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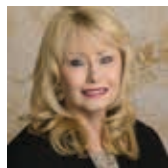
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▶ publisher's note

## A Tribute to our Mothers

**HAPPY MOTHER'S DAY TO ALL YOU MOMS!**

I was excited and inspired to create a Mother's Day issue for our May publication. With all the amazing female Wichita REALTORS®, I knew we would have plenty of stories to share.

Here's to all the amazing mamas, selfless motherly figures, and the dynamic mother-daughter teams in the ICT. We know how challenging, time-consuming, and rewarding a real estate career is, but nothing comes close to the love from an incredible mother or the blessings of being a mother. Similar to the 24/7 demands of real estate, a mother's job is never done.

I am who I am because of these two women, my mother, Jan Tuttle and my grandmother, Wiladean Savina. I call on them daily, find comfort in their unconditional love and grow in strength from their wisdom and guidance. I soak up every minute of our three-generations of time together. Happy Mother's Day, Nana and Baba!

And my greatest gift, my son Drake, made me a mother 14 years ago. I'm a better person because of him, and although parenting a teenage boy has its unique set of challenges, it also brings incredible adventure and joy. And I can't forget my four-legged daughter, Amelia.

I know Mother's Day might look a bit different this year with social distancing and keeping our loved ones safe, but I wish all you moms a very happy day! Virtual hugs and kisses!!

Please welcome our newest business partner, Guardian Roofing.



**Samantha Lucciarini**




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# 6 Ways to Slay at Social Distancing



▶ ask the expert  
Jen Cole, Social Media Examiner

## Embracing A New (Digital) Frame of Mind

Social distancing.

It's a term that up until recent months, I had paid no mind to... in fact, I don't believe I was even aware of such a term. Now it's a hashtag that I use in almost every single social post to encourage people to stay home and help the world heal.

Uncertain times quite often lead to doubt, anxiety, disorientation, and overwhelm. We've all been adjusting to new routines, new means of communication, shifting from in-person meetings to virtual meetings...it's a time of transition, indeed.

We are incredibly fortunate to live in an age where platforms such as Slack, Zoom, FaceTime, email, cell phones, and text messaging are available. Can you imagine trying to get anything done without these things? Now, more than ever is a time to embrace digital!

As a person who has worked from home for close to five years, I'm honored to be able to share some tips about working from home and social distancing that I've found to help me stay motivated, focused and successful in my own career.

### 1. Develop a daily structure.

Working from home comes with its own distractions - from the dog wanting to play to visible dirty dishes in the kitchen sink. Work these items into a routine (although I know the

dog might pay no mind!). Come up with a daily schedule that works for you, your family, and your clients and be adamant about sticking to it. We have to respect our own boundaries, or no one else will.

### 2. Put yourself together every morning.

It sounds counter-intuitive since technically you aren't "seeing" anyone. However, studies (and my own experience) show that when you feel confident, your quality of work is higher. Don't do it for others. Do it for yourself.

### 3. Get outside!

Just because you're working from home does NOT mean that you have to confine yourself and your family to staying within the walls of your house. Take your laptop outside on your porch with you! It can boost your mood and add some diversity to your day. I find that I get new inspiration from switching my surroundings several times a day.

### 4. Schedule personal commitments as appointments with yourself on your calendar.

We still need to be taking time out for self-care, whatever that might look like. It could mean taking the time to work out in your living room, taking brain breaks to avoid burn-out, checking in with friends and family to make sure they're ok, taking a walk down the street, reading a book for leisure or even simply making yourself lunch.

### 5. Stay diligent on digital!

Now is the time to be creating content for your website, your email campaigns, and your social media platforms. According to The Verge, Facebook usage has increased by more than 50% in recent weeks. People may not be in the mindset to buy/sell right now, but if you stay consistent, present, and mindful for your audience, they will think of you in the long run. Also, your social media presence ties to your SEO, so you'll be accomplishing a lot with your diligence.

