

WICHITA

# REAL PRODUCERS®

CONNECTING. EMPOWERING. INSPIRING.

**ON THE RISE:**

Bobbie Lane

**PARTNER SPOTLIGHT:**

Brian McGinley, Sierra Pacific Mortgage

**CELEBRATING LEADERS:**

Jacquiline Valentino

**DOUBLE DUTY FEATURE:**

Jeff Blubaugh

**POWER COUPLE:**

Rob and Shirley Pestinger

**NON-PROFIT SPOTLIGHT**

ReeceNichols, The Gold Key Project



**TOP PRODUCER**

**TAMMI**  
BLACKBURN-HILGER

# NOT ALL PRE-APPROVALS ARE CREATED EQUAL

We all know today's housing market is moving fast. Homebuyers can move faster with a pre-approval from Meritrust.

No last-minute denials. No pre-approvals falling through and causing disappointment. That's not how we do things and we're proud to stand behind our pre-approvals.

**Meritrust**  
HOME LOANS<sup>SM</sup>



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

LOCAL | LICENSED | INSURED



**GUARDIAN**  
ROOFING & CONSTRUCTION

ROOFING • SIDING • WINDOWS

**316.302.4100**  
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**

## 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



**Kelly Remacle**  
Photographer



**Adam Dreher**  
Videographer and  
Photographer



**Dave Danielson**  
Writer



**Heather Pluard**  
Writer



**Ashley Streight**  
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.



# CONCRETE LEVELING WITH YOUR TIMETABLES IN MIND

- SINKING STEPS/PORCHES
- SINKING DRIVEWAY SLABS
- TRIP HAZARDS
- SINKING SLAB FOUNDATIONS
- POOLS, PATIOS, WALKWAYS

[www.midwestfoamworks.com](http://www.midwestfoamworks.com)  
**(316) 749-7550**

## YOUR LOCAL MORTGAGE BANKER



**Aaron Clark**  
Mortgage Banker

NMLS#1770738

Office: 316-491-8153

Direct: 316.573.3996

[aaronclark@leader1.com](mailto:aaronclark@leader1.com)

[www.aaronclark.leader1.com](http://www.aaronclark.leader1.com)

7340 W 21st Street N 104 Wichita, KS 67205



# HERITAGE COMMONS

## YOUR BUYERS HAVE BEEN DREAMING OF THIS

*Low-maintenance Luxury  
Homes for EVERYONE!*

The Heritage is a convenient and walkable 100-acre master-planned community pairing a commercial district with two charming residential additions.

The Heritage Commons is perfect for families and business professionals offering a low-maintenance, urban farmhouse collection with stylish designs, functional spaces, private patios, and fun amenities.

Within walking distance of Andover Central Schools, Andover YMCA, Andover Central Park and more!

**12 SHOWCASE HOMES READY  
IN LESS THAN 60 DAYS!**




[WWW.THEHERITAGEANDOVER.COM](http://WWW.THEHERITAGEANDOVER.COM)

 PB REALTY

 PERFECTION BUILDERS

**E. KELLOGG & YORKTOWN RD | 316-844-6249  
VISIT OUR SALES OFFICE & MODEL HOMES - 119 S. SHAY RD**

# TABLE OF CONTENTS




**20**  
On the Rise:  
Bobbie Lane



**26**  
Partner Spotlight:  
Sierra Pacific Mortgage Corp.



**32**  
Top Producer:  
Tammi Blackburn-Hilger



**38**  
Celebrating Leaders:  
Jacquiline Valentino



**44**  
Double Duty Spotlight:  
Jeff Blubaugh



**50**  
Power Couple:  
Rob and Shirley Pestinger



**54**  
Partner Appreciation:  
Jennifer Ruggles Photography



**58**  
Non-Profit Spotlight:  
Reece Nichols, The Gold Key Project



**67**  
Ask the Expert: ICT Irrigation and Deck Doctors KS

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 serve with passion**

Meet Courtney Griffiths, new Mortgage Loan Originator serving Wichita.

Your dream of home ownership may be closer than you think with loan options up to 100% financing. **Ask Courtney how.**

316.247.7706  
cgriffiths@bankrcb.net  
10501 E. Berkeley Square Pkwy.



Courtney Griffiths NMLS# 2189605. Member FDIC. WAC. Restrictions, limitations apply. NMLS# 798151

Make Your Listing SPARKLE




Your Neighborhood Window Cleaners  
Window Washing • Pressure Washing  
Gutter Cleaning • and More!

**SQUEEGEE SQUAD**

Call (316) 202-6020 or email James@squeegeesquad.com  
www.SqueegeeSquad.com

**YOUR INDEPENDENT INSURANCE AGENT**



Saving you CA\$H and covering your A\$\$ for 13 years!  
Home • Auto • Commercial • Bonds

**ZACHARY INSURANCE**

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

We operate by the  
**BENCHMARK VETERAN PROMISE**



Together with Retired U.S. Army Captain, Chad Fleming, Benchmark is showing veterans that we will **NEVER QUIT** on securing the American Dream for our American Heroes.

NO MORE will the veteran be taken advantage of. We have changed the way VA lending is done. We will always **do right by the veteran** and provide first-class service that ensures our veterans receive the American Dream of **home ownership they deserve**.

Benchmark is a Proud Sponsor of Team Never Quit's Patriot Tour.



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




Ark-La-Tex Financial Services, LLC NMLS# 2143 (www.nmlsconsumeraccess.org). All loans subject to borrower qualifying. This is not a commitment to lend. Other restrictions may apply. (https://benchmark.us)

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 |  **CUTCO** CLOSING GIFTS

## Clean Up the Streets

OUR STREET SWEEPING SERVICES WILL PROVIDE CURB APPEAL TO HOMES IN ANY NEIGHBORHOOD - LITERALLY.



Specializing in Exterior Services

 **JASON LEGER**  
Pressure Washing and Sweeping **316-665-0388**  
[www.cleanritepressurewashing.com](http://www.cleanritepressurewashing.com)

## REFINED FURNITURE RENTAL and INTERIORS ARE NOW UNDER THE SAME OWNERSHIP!



 **Interiors by Design Gallery**  
8201 E. 34th Cir. N #905 | Wichita, Ks 67226  
316.942.1820 | [www.interiorsbydesigngallery.com](http://www.interiorsbydesigngallery.com)  
REAL ESTATE STAGING, INTERIOR DESIGN, WINDOW TREATMENTS, REMODELING  
EVENT STYLING • FURNITURE RENTAL



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  
craigsharphomes.com

**BUILDER/DEVELOPER**

Perfection Builders  
(316) 729-1900  
perfectionbuilders.com

**CABINETS AND GRANITE  
COUNTERTOPS**

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

**CAR DEALERSHIP**

Eddy's Volvo  
(316) 312-0440  
eddysvolvo.com

**CLEANING & RESTORATION**

Good To Be Clean  
(316) 320-6767  
goodtobeclean.com

**CLEANING - WINDOWS/  
GUTTERS &  
POWER WASHING**

Squeegee Squad  
(316) 202-6020  
squeegeesquad.com/  
locations/wichita-ks/

**CLEANING/MAKE READY**

First Impressions  
Environmental  
Kelly Dixon  
(316) 522-8795  
firstimpressionsenv.com

**CLOSING GIFTS**

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

**CONCRETE LEVELING**

Midwest Foam Works  
(316) 749-7200  
midwestfoamworks.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  
schellenberg  
development.com

**EXTERIOR CLEANING /  
PRESSURE WASHING**

Clean Rite  
(316) 665-0388  
cleanritepressure  
washing.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  
Angie Vailas  
(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

**FOUNDATION REPAIR &  
WATER PROOFING**

IWP Foundation Repair  
(316) 308-8507  
kansasfoundationrepair.com

**GARAGE DOOR SERVICE &  
INSTALLATION**

Roberts Overdoors  
(316) 788-1752  
robertsoverdoors.com

**HEALTH INSURANCE**

No Nonsense  
Healthcare Ninja  
Chad Beisel  
(785) 766-1584  
nononsensehealthcare  
ninja.com

**HOME & PROPERTY  
INSPECTIONS**

Bright Light Inspections  
Josh Counce  
(316) 250-5221  
blinspections.com

**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  
myorhp.com/JanellAnderson

**HOUSECLEANING &  
CONCIERGE SERVICES**

ICT Fresh Nest  
Nicole Hagar  
(316) 866-1259

**INSURANCE**

Wheat State Insurance Group  
(316) 776-0777  
wheatstateinsurance.com/

**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**

Interiors by Design Gallery  
Ashley Labus  
(316) 990-8262  
interiorsbydesigngallery.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  
gatewayloan.com/  
kandi-jones

Kanza Bank  
(316) 636-5821  
kanzabank.com

Meritrust Credit Union  
meritrusthomeloans.com

RCB Bank  
(316) 247-7704  
rcbbank.com

Sierra Pacific Mortgage  
sierrapacificmortgage.com

**MORTGAGE BANKER**

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

**MORTGAGE BROKER**

Phoenix Mortgage Group  
(316) 942-8228  
phoenixmortgagegroup.com

**MORTGAGE LENDER**

LeaderOne  
Aaron Clark  
(316) 573-3996  
aaronclark.leader1.com

Planet Home Lending  
Michelle Crubaugh  
(316) 304-3910  
planethomelending.com

**MORTGAGE LENDING**

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

**MORTGAGES**

Guardian Mortgage  
Julie Strelow  
(316) 213-9347  
GuardinaMortgageOnline.  
com/JulieStrelow

