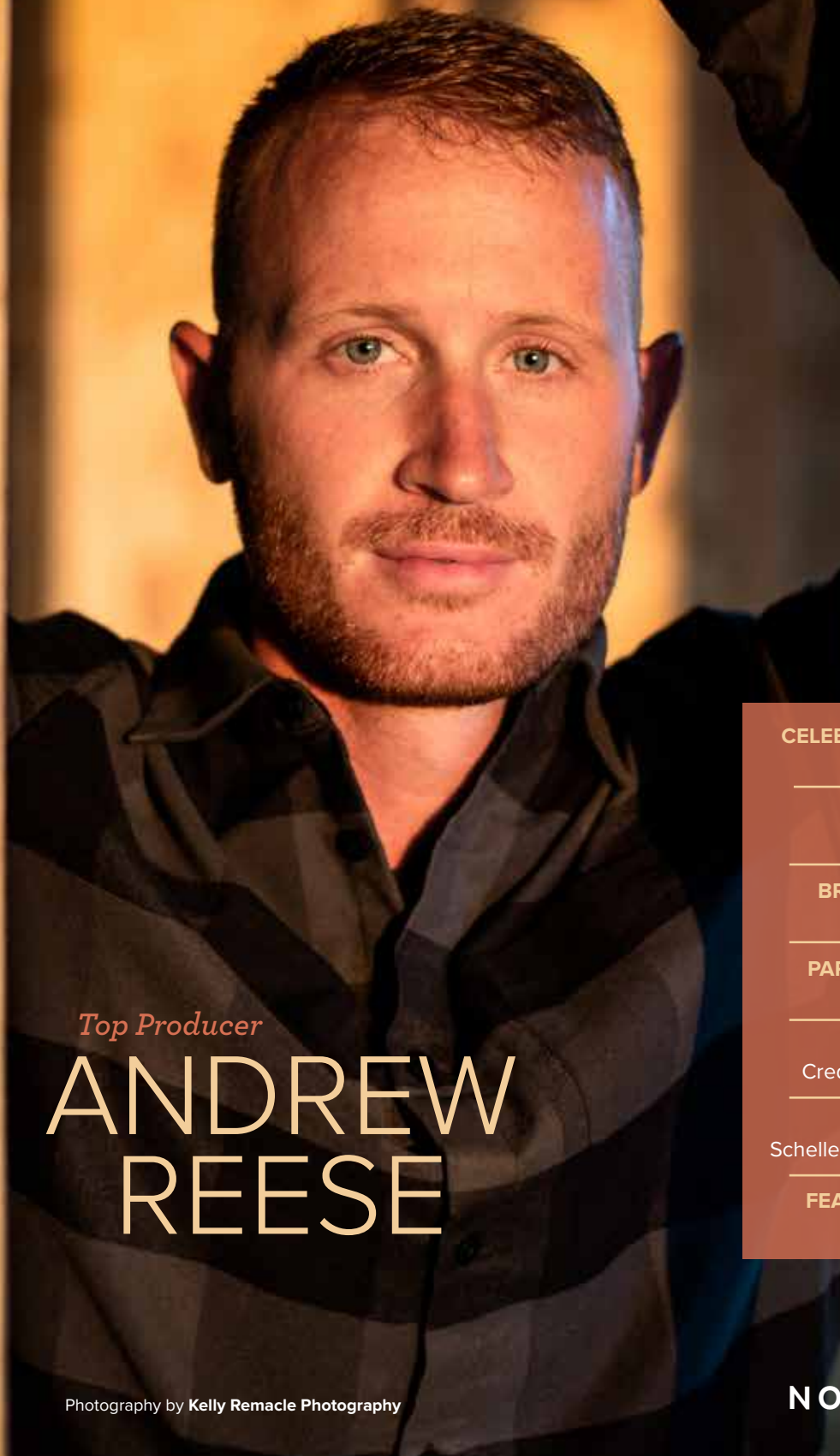


WICHITA

REAL PRODUCERS®

CONNECTING. ELEVATING. INSPIRING.



Top Producer

ANDREW REESE

Photography by Kelly Remacle Photography

CELEBRATING LEADERS:
Diana Burress

ON THE RISE:
Rhonda Lanier

BROKER SPOTLIGHT:
Desiree Mesle

PARTNER SPOTLIGHT:
BNC National Bank

ASK THE EXPERT:
Credit Union of America

ASK THE EXPERT:
Schellenberg Development

FEATURED REALTOR®:
Terry Ziegler

NOVEMBER 2021



We're thankful for our partnership with **YOU**



John Beckman
Director of Residential Lending
NMLS #241875
316.651.5164



Sarah Kriwiel
Real Estate Relationship Manager
NMLS #1513706
316.390.4440



Messina Hamlin
Sales Manager
NMLS #320780
316.558.5058



Stephanie Davis
Sr. Loan Originator
NMLS #807315
316.561.5110



Kari Gilmore
Sr. Loan Originator
NMLS #442459
316.651.5185



Vanessa Steward
Sr. Loan Originator
NMLS #586091
316.558.5069



Ayerianne Hibler
Loan Originator
NMLS #1206445
316.219.7766



Gabe McKeever
Loan Originator
NMLS #680676
316.525.8030

As we enter the season of giving thanks, our team would like to thank you for the dedication and service you provide your clients on their journey to homeownership.

We value the energy and passion you bring to the homebuying process and we want to celebrate all you do to help those in our community navigate buying their homes with ease.

We're proud to work with you and be the lender that helps your clients get into their dream homes.

On behalf of our entire team, we thank you!

Meritrust
HOME LOANS LLC



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



Subject to approval.

MEET THE WICHITA REAL PRODUCERS TEAM



Samantha Lucciarini
Owner/Publisher
316-258-4855



Ashley Streight
Editor



Katherine Fondren
Ad Strategist



Ashley Labus
Events Coordinator



Jennifer Ruggles
Photographer



Kelly Remacle
Photographer



Adler Grey
Videography



Dave Danielson
Writer



Holly Bay,
Writer



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at 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.

YOUR LOCAL MORTGAGE LENDER



AARON CLARK | Mortgage Lender
Mortgage 1 | Infinity Branch
1635 N Waterfront Pkwy # 150 | Wichita, KS 67206
tel (316) 573-3996
NMLS: #1770738 | Company NMLS #129386



Available To Purchase Now!

Craig Sharp Models Now Listed For Sale

Get a quick, easy sale and help your clients find the hidden gem they have been looking for in these gorgeous Craig Sharp Homes Models that are now available for sale, with closing in April! You and your clients have seen these Parade of Homes winners and snapped photos of the top-notch styling and jaw dropping decor, so why not make your clients' dreams come true?!

We all know the market is tight for new homes, so finding a move-in ready home of this caliber is an opportunity you will not want to miss. These homes will sell fast! If you have clients who are ready to buy now and don't want to wait for a new home build, contact us today!

11412 Brookview / Brookfield



15802 Sheriac / Talia



DON'T MISS YOUR OPPORTUNITY TO SELL THESE DREAM HOMES!

CRAIGSHARPHOMES.COM



PERFECTION BUILDERS

*Building Lifestyles
Your Buyers Can't Refuse*

The Courtyards at **ESTANCIA**
an Epcos Community
courtyardsatestancia.com
37th & Ridge Rd

The **COURTYARDS** AT ELK CREEK
courtyardsatelkcreek.com
45th & Rock Rd

THE *Courtyards* AT **AUBURN LAKES**
An Epcos Community
courtyardsatauburnlakes.com
South of Maple, East side of 135th St

THE **COURTYARDS** at **BROOKFIELD**
AN EPCOS COMMUNITY
courtyardsatbrookfield.com
37th & Greenwich

THE **COURTYARDS** AT **THE HERITAGE**
an Epcos Community
theheritageandover.com
E. Kellogg Ave & Yorktown Pkwy

HERITAGE COMMONS
Urban Farmhouse Series

THE **COURTYARDS** AT **The Oaks**
AN EPCOS COMMUNITY
courtyardsattheoaks.com
South of 63rd on Triple Creek to Twisted Oak

PERFECTIONBUILDERS.COM



*Happy Holidays from
Us to You!*

FOR MORE INFO ON OUR CURRENT INVENTORY
CALL PB REALTY @ 316-729-1900



TABLE OF CONTENTS



18
Celebrating Leaders:
Diana Burress



24
On the Rise:
Rhonda Lanier



30
Featured REALTOR®:
Terry Ziegler



36
Partner Spotlight:
BNC National Bank:
JR Rohr



43
Ask the Expert:
Schellenberg Development Company




46
History in Real Estate:
The Evolution of the Living Room



51
Ask the Expert:
Credit Union of America



54
Broker Spotlight:
Desiree Mesle



62
Top Producer:
Andrew Reese



Sunflower Bank
First National 1870

Guardian Mortgage

Julie Strelow

ARE YOU BUILDING???

