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# TABLE OF CONTENTS



**19**  
Meet the Publisher



**22**  
On the Rise  
Justin and Krista Chandler



**28**  
Partner Spotlight  
A&L Roofing



**36**  
Top Producers  
Scott and Julie Stremel




**42**  
Celebrating Leaders  
Jessika and Justin Mayer



**48**  
Tech Talk 2021 – The Rise of the Video Influencer



**50**  
Power Couple  
Craig and Shana Wurth



**58**  
Partner Appreciation  
Darrin Hackney Photography



**62**  
Meet Some Of Your Top 300 REALTORS®

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# WICHITA'S NEW TOP 300 REALTORS®



publisher's note ◀

Every February we create a new distribution list based on the top 300 REALTORS® from the year before. This means for a good percentage of you, 55% to be exact, this is the first time you are receiving a Real Producers publication. First off, congratulations! Consider it a badge of honor to even receive the physical publication. For the past year and a half, we have brought you stories from the top agents in Wichita and the surrounding areas. We have connected REALTORS® with each other and with our Trusted Business Partners through the magazine, our private events, and social media.

We are continually working to better our product and services for the entire Wichita real estate community, residential and now, commercial. Never hesitate to reach out for any reason. Below are some examples we welcome feedback for.

#### **NOMINATIONS FOR FEATURES OF ALL KINDS:**

- **Cover Story** – a top agent in volume and respected by their peers
- **Rising Star** – has been an agent for five years or less and is outperforming most
- **Celebrating Leaders** – they might not even be an agent anymore but are impacting the industry from a leadership position
- **Niche Agent** – someone that is excelling in a specialty
- **Miscellaneous content** – an agent who has a great background, involvement or that is making a difference, a unique team, a new brokerage ... if it has to do with Wichita Real Estate, it's important to us!

single one of them came recommended by someone who receives our magazine. The partners are how we keep this magazine free for the agent. Remember, this is NOT a pay-to-play for REALTORS®. It is a genuine third-party validation.

This company was created to love on real estate agents. We realize that the agent is at the center of all real estate, and a single deal feeds a lot of mouths. Because of our focus on the agent, Real Producers has grown to over 100 locations nationwide in just five years. We could not have experienced this growth without a readership that was engaged and partners that commit to building relationships. So again, if this is your first time receiving the physical publication, welcome to the club! You earned it. Enjoy receiving your copy of Wichita Real Producers, and keep crushing it so you never miss another issue!

As soon as we can safely gather again, we will have our next big REALTOR® appreciation party! If you're in the Top 300, those private invitations will come to you through MailChimp, so please keep this in mind if you choose to unsubscribe ... we would hate for you to miss the next event.



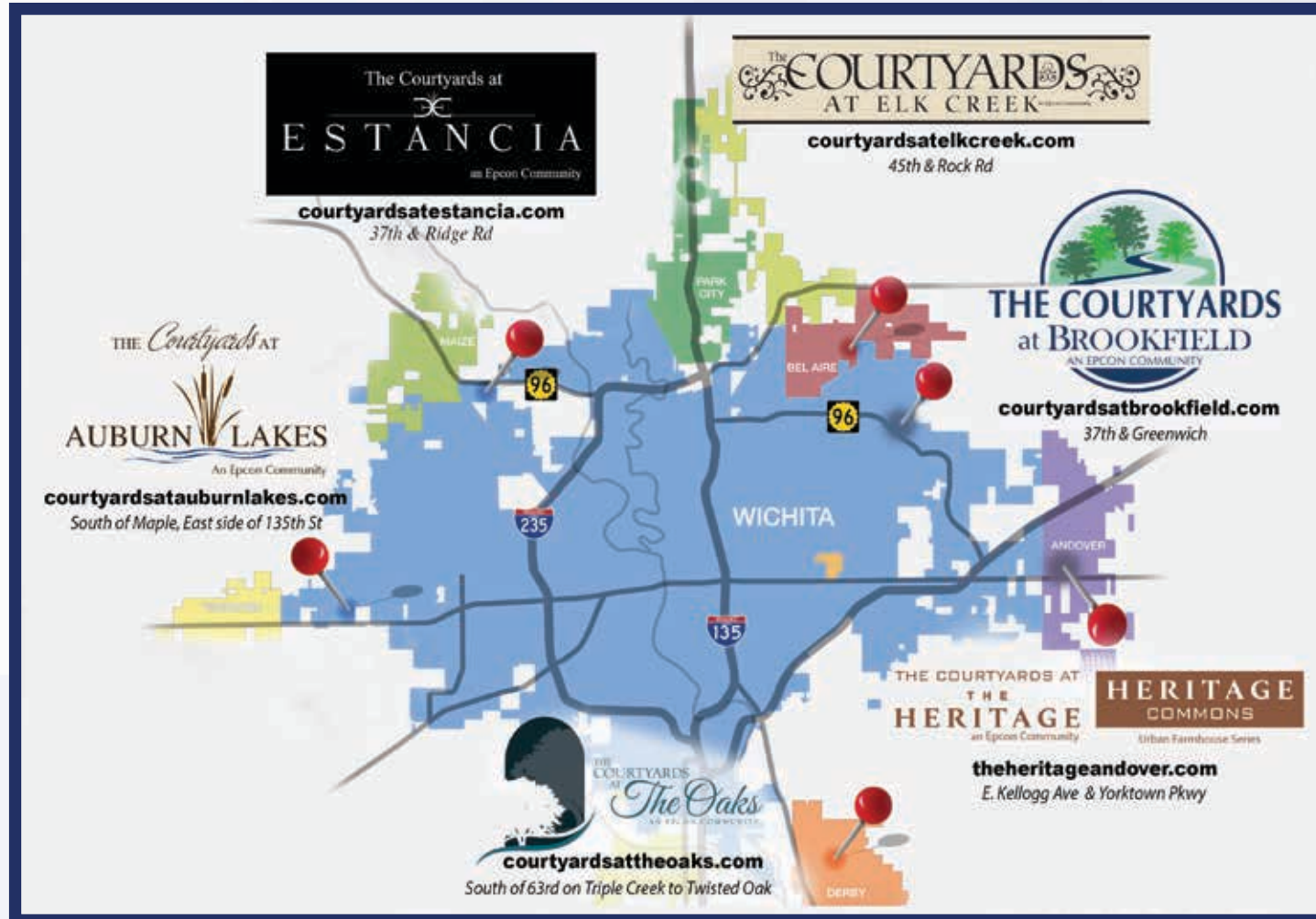
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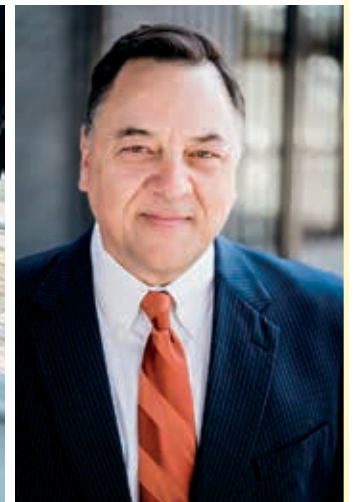


