've done any kind of property management, you know what I'm talking about. That's certainly something I have zero interest in doing again.

My dad also did a fair amount of remodeling and even started a roofing company in his last few years.

Tommy, always donning his signature Ray-Ban Aviator sunglasses, would make friends everywhere he went. He loved to tell jokes and he always remembered a name. I quickly learned that he used humor in all situations. He would constantly have a story or give a history lesson on random buildings or houses all throughout the city; he was so full of knowledge. As you might imagine, there wasn't much silence. I'm pretty sure I inherited my love of people and talking from him.

I miss his stories and his boisterous laugh.

I consider myself lucky to have learned from him for 33 years - not just his extensive real estate knowledge, but how to love unconditionally and use laughter to help and heal.

If you've lost your father like me, my heart goes out to you. That's a loss that is indescribable until you've experienced it. If you're fortunate to still have your daddy alive, spend as much time with him as you can, no matter your age or his.

I wish all you fathers, grandfathers and great grandfathers a very Happy Father's Day.

Please welcome our newest trusted business partner, Refined Furniture Rental for all your staging needs.



Your friend, publisher and fellow REALTOR[®],

Samantha Lucciarini





Lanie Schaber

Samantha Lucciarini Owner/Publisher 316-258-4855





Videographer &

Photographer

Editor

Darrin Hacknev Photographer



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









MEET THE WICHITA REAL PRODUCERS TEAM





Katherine Fondren Ads Strategist



Jennifer Ruggles Photographer





Dave Danielson Writer



Heather Pluard Writer









Emeli Kate Salon





Niche Agent am Ritch



44

Making A Difference Coming Together for A Cure



EXPERIENCE THE DIFFERENCE







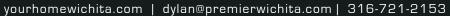
 $W_{
m hether}$ your buyers are looking for a move-in ready

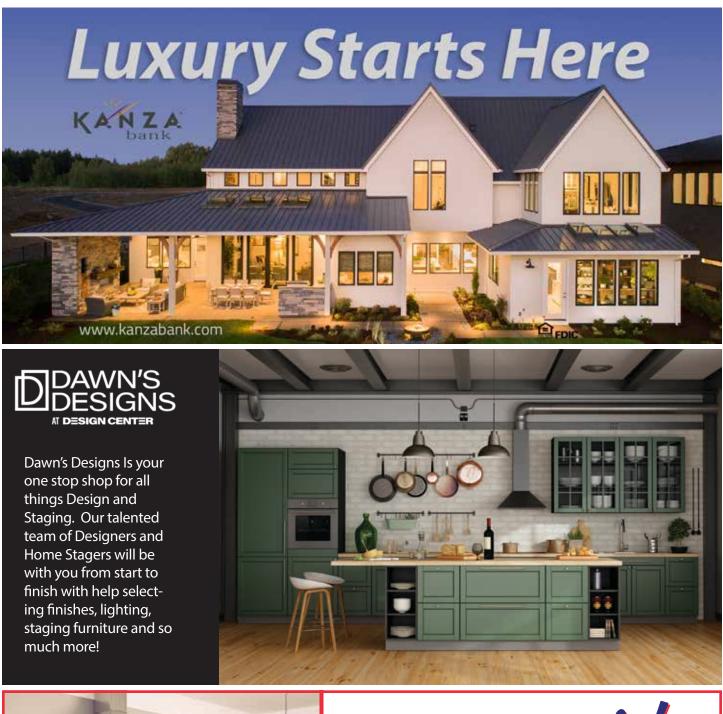
Estancia 37th and Ridge Rd Maize Schools Starting at \$275k

Bay Country Central and 119th Goddard Schools Starting at \$225k

Arbor Creek 183rd and 23rd Goddard Schools Starting at \$225k















How's your quarantine going? Call us for all of your unexpected plumbing issues.



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 wichitagraniteand cabinetry.com

CONSTRUCTION / MORTGAGE LOANS

(316) 219-1611

goasb.com

Andover State Bank

COUNTERTOPS -

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

DEVELOPER

Schellenberg Development (316) 721-2153 schellenberg development.com

EYELASH & NAIL SALON

Emeli Kate (316) 867-2511 emelikate.com

FINANCIAL PLANNING Edward Jones Jeff Christensen (316) 990-1968 jeff.christensen@ edwardjones.com

FINANCIAL RESOURCES

Equisset Eric Schlecht (316) 217-1178 equisset.com

FLOORING

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

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

HEALTH INSURANCE

Kemper Health Joe Sauer (316) 687-3658 kemper.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

LENDERS

Credit Union of America (316) 265-3272 CUofAmerica.com

MORTGAGE

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

Kanza Bank (316) 636-5821 kanzabank.com

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

Meritrust Credit Union meritrustcu.org

Movement Mortgage Scott Steele (704) 654-1409 movement.com/lo/ scott-steele

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

MORTGAGE BANKER

BNC National Bank (316) 854-3625 bncnationalbank.com /wichita

LeaderOne janiecarr.mymortgage.site

MORTGAGE LENDER

United Fidelity Funding Turner Williams (316) 210-4903 turnermtg.com

MORTGAGE LENDING

US Bank Steve Farmer (316) 655-1700 mortgage.usbank.com /steve-farmer-wichita-ks

MAYBEE **PROFESSIONAL HOME INSPECTIONS**

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



MOVERS

Mighty Movers Sherry Smith (316) 685-5719 movingwichita.com

MOVING / PACKING

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

PHOTOGRAPHER

Jennifer Ruggles Photography Jennifer Ruggles (615) 415-3029 jenniferrugglesphot ograhpy.com

PHOTOGRAPHY

Darrin Hackney Photography (316) 992-4225 darrinhackney.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

POOL & SPA -**DESIGN/BUILD**

Shocker Pools Doug Baker (316) 260-4717 shockerpools.com

REAL ESTATE EDUCATION

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

ROOFING & CONSTRUCTION

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

Guardian Roofing and Construction (316) 302-4100 guardianroofingks.com

STAGING

Refined Furniture Rental Ashley Labus (316) 990-8262 refinedfurniturerental.com

TAX SPECIALIST

Phelps Tax **Ryan Phelps** (316) 262-1900 phelpstax.com

TITLE COMPANY

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

VIDEOGRAPHY/ **PHOTOGRAPHY**

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



GET EVERY ISSUE **ON YOUR PHONE!**

DOWNLOAD OUR MOBILE APP

Search Digapub Choose Kansas Wichita Real Producers



Get IT ON Google Play

We Offer **Opportunities**

om a one-time transactior to ongoing arrangements we can provide an alternative to traditional financin

We enjoy tackling challenging situations and can act quickly to insure we get the deal closed.

