

WICHITA

# REAL PRODUCERS®

CONNECTING. ELEVATING. INSPIRING.

**TOP PRODUCER**

NATALIE  
MOYER

**RISING STAR**  
Carla Philips

**PARTNER SPOTLIGHT**  
Ryan Phelps, Phelps Tax

**CELEBRATING LEADERS**  
Cleve Smith

**MEET SOME OF WICHITA'S  
TOP 300 REALTORS®!**

**LOCAL LEGEND**  
Sharon West

**ASK THE EXPERT**  
Jason Jabara, Jabara's Carpet Outlet

**ICONIC AGENT**  
Marsha Allen

**NON-PROFIT SPOTLIGHT**  
Christy Thomas, Girls on the Run

# Happy New Year 2021

Cheers to another year of partnership and serving homebuyers in our community! We look forward to supporting you and your clients for years to come. Best wishes to you and your loved ones in 2021.



**John Beckman**  
Director of Residential Lending  
NMLS #241875



**Mitch Crouch**  
Sales Manager  
NMLS #454636



**Sarah Kriwiel**  
Relationship Manager  
NMLS #1513706



**Messina Hamlin**  
Loan Originator  
NMLS #320780



**Stephanie Davis**  
Loan Originator  
NMLS #807315



**Vanessa Steward**  
Loan Originator  
NMLS #586091



**Kari Gilmore**  
Loan Originator  
NMLS #442459



**Gabe McKeever**  
Loan Originator  
NMLS #680676



**Cassie Kilpatrick**  
Loan Officer  
NMLS #1375615



**Ayerianne Hibler**  
Loan Originator  
NMLS #1206445



**Melanie Elledge**  
Loan Assistant  
NMLS #1951267



**Heather Rios**  
Loan Assistant  
NMLS #2062390



**KANSAS SECURED TITLE**  
A TITLE MIDWEST AGENCY

FROM SINGLE FAMILY  
HOMES TO MULTI  
MILLION DOLLAR  
MIXED USE  
DEVELOPMENTS,

**OUR TEAM IS  
STRUCTURED TO  
MEET YOUR NEEDS.**

WE OFFER RESIDENTIAL AND COMMERCIAL  
SERVICES, INCLUDING:

- Title Reports
- Title Insurance
- Construction Disbursement
- 1031 Tax Deferred Exchanges
- Purchase & Refinance Closings
- Lot & New Construction Closings

232 N. Mead | 316-262-8261

2020 N. Webb Road, Ste 202 | 316-683-2785

10616 W. Maple, Ste 700 | 316-721-9378

144 N. Oliver, Ste 302 | 316-202-0500

1710 E. Madison, Ste 500, Derby KS | 316-788-5970

**kstitle.com**

**meritrusthomeloans.com**



Subject to approval.

**Meritrust**  
HOME LOANS

## MEET THE WICHITA REAL PRODUCERS TEAM



**Samantha Lucciarini**  
Owner/Publisher  
316-258-4855



**Andrea Hoffman**  
Editor



**Katherine Fondren**  
Ad Strategist



**Ashley Labus**  
Events Coordinator



**Jennifer Ruggles**  
Photographer



**Darrin Hackney**  
Photographer



**Kelly Remacle**  
Photographer



**Adam Dreher**  
Videographer &  
Photographer



**Dave Danielson**  
Writer



**Heather Pluard**  
Writer



**Lindsey Wells**  
Writer



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [samantha.lucciarini@realproducersmag.com](mailto:samantha.lucciarini@realproducersmag.com).

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Wichita Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



# IT'S NOT ABOUT FINANCING YOUR HOME. IT'S ABOUT FINANCING FOR YOUR FUTURE.

We are committed to finding you and your family the best mortgage solution that fits your unique situation. To learn more, contact our local team at **316-260-5656**.



**Brian McGinley** | Midwest Regional Manager  
NMLS #11371  
[Brian.McGinley@sPMC.com](mailto:Brian.McGinley@sPMC.com)  
10111 E 21st Street, Suite 200 | Wichita, KS 67206



**Sierra Pacific**  
MORTGAGE

Promises Made. Promises Kept.

©2020 Sierra Pacific Mortgage Company, Inc., NMLS # 1788 Equal Housing Lender ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)). 1180 Iron Point Road, Suite 200, Folsom, CA 95630 (Tel. 800-447-3386).



**GUARDIAN**  
ROOFING & CONSTRUCTION

ROOFING • SIDING • WINDOWS

**316.302.4100**  
[GuardianRoofingLLC.com](http://GuardianRoofingLLC.com)

**We Know That Your Time Matters.**

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

**You Name It - We Fix It**

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

**A WINNING TEAM MEMBER  
FOR A SUCCESSFUL CONTRACT**

# TABLE OF CONTENTS



**16**  
Rising Star  
Carla  
Phillips



**22**  
Partner  
Spotlight  
Phelps Tax



**28**  
Top  
Producer  
Natalie  
Moyer



**34**  
Celebrating  
Leaders  
Cleve  
Smith



**40**  
Meet Some  
Of Your Top  
300  
REAL-  
TORS®



**44**  
Local  
Legend  
Sharon  
West



**48**  
Ask the  
Expert  
Flooring  
101



**50**  
Iconic  
Agent  
Marsha  
Allen



**54**  
Non-Profit  
Spotlight  
Girls on  
the Run



BUSINESS + PROMOTIONAL  
FILMS, DRONE SPECIALISTS

[ADLERGREYVIDEOGRAPHY.COM](http://ADLERGREYVIDEOGRAPHY.COM)



REAL ESTATE PHOTOS,  
VIDEO, MATTERPORT,  
AND MORE.

[ADLERGREYCOLLECTIVE.COM](http://ADLERGREYCOLLECTIVE.COM)

LOCALLY OWNED. LOCALLY OPERATED.



## Radical Bubbles

Are your blinds looking a little ...furry?  
Ours too, give us a call!

Sales, Installation,  
Cleaning, and Repair!  
Your one source for  
full-service Blinds,  
Patio Shades, and  
Plantation Shutters!

RadicalBubbles.com 316.204.4694





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**BANKS**

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

**BLINDS: SALES/ REPAIRS/CLEANING**

Radical Bubbles  
Ann Seybert  
(316) 204-4694  
radicalbubbles.com

**BUILDER**

Craig Sharp Homes  
(316) 775-2129  
craigsharpshomes.com

**CABINETS AND GRANITE COUNTERTOPS**

Wichita Granite & Cabinetry  
(316) 945-8880  
wichitagraniteandcabinetry.com

**CLOSING GIFTS**

Cutco Closing Gifts  
Blaine Rodman  
(316) 293-8701  
sharpbrandingtools.com

**CONSTRUCTION / MORTGAGE LOANS**

Andover State Bank  
(316) 219-1611  
goasb.com

**COUNTERTOPS – GRANITE/QUARTZ**

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

**DECKS/GENERAL CONTRACTOR**

Deck Doctor of Kansas  
Adrian Hunt  
(316) 992-7511

**DEVELOPER**

Schellenberg Development  
(316) 721-2153  
schellenbergdevelopment.com

**FENCING**

TM Fencing  
Tane Murphy  
(316) 218-3450

**FINANCIAL PLANNING**

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

**FINANCIAL RESOURCES**

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

**FLOORING**

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

**Jabara's Carpet Outlet**

Jason Jabara  
(316) 267-2512  
jabaras.com

**HEALTH INSURANCE**

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

**HOME INSPECTION**

Pillar To Post  
Jason Hancock  
(316) 570-1444  
pillartopost.com/  
jasonhancock

**HOME INSPECTION TEAM**

Twister City Inspections  
Joshua Franklin  
(316) 680-2328  
twisterinspections.com

**HOME LOANS**

Heartland Credit Union  
Michael Lorimor  
(800) 428-8472

**HOME WARRANTY**

Achosa Home Warranty  
George Brockman  
(417) 983-3204  
achosahw.com

**Old Republic**

Home Protection  
Janell Anderson  
(800) 282-7131 x1291  
www.myorhp.com/  
JanellAnderson

**HOUSECLEANING & CONCIERGE SERVICES**

ICT Fresh Nest  
Nicole Hagar  
(316) 866-1259

**INSURANCE AGENCY**

American Family Insurance  
Dylan Hartnett  
(316) 775-5522  
agent.amfam.com/  
dylan-hartnett/ks/augusta

**INSURANCE BROKER**

Zachary Insurance  
(316) 773-1330  
zacharyins.com

**INSURANCE/ FINANCIAL SERVICES**

State Farm Insurance  
Crystal McEachern  
(316) 425-0925  
callcrystalnow.com

**INTERIOR DESIGN**

Dawn's Designs  
Dawn Tucker  
(316) 260-2064  
dawnsdesignswichita.com

**LANDSCAPE DESIGN & SERVICE**

Total Landscape Solutions  
Jeremiah Petrocci  
(316) 217-3344

**LENDER**

Regent Financial Group  
Brent Flower  
(316) 882-4080  
regentfinancial.com

**US Mortgage Company**

Will King  
(316) 312-2936  
kansasloanman.com

**MORTGAGE**

Benchmark  
Bret Frerichs  
(316) 990-9990  
ksvahomeloans.com

**Flat Branch Home Loans**

Grace Peterson  
(316) 347-2209  
gracehomeloan.com

**Gateway Mortgage Group**

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

**Kanza Bank**

(316) 636-5821  
kanzabank.com

**Meritrust Credit Union**

meritrustcu.org  
(316) 390-4400

**RCB Bank**

Christy Almquist  
(316) 247-7704  
rcbbank.com

**Sierra Pacific Mortgage**

Scott Steele  
(704) 654-1409  
www.sierrapacificmortgage.com

**MORTGAGE BANKER**

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

**MORTGAGE LENDER**

LeaderOne  
Aaron Clark  
7340 W 21st Suite 104  
Wichita, KS 67205  
(316) 573-3996  
aaronclark.leader1.com