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MY FOREVER

meet the publisher   
By Samantha Lucciarini

# Valentine

With February most notably being the month we celebrate love, I thought it fitting to share my love story, and a glimpse into my life, being that I just got engaged on January 1, 2021.

It started five years ago, November 8, 2015, to be exact. Rodney and I had known of one another for a few years and shared several mutual friends, but after I commented on one of his Facebook photos, he sent a message asking me to dinner. And the rest is history!

Our engagement story is more meaningful and powerful than I ever could have imagined. We decided to take our three kids to Miami for New Year's and say goodbye to 2020 on the sand while welcoming 2021 with the warm, healing sun. Our oldest daughter, Lauren, and her boyfriend Jordan, a south Florida native, deserve all the credit. They orchestrated all the details and pulled it all together perfectly! Before heading to dinner, they invited us to the penthouse at our hotel, Nobu on Southbeach. When we got off the elevator and turned the corner, the long hallway was covered in rose petals and heart-shaped balloons, with a table of a dozen of our best pictures framed. Our sons, Chase and Drake, were integral in getting all the last



Five years ago



January 1, 2021

minute details ironed out, so I would remain oblivious. Once it set in, he guided me to the rooftop patio with candles outlining an enormous heart. He dropped to his knee and popped the question. Through the tears, I said YES! Then all of our kids appeared. Having our children be a part of the moment when all of our lives shifted is the happiest moment I can remember from the last five years.

Like any couple, we've experienced our fair share of ups and downs. But when you find that soul connection, your love will persevere. Every ounce in my mind and heart knows he is my soulmate and I will spend the rest of my life with him, until my last breath.

I also want to share my love of Real Producers and what I do with every-

one in the Wichita real estate community. I consider myself lucky to be able to have a career that fills my cup every single day. I'm fortunate to also be able to use my family legacy and personal knowledge of real estate. As a third-generation real estate professional right here in Wichita, KS, I have grown up in this industry, literally and figuratively. I love that I get to impact our community, create my own legacy and hopefully, create a fourth-generation real estate professional.

However, you celebrate the people in your life that you love this month, be intentional about it. Two guiding principles I learned from my late father and fellow REALTOR®, Tom Tuttle, love harder and let love win.

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# Justin & Krista CHANDLER

▶▶ on the rise

Written by **Lindsey Wells**  
Photography by **Darrin Hackney Photography**



## PASSIONATE ABOUT HELPING OTHERS

**Few and far between are the individuals who are truly on your side, who treat your opportunities and challenges as if they were their own. With a combined 12 years in real estate, Justin and Krista Chandler are just as passionate about serving their clients as they are helping their fellow agents reach their full potential and build wealth through real estate investing.**

Little did Justin know that when he met Krista at Wichita State University 17 years ago, he was looking at his future wife. Both athletes, Justin and Krista were attending WSU and were involved in a lot of the same sporting events. “We both ran track,

so, actually, the first time that we met and saw each other was on the track,” Krista said. One thing led to another and the couple dated for close to five years before tying the knot. They will celebrate 12 years of marriage this October.

Although Justin has been a licensed REALTOR® for almost eight years and Krista for five, their experience with real estate started long before that. The couple purchased their first property in 2008, thus beginning their journey in real estate investing. They intended for it to be a home that they would flip and sell. “Instead, it turned into our first rental,” Krista said. They have since purchased additional rental properties.

...



Justin was the first to become licensed. He joined The Roy Group of Keller Williams Signature Partners and Krista followed in his footsteps a few years later. Now, Justin is one of the team's listing specialists and Krista is a buyer specialist.

Investing in real estate is more lucrative now than ever, and Justin and Krista's passion as of late has been helping other agents learn how, just as they did. "You're not born and raised knowing how to create wealth, so helping to change someone's mindset—because it really is a mindset thing—and helping it click for them to where they say, 'I can have my money work for me' as a passive type of income is really cool for me," Justin said.