If Your Current Lender Isn't Offering 1% Towards Closing Costs — **MAKE THE SWITCH!**



Get back **1%** of your loan amount as a **lender credit** to be used toward closing costs with our **Builder One Program**.

Program Features:

- 1%* of your loan amount as lender credit
- Eligible on primary and secondary residences only
- New construction only
- Fixed-rate product



Julie Strelow

Mortgage Loan Originator | NMLS# 459117

316.213.9347 | JulieStrelow@gmc-inc.com

GuardianMortgageOnline.com | TheStrelowGroup.com

*Toward closing cost, rate reduction, and/or prepaids. Cannot be used for down payment. Program cannot be used in conjunction with the Heroes Program or combined with any other Affinity incentives. Purchase loans for primary residence only. 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. First National 1870 and Guardian Mortgage are divisions of Sunflower Bank, N.A. | NMLS# 709491 | Member FDIC





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.



State Farm Mutual Automobile Insurance Company
Bloomington, IL

1708164



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

- LOCAL & LONG DISTANCE
- PACKING SERVICES & SUPPLIES
- OVER 99% REFERRAL RATING
- FULL-TIME EMPLOYEES - NO DAY LABORERS
- BACKGROUND-CHECKED & DRUG-TESTED MOVERS
- FULLY INSURED

Call or go online for your free estimate!

316.558.5588

TWOMENWICHITA.COM

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

Are your blinds looking a little ...spooky?
You know who to call!

Radical Bubbles
RadicalBubbles.com 316.204.4694

Loan options for your needs to buy, build or borrow

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

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

Jessica Smith
Mortgage Loan Officer
316.320.3472
jessica.smith3@usbank.com
NMLS # 2167974

Steve Farmer
Mortgage Sales Manager
316.448.4398
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 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 8/21



\$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 to learn more about our fight.





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
craigsharpohomes.com

BUILDER/DEVELOPER

Perfection Builders
(316) 729-1900
perfectionbuilders.com

CABINETS AND GRANITE COUNTERTOPS

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

CAR DEALERSHIP

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

CEILING REMOVAL/REPAIR

Texturite
(316) 393-0836
texturite.com

CLEANING & RESTORATION

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

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

CREDIT REPAIR/ CONSULTING

Credit Score Advocates
(316) 444-5333
creditscoreadvocates.com

DECKS/GENERAL CONTRACTOR

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

DEVELOPER

Schellenberg Development
(316) 721-2153
schellenbergdevelopment.com

EXTERIOR CLEANING / PRESSURE WASHING

Clean Rite
(316) 665-0388
cleanritepressurewashing.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
nononsensehealthcareninja.com

HOME & PROPERTY INSPECTIONS

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

HOME INSPECTION

Pillar To Post
Jason Hancock
(316) 570-1444
jasonhancock.pillartopost.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 Enderson
(800) 282-7131 x1291
myorhp.com/JanellEnderson

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

RCB Bank
(316) 247-7704
rcbbank.com

LENDER

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

LENDER

US Mortgage Company
Will King
(316) 312-2936
kansasloanman.com

MORTGAGE

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

MORTGAGE

Gateway Mortgage Group
gatewayloan.com/
kandi-jones

LENDER

Guardian Mortgage
Luke Landau
(913) 289-6018
LukeLandau@gmc-inc.com

LENDER

Kanza Bank
(316) 636-5821
kanzabank.com

LENDER

Meritrust Credit Union
meritrusthomeloans.com

LENDER

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

The right lender is key. 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 #403553

Christy Almquist NMLS #754429

PREFERRED PARTNERS

MORTGAGE LENDER

Mortgage One
Aaron Clark
(316) 573-3996
mortgageone.com/wichitaks

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

MOVERS

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

MOVERS / PACKING SERVICES

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

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
Kelly Dixon
(316) 522-8795
firstimpressionsenv.com

ICT Fresh Nest
House Cleaning
& Concierge Service

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

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

Jeremiah Petrocci
Owner

www.tlswichita.com
316.217.3344

FALL IN LOVE with KANZA bank

JAKE BAIRD
Residential Lending Specialist
East Wichita
316.927.3603
jbaird@kanzabank.com
NMLS ID 757540

DAWN BYERS
Residential Lending Specialist
West Wichita
316.927.3708
dbyers@kanzabank.com
NMLS ID 641934

FDIC

Health Insurance Premiums are Rising. Why stress when you can just relax?

My health insurance premiums are more than my mortgage!

Honey, can you pass the sunscreen?

Call For a Free Consultation and Find Out that there IS affordable health insurance.

No Nonsense Healthcare Ninja
Cell- **405-435-2129**
Office- **785-766-1584**
Website- **www.nononsensehealthcareninja.com**
Email- **chad@nononsensehealthcareninja.com**

CHAD BEISEL

**YOUR INDEPENDENT
INSURANCE AGENT**



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



Chris Zachary

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

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.

- Printed & digital reports
- E&O insured to protect you
- Convenient scheduling

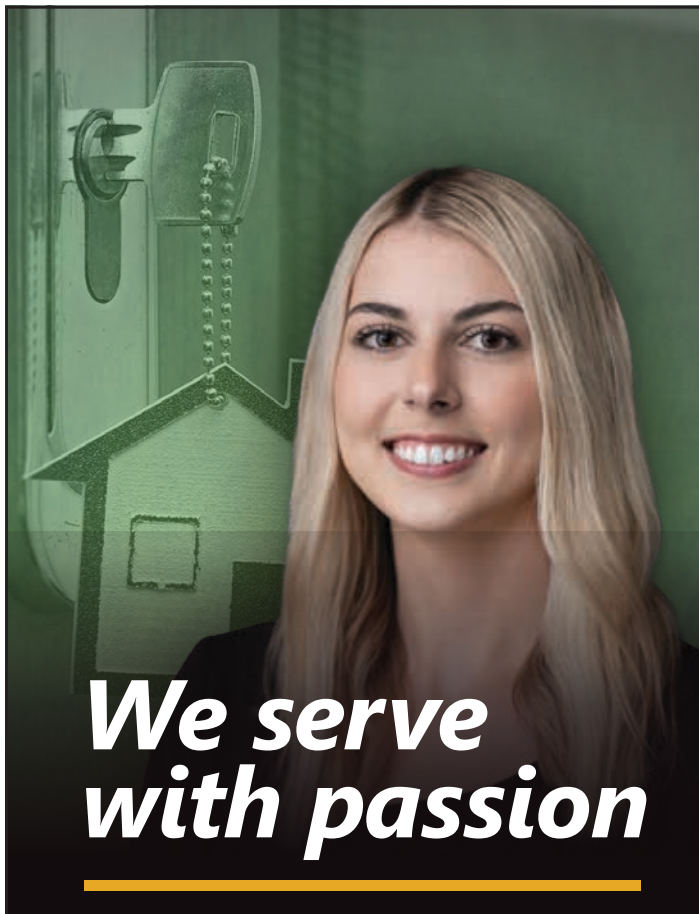


Hancock Team
Owner / Certified Home Inspector
316-570-1444
hancockteam@pillartopost.com
pillartopost.com/jasonhancock



Request an inspection today!

Each office is independently owned and operated.



We serve with passion

Meet Courtney Griffiths,
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.



