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navigating life's Challenges

Welcome to fall, friends!

We have finally entered Q4...and although the craziness of 2020 is not quite over, we are in the home stretch. With Autumn knocking on our doorsteps, changes are occurring all around us. The change in leaves is a simple reminder to enjoy every season of life, no matter how fleeting. We cannot hold on to what is changing or dying around us. That goes for loved ones, changes in jobs, shifts in family or finances or even our health.

I'm honored and inspired by every single REALTOR® I meet with, but I have an extra special place in my heart for a fantastic agent featured this month—Dawn Truman! Dawn is a breast cancer survivor and she graciously allowed me to share her story during this breast cancer awareness month. Dawn went through the battle of her life, and she was victorious! Her joy, kindness, and zeal for life are palpable and contagious.

Sometimes beautiful things are born from the darkest of times. I'm certain each of you can name some deeply painful, but also profoundly beautiful, things that have come from the last seven months, or another challenging time.

As you navigate your own challenges, remember the polarity of life. You cannot have the bad without the good, negative without positive, sadness without joy, hate without love, or dark without light. I fully believe the greater the challenge, the greater the reward. Our greatest pain can be used to be the greatest gift to ourselves and those around us.








Your friend, Publisher, and fellow REALTOR®, *Samantha Lucciarini*

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MEET THE WICHITA REAL PRODUCERS TEAM



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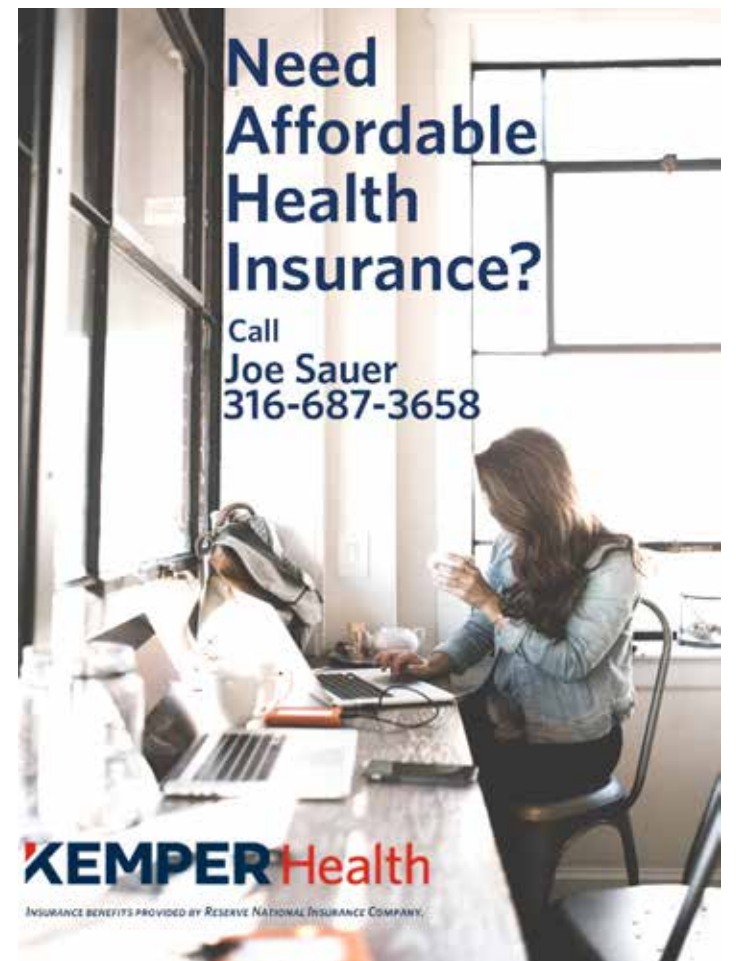
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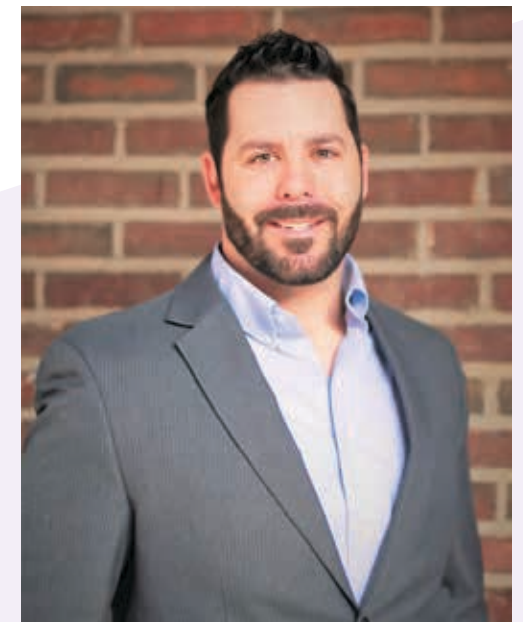