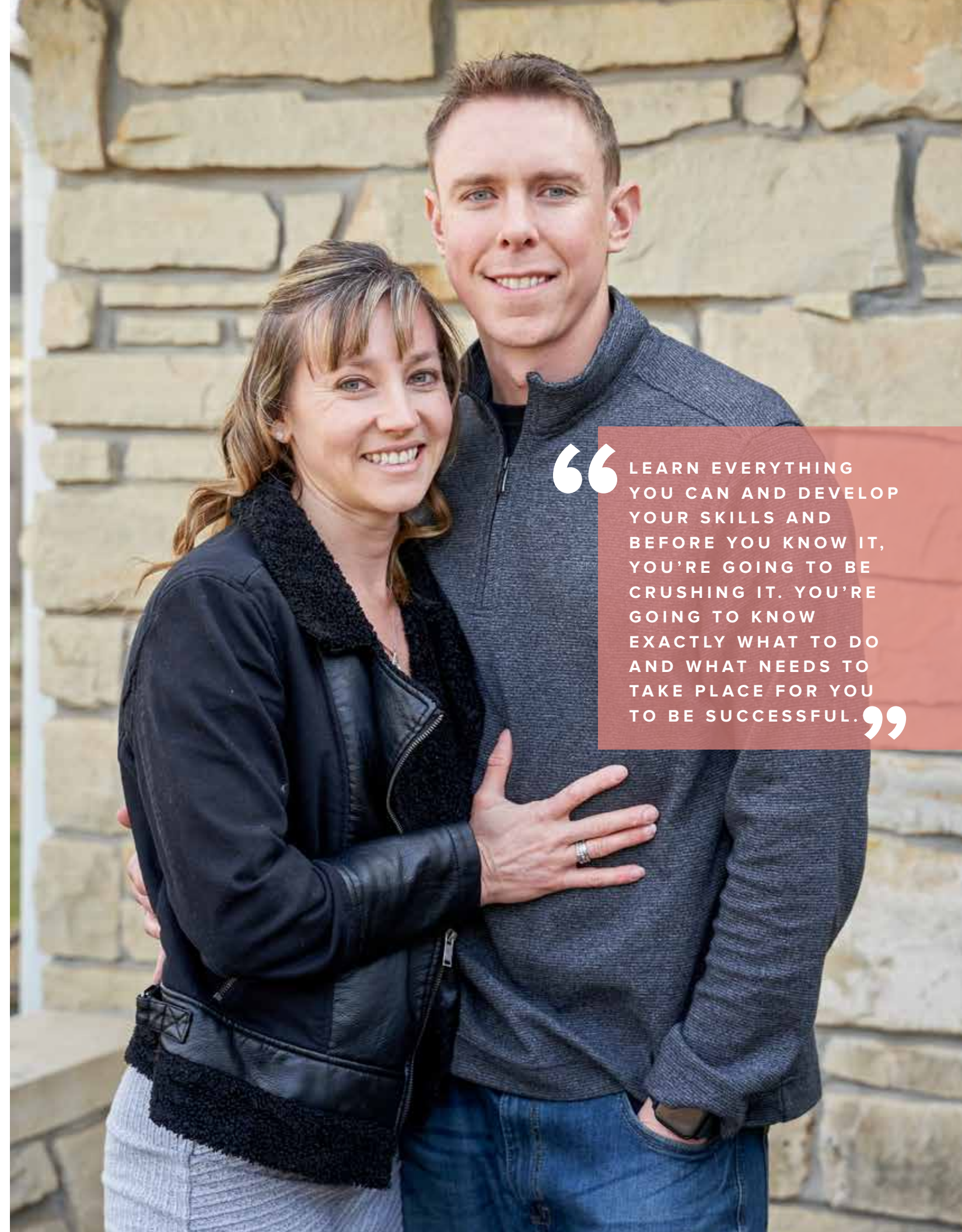
Krista added that six agents on their team bought their first investment

properties in 2020. "We just really want to help others create a legacy for their families, to start building something for themselves."

It's not all work and no play for Justin and Krista Chandler. They have three children, Leliana, 8, Lochlyn, 6, and Stryder, 4. The kids are all starting to get into sports now, which is fun for Justin and Krista, being the athletes that they are. Basketball, gymnastics, and soccer are three of the kids' main sports right now. "We spend a lot of time playing with the kids, running around, teaching them drills and helping them improve on that end and they seem to really enjoy it," Justin said. Leliana and Lochlyn, third- and first-graders, love school and are also into drawing and arts and crafts, while Stryder, in true 4-year-old-boy fashion, likes to wrestle and pretend-fight.

In 2020 alone, Justin closed 171 transactions and Krista closed 50. Given their experience and expertise in the real estate industry, Justin and Krista encourage up-and-coming agents to learn everything they can about real estate from the get-go. "Find an agent to kind of attach yourself to and learn from them. We have an agent on our team that did basically that and I think it's pushed her ahead so much further," Krista said. "Treat it like an internship to start with."

"It's not all about making a bunch of money right at the very beginning," Justin added. "Get involved with a group that is already established, learn everything you can and develop your skills and before you know it, you're going to be crushing it. You're going to know exactly what to do and what needs to take place for you to be successful."



“LEARN EVERYTHING YOU CAN AND DEVELOP YOUR SKILLS AND BEFORE YOU KNOW IT, YOU’RE GOING TO BE CRUSHING IT. YOU’RE GOING TO KNOW EXACTLY WHAT TO DO AND WHAT NEEDS TO TAKE PLACE FOR YOU TO BE SUCCESSFUL.”



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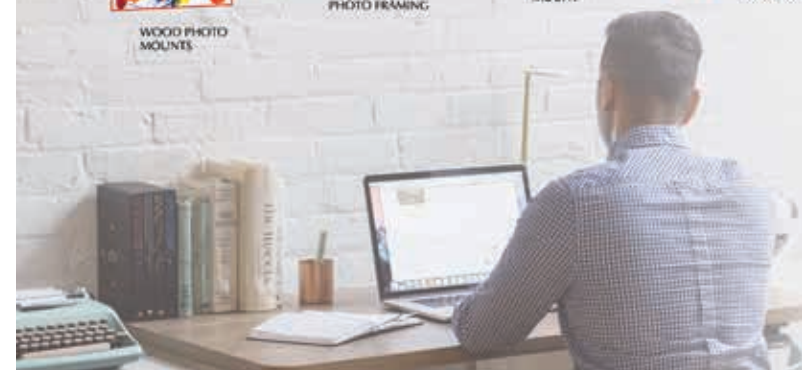
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Written by Heather Pluard  
Photography by  
Jennifer Ruggles Photography





...  
6 He may be a risk-taker at heart, but Art never puts a customer's happiness in jeopardy.