Eric Schlecht **BUSINESS DEVELOPMENT** eschlecht@equisset.com 316.440.5840 EQUISSET.COM

EQUISSET

Opportunity Purchase

Don't let that great deal get away because of the difficult process of getting financed.

Opportunity Zones

Whether Equisset acts as a Qualified Opportunity Zone manger or helps create capital gains to invest, we are ready to tackle any situation.

Assured Replacement Property Equisset has tools to "park" your capital.

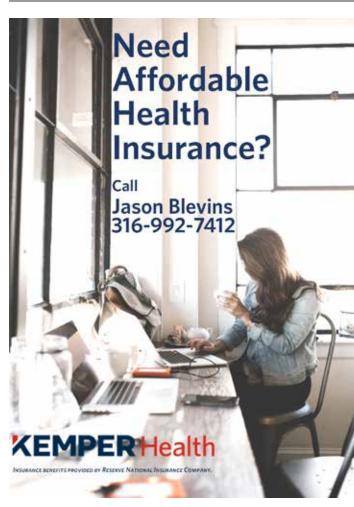
Straw Buyer

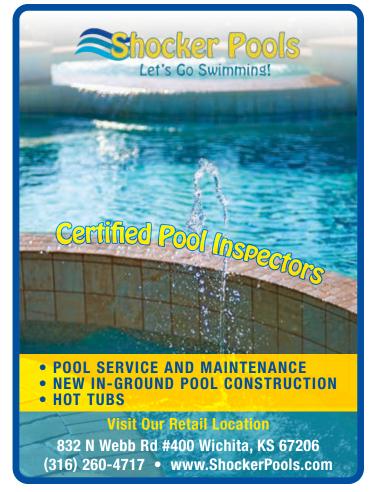
Equisset can act as an independent buyer for the property you want.

WICHITA'S BEST MOVING COMPANY MIGHTY MOVERS Moving And Delivery Service Experienced. Professional. Reliable.









Agnew & Associates Keller Williams Hometown Partners

It's been said that when you're looking for something to be done well, ask someone who is very busy and good at what they do. It's easy to see why Antoine Agnew is called upon to help people in a variety of ways.

That's because through life, and as a REALTOR[®] and Team Co-Owner of Agnew & Associates with Keller Williams Hometown Partners, Antoine is the epitome of what it means to be an all-in achiever.

Lifelong Spark

Antoine's strong sense of achievement has always been part of him. It's in his DNA.

"When I was 15 years old, my mom and I moved into a house that was part of the Section 8 program. I remember it being very nice. It had new carpet, windows, paint, and siding," Antoine recalls. "While we lived there, I remember getting to know our landlord, Mr. Finney. He was well-known in northeast Wichita and owned many homes in that area."

Antoine took particular notice of not only what his landlord did...but how he did it.

"He gave people a great product, he was nice, and he fixed things. That was my intro to real estate," Antoine says. "He was a person I always looked up to. I still do."

Coming of Age

As Antoine came of age, he helped open a health food store, serving as the grocery manager at just 19 years of age. It was during that experience that Antoine met Joan Downs.

•••

• • •

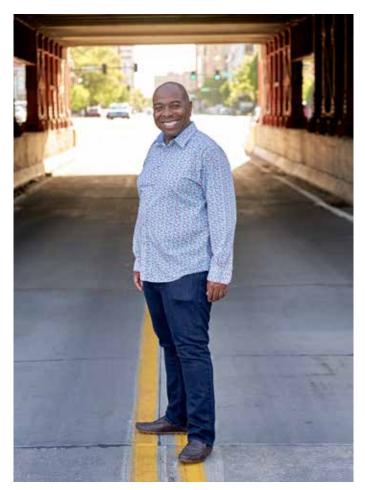
"Joan was a grand lady from Tennessee with fire-engine red hair who was a chef and had written several cookbooks. She shaped the deli at the store, and also owned a real estate company with her husband, Charles," Antoine remembers. "Joan and I really connected. When we got to know each other better, she said, 'Antoine, you would make an amazing REAL-TOR®. There's something about you that would draw people in.' I said, 'That's nice,' but I didn't really know what a real estate agent did. I was only 19. It felt bigger than me."

The influences added up.

"My goddaughter's grandmother was a REALTOR®, too. Her name was Sammie Edwards. She was an amazing woman with numerous skills within and outside of real estate. I saved all of these influences and lessons and stored them in my brain," Antoine tells us.

Positive Impacts

Beyond working as a REALTOR[®], Antoine has a full life. He and his husband, Martin Millis, have owned and managed multiple properties.



On top of that, Antoine is also a Licensed Specialist Clinical Social Worker—a role he has carried out with passion since starting in the social service field in 1995.

On a fateful day in 2004, Antoine heard—and took— his own advice.