**MORTGAGE LENDING**

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

**MOVERS**

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

**MOVING / PACKING**

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

**PHOTOGRAPHY**

Darrin Hackney Photography  
(316) 992-4225  
darrinhackney.com

**Jennifer Ruggles**

Photography  
Jennifer Ruggles  
(615) 415-3029  
jenniferrugglesphotography.com

**Kelly Remacle Photography**

Kelly Remacle  
(816) 803-5061

**PICTURE FRAMING & RESTORATIONS**

L'image  
John Maida  
(316) 618-4839  
limage.biz

**PLUMBING/HVAC**

Frederick Plumbing Heating & Air Conditioning  
(316) 262-3713  
icalledfred.com

**POOL & SPA - DESIGN/BUILD**

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

**ROOFING & CONSTRUCTION**

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

**Guardian Roofing and Construction**

(316) 302-4100  
guardianroofingks.com

**STAGING**

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

**TAX SPECIALIST**

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

**TITLE COMPANY**

Kansas Secured Title  
(316) 262-8261  
kstitle.com

**Security 1st Title**

(316) 267-8371  
security1st.com


**VIDEOGRAPHY/ PHOTOGRAPHY**

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


*Thank You to all of our referral partners for making 2020 such an amazing year.*

<p><b>JR ROHR</b> VP Mortgage Retail Sales NMLS # 16502 316-854-3625 jrohr@bncbank.com</p>	<p><b>SALLY CONGER</b> Loan Originator NMLS # 246106 316-854-3639 sconger@bncbank.com</p>
<p><b>KEITH STARECK</b> Branch Manager NMLS # 260485 316-854-3644 kstareck@bncbank.com</p>	<p><b>ERIC JOHNSON</b> Loan Originator NMLS # 1519661 316-854-3636 ejohnson@bncbank.com</p>


NMLS # 418467

Give the gift of CutCo  GUARANTEED FOREVER FULLY TAX DEDUCTIBLE MADE IN USA

For all of your closing gift needs



 **Blaine Rodman**

(316) 293-8701 SHARPBRANDINGTOOLS.COM 



*ICT Fresh Nest*

*House Cleaning & Concierge Service*

*Nicole Hagar*  
FOUNDER & CEO

316-866-1259  
www.ictfreshnest.com

LOCAL & LONG DISTANCE | PACKING SERVICES & SUPPLIES | 99% REFERRAL RATING | FULL-TIME, BACKGROUND-CHECKED EMPLOYEES

**MOVING IS HARD. CALLING IS EASY.**



**316.558.5588 | TWOMENWICHITA.COM**

Each franchise is independently owned and operated. | U.S. DOT No. 2277955



**TM Fencing LLC**

**Tane Murphy, Owner**  
(316) 218-3450  
tmfencingllc@gmail.com

Why choose the VA LOAN PROGRAM?



- | Active, Discharged and Medically Discharged Veterans are eligible
- | Not limited to first time homebuyers
- | Low to no monthly mortgage insurance
- | 100% financing available

**Grace Peterson**  
Senior Mortgage Banker  
O: 316.247.6646  
M: 316.992.7003  
gpeterson@fbhl.com  
fbhl.com/gpeterson  
NMLS: 459177

FB NMLS: 224149 | EQUAL HOUSING LENDER | A DIVISION OF FLAT BRANCH MORTGAGE INC.

**HAPPY NEW YEAR!**

Do your resolutions include...

**NEW drywall?**

**NEW paint?**

**NEW flooring?**

 **HEARTLAND CONTRACTING OF KANSAS**

HEARTLANDCONTRACTINGKS@GMAIL.COM  
f @HEARTLANDCONTRACTINGKS

**FREE ESTIMATES CALL OR TEXT 316-992-7511**

# PUBLISHER'S note

## HAPPY 2021, FRIENDS!

I think we are all welcoming this new year with open arms and eager to leave the bizarre parts of 2020 in the history books. My hope for you agents is that your real estate remains busy and strong throughout this year, no matter what comes along.

I'd like to welcome a few new team members and business partners. Please welcome our lovely new editor, Andrea Hoffman, our new talented photographer, Kelly Remacle, and another spectacular writer, Lindsey Wells. These three individuals have all come greatly recommended and we are thrilled to strengthen our stellar WRP family!

We also would like to extend a warm Wichita welcome to our newest business partners. Kansas Secured Title and Blaine Rodman with Cutco Closing Gifts are names that have come up from top producers time and time again. Remember, we only meet with a business after a Top 300 REALTOR® has recommended them. We then extensively

vet them to ensure we can confidently endorse them to the real estate community.

If you know of an agent with a great story that we should meet with, or a wonderful local business that might be a good fit for the best agents, we would love to hear from you. REALTOR® nominations and vendor recommendations make our world go 'round.

As soon as we can safely gather again, we will have our next big REALTOR® appreciation party! 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.



Sincerely your Friend, Publisher, and REALTOR®,

**SAMANTHA LUCCIARINI**  
316.258.4855

## Wichita Real Producers FAQS

### What is the primary purpose of Real Producers?

Our primary mission is to **unite** the REALTORS® in the local community by helping you connect with other top-producing agents on a deeper level. We accomplish this through our monthly publication and our quarterly parties and events.

### Who is the magazine distributed to?

**Only** the top 300 producing agents will receive the physical publication each month. The top 300 varies each year based on MLS sales volume from the previous year, so there are no guarantees you'll make the list next year. Keep working hard!

### How will you be receiving the magazine every month?

We will be shipping your copy of the magazine to your office with your name on the back, so keep your eyes open for it every month! We will send out a monthly email with the digital version of it as well. Any RSCK REALTOR® can be on the email distribution list...it's important to us to provide a platform for all agents to connect.



\*If you would like it shipped to your house instead of the office, please email [samantha.lucciarini@realproducersmag.com](mailto:samantha.lucciarini@realproducersmag.com) with your home address.

### Is there a cost to me, the REALTOR®?

No cost to you. Our entire platform is **free** for you! All of our costs are covered by our vetted business partners. They have all been recommended by one of the top 300 REALTORS® in the community, so you should feel comfortable using them as well.

## Capturing beautiful people in beautiful locations



Darrin Hackney Photography

darrin@darrinhackney.com 316.992.4225

# New Floors Can Make ALL the DIFFERENCE

Payment at Closing Accepted!

"I met Ben Henwood at the Real Producer kickoff party in February. I happened to be looking for carpet for my staircase in my personal home. I described to Ben what I had in mind. He came by my house and looked at my style of decor and then chose several options for me at his studio and I picked one of those! I did not have time to search through hundreds of carpet samples to pick the right one. Ben was able to do all my legwork for me! In addition to that, his prices were great! I LOVE my new carpet! I would highly recommend Ben's services! Also, I did not know Ben before this part so his networking at this party got him at least one sale!"

**Amelia Sumerell,**  
Coldwell Banker Plaza

**LIFETIME INSTALLATION WARRANTY  
ON ALL WOOD, TILE & CARPET**



**Designer's HOME Gallery**

"Saving the world from UGLY floors"

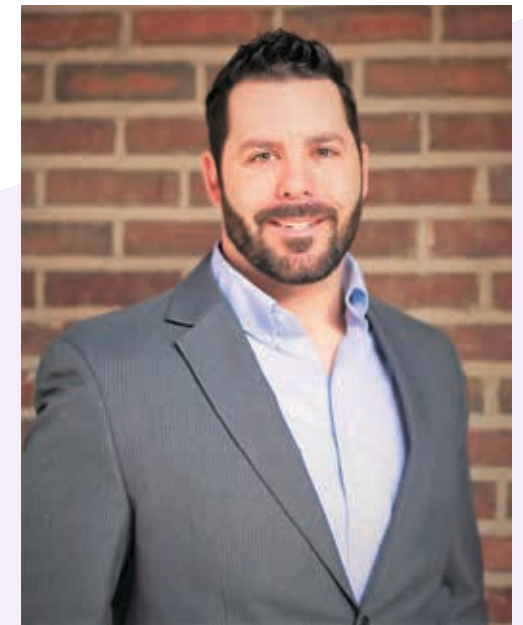
**MONDAY - FRIDAY 8:00 - 6:00PM | SATURDAY 9:00 - 3:00**