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Life by design. It's a concept Trent Banister has lived by his entire life. Simply put, if you can't find it, just create it yourself.



A Kansas native, Trent grew up just south of Wichita in Douglas. By the time he graduated high school in 1999, Trent already knew a lot about real estate. He recalls, "My grandfather was a builder, and my dad built the homes we lived in. I didn't really have an interest in being a builder, but I was interested in the marketing, design, and business side of it." Trent took a job as a REALTOR'S® assistant while studying marketing at Wichita State. "That's what started my love for real estate and got me into selling homes," he says. Trent's mentor, Gaylin Langhofer, was a significant influence and taught him a lot about new homes.

A year after getting his real estate license in 2001, Trent was offered a chance to be the onsite agent for a development called *Bel Riv*. Faced with a choice between completing his education and starting his career, he says, "I knew I was going stay on the real estate path, so I took that opportunity and never looked back." In 2003, Trent received another opportunity to get in on the ground floor of a development called *Central Park*.

These opportunities proved exciting, but they came with a challenge. Trent remembers: "I was still finding my way in terms of what would be my niche." Insecure about whether people would take him seriously, he wondered, "How will I get people to buy homes from a 20-year-old kid?" The answer was right in front of him.

While at *Central Park*, Trent taught himself how to draw homes, and he spent time with the builders, asking them questions and learning the building process. He says, "I knew that was going to give me some abilities that would be useful in selling homes, but also separate me from other agents who didn't acquire those same sorts of skills." Trent became proficient with drawing and CAD programs, and he used his drawings to convey his clients' wishes to the builders. And, since he already knew how to speak their language, the builders listened. One builder even collaborated with Trent to build homes according to his designs. In 2005, *Slawson Real Estate* recruited Trent to be the exclusive home designer and onsite REALTOR® for their *Evergreen* and *Fontana* developments.

...



...

Trent launched his own business, *Banister Real Estate*, in 2012 as a solo agent. Now, he has eight independent agents running their businesses under his brand. While none of them follow Trent's unique business model, they often use him as a resource for their own businesses. The arrangement works. The company posted a volume of \$25 million in 2019. Trent says they will exceed \$30 million by year's end.

While Trent realizes his success is due in large part to his design talents, he laments that he often gets pegged as "Trent, the Design Guy". "People forget that I sell houses, too," he says. "I can help them with the whole move; the whole big picture of things." Now in his 21st year, Trent wants people to know that "whether you're transitioning in from a corporation or from out-of-town, or you want to build or remodel your home to maximize your dollars on the sale, that's what I do. That's what my specialty is, making sure that the numbers work for you, getting you the best return on investment or a quicker sale. If we can't find what you want in the market, we just design it."

Trent understands that his approach isn't for everyone, but he does offer some great advice for agents, no matter their style. First, he says, "Try to differentiate yourself by finding a niche or skill-set that is useful to your customers but also will separate you from everyone else. Next, set realistic expectations and be patient. Finally, don't try to be all things to all people." The bottom line: Find what works for you and do it. That's life by design.

When he isn't working, Trent makes the most of his time with Amy, his wife of 15 years, and their daughters Ella (11) and Nora (5). They like being outdoors—biking, gardening, fishing, and spending time at their family lake cabin. Of course, there's always a home project in the works.

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▶ rising star

Written by **Nicole Langley**
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Knows It's Not About What Happens, But What You Do WHEN Things Happen!