"I provided weekly counseling services for an adult woman who was trying to find the motivation and self-esteem to be successful in a professional field. After about six weeks, I remember challenging her to put action to her wants. She was encouraged to research careers, talk with individuals in the desired fields, and put more action to her wants," Antoine smiles. "It was at that point that I thought I should practice what I preach. Real estate was always an interest, but I never put action toward the field. I immediately started meeting with companies, asked questions, and started playing with the idea of how I could fit real estate into my world."

Antoine soon took action himself, got his license, and began his journey in real estate. His efforts were met with success. Antoine had the opportunity to make his mark by selling lofts at the Rumley for Dave and DJ Burk, who he attributes as great contributors to his professional career.

"I was nervous at first, but I said, 'This is going to be fun, I think," smiles Antoine. "Things started clicking pretty soon. It always felt natural; I am a helper; I am a nurturer; I am a designer; I am a REALTOR[®]. People that know me know that I am trustworthy, and I would never sacrifice relationships for a sale."

Dream Team

Along the way, Antoine and Martin also started their own team—Agnew & Associates, which is a team and mega office through Keller Williams Hometown Partners LLC. Today, it's a group of 10 that continuously earns Antoine's appreciation and respect.

"We have a Licensed Assistant along with nine REAL-TORS[®]," Antoine tells us. "Everyone on my team is tremendous. They are strong-character people who finish everything they start. I love each of them for individual reasons. They are my work family. It's collaborative. We build each other up and celebrate our successes."

Real estate is more than a job for Antoine.

"Real estate is a piece of who I am. It's part of my being. I have a passion for meeting people, helping people, and exploring what makes them tick...and those are all big things in real estate," Antoine emphasizes. "Clients have to have some sense of trust that you won't just throw them into the first house you find. They need to know that you're truly looking out for their best interests. I love being able to let people know 'I heard you, and I remembered what you wanted.""

Away from work, Antoine and Martin enjoy meeting with friends for cocktails/dinner and attending fundraisers.

Real estate is a piece of who I am. It's part of my being.

I have a passion for meeting people, helping people, and exploring what makes them tick... and those are all big things in real estate.

Honoring Life's Influences

As Antoine reflects on the person he is today, he sees three central influences.

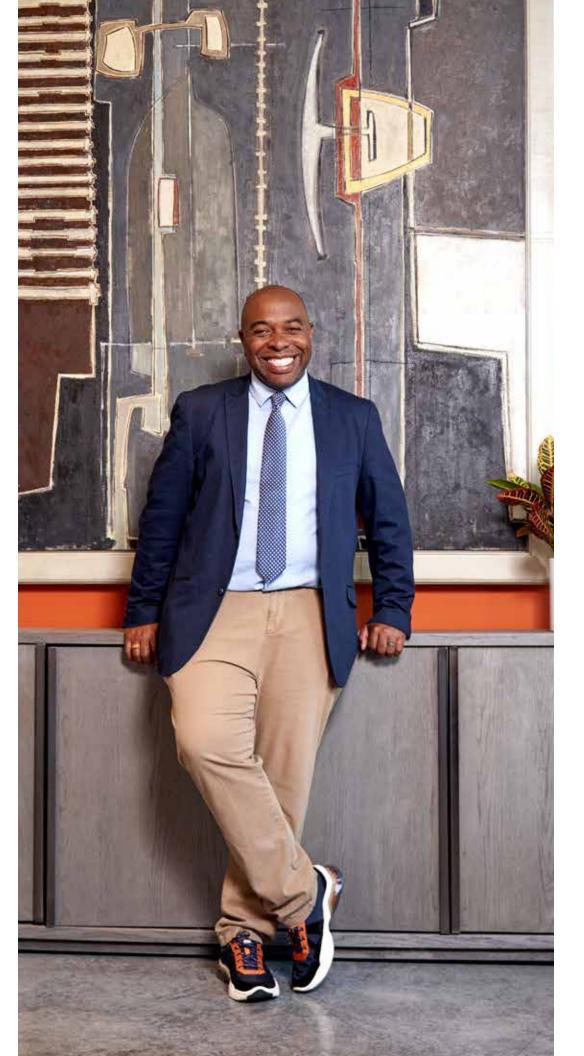
"There were three women that gave me the pieces of who I am, including my mom, who was highly expressive and never knew a stranger, my grandmother, who taught me how to be resilient, and my aunt, who is the finisher," he says.

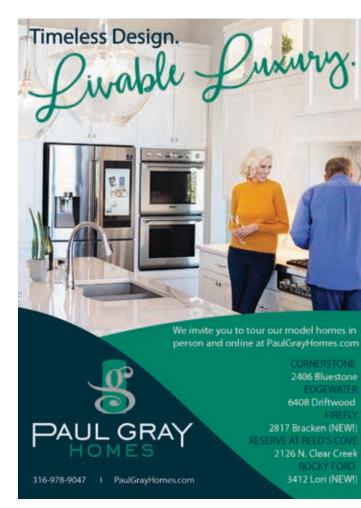
Antoine and his mother were just 18 years apart in age. Their bond was very close, so her unexpected passing in 2011 was very difficult.

"During that time, I had so much love and support from close friends and family," Antoine says. "They loved me and kept me emotionally together. With that strong foundation, I knew I was going to make it."

"I remember when I was 16, my grandmother bought my first car. I was so excited. I was even more excited when I was able to buy her a car at 80 years old when her car stopped working," Antoine recalls. "When I could do that...that was a sign of success...being your authentic self—speaking and living your truth while saying what needs to be said are all signs of success. In regards to monetary success, it is necessary to support these efforts."

Now, Antoine continues making a lasting difference that matters in the lives of people around him. Whether he's working with a person at one of his properties, supporting a team member, listening to a high school student, or guiding a real estate client, one thing is for certain-those who he comes into contact with are getting the best from Antoine Agnew-an all-in achiever who gives his all for them.









branch for more det

"Phelps Tax has given me hours back that I use to focus my time and energy on my highest dollar producing activities. They really have a passion for helping me optimize my time and money."