RCBbankMortgage.com

Courtney Griffiths NMLS# 2149605. Member FDIC
WAC. Restrictions, limitations apply. NMLS# 798151.



SERVICES

- Wall Support
- Crawlspace Encapsulation
- Waterproofing
- Radon Testing/ Mitigation
- Settlement



SCAN ME

316-308-8507 • KansasFoundationRepair.com •  



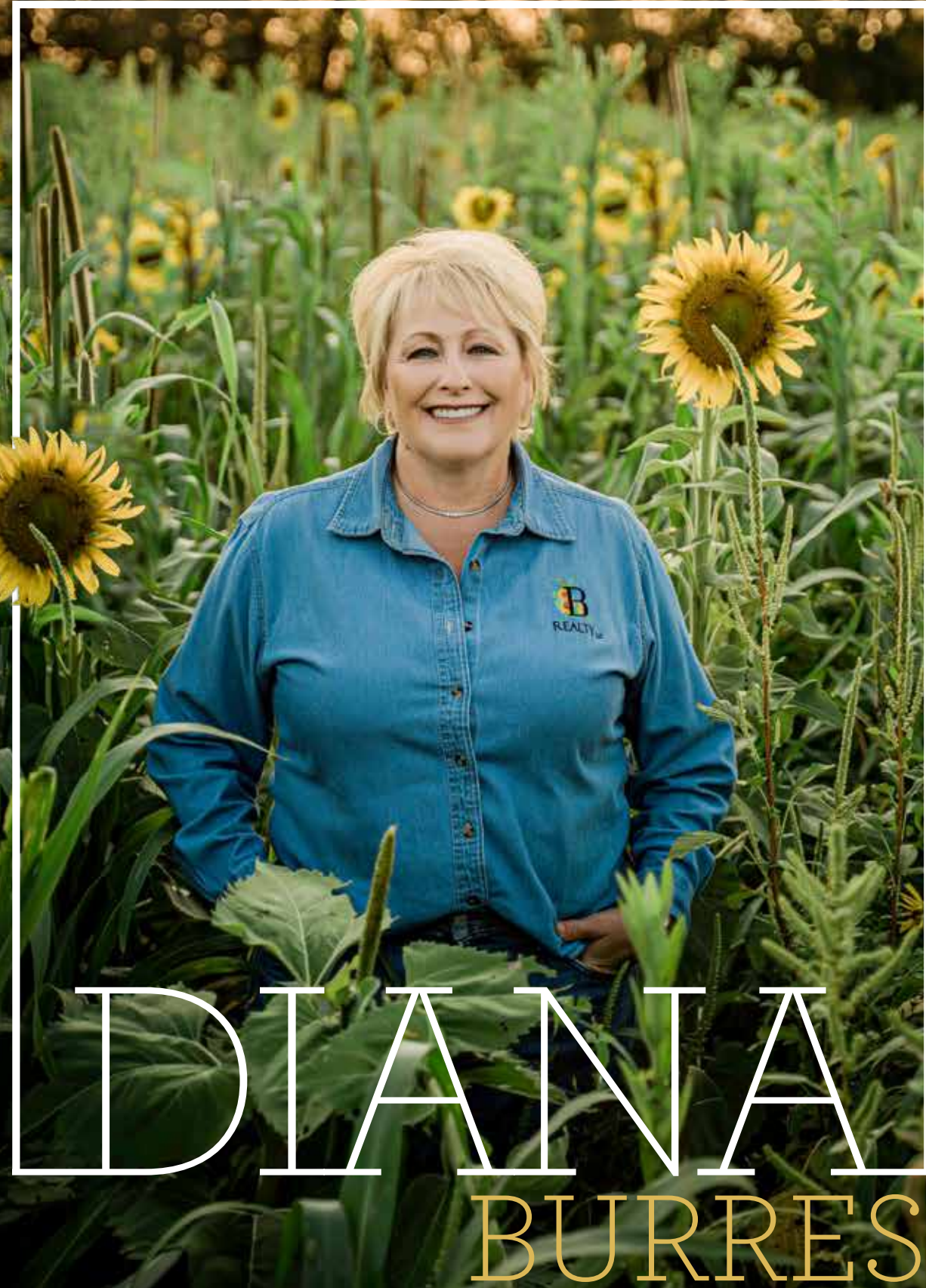
TAYLOR ASHPOLE -
"Let us help you protect your
home for years to come."



SHANE & MELISSA ISHAM
OWNERS



MATT MEDRANO -
"I look forward to helping you
through your repair request on
the way to a smooth closing!"



“ I’M PASSIONATE ABOUT REAL ESTATE AND I LOVE TO GET OUT THERE AND WORK WITH THEM. IF YOU’RE PASSIONATE ABOUT SOMETHING, IT’S NOT A JOB. ”


BUSINESS IN BLOOM

WHEN YOU SEE A SUNFLOWER, YOU MIGHT BE STRUCK BY ITS SIMPLE BEAUTY AND BOLD COLORS.

That’s why visitors to the farm that Walter and Diana Burress own are able to enjoy a true sight to behold — a silo adorned by giant sunflowers.

The silo represents the strong bond between Walter and Diana. It is also a visual reminder of Diana’s real estate business in bloom as Broker/Owner of B Realty, LLC.

“I love seeing people I work with walk into a house and being able to see their face light up. In that moment, they know this is the one for them,” Diana says. “My husband farms, and we’re in the house we’ll be in forever, and I won’t move ... so I get that with my work with clients.”

LIFE’S REWARDING PATH

Walter and Diana got married in 1986 and started a family.

“We have two daughters. When they were in preschool and grade school, I went to work for Butler County Title and worked there for several years,” she says. “After that, I worked in the mortgage department at Prairie State Bank.”

After the bank was acquired by another financial institution, a Broker approached Diana, asking her if she would be interested in becoming a REALTOR®.

“My husband farms, and I said, ‘No, we don’t need two self-employed people.’ But then Walter and I talked, and we decided to move forward with real estate,” she recalls. “That was in 2007, ...

...
when we had the mortgage crisis. I sold houses and properties and never knew a bad year.”

GAINING GROUND

In 2019, Diana took the next steps forward and started her own brokerage.

Diana has a one-person brokerage ... by design.

“It’s just me. I want to remain a working person who sells houses and works with clients, and not a manager of people,” Diana says. “Sometimes it is cumbersome because when you go out of town, you can’t shut down. But I have met some great people and have made wonderful friends through what I do.”

Through time, Diana has continued to build her business. Yet, she does it with a deep sense of gratitude.

“I’ve been able to do this by the grace of God. I can’t do this by myself. It’s the good Lord ... I’m a people person,”



Diana explains. “I’m passionate about real estate and I love to get out there and work with them. If you’re passionate about something, it’s not a job.”

REACHING FOR THE SKY

Away from work, Diana treasures time with Walter and their two adult daughters — Olivia and Ariel.

In her free time, she likes to read and go four-wheeling with Walter. She also has a passion for flowers ... one kind in particular.

“Sunflowers are my thing. We grow them every year. About 15 years ago, Walter started planting sunflowers around the house. For the first 10 years, I would invite clients to come out and take pictures in our fields. A few years ago he posted and tagged it, and we had people from all over come out. It’s a wonderful event mid to late summer... We have 8 acres in sunflowers,” Diana explains.

“We have scads of photographers who come out. They can come out and stay as long as they’d like and take pictures. Last year with COVID, you could hear people laughing and interacting. It was such a beautiful thing because no one was doing that during COVID.”

They had talked about having sunflowers painted on a silo at their farm. They had checked into the price to have that done, but it was more than they wanted to spend.

Diana came up with another idea. She would paint the silo herself.

“We had a friend with a lift that I borrowed and I got started on this. I started on September 15 and finished it the end of October, when it was getting cold. It has taken on a life of its own online. It has over 100,000 likes. People would come out to watch me paint.”

Diana talks about her accomplishment with humility.

“I’m not an artist, and I would never take that away from anyone who is trained to be an artist,” she says with a smile. “I took the brushes and God took my hand ... it just kind of happened. I drive by it and say I can’t believe I painted that.”