Realty Executives Suburbia INC

One of life's most exciting ventures is figuring out what you want to do as a career. Some find it right out of the box—others need time to find exactly what they want to do for the rest of their life. Krystal Wyrick has worked as a nursing assistant, manager for retail, children's mental health technician, manager of a Victorian Tea Room, substitute teacher, and an Alzheimer's nursing assistant part-time before realizing that she was meant to be in Real Estate.

"I came home one morning after a third shift at a local nursing home," she recalls. "When I woke up from a nap, I decided I was going to be a REALTOR®, and that's exactly what I did." Because it took her 36 years to discover "what she is good at," Krystal dreams of eventually having a nationwide real estate firm where she can help new agents figure out what part of the industry is the best fit for them.

Krystal obtained her license in November 2017 and started at Keller Williams with the Roy Group in January 2018. She closed well over 20 homes in her first year! Becoming independent around March 2019 at Keller Williams, a year later, Krystal chose to hang her license at Realty Executives - Suburbia.

When Krystal was just 25, her dad passed away. "I remember being around 11 years old when my dad and his sister set my best friend and I up with a phone book, his handwritten script, and a phone to cold call people to set appointments for monthly memberships at a women's health club he owned in Wichita," she reminisces. "I set nearly 40 appointments in just a couple of days. My dad knew I had a gift. He taught me not to be scared of asking for business, which clicked when I decided I wanted to be a REALTOR®."

•••




“ I leave no stone unturned when it comes to my client’s needs and respectfully negotiating with other agents to help transactions move along as smoothly as possible.

•••

Krystal wants to help people get what they want, and she has found a way to do just that! “I leave no stone unturned when it comes to my client’s needs and respectfully negotiating with other agents to help transactions move along as smoothly as possible,” she smiles. The relationships that Krystal has made with her clients will forever hold a special place in her heart. “It’s not all about the money, but the ongoing relationships I have developed with clients and agents. I have more friends than ever before, and I am forever grateful for the support they have graciously offered.” She continues to tell us that all of her encounters have very meaningful pieces in her life, and she aims more than anything to be valuable in other’s lives as well.


Krystal is married, and her husband owns a family mechanic shop. Her daughter, Mattie, is a 2020 high school grad who is already starting her second year of college at the age of 18. Her son, Colton, is 14 and has recently started his freshman football season at Mulvane High School. They all have very different dreams, yet continually support each other and enjoy being the cheering section in each of their individual hobbies and ventures.

The following quote resonates with Krystal: “Everyone has a plan until you get punched in the face,” by Mike Tyson. She tells us, “It’s not about what happens, it’s about what you do WHEN things happen that count. You either get back up, or you lay down—in business and in life.”




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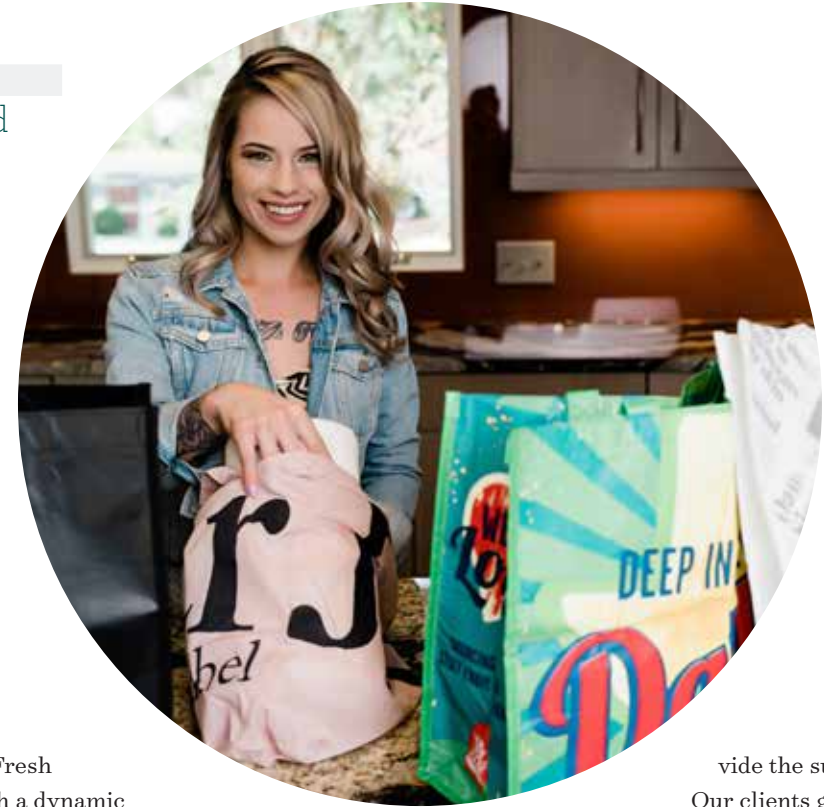
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→ partner spotlight