### 6. Embrace virtual meetings.

You'll grow to LOVE THEM. Remember: in-person meetings don't come with a mute button! Platforms like Zoom and Skype are excellent, inexpensive ways to stay in touch with your colleagues and clients. Plus, there's no commute!

This might sound like a lot to take on, but all in all, we can collectively view this as a growing experience. How's that, you ask? Well, if you really think about it, we're all taking on a brand new skill set, a brand new (digital) frame of mind.

These times are uncertain. They're challenging. With it all, we must still grow professionally. Social distancing can work for all of us and, in the long run, we'll grow into stronger individuals. Wishing you all wellness and safety!

If you would like to contact Jen, please email her at [jencole@socialmediaexaminer.com](mailto:jencole@socialmediaexaminer.com) or tweet her at [@jencoleict](https://twitter.com/jencoleict).



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# Mother-Daughter **Cathy Sheets & Sunni Goentzel** Are Two Parts of A Whole

J.P. WEIGAND & SONS, INC.

Heroic deeds aren't confined to the pages of a comic book or a movie screen.

Real-life heroes exist.

Just ask those who have been helped by the mother/daughter team of Cathy Sheets and Sunni Goentzel. Cathy is a Managing Broker, and Sunni is a REALTOR® with J.P. Weigand & Sons, Inc.

Together, they form a dynamic duo that their clients count on when it matters most.

## BLAZING A TRAIL

In 1990, Cathy considered her next steps in her career.

"My kids were in school full time, and my father in law encouraged me to consider real estate," Cathy recalls. "When I got my license, he was very proud of that. I went looking for a brokerage. I had done tax preparation before that, so I had a bit of history and knowledge in appreciation and depreciation."

Like most starting in the business, Cathy found the transition tough.

"During my first nine months in the business, I thought I cost my family money playing real estate agent," she remembers.

Then something extraordinary happened during her ninth month.

"At that point, the puzzle pieces seemed to all fit together, and I sat by a very wise agent—Ken Patterson," Cathy recalls. "I listened to him talk with people and apply his experience. I listened to him relate to people on whatever their needs were, whether it was a \$10,000 home or one for \$200,000, he was so special at relating to their needs. I learned a lot during that time, and now I like to think I do the same. I love helping people, and I feel like, doing this, I've never worked a day in my life over the last 30 years."

...



“Our entire office has a family mentality and approach to it.”





“  
For me, it’s rewarding to assist people in making their dreams come true.”

### JOINING TOGETHER

Growing up, Sunni watched her mother helping make her clients’ dreams come true. As she came of age, Sunni took a path all her own—earning her bachelor’s degree in graphic design.

As she started her career, Sunni worked nine years in design with a local college. After feeling she had grown as much as she could, she started working as a freelance designer.

“At about that time, I was invited by my mom to help with her team. She said, ‘We need your help—even if it’s part-time,’” Sunni remembers. “I had a baby and a 2-year-old at that time, so she said, ‘Come in. I can use your help.’ So I started helping out and looking at her listings, and I told her that I thought we could do more with her listing photos.”

Cathy agreed and invited Sunni to take over the task.

“Soon, I was working on enhancing listings throughout the office. There were 10 to 15 agents at the time,” Sunni remembers. “Then one day, she said, ‘You could get your license.’”

Sunni’s reflexes kicked in.

“I said, ‘I’m not going to do that,’ but she said, ‘You don’t have to sell. I just need you to be licensed so you can answer questions people may have as they come up,’” Sunni recalls. “So, I went and got my license, and my first transaction was with someone who asked for me...she was a girl I hadn’t talked with in, quite possibly, years.”

Sunni was surprised and asked her high school friend why she had requested her.

“She told me, ‘Because I knew you would be successful at whatever you chose to do,’” Sunni smiles.

That was seven years ago, and the rest has been a very successful history together in business and life.

As Sunni says, “I have the best mentor, broker, and leader with my mom...and I also have the addition of Ken Patterson and Julie Gooch, both Associate Brokers with a combined 66 years of experience. I have a true wealth of knowledge to learn from.”

### BETTER TOGETHER

Their strengths—and styles—complement each other.