**MOVERS**

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

**MOVING / PACKING**

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

**PHOTOGRAPHER**

Kelly Remacle Photography  
(816) 803-5061

**PHOTOGRAPHY**

Jennifer Ruggles  
Photography  
(615) 415-3029  
jenniferruggles  
photography.com

**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

**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

**WELL/LAGOON/  
SEPTIC INSPECTIONS**

First Impressions  
Environmental  
Aaron Dixon  
(316) 522-8795  
firstimpressionsenv.com

# 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.



ACCREDITED  
BUSINESS

A+

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**

# AL-CAN

METAL BUILDINGS

**STEEL BUILDING  
SERVICES FOR YOUR  
EVERY STORAGE NEED**







**Make the inspection process easier and hire Bright Light Inspections!**

*Easily schedule online right now through [BLInspections.com](http://BLInspections.com)*

**Josh Counce, Owner | 316-250-5221**  
[JOSH@BLINSPECTIONS.COM](mailto:JOSH@BLINSPECTIONS.COM) | [BLINSPECTIONS.COM](http://BLINSPECTIONS.COM)



**Bright Light**  
INSPECTIONS LLC  
INTERNACHI<sup>®</sup> CERTIFIED

"When looking for a home inspector to recommend for my clients, I look for thoroughness, responsiveness and someone who my clients will like and trust. Josh with Bright Light is just that! His process is seamless. You will get a full report at the end of the inspection or shortly after, and if you have any questions, he is happy to help answer them as they arise. My team and I love working with Josh."  
 Bobbie Lane, Bobbie Lane Realty Group

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





**Peggy Pepper**  
Mortgage Loan Officer  
316.448.4402  
[peggy.pepper@usbank.com](mailto:peggy.pepper@usbank.com)  
NMLS #: 938242



**Alejandra Gomez**  
CRA Mortgage Loan Officer  
316.768.5525  
[alejandra.gomez@usbank.com](mailto:alejandra.gomez@usbank.com)  
NMLS #: 222758



**Steve Farmer**  
Mortgage Sales Manager  
316.448.4398  
[steve.farmer@usbank.com](mailto:steve.farmer@usbank.com)  
NMLS #: 492459

801 E. Douglas Street | 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](http://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. ©2021 U.S. Bank 398103c 3/21

# PUBLISHER'S NOTE

WE'VE OFFICIALLY ENTERED THE LAST HALF OF 2021 AND MAN DID THAT HAPPEN FAST. DESPITE OUR INTENSE HUMIDITY AND NEAR TRIPLE DIGIT TEMPERATURES, THIS IS MY HAPPY TIME OF YEAR. I LOVE THE SUN AND I LOVE POOL TIME!

Save the date for our next BIG REALTOR® appreciation party. We are planning on the first week of October at a one-of-a-kind Craig Sharp build in Emerald Bay Estates. I know I say this about all of our parties, but you do NOT want to miss this one. Craig and his team have outdone themselves, once again. Craig and myself have been looking forward to hosting a Real Producers party in one of his masterpieces since before Covid. Just like the old adage goes.... patience pays, impatience costs.

This month, we are welcoming a new Trusted Business Partners to the *Real Producers* family: Julie Strelow of Guardian Mortgage.



New advertisers mean more resources for you to serve *your* real estate community, so this is something to celebrate!

If you're ever in the market for a new vendor, I encourage you to check out our Preferred Partners list. Every business came highly recommended by a top REALTOR®, and, in most cases, several top agents.

And if you know of a business that isn't a part of the *Real Producers* community but should be advertising with us, please share! Several of our categories are close to selling out, so don't wait. And if you already use one of our vendors, we welcome you to let them know you saw their ad in *Real Producers*.

In case you didn't catch the news about the newest publication coming to Wichita in last month's edition, here it is again!

*BeLocal Wichita* will introduce all the new movers to the city we call home. This comprehensive, monthly

resource will be a guide that covers the basics, and so much more. Aside from being a beautiful, professional publication that's full of local tips and insider intel, it's delivered for *free* to new movers within their first 60 days. It will be a public-facing platform, physical and digital, for locals to discover new favorites as well.

But here's the best part for you REALTORS®: you can customize the cover with your face, or your brokerage, and gift them to clients ... placing you front and center as the local expert! Reach out to me if you'd like more information.

The more we elevate and support our local community, the stronger we all become!



Sincerely,  
 Your friend,  
 publisher,  
 REALTOR® and  
 native Wichitan,  
**Samantha Lucciarini**

**HAVE AN ANNOUNCEMENT?**  
 Please share it with us so we can tell the Wichita real estate community!






**ICT Fresh Nest**  
House Cleaning  
& Concierge Service

*Nicole Hagar*  
FOUNDER & CEO  
316-866-1259  
www.ictfreshnest.com





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



**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**.



**Sierra Pacific**  
MORTGAGE  
Promises Made. Promises Kept.



**Brian McGinley** | Midwest Regional Manager  
NMLS #11371 | Brian.McGinley@spmc.com  
10111 E 21st Street, Suite 200 | Wichita, KS 67206

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

# CUSTOM HOME BUILDING PROCESS

**SELL MORE WITH CRAIG SHARP HOMES**

**DESIGN** Let your clients work with our in-house designer or join them as we work to translate their dream home from pins and pictures to plans. Design Development typically takes a month to complete.



**PRICING** Craig personally prices each home we build to ensure your clients expectations are met on materials and finishes. He sets appropriate allowances that meet homeowners' style and taste, not builder grade materials to get a cheaper price.



**REFINE** With plans and pricing in hand, you can work with your client and our team to modify as needed. At this stage we can also help you find the perfect lot to start their new home!



**SIGN** After the final red lines are complete, our office prepares contract documents for both you and your homeowner. They will know the total cost of their new home and you will know up front what your commission will be at closing.



**BUILD** Let's Build! Within 3-4 weeks of contract signing we will break ground. Depending on the size of the home, construction will take 5-8 months. During the build process we will continue to keep you and your clients in the loop on the entire project.



**MOVE-IN** With the final punch list complete and the new home clean, we're ready for closing! We work closely with you and your clients to schedule when it is convenient for you.



**WARRANTY** Throughout their first year we provide your clients with a Home Warranty that gives them peace of mind as they settle into their home and use their new fixtures and features. Should anything need an adjustment, the full integrity and trust of the Craig Sharp Homes team will be there.



Make sure your client has access to the best opportunities by partnering with Craig Sharp Homes. We make it easy for you and your client from design through closing with a dedicated, competent staff that works with you to answer questions and guide you both through the entire process.

**SHOW YOUR CLIENTS HOW GORGEOUS A NEW HOME CAN BE AT**  
**CRAIGSHARPHOMES.COM**

# Bobbie LANE

## REACHING HOME TOGETHER

### ▶▶ on the rise

Written by Dave Danielson | Photography by Jennifer Ruggles Photogprahy

**In the course of helping clients achieve their real estate goals, you provide essential expertise and support to help them navigate a challenging process.**

That's the same spirit that Bobbie Lane and her team understand very well.

As part of Keller Williams Hometown Partners, Bobbie and her team of 15 work with a true spirit of care—in the process, helping those they work with reach home together.

“The real highlight for me in what I do is working with my clients to help them achieve their goal of home-ownership. Aside from my awesome clients, a big highlight is building my team and watching each of them grow and accomplish their goals,” Bobbie emphasizes.

#### MOVING AHEAD

Bobbie was a marketing and management major at Wichita State. As she looked to the future, she had a very strong entrepreneurial spirit.

“I always knew I wanted to work for myself. I had my own photography business through college. It wasn't until I purchased my house on my own that I found out what I was called to do. I enjoyed everything about the process,” Bobbie recalls.

Once she made the decision to pursue real estate nearly five years ago, she worked through the process and earned her license within a month. For a time, she continued working at Meritrust while she made her transition into real estate. After graduating, she made the decision to go full-time in real estate.

#### PASSION FOR THE PROFESSION

From the start, Bobbie's career took off. It was fueled by a passion for the profession.

As Bobbie says, “I really enjoy every aspect of the business, from finding my clients their dream home to researching costs and doing the paperwork that's involved. It is a natural fit all the way around for me.”

“  
I'VE ALWAYS BELIEVED  
THAT YOU CAN BE  
MORE SUCCESSFUL IF  
YOU'RE SURROUNDED  
BY LIKE-MINDED  
PEOPLE. IT HELPS  
YOU GROW IN YOUR  
MINDSET. WHEN YOU  
HAVE 15 WOMEN IN A  
ROOM, YOU GET SO  
MANY GREAT IDEAS.  
WE HAVE A GREAT  
DYNAMIC TOGETHER  
AND TRULY MAKE ONE  
AMAZING TEAM.





••• It didn't take long for others to see Bobbie's achievements in the business. It was clear her knack for leadership was recognized early on.

"I remember being approached by Aimee Counce, who asked me about getting into real estate, and what I recommended to help to have success in her business," Bobbie remembers. "I talked about the importance of finding a mentor and working under someone to learn what the real estate world was all about. She came back and said, 'Could you be that person for me?' I thought about it and said why not? Keller Williams had other teams and I figured it was worth a try. I've had my team for two years. And it all started with that first conversation with Aimee."

#### BETTER TOGETHER

Today, Bobbie's team features 15 professionals, including 11 licensed agents and four staff members.

When you talk with her, it's easy to see the pride she has for her team.

"I really like being able to collaborate with each other," she says with a smile. "I've always believed

that you can be more successful if you're surrounded by like-minded people. It helps you grow in your mindset. When you have 15 women in a room, you get so many great ideas. We have a great dynamic together and truly make one amazing team."