Written by Dave Danielson
Photos by Jennifer Ruggles Photography

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Meeting the Need

Nicole Hagar is Founder/CEO of ICT Fresh Nest—a company that sprung into existence and has grown organically based on her outstanding service and work ethic.

“It started when I was referred to my brother’s friend—a woman asked if he knew anyone who cleaned houses. He gave her my name,” Nicole remembers. “I worked with her, then she referred me to her daughter, who referred me to a neighbor, and before I knew it, we quickly got to five clients, and I thought, ‘I should do something with this.’”

Today, just over a year later, Nicole has 20 ongoing clients, plus she cleans two or three houses a week for REALTORS® who need listings polished up for the market. “It’s pretty amazing, because it really came to me,” Nicole smiles. “I didn’t go looking for it.”

Value and Customized Service

Nicole’s business model is straightforward, as she says, “Typically, we charge \$30 an hour for our cleaning services, though prices can vary. We pro-

vide the supplies. Our clients generally have a list of what they’d like to have done in the house or business. Usually, a house with three bedrooms and two bathrooms will take us two to three hours to complete.”

For one-time house cleanings with her REALTOR® partners who have a listing, the ICT Fresh Nest team can generally complete a cleaning within two days of receiving the initial call. “I have a flexible schedule, so I’m usually available to go meet our partners at the property, give them a free estimate, and then discuss numbers,” Nicole tells us. “It’s rewarding to know we play an important part in helping properties get sold.”

Nicole and her two team members provide a full range of services, ranging from basic to deep cleaning. “Some of our clients will provide a list of what they want to be done each time. It could include a deep cleaning of the bathroom, oven, microwave, wiping down counters, and then the next week, maybe they want us to do the doors, window sills, baseboards, and so on,” Nicole explains. “A lot of my clients alternate the cleaning schedule, and once a month we do deep cleaning, including a top-to-bottom full-house cleaning, with ceiling fans, light switches, plug-ins and





“
It’s rewarding to
know we play an
important part in
helping properties
get sold.
”

kitchens, bathrooms, floors, the front door, back door, glass windows, decks, porches and more...inside and outside.”

Away from work, Nicole enjoys spending time with her grandmother, whom she is very close with, and spending time with family during several gatherings each year. In her free time, she enjoys exercising at the gym, spending time outside, and cooking.

Cleaning services are just the start. ICT Fresh Nest also handles laundry, housesitting, and concierge services.

“Pricing, quality, and integrity are key to our approach,” Nicole says. “A home is a very personal space. You only let people you trust inside your home. Our clients regularly comment that not only are we affordable and thorough, but we are trustworthy. Our clients know they are in good hands with us.”

As Nicole says, “I want people to know that I don’t build my business. I build the people and the people build the business. I am very thankful for my clients because of this.”

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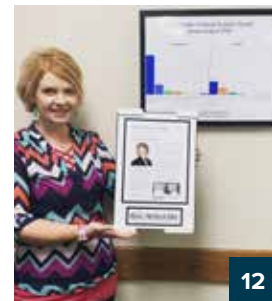
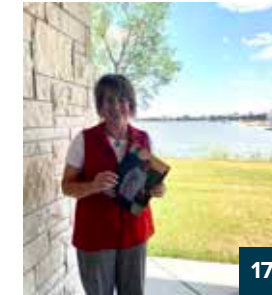




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Written by **Dave Danielson**
Photos by **Darrin Hackney Photography**

The facts, figures, details, and arrangements that combine to make up an average real estate deal are all important. There's no doubt about it. Yet, they all pale in comparison to the reason for the deal in the first place.