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

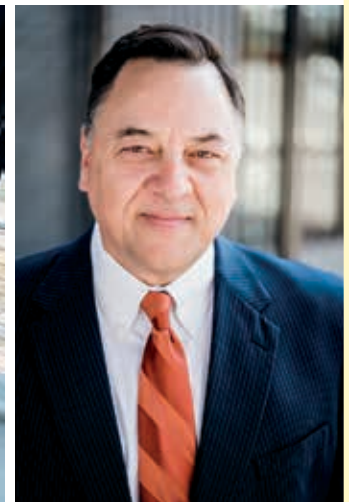
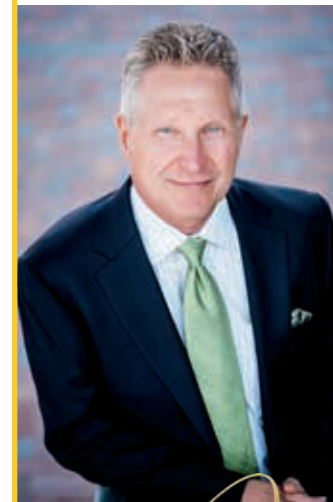
# YOUR LOCAL MORTGAGE BANKER



**Aaron Clark**  
Mortgage Banker  
NMLS#1770738  
Office: 316-491-8153  
Direct: 316.573.3996  
aaronclark@leader1.com  
www.aaronclark.leader1.com  
7340 W 21st Street N 104 Wichita, KS 67205



# Full Corporate Sessions



Jennifer  
**RUGGLES**  
PHOTOGRAPHY

[jenniferrugglesphotography.com](http://jenniferrugglesphotography.com)

**615-415-3029**



# Carla

# Phillips

## FINDING SUCCESS IN NOT ONLY ACHIEVING BUSINESS GOALS, BUT PERSONAL AND SPIRITUAL GOALS TOO

From the time she was a child, Carla Phillips was fascinated by homes. Not just the houses themselves, but the process of searching for and finding the perfect one. Even before she considered real estate as a career, Carla was her family and friends' go-to person if ever they were in the market for a new place to call home. She would scour the city and its neighborhoods for houses or apartments for rent and conduct business with landlords on behalf of her loved ones. So, it's no surprise that almost 15 years ago, Carla thought to herself, "Why not get paid to do my dream job?"

Now a REALTOR® with Collins & Associates Real Estate Professionals, Carla earned her license in August 2006 and sold real estate part-time while simultaneously working full-time in retail. "I always said that when my kids were grown and I didn't have to have them on my health insurance anymore, that's when I would do real estate full-time," she said. Although she loved her retail job, Carla eventually found herself being overworked and opted for a less demanding job in property management before going full-time in real estate in 2018.

After just one conversation with Carla Phillips, three things are abundantly clear: she loves Jesus, she loves her family, and she loves real estate. She defines success by achieving her goals; not just her business goals, but her personal and spiritual goals, too. "I work on my spiritual and personal goals day and night," she said. "My spiritual goals are what I really focus on because I'm a firm believer. I try to stay humble and give everything I've got to God, because I know if I follow Him, everything else will fall into place for me."

When she isn't working, Carla can usually be found shopping or spending time with her family or husband, Kendall, with whom she will celebrate 19 years of marriage in 2021. Now that all three of her adult children out of the house, Carla and Kendall can enjoy their "us time," which usually consists of hanging by the pool or working in the flower bed during summertime, doing Bible studies together, watching movies, or spending time with their grandkids.

In real estate, Carla is especially passionate about working with first-time homebuyers. "I love taking the extra time with them to explain the process,"

“

I WANT PEOPLE TO ALWAYS REMEMBER ME AS BEING SOMEBODY WHO ACTUALLY **CARED ABOUT OTHERS** AND WHO **PUT A SMILE ON THEIR FACE.**

...



“  
I WILL SELL A **\$100** HOUSE  
JUST LIKE I WOULD SELL A  
**\$1 BILLION** HOUSE.  
EITHER WAY, I AM GOING  
TO TREAT EVERYBODY THE  
EXACT SAME WAY,  
**AND I'M PROUD OF THAT.**

”

she said. A quick online search for Carla's reviews left by past buyers and sellers certainly reflects the positive experience she strives to give each and every client. Reading the kind words left by her past and present clients have a way of breathing life back into Carla whenever she is feeling discouraged. "Those reviews just light me up. I always say that I will sell a \$100 house just like I would sell a \$1 billion house. Either way, I am going to treat everybody the exact same way, and I'm proud of that. I always want to be that person. I want people to always remember me as being somebody who actually cared about others and who put a smile on their face. Everything I have, I appreciate. I will never get too big that I can't appreciate the things I have."

# Your local lending experts





**Jake Baird**  
Residential Lending Specialist  
East Wichita  
jbaird@kanzabank.com



**Dawn Byers**  
Residential Lending Specialist  
West Wichita  
dbyers@kanzabank.com

## LET US HELP PROTECT YOUR DREAMS.



**Dylan Hartnett, Agent**  
Bus: (316) 775-5522  
dhartnet@amfam.com  
amfam.com



24-HOUR CLAIMS REPORTING & CUSTOMER SERVICE 1-800-MYAMFAM (692-6326)

HOME | AUTO | LIFE | BUSINESS | FARM & RANCH AMFAM.COM  

American Family Mutual Insurance Company, S.I. and Its Operating Companies, American Family Insurance Company, American Family Life Insurance Company, 6000 American Parkway, Madison, WI 53783 010996 - Rev. 7/17 ©2015 - 12278903

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

Emily Base,  
Roy Real Estate Team



**Ryan Phelps, Owner**  
1119 W Douglas  
Wichita, KS 67213  
316.262.1900  
www.PhelpsTax.com




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

# Your walls, Your way.

A unique Photo Finish for every special occasion. Phone photos, camera photos, printed photos - We can work with them all!



YOUR PHOTOS ON METAL, WOOD, CANVAS & ACRYLIC!

WOOD PHOTO MOUNT



CANVAS GALLERY WRAP



METAL PRINT



WOOD PHOTO MOUNTS



TRADITIONAL PHOTO FRAMING



WOOD PHOTO MOUNT



ACRYLIC MOUNT



- METAL PHOTO PRINTS
- WOOD PHOTO MOUNTS
- CANVAS GALLERY WRAPS
- ACRYLIC PHOTO MOUNTS




#LimageICT

615 W DOUGLAS AVE, WICHITA, KS 67213  LIMAGE BIZ

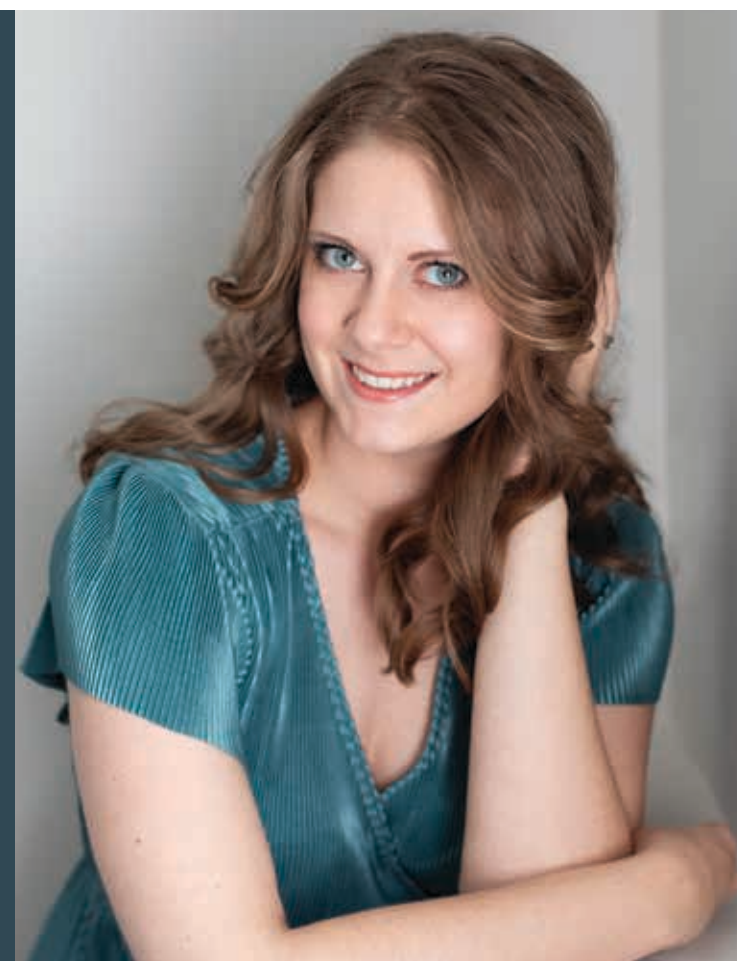
Let's Get Personable

PERSONAL BRANDING SESSIONS BY

**KELLY REMACLE PHOTOGRAPHY**

How do you want to be photographed?

kellyremaclephotography.com  
816 803 5061



# PHELPS TAX

**YOUR PARTNER ON THE PATH TO PROSPERITY**

▶▶ partner spotlight

Written by Heather Pluard  
Photography by Kelly  
Remacle Photography

Honestly, who wouldn't want a point-person for their business? Especially when you can find one as knowledgeable as Wichita native, Ryan Phelps! Since 2011, Ryan has helped clients of all ages start, run, and grow their businesses by keeping them one step ahead of any financial issues that may arise. Oh, and he also does taxes.