RIDING BULLS, SCUBA DIVING WITH SHARKS, AND PARAGLIDING OFF OF VOLCANOS ARE JUST A FEW OF THE THRILLING ACTIVITIES ART LOHRENGEL HAS ENJOYED CHECKING OFF HIS BUCKET LIST. BUT ONE OF HIS GREATEST ADVENTURES WAS BECOMING A SMALL BUSINESS OWNER IN WICHITA 31 YEARS AGO. SINCE THEN, ART'S FULL GENERAL CONTRACTING COMPANY, A & L ROOFING, HAS BEEN KNOWN FOR QUALITY WORK, EXCELLENT SERVICE, AND STEADFAST RELIABILITY. HE MAY BE A RISK-TAKER AT HEART, BUT ART NEVER PUTS A CUSTOMER'S HAPPINESS IN JEOPARDY.

"The words 'good enough' are not in our vocabulary," Art says. "I'd never do something on a customer's house that I wouldn't do if it were my own, and sometimes that means steering people away from bad ideas and into better options. We've built our reputation on doing things the right way, and we want our work to be loved in the long run."

With an A-plus rating by the Better Business Bureau for three decades, A & L Roofing has become a one-stop-shop for busy REALTORS® looking to help their clients get to closing. "Normally, agents just hand us the completed inspection sheet and tell us which repairs they want us to do," Art says. "We understand time is of the essence. Recently, we met with an insurance adjuster for an agent on a Wednesday. The next day, we built a new carport, replaced the roof and gutters, and finished a list of repairs so that their clients were ready for closing that Friday. I'll do everything I can to make my customers happy. That's when I feel fulfilled."

A & L Roofing service areas include Wichita and a 50-mile radius. The company offers roofing services, siding services, custom windows, seamless gutters, aluminum awnings, and everything in-between. "I grew up on a farm in Washington, Kansas, where I learned to build everything," Art says. "I moved to Wichita in 1990 and brought my work ethic and eye for detail with me. My compa-

ny prides itself on knowing what works and what doesn't, and we'll get it done at a reasonable cost. We like to make life easier for REALTORS®, which is why I give out my cell number to agents we partner with. I'm available 24/7, so if they call me at 2 a.m. with a water main break, we're out there right away. REALTORS® are often under a lot of pressure, and it's rewarding to help make their transactions run smoothly. We are both in the business of building long-term relationships."

A few real estate agents in town have something else in common with Art, motorcycling! "It's fun to be in social groups with customers," Art says. "One of my favorites is The Wild Snobs. We are basically a bunch of Wichita small business owners with fancy bikes who love doing charity and social rides. I also love motorcycling to relax when I have the time."

Art's wife of 25 years, Michelle, loves to keep up! She enjoys motorcycling, snow skiing, and scuba diving with Art and their two college-age kids. "We taught our kids not to say, 'I wish I would have,'" Art says. "When an opportunity presents itself, take it. After sky diving, wrestling tigers, and racing demolition cars, I can honestly say my bucket list is very short now. I still need to ski the Alps and scuba the Great Barrier Reef. Fortunately, even during the pandemic, it's a thrill for me to wake up every day and run my own business."



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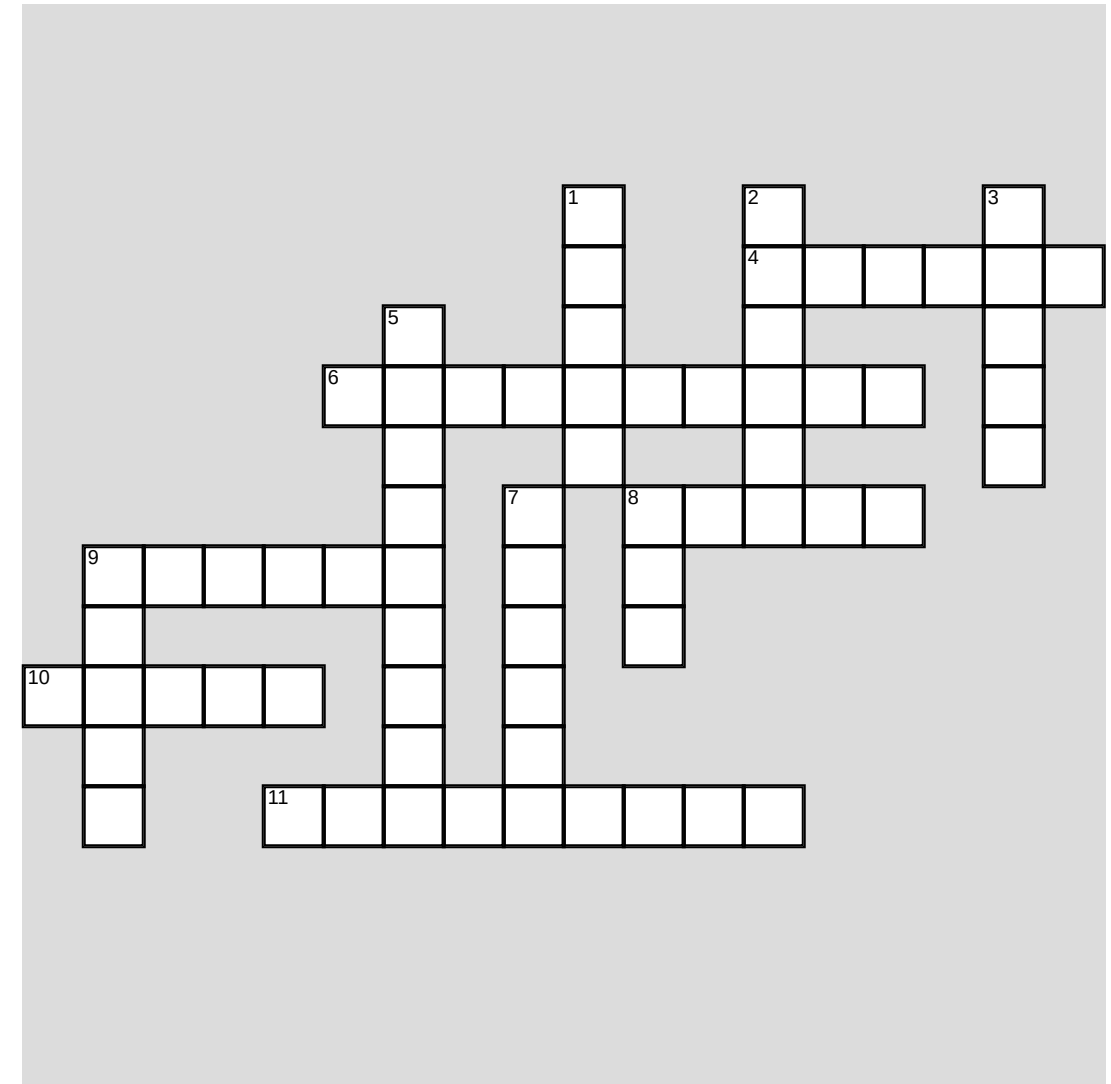
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### ACROSS