“We have a healthy banter between us, and we help each other to be better at what we do,” Cathy says. “Sunni tells me to slow down sometimes.”

“And she tells me to speed up at times,” Sunni laughs. “Cathy reminds me that not everything has to be perfect.”

“Somewhere in the middle between us is a perfect person,” Cathy laughs. “But, our business changed when Sunni came on board. I feel like our standards, our accuracy, and our professionalism all increased.”

### LIFE’S PRIORITIES

Family is at the center of who Cathy and Sunni are. They miss Cathy’s husband, and Sunni’s dad, Daryle, who passed away in 2018.

As Sunni says, “He was the chauffeur, our sign guy, and our head chef...and he was always our number one cheerleader.”

Sunni’s husband, Curtis, also recently earned his real estate license and joined the effort. Sunni and Curtis have two sons, including 9-year-old Gage and 7-year-old Jack who are fifth-generation connections to the family’s land.

In addition to Sunni, Cathy has another daughter she adores, as well—Shannon, and her two children, including Abby, who is a freshman at Butler Community College, and Luke, a high school freshman.

In their free time, Cathy and Sunni have a passion for making the world a better place for those around them. Sunni traveled to Guatemala in 2018 as part of a mission trip that has stayed with her.

“A piece of my heart is in Guatemala. It opened my eyes to something I hadn’t seen before. I wasn’t quite 40 at the time. You think you’ve seen things before, but that kind of lifestyle and poverty was something that has left an impact on me. It’s very much a part of me. I plan on going back. I would love to take my kids back at some point, and let them share Jesus with the world.”

The family feeling continues at the office.

As Sunni says, “Our entire office has a family mentality and approach to it. Everyone here contributes so much through their own skill sets.”

Cathy agrees.

“Our whole office team is made up of a large family,” she says. “It’s a positive environment, and we watch out for each other. It is so critical to have each other’s back.”

As a mother/daughter dynamic duo, Cathy and Sunni feel blessed to share the experience of being in the same office.

“It’s amazing seeing mom at work. She eats, walks and dreams real estate,” Sunni says with an admiring smile. “For me, it’s rewarding to assist people in making their dreams come true. I never take it lightly that someone has entrusted me with buying or selling their most valuable asset. I can’t imagine working alongside anyone else or having a better leader. I will be wherever my mom is. To know her is to love her. She is the best.”





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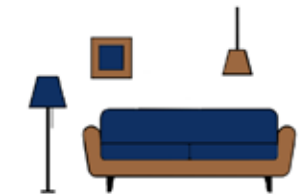
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# Kelly Ball *and* Jessica Dibble-Ball are serving up double results!



## KELLY BALL HOMES KELLER WILLIAMS SIGNATURE PARTNERS

Jessica Ball Dibble extends her arm skyward, her eyes riveted on the yellow, fuzzy ball.

For an instant, the world seems to stop. Jessica sees the logo on the ball.

SMACK. Her racket makes a clean, powerful impact, spinning the ball over the net...and past her opponent...for another ace.

That scene played out countless times as Jessica worked her way through the ranks, earning three state high school championships, along with a Division I tennis scholarship at UMKC and a spot in the Collegiate Tennis Hall of Fame.

Beside her, all the way, was her family—especially her mother, Kelly.

### *A Winning Team*

Today, Kelly and Jessica serve up double results for clients as a formidable team at Kelly Ball Homes with Keller Williams Signature Partners.

That teamwork has been in place all along the way. Kelly also enjoys playing tennis and has supported her daughter's passion for the sport along the way.

"I started playing in tournaments when I was 10," Jessica recalls. "We traveled all over; I even trained in Kansas City. We drove throughout the Midwest and beyond for national tournaments."

Real estate made it possible—and left a mark.

"Mom really juggled a lot. As we went to training and tournaments, she took her real estate business on the road with us. Whether in the car on a road trip or in hotels, I listened to her talk about real estate forever," Jessica smiles.

It was a path of passion that began over 25 years ago for Kelly.