Like the flowers planted on the farm and those painted on the Burress’ silo, Diana’s business keeps reaching skyward ... a sure sign that her business is in bloom.



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

316-260-5727
AL-CANMETALBUILDINGS.NET

RHONDA LANIER



A DESIGNER REALTOR®

▶ on the rise

Written by **Holly Bay** | Photography by **Kelly Remacle Photography**

Born and raised in Topeka, KS, Rhonda Lanier didn't always know she was going to become a REALTOR®. Interior design actually ran through her veins. For 30 years, her parents owned a small custom cabinet and remodeling business, and Rhonda watched them and learned their craft from a youth into adulthood. She realized she had the same creative vibe as they did and she proceeded to earn her degree in Interior Architecture from K-State in 1995.

After earning her degree, she started her career at Cessna Aircraft working mostly within the parameters of design. While at Cessna, she had the opportunity to collaborate with a wide range of people from fabrication specialists to engineers and even the private jet owners, themselves. She was sometimes lovingly referred to as "the bulldog" because of her giant-sized spirit and no-nonsense work ethic wrapped in a small package. After 15 years at Cessna, Rhonda desired experience with different companies. For the next five years, she worked with several suppliers of various business jet manufacturers. During this stint, she further perfected her negotiating and customer service skills. After 20

years in aviation, wearing many hats during her tenure, she decided to leave the field all together for a completely different life adventure.

Rhonda's initial interest in real estate began as a way for she and her husband to delve into the property investment biz. "I love reinventing a home with my own two hands ... and I'm very meticulous ... from designing an appropriate layout, to finding just the right finishes." Rhonda felt like she could use her design abilities, eye for detail and experience to truly grow a thriving business, although she didn't think it made financial sense to buy, sell and manage rentals unless she had a real estate license.

It was this thought that led her to seek direction from their REALTOR® and friend, Amy. Amy had worked with them previously so she knew Rhonda's abilities firsthand and encouraged her to really think about being a full-time agent ... not just for her own investment possibilities ... something Rhonda hadn't really considered. She was, however, intrigued about how she may fare in the real estate field. After all, she had everything engrained in her that the best REALTORS® in the business have: A remodeling background, leadership skills and a knack for seeing possibilities other people may miss.

Rhonda acquired her real estate license in 2017 and jumped in with both feet. She joined Amy Preister's real estate team and remains there today. The transition from her lifelong career into real estate was laid with plenty of challenges... She had stepped out of her comfort zone and the consistent, solid paycheck and great benefits it provided. The first

...

... year was rough. Without a client for the first five months, she wondered if the decision she made was a mistake. After over a year in real estate, Rhonda saw progress earning both Rookie of the Year with KWHP and producing enough volume to be part of the President's Club! She had to do some soul searching when an opportunity to return to a "traditional" job presented itself.

Ultimately, the offer was meant to be something she couldn't refuse, yet she DID turn it down and has never looked back. Rhonda started to experience the satisfaction of serving the public, the freedom of making your own decisions, and ability to work around her family's lives and not vice versa. She did NOT regret her decision, and that same year she

Many think the team environment seems to be for getting people's feet wet, so to speak ... allowing the greats to help boost new agents' careers while helping to make a living for all parties involved. Rhonda says, "Amy's team is different from most teams – it's a collaboration of individuals, who lean on one another for support and knowledge. Each team member is an independent agent who runs their own business."

Rhonda's assistant, her right hand if you will, Ashley LeMaster, has been monumental during her career, and she wouldn't be where she is today without her. When asked to define success, professionally, Rhonda explains, "It's about an inner peace of knowing my clients are happy with the



was even inducted into the Master's Club! Some of you may wonder why an agent, who, with the help of her assistant, Ashley, sold a volume of \$7.8 million just last year and an impressive almost \$25 million in her career of just four and a half years, would choose to stay on a real estate team?

service Ashley and I have provided." Ultimately, they strive to maintain strong relationships with clients, assure them they can always turn to Ashley and she for home-related advice and have comfort knowing they will confidently refer them to their friends and family. For Rhonda, it's not the money

“ EVERY EXPERIENCE IS AN OPPORTUNITY: AN OPPORTUNITY TO SUCCEED, OR AN OPPORTUNITY TO FAIL – MOST IMPORTANTLY, ALL ARE OPPORTUNITIES TO LEARN. ”



Rhonda, being the giving person she is, does something very special after each deal. She donates a "closing gift" to a charity or nonprofit of her clients' choosing. She especially loves it when they choose military organizations such as The Wounded Warrior Foundation or Tunnels 2 Tower. These hold a very special place in her whole family's hearts, especially, since her husband, Dave, is a veteran. She also personally supports various youth sports organizations. As a parent of children who participated in competitive sports, she knows how costly the activities can be yet how beneficial they are in shaping a child's work ethic and character.

When not working with clients, showing homes or helping stage a seller's home, Rhonda and Dave love to travel to tropical locations. The further she is away from home, the more she gets re-charged! Also, there aren't many days that go by where she doesn't enjoy a bit of dark chocolate with a glass of red wine! When asked to describe her most successful accomplishments outside of her career, she says, "Having raised kids who are responsible and respectful contributing members of society and who push themselves to excel a bit beyond their preconceived limits."

She always made sure her kids understood that the only limits set on them were self-imposed, and if they didn't believe they could achieve, no one else would either. Rhonda always says, pertaining to both in business and in life, "Every experience is an opportunity: an opportunity to succeed, or an opportunity to fail – most importantly, all are opportunities to learn." Words to live by from one of Wichita's best!

that keeps her going. "It's about being passionate ... always giving 110% of yourself."

On many occasions, Rhonda goes above and beyond, at times even assisting clients in managing home-improvement projects prior to listing their properties. She has

the right contacts and project management experience to help them make it happen, as well as a knack for knowing where to get the most bang for the buck. "My objective is to take as much of the home buying and selling stress off my clients' shoulders as I can."



CONCRETE LEVELING WITH YOUR TIMETABLES IN MIND

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

www.midwestfoamworks.com
(316) 749-7550



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



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

SPRINKLER WINTERIZATION

\$45

CALL or TEXT TO SCHEDULE
316-302-4858

ICT IRRIGATION



TERRY Ziegler

MORE THAN A TRANSACTION



Though she spent much of her younger years growing up in Mississippi, Terry Ziegler, with ReeceNichols South Central Kansas, now calls Kansas home. She's been in the real estate industry now for 10 years, has a career volume of over \$50 million and has earned many awards along the way, including Rookie of the Year with her firm in her very first year, Presidents Circle and Masters Circle.

"I enjoyed everything about this position, such as becoming extremely familiar with many of the businesses that make up the Wichita area and the people who started them and work there! However, I did not enjoy how often I was required to travel and I hated being away from my husband and young children. That is when someone suggested real estate to me, and I am so thankful they did! What a great fit for someone who loves people, their community and the business aspect of a transaction."

Real estate wasn't always a part of her vision, though. She first attended college in Springfield, Missouri, at Central Bible College, where she earned her Associates in Deaf Ministry. She then went to Johnson County Community College, which at the time, was the only school in the state of Kansas with a program for Sign Language Interpreting. After receiving a state license in Sign Language, she furthered her education at Friends University with a bachelor's degree in business.

It was after working in the interpreting industry that Ziegler says she decided a new path was needed for her future. She began working in outside sales for a recruiting firm, where she quickly advanced to management and finally became the President of Sales for that company.

This industry has had a remarkable impact on Terry. "The most rewarding part of real estate and a surprise blessing is the friendships created through each transaction. Some of the clients I have had the privilege of working with have truly become close friends of mine!" With just 10 years under her belt, she has no plans of slowing down any time soon. For her, real estate is part of who she is and not just a "career."

When asked what success means to her, she replied, "Success is continuing to grow and not becoming stagnant."





most of their “down” time together while at home. For family vacations, they each choose a new destination they want to visit and then have a family vote. The place with the most votes wins – what a fun tradition! With Thanksgiving approaching soon, she says it’s her favorite holiday due to all the family activities and everyone being together.