One of those who has built an iconic career on this principle, through time, is Tim Holt. As Broker/Owner of Golden, Inc. Realtors, Tim keeps his focus on prioritizing people above all else. "In this business, when you start figuring out how much money you're going to make on a deal, it's going to be difficult for you to succeed," Tim emphasizes. "It's about the service we provide... and that drives success."

Early and Lasting Influences

Tim got his start in life growing up in Hutchinson, Kansas. As he came of age, Tim attended Wichita State and got a job as a bartender. "One of the owners of the club where I worked was Jack Hunt. I got the day job tending bar. Jack would come in and sit at one end of the bar, drink his coffee, make phone calls, and then leave," Tim remembers. "Jack did a lot in real estate and suggested that I look into it. He took the time to share his views on what he did, and he described the deals that he worked on to me."

...

GOLDEN, INC. REALTORS

Tim Holt

PRIORITIZES PEOPLE FIRST

•••

The idea stuck with Tim, and in 1974, he obtained his real estate license. “At that time, to get your license, you needed to be sponsored by a broker,” explains Tim. “That’s when I got connected with Matt Eck. He sponsored me and taught me a lot about the business and the need to save up six months of income before getting into the industry.”

So, Tim started part-time, saved up his money, and was soon full time in 1975. Tim then obtained his Broker’s license in 1976.

“I learned a lot from Matt and his wife, Pat. In time, I decided to go on my own, and Matt was very encouraging of me doing that,” Tim tells us. “That meant a lot to me, knowing I could rely on him and knowing he didn’t hold any resentment for me wanting to build my own business.” In fact, several years later, Matt invited Tim to rejoin his brokerage as a trainer, recruiter, and middle manager—a role Tim filled for four years before buying Golden Realtors in 1989.



“
Many times in this business, we think that we’re selling houses. But really, we sell our time and our knowledge.”

Leader and Mentor

Today, Tim’s role as a Broker/Owner is a rewarding one. He thinks about the priceless mentorship he received from Jack and Matt, along with people like Betty Graham. Now, Tim has a passion for paying that same kind of mentoring forward to others. “Jack and Matt never had a problem sharing their information, and I’ve done the same thing. I wouldn’t do anything any differently with my career. It allowed me to raise a family in the way I wanted,” Tim remembers. “I enjoy being that resource to agents, sharing information, and supporting them.”



Tim’s company, composed of 20 agents, usually finishes among the top two or three producing brokerages each year in the average number of closed transactions per agent.

Along the way, Tim has earned accolades such as the 2012 Walter Morris Broker of the Year, the 2017 South Central Kansas MLS President’s Award, and the 2019 REALTORS® of South Central Kansas President’s Award. Yet, Tim’s greatest joy lies in his company that consistently ranks among the top 12 companies in Wichita as one of only three independent brokerages in the top 12. “I’m really proud of the group we have,” he smiles.

Fulfilling Life

Away from work, Tim looks forward to time spent with his wife, Marcy Prilliman, who started in real estate 19 years before they got married. Together, they cherish moments with their six children, 17 grandchildren, and six great-grandchildren.



Tim used to team pen, trail ride, and go on cattle drives; he raised Texas Longhorns for 34 years—a fun pursuit that matched his love of history. Tim also served as a Cowtown reenactor for 20 years and served on the organization’s Board of Directors from 1992 to 2014. One of Tim’s passions today is coaching in the League 42 youth baseball organization, which ensures that children growing up in the city can play baseball.

Each day, Tim continues to build for those around him. And he does it by prioritizing people. “Many times in this business, we think that we’re selling houses. But really, we sell our time and our knowledge,” Tim emphasizes. “When we use that to help others, then success comes.”

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ReeceNichols South Central Kansas

Written by **Dave Danielson**

ReeceNichols South Central Kansas



I believe the more you serve others, the richer your life is.

volunteer work. “My parents brought me up to have faith and service to others. I believe the more you serve others, the richer your life is,” Dawn emphasizes. “The loss of my father at such a young age taught me the value of relationships and the importance of the people in life.”

LEADING BY EXAMPLE

Shaped by her parents’ example, Dawn has always made relationships her priority in business. Since she began her successful real estate career in 1986, she has focused on building strong teams of both agents and staff. “Creating a team of people who share a passion for real estate and relationships is the key to our success at ReeceNichols South Central Kansas,” Dawn says. “One thing our agents all have in common, whether they are real estate veterans or are just starting out, is their commitment to their clients and their eagerness to excel in this business.”