"I was working in sales management and always had a passion for real estate. In the mid-'90s, I decided that I wanted to have my own business, so I moved forward and got my license," Kelly remembers.

"I grew up in the business with mom," Jessica says. "I think I always knew that real estate would most likely be where I would end up... plus, I wanted to work with my mom."

Five years ago, Jessica joined the business and started working with Kelly.

*"Now, I'm able to have that opportunity and I'm just so incredibly proud of her success and the work it took to get there."*

...



••• “I couldn’t be more proud. Jessica is a younger, smarter, more improved version of me,” Kelly emphasizes. “I get to teach her everything I learned along the way. It’s just fun, and there is a level of trust with her. I completely trust her. It’s wonderful working with your child.”

### Learning Together

Through the years, and the endless buckets of balls, lessons, pointers, and encouragement, the bond between mother and daughter strengthened. The lessons have continued—and they go both ways.

“When you’re young, you don’t necessarily understand the incredible achievements your mother has had,” Jessica explains. “Now, I’m able to have that opportunity and I’m just so incredibly proud of her success and the work it took to get there. I feel very honored to see this and learn so much by working alongside her.”

*“I feel very honored to see this and learn so much by working alongside her.”*



Kelly wipes away a tear of joy.

“I’ve never been part of a real estate team before,” Kelly says. “It’s wonderful to have a new set of eyes on a customer’s needs, or a situation, or a house. It’s amazing how much I learn from Jessica with what we’re doing, too.”

Family is at the heart of their world, including Kelly’s husband of 32 years, Mike, and Jessica’s marriage to Dustin, along with their two sons, including 4-year-old Jack and 2-year-old Brooks.



Kelly has immense pride for her other daughter, Grace, as well.

“Grace is studying entrepreneurship, business, and real estate at UMKC,” she smiles.

It’s also an understatement to say that Grace enjoys tennis, as well. In fact, before Jessica joined real estate, she coached Grace, who was also a high school tennis phenomenon—winning the Class 5A tennis championship four years in a row.

On Sundays, family dinner is the rule of the day, and they still make time for tennis as often as they can.

As Kelly and Jessica return to real estate, it’s another passion they share where they serve up double the results together.

“Jessica gives me a new perspective, where I’m always learning, too,” Kelly says. “It’s a great two-way street.”

“She teaches me as a businesswoman and helps me see the person I want to become and the kind of business person I want to be,” Jessica says. “She’s the most incredible person and the most incredible mom. Kelly is everything I am and everything I aspire to be. She’s my best friend. I’m so lucky professionally, but most importantly, as her daughter.”





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Written by **Heather Pluard**  
Photos by **Regina Barker Photography**

# MARK BARKER

Shares Self-improvement  
Strategies in A Time of

## SOCIAL-DISTANCING

Career  
Education  
Systems

*When you've battled a brain tumor for eight years like Mark Barker, coronavirus seems like a piece of cake. As the owner and founder of Career Education Systems, he has several excellent ideas about how REALTORS® and potential real estate agents can make the most of this unprecedented time.*



“If you're passionate about real estate but want to do something other than sales, think about becoming a teacher!”

“Career Education Systems is the largest online school in the state of Kansas,” Mark explains. “We also have physical locations in Wichita, Kansas City, and St. Louis that will re-open once the coronavirus has cleared. We are dedicated to helping people succeed in real estate, no matter what! Over the last 40 years, our exceptional team of teachers has educated more than 100,000 students and helped them launch their careers.”

Here are Mark's top four suggestions for self-improvement in a time of social-distancing.

**Take Pre-licensing Classes Online:**

“We're proud to say we have one of the highest exam pass rates in the industry because our teachers are well-trained and truly care about our students' success,” says Mark. “Online courses can be taken from a desktop or laptop computer and are audio/visual presentations. After finishing the class, you can print your

certificate and take the state exam within one year of completing the course. Career Education Systems is here to support you throughout the entire process. This is a particularly great time for salespersons to take the Broker Class.”