Terry manages her life and business based on building rock-solid relationships with those around her, being true to herself and completely caring about others and their needs. In her true nature, she says some of the best advice she could give to up-and-coming agent is to “remember to stay true to who you are, and be yourself. What is successful for one may not work for another. And ... always stay active. If you do not have a lot of transactions moving at the time, become familiar with Wichita and the surrounding areas, study different styles of homes, visit model homes ... learn EVERYTHING REAL ESTATE! Become involved with RSCK, join a committee – just be involved!”

With this being the November issue of Real Producers, Terry wants to remind us all that November is Pancreatic Cancer Awareness Month. Her mother, unfortunately, passed away from pancreatic cancer the same year she started her real estate career, so she will often put her logo in the color of purple to honor her mother, as purple represents the fight against pancreatic cancer. “I encourage everyone to learn something new about this cancer. It can be just an unfortunate diagnosis for some, but for others, it can be developed due to lifestyle choices. Learn the risks, live a healthier lifestyle, and let’s decrease the numbers on this rising cancer.”

••• It is also maintaining a balance in my profession and my personal relationships. I want to be the best wife, mother, friend and REALTOR® I can be, to spend quality time with my husband, children and friends, and to really have true relationships. Last but not least – and honestly more important than the above

– to remain true to my faith! That is the ultimate success – to live the life God intended me to.”

Terry has been happily married to her husband, Ray, for 24 years. Ray loves to play softball each year with a group of his friends – some of which he has

played with for 30 years. Ray and Terry’s son, Brady, also spend a lot of time together fishing on their boat, “The Lazy Daizy.” Brady plays both basketball and baseball, while her daughter, Cassy, is a cheerleader in college. As a family, the Ziegler’s get a lot of use out of their pool, which is where they spend

MOLD Remediation
Same Day Estimate
316-320-6767

Good TO BE Clean
CLEANING & RESTORATION

IICRC
CERTIFIED FIRM

Nick Dieker – Owner

www.goodtobeclean.com

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

Planet Home Lending
WE'LL GET YOU HOME

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 NMLS ID #17022

NAMB
CERTIFIED VETERANS LOAN SPECIALIST

Roberts Overdoors Inc.
A Mark of Quality With Service

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

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



Interiors
BY DESIGN GALLERY

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

Headshots & More

615-415-3029

jenniferrugglesphotography.com

Jennifer RUGGLES
PHOTOGRAPHY



HIS BNC FAMILY,
AS HE CONSIDERS
THEM, IS WHO
KEEPS HIM GOING.

BNC NATIONAL BANK:

JR Rohr

*Mortgage Lending:
A Team Effort*

When I first spoke to Jarrod (JR) Rohr regarding our Partners feature, the first thing I noticed about him was his humility. JR is an already well-known mortgage lender and the Regional VP of Mortgage Retail Sales at BNC National Bank homing here in Wichita, however, his focus has never been about himself or his own successes. It's about his team. He not only heads up the Wichita, KS, branch but also has offices in Missouri, Illinois, North Dakota, Nevada and Arizona. He will never brag, but some of the

accomplishments his team and/or he have received during his career are the RSCK Partner of the Year Award and the BNC National Bank Leadership Award!

The RSCK Partner of the Year is a tremendous award in itself. This honor recognizes partners and friends in the industry whose fiscal responsibilities are continually current with the RSCK while simultaneously making the most noteworthy contributions to REALTORS® and their Agencies. According to the RSCK website, these award ...

▶ partner spotlight

Written by Holly Bay
Photography by Kelly Remacle Photography



••• recipients must always exude personal and professional integrity and a clear, genuine concern for the community and its well-being, especially within the real estate industry.

JR really didn't consider a career in the mortgage lending industry in college. In fact, while attending Emporia State University on a football scholarship, he actually got into student teaching with the goal of becoming a teacher! He eventually discovered, within himself, that it really wasn't his calling after all. His whole life had been about becoming a teacher and striving for that ultimate goal, so once he realized it wasn't for him, he was at a loss as to what his career destination should be. It was his college roommate, who was in the mortgage biz himself, who initially lit the flame and, in a round-about way, recruited him.

He met his friend's manager at a small firm called Hearthside Lending, was hired on, and that was the beginning of his career. After a short stint at

Hearthside, he made the move to Regent Financial in West Wichita and was there for six years. In late 2007, BNC National Bank saw something in this young, eager man and offered him the branch manager position here in Wichita. The rest is history.

As mentioned above, JR's success is not due solely because of his own efforts. He has a strong, confident and diverse team under his wing. His BNC family, as he considers them, is who keep him going. Keith Stareck, his manager of the Wichita branch, was a co-lender from his days at Regent. He actually helped to train Keith so, when he was in the market for a new Wichita office manager, he remembered Keith's abilities and reached out to him. Keith accepted the offer and has now been an integral part of the BNC community for five years, confidently leading the Wichita branch.

Loan officer, Sally Conger, was a friend from high school, no less, who had kept in touch with JR over the years. When JR first became manager at BNC, he reached out to her about a possible lending position. At



the time, Sally was having some difficulties with her then job, so it seemed the perfect time to make a change. She has been with him for 10 years now. LO assistant, Kaitlin Ashley, was referred over to JR by a REALTOR® friend of Sally's. She is Sally's personal assistant and friend. They have a cohesive working relationship and rely on each other to make things happen.

Tanner Crouch, loan officer, is new to the business. Tanner was brought over by a mutual friend leaving behind a pretty successful sales career selling giant metal palm trees! You know which ones I mean ... the ones you see in the backyards of some high-dollar homes around town ... yes, those ... and he was great at it! JR is so excited to mold and shape this young and eager man into a great part of the BNC family.

Shandra Kline, loan processor, has worked with JR since 2008. What began as a part-time position for Shandra quickly turned into a full-time position after just two weeks. JR saw something in her that just fit and wanted to keep her around. Loan closer, Lori Hays, has worked with JR for over 10 years. She started as a processor but has since been promoted to a loan officer role after proving her strengths to him. A long-time friend of his, Lori has been there through the ups and downs and continues to support JR and the Wichita community. JR and loan processor, Kandace Alverson, began their relationship at Hearthside at the very beginning of his career. They worked at different firms for a while, then, after 10 years apart, they are working together at BNC, once again teammates.

In 2020, two weeks before COVID reared its ugly head, processor Amanda Paque started working for JR. She made it through orientation, then the shut-down came, and she had to suddenly transition into working from home as a brand-new employee. She proved herself and is still a wonderful part of the team to this day. And finally, JR's nephew, Corey Hahn, worked odds and end jobs through college and wanted to try an office job. He reached out to his uncle and was offered a LO assistant role. He's doing well and may have found his niche.

WHETHER IT'S WITHIN HIS OWN FAMILY OR HIS BNC TEAM, JR HAS ALWAYS FELT THAT HELPING OTHERS TO ACHIEVE AND EXCEED THEIR OWN GOALS IS HIS GREATEST ACCOMPLISHMENT OF ALL.

During his downtime, JR truly enjoys just being with his wife, Cassy, who he lovingly refers to as Wonder Woman, and their three kids, Cooper (12), McKenzie (11) and Cate, (11). All three of his children are active in sports and extracurricular activities, and supporting these events are how they spend much of their time as a family. JR also loves to be outdoors. On some weekends you'll find JR and his two Weimaraners, Darby and Cleo, hunting, fishing and sporting clays.

When asked to define success, he simply says it's helping others reach their goals and watching them succeed. Whether it's within his own family or his BNC team, JR has always felt that helping others to achieve and exceed their own goals is his greatest accomplishment of all.



TM Fencing LLC

Tane Murphy, Owner

(316) 218-3450

tmfencingllc@gmail.com

www.tmfencingllc.com



LOW RATES & EXCEPTIONAL SERVICE



Why Choose BNC

BNC National Bank was founded with the goal of providing fast and exceptional customer service. We have provided mortgage loans for over 30 years. We have thrived due to our devotion to our core values and continual innovation. By utilizing revolutionary digital banking technology we have funded over 11 billion dollars and assisted almost 40 thousand families buy their dream home. BNC offers mortgage solutions to meet every person's needs.



New Look

We might have a fresh new look but it's still the same great team.