The results of that teamwork have been remarkable and rewarding in more ways than one. In fact, in 2021, the team is on track to surpass \$35 million in sales volume.

#### WHAT MATTERS MOST

Away from work, Bobbie cherishes family, including her husband, Jonathan. The two were high school sweethearts who have been married for six years, and have been together since they were 14 years old.

Bobbie and Jonathan look forward to time with their two sons — 16-month-old Jameson, and 4-month-old Jesse.

"Jonathan is my rock. He works full-time as an accountant and still manages to help with our other businesses. Thankful for a partner who pushes me to be my best and isn't afraid to dream a little bigger," Bobbie smiles.

In their free time, Bobbie and her family look forward to chances to travel, as well as visiting local restaurants.

When you talk with Bobbie, it's clear that she is driven by integrity and a selfless spirit that is focused on her clients' wellbeing.

As she considers the success that she and her team members are creating together, she offers advice for others who are thinking about getting into the business themselves.

"The first thing I'd say is don't give up. Be consistent with marketing. Put in a good two years of building

your business. Once you have that time, that's when the business will really come," Bobbie says. "You are building a business and brand, don't forget that takes time. People tend to underestimate that."

Expect more great things to come in the future from Bobbie and her team.

"We're always looking for people with the same vision as us. I can see us growing in the future. And yet, with the team we have, I know we can accomplish big things together."

Congratulations to Bobbie Lane and her team who build results each day—helping those they work with reach home together.



# Interest Rates are **HOT**

Let Us Help Your Buyer Make a **House** a **Home**

West side location  
 8558 W. 21st St. N., Suite 500, Wichita, KS. 67205  
 • JR Rohr 316-854-3625, NMLS # 16502  
 • Keith Stareck 316-854-3644, NMLS# 260485  
 • Eric Johnson 316-854-3636, NMLS# 1519661



Member FDIC  
 12031 E. 13th St. N., Suite A,  
 Wichita, KS 67206  
**Sally Conger**  
 316-854-3639  
 NMLS# 246106

**BNC**  
 National Bank

Mortgage Division • NMLS# 418467  
[www.bncnationalbank.com](http://www.bncnationalbank.com)



## \$2.5 MILLION

**DONATED THIS YEAR TO HELP  
 END MODERN-DAY SLAVERY.**

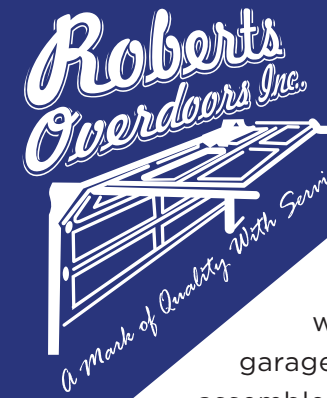
Did you know there are more victims held against their will today than ever before? That's why The N2 Company - the company behind this publication and 850+ others like it - is financially committed to end human trafficking.

**FOR EVERY AD SALE WE MAKE, N2 DONATES ENOUGH  
 MONEY TO FREE 2 SLAVES FROM CAPTIVITY.**

The average Fortune 500 company donates about 1% of their *profits* to charity. The N2 Company donates 2.6% of their *gross revenue*.

Thanks to the businesses within these pages, our Area Directors, and readers like you, we're able to break the chains of this horrible reality.

Visit [n2gives.com](http://n2gives.com) to learn more about our fight.



# Family

OWNED AND OPERATED  
 SINCE 1958

Our Mission is to provide our community with the best available residential, commercial, garage door and operator products and services. To assemble a team of individuals with high morals, ethics and standards who strive to continually improve on customer service, installations and repairs. A company you can trust to serve.



"We Love garages and care about yours" 316-788-1752 | [www.robertsoverdoors.com](http://www.robertsoverdoors.com)

## MIGHTY MOVERS

Moving And Delivery Service  
 Experienced. Professional. Reliable.

Family Owned & Operated

WICHITA'S BEST MOVING COMPANY

Moving Military Families for Over 15 Years  
*Thank you for your service!*



Give us a call today to  
 schedule your move.

**316-202-3703**  
[movingwichita.com](http://movingwichita.com)

## ICT IRRIGATION

Sprinkler system  
 maintenance & repair

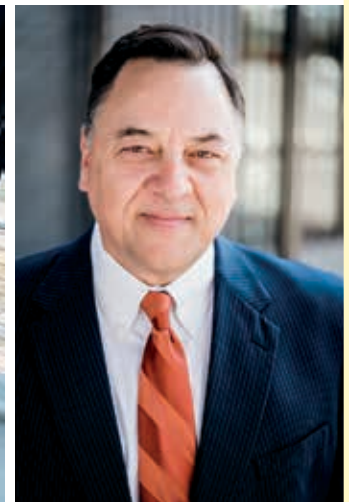
Spring Start-Up  
 Maintenance  
 Repair  
 Winterization  
 Backflow Testing

Call or Text 316-302-4858

@ICTIRRIGATION

[ICTIRRIGATIONKS@GMAIL.COM](mailto:ICTIRRIGATIONKS@GMAIL.COM)

# Full Corporate Sessions



Jennifer  
 RUGGLES  
 PHOTOGRAPHY

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

**615-415-3029**



# SIERRA PACIFIC MORTGAGE CORP.

PROMISES MADE. PROMISES KEPT.

In a business like real estate where there are so many moving parts, the amount of change can be overwhelming for you and your clients.

That's why having a partner like Sierra Pacific Mortgage Corp. means so much—with a mission and focus on promises made and promises kept.

Brian McGinley is the Owner of eight company branch locations. He's also Regional Manager for the corporation. As he says, the team at Sierra Pacific Mortgage Corp. works with a giving and helpful spirit—willing to go the extra mile.

“We look at this as a lifetime career. We are really invested and do everything we can to make it smooth for the people we work with. We are very committed to those relationships. We pour all of our energy into people who partner with us,” Brian explains. “I’ve been doing this for 24 years and we have people who we work with that entire time ... because we really care. We’re never going to leave them high and dry. We care deeply about making sure we handle things correctly.”

#### Passion at Work

Brian works with a strong sense of passion for his profession.

“There are two main things that stand out for me. In my role, it’s seeing people who work for me who

succeed and flourish. It’s also about helping clients get into the home of their dreams,” he says. “What I do is build teams of really top-notch industry experts. The people you surround yourself with and the professionalism of the team are key.”

#### Team Strengths

When describing his team members, it’s clear Brian feels very grateful for the strengths the group brings to market every day.

“We are very close-knit. We have a lot of talented leaders within the team,” Brian explains. “I’ve got some great sales managers, support staff, and salespeople who are all working toward one goal. There’s a lot of hand-holding and togetherness.”

#### Experienced Expertise

Brian points out that the majority of the members of the team have been together for more than 20 years. He calls the relationship with REALTOR® partners a two-way street.

“We want to bring value to what they are doing well beyond delivering the closing docs and money to the table,” Brian says. “Our focus is and will always be purchase, even in refi heavy markets we run 80% purchase as we know our relationships and helping our real estate partners succeed is our number one priority.”

“  
WHAT I DO IS BUILD TEAMS  
OF REALLY TOP-NOTCH INDUSTRY  
EXPERTS. THE PEOPLE YOU  
SURROUND YOURSELF WITH AND  
THE PROFESSIONALISM OF THE  
TEAM ARE KEY.  
”





••• **Building Success**

Sierra Pacific Mortgage Corp. offers a full range of mortgage loans for purchase and refinance, including Fannie Mae, Freddie Mac, FHA, VA, USDA, and all secondary market products. But part of their secret to success is the mindset they put to work with their REALTOR® partners.

“We see ourselves as a teammate as an extension of our partners’ big team to get things done. We wouldn’t be successful as we are if we saw the separation between different parts of the industry,” Brian says. “We’re looking for more teammates to join with, too.”

*“WE HAVE HUNDREDS OF YEARS OF EXPERIENCE IN THE ORGANIZATION AND WE ALL LEAN ON EACH OTHER AS ONE COLLECTIVE TEAM TO DELIVER THE BEST SERVICE POSSIBLE.”*

The company works with a dedicated focus on five pillars.

“Number one is doing the right thing always. Number two is taking true ownership. Three is creating what’s next. Four is developing a Wow experience for our clients. And five is working with unsurpassed speed,” Brian explains. “Also what separates us is the amount of industry knowledge and professionalism that make up the team. We have hundreds of years of experience in the organization and we all lean on each other as one collective team to deliver the best service possible.”

**Family Fulfillment**

Away from work, Brian’s world is centered around family, including his wife, Mary, and their four children — Bailey, Saige, Bonner, and Mason. They also have two dogs, a cat, and 12 horses.

“Mary is my wife and is also a phenomenal mother. She is a loan officer for our group in our Augusta location as well. She is a major part of our company,” Brian says. “The absolute most influential person to date other than God is Mary. Behind the scenes, she is the one who encourages me to take on the challenges that running this business comes with. Whether it is with growth or tough markets or fluctuating volumes, she is always there to walk with me through it and is a great person to lean on when I need extra support to take the leap.”

Sierra Pacific is one of the oldest and largest privately held mortgage banks in the U.S.

“Although I own and operate the branches in the Midwest, Sierra Pacific corporate started in 1987 and

is based out of Folsom, California. Our owner/CEO Jim Coffrini is thought of in the highest regards and our reputation is beyond compare in the industry,” Brian points out. “Many don’t know this but there are only three companies in the mortgage banking industry that exist today as they did before the 2008 housing crisis. Many were closed or restructured and we are proud to say we are one of the survivors. We weathered the storm by ‘doing the right thing always.’”