...

“  
**AS NEW CHALLENGES  
ARISE, WE WANT TO  
BE THERE WITH THE  
RIGHT SOLUTION TO  
KEEP YOUR BUSINESS  
MOVING FORWARD.**

”

•••

“Success in business is never a destination,” Ryan says. “It’s a path and a process. At Phelps Tax and Financial Services, Inc., we help people find success on their journey. We specialize in taxes, but I also love sitting down with entrepreneurs and helping them get started on the right foot or getting them back on the right track. Generally, people just need a little guidance, but we take as much off their plates as we can.”

REALTORS®, in particular, can benefit from Ryan’s expertise. “Agents are constantly on the run, putting out fires, and working hard to grow their businesses,” Ryan says. “Taxes and financial planning often fall through the cracks, and that can end up costing people a lot of money. We can free REALTORS® up to do what they love, which is selling, marketing, networking, and getting deals done.”

As an investment property owner himself, Ryan has a unique understanding of real estate’s complex issues, and he has some key pieces of advice. “First, get organized,” he says. “Know what you’re spending and track income and expenses. You can’t properly maximize your deductions if you don’t have all of the data. Nobody wants to pay more in taxes than they should! It’s much easier to let a professional firm take over the responsibility and do your books.”

For REALTORS® just getting started, Ryan has even more detailed advice. “Form a business entity and get a federal ID number,” he says. “It will legitimize your business and offer protection. Use that number to open a bank account for your business that is separate from your personal account, and use it for all of your deposits and expenses. Then form a relationship with a tax expert. Most people don’t have the experience that they need to do their own business taxes. We can also help with other questions that come up.”



For more established REALTORS® with LLCs, there are other strategies that can be employed, including requesting S-Corp taxation. “You can request to be taxed like a corporation without changing your business structure,” he says. “That way, you can maintain the flexibility of an LLC while reaping the savings of a corporation’s tax structure.”

The first step is a conversation about where your business is and where you want it to go. “I enjoy having those conversations with my clients and figuring out the best way to help them succeed. We really are serious about being partners for the long term, and as new challenges arise, we want to be there with the right solution to keep your business moving forward.”

Through word-of-mouth, Phelps Tax and Financial Services has nearly tripled its clientele in the last ten years. Ryan is proud of how many clients are REALTORS® referred by other REALTORS®, and he says 2020 was a landmark year. The company recently renovated its office on Douglas and Seneca. “We are proud to be local in the Delano District, and we want to be the resource for other local business owners here in Wichita.”



# A & L Roofing, LLC

YOUR "ONE-STOP SHOP"  
FOR ALL REPAIR REQUESTS



A & L Roofing LLC, a locally owned and operated general contractor, has the experience and expertise required to serve all of your construction needs.



A+ Rated Member of the BBB since 1997

- CONCRETE
- DRIVEWAY
- SIDEWALKS
- HVAC
- ELECTRICIANS
- GFCI'S
- WINDOWS
- GUTTERING
- CARPORTS
- PATIO COVERS
- AWNINGS
- STEEL BUILDINGS
- PLUMBING
- SEWER LINE CHECKS
- HORSE ARENAS
- AIRPLANE HANGARS
- SIDING

Serving Wichita, El Dorado,  
and Wellington, KS

316-721-5799  
[alroofing.org](http://alroofing.org)

# NATALIE MOYER

MORE GAINS. LESS GUESSWORK.

▶▶ top producer  
Written by Dave Danielson  
Photography by Jennifer Ruggles Photography

•••

**One of the best ways to move efficiently from point to point in any walk of life is by streamlining the process — getting rid of those things that can create unnecessary detours.**

That's a principle Natalie Moyer applies through her day-to-day work.

As a REALTOR® with ReeceNichols, Natalie makes a difference for her clients each day with more gains and less guesswork.

“The way I am is just very straightforward. You're never going to wonder what I'm thinking,” Natalie smiles. “One of my clients who I worked with when she relocated here maybe described me the best when she said, ‘I should call you the no-BS REALTOR®.’ Through my work, I just want to be open with people, so they know they're getting my best.”

I JUST FEEL  
THE DESIRE TO  
GIVE BACK TO  
THE INDUSTRY  
THAT HAS  
GIVEN SO  
MUCH TO ME.



#### Listening to Her Friends' Advice

Natalie earned her license in August 2008.

Before that, Natalie's friends could have sworn that she was already in the business.

“That was because I think I became known as my friends' favorite unlicensed REALTOR®,” she laughs. “I have a group of friends I would run with each morning, and I was always talking about real estate. I'm a fourth-generation Wichitan, so I know the city very well, especially the College Hill neighborhood. I remember people telling me, ‘You should get your real estate license.’”

At the time, Natalie was a Litigation Paralegal, a role she perfected for 20 years. Whenever her friends would encourage her toward real estate, she would politely avoid it.

And yet there was something to their advice, it seems.

“I realized that there was a clear pattern with me and the newspaper,” she remembers. “You know how some people will go right for the sports section or the automobile listings? Well, I would open up

that paper and go right to the real estate section every time. I always loved watching the market.”

During her 40th birthday, Natalie came to a conclusion.

“I thought, well, you get one shot at life. Am I doing what I really want to do? So I said I'm going to give real estate a shot,” Natalie recalls. “I was working part-time as a paralegal, and I thought if I could leave the law firm after a year, that would be a success, and it would be nice to have more time to spend with the kids.”

#### Moving Forward

As it turns out, success came faster than expected. By March that year, Natalie left the law firm and jumped full-time into her real estate journey.

The transition was eased by her experience.

“I'm detail-oriented. I know the documents inside and out, I understand confidentiality and fiduciary duties from my legal background. So the legal profession ended up being a nice segue into real estate for me,” she says. “I was involved with litigation, and that really helped with negotiations. In legal, you never knew who your clients would be next. It's just like what I do as a REALTOR®. You have to be a chameleon to an extent. You have to very quickly figure out a person's personality and motivation and assess whether it's going to be positive for both of you. For that reason, I don't work with everyone that I meet.”

The signs of Natalie's success continue to mount. In addition to her production, she gives back to the industry, serving as one of only 700 Board Directors for the 1.4 million-member National Association

of REALTORS®. She also serves on the REALTOR® Political Action Committee, where she is literally invested ... contributing a significant amount to support the industry.

“I'm truly an advocate for the industry. I'm an advocate for affordable and attainable housing. I've served two terms on the Board of Directors for our local association, and will be the Kansas state president in 2021,” Natalie says. “I want to protect our industry so that, should my daughter decide she wants to be a REALTOR® someday, this industry will still be strong. I just feel the desire to give back to the industry that has given so much to me.”

#### Light of Her Life

Away from work, Natalie's children are her pride and joy. Her 22-year-old son Peter, who she calls her “pride,” and her 20-year-old daughter, Paige, who Natalie calls her “joy.”

Free time starts early each day for Natalie. At 4:45 a.m., she hits the door and heads to the gym. She also is catching up on her game of golf, which she loves if time allows. Travel is also a favorite diversion for her, as is cooking and spending time hosting friends for dinner and parties.

In keeping with her theme of supporting real estate and all it does for people, Natalie also served on the local Habitat for Humanity Board of Directors for three years. It's a theme she plans on carrying to the next level as President of the state association ... supporting affordable and attainable housing.

Those who know Natalie know exactly where she stands — as a dedicated champion for them ... someone who helps others make gains in their lives ... with a lot less guesswork.





ASHLEY MOORE, OWNER

## Refined Furniture Rental

201 N. Mathewson | Wichita, KS 67204  
316.990.8262 | [www.refinedfurniturerental.com](http://www.refinedfurniturerental.com)

REAL ESTATE DESIGN AND STAGING  
EVENT STYLING • FURNITURE RENTAL

## Home Inspection the Pillar To Post way.



Whether your clients are buying or selling, a Pillar To Post Home Inspection will give them peace of mind about the home's condition. Choose from our exclusive Home Inspection Packages.

- Report printed on-site
- E&O insured to protect you
- Convenient scheduling



**Jason Hancock**  
Owner / Certified Home Inspector  
316-570-1444  
[Jason.Hancock@pillartopost.com](mailto:Jason.Hancock@pillartopost.com)  
[pillartopost.com/jasonhancock](http://pillartopost.com/jasonhancock)



Request an inspection today!

Each office is independently owned and operated.

WICHITA'S BEST MOVING COMPANY

# MIGHTY MOVERS

Moving And Delivery Service  
Experienced. Professional. Reliable.  
Family Owned & Operated

Give us a call today to schedule your move.  
**316-202-3703**  
[movingwichita.com](http://movingwichita.com)

### We Offer Opportunities

From a one-time transaction to ongoing arrangements, we can provide an alternative to traditional financing.

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

Eric Schlecht  
BUSINESS DEVELOPMENT  
[eschlecht@equisset.com](mailto:eschlecht@equisset.com)  
316.440.5840  
[EQUISSET.COM](http://EQUISSET.COM)



## EQUISSET

### Opportunity Purchase

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

### Opportunity Zones

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

### Assured Replacement Property

Equisset has tools to "park" your capital.