Low Rates

Because of our commitment to customers we offer low rates that are hard to beat.



Technology

We offer high-tech solutions that make applying easier than ever.

Address: 8558 W 21st Wichita, KS 67205
Office: 316-773-9500
Website: bncnationalbank.com/wichita

Member FDIC. This letter is for information purposes only and is not an advertisement to extend customer credit as defined by Section 228.2 Regulation Z. Program rates, terms and conditions are subject to change at any time. NMLS # 418467

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

Helping your customers COVER THEIR ASSETS



WHEAT STATE INSURANCE GROUP



316-776-0777

wheatstateinsurance.com

DON'T BE A TURKEY

get a home warranty from
ACHOSA Home Warranty, LLC




You'll be *thankful*
that you can choose your own contractor



ACHOSA
HOME WARRANTY, LLC
George Brockman
417.983.3204
georgeb@achosahw.com
www.achosahw.com

Don't Let RUST Be Your Color this Fall.

Make Your Listing *Sparkle*, with our Rust Removal and Other Exterior Services.



cleanrite
Pressure Washing and Sweeping

JASON LEGER
316-665-0388

www.cleanritepressurewashing.com

DON'T SEND YOUR CLIENT TO THE BIRDS

CALL A LENDING PARTNER YOU CAN TRUST



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 it is 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.

SCHELLENBERG

Development Company

EXPERIENCE THE DIFFERENCE



ask the expert

Morgan Dawson,
Marketing Coordinator

For the last 30 years, the west side of Wichita has been steadily growing, and, although you probably have heard the name, you may not realize what an integral part Schellenberg Development Company has played in its progress. Founded in 1989 by Marv Schellenberg, SDC has dedicated their work to creating neighborhoods that will stand the test of time. Some of their past communities include Hampton Lakes, Avalon Park, Forest Lakes, Reflection Ridge (the first private golf course community on the west side), and Fox Ridge.

Today, SDC is a family-owned and -operated company with each of Marv's four children having different roles that highlight each of their own strengths. From construction to home sales to property management, the Schellenbergs guarantee that each part of the development process maintains the same family values and high standards throughout the entire process.

So why should REALTORS® bring their buyers out to SDC communities?

During the early stages of each development, Marv focuses on the importance of building a community with the future in mind. His company thinks creatively when it comes to how they plan to enhance the beauty of the property, rather than destroying what is naturally already there. They put in berms and native grasses that will continue to grow more beautiful as the years pass and roads that curve naturally with the landscape. SDC takes a piece of ground with nothing on it and transforms it into a beautiful development that will stand the test of time.

Marv and his team want buyers to love the home they build for years and years to come. Every new

home build is unique to its neighborhood—you won't find that "cookie-cutter" appearance in a Schellenberg development. When it comes to builders, each added to the SDC builders' program must go through a selection process before approval. Only top-of-the-line construction teams are allowed to build in a Schellenberg development. This leads to consistent quality of homes and an exceptional building experience for buyers.

Most importantly, all Schellenberg Development Company's communities are co-op friendly! REALTORS® are encouraged to bring their buyers out to any Schellenberg-developed neighborhoods. SDC wants to work with other agents and start the sense of community before the purchase. REALTORS® don't have to worry about buyers wandering into a Schellenberg development alone; one of the first things community managers ask is, "Are you working with a REALTOR®?" There is no competition. No stealing of buyers. No exclusion of buyer representatives.

Additionally, SDC offers initiatives for REALTORS® who sell homes in their neighborhoods as a "thank you" for supporting the company. Each year, Marv Schellenberg offers agents who sell two homes in any of his communities a trip of a lifetime; some of the destinations in previous years have included Peru, Hawaii, Ireland, Costa Rica, and Italy! Without the support of these REALTORS®, Marv and his company couldn't create these beautiful, community-driven neighborhoods.

So, if your buyers are looking to build or can't find the perfect home on the resale market, bring them to a Schellenberg community and *experience the difference*.

Current communities include: Arbor Creek (183rd and Pawnee), Bay Country (119th and Central), Estancia (37th and Ridge), and—comings soon—The Coves (53rd and Tyler).

TRUTHFUL AND HONEST.

EVERY HOME INSPECTION,
EVERY TIME.



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



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

We Are Thankful For All Our New Clients And Partners in 2021



Reach Out To Us Today & Partner With
Wichita's Premier Mortgage Brokerage

A World Of Banks In One Location
Find Your Client A Lower Rate
Solutions To Meet Unique Challenges
Buyers To Share With You



LOWER RATES. MAKE US PROVE IT.

316.942.8228

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

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



THE EVOLUTION OF THE Living Room

There is no room in the house that captured the transformation of the American self-image and identity more than the parlor, which was the predecessor of the modern living room. In the 18th and 19th centuries, Americans were in search of respect from the European continent. The historical reasons behind this American brand of social insecurity were laws on the books in most European countries, called Sumptuary Laws. These laws sought to prevent people of common birth from purchasing clothing or furniture that would allow them to misrepresent their social standing. Imposters would not be tolerated.

In America, most of the citizens' ancestors would not have qualified as being born of privilege. So, the parlor afforded the perfect opportunity to make a demonstration of independence. The word "parlor" was a derivative of the French word "parlour," meaning to speak. Parlors were the "front rooms" of many of the middle- and high-class homes of the day. Having a parlor room was proof of ranking status, showing that the family had, in fact, arrived, in both the cultural and the financial sense.

Erika Palmer in her book, *The Fascinating History of the Living Room*, observed that a considerable amount of the family budget went into furnishing and maintaining the parlor. Of course, the trick was the art of purchasing furniture and other trappings that just looked expensive. The room represented the place where a family could meet, entertain and, of course, impress other members of the community. However, since most homes in America consisted of anywhere from one to three rooms, the Parlor appeared to some as an unnecessary extravagance.

In the late 19th and early 20th centuries, the parlor took on more solemn duties as it served as the place where wakes and funerals were held and was often referred to as the "funeral parlor." During this period, only about 40 percent of all children survived to become adults, and life expectancy of men was 40 years and women was 42 years.


During this period, the ceremony called the "wake" was to become a common ritual to be held in the parlor prior to a burial. For some, the "wake" was an effort to watch the body of the departed to prevent the body from being occupied by spirits. For others,

the three-day "wake" period was one more guard against the fear of being buried alive. But, for most, the parlor served as the perfect place to pay last respects to the family of the departed.

World War I put America on the world stage, and Americans felt more comfortable being, well, Americans, and the parlor was transformed into the living room. Americans would gather in the living room around the radio and later the television set. The room where people would gather to talk to each other was replaced by a room where the family gathered to be entertained.

Advances in technology have proved to be a double-edged sword.


Computers have allowed the human race to be wonderfully productive and instantaneously entertained. However, this version of progress seems to have arrived with a major downside: our happiness. Daniel Gilbert observed in his book *Stumbling on Happiness* that humans are happiest when we are interacting with others because we are social beings by nature. Maybe having a room dedicated to talking and listening to each other is a room whose time has come, again.



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).



Eddy's VOLVO

eddyvolvocarsowichita.com

(316) 630-0689

3211 N Webb Rd
Wichita, KS 67226

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

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



KANSAS SECURED TITLE
 SERVICE BEYOND EXPECTATION



WE HAVE THE TOOLS, RESOURCES, AND EXPERTISE TO ASSURE EVERY REAL ESTATE TITLE IS SOUND AND THE CLOSING RUNS SMOOTHLY.



@KANSASSECUREDTITLE • WWW.KSTITLE.COM

OLD TOWN
 232 N. Mead
 Wichita, KS 67202
 316.262.8261

EAST
 2020 N. Webb Rd.
 Suite 202
 Wichita, KS 67202
 316.683.2785

WEST
 10616 W. Maple
 Suite 700
 Wichita, KS 67209
 316.721.9378

DERBY
 1710 E. Madison
 Suite 500
 Derby, KS 67037
 316.788.5970

On-Time Closings

It's the Heartland Way.