Sierra Pacific Mortgage Corp. has a very strong foundation that it builds upon in the market each day.

“We service our loans with a portfolio of \$17.5 billion, and locally, I have created underwriting, processing and closing right here in Wichita, so our process is as smooth as the industry will allow. I love what I do. I can’t see myself ever retiring. But family and the life we’ve created is what I’m really all about.”

For more information, contact Sierra Pacific Mortgage Corp.:  
 Website: [www.spmc.com/wichita](http://www.spmc.com/wichita)  
 Phone: 316-260-5656



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.



OLD REPUBLIC HOME PROTECTION

# It's not too late!

*Did your buyers close without a home warranty?*  
They can still get industry-leading coverage after closing.

Contact me for more details!

**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.

TOP 50

# NATIONWIDE VA MORTGAGE LENDER

We service the majority of our loans!

**MICHELLE CRUBAUGH**  
Retail Branch Manager  
NMLS ID#1201530

CALL ME TODAY  
**316-304-3910**

- \$36 Billion Servicing Portfolio
- Biweekly Budget Payment Plan available
- True DIRECT Lender

Equal Housing Lender. © 2021 Planet Home Lending, LLC | 321 Research Parkway, Suite 303, Meriden, CT 06450 203-265-5090 | For licensing information, go to: [www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org) NMLS ID #17022

**Planet Home Lending**  
WE'LL GET YOU HOME

"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](http://www.PhelpsTax.com)

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

**PHELPS**  
TAX + FINANCIAL

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

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



# TAMMI BLACKBURN-HILGER

▶▶ top producer

Written by **Heather Pluard**  
Photography by **Jennifer Ruggles Photography**

Imagine eating nothing but refried beans every day for four months. While it might not sound like the ideal diet, that's the first step REALTOR® Tammi Blackburn-Hilger took to lose more than 100 pounds in less than a year. Now she's helping Wichita empty nesters ditch their unwanted weight. This time, in the form of a house and yard that's keeping them from living their best lives.

"People often have a different vision for their lives, but getting to it feels like moving a mountain," Tammi says. "I like breaking that mountain down into pieces, showing people how it's possible to get where they want to be. The best feeling in the world is helping others reach their goal."

For many empty-nesters, the goal is to live in a lifestyle patio community that's designed to make their lives less work and more fun. Since 2011, Perfection Builders has been offering the best in Wichita. Premier lots are available at several locations, including The Courtyards at Estancia and the Courtyards at Auburn Lakes, where Tammi helps clients. Residents rave about both.

...

“

People often have a different vision for their lives, but getting to it feels like moving a mountain. I like breaking that mountain down into pieces, showing people how it's possible to get where they want to be. The best feeling in the world is helping others reach their goal.

”





•••

“Many of my referrals are from neighbors who want their friends to live here, too,” Tammi says. “That’s because we offer much more than maintenance-free homes. Our concept is geared towards outdoor living, social gatherings, and community events. Ask yourself, who do you know who wants to enjoy the next chapter of their life? Many people struggle to maintain and navigate homes they don’t really want. But they don’t see what’s possible, and buying a new home is a big deal. You’re doing them a service when you show them a way to live well and spend more time with friends or on hobbies.”

Originally from the small town of Inman, Kansas, Tammi moved to Wichita when she was 18-years-old. She started in banking, training branch employees around the country before a friend suggested she try selling new homes. “I took the risk in 2005 because I was ready for a change, and I liked the idea of running my own business,” Tammi says. “Since then, I’ve sold more than 400 patio homes, closing on \$36-million last year. But it isn’t about the stats to me. It’s about helping people realize their dreams.”

Tammi has accomplished a big dream of her own. “I’d struggled with weight for years,” she says. “Kids made fun of me every day in school. It was terrible. On November 14th, 1994, I told myself I would not go through another holiday season and gain weight. I

copied a friend’s refried bean diet and lost 60 pounds in four months. Then I added in exercise and lost another 40 pounds. I got so fit I even taught exercise classes for a few years! After losing the weight, I felt like a whole new person, healthy and accomplished. That’s how everyone should feel. Sometimes, it’s just a matter of taking that first step.”



Today, Tammi loves helping empty nesters with that step. “I use my 11-years of experience and extensive network of people to make the process easy for everyone,” she says. “I have experts I can call in every field, including appraisers, lenders, movers, home inspectors, and insurance agents. And I absolutely love meeting new REALTORS® who want to learn more about our communities. We are open seven days a week for them to drop by on their own or bring a client for a tour. Our builders pay commission upfront whenever a home is owner-financed. Even better, co-op agents can walk away looking like heroes for showing their clients how good life can be!”

When Tammi isn’t working, she loves to spend time with her husband, Troy, and their three children. Their oldest, Mitchell (25), has already flown the nest, but Tammi has two teens at home, Maverick (18) and Haven (15). When possible, they like to sit down together for a family meal - one which you can be assured does not include refried beans!



## 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



**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

**LET US HELP PROTECT YOUR DREAMS.**

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

**AMERICAN FAMILY INSURANCE**

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

**OVER, UNDER,  
AND EVERYTHING IN BETWEEN**

**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**

**Your walls, Your way.**

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

**L'image**  
A Modern Alternative

YOUR PHOTOS ON METAL, WOOD, CANVAS & ACRYLIC!

WOOD PHOTO MOUNT, CANVAS GALLERY WRAP, METAL PRINT, TRADITIONAL PHOTO FRAMING, ACRYLIC MOUNT, WOOD PHOTO MOUNTS

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

#LimageICT

615 W DOUGLAS AVE, WICHITA, KS 67213

# JACQUILINE VALENTINO



## THE WILL TO FIND A WAY AHEAD

### ▶▶ celebrating leaders

Written by **Dave Danielson** | Photography by **Kelly Remacle Photography**

*Dreams become reality through action, planning, follow-through, and leadership. Those are the qualities that Jacqueline Valentino represents through her work with clients and her team members.*

As Broker of Midpoint Realty Group, Jacqueline personifies the adage, “Where there’s a will, there’s a way.”

“I commit to making my goals a reality, and then I piece together the way to get there,” Jacqueline says with a spark. “I think that sometimes making that commitment, to begin with, can be the hardest thing. When I do that, I make up my mind that I’m going to make something happen. I don’t know how at the time, but this is going to happen, and that I will find a way.”

#### **POSITIVES AND POSSIBILITY**

Jacquiline is originally from Las Vegas, Nevada. As she came of age, she used her gifts and skills in a variety of ways. For a time, she was a freelance photographer for entertainers and models.

She also was a competitive ice skater as she came of age. That led to work as a professional skater, which then morphed into life as a professional dancer for 15 years. Also, for 12 years, she worked with her husband at the time performing their popular magic act. They entertained many audiences with their mix of slight of hand and levitation feats.

That was just the start. She became a REALTOR® and built a team and thriving business for 10 years. In 2009, she moved to Washington, D.C. for a time.

#### **A NEW HOME FOR HER TALENTS**

In 2012, Jacqueline moved to Wichita to care for her mother, who was recovering from cancer treatment.

“While I was here, worked setting up call center environments for other organizations, including

insurance and mortgage companies,” Jacqueline says. “I also got my insurance license for a time, but soon realized that wasn’t something I really enjoyed.”

In 2017, Jacqueline got her real estate license here in Wichita.

“At that time, I already knew that I wanted to be a Broker. I had previously had a team and had taught real estate in the past,” she explains. “I didn’t know anyone here and didn’t know the inventory. It was almost like parachuting into a city with just a phone book.”

Jacquiline dove in and made an immediate impact. In fact, during her first 12 months with her son as her assistant, she recorded 50 deals. During her second year, she qualified for Masters Level recognition.

#### **MIDPOINT REALTY GROUP IS BORN**

After two years, she earned her Broker’s license. Today, she has started building her team with a sense of pride and nurturing.

“It’s brand new, really. It’s a baby at this point,” she smiles. “I wanted to move forward with it as soon as I could. I’m a big advocate for moving ahead. Why set a 10-year plan, if you can do it in five? Likewise, why create a five-year plan when you can do it in two?”

Jacquiline is joined in the brokerage by Kane McCarthy, who has an advanced medial B.A. in Biology, and her daughter, Vendela Valentino.

I have a young team. We’re growing together with synergy and a focus on ethics.

#### **FAMILY FOUNDATION**

Away from work, Jacqueline’s world is made richer by her family. She loves time with her children — Dominic, who heads a quality engineering department



in aircraft manufacturing (and his 10-year-old daughter, Alexi); her daughter, Joy who is a REALTOR® with First Team Real Estate in Newport Beach, California; and her daughter, Vendela.

In her free time, Jacqueline shares a love of Asian food and culture with her children. For a time, when her children were younger, they lived and performed in Osaka, Japan. That influence remains strong in their lives, with an ongoing interest in martial arts for Dominic and Vendela, and an ongoing appetite for Korean, Thai, Japanese, and Vietnamese cuisine and culture. Jacqueline is planning a family trip to Osaka and Korea, too.

**LOVE AND GRATITUDE**

As she thinks about her career in real estate and the way that she uses her past experiences to help others, she feels deep gratitude.