Not only does Dawn carefully select agents and staff to join ReeceNichols, but she also spends a great deal of her time mentoring them, sharing the benefit of her years of experience, and being a resource to her team. Whenever one of her mentees faces a challenge or sets a goal, they know that Dawn will be willing and able to work alongside them to solve any issue or achieve any milestone.

OVERCOMING ADVERSITY

Over 10 years ago, Dawn was diagnosed with breast cancer and was reminded of the importance of having a strong team in her personal life, as well. “I was one of the lucky ones. They caught it in a routine mammog-

raphy. I had a mastectomy, and, 10 years later, I’m cancer-free,” she recalls. “I give credit to my doctors Dr. Therese Cusick, Dr. Stacy Peterson, and Dr. Pavan Reddy, for their skill, compassion, and dedication to their patients. The love and support of great physicians and people around you are what keep you courageous, and I have been blessed with tremendous support in my life.”

Dawn is also thankful for the love of her family, including her two sons, Jeremy and Joshua, her daughter-in-law, Casey, and her two grandchildren, Jordan and Nathaniel.

A MISSION THAT MATTERS

Dawn has lost several friends to breast cancer. Yet that loss strengthens her resolve. As she says, “It makes me so much more aware to reach out to others and remember that people are going through tough things. As leaders, it’s a reminder of how important it is to let people know and show you care. When they know you care, they can get through most anything. I’ve had so many people who have been there to bless me with their presence. I feel that it’s my mission to do as much as I can for others, too.”

Dawn’s commitment to caring for those in her circle is a blessing to her friends and colleagues alike. As someone who knows first-hand the importance of having a strong support system, she does her part to make sure no one facing a tough time, personally or professionally, has to do it alone.

Tough times don’t last; tough teams do. Dawn Truman has recognized this important truth from an early age and has applied this principle to personal challenges and professional goals. As General Manager of the Commercial Division at ReeceNichols South Central Kansas, Dawn’s commitment to empowering her team members and embracing an attitude of service remains a constant inspiration to those who know her.

FIRST STEPS

After graduating from college with a double major in Psychology and Business Administration and a minor in Mathematics, Dawn moved to Kansas with her husband at the time. “Upon our arrival, a local real estate company was looking for an assistant, so that is where I started my career in commercial real estate. It was really by luck,” Dawn recalls.

SHAPED BY STRENGTH

Dawn’s childhood was shaped by the strength of her father, Jerry Mitchell, who was a minister. After a courageous, two-year fight with cancer, Jerry passed away from at the age of 44—when Dawn was just 19 years old. Dawn was also influenced by her mother, Beverly Bayouth, who worked as a nurse and did hospice



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FOCUSES ON THE BENEFIT THE CLIENT SEEKS

Written by Heather Pluard

Wedgewood Capital Partners at Signature Partners, LLC, powered by KW Commercial



From mom-and-pop shops to large family estates and private investors, Tyler Nepote loves helping his clients maximize their investment property portfolios. Since launching Wedgewood Capital Partners at Signature Partners, LLC, powered by KW Commercial four years ago, Tyler has been involved in over \$50 million of commercial real estate transactions and has earned a reputation for educating and empowering clients to make profitable decisions.

"I focus on the benefit of what the client is seeking, not just the property they want to buy or sell," Tyler says. "It's about getting down to their motivations and showing them all of their options. People think commercial real estate is about large fees and huge

deals, but it always and forever will be about the people. You have to take the time to step back and figure out a client's 'why.' I ask clients why they are selling now, what they want to sell in the near term, and what their ultimate long-term goals are."

Born in Kansas City, Tyler attended Wichita State and majored in finance. After graduating, he went to work for a large private company in their real estate department for three years. Appreciating the power of commercial real estate to transform communities and change economies, Tyler decided to make a difference on his own. In late 2016, he combined his corporate experience with his financial background and started Wedgewood Capital Part-

ners, became licensed with Signature Partners, LLC, and utilized the KW Commercial national platform.