Heartland
CREDIT UNION


hcuhomeloans.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



ask the expert

**BETTER PREPARED
MORE DEALS**

LESS STRESS
SELLERS LOVE IT



CREDIT UNION OF AMERICA

MORE THAN A PREAPPROVAL

Put more deals together by using Credit Union of America's commitment letter for your buyers! A seller will have confidence that your client is APPROVED for their loan with the new commitment letter from CUA. Your buyer will sleep well at night knowing the finance part of their dream is taken care of. Best of all, you'll stress less as an agent, knowing that CUA is making the loan. The only thing better than a commitment letter is cash.

Our commitment to you and your buyer is that they are approved and ready to buy knowing their financing is approved. This is better than a preapproval letter, which leaves wiggle room for financing to fall through. Builders have used commitment letters for

years. The builder wants to make sure that if they put resources into new construction, the sale won't fall through. CUA is adopting this tried and true practice to give buyers and agents of pre-existing homes the same confidence. Sellers are reassured that the borrower will be able to secure the deal with a CUA commitment letter. CUA has taken the stress out of wondering if the loan will be stopped in underwriting, by showing our commitment upfront.

Let us help you and your clients with more than a preapproval letter. Have buyers apply for Credit Union of America's commitment letter today!

316.265.3272x191 | CUofAmerica.com/HomeLoans



THE COVES

LAKESIDE PATIO & ESTATE LOTS

START YOUR HOME BUILD TODAY
53RD & TYLER

316.854.0009 | WWW.YOURHOMEWICHITA.COM



OLD REPUBLIC HOME PROTECTION

Rekey service is included in our Standard Plan for home buyers!



Your clients can feel secure knowing only they have keys to their new home.

Call me today to learn more.

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



People Helping People

Limitations and restrictions apply. See current plan for complete coverage details. This is a paid advertisement.

We Offer Opportunities

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



Featured Product:
Assured Replacement Property 1031 Exchange Tool



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



Contact us at:
sales@equisset.com
316-440-5840

- You don't have to pass up on that great offer to sell because you're worried about capital gains taxes.
- We can work with you to alleviate the timing issue to reinvest that capital into a new property.
- Our ARP Program will help you keep your money in your hands.

"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

Thank You
for Trusting Us
With Your Moves
in 2021



MIGHTY MOVERS
Moving And Delivery Service

Experienced. Professional. Reliable.

Give us a call today to **schedule your move.**

316-202-3703

movingwichita.com | Family Owned & Operated

Desiree Mesle

NAV REAL ESTATE



►► broker spotlight

Written by Ashley Streight

Photography by Jennifer Ruggles Photography



Desiree obtained her real estate license one year later in 2009 and continued to work under Marilyn for 12 years. During this time, she was able to build her clientele mainly through referrals and social media exposure. She learned the inner workings and mechanics of the business by shadowing Marilyn.

“Marilyn had a very successful real estate career, and has always brought value to those around her, and I wish to carry on her legacy through business relationships and practices,” says Desiree.

“
BE HAPPY
WITH WHAT
YOU HAVE
WHILE WORKING
FOR WHAT
YOU WANT.”

NAVIGATING ALL YOUR REAL ESTATE NEEDS

NAV REAL ESTATE IS A PROMISING, NEW AGENCY HEADED BY BROKER AND OWNER, DESIREE MESLE. NAV WAS NEWLY ESTABLISHED IN JUNE 2021; HOWEVER, DESIREE'S EXPERIENCE DOES NOT START THERE. WITH OVER 12 YEARS OF DEDICATED WORK AS A REALTOR®, SHE IS FAMILIAR WITH THE INDUSTRY AND WELL-ROUNDED IN ALL ASPECTS OF THE PROFESSION.

Starting out in 2008, Desiree had no formal education in real estate and began as an assistant to Marilyn Harris-Goertz, now retired broker, of Marilyn Harris Real Estate. After a few short months, Desiree found herself unexpectedly passionate about real estate and the process behind it.

When Marilyn made the decision to retire, Desiree chose to step into her full potential and establish a new company of her own, while still maintaining the integrity of Marilyn Harris Real Estate. NAV Real Estate is a full-service real estate company that focuses on navigating all real estate needs of the client, whether it be residential, commercial, building new, relocations or investments.

...

Clients are highly valued, and Desiree is dedicated to ensuring they know their value. She believes in thinking outside the box to make a smooth and skilled transaction possible. She makes certain that she provides honest reports and up-to-date knowledge of the market, as well as a forecast for the future.

Real estate is one of the biggest investments individuals make in their lifetime, and Desiree educates her clients on how to maximize that opportunity. Desiree is passionate about

**TO DESIREE
MESLE, SUCCESS
MEANS FINDING
THE BALANCE
BETWEEN WORK,
FAMILY, HEALTH
AND FUN.**



growing this new brokerage as well as continuing to educate herself on the fluctuating habits of the market.

Desiree was raised in Augusta, Kansas, and now lives in Goddard with her husband, Michael, and her daughter, Brianna, who currently attends Eisenhower High School. Michael works at Cargill Meat Solutions as a plant scheduler, and Brianna is involved in cheer and soccer. Desiree enjoys fitness and instructs

at a private fitness studio. Wine, coffee, and listening to podcasts are some other things she enjoys during her rare downtime.

She continuously increases her knowledge of local schools, businesses and attractions to help buyers answer the question, "Why Wichita?" To Desiree Mesle, success means finding the balance between work, family, health and fun. One piece of advice Desiree has for those pursuing any career is: "Be happy with what you have while working for what you want."



LET US HELP PROTECT YOUR DREAMS.



Dylan Hartnett, Agent

Bus: (316) 775-5522

dhartnet@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



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



BENCHMARK
MORTGAGE
Ark-La-Tex Financial Services, LLC NMLS# 2143



YOUR VA HOME LOAN EXPERTS

BENCHMARK IS CHANGING THE PERCEPTION OF THE VA HOME LOAN...
WE WORK HARD TO BUST THE MYTHS AROUND VA LOANS:

- VA LOANS ARE DIFFICULT **FALSE**
- VA OFFERS ARE WEAK **FALSE**
- SELLERS HAVE TO PAY MORE FEES **FALSE**

BENCHMARK IS READY TO ANSWER ANY QUESTIONS ABOUT THE VA HOME LOAN

CALL TODAY!



BRET FRERICHS
BRANCH MANAGER
NMLS #543323
OFFICE: 316-779-2002
E: BRET.FRERICHS@BENCHMARK.US
2118 N TYLER RD, BLDG. B, STE 101
WICHITA, KS 67212

Ark-La-Tex Financial Services, LLC NMLS ID #2143 (www.nmlsconsumeraccess.org) 5160 Tennyson Pkwy STE 1000, Plano, TX 75024, 972-398-7676. This advertisement is for general information purposes only. Some products may not be available in all licensed locations. All loans are subject to borrower qualifying and meeting appropriate underwriting conditions. Information, rates, and pricing are subject to change without prior notice at the sole discretion of Ark-La-Tex Financial Services, LLC. Buyers are responsible for all third fees including, but not limited to, the application fee, survey fee, taxes, insurance, etc. This is not a commitment to lend. Other restrictions may apply. (https://benchmark.us)

BeautiFALL EVENT

OCTOBER 1 - NOVEMBER 17TH

0% APR for 24, 36,
or 48 months*

NO INTEREST

NO MONEY DOWN

NO QUESTION

You'll love your new floors!

LIFETIME INSTALLATION GUARANTEE • THE PRICE MATCH • FREE SHOP AT HOME
2021 WICHITA EAGLE READERS CHOICE WINNER FAVORITE FLOORING STORE.

316-320-0443 • jabaras.com

1816 N. Broadway St., Wichita, KS. 67214 • HOURS Mon-Sat. 9am - 5pm



JABARA'S
carpet outlet

BeautiFALL is the perfect
time to take advantage of our
*IN STOCK REALTOR
PROGRAM*

(largest in stock selection of flooring in
the state!)

At Jabara's, we understand

"move-in-ready"!

*Don't rely on a
buyer's imagination!*

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



\$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 to learn more about our fight.



You can breathe easy with us. We specialize in being calm and gentle about all inspection reports, no matter how painful they seem to you.