### Straw Buyer

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

## Shocker Pools

Let's Go Swimming!



Certified Pool Inspectors

- POOL SERVICE AND MAINTENANCE
- NEW IN-GROUND POOL CONSTRUCTION
- HOT TUBS

Visit Our Retail Location

832 N Webb Rd #400 Wichita, KS 67206  
(316) 260-4717 • [www.ShockerPools.com](http://www.ShockerPools.com)

## WILL PROVIDES HOME LOANS

# FTW.

You found them the home, I'll get them the loan— fast.

CALL, TEXT OR EMAIL ME ANYTIME.

Will Engels  
316.239.4517  
[Will.Engels@hcu.coop](mailto:Will.Engels@hcu.coop)  
[ictloans.com](http://ictloans.com)



HMLS # 1862006

**Heartland**  
CREDIT UNION  
HUTCHISON | HAVEN | NEWTON | WICHITA



▶▶ celebrating leaders

Written by Dave Danielson | Photography by Darrin Hackney Photography

# Cleve Smith

## Leading by Giving

It's natural to think of leadership in terms of things that people achieve and accolades accumulated.

While those qualities definitely apply to the career of Cleve Smith, there's much more.

As Managing Broker at ERA Great American Realty, Cleve is a prime example of what it means to lead by giving to others.

...

...

#### First Glimpses of the Future

Cleve started his real estate career in 1972. He remembers receiving mentoring before he even officially earned his license — from his older brother, Fred Caldwell.

I was 16 years old at the time. I remember him completing one of his first deals and bringing his commission check to show his wife,” Cleve recalls. “She couldn’t believe her eyes. His check was more than he could make in two weeks working at Boeing at the time. I saw him grow and it piqued my interest.”

#### Moving Forward

As Cleve came of age, he joined his brother a few years later in real estate. For a time, Cleve went to work at Sears, where he picked up another side of sales training.

In 1978, Cleve opened his own brokerage as part of the Century 21 organization. Through time, Cleve continued to grow in the business, serving in a range of leadership positions.

Along the way, Cleve has earned recognition in the industry he cares so much for. In fact, he has served as a Director for the local REALTORS® Association. He also served as the group’s President in 2019. In 2014, Cleve was named Broker of the Year.

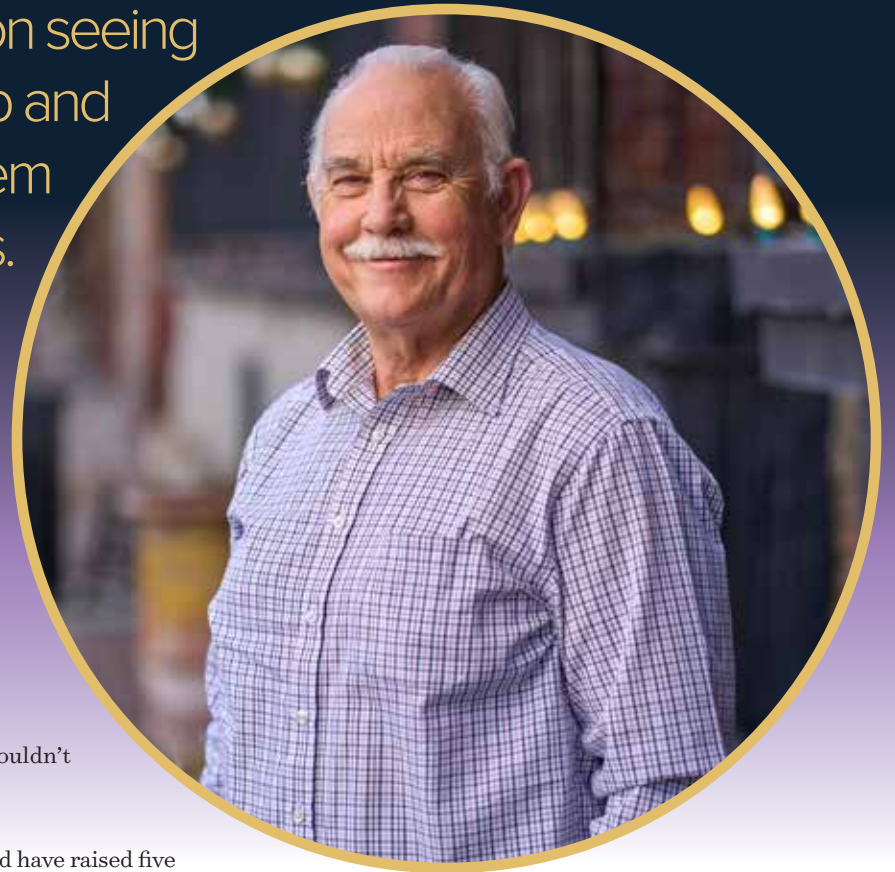
I’m a salaried manager, not a competing broker. I like to refer my associates to help them along in their careers. I will still take listings for friends and family though.

#### Family Foundation

Cleve treasures his family and the time spent with them, including his wife Jaime.



“I really thrive on seeing people develop and grow and helping them along in their careers. I have had so many great mentors in my career who helped me through any issue I was facing.”



As Cleve says, “Without Jaime, I just wouldn’t be able to do what I do in this career.”

Cleve and Jaime have a blended family and have raised five children. Cleve had the pleasure of mentoring two of them in real estate. Kendra Smith-Bowman, and a son, Timothy Smith. Both have contributed to real estate in their own right, as well. Tim worked for a time in the business before moving into the aerospace field at Airbus in North Carolina, while Kendra has a successful real estate career in Georgia. Their son, Justin Smith, is a Department Manager at Walmart, their daughter, Kelsey Palan is an Air Force wife and home schools her three children, and daughter, Andrea Deschaine is the owner of Fueled by Spaghetti Productions, LLC, coordinating art, entertainment and various events.

In his free time, Cleve shares his musical talents. He plays tenor saxophone in the Brothers in Blue Prison Ministry Praise Band.

As he says, “We perform several times a year in local prisons where we model church for inmates. Our group’s leader, Joe, jumps up and down when we perform. So they nicknamed us ‘Jumping Joe and the Cleve-a nators.’ When we perform, inmates are invited to play with us.”

#### Wide-Open Possibilities

Cleve and Jaime also have a ranch where they enjoy their horses and wide-open spaces on their land that’s located close to the edge of the Flint Hills area.

“Jaime has a business called Cross Country Horse Boarding. The business supports people who are transporting horses across the country who need a place to stop and rest. People who work with

Cross Country Horse Boarding can leave their horses with us here, while they camp or stay in a hotel and get rested up for the next leg of their journey.”

Today, Cleve manages the East branch of ERA Great American Realty, an organization that has about 114 local real estate professionals on its team.

“My favorite part of what I do is growing and mentoring Broker Associates and Salespeople doing their day-to-day work ... answering their questions and working through risk assessment,” Cleve emphasizes. “I really thrive on seeing people develop and grow and helping them along in their careers. I have had so many great mentors in my career who helped me through any issue I was facing.”

It’s a favor Cleve gladly returns through his work as a mentor and leader each day.

“I just have a real love for people,” he smiles. “The main thing I enjoy is that mutual love and respect I get to enjoy with the people I work with.”

**That’s what leading by giving looks like.**

# DAWN'S DESIGNS

Now Offering  
Residential Design  
Commercial Design  
Selections  
Fabrication  
Personal Shopping



Info@Dawnsdesignswichita.com | 316.260.2064 | @dawnsdesignswichita

## Loan options for your needs to buy, build or borrow



**Ashley Ann Allen**  
Mortgage Loan Officer  
316.768.5526  
ashley.allen@usbank.com  
NMLS # 454622



**Steve B. Farmer**  
Mortgage Sales Manager  
316.448.4398  
steve.farmer@usbank.com  
NMLS # 492459



**Alejandra Soto Gomez**  
CRA Mortgage Loan Officer  
316.768.5525  
alejandra.gomez@usbank.com  
NMLS # 222758



**Peggy Sue Pepper**  
Mortgage Loan Officer  
316.448.4402  
peggy.pepper@usbank.com  
NMLS # 938242

U.S. Bank  
Home Mortgage Office  
801 E. Douglas Avenue,  
2nd Floor  
Wichita, KS 67202



Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit usbank.com to learn more about U.S. Bank products and services. Mortgage, Home Equity and Credit products are offered by U.S. Bank National Association. Deposit products are offered by U.S. Bank National Association. Member FDIC. ©2020 U.S. Bank 223105c 9/20

## Introducing Craig Sharp Homes' newest model, the *Gunnison*

A welcoming stepped covered entry flows into the inviting foyer, with focal entry wall and custom stair railing, revealing views of the spacious great room, dining room, and desirable luxury outdoor living space beyond. The well-designed kitchen is equipped with a large center island with wine bar, plenty of counter and cabinet space, and sizable walk-in pantry. The outdoor lanai - which is accessed through the 20' stacking glass door extending across the back of the home - is the show-stopper of this home and allows for year-round indoor/outdoor living.