"When I obtained my license and began my brokerage career, I focused on local and regional occupiers and small investors," Tyler says. "Today, half of my work is in the Wichita area, and half is nationwide. I represent a lot of out-of-state investors and have closed transactions in over a dozen states as a broker or principal. I deeply appreciate residential agent referrals. I paid close to \$40,000 in referral fees last year, and I take tremendous pride in other agents' trust of me to be an extension of their business. The agents and their clients are both appreciative and happy with the partnerships."

With a knack for simplifying complex issues, Tyler has made a niche for himself in investment sales and portfolio advising. He also surrounds himself with strong mentors and influential networks. "I never want to be the smartest person in the room," he laughs. "I love seeing the growth in Wichita over the last ten years. We are doing incredible things to attract and retain young talent, and I'm proud to be a part of this entrepreneurial community."



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Written by Lanie Schaber

DRESS FOR SUCCESS WICHITA

Stephanie Gaskill Jakub, REALTOR® with JP Weigand & Sons Inc. and Owner of Jakub Designs, is also the President of the Board of Directors for a local nonprofit organization, Wichita's Dress for Success, whose mission is to empower women to achieve economic independence by providing a network of support, professional attire, and the development tools to help women thrive in work and in life.

Dress for Success Wichita has been helping women in the community get into the workforce for 20 years. "Due to COVID-19, our services are needed now more than ever," says the organization's Executive Director, Kara Kauffman. "Out of the clients we have previously served, 53% have been laid off, furloughed, or had a severe reduction of their hours. A third of our clients had their utilities shut off or were evicted. 76% have already worked with us to obtain a job and expressed that they require our services again. With an 11.5% unemployment rate in Sedgwick County alone, we know we are going to see a lot of women who need our services for the first time."

How can one charity help on this high-scale of a level? They don't do it alone. DFSW works closely with other organizations to ensure that clients do not experience an interruption of services. "Relocating our services to increase our reach in the Wichita community is vital for us to expand our reach," Stephanie explains. "Partnering and collaborating with other nonprofits in Wichita that serve the population is critical to providing a continuum of services to women in need while providing critical skills without duplicating service."

DFSW is about so much more than clothing; the organization works to build confidence in women. Kara tells us that DFSW is the only charity in Kansas that provides both professional development tools and attire. "We do this through our monthly Thursday Thrive Professional Development and Job Retention meetings. We also have our own Suiting Program, where Interview and Employment-specific stylist sessions are catered to each woman's individual career path to ensure they have everything they need to look and feel their best before and on the job."

How Can You Help?

DFSW is currently in need of Monetary Donations to help the organization stay open, keep their services free, and relocate as needed. Clothing Donations are currently being accepted. Women's business professional and business casual clothing, 18+ sized clothing, non-slip shoes, steel toe boots, and scrubs are in high demand!

Please consider joining DFSW's very first virtual event, *Inspire at Home*, by becoming an Inspire Hostess, holding a virtual party for eight. Dinner will be catered directly to the hostess' home, along with everything else needed to have a virtual party at home. The evening will feature music, a silent auction, raffle, success stories, and a speed painting performed by Miss Kansas 2019-Annika Wooton.

Become a Sponsor for DFSW's upcoming 20th Anniversary for \$1,000; each sponsor will receive their name on a plaque displayed in the organization's Shoe Room, along with other fun perks! (Please contact Kara for more information).

DFSW is continuously in need of volunteers to share their time with the organization's clients by becoming a stylist. Additional volunteer opportunities are available, among events and in-person meetings. Consider also becoming a Board Member and make a difference in the Wichita community!



Stephanie Gaskill Jakub – President of Board of Directors



Kara Kauffman – Executive Director

Kara tells us that the most fulfilling part of working with DFSW is the opportunity to boost confidence in women who need it most: "Empowering others to see their full potential is the greatest gift anyone could receive." Stephanie enjoys watching the continual growth of the programs that are offered through DFSW. "The vast number of lives we impact daily is my motivator," she smiles.



If you would like to get in touch with Dress for Success Wichita, please call Kara Kauffman at (316) 945-877, or email Kara@dfswichita.org. You may also reach out to Stephanie Gaskill Jakub at sjakub@weigand or visit online at Wichita.dressforsuccess.org.



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