Emily Base, Roy Real Estate Team

S-Corp Conversions · Payroll · Bookkeeping Individual and Small Business Tax Preparation



Ryan Phelps, Owner

1119 W Douglas Wichita, KS 67213 316.262.1900 www.PhelpsTax.com

PHELPS

application must be returned by 6/30/20 and the loan must fund prior to expiratior



BUSINESS + PROMOTIONAL FILMS, DRONE SPECIALISTS

ADLERGREYVIDEOGRAPHY.COM

REAL ESTATE PHOTOS, VIDEO, MATTERPORT, AND MORE. ADLERGREYCOLLECTIVE.COM

LOCALLY OWNED. LOCALLY OPERATED.





Ride with the No. 1 car insurer in Kansas.

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



"By having Shane Neal of Precision Home Inspection Service perform our home inspections, we are able to successfully navigate through this critical point of the transaction. Not only is Shane thorough and knowledgeable, he effectively communicates to us and our clients his findings regarding the condition of the homes. He even goes above and beyond

and educates our clients on how to care of their home after they own it. We are able to be the Fiduciary for our clients at a higher level by using Shane's services. We highly recommend others use Shane for home inspections."



Ronda Welsh, Realtor, Keller Williams Signature Partners, LLC



realproducersmag.com



Feels so good to be home.

Get pre-qualified today and discover your financing options!

RCBbankMortgage.com

Let's talk. Get pre-qualified. Christy Almquist NMLS# 754429 316.247.7706 calmquist@bankrcb.net 10501 E. Berkeley Square Parkway RCBbankMortgage.com



With approved credit. Some restrictions apply NMLS #798151. Member FDIC



Luke Beal Focuses on Faith, Family, and Freedom! Beal Real Estate Group

One of those who lives this example each day is Luke Beal.

As Owner/Broker of Beal Real Estate Group, he works with a sense of purpose that goes well beyond the traditional trappings and service definitions of what it means to be a success.

Luke maintains a grounded, positive life with a firm focus on faith, family, and freedom.

"The most important things to me are being a great father, husband, friend, and man of faith," he smiles. "I like to work hard, but I don't let what I do define me. I believe that chasing money as a goal, rather than utilizing money as a tool to create freedom will always end in disappointment."

Many Gifts and Options

Born in El Dorado, Kansas, Luke grew up between El Dorado and Towanda. He went to Friends University in Wichita, graduating in 2001 with a Bachelor of Science in biology and minors in chemistry, religion, and philosophy.



hen you have your priorities set in life, and you live with a spirit of abundance, you are likely to have a very happy life.

While in school, Luke's entrepreneurial spirit was evident.

"During high school and college, I owned a lawn mowing business," he recalls. "I've always been entrepreneurial, and I've loved the feeling of the rewards $% \left(f_{1}, f_{2}, f_{1}, f_{2}, f_{3}, f_{$ you get from hard work."

With a wide range of diverse talents and gifts, Luke had a lot of options when he graduated from college.

His first couple of years of his career were spent teaching middle school math,

science, and language. As an accomplished guitarist and singer/songwriter, Luke had options in music, as well. He spent time in Washington, D.C. and Chicago in music-related roles with churches.

Life's Priorities and Paths

In the meantime, Luke met and married his wife, SaVannah. He also bought a café and coffee shop, operating it for a few years. For a time, the couple lived in Kansas City.

"While there, I bought an older house and flipped it. That was the seed of real estate for me, unbeknownst to me at the time," Luke says.

Five years ago, Luke and SaVannah moved back to the Wichita area.

As Luke explains, "Both of us are from this area, so our families are here. Plus, I'm the oldest of nine kids, so it's nice to be closer to siblings and to be able to be more involved in their lives."

A professional epiphany accompanied the move.

"I realized that real estate would be well suited for my skill set," Luke recalls. "What appealed to me was being a small business owner and having the freedom that affords."

A Quick Start

In 2016, Luke earned his real estate license, and he embarked on his adventure in real estate.

From the start, it seemed like a natural fit. Luke's first closing occurred just 23 days after he got his license. Last year, Luke recorded an impressive \$5.5 million in volume, along with \$19 million in career-todate volume since his start four years ago.

The numbers are nice. But what they represent is what's really telling for Luke.

...

What appealed to me was being a small business owner and having the freedom that affords.

...

"Never in my life have I tried to make as much money as possible. But this success so far in real estate has allowed me to take excellent care of my family and be generous with others, which is something I've always wanted to do," he emphasizes. "My huge goal is seeing people achieve their goals. You see them achieve something that, a couple months previously, they may not have thought was possible. It feels good when you use your expertise to fight for the best interests of your clients and see them achieve their dreams."

Family Focus

At the center of Luke's world is his family. He and SaVannah enjoy moments spent with their children, including their 9-year-old daughter, Avery, 6-year-old son, Judah, and 1-year-old son, Beckham.

"SaVannah is multi-talented. She's such a good mother. She has the ability to stay at home. She takes care of everything and even homeschools our kids," Luke smiles. "She plays violin and sings, is an amazing cook, and is a perfect support and complement to me."

Free time at the Beal home involves a love of anything outdoors. Some of Luke's favorite active pursuits include hiking, backpacking, kayaking, playing sports, playing guitar and writing music.

As Luke says, "I'm a sports fanatic...not just playing sports outside...but primarily college basketball. I'm a big fan of the Kansas Jayhawks. Something about sports that I really like is that it connects us. You can have a full conversation with a stranger about it."

Luke and his family are also active in their local church, supporting individuals who are involved with local and international Christian ministry work. They also are supporters of the local pregnancy and family resource center and its efforts with open adoption.



A Clear Focus

With a passion for helping and teaching others, Luke shares advice from his own experience with others who are just starting in real estate.