**Take Continuing Education Classes Online:**

“Agents can earn all 12 hours of CE from an experienced Career Education System instructor via Zoom,” Mark says. “It's highly interactive. Instructors explain the issues in-depth, and you can either ask or email your questions for a quick reply. Every few minutes, we go through sample questions that make taking the final exam at the end of each three-hour course a breeze. After passing, just print your certificate. Your other option is to take the class online at your convenience.”





Mark and his wife,  
Regina Barker

...

**Consider Becoming an Instructor:**

“If you’re passionate about real estate but want to do something other than sales, think about becoming a teacher!” says Mark. “Our number one requirement is that you care about students as individuals, and we also look for self-starters and problem-solvers. Some education experience is a plus. It takes about three years for us to train a top-notch teacher. We follow the Generally Accepted Principles of Education in all of our classes and value every single one of our instructors. Even today, we continue to pay our teachers even though cities have shut down in-person learning because they’re like family and that’s the right thing to do.”

**Open Your Own Online School:**

“Today, there’s a great opportunity for smaller schools to start,” Mark says. “It used to cost thousands of dollars to set up online programs, but with platforms like Zoom, that

price has gone way down. Although still required for Pre-License Programs, you don’t have to go through the Board of Regents process to teach continuing education classes online now. Real estate is a giving and sharing industry. Career Education Systems is constantly offering programs and training others to teach real estate classes. Competitors are not enemies; we work together a lot!”

Mark is proud to drive through Wichita and see his former students’ names on so many for-sale signs in town. “It’s a constant reminder that Career Education Systems is making a difference in so many people’s lives. Our business has survived my brain tumor and several recessions. I know that coronavirus is just another thing we will all get through together as a community. We love to see each other succeed!”



For more information about Career Education Systems, please visit [www.careereducationsystems.com](http://www.careereducationsystems.com)

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Real Estate Academy	9	14
Real Estate University	14	9
Real Estate College	9	14
Real Estate Institute of NE	14	9
Real Estate School of NE	9	14
Real Estate Academy of NE	14	9
Real Estate College of NE	9	14
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Real Estate College of NE	9	14

Source: Kansas Real Estate Commission  
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▶▶ women  
who lead

Written by Dave Danielson  
Photos by Darrin Hackney

Front Lines with Sisters  
**AMANDA REMPE  
AND LINDSAY WEST**

Keller Williams Hometown Partners – Wichita, KS

As the name suggests, leaders don't lag behind. They don't wait for something to happen. They look ahead...then they take steps to realize their vision.

Two such leaders are CEO and Team Leader, Amanda Rempe, and Operating Partner, Lindsay West, with Keller Williams Hometown Partners in Wichita.

Together, the sisters are out front...making a pivotal difference for others as women who lead.

**JOINING TOGETHER ON THE JOURNEY**

Amanda and Lindsay grew up near Moscow, Kansas. Amanda graduated from Wichita State University, while Lindsay earned her bachelor's degree from Kansas State University and her MBA from Tennessee State.

Amanda's journey in real estate began first.

"After college, I took a job working with a non-profit," Amanda recalls. "I bought my first home and loved that process. So, I decided to give it a try. I worked in real estate part-time. And after just six months, I decided to go full-time."

In time, Lindsay's entrance into the business came, too.

"I got into real estate 13 years ago when I bought my first investment properties," Lindsay remembers. "I moved here to Wichita in 2013. At the time, I was working in the casino industry and started helping out here. It didn't take long for me to make the transition to be here full-time."

The success Lindsay and Amanda have created as Keller Williams leaders is remarkable. In fact, over the past four years, this dynamic duo has doubled the amount of agents at Keller Williams Hometown Partners! ...



**SIGNS OF SUCCESS**

Along the way, both sisters have been recognized by the Wichita Journal as recipients of its Women in Business Award. In addition, Lindsay received 40 Under 40 recognition from the Wichita Journal.

Growth represents passion.

As Amanda says, "One of the things that is really rewarding is coaching agents and helping them grow their business, and at the same time, helping them grow their long-term wealth. They're not just selling houses. They're also building their own businesses."