“I’ve been fortunate that I fall in love with the people who come into my life. A great attribute in

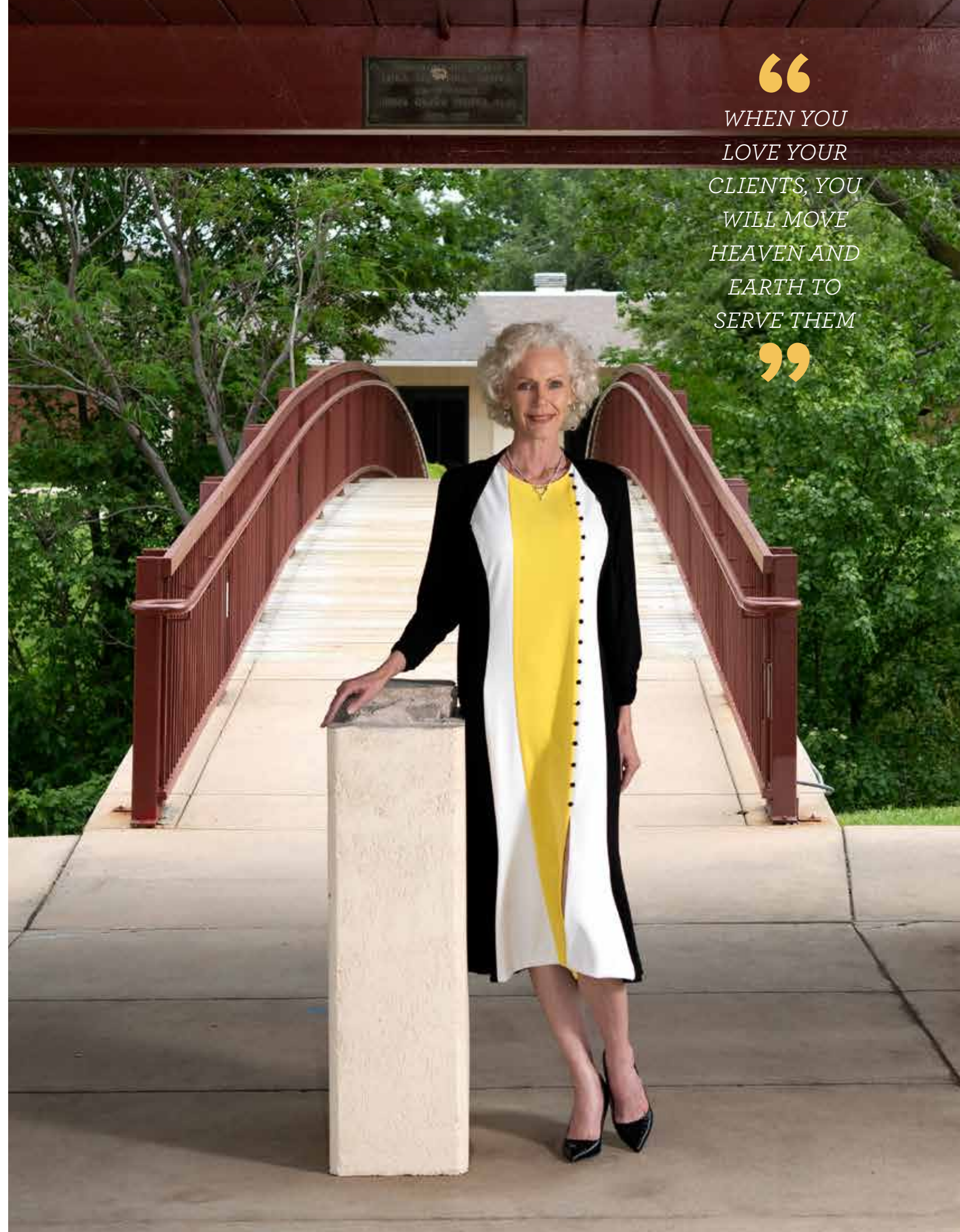
this business is falling in love with your clients,” Jacqueline explains. “When you love your clients, you will move heaven and earth to serve them, because you will never want to let them down, and you won’t hurt them. Those are things that they will feel. They know you’re there and that you care. They know you are in their corner 100 percent.”

Looking ahead, Jacqueline continues to set her sights on the future by visualizing the reality of her goals.

“I believe in the power of the written word. I write things down and then throw them up to God. At the end of the day, I’m going to come home and say, ‘I’m so grateful. Can we do it again tomorrow?’ I write a goal down, pray on it and move on with my life. It’s the mindset ... be ... do ... then have.”

Truly, Jacqueline Valentino makes dreams come true for those around her. She has the will to find the way ahead.

“  
WHEN YOU  
LOVE YOUR  
CLIENTS, YOU  
WILL MOVE  
HEAVEN AND  
EARTH TO  
SERVE THEM  
”





eddyvolvocarsowichita.com

**(316) 630-0689**

3211 N Webb Rd  
Wichita, KS 67226



**SELLERS**

**MAX**

**ADVANTAGE**



Attract Buyers with **Sellers Max**

Since 1965, Guardian Mortgage has been specializing in residential home financing. **We are pleased to offer a program that benefits your buyers with 1% credit towards closing costs!**



**Program Features:**

- 1%\* credit – Conventional FHA, VA, USDA, and Jumbo loans
- Up to \$3,000\* credit – Jumbo loans
- Get the most money from your sale
- Ease negotiations
- Attract more buyers
- Eligible on primary, secondary, and investment properties
- Manufactured homes ineligible

\*toward closing cost, rate reduction, and/or prepaids. Cannot be used for down payment. Listing Incentive Agreement must be dated, signed, and returned prior to signing contract. Program cannot be used in conjunction with the Hero Saver Plus Program or combined with any other Affinity incentives. Loans subject to credit review and approval. This is a temporary offer and the lender credit is not tied to the interest rate. Limitations apply to the credit amount based on loan amount. Consult your Guardian Mortgage loan originator for details. Certain terms and restrictions apply. Program available only to qualified borrowers. Program subject to change without notice. Underwriting terms and conditions apply. Loan subject to credit review and approval. Guardian Mortgage, a division of Sunflower Bank, N.A. | NMLS# 709491 | Member FDIC



**Julie Strelow**  
Mortgage Loan Originator  
NMLS# 459117

- ☎ 316.213.9347
- ☎ 316.652.1270
- [www.GuardianMortgageOnline.com/JulieStrelow](http://www.GuardianMortgageOnline.com/JulieStrelow)
- ✉ [juliestrelow@gmc-inc.com](mailto:juliestrelow@gmc-inc.com)



Guardian Mortgage

201 N. Main  
Wichita KS 67202

Chad helps Self Employed, Small Business Owners, and 1099 Contractors with their health coverage. Recently, he has seen the cost rise for spouses and dependents, even on employer-based plans. **It is always worth a conversation to make sure you and/or your family are in a great position for your health coverage!**

**CALL FOR A FREE CONSULTATION.**



*No Nonsense Healthcare Ninja*

Cell- **405-435-2129**

Office- **785-766-1584**

Website- [www.nononsensehealthcareninja.com](http://www.nononsensehealthcareninja.com)

Email- [nononsensehealthcareninja@gmail.com](mailto:nononsensehealthcareninja@gmail.com)



**CHAD BEISEL**



# JEFF BLUBAUGH

ALL-AROUND LEADER

## ▶ double duty spotlight

Written by **Dave Danielson**  
Photography by **Kelly Remacle Photography**

**There are some people in this world who seem to be able to create success at every turn, no matter what they try.**

A prime example of that gift in Wichita is Jeff Blubaugh.

As Broker/Owner of Jeff Blubaugh Real Estate, Jeff has contributed greatly to more than one industry while also making his local schools and community a better place as a true, all-around leader.

“Sometimes I feel like I’ve lived about 10 people’s lives all at once,” Jeff laughs.

Jeff’s life is definitely a full one.

“I wanted to be a farmer when I was young, so I worked at Cessna, thinking I would be able to afford a farm on

the side,” Jeff recalls. “When I was 18 years old, I bought 60 acres of land in Harper County. A year later, I followed that up by buying another 80 acres.”

It wasn’t long before a landfill was established in the middle of Jeff’s land.

“I was heartbroken. I went on to college and thought I probably wouldn’t come back,” he says.

### **A Path of Growth and Involvement**

After college, Jeff did come back to the Wichita area, where he worked at Cessna Aircraft in sales. I got my real estate license because I had a friend of mine who wanted to sell 80 acres of land that was adjacent to the Auburn Hills Golf Course,” Jeff says. “I got my real estate license and I was hooked from the get-go.”





••• In time, Jeff started buying rental properties. At the same time, he had progressed in his career with Cessna, where he served as a Six Sigma Blackbelt.

With changes in the economy, his job was eliminated and Jeff was asked to resume his sales career — this time, selling jet engines in Europe.

“That would have meant being on the road three weeks a month. I had just got married,” Jeff says. “My wife said, ‘Why don’t you take advantage of your severance and see if you can build your real estate business?’”

That’s what he did. It wasn’t long before the economic collapse of 2008 struck. Jeff adapted and specialized in short sales. At the same time, he bought additional rental properties.

With less travel and more dedicated time at home, Jeff felt the drive to dive in and become more involved in the community.

He coached his son’s youth football team. He enjoyed the experience. It was special. Yet there was something that didn’t seem to make sense to Jeff.

“The high school had this wonderful new field. Yet the youth football teams weren’t allowed to play on it, because they were afraid these little kids were going to damage it,” Jeff recalls.

Instead of just complaining, Jeff decided to get further involved. He became part of the school board. Soon, it was no longer an issue for little children to play organized games on the football field.

There were other examples of Jeff seeing an opportunity to make a difference. He even ran for the state legislature. While he lost by only 27 votes to the incumbent, his spirit of involvement had been moved. Soon, he was elected to the city council. During his second year as a member of that body, he was elected Vice Mayor, a role he would carry out for two terms. Today, he still serves on the Wichita City Council.