The bright master bedroom suite is enhanced by a generous walk-in closet and deluxe master bath with dual-sink vanity, luxe glass-enclosed shower, and private water closet. Spacious secondary bedrooms feature ample closets and a shared jack-n-jill bath. Additional highlights include a centrally located laundry, guest powder bath, and additional storage throughout as well as a fully finished walk-out basement with wet bar, two additional bedrooms, hall bath, and powder bath.



www.CraigSharpHomes.com

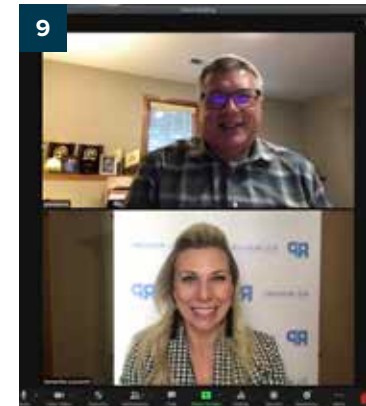
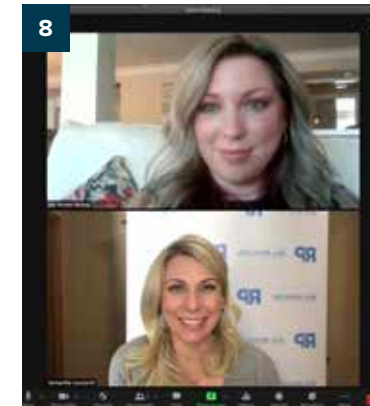
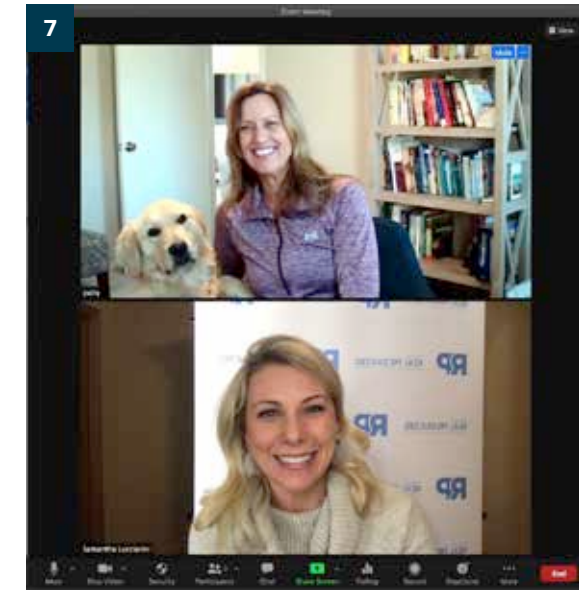
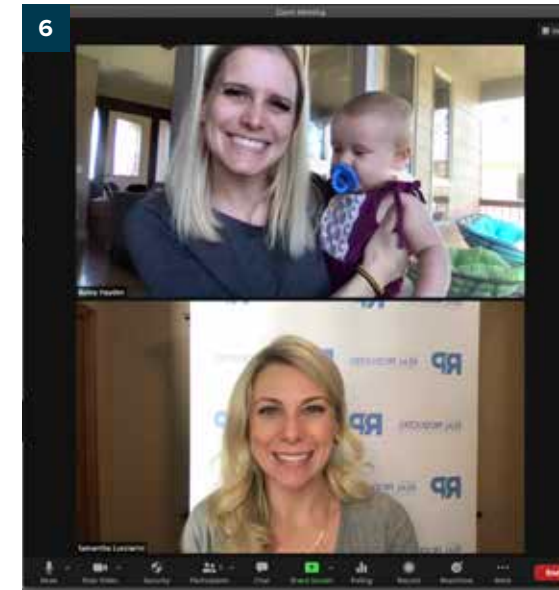
Debuting Spring 2021 in Taliesin



# MEET THE COMMUNITY

MEET SOME OF YOUR **TOP 300 REALTORS®**

- 1. Cathy Sheets
- 2. Sonja Seidl
- 3. Jessica Ball Dibble
- 4. Tyler Nepote
- 5. Christina Houston



- 6. Bailey Hayden
- 7. Patty Sanders
- 8. Joy Bishop
- 9. Bryce Jones
- 10. Ryan Rust
- 11. Linda Nugent
- 12. Christy Friesen
- 13. Krystal Wyrick
- 14. Bryan White & Jeff Schnell
- 15. Lesley Hodge




# Frederick

PLUMBING HEATING & AIR CONDITIONING

If it's Dead, Call Fred  
**316-262-FRED**

**24-hr Emergency Service**


Make sure your heating system maintenance is done. Neglecting your system can lead to dangerous conditions or simply just be left in the cold all night.



**TOTAL LANDSCAPE SOLUTIONS**

DESIGN • BUILD • MAINTENANCE

Mowing • Bed Maintenance  
Tree and Shrub Plantings • Sod Installation  
Landscape Design Program • Spring and Fall Cleanups  
Lawn Aeration • Seeding • Dethatching  
**Hardscapes:** Patios-Walls-Boulders



**www.tlswichita.com**  
316.217.3344



**Ride with the No. 1 car insurer in Kansas.**

McEachern Ins and Fin Svcs Inc  
Crystal McEachern, Agent  
1133 S Rock Rd  
Bus: 316-425-0925  
crystal@callcrystalnow.com

With competitive rates and personal service, it's no wonder more drivers trust State Farm®. As your local agent, I'm here to help life go right.®  
**LET'S TALK TODAY.**



1708164 State Farm Mutual Automobile Insurance Company  
Bloomington, IL



# Security 1st Title

## We Protect Property Rights.

Security 1st Title offers licensed and trained professionals to assist you with your title and closing needs. Our local experienced staff delivers exceptional service to protect property rights of homeowners and lenders.

### PRODUCTS AND SERVICES:

- Residential and Commercial Transactions
- Purchases and Refinances | New Construction
- Foreclosure | HUD | Short Sales
- Escrow Contract Servicing | 1031 Exchanges

TITLE INSURANCE | CLOSINGS | 1031 EXCHANGE | CONTRACT SERVICING

CONTACT US (316) 267-8371 | 727 N. WACO, SUITE 300 | WICHITA, KANSAS 67203

VISIT US ONLINE AT [WWW.SECURITY1ST.COM](http://WWW.SECURITY1ST.COM)

**Experience Gateway**  **Gateway MORTGAGE**

For All Your Home Mortgage Solutions

 **Contact Me Today!**

**KANDI JONES**  
Loan Originator, NMLS 543291



**316.530.8123** Office  
**316.644.1309** Cell  
Kandi.Jones@GatewayLoan.com  
GatewayLoan.com/kandi-jones  
2131 N Collective Ln, Suite C Wichita, KS 67206

Redeem this voucher for  
**\$500 off**  
closing costs on contracts written before 1/31/21\*



 Gateway Mortgage Group, a division of Gateway First Bank. Member FDIC. Equal Housing Lender. NMLS 7233. All loans are subject to program guidelines and final underwriting approval. \$500 lender credit will be given on final Closing Disclosure (CD). This offer is subject to change at any time without notice. Contact a local branch for more details.

\*Offer expires 1/31/21, a completed application must be returned by 11/30/20 and the loan must fund prior to expiration.

# SHARON WEST

NEVER FORGETS A CLIENT...OR A BIRTHDAY

## ▶▶ local legend

Written by Lindsey Wells | Photography by  
Jennifer Ruggles Photography



Hers is a name widely recognized in the Wichita real estate market for her stellar reputation and longevity in the business. You'd be hard-pressed to remember an interaction with her in which she didn't have a beaming smile on her face. And, for those that have yet to meet Sharon West of Coldwell Banker Plaza Real Estate, it's certain when you do, she'll leave an impression.

Sharon's story begins in Iola, Kansas, where she was born and raised until relocating to Wichita after high school. After furthering her education at Wichita Business College and Wichita State University, Sharon worked several office jobs trying to find her place in the professional world. "I had at least 12 jobs in offices but became bored with the routine at one place and quickly changed to the next one," she recalled.

While a career in real estate was never on her radar, her interest in the industry was piqued when a friend suggested she give it a shot. "She suggested I should be a REALTOR® because they only work when they want to and go to see lots of nice homes," Sharon said of her friend's advice. "Well, that was partly true. Since every listing and every buyer was like a different job, I never got bored in this profession." Over four decades later, Sharon said she

...

...

loves her job just as much now as she did when she first began. Although as of last year she is no longer actively selling or listing, Sharon is still very involved in the goings-on at her company and assists the management administration when needed.

Licensed as an agent in 1977 and a broker in 1984, Sharon has dedicated 43 years of her life to the real estate industry. She worked for two companies before joining Plaza Real Estate in 1982 and has been with the same company ever since. For over 30 years, Sharon was the Broker and branch manager of the West office and now holds the title of the company's Senior Vice President.

Sharon recalls the real estate industry before lockboxes were used and the World Wide Web was heavily relied upon. "Being one of the first to hire an assistant and get a car phone was really exciting for me," she added. Early on, Sharon attended lots of seminars where she gathered ideas on being successful in real estate and met several top producers across the country, many of whom she is still in touch with today.