Lindsay agrees.

"My background in finance allows me to help the agents learn about long-term wealth, and the option of real estate investing, since they are experts in this field," Lindsay says.

**BETTER TOGETHER**

It's clear to see the special partnership that Amanda and Lindsay share. It's definitely a complementary arrangement.

"We are as opposite as we look. I'm more of a people person and come in, meet people and cause them to take action," Amanda laughs. "Lindsay likes the logistics, numbers, and finance side of the equation. And I'd say she is the calm in the storm."



"I like the operational and finance side. Amanda brings great vision," Lindsay says. "We work well together because we stay in our own lanes and understand each other's strengths and weaknesses."

They share a brand of teamwork that is both honest and encouraging.



As Amanda smiles, "Sometimes, I'll be really excited and say to Lindsay, 'I have a plan.'"

As Lindsay says, "And sometimes I'll say, 'Well you have an idea. And you have me to help come up with a plan.'"

Select photos by Gina Dreher Photography

**PURPOSE AND PRIORITIES**

When you talk with Amanda and Lindsay, that sense of purpose and action comes through loud and clear.

"I always remind agents that it's vital for them to get into action. You can train, but you have to be careful not to train yourself out of business," Amanda emphasizes. "Taking action is a huge thing at Keller Williams. You have to take action. Don't sit back in fear. Make things happen, and do something each day to move your business forward."

Lindsay and Amanda credit their family with their active drive.

In her free time, Amanda cherishes time with her husband, Kevin, and their children, including their 7-year-old daughter, Amelia, and their 5-year-old son, Preston. One of her favorite things is time spent traveling together as a family.

Away from work, Lindsay enjoys spending time with significant other, Coly May, as well as her four horses and two dogs. You're likely to find Lindsay spending her free moments at the stables taking care of her horses and also checking on her rental properties.

Together, Lindsay and Amanda love spending time attending concerts, enjoying a wide range of music. They also are involved in giving back to the community, including supporting KW Cares — a company effort that supports charitable causes, as well as providing a source of support when team members need it. In addition, Lindsay is also involved in Junior League, and the sisters support KW Red Day, the annual day of making a community difference where Keller Williams agents and staff dedicate a day to local community causes. Plus, they also choose a local charity each quarter to support.

Support is one of the critical ways that Lindsay and Amanda demonstrate their leadership.

"Another thing we emphasize is consistency," Amanda says. "Success isn't a dollar figure. It's more of the way you behave. Those who are consistent are typically very successful...those who do what they can to move the needle and keep taking action."

As Lindsay says, "We want to help our agents open doors for themselves through culture, training, and mentorship. We support our agents no matter what type of life they want. It's about understanding their goals and helping them reach them."



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HOW TO CHOOSE THE RIGHT  
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MAY IS NATIONAL MOVING MONTH!

May, National Moving month, marks the beginning of the upcoming busy home-selling and moving season. We have reached out to our preferred partner and franchisee owner of the Wichita TWO MEN AND A TRUCK® location, Garret Peterman, and asked him for expert advice on how to choose a trusted, reputable moving company – and what to look out for and avoid. Garret has nearly 17 years of experience within the business, and his Wichita location performed close to 4,500 moves just last year.

**RP:** Garret, what processes would you recommend as a starting point when searching for a reputable moving company?

**G:** Ask for recommendations from friends and family first. Continue research by checking out reviews online, as well as ratings with the Better Business Bureau. Look at the company website and review the services offered, company core values, and the company's involvement in the community. Verify their location. Some moving companies dispatch from a parking lot or operate from a cell phone only. Be sure to pinpoint the Mover's office address, and stop in to affirm legitimacy.

Request a written estimate from each company. I recommend getting the estimate in writing and from more than one company. All estimates should be complimentary, so feel free to shop around! The initial estimate can be performed electronically or over the phone, but I would advise in scheduling an on-site estimate as well.

Each move is unique, so I would be cautious if an estimate is prepared with little detail being asked, or if the estimate is much lower than others.