"There's so much pressure to pattern your path on what others' success has been. You will be successful when you find your own path," Luke says. "There will be struggle, but that's part of the process. It's a success even if you learn that something didn't work. If you're thinking about it, you will find what works for you specifically, and you'll settle into it."

As Luke considers his own future in real estate, he sees more opportunities to strengthen the basics in life.

"I want my goals to be much bigger than advancement up a ladder," Luke says. "For me, it's having freedom and time to spend with my family, and being able to take care of my clients."



"I've worked with Darrin Hackney on several projects, and what I admire the most about his work is how versatile of a photographer he is. Throw an idea out and he'll capture it in a way that leaves you awestruck! Hackney has mastered it all; portrait, fashion, street, landscape and wedding photography. Call him! He'll turn your project into a masterpiece!" Cassy Cummings Rohr, J.P. Weigand & Sons, Inc.





to Update Your Headshot

SPECIAL OFFER \$10 off Regular Rate on Headshots if you mention "Real Producers."





The right loan

is just around the corner.



Waterfrom 1718 N. Webb Rd Wichita, KS 67206 316.733.1375 🖸 316.219.1600

511 N. Andover Rd Andover, KS 67002 GoASB.com

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











615-415-3029







Written by **Heather Pluard** Photos by **Darrin Hackney**

EMELI KATE SALON IS OPEN AND READY TO MAKE YOU FEEL YOUR

Bao and Mai Vo

As the saying goes, "Look good, feel good," and Emeli Kate Salon is here to help! This locally-owned beauty salon re-opened last month after the coronavirus lockdown and is excited to offer nail, lash, and eyebrow services in a highly sanitized environment once again.

"We took a lot of steps to ensure the health of our clients and our team members even before the pandemic," says Bao Vo, who co-owns the salon with his wife, Mai. "In addition to the state-required exhaust system, we have two highly-advanced air purifiers that run all day using three filters to recycle the air constantly."

Emeli Kate Salon also has dust-collectors at every station to help keep pristine air quality, and their technicians wear masks. Additionally, the salon sterilizes all of its metal instruments in a medical-grade autoclave after each use. Each client uses a freshly cleaned set of tools from a sterilized pouch.





"Being an entrepreneur is always a risk, especially when you have kids at home," says Bao. "But, we wanted to make a difference in the salon industry by offering clients an exceptional experience while also treating team members with the respect they deserve. Our team has an average of ten years of experience and are fully licensed, certified professionals."

REALTORS® are also VIPs at Emeli Kate Salon. "We offer a 20% discount on gift cards for real estate agents," says Bao. "It's a great gift for them to give out to clients! We also have a loyalty program anyone can join where you earn one point for every dollar spent and can redeem them for a \$5 discount every 100 points earned."

"We've been doing all of this since we opened last October," explains Bao. "The only new step we've taken is to have hand-sanitizer

...

at every station for clients to use as soon as they sit down. Our dip-nail process includes soaking hands in acetone, and that kills bacteria and germs, too."

Bao grew up in Wichita, and both he and Mai graduated from Wichita State University. Bao has a Bache-

Professionals tend to feel more confident when they look polished.

lor of Marketing, and Mai has a Bachelor of Dental Hygiene. They had dreams of owning a business together, so Bao left his comfortable job in corporate America to open Emeli Kate Salon. The name is a combination of all three of their children's names.

Emeli Kate Salon offers manicures and pedicures for adults and 'Little Darlings', so it's an excellent spot for a mom-daughter day out. Other services include eyelash extensions, facial hair waxing, and brow tinting. "Professionals tend to feel more confident when they look polished," says Bao. "Especially when they're always putting themselves out there. We love helping people feel good!"

They also love to support the Wichita community. Emeli Kate Salon holds local fundraisers and donates 10% of salon profits to non-profit organizations like Catholic Charities. "We truly want to be of service to our clients, team members, and community," says Bao. "We appreciate the support we've

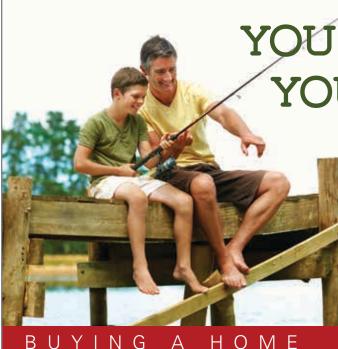
had, and, like most small businesses, we hope to regain the momentum lost during the pandemic. We'll all accomplish more together."

For more information, call (316) 867-2511 or book your appointment online, https://emelikate.com/book-appointment



BE BOLD. BE CONFIDENT. BE YOU.

Book Your Appointment (316) 867-2511 446 S. Ridge Road Suite 300, Wichita, KS 67209





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 of 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 apoly. This is not intended as an offer to extend credit nor it is a commitment to lend. Corporate Office (NMLS ID#3901): 201 Old 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 Country Road, Suite 140, Melville, NY 11747; (800)LOANS-15. Kansas Licensed Mortgage Company, License #MC.0025044.

team has worked with Sally Conger for over four years now. The experience has always exceeded expectations of not only the Buyer/Seller, but all participants in the closing and transaction. BNC and the Sally Conger Team have completed virtually all of my Veteran Administration loans except one. To say Sally and her team are my #1 'go-to' lender is an understatement. Thank you, Sally, and I look forward to our next 100 transactions and closings.'