4. The Wurths lived in this Texas city
6. Art Lohrengel grew up on a farm in this KS town
8. How many decades has Art Lohrengel been a Wichita business owner
9. Number of years of marriage the Chandler's will celebrate this fall
10. The WSU sport the Chandlers met
11. Julie Stremel received a degree in this from WSU

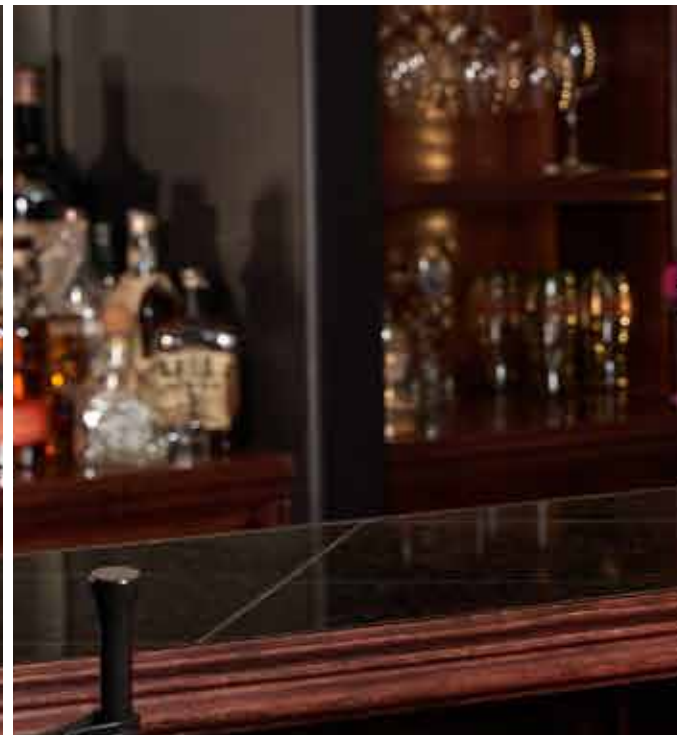
### DOWN

1. Name of Darrin Hackney's dog
2. Justin Mayer was a youth \_\_\_\_ before becoming a REALTOR®
3. Most effective way to distribute info on social media
5. Darrin's former career before finding his calling
7. Jessika Mayer worked here during high school and college
8. Number of children the Stremels have
9. Number of kids the Wurths have

Send a picture of your completed puzzle to [samantha.lucciarini@realproducersmag.com](mailto:samantha.lucciarini@realproducersmag.com) for a chance to win a prize!

# Scott & Julie STREMEL

CREATING  
HAPPY  
ENDINGS



▶▶ top producers

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



Our ultimate goal is to have that customer happy at the end of the transaction. We want a happy ending for them. That's always our objective and goal to make it as easy as we can.

**At the end of most fairytales, good triumphs and the main characters realize their deepest dreams.**

In the same way, Scott and Julie Stremel are deeply involved in the stories of their clients.

As Sales Associates with JP Weigand and Sons, Scott and Julie are making dreams reality. In the process, they're creating happy endings.

"We love working and being around people, and seeing that first-time homebuyer get that first home, or it could be the second or third time we've worked with someone and we're getting to see them take the next steps," Scott emphasizes. "Our ultimate goal is to have that customer happy at the end of the transaction. We want a happy ending for them. That's always our objective and goal to make it as easy as we can."

**Partners All the Way Around**

Julie started her real estate journey 33 years ago, with Scott officially joining forces with his wife nearly 20 years ago. But that was on the work side. Together, they've also been partners in life — having tied the knot 28 years ago.

Julie graduated from Wichita State University with a major in marketing.

"Julie had an interest in real estate," Scott says. "Through a mentoring program, she had a chance to work with Phyllis Hampel at JP Weigand and Sons, and she's been doing it ever since."

In time, the circumstances were right for Scott to begin working in the business with Julie.

"Ever since I first met her, I've been around real estate," Scott recalls. "I was working for another company in 2001. She was looking for help, and it was the perfect time. I had been around her and her clients for a while and it was a natural transition for me."

The path Scott and Julie share together in life and business is a rewarding one.

"It's been a good fit for us. It works because I got to see her do it and, as I worked with her, I was licensed in 1994 to help her, but I wasn't doing it all the time," Scott says. "We are very social people. We like to go to events, weddings and things in the community. That's where a lot of our clients have naturally come through. Plus, we also have a lot of people who we have worked with who have relocated."

**Better Together**

Success comes from sustained effort — and from people sharing their experiences.

"When you do a good job for people, they tell others ... which has helped us get additional business. Most of our business is referral that we've built up through time," Scott explains. "We love people and entertaining ... being around people and friends. Julie is a very outgoing, social person, and she



pulled me out of my shell to be more like her in that way, too. Julie was born and raised here, so her roots are very deep as a Wichita girl. So much of our success is because of her."

Their success has been remarkable. In 2019, Scott and Julie recorded over \$17 million in sales volume. On average, they finish each year with an average of \$12 to \$15 million in volume through their work with two other team members — JJ Barrientos, who has worked with the Stremels for 13 years, and Tiffany Voran, who just joined the team about six months ago.

As Scott says, one of the most rewarding parts of the work he and Julie have done involves that teamwork.

"Through time, we've had a number of people who have started who we've had a chance to mentor," he says. "It has worked very well. It's fun to mentor others and see them succeed."