**RP:** Garret, what questions should I ask the companies that made the cut?

**G:** Ask about charges – ALL charges – included in a detailed, broken down, price estimate. Do they charge a flat rate or by the number of items moved? If moving locally in Wichita, most moving companies will charge by the hour. Ask if they cover

transportation via a travel charge, truck fees, or charge for drive time. Ask about upcharges – extra fees for valuation protection, upcharges for stairs, overtime rates, and extra fees for moving heavy items like a piano or gun safe.

Ask about service. What services are provided throughout the process? Ask how items will be packed and protected. Will items be padded or wrapped for protection? Will items be disassembled and reassembled?

Ask about the staff. Ask if the movers are background checked, drug-screened, and if they are full-time employees. During peak season, some moving companies resort to hiring temporary labor to fill the demand.

Ask if the company is registered and insured. Ask for DOT number or Kansas Motor Carrier number.

**RP:** What is Valuation, and why is it important to discuss when obtaining a moving estimate?

**G:** Valuation is the coverage amount a moving company's insurance places on items should they be damaged or a total loss experienced during a move. There are two main types of coverage options in the event of a claim or loss – basic liability and full valuation.

It is particularly important to know that state and federal minimum valuation coverage, basic liability, is .60 cents per pound per item. For example: a 100-pound antique table would cost the moving company \$60 to replace. Most household items would not be protected under the state and federal minimum valuation options.

Full valuation means that items are repaired or replaced with a like item or settled on based on the actual cash value. Full valuation is the best protection available when moving and should be included in the initial estimate.

Hiring a reputable moving company with trained and full-time movers that will pad and protect items reduces the likelihood of needing full valuation protection, but knowing the options available will provide peace of mind. For further protection, speak with your insurance agent regarding a relocation policy or expanded coverage options — these may be available to you from a third party.

We are currently partnering with Wichita's Top Producing Agents to better serve our community. If you have any additional questions, please do not hesitate to reach out! When it comes to taking care of our community, we are all in this together.



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# Mother-Daughter Duo Shonda Curtis & Danielle Hess

— The Curtis Crew —  
Keller Williams Hometown Partners LLC.

Crisis or no crisis, it takes grit to be a REALTOR®. Shonda Curtis has known this from the beginning of her career, and her ability to handle stress and save deals has earned The Curtis Crew a top spot in the Wichita real estate market. Last year, this mother-daughter team sold more than \$10 million. This year, they're not letting the coronavirus take them down.

"Real estate can be stressful no matter what's going on in the world," says Shonda's daughter and partner, Danielle Hess.

"But business continues even in a crisis.

We saw an influx of clients when interest rates dropped right before social distancing. Since then, we haven't made many changes for coronavirus aside from taking extra health-precautions at closing offices and while showing homes."

Shonda agrees. "I've coached more than 100 agents, and I've seen a lot of transactions," she says. "You're always dealing with lots of different emotions in real estate. Now more than ever, you need to have patience and compassion for your clients. Some closings are getting pushed back, but you should expect those delays. Doing so can save a lot of deals." Both women say they have noticed fewer people coming to showings, but the good news is those who do show up are usually serious buyers.

•••





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Before getting her license in 2010, Shonda supervised at a local post office. Intrigued by real estate, she decided to make the switch and joined Keller Williams. Shonda sold \$2.5 million in her first full year and earned membership into the President's Club. She accomplished all of this while suffering through back surgery and taking care of four daughters at home—two of whom she adopted from her sister, including Danielle. "I hustled and made it happen," Shonda says. "I took every class I could take, and I followed all the steps I was supposed to do."

During her 10-year career at Keller Williams, Shonda has worked in the east office and the west office, where The Curtis Crew is now located. While an active REALTOR®, Shonda was also a real estate coach for four years, served on the agent leadership council for five years, managed KW Cares for three years and was on the REALTORS® Board of Directors for a year. It's no wonder she jumped at the chance to hire Danielle on her team as an assistant!