Perhaps her success in real estate can be credited in part to Sharon's desire to provide nothing less than top-notch personalized customer service to every client. She knows small gestures can sometimes mean the most, which is why she sends out over 700 birthday cards each year to family, clients, fellow agents, and friends. Each card is personalized with a comic, joke, or story hand-selected for each person. Sharon also makes it a point to call someone she knows every day, some of whom she hasn't seen since high school. "Yes, that does add more names to my birthday list," she said, laughing.

Sharon served as President of the Wichita Area Association of REALTORS® in 1992, followed by Zone-VP for the Kansas Association of REALTORS®. In 1984 she was awarded the Designated Salesperson of the Year for Wichita, and in 1988 was Salesperson of the Year for Kansas.

Sharon has been married to the love of her life, Rex Custer, for 33 years. Rex was an engineer with Southwestern Bell until retirement when he joined Sharon as a Realtor. Sharon's youngest son, Jason, and his wife, Sydney, both worked at her real estate company and are now thriving Realtors in Kansas City. Her oldest son, Greg, works for a Google company in Phoenix, Arizona.

“She knows small gestures can sometimes mean the most, which is why she sends out over 700 birthday cards each year to family, clients, fellow agents, and friends. Each card is personalized with a comic, joke, or story hand-selected for each person.”



When she can enjoy downtime, Sharon enjoys reading, mostly new bestsellers, and the daily newspaper. Although life B.C. (before COVID) seems like a distant memory to most of us now, Sharon and Rex used to enjoy going to the movies each week and made travel a priority. "Now, we watch several movies a week on Netflix or HBO," she said. They also support many theaters, holding season tickets to several, and heavily support the local entertainment.

When asked what she wants to be remembered for, in true Sharon West fashion, she said, "I want people to remember that I was kind and always smiling. You'll never, ever see me without a smile, even if things aren't great. If you can't tell, I have lots of fun—why else would I send people jokes every day?"

**Wichita Granite & Cabinetry**

Locally-owned | Competitive Pricing | Award-winning Craftsmanship

1800 S West St, Wichita, KS 67213  
(316) 945-8880 | wichitagraniteandcabinetry.com | wgcsa316@gmail.com

**TRUTHFUL AND HONEST.**  
EVERY HOME INSPECTION, EVERY TIME.

**TWISTER CITY INSPECTIONS, LLC**

PROUDLY SERVING: Wichita, Andover, Maize, Derby, Haysville, Rose Hill, Augusta, Newton, and Bel Aire

10% DISCOUNT FOR ALL MILITARY...PAST AND PRESENT  
**316-680-2328**

**The right loan is just around the corner.**

**ANDOVER STATE BANK**

**Waterfront**  
1718 N. Webb Rd.  
Wichita, KS 67206  
316.219.1600

**Andover**  
511 N. Andover Rd.  
Andover, KS 67002  
316.733.1375

**GoASB.com**

Member FDIC



# Flooring 101

WITH JASON JABARA,  
JABARA'S CARPET OUTLET



▶▶ ask the expert  
Written by Jason Jabara

Buying or selling, new flooring can make a world of difference. We understand the notion of “move-in ready” because you don’t want to rely on the buyer’s imagination. Your proactive renovation will only turn heads, impress buyers, and add value to the home if you make the right flooring selections. Below are a few questions you should ask when making your decision.

## 10 Questions to Ask Before Buying Flooring

### 1. WILL YOUR NEW AND EXISTING FLOORING COORDINATE?

Consider how the new flooring will complement your interior style and decorating scheme. Blending materials may solve your design dilemmas.

### 2. WILL YOU HAVE TO REDECORATE?

Color is a major consideration when buying flooring because it impacts the entire room. Lighter can make rooms feel larger but show stains and reveal wear. Darker can make rooms feel cozy but show dust and hair. Neutral tones making it easy to change your home décor down the road.

### 3. WHERE IS THE ROOM LOCATED?

Ground-level and basement spaces are more susceptible to moisture than those upstairs, so consider the impact on your flooring choice.

### 4. WHAT IS THE TRAFFIC LEVEL IN THE ROOM?

If it is an entry area or a play area for pets and kids, look for flooring that can handle wear.

### 5. DOES ANYONE IN YOUR HOME HAVE ALLERGIES?

Hard-surface flooring collects fewer allergens. Add warmth and visual interest with easy-to-clean rugs.

### 6. DO YOU HAVE, OR PLAN TO INSTALL, A HEATED FLOOR?

Not all flooring options are compatible with subfloor heating. Consult a flooring expert for help exploring the options best for you.

### 7. WHAT LEVEL OF FLOOR CARE IS REQUIRED?

Ask what is involved in cleaning and upkeep and factor things like refinishing and steaming into your decision.

### 8. CAN YOU REFINISH YOUR EXISTING FLOOR?

You may be able to bring your floors up to date with a new stain.

### 9. CAN YOU INSTALL THE NEW FLOORING YOURSELF?

New flooring installation is more than lining up boards and tiles. Know how to safely dispose of the old flooring and if you can return unused boxes or pieces to the store. Some flooring may require professional removal.

### 10. WHAT IS YOUR CLIMATE?

Wood can warp and buckle and carpet can mold in humid environments.

*If you need help turning imagination into reality we are always here to help with our in-stock REALTOR® program.*  
Jabaras.com | (316) 712-5920

# JABARA'S

## NEW YEAR NEW FLOOR SALE

SAVE UP TO **\$500**  
select flooring styles,  
including flooring from Shaw

316-320-0443 | [www.jabaras.com](http://www.jabaras.com)  
1816 N. Broadway St. Wichita, KS 67214

## New Year, New Lender

### DON'T YOU THINK IT'S TIME?

CALL A LENDER YOU CAN TRUST

BUYING A HOME | REFINANCING

Will King | Branch Manager/Loan Officer  
NMLS #459176  
Office: (316) 665-7343 | Cell: (316) 312-2936  
[ksloanman@usmortgage.com](mailto:ksloanman@usmortgage.com)  
[www.kansasloanman.com](http://www.kansasloanman.com)



# Marsha Allen

## FOCUSING ON THE NEED

*With all the moving parts of a real estate transaction, there are many elements that require your attention. Prioritizing those pieces is key to success.*

As Associate Broker with RE/MAX Solutions, Marsha Allen helps people reach real results. And she does it by focusing on the need.

“My outlook is if you get up every day with a servant’s heart, everything is good,” Marsha emphasizes. “Good things happen if you focus on people and their needs.”

### LEGACY OF A LEADER

Through her 41 years in the business, Marsha has built a strong reputation for results. She remembers how she got her start.

“I was a teacher and worked with Home Bound children for five years,” she says. “My husband at the time worked at a bank and they were in development and building houses. He thought real estate would be better for me.”

Marsha jumped into the business during a time when technology played a much smaller role.

“There were obviously no computers in the business then. You drove contracts and met people in person... picking up keys at offices,” she remembers. “In turn, you did fewer transactions because everything was much more time-consuming.”

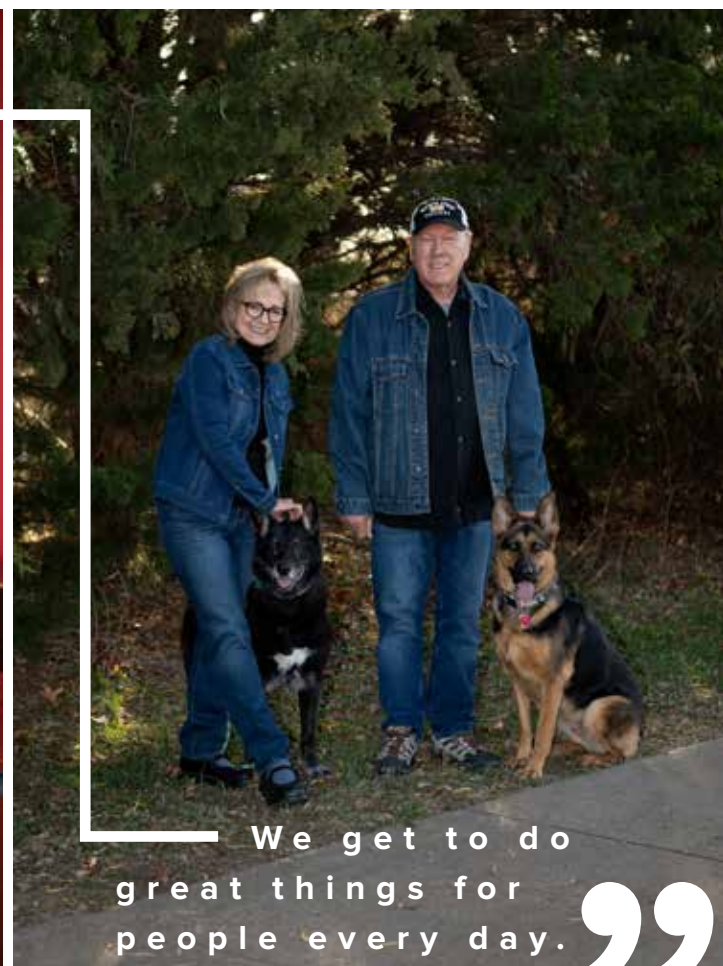
Like most entering the business, she worked through a challenging transition.