**Family Time**

Away from work, the Stremels look forward to time with their children — 18-year-old son Ryan and their 16-year-old daughter, Lauren. They also have a dog named Jordan.

"Ryan and Lauren are a big part of our lives," Scott emphasizes. "We attend all types of functions that they're involved with."

In their free time, the Stremels enjoy a range of active pursuits, including travel, skiing and going on cruises. They're also involved with Catholic Charities, St. Anthony Shelter and take part in United Way fundraising as part of JP Weigand and Sons.

Those who have the chance to work with Scott and Julie appreciate their genuine honesty and fun nature.

As Scott explains, "We've been able to build a lot of lifelong friendships as a result of real estate. We try to make this experience for people easier and enjoyable."



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Written by Dave Danielson  
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# JESSIKA AND JUSTIN MAYER

“Our faith and family are really the livelihoods of who we are. Some of our very best friends came through real estate. That relationship part of the business is what we love.”

## *Above and Beyond*

The day-to-day churn of life and business can be challenging for sure. Hard work, expertise and dedication make the difference when it comes to making all the pieces fit together.

Two of those who apply themselves with that same level of dedication are Jessika and Justin Mayer with ReeceNichols South Central Kansas, who have a true above-and-beyond approach. That starts with a strong belief that guides their life and work with others.

Jessika is the Managing Broker at the ReeceNichols West Office.

“We run our business and life with the big picture that there is something greater in this life than what we’re living in the day to day,” Jessika emphasizes. “It’s very real and relevant. And most of our clients, friends know that. It’s very interwoven into everything we do.”

### **Starting Their Journey Together**

Jessika was born and raised in the Wichita area. As she came of age, she graduated from Friends University with a Religion/Philosophy and Psychology major.

...



••• While I was in college, Justin and I dated, got engaged, and got married within nine months,” she smiles. “When you know, you know. That was 22 years ago.”

Jessika started her career in social work right after graduation.

“That was in 1999, and I did it for about six months. I just realized that I wasn’t made for that,” she recalls. “So I quit that and thought about what I wanted to do next. I was in commission sales and worked for The Buckle from the time I was 16 through college and when I was in college I was Assistant Manager for a store in Wichita, so all I really knew was selling things for commission.”

When Jessika was 21, she had worked for a local firm setting up real estate showings. In time, she got her license and dove in, with over \$2.5 million in sales volume her first year. Then, 12 years ago, Jessika decided to get her Broker’s license. She served as Manager of Professional Development with a firm for eight years before focusing on the sales side.

“Then I had the opportunity to join ReeceNichols,” Jessika says. “My dream was to be a broker of an

office. This felt really right with the leadership and people we have. I joined, and six months later, the west office was opened, and I got a chance to be involved with the aspects of the building design, as well as deciding which agents would be the best fit for that office.”

#### Together in Life and Business

About 12 years ago, Justin joined Jessika in the business and works with clients as a Real Estate Agent.

“I was a youth pastor for 10 years and did that here in Wichita for eight years. We ran the youth group together and worked together side by side with that,” Justin says. “We’ve always worked hand in hand. As time went on, I thought I should move into real estate and take a little off her plate. It seemed like a natural path. We love the flexibility. One of us is always available for someone. Communication is very important so we aren’t both on an appointment at the same time when the kids needed to be picked up. Our family is the most important.”

Today, Jessika has a passion for mentoring, guiding, and celebrating the achievements of others as a Managing Broker. At the same time, Justin is among the



top 7 percent of all the REALTORS® in the city with the highest year closed volume at \$17 million and an average over 13 years of over \$10 million in sales volume each year.

#### Fulfilling Life

Away from work, Justin and Jessika cherish time spent with their children — 16-year-old daughter Korin, 15-year-old son Elijah, and 13-year-old son Sam.

In their free time, the Mayers are very active in their church. They also are big fans of Kansas basketball and enjoy spending time together playing board games and hanging out together. Travel is also a favorite pursuit.

Giving back is central to their lives, too. Jessika works with Faith Builders, a private, non-profit to help people regain the ability to care for their children. In fact, she teaches court-appointed nutrition classes. She and Justin also support the group financially.

Hope Is Alive (HIA) is another organization near and dear to the Mayers’ heart, along with its work for drug and alcohol addiction through, mentoring, encouraging, and bible study. Jessika was honored to baptize one of the women from the house this month.

#### Passion and Purpose

As Jessika and Justin consider the passion they have for the profession, they think about the underlying purpose they enjoy in life.

“Our faith and family are really the livelihoods of who we are. Some of our very best friends came through real estate. That relationship part of the business is what we love,” Jessika says with a smile. “Also, as we think about our purpose, our greatest hope is that people recognize that Jesus is real. We pray for our buyers and sellers and whatever the Lord puts on our heart.”

Truly, Justin and Jessika Mayer elevate life for those around them ... by going above and beyond.



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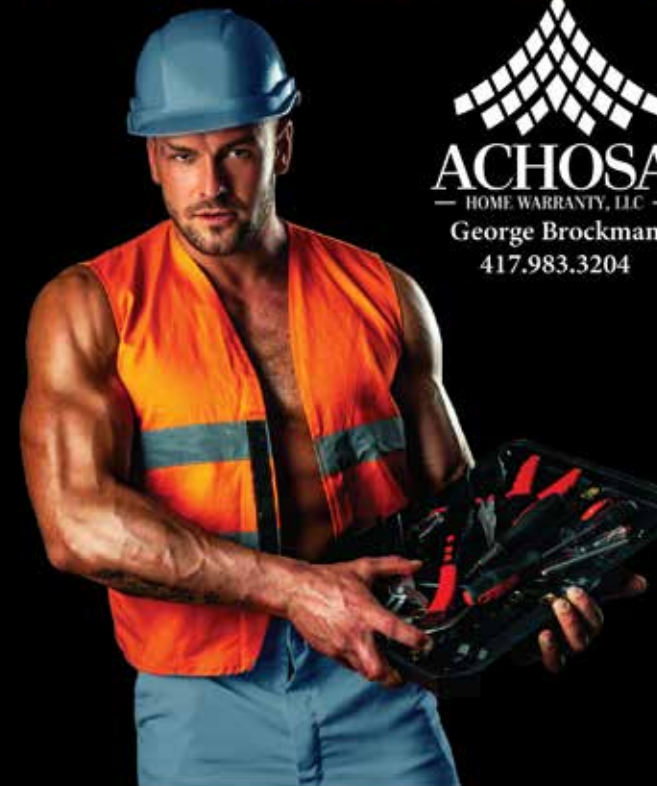
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Submitted by Quicc's Co-Founder, Mike Mathia