“MY BIGGEST THING IN LIFE IS THAT I WANT TO SEE EVERYONE GROW. I WANT EVERYONE TO LIVE THE BEST LIFE THEY CAN.”

When you talk with Jeff, it’s clear that his passion lies in the achievements of others.

“I get more excited to see someone else succeed,” Jeff explains. “I was raised relatively poor in a small town in Harper County. I didn’t have a lot of opportunities and didn’t really know anyone. So I try to provide those opportunities for other people. I try to foster and coach people as much as I can.”

#### Fulfillment in Life

At the center of Jeff’s world is family, including his wife, and their four children — 19-year-old son, Hayden; 11-year-old daughter, Avery; 9-year-old son, Sam; and 7-year-old daughter, Harper, who is named after Jeff’s home county.

In his free time, Jeff likes to support his children in their activities. He also has a passion for deer hunting.

“One of my favorite parts of that is taking young kids on their first time hunting, or older people for their last time,” he smiles.

In addition, Jeff and his family also maintain a strong connection to rural life. His children are in 4-H and show animals as he did.

As Jeff says, “I’ve always wanted them to have those same kinds of experiences and to be able to grow from the bottom up, rather than to come at life from an entitled level.”

Jeff and his family have a cow herd that they maintain. They also renovated a 6,000 square foot barn that they have converted into a local venue for special events such as weddings.

In addition, Jeff is a member of the Wichita Wagonmasters organization that conducts RiverFest each year, along with many other positive charitable activities in the community.

“My biggest thing in life is that I want to see everyone grow,” he emphasizes. “I want everyone to live the best life they can.”

“When you understand real estate, you understand the history of the city, including the new and old development, along with the infrastructure,” he says. “My big push has been urban in-fill. When we look at the area inside 235, there’s an aging infrastructure. We have to keep our core areas vibrant.”

#### Helping a Community Grow

In the meantime, Jeff makes things happen in many ways in the area, including in real estate.

“I feel like my background has blended well into everything I’ve gotten into,” he says.

Today, Jeff has 10 agents, and broker all of the developments being built out by Miller Family Homes, including additions such as Southern Ride, Clear Creek, and Village Estates. In the process, Jeff and his team recorded over \$20 million in sales volume in 2020.





NOW providing agents with clean homes for quick sales. Our cleaning services are affordable enough for you to offer them to your clients as a bonus for listing with you!



Call us for a quote at  
**316.522.8795**  
www.FISmartClean.com

A DIVISION OF FLAT BRANCH MORTGAGE INC.

“ Grace Peterson has been an integral part of our growth. She is committed to getting the deal CLOSED with the least amount of fuss. We consistently shout "Grace has made a difference in our business." **If you want to level up, call Grace TODAY!** ”



**Kim & Brian Bischler**  
Realtors  
Keller Williams Signature Partners




**GRACE PETERSON**  
Senior Mortgage Banker  
M: 316.992.7003  
gpeterson@fbhl.com  
fbhl.com/gpeterson  
NMLS: 459177 | NMLS: 224149 | EQUAL HOUSING LENDER



## Wichita Granite & Cabinetry

Locally-owned | Competitive Pricing | Award-winning Craftsmanship

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



*Let's put an end to boring head shots.  
Let's Get Personable*

PERSONAL BRANDING SESSIONS BY  
**KELLY REMACLE**  
PHOTOGRAPHY

*How do you want to be photographed?*

kellyremaclephotography.com  
816 803 5061

## 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

# ROB & SHIRLEY PESTINGER

▶▶ power couple

## SHARED PATH AND PURPOSE



### A SUCCESSFULLY SHARED JOURNEY CARRIES ITS LIFELONG REWARDS.

That is the dynamic at work with Rob, Associate Broker and Shirley Pestinger, Sales Person, of Coldwell Banker Plaza Real Estate.

Rob and Shirley share a truly complementary relationship. Together, they meet the needs of those they work with. They have both worked successfully in service industries prior to their shared real estate career.

### GAINING EXPERIENCE

“After getting my Bachelor’s and Master’s Degree in Education from Kansas State University, I was a teacher for 25 years, piloting the Gifted Program for Elementary Children in Derby. It was a career that I had really enjoyed,” Shirley recalls. “As our kids were leaving for college, we felt it was time to work for ourselves.”

Real estate was not the primary business path for Rob, either.

“After getting my Bachelor’s Degree in accounting from Kansas State University, and my Graduate Degree from the Stonier School of Banking at the University of Delaware, I held positions as Vice President at Intrust Bank, Senior Vice President at Bank of America, and Executive Vice President at Commerce Bank managing the Kansas Trust Division. I had done business loans and commercial real estate lending and knew real estate was an area I would enjoy working at full-time. Eventually, we

reached a point where it worked for us to go out and take the leap.”

In 2004, Rob and Shirley made the move and went full-time into real estate.

### CONSISTENT EXCELLENCE

Along the way, Rob and Shirley have steadily grown their business with a solid focus on relationships.

“Our business is relationship-based,” Rob points out. “It is extremely rewarding selling residential and commercial properties to repeat clients and acquiring additional referrals from satisfied clients.”

Those who know and work with Rob and Shirley count on their consistent, straightforward approach.

“We go to work with a problem-solving spirit,” Rob says. “As part of that, it’s particularly important to us that everything we do is done with honesty and integrity.”

“We are prompt to respond and sincere in communication with our clients,” Shirley says. “We also hope that people enjoy the time we spend with them.”

“It is a great dynamic that Rob and I share,” Shirley says. “We bounce ideas off of each other daily and we rely on each other’s opinions and suggestions.”

The Pestingers have obtained the Master’s Circle level every year they have been in real estate sales, being in the Top Ten Producers category eight years at Coldwell Banker Plaza Real Estate, and Rob a 3 times Top Commercial Producer. They have sold over \$150 million over the years.

### OTHER ACTIVITIES

In their leisure time, they both enjoy traveling and experiencing other regional cultures through the arts, food, and wine offerings of the various locales, and touring historic sites. Rob seeks out galleries housing Western and Southwestern Fine Art, while Shirley enjoys her hobby of scrapbooking their trips and photographing and documenting events and special moments for their family. Visits and trips with family in Illinois, Oklahoma, and Texas are always highlights, too!

Their daughter, Lindsay, holds a Bachelor’s Degree from the University of Kansas, a Master’s Degree from Wichita State University, and currently teaches at Wichita Collegiate. She is married to Brandon Paulseen. They have blessed Rob and Shirley with their fun-loving, bundle of energy, 6-year-old grandson! Their son, Cameron, has two Bachelor’s Degrees from the University of Kansas, and a Law Degree from the University of Wyoming. He is an attorney in Chicago. The trips to Chicago are something Rob and Shirley relish!

Rob currently is on the Advisory Board of Union State Bank, has served as past chairman of the American Diabetes Association Annual Fundraiser, and is a past board member of Music Theater of Wichita. In addition, they manage their personal real estate investment properties.


Rob and Shirley both LOVE to attend and follow Kansas State University football. GO CATS!

•••

“WORK HARD. BE NICE. DO THE RIGHT THING!”




DON'T WAIT FOR YOUR SHIP TO COME IN, SWIM OUT TO IT!”



**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

Jeremiah Petrocci  
Owner



**MOLD Remediation**  
Same Day Estimate  
316-320-6767



**Good TO BE Clean**  
CLEANING & RESTORATION




Nick Dieker – Owner

**www.goodtobeclean.com**

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

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



AND A TRUCK  
"Movers Who Care"  
& Business

Ball Boxes



**TWO MEN AND A TRUCK**  
"Movers Who Care."

**316.558.5588 | TWOMENWICHITA.COM**  
Each franchise is independently owned and operated. | U.S. DOT No. 2277955

# JENNIFER RUGGLES

PHOTOGRAPHY

CREATING BEAUTIFUL ART  
THROUGH THE POWER OF PICTURES



## ▶▶ partner appreciation

Written by Ashley Streight

When she first picked up a camera just three years ago, it wasn't about simply "taking photos."

For Jennifer Ruggles, her photography business was more than that. Much more. What Jen seeks to capture with her skills is an indescribable feeling for her clients. A feeling that leaves them in awe when they see the final product she delivers after a shoot with them.

Her inspiration for photography came from this exact same feeling she had after her best friend, Kimberly, did a shoot for her several years ago. It was that feeling that led her to this career. Like many of us, we don't always feel beautiful and we most certainly don't always feel "camera-ready." We let self-doubt creep in and feel as though our imperfections shouldn't be seen. Jen says, "Everyone should be able to look at themselves in their photos and see the beauty in who they are." Her photos are aimed at providing clients with an entirely new perspective of themselves and everyday life.

"Pictures are revelations of time standing still and eternity all in one. I desire to save people time by showing them beautiful moments which tell their forever story. The layers on the other side of the lens are what is seen, felt, spoken and remembered." Humans are naturally emotional and through photography, our feelings and some of our best moments in life can be caught on camera.

Photos are meant to evoke emotion, a genuine feeling that connects a person to it. It's this feeling that keeps Jen moving forward with her career and expanding her business. Jen is happily married and has four children, all of who are a large part of her journey and capturing the beauty of life on a day-to-day basis. From professional headshots to family

photos, branding shoots, lifestyle photos and so much more, Jen does it all. If you're looking for a truly creative mastermind when it comes to photography, she will not disappoint.

In order to capture her gift, we'd like to share a review by a local business. *"As an event planner/designer, I see tons of photographers, but it is a true joy when I find one who not only has amazing talent but a love and passion to make people feel valued, worthy and confident. Her personality paired with an eye for creative, beautiful images sets her apart from the masses of photographers."* – Ashley L.