-Rod Barr MRP Military Relocation Professional Associate Broker Keller Williams Signature Partners, LLC

Our Team is Here to Serve Yours



SALLY CONGER Loan Originator NMLS # 246106 316-854-3639 sconger@bncbank.com

NMLS # 418467

YOUR DAD TAUGHT YOU EVERYTHING HE KNOWS

Now Make Him Proud by **Choosing a Trusted Lender**

REFINANCING







Experience a Higher Standard of Lending Guidance where Relationships are Valued over Transactions

- CO MARKETING OPPORTUNITIES AVAILABLE
- FILES UNDERWRITTEN PRIOR TO CONTRACT

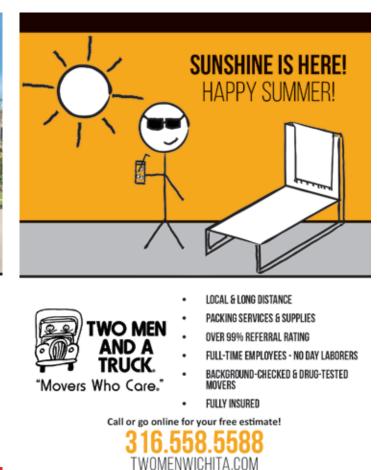


Senior Mortgage Advisor VMLS# 1462759 316-210-4903 Cell 316-669-8483 turner@uffmortgage.com



he Epic Center |301 N Main Street Ste. 340 | Wichita Ks 67202







irst Time Test Takers - Salesne

www.CesWichita.com (316) 651-0652



- \$0 Lender Fees for ALL VA Loans'
- LendingTree 2019 Top 5 VA Lender in the US"
- Lending in 49 states
- · Personalized, local service with nationwide coverage



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

Third party fees such as appraisal, title fees, insurance etc. may apply. "lendingtree.com/home/va/top-va-lenders KS StateBank is not affiliated with or acting on behalf of or at the direction

of VA or the Federal Government

KS StateBank NMLS: 410602 MEMBER FDIC | EQUAL HOUSING LENDER 1

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

Let's talk about your home insurance today.



Dylan Hartnett, Agent *Certified Agency in Customer Excellence* dhartnett@amfam.com 107 W 6th Ave, Augusta 316-775-5522

AMERICAN FAMILY INSURANCE

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.



Written by **Dave Danielson** Photos by **Darrin Hackney**

Ken Seager Offers A Half-Century of Real Estate Expertise!

The specific goals we have in life are important. No matter what they entail, these mileposts of our success are an indication of our spirit and sense of achievement for ourselves. What makes the journey even more rewarding is when those achievements made support others around us. A perfect example of this selfless spirit is Ken Seager. As Broker/Owner with RE/MAX Realty Centre, Ken is definitely leaving a positive mark on the world.

A New House. A New Chapter.

In 1970, Ken was done with school, having taken business and accounting courses.

"I was waiting for the draft," Ken recalls. "My father suggested that, while I was welcome to live at home, I probably should be paying rent. In response, I sought out a place to buy, as I didn't want to waste money on rent. I immediately answered ads on two different duplexes and ended up buying both."

Something very pivotal happened in the process.

"At the second closing, I asked the agent if it was tough to get into real estate," Ken remembers. "As it turns out, he was a sales manager for his company, and soon I started on my lifelong career."

Making the Most Out of Opportunity

As Ken dove into his new career, he faced an economic downturn at the time.

"They had just stopped making the B-52 bombers at that time, which started a recession in Wichita," Ken recalls. "But the FHA 235 program was just starting



up, and I sold dozens of new construction homes. I was happy that I was able to come out of the blocks running pretty hard."

After a few years, Ken started his own organization-Seager and Company Real Estate. At the time, he was just 25 when the average agent age in his office was 63. As Ken built his company, he experienced a rewarding exchange with his new team members.

As Ken says, "I taught them their start in real estate, but they all mentored me in some business skills."

Over the past 47 years, Ken has achieved a remarkable level of success as a Broker and as a selling Broker. He has also served as President of the local board and MLS and awarded the Walter Morris Broker of the Year honor.

Through time, it's estimated that the office has completed more than 12,500 transactions. Last year, RE/MAX Realty Centre recorded an impressive \$35 million in sales volume.

As Ken says, "It's a neat feeling to be able to drive around Wichita and see all of the houses you've been involved with through time."

Beyond the numbers, Ken feels the rewards of mentoring those in the 15-member boutique-sized operation, including nine who have their Broker's license.

I get a lot of satisfaction out of helping agents with the most challenging problems.

"I feel I've achieved success based on helping other people—when you make a difference in someone else's life."

Active Pursuits

Away from work, Ken's world revolves around his family, including his wife of 42 years, Brooke. They cherish the memory of their daughter, Jessica, who they lost about 10 years ago. They always look forward to time spent with their son, Aaron, and his wife, Micki, who just gave them their first grandson, Jack Thornton Seager.

In Ken's free time, he enjoys playing golf. And, about four years ago, he picked up a new skill-playing guitar.

"I've been taking lessons over that time. I like playing an eclectic mix of rock, folk, and country music," Ken says. "It's soothing, and it's a good challenge for the mind, between the coordination involved and interpreting the music."

Ken and Brooke are also very active in their church, having served on various committees through time. Ken attends weekly small group sessions and meets regularly with a small number of men in a discipleship group.

The Bottom Line

As Ken considers his 50 years in real estate, he offers advice for the next generation of REALTORS[®].

"During this time, there are a lot of marketing and training products being thrown at brokerages and real estate people in general, with

new routes to take and things to try," Ken says. "It's easy to get overwhelmed with the volume of advice. But, I would say that it's important to pick out a few of the basics-the core tenants of the sales profession, including sales basics and people skills, and then add on from there."

Ken has helped many families and agents over the years. There have been numerous awards and recognition along the way. But, at the end of the day, there's one mark that matters most to him.

"I feel I've achieved success based on helping other people—when you make a difference in someone else's life," he smiles. "The other markers are great, but when you can leave a mark on other people's lives, that's the true mark of success."









Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit usbank.com to learn more about U.S. Bank products and services. Mortgage and Home Equity Products are offered through U.S. Bank National Association eposit Products are offered through U.S. Bank National Association Member FDIC. @2020 U.S. Bank 109101c 01/20

usbank



Achieve home ownership with the American Dream home loan.