# 2021 – THE RISE OF THE Video Influencer

QUICC EXPLAINS THE POWER OF VIDEO

With the arrival of 2021 comes an opportunity for you to take your business to the next level—by being a major influencer and a perceived celebrity in your own profession as a real estate guru. How, you might ask? Well, please refrain from cringing when we say that the answer lies ... in video. Now, despite any initial apprehension that you may feel, tapping into this superpower yourself is well within reach.

First, we recognize that 2020 was a challenging year to say the least. We collectively faced a global pandemic forcing the world into quarantine, effectively isolating us from each other. This resulted in the meteoric rise of video-based platforms and services like Zoom, Tik Tok, and Quicc when, in mass, we turned to video to stay connected, entertained, and informed.

Long before the pandemic arrived, however, video was already becoming the dominant force in marketing and social media as the most effective method of getting information out as well as the preferred method of audience consumption. This is because video stimulates multiple senses – we receive visual cues with our eyes, audible cues with our ears, and there is motion and energy in the message itself. Video conveys a modern style of delivery, creates more interest, and ultimately drives higher consumer engagement to your message. While this has long held true, video production was often complex, time-consuming, and cost-prohibitive requiring advanced equipment, an outsourced production team, and hours spent editing.

Enter 2021. Through the simplicity, accessibility, and evolving power of the smartphone you now carry everywhere, its capability effectively brings



a high quality, mobile video studio that travels with you to your offices, your properties, and throughout your local community. Simply aim, record, upload, caption, and distribute. While this may feel awkward at first, practice makes perfect and soon, you will hit your stride and reach audiences that, despite never having met you, are drawn to your video content and want to hire you, not your competitor, because they feel more connected to you and your business. That is the trust and credibility you foster for yourself as a video influencer.

Real estate is such a visual industry and video paints the best picture for your clients and prospects. Your 2021 resolution? Utilize video, be an influencer, and paint the pictures that best connect every dream home to its perfect buyer.

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Written by Lindsey Wells | Photography by Jennifer Ruggles Photography

*Craig and Shana*

# Wurth

THE SECRETS OF REAL ESTATE  
AND MARRIAGE



...

Like houses, success is built. It doesn't happen overnight; there is no magic secret to success, despite what we may be told. For Craig and Shana Wurth, their success in real estate is the culmination of hard work and their innate desire to help others achieve the great American dream of homeownership.

Craig and Shana Wurth are quite the anomaly. They were friends in elementary school, then high school sweethearts. The couple will celebrate 25 years of marriage this May. You may be wondering: what's the secret to a long-lasting, successful marriage? Well, according to Craig and Shana, just like in real estate, there is no secret. Just like in real estate, a marriage only works when its counterparts do. "You have to be friends and enjoy each other outside of your kids," Shana said. "We have three children, and they keep us busy, but if you only focus on them and not on each other, you can lose sight of who you are as a couple. You have to make sure you are still connecting as husband and wife and friends, otherwise, you'll get lost in the shuffle."

Craig echoed his wife's sentiments and added that their coach at Keller Williams has been a tremendous asset to not only their business but their marriage, too. "The friendship has to be there. Our business coach has taught us not to take sides and she has done masterfully with that. We've learned a lot about each other since we started working with each other."

Although they make it a point to spend time alone, Craig and Shana thoroughly enjoy being together as a family. Their kids, Max, 20, Leo, 17, and Rylee, 13 are the light of their world. If they aren't out on the lake during the summer, they can usually be found together on a field or court watching the kids' sporting activities.



After living in Austin, Texas, for 10 years, Craig and Shana returned home to Wichita and Craig seized an opportunity to work in property management alongside his father after a career as a financial advisor. Meanwhile, Shana's interest in a career in real estate was piqued while the couple was searching for a home of their own. "Real estate always sounded exciting to me, but daunting," she said. "I was in my early 40s and my kids were in school—I was a stay-at-home mom for a while and worked in the nonprofit world—and I wanted to do something different. We had

a great REALTOR® here who encouraged me to get into real estate and that's how I started doing business, first as a buyers' agent for her before I went into listings as well."

When Shana's business started picking up and Craig and his father sold their rental property, Craig realized his business expertise would be a great added benefit to Shana's already-established business. He earned his real estate license in 2017 and Craig and Shana partnered up to create The Wurth Group of Keller Williams Signature Partners.

Before they went into business together, Shana and Craig thought their personalities and skillsets were very similar. With the help of their business coach, however, they learned that they were a lot different from each other than they thought. While Craig is the organized, analytical guy who can crunch numbers with ease and prefers to be behind the scenes, Shana is the connector who wakes up in the morning excited about who she will meet that day.

"I would say that 95 percent of the people that we've helped in the last seven to eight years, I would still call them friends to this day," Shana said. "It's the most important purchase that people will make, so it's important to have an agent that realizes that and can walk side-by-side with you through the ups and downs."

Craig added, "Everybody that is buying or selling a house is in a stage of their life where they need to do something. That could mean the death of a spouse, growing a family, a promotion, a wedding—whatever the case may be, you get into a relationship with them when something is happening for them, and it's fun to jump in and take that ride with somebody. You start playing in their world and it's awesome that they allow you to do that."



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# FAQ

## about *Wichita Real Producers*

Ever since we launched *Wichita Real Producers* in September of 2019, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is ALWAYS open to discuss anything regarding this community—this publication is 100% designed to be YOUR voice!