If you would like to learn more about Jen or book a shoot with her, you can visit her website ([www.jenniferrugglesphotography.com](http://www.jenniferrugglesphotography.com)), reach her via phone at: (615) 415-3029 or email her at: [jen@jenniferrugglesphotography.com](mailto:jen@jenniferrugglesphotography.com)

# STARS & STRIPES SALE

JULY 1ST - AUGUST 1ST, 2021

Up to \$500 Off Select Flooring, including flooring from Shaw Floors

Special pricing on Stars & Stripes sale items in every department

Huge Discounts on Made in America Products

JABARA'S

316-320-0443 | WWW.JABARAS.COM  
1816 N. BROADWAY ST, WICHITA, KS. 67214  
HOURS: MON-SAT, 9AM-5PM



# On-Time Closings

It's the Heartland Way.

Heartland CREDIT UNION

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



**We Offer Opportunities**

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



**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.

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



Contact us at:  
Sales@Equisset.com  
316-529-3100

THE POWER TO CHOOSE




**ACHOSA**  
— HOME WARRANTY, LLC —

Your clients choose their own contractors for all required services

Our process provides more value to your local community

Quickly resolving claims to improve your client's experience

**George Brockman**  
Senior Sales Executive  
417.983.3204  
georgeb@achosahw.com  
www.achosahw.com




**KANSAS SECURED TITLE**  
SERVICE BEYOND EXPECTATION



PROVIDING SERVICE BEYOND EXPECTATION  
**THROUGHOUT KANSAS**

Our extensive experience and unmatched service has positioned us as a leader in the title industry. Our reputation is built on trust, integrity, and many years of proven performance - in everything we do.

**kstitle.com | 316.262.8261**

ANTHONY | AUGUSTA | CHANUTE | COFFEYVILLE | DERBY | EL DORADO | HOLTON | HUTCHINSON | INDEPENDENCE  
LAWRENCE | LEAVENWORTH | MANHATTAN | MCPHERSON | OSKALOOSA | SALINA | TONGANOXIE | TOPEKA | WICHITA

**Putting People First**

When you are looking for smart home loan solutions combined with a local and caring mortgage team, turn to Gateway.



**Gateway MORTGAGE**

<b>East Office</b> 2131 N. Collective Lane   Ste. B&C Wichita, KS 67206 Office 316.252.1465 <a href="https://www.GatewayFirst.com/wichita-ks">https://www.GatewayFirst.com/wichita-ks</a>	<b>West Office</b> 9915 W. 21st St.   Ste. B Wichita, KS 67205 Office 316.768.3060 <a href="https://www.GatewayFirst.com/wichita-west-ks">https://www.GatewayFirst.com/wichita-west-ks</a>	<b>Derby Office</b> 200 N. Baltimore Ave.   Ste.100 Derby, KS 67037 Office 316.768.3053 <a href="https://www.GatewayFirst.com/derby-ks">https://www.GatewayFirst.com/derby-ks</a>
---	--	---

 Gateway Mortgage, a division of Gateway First Bank. Equal Housing Lender. NMLS 7233.



# REECENICHOLS

*Unlocking a New Level of Caring with The Gold Key Project*

## RONALD MCDONALD HOUSE CHARITIES HAS LONG PLAYED A CRITICAL ROLE IN SERVING THE FAMILIES OF SICK CHILDREN.

Now, through a special collaboration between ReeceNichols and Ronald McDonald House Charities, the Gold Key Project is unlocking a new level of caring.

### A LEGACY OF LOVE

Those who must deal with the hospitalization of a sick child naturally focus their energy on their child's needs — sometimes to the point where they forget about their own.

For a family with a sick child, there are endless hours of comforting their children, watching health monitors in the room, listening to nurses for updates, and waiting for the next round by the doctors. In the meantime, there are plenty of tears, prayers, fears, and hopes.

In that stressful swirl, it's not unusual for parents to lose track of time.

That's where the Ronald McDonald House comes in. All across America, Ronald McDonald House Charities gives the families of sick children a vital, on-site respite — a place where they can get some rest, nutrition and a hot shower during one of life's most stressful times.

### REAL ESTATE THAT FEELS RIGHT

ReeceNichols agents across the region are taking steps to extend this special level of care through the Gold Key Project.

Mike Frazier is President and CEO of ReeceNichols.

"If your kid is sick, you want to focus just on them and make sure they get better very soon. We want to give back in ways that truly help people in the communities where we live," Mike emphasizes.

"With each transaction that closes, our agents are contributing \$100 to their local Ronald McDonald House. That's the equivalent of a one-night stay at a Ronald McDonald House. Our goal with this is to raise \$100,000, or enough to cover 1,000 nights."

Mike is proud of the way agents to share the benefits of the program ... and the way clients are responding.

"The benefits we're seeing are amazing. When they talk with clients, our agents explain upfront that their house could be a Gold Key property home. We even see clients searching out Gold Key agents. Plus, we have others who have stepped forward and also want to donate to the cause," Mike smiles. "It's amazing how many people Ronald McDonald House touches. We never thought others would step forward and also want to donate."

### AN IDEA GROWS WITH PASSION

The idea started out as a pilot program in March 2020, with 38 agents in the Kansas City market who pledged to give \$100 from every transaction to Ronald McDonald House Charities of Kansas City.

"It was a huge success, and we exceeded our original goal by more than 500 percent," Mike points out.

"At that point, we decided to roll this program out as a full, company-wide endeavor. It launched on April 19 and runs through Halloween. So now, 273 agents are taking part in every market we serve, including in Wichita, Kansas City, Springfield and Joplin."

One of those who enthusiastically supports the effort is Cindy Carnahan, President of the Carnahan Group at Reece



Nichols and a Partner with Reece Nichols South Central Kansas.

"It's a wonderful way to give back to the community. What better way for the 103 ReeceNichols agents in Wichita to band together," Cindy says. "The feedback has been very positive from agents wanting to participate. Ronald McDonald House has a wonderful reputation here."

Cindy has played an important role through time in supporting the efforts of Ronald McDonald House. In fact, she was on the committee to build parks next to the Ronald McDonald House and provide advice and counsel to the organization.

"There's a park there that was donated by Junior League of Wichita to commemorate their anniversary. When the Ronald McDonald House finished their fundraiser, they had enough money to do two houses," Cindy says. "We were one of the first cities in the nation to have two Ronald McDonald Houses at the time. It's near and dear to me because I've been a volunteer on many boards through the years."

Cindy sees a direct, natural connection between real estate and the efforts to support Ronald McDonald House.

"It fits so beautifully. We're helping families find homes to raise their families. Ronald McDonald House is providing

opportunities for families who have sick children and need care to stay one night or many nights. This is so important. It is a very emotional and stressful time, and really help people who may not have been able to stay close to the hospital otherwise," she says. "It's the perfect place for homebuyers to get involved and know that we will give \$100 on each deal. Together, we should be able to make quite an impact. What an easy way to give back. There's nothing better."

### GIVING BACK. HELPING OTHERS MOVE FORWARD.

Truly, this is an example of Real Estate that Feels Right.

"Ronald McDonald House is such an outstanding group. We've met so many great people who are dedicating their lives to this philanthropy. It's a project that feels right. As we move forward, there will undoubtedly be more requests to be part of the program," Mike says.

"We will continue working to help. Hopefully, it will grow over time. There is definitely a need and a want by our agents to participate in a program like this. This is definitely a feel-good thing. I can't wait to see it grow and see what else happens in the future."



### GOLD KEY AGENTS FROM WICHITA

- Ann Rai
- Barbara Kieffer
- Brandon Baker
- Carolyn Goree
- Cathy Erickson
- Chris McGaugh
- Cindy Carnahan
- Clarke Carnahan
- Clint Helm
- Cristy Kerbs
- Dee Dee Krehbiel
- Hidi Byrd
- Jaren Johnson
- Jessica Oller
- Justin Mayer
- Kathy Rosell
- Katie Brown
- Kelly Kemnitz
- Kim Galvin
- Martha Baker
- Morgan Overman
- Natalie Moyer
- Nikki Womack
- Rachel Seivley
- Seanna McClaffin
- Shane Phillips
- Sharon Van Horn
- Susan Tamplin
- Tambra Johnson
- Tamra Provines
- Tracy Ramsay
- Josie Thompson
- Carissa Paxton

NEW MODELS  
COMING SOON



APPROVED  
**BUILDERS**

VISION  
CUSTOM HOMES

KEYSTONE  
CONSTRUCTION, INC.

MOEDER  
CONSTRUCTION

BEVERLIN  
CUSTOM HOMES

**ED** | SCHELLENBERG  
DEVELOPMENT COMPANY

CHRIS LARY-COWEL  
316-640-1186  
HOUSES WITH CHRIS@GMAIL.COM



WWW.YOURHOMEWICHITA.COM

Our rates  
and service  
will blow  
your mind!



BUYING A HOME | REFINANCING

**US MORTGAGE CORPORATION**  
Helping You Make It Home.

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



Branch Office: (NMLS ID#1405053) 405 S. Holland, Suite B, Wichita, KS 67209. Kansas License Mortgage Company, License #MC.0025044-BR.002. US Mortgage Corporation is not an agent of or acting on behalf of or at the direction of HUD/FHA/VA/USDA or the Federal government. Rates, fees, and program guidelines are subject to change without notice. Some loans arranged through third party providers. Certain restrictions may apply. This is not intended as an offer to extend credit nor is it a commitment to lend. Corporate Office (NMLS ID#3901): 201 Old Country Road, Suite 140, Melville, NY 11747; (800)LOANS-15. Kansas Licensed Mortgage Company, License #MC.0025044.