We're here to help you become a homeowner.

- Down payment as low as 3%
- Mortgage insurance paid by U.S. Bank
- Down payment assistance up to \$5,500. which can also be used for closing costs and required repairs

Call today to learn more.

Steve B. Farmer Mortgage Sales Manager Wichita, KS 316,448,4398 office 316.655.1700 cell steve.farmer@usbank.com NMLS#: 492459



We Understand Commitment

You can rely on Edward Jones for one-on-one attention, our qualityfocused investment philosophy and straight talk about your financial needs. To learn more. call today.





Jeff Christensen, AAMS® **Financial Advisor** 142 N Main Suite 115

El Dorado, KS 67042 316-322-0001

edwardjones.com Member SIPC







"Great selection and personal service. Staff is quite knowledgeable. It's nice to have a locally-owned option to the big box stores." -Henry Nelson

LIFETIME INSTALLATION WARRANTY ON ALL WOOD, TILE & CARPET



Move-In Ready Can Make - **ALL** the Difference



Designer's HOME Gallery

"Saving the world from UGLY floors" MONDAY - FRIDAY 8:00 - 6:00PM | SATURDAY 9:00 - 3:00

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

niche agent

Sam Ritchie

Turns His Clients Into Friends...and Neighbors! Written by Heather Pluard Photos by Darrin Hackney

Ritchie Development

A lot of REALTORS® turn clients into friends. Sam Ritchie turned them into neighbors! This former lawyer and Wichita native joined the family business five years ago, becoming one of Ritchie Development's most passionate agents. As he successfully sold out one of their premier, new-home communities, Sam decided it was the perfect spot for his family to call home, too.

"I enjoyed the relationships I made selling in Garden Walk so much I decided to move there," he says. "Like many buyers, my wife, Anna, and I didn't want to settle for what was on the market. With new home construction, you get exactly what you want, including the latest design trends, and open, modern layouts tailored to your needs. We also like the lower utility bills that come from higher energy-efficient appliances and materials, and we enjoy peace of mind knowing no major remodeling projects or appliance repairs are looming shortly."

Sam and Anna met at a blind date party at KU, where they both attended. After earning a Bachelor of Science and a Bachelor of Arts from KU, Sam went to the American University Washington College of Law and earned a Juris Doctor.

...

GG Helping people get exactly what they want is very rewarding.

99

...

"During and after college, I worked at the White House as an intern in the Office of Political Affairs, and later for the Bush-Cheney 2004 presidential campaign in Washington, DC," says Sam. "I wanted to get a little closer to home and took my first legal job as counsel for a Missouri state agency. After marrying Anna in 2012, we decided to make Wichita home, and I began practicing law as a transactional attorney specializing in areas such as land and business purchase agreements, commercial leases, and acquisitions."

Real estate was in Sam's blood, and it wasn't long before the family tradition called to him. "I enjoyed practicing law, but Ritchie Development is a name synonymous with some of the most sought-after communities and neighborhoods in Wichita, and it goes back generations," he explains. "I plan to continue this family business's legacy of making a lasting and positive impact on Wichita."

Sam joined Ritchie Development in 2015, exclusively selling custom-built new homes and new construction for Wichita's top builders. "Helping people get exactly what they want is very rewarding," he says. "We offer modern-day technologies and efficiencies that existing homes can't compete with. I take pride in giving all that I can for what is usually the most important personal financial decision of somebody's life."

Two significant influences in Sam's life are Kevin Mullen and Sam's dad - Jack Ritchie. "When they got started in the early 1980s, the master-planned community was a new concept in Wichita," says Sam. "Kevin and Jack learned the ropes of this industry themselves, and there is almost no scenario or issue in new home building and new neighborhood planning that they have not encountered. Being able to draw on their wealth of experience and knowledge in this field has been a major asset to my career."

Today, Sam enjoys selling the Brookfield new home community. "With K96 less than 60 seconds from the neighborhood entrance, the location is ideal," he says. "It's close to one of the hottest commercial and retail hubs in Wichita, and some of the areas best public and private schools. Plus, it already has an established feel since there are a lot of mature trees and lakes in place. We sponsored St. Jude Children's Research Hospital this year by providing a Brookfield lot for the St. Jude Dream Home Giveaway."

> Sam belongs to the RSCK Master's Circle and is a 2017 Wichita Business Journal 40 under 40 honoree. When he isn't selling homes, he enjoys spending time with Anna and their two children. "We have a five-year-old daughter named Helen who loves princesses, unicorns, tennis, dance, and gymnastics," he smiles. "Our son, Davy, is three years old and named after his great grandfather, Dave. His world revolves around playing with cars." Anna and Sam love to travel. "We have taken some very fun international trips over the years, and I've been to North Korea," he says. "Now that our kids are old enough, we look forward to adding some Disney trips and family ski trips to that list."

However, there's no place like home. "Unlike agents that sell in neighborhoods all over town, I have the benefit of regularly seeing my past customers on an almost daily basis," he says. "We're neighbors! Always striving to do right by our homebuyers has been, perhaps, the largest contributing factor to Ritchie Development's sustained success. We have a genuine desire for our homebuyers to have nothing less than an extraordinary experience."

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.







PHOTOS OFF YOUR DEVICE & INTO YOUR LIFE IN LESS THAN A WEEK

Photo prints ordered in minutes! Get started online and save on shipping when you pick up in-store.