“It seemed overwhelming in the beginning. It was

...

▶ iconic agent

Written by Dave Danielson  
Photography by Kelly Remacle Photography



intense,” she says. “I had younger kids at that time. It was always a challenge. Then you start working with people and make them happy and move forward.”

**EXPERIENCE AND EXCELLENCE**

Marsha draws many parallels between her time as a teacher and her role as an agent.

“It’s a people business ... listening to them to determine what they need and figure out solutions to help them. You have to be a communicator and self-directed and be responsive,” Marsha explains. “It flowed very well for me moving from teaching to real estate. As a teacher, you figure out what the kids need and how to get to the end and you do the same with real estate.”

Marsha has a true passion for the profession.

“I’m a people person. I really like being with the diverse group of people I get to meet and helping them with the biggest monetary investment they make,” she says. “It’s the place where they spend the bulk of their lives. You spend more time in your home than you do anywhere else, so it’s very critical to your day-to-day. That’s rewarding to be part of

that. Plus, I like to be busy. I don’t sit well. I have to be on the move and I love seeing all the different houses and I always have.”

**FULLFILLING LIFE**

Away from work, Marsha’s world revolves around her family, including her husband of 25 years, Bob, who retired from Boeing. Marsha and Bob enjoy moments spent with their children. Marsha has two children — her daughter, Jeramie, and her five children; and her son, Scott, and his two children. Bob has two children — his son, Jason, and his daughter, Jami, who has two children.

In her free time, Marsha is very active. In fact, you’re likely to find her at the gym at least five days a week. She also loves the ocean, including time spent kayaking. Hiking is another favorite pastime for her, as well.

Giving back is central to her life, as well, with involvement in the

community foundation, the historical museum and Rotary.

“I like to volunteer. I strongly feel you need to give back to your community because they give so much to you. I feel a strong obligation to make my community a better place however I can,” she says. “It just makes you feel good that you’re doing something for everyone.”

There have been many signs of Marsha’s success through time, but she hasn’t achieved them through meticulous goalsetting.

“While goalsetting is great for some people, it hasn’t been for me. I feel very strongly that my focus has to be on people,” she says with a smile. “This is a wonderful profession. We get to do great things for people every day.”

Each day, Marsha continues making a difference by focusing on the need.



Lenders would rather close a VA loan than any other loan?

**The 3 Mandatory Questions to ask each Buyer?**

The Difference Between Eligibility and Qualifications?

**The median FICO score of a Veteran is 718?**

We close VA loans in an average of 25 days?

**The Seller does NOT have to pay the Veteran’s fees?**

A Veteran can have multiple VA loans?

**The VA does NOT have a maximum loan limit?**

We may have an option to increase value up to 15% if the appraisal comes in low?



**Bret Frerichs**  
Branch Manager  
NMLS #543323  
Office: 316-779-2002  
2118 N Tyler Rd, Bldg. B, Ste 101  
Wichita, KS 67212



THE VETERANS HOMEFRONT  
BY BENCHMARK

Ark-La-Tex Financial Services, LLC NMLS# 2143 (www.nmlsconsumeraccess.org). This advertisement is for business and professional use only to assist real estate professionals and is not an advertisement to extend consumer credit as defined by Section 226.2 of Regulation Z. Programs, interest rates, and fees are subject to change. This is not a commitment to lend or extend credit. Other restrictions may apply. Information and/or data is subject to change without notice. All loans are subject to credit approval. Not all loan products are available in all areas. (https://benchmark.us)





“OUR GOAL IS TO CREATE A WORLD WHERE EVERY GIRL KNOWS AND ACTIVATES HER LIMITLESS POTENTIAL AND IS FREE TO PURSUE HER DREAMS BOLDLY.”

▶ non-profit spotlight  
 Written by **Heather Pluard**  
 Photography by **Darrin Hackney Photography**

# CHRISTY THOMAS

## SUPPORTS GIRLS ON THE RUN

Get ready to run! Registration is now open for the Girls on the Run (GOTR) spring season. This year, with both in-person and virtual options, GOTR is a fabulous way for 3rd-8th grade girls to safely engage with their peers while becoming healthier, joyful, and more confident. But that doesn't happen without coaches. GOTR is currently looking for adults in the Wichita community to volunteer, even if they aren't runners.

“This program is for everyone and can accommodate anyone,” says GOTR Executive Director Christy Thomas. “Our goal is to create a world where every girl knows and activates her limitless potential and is free to pursue her dreams boldly. We use a fun, experience-based curriculum that’s

5% about running and 95% about teaching girls life lessons on things like how to be healthy, strong, confident, kind, and responsible.”

Typically an after-school program, GOTR has found creative solutions to keep kids active even though most area schools are now online. “We’ll meet at recreation centers, churches, and parks this spring,” Christy says. “It gives us a lot more flexibility, and we can work around any group’s schedule. We’re also limiting team size to 12 girls. That makes it easier to socially distance and allows everyone to engage more and get to know each other better. We switched to these small groups last fall, and so many girls said it was the best season ever.”



Last fall was also the first time GOTR offered a virtual option. “It was a brand new way of doing things, and it worked!” smiles Christy. “We do a group Zoom for the first 45-minutes to stretch, set goals, and do a fun activity. Then girls spend the next 30-40 minutes at home being physically active with a family member. They can choose from a variety of activities, like running, riding bikes or doing jumping jacks. Goal sheets help them track their progress so they can see how they get better and faster over time.”

Coaches are needed for both in-person and virtual options this spring. “Our season will start mid-March when the weather should be warm enough to run outside,” Christy says. “Our goal is to have three or four coaches on each team, and we need community members to volunteer. It’s an eight-week commitment, and girls usually meet twice a week. I coach, and can honestly say it’s one of the most rewarding things in the world. It’s amazing how much adults can get out of a program designed for elementary schools. Women need to hear these positive messages, too!”

To learn more about volunteering or to register a girl to run, please visit <https://www.girlsontheruns.org>.

Keystone Solid Surfaces is the premier fabricator & installer in the state of Kansas.

We use state-of-the-art equipment and experienced personnel to design and install custom countertops.



COMMERCIAL • RESIDENTIAL • RETAIL

Do you have a project we can help with?

316-778-1566 • KEYSTONESOLIDSURFACES.COM  
1250 N MAIN • BENTON, KS 67017

## We Understand Commitment

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



**Jeff Christensen, AAMS®**  
Financial Advisor

142 N Main Suite 115  
El Dorado, KS 67042  
316-322-0001

**edwardjones.com**  
Member SIPC

**Edward Jones®**  
MAKING SENSE OF INVESTING

## Need Affordable Health Insurance?

Call  
**Joe Sauer**  
316-687-3658



**KEMPER Health**

INSURANCE BENEFITS PROVIDED BY RESERVE NATIONAL INSURANCE COMPANY.

**OLD REPUBLIC HOME PROTECTION**

Your home warranty company should work as hard as you do.



We're grateful to support you and your clients with superior home warranty coverage.

Contact me to learn more.

**Janell Enderson**  
Senior Account Executive  
800.282.7131 Ext. 1291  
C: 913.219.4245  
JanellE@orhp.com  
my.orhp.com/janellenderson



People Helping People

This is a paid advertisement.



Feels so good to be home.

Get pre-qualified today and discover your financing options!

**RCBbankMortgage.com**

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



**RCB BANK Mortgage**

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



# 2021

Happy New Year!

Give the gift to choose this year



**ACHOSA**  
HOME WARRANTY, LLC  
George Brockman  
417.983.3204



**OPEN NEW DOORS  
at Regent Financial Group**

When you are ready to purchase a home, you want to know things will be done right and in a timely manner. Here is why Regent Financial Group should be your first and only choice.

- Clear to close in 2 weeks
- 24/7 loan officer availability
- High quality customer service
- In-house underwriting
- Beat or match interest rates
- Keep borrowers informed at each step
- Minimal loan denial
- Opportunity to lock in a lower rate if rates decrease while loan is in process
- Help increase credit with Rapid Rescore option



**Brent Flower**  
NMLS 261320  
Phone 316-882-4080  
bflower@regentfinancial.com

[regentfinancial.com](http://regentfinancial.com)



**YOUR INDEPENDENT  
INSURANCE AGENT**




For over 12 years, the friendly folks at Zachary Insurance have been helping our REALTOR® and Lender partners GET IT DONE  
Home • Auto • Commercial • Bonds



**Chris Zachary**  
Office (316) 773-1330  
Mobile (316) 209-8060  
chris@zacharyins.com  
www.zacharyins.com

# ARBOR | CREEK

Goddard School District  
Located west of Pawnee (23rd) and 183rd



**ED SCHELLENBERG**  
DEVELOPMENT COMPANY

\*The images above are renderings. Clubhouse subject to change.



**Chris Lary-Cowel**  
316-640-1186  
HOUSESWITHCHRIS@GMAIL.COM

**YOURHOMEWICHITA.COM**



# *The home for home loans.*

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



CREDIT UNION  
*of America*

*Friendly Home Loans*

316.265.3272 ext. 191 | [CUofAmerica.com/HomeLoans](http://CUofAmerica.com/HomeLoans)