Congrats on finding  
your client the  
perfect home!



**316-776-0777**  
wheatstateinsurance.com



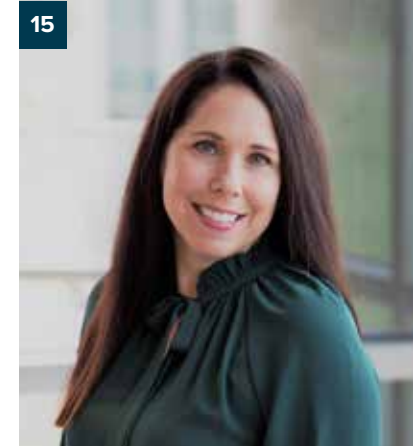
We're here to help  
your customers  
protect their  
investments and  
make their  
home-buying  
experiences go a  
little more smoothly.



# MEET THE COMMUNITY

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

- 1. Trent Brown
- 2. Diana Burress
- 3. Jennifer Cook
- 4. Keystone Solid Surfaces & Twister Inspections
- 5. Craig & Shana Wurth



- 6. Marsha Allen
- 7. Julia Shetlar
- 8. Adam Crowder
- 9. Wendy Carter
- 10. Kerry Dunn
- 11. Terry Ziegler
- 12. Rebecca Zinabu
- 13. Jen Brown
- 14. Kris Schumacher
- 15. Lisa Waupsh Towle
- 16. Chelsee Cox



The right lender is key.



ANDOVER STATE BANK

Wichita 1718 N. Webb Rd. Wichita, KS 67206 316.219.3600  
 Andover 511 N. Andover Rd. Andover, KS 67002 316.733.1375  
 GoASB.com



Denise Hearson  
NMLS #405353

Christy Almquist  
NMLS #754429



# 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

## New Floors Can Make ALL the DIFFERENCE

Payment at Closing Accepted!

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

"I highly recommend Ben Henwood at Designer's Home Gallery. I first used them in a client's home that needed the entire home recarpeted prior to listing it for sale. I always shop around to get my clients the BEST deal and was shocked that Ben could get me the same prices that the factory outlets could, and the quality of the carpet was better. He came to me with the samples, they did the install, and got me the invoice promptly (which is so important to REALTORS®).

They really made the whole process so much easier than ANY other company I had ever used prior. I have been using Designer's Home Gallery ever since. I don't have to shop around; he knows what I like, and he gets the job done smoothly.

For the REALTORS®, Ben understands the "Allowance" process, they offer a REALTOR® rate, and he knows how to keep your clients happy! If you want to impress your clients, send Ben with Designer's Home Gallery!"

-Janiece Erbert, REALTOR®

Keller Williams Signature Partners



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



**ATTENTION REALTORS®**  
A Partner to Grow With.

- A World of Banks in One Location
- Find Your Client A Lower Rate
- Strategic Solutions To Meet Any Challenge
- We Have Buyers To Share With You!

240 N. ROCK RD. | SUITE 280 | WICHITA, KS 67206

Kansas licensed mortgage company the Phoenix Mortgage Group, Inc. MC.0001205. NMLS#323881



LOWER RATES. MAKE US PROVE IT.

**316.942.8228**



ask the expert

Submitted By **Tony and Adrian Hunt**

# ICT Irrigation AND Deck Doctors of KS

Now that summer is in full swing in Wichita, we find ourselves spending most of our leisure time in the great outdoors - living out on our decks and enjoying the views of beautiful, green grass adorning our lawns. To help preserve your outdoor oasis, local experts Tony and Adrian Hunt with ICT Irrigation and Deck Doctors KS have taken the time to share with us their tips and tricks of the trade to keep the beauty of your outdoor space preserved all summer long!

**What kind of maintenance is required on an irrigation system?**

If you are on city water, you must have a backflow test performed by a licensed backflow tester every year. Every 5 years, your Pressure Vacuum Breaker (PVB) needs rebuilt per city code. We are licensed to perform both.

**Do I have to winterize my irrigation system?**

In the fall, your irrigation system should be winterized, whether you are on city or well water, to protect the pipes and heads from freezing. It is extremely important to winterize your system if you are on city water, as your PVB is above ground and can freeze and break. Winterizations usually run \$50-\$70 and we recommend everyone have it done as it could save you from a huge expense when you turn the system back on in the spring.

**Is it possible to add or remove a zone to my irrigation system?**

YES! Adding a zone to your irrigation system is possible. We will trench in new lines to connect to the main line, set heads where they need to be for efficient watering, and reprogram your clock to cycle through the new zone. Removing a zone requires digging up heads in that zone, capping them and deactivating the valve that runs the zone.

**Any tips for landscaping or hardscaping?**

Before you do any landscaping or concrete work, call us to come mark or move heads from the area. We will come back after the work is done to add and adjust heads as needed. We can work with your landscaper on projects and determine if we need to add heads, drip line, or soaker hose to accommodate the work being done.



**What are my options for decking material, and benefits of each?**

Treated lumber is the least expensive option which is why people choose it. Cedar is the most common deck material. People choose cedar decking because it looks nicer, lasts longer, and can withstand the weather better than treated. People who choose to use composite decking do so because it is low maintenance. Composite decking can last 10-15 years before you even need to power wash it.

**How often do I need to restain my deck?**

Depends on what kind of stain you use. Transparent stain needs to be reapplied every 2-3 years. Semi-transparent stain is good for 3-5 years. Solid stains last 4-5 years. If your deck is in direct sunlight for extended amounts of time each day, that will drastically shorten the life of the stain.

**Should I replace my deck?**

Maybe. Our chemical treatments and power washing methods can revive an old deck that you may think needs replaced. We also have some specialty stains that we use on those end-of-life decks to buy an extra few years.

**Should I paint my deck?**

We usually recommend stain, but if you desire paint, we suggest going with a paint specifically for decks. Many people use house paint since it's less expensive and that will end up costing you more in the long run.



# Frederick

PLUMBING HEATING & AIR CONDITIONING

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

**24-hr Emergency Service**

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

# \$500\*

closing costs credit

Apply online at [www.kanzabank.com](http://www.kanzabank.com) or at any KANZA Bank branch.

\*Upon approval and at closing, we will credit back \$500 of the customer's closing costs. Offer applies to new applications for owner-occupied residential loans, including fixed rate loans and adjustable rate loans. Not redeemable for investment properties, commercial properties or home equity loans. Offer expires December 31, 2021. Enter promo code 500CCC when applying online.

FDIC



# Radical Bubbles

Your one source for full-service Blinds, Patio Shades, and Plantation Shutters!

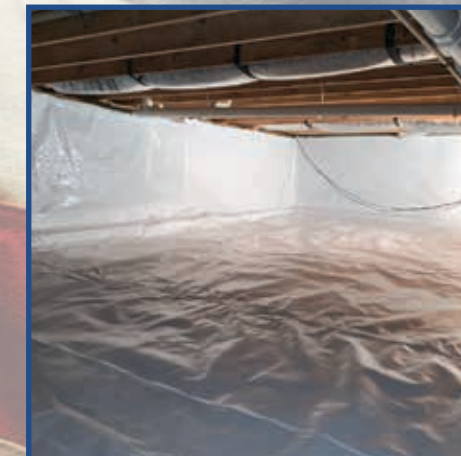
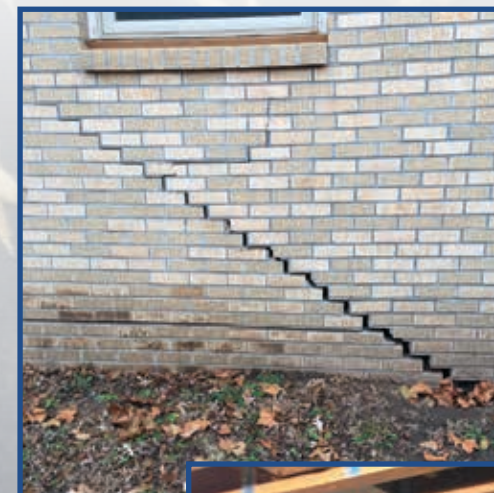
Sales, Installation, Cleaning and Repair!



RadicalBubbles.com 316.204.4694



Summer is Here!  
Is your patio ready?  
Call today to schedule  
a patio shade install!



# IWP

FOUNDATION REPAIR

## SERVICES

- Wall Support
- Crawlspace Encapsulation
- Settlement
- Waterproofing

**316-308-8507**  
[KansasFoundationRepair.com](http://KansasFoundationRepair.com)



## Services:

- RADON TESTING & MITIGATION
- ODOR MITIGATION
- AIR PURIFICATION

[IonEnvironmentalServices.com](http://IonEnvironmentalServices.com)  
**316-650-2068**



"We would love to introduce ourselves to you. Give us a call."

-Chris Erway,  
Radon Specialist



# A HELPING HAND WHEN IT COMES TO **HOME LOANS**

Credit Union of America's friendly mortgage team makes the home loan process simple and efficient while assuring the **best possible financing for your client.**



- ✓ Flexible home loan options
- ✓ 99.9% on-time closing rate
- ✓ Local servicing
- ✓ Down payments as low as 3%\*

To learn more about our loans and our team,  
**CALL 316.265.3272, EXT. 191**



\*A \$125,000 purchase price with \$3,750 (3%) down payment and \$121,250 financed at 4.75% fixed annual percentage rate would result in a monthly payment of \$632.50 for 360 months. Sample payment only includes principal and interest. Other restrictions may apply, for full details speak with a CUA Loan Officer.