"I needed more support," Shonda says, "and Danielle matched up perfectly to the position. She's calm, professional, and knowledgeable—and she keeps me on track! Danielle put many checklists and systems in place that help us give our clients stellar customer service. Her organizational skills make us better co-op partners with agents in town, too."

Danielle started working on The Curtis Crew in 2016 while attending Butler. She got her real estate license in 2017 and earned her associate degree in 2019. "I enjoy paperwork and running the back office," says Danielle. "Shonda is incredibly driven, but she's also easy-going. I love her positivity. I'm more introverted than she is, but I like going to showings and closings. We're a true team that works together with each client. We have great communication. Every night, we talk through our files together and discuss our contracts, listings, and referrals. We never miss a thing. Our clients know they have both of us working for them!"

There's actually a third family member working on The Curtis Crew. Shonda's husband and Danielle's adoptive dad, Brian Curtis, went to real estate school with Danielle and got his license in 2017 at the same time she did. For now, Brian works part-time as an agent and



You're always dealing with lots of different emotions in real estate. Now more than ever, you need to have patience and compassion for your clients.



full-time as an IT guru. He also helps with The Curtis Crew's advertising and drone photography.

"We have so much fun together. It's awesome!" says Shonda. "I love the Keller Williams quote, 'No pressure. No diamonds.' Transactions come with pressure, but there's always a reward at

the end for our clients and for us. To me, the hardest thing about coronavirus and real estate is remembering not to hug my clients." The Curtis Crew is looking forward to the day social distancing is no longer necessary, and they can travel as a family to Florida again.

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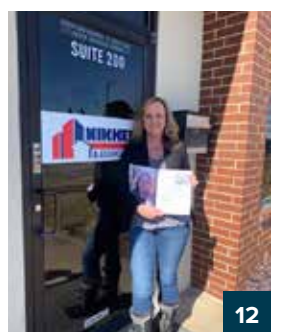
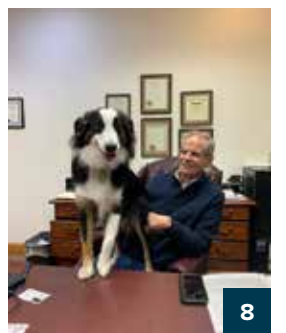
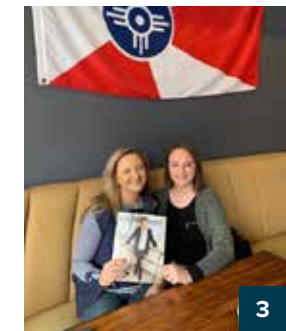
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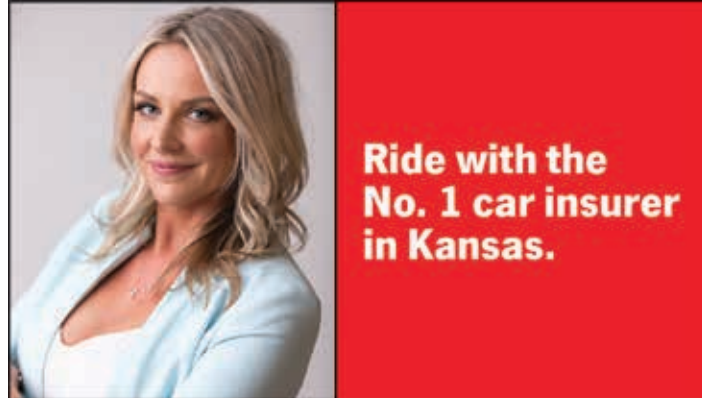


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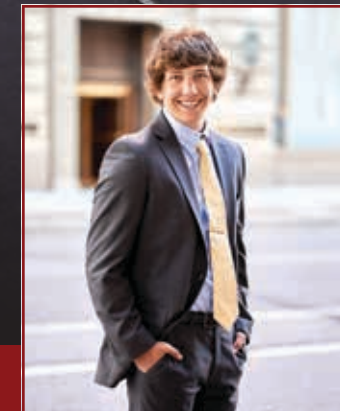
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