**Q: Who receives this magazine?**

A: The top 300 REALTORS® in Wichita and surrounding areas based off sales volume reported in MLS from the previous year, January 1 2020-December 31 2020. We cut off the list at #300. As you might imagine, this list changes each year, with a rate of 20-30% new agents.

**Q: What is the process for being featured in this magazine?**

A: It's really simple—one, or multiple, peers have first nominated every featured agent you see. You can nominate or be nominated by other agents, affiliates, brokers, owners, and office leaders. A nomination currently looks like this: you email us at [samantha.lucciarini@realproducersmag.com](mailto:samantha.lucciarini@realproducersmag.com) with the subject "Nomination: (Name of Nominee)." Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. Once the timing is right, the next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion.

**Q: What does it cost to be featured?**

A: Zero, Zipch, Nada, Nil. It costs nothing my friends, so nominate away! This is NOT a pay to play model whatsoever.

**Q: How can I write an article to be printed?**

A: If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to the Wichita Real Producers community, please email me. Even if you don't consider yourself a prolific writer, let's talk!

**Q: Who are the Preferred Partners?**

A: Anyone listed as a "Preferred Partner" in the index at the front of the magazine is an integral part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our Facebook group. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One, or several, agents have personally referred every single Preferred Partner you see. We won't even take a meeting with a business that has not been vetted by one of you and "stamped for approval" in a sense. Our goal is to create a powerhouse network not only of the best agents in the area, but the best businesses as well so we can all grow stronger together.

**Q: How can I refer a local business to join WRP as a Preferred Partner?**

A: If you know and want to recommend a local business that would like to work with more top real estate agents, please email me at [samantha.lucciarini@realproducersmag.com](mailto:samantha.lucciarini@realproducersmag.com) and introduce us! This is the only way we can grow and strengthen this community, through your referrals. It's much appreciated!

**Q: Is there additional recognition for being a 2021 Wichita Real Producers Top 300 REALTOR®?**

A: Absolutely! Just email me for your badge, pictured below. Feel free to use this on any of your marketing or social media. You don't have to brag about how great you are, that's our job!

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# DARRIN HACKNEY

PHOTOGRAPHY



## ▶ partner appreciation

Written by Heather Pluard

**“CONNECTION. TRUST. EMOTION. REAL, GENUINE, UNALTERED FEELING.”**

These are the thoughts going through photographer Darrin Hackney’s mind every time he lines his camera up to take a picture. Whether he’s shooting a house in it’s best possible light or perfectly capturing a REALTORS® image for LinkedIn, Darrin’s calling card is his unique sense for capturing the spirit of a moment.

“I’m there to bring my clients’ ideas to life,” Darrin says. “Whether it’s to build their brand, create content for social media, or show off their listings, I enjoy being a visionary photographer who can turn any idea they come up with into reality. I also have an arsenal of creative and fun ideas of my own to share. Either way, my goal is always to give clients incredible, attention-getting images.”

Like many good things in life, Darrin fell into photography by chance and quickly discovered a new passion. “Back when I was managing bars and restaurants like Morts, Chicago Cab Company, and Club Indigo, I had a roommate who received a nice Canon camera, and it sparked my interest in taking pictures. I discovered how creating artistic work makes my heart happy. As I got better with my camera, people started to ask me to take their photos. I thought, “What? I can make money with this thing?”

Soon Darrin found himself the owner of a thriving small business, photographing weddings, headshots, commercials, fashion/editorials, real estate listings, and portraits. But it isn’t just his skill behind the camera that drives clients his way; it’s also his uncanny ability to make people feel comfortable in front of it.

“I’ve always had a keen eye, particularly in the art of people watching from behind the bar,” Darrin says. “And after spending 30 years in the restaurant industry, it’s easy for me to talk with people. I’m known for being fun and goofy, and I love making people laugh. I hope my images inspire people to look at themselves and the world around us differently.”

From the testimonials and raving reviews that Darrin receives from thrilled clients, it’s easy to see why he’s so successful. “My photos consistently tell a detailed, emotional, vibrant story — without one word used,” he says. “I’m able to capture the spark in the eyes of a professional for a headshot or frame a listing just right to make it pop. Lighting, angles, the feel of the photo ... all those things come into play that a smartphone can’t replicate even with all the new technology. Images created by a photographer makes a world of difference in content. One of my business mottos is: ‘If you can’t invest in yourself, then

how do you expect your clients to invest in you?’”

Photography isn’t just a business to Darrin, though. It’s truly his life’s passion. “I love playing with my cameras, both film and digital, and my lighting. Shooting pictures is my favorite thing to do. Sometimes, I’ll take my Beagle, Lucie, for a long car ride and bring my camera with us. Inspiration is everywhere. There’s nothing more fun to me than creating a raw, storytelling, photographic concoction. Everything about the process makes me happy. And seeing my clients happy is even better!”



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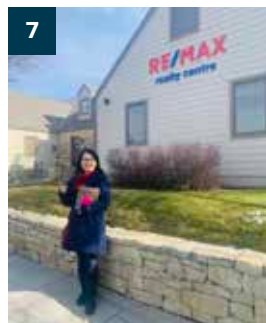
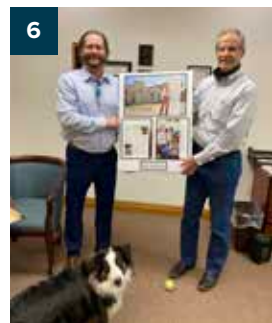
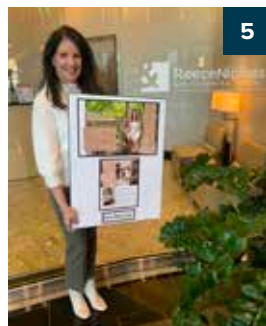
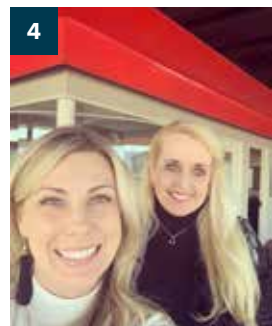
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