LIMAGE.BIZ | (316) 618 4839 | 615 W DOUGLAS AVE, WICHITA, KS 67213

Do you have a project we can help with? 316-778-1566 • KEYSTONESOLIDSURFACES.COM 1250 N MAIN · BENTON, KS 67017



SThe New Wichita Home 2020

TCRAIG SHARP HOMES

This year's New Wichita Home 2020 by Craig Sharp Homes, Inc. delivers seamless indoor-outdoor spaces, luxurious private areas, and a wealth of WOW factors. Designed for dramatic impacts throughout, the Sweetwater Plan exemplifies the attention to detail and craftsmanship associated with a Craig Sharp built home. Perfect for entertaining or simply enjoying the grand views and luxury comforts, this home offers both open spaces and quiet retreats to fulfill your every mood and desire.









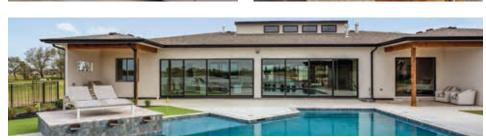












TOUR THIS HOME AT 4825 BRISCO IN EMERALD BAY, OR FIND MORE AT **CRAIGSHARPHOMES.COM**

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

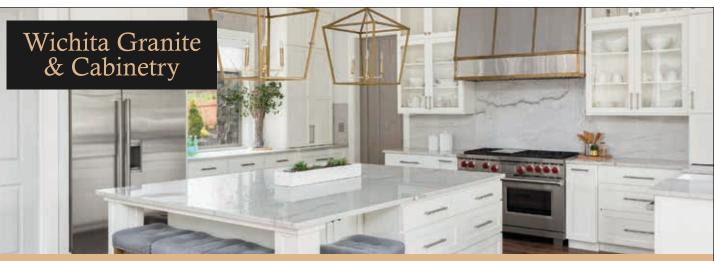
- No down payment
- 580 minimum credit score

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



1800 S West St, Wichita, KS 67213 (316) 945-8880 | wichitagraniteandcabinetry.com | wgcusa316@gmail.com

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 215t Suite 104 Wichita, KS 67205

We look forward to discussing these options with you!



Locally-owned | Competitive Pricing | Award-winning Craftsmanship

Coming **TOGETHER** for A Cure



"Coming Together for a Cure" is a bit more difficult during a pandemic, but the mission remains as urgent as ever. Treatment options are limited for patients with rare, incurable diseases like Duchenne Muscular Dystrophy. But there is hope. Adult Stem Cell Therapy is a cutting-edge treatment that is working wonders for Wichita native Ryan Benton. Now he's paying it forward. His organization is working hard to make this life-extending option available to others who desperately need a medical alternative. "Duchenne Muscular Dystrophy (DMD) is the most aggressive and common form of MD," says Blake Benton, Ryan's brother, and Executive Director of Coming Together for a Cure. "There is no cure. Over 300,000 people suffer globally, with 99% of them being boys. Most are confined to a wheelchair by the time they are 10 years old. The majority do not live past their late teens or early 20s because the condition worsens over time – leaving them unable to fight infections like the common cold."

By the time he was 22, Ryan was out of treatment options. Then a family friend and doctor stepped in and changed his trajectory. "Dr. Riordon was leading a study on Adult Stem Cell Therapy, and he offered Ryan the opportunity to participate," explains Blake. "Amazingly, for the first time in his life, Ryan was able to grow new muscle and reverse the progression of this otherwise fatal disease. This miracle made Ryan the first person in the world with Duchenne to be successfully treated."

Today, Ryan is 34 years old and is one of the oldest in the world living with DMD. He has spent the last 12 years raising awareness of Duchenne Muscular Dystrophy and Adult Stem Cell Therapy's ability to treat it effectively. Ryan began this work almost immediately after his first treatment by organizing a benefit concert.

ately after his first treatment by organizing a benefit concert.
"Ryan is a full-time musician and has been the singer, lead songwriter, and keyboardist in a '60s pop band for years called the Sunshine Dreamers," says Blake. "He loves music, and he has more friends than you could imagine – being the type of person who has never met a stranger. After his stem cell treatment worked in 2009, he put together a fundraiser to help more families become aware of the option. It started with his band playing for about 200 people on a friend's farm. Today, we have major country artists headlining the event. About 2,000 people come together to enjoy the community and learn about the latest research developments."

In 2014, Ryan and his family formed the 5013c nonprofit, Coming Together For A Cure. The Wichita community rallied behind them, with support coming from local businesses, friends, and others who wanted to be involved in finding life-changing treatments and cures for diseases such as DMD, MS, spinal cord injuries, and other chronic conditions.

making a difference < written by Heather Pluard.



patients all over the world find vital resources."

"We help

"We help patients all over the world find vital resources. We educate the public about incurable diseases, and we increase funding for scientific research," says Blake. "Our goal is to launch an FDA-approved clinical trial in the United States, and we are close. Right now, we are just waiting for researchers to shift their focus back from COVID-19."

Typically, Coming Together for a Cure holds their annual concert on the last weekend in September. Due to the pandemic and social distancing guidelines, plans are being adjusted to keep everyone safe. Blake hopes to have full details soon.



If you would like to learn more about Coming Together for a Cure and see how you can get involved, please visit https://www.ctfac.net.



YOUR "ONE-STOP SHOP" FOR ALL REPAIR REQUESTS

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

1

- CONCRETE
- DRIVEWAY
- SIDEWALKS
- HVAC
- ELECTRICIANS • GFCI'S
- CARPORTS
- PATIO COVERS
- AWNINGS

• WINDOWS

• GUTTERING

- STEEL BUILDINGS
- SIDING

• PLUMBING • SEWER LINE CHECKS • HORSE ARENAS • AIRPLANE HANGARS

Serving Wichita, El Dorado, and Wellington, KS

> 316-721-5799 alroofing.org



G

The home for home loans.

With Credit Union of America's quick, friendly loan process, buyers can relax and enjoy finding their new home. Our trusted team of home loan officers and local underwriters connects buyers with a variety of down payment options and loan programs flexible enough to meet every need.



Friendly Home Loans

316.265.3272 ext. 191 CUofAmerica.com/HomeLoans