Give us a call so we can protect your clients from the unexpected.

Easily schedule online right now through BLInspections.com



Josh Counce, Owner | 316-250-5221 JOSH@BLINSPECTIONS.COM | BLINSPECTIONS.COM

"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

Putting People First

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



East Office 2131 N. Collective Lane | Ste. B&C Wichita, KS 67206 Office 316.252.1465 https://www.GatewayFirst.com/wichita-ks

West Office 9915 W. 21st St. | Ste. B Wichita, KS 67205 Office 316.768.3060 https://www.GatewayFirst.com/wichita-west-ks

Derby Office 200 N. Baltimore Ave. | Ste.100 Derby, KS 67037 Office 316.768.3053 https://www.GatewayFirst.com/derby-ks



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



Frederick PLUMBING HEATING & AIR CONDITIONING

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

24-hr Emergency Service

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



CREDIT SCORE ADVOCATES HELPING YOU EVEN THE SCORE

Building Credit through Education

AGENTS AND LENDERS - JOIN OUR AFFILIATE TEAM!

Our Affiliate Portal provides you "in-house" access to track the clients you refer to Credit Score Advocates. Call our credit improvement specialists today and let us help you even the score.



FREE CREDIT REVIEW

CreditScoreAdvocates.com info@creditscoreadvocates.com 316-444-5333

Andrew REESE

CREATING AN EDGE

▶▶ top producer

Written by Dave Danielson | Photography by Kelly Remacle Photography

The value of thinking outside the box can never be overstated. But it's often easier said than done.

That ability to innovate is something Andrew Reese excels at.

As a REALTOR® with Banister Real Estate, Andrew is definitely creating an edge for those around him.

"My day-to-day work has changed over the years. There's been an evolution. I do still sell, and I have another REALTOR® who helps me sell, but the development side has been the turn in my business over the last three years," Andrew says.

"With Banister Design, I find a lot of joy in creativity. While I enjoy selling houses, creating homes is what I like the most. I like helping a client buy and remodel a home, or help a client

...





••• sit down and create a new home from scratch. The creation of the home around each individual is what I really enjoy.”

A LOOK AHEAD AT HIS FUTURE

Andrew earned his real estate license about 10 years ago. Yet real estate was part of his life from the very beginning as a boy in McPherson, Kansas.

“Real estate started really early in my life, with my parents building and flipping some houses when I was growing up,” Andrew says.

“One of my mom’s best friends is one of the Top Producers in McPherson. My parents always loved building homes, and I remember flipping through floorplan books. We would build a house, and then my mom’s friend would come along and we would sell that one, and then we would move into a fixer-upper and work on the new one.”

TAKING NEW STEPS

As Andrew grew to adulthood, he attended The University of Kansas.

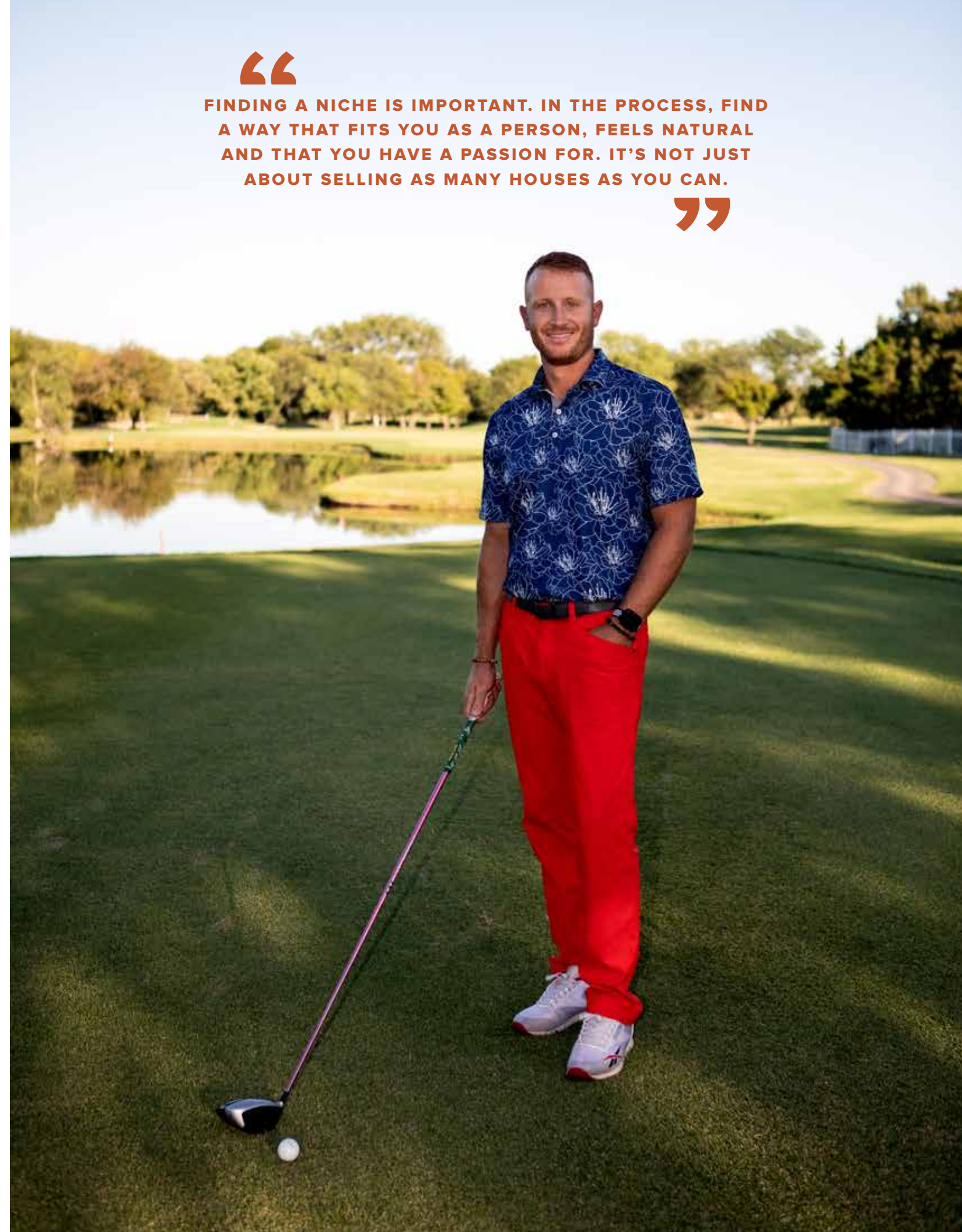
“At that time, I knew I wanted to be in real estate,” he recalls. “My major was in communications with a minor in business.”

Once he completed college, Andrew and Marisa, the lady who would become his wife, lived in Kansas City for a year.

“She was in the medical field. She was working in Kansas City while she was waiting to get into medical school,” Andrew remembers.

“During that time, I did inside sales for a year working with contractors. In time, she got into PA school, and I started selling copiers in Wichita. That’s when the business I worked for put me into the real estate field, selling to real estate companies.”

•••



“

FINDING A NICHE IS IMPORTANT. IN THE PROCESS, FIND A WAY THAT FITS YOU AS A PERSON, FEELS NATURAL AND THAT YOU HAVE A PASSION FOR. IT’S NOT JUST ABOUT SELLING AS MANY HOUSES AS YOU CAN.

”

...

GAINING GROUND

After about a year and a half, Andrew was ready. He made the leap into real estate, joining the Josh Roy Team with Keller Williams, where he hit the ground running.

Through time, Andrew gained ground — as he built a successful business in real estate.

Today, as a REALTOR® with Banister Real Estate, he continues to build a real reputation for results. As he does, he has valuable support on his side.

“I also rely on a lot of outside resources. I have eight to 10 builders in my development who I lean on, along with Kaylee Nungesser, who helps me with the overflow on deals.”

FAMILY FOUNDATION

Away from work, Andrew treasures time with his wife, Marisa, and their two children — their 6-year-old daughter, Kinley, and their 4-year-old son, Beckham.

Our children are really into sports and being active. That’s one of the things that I enjoy about working in real estate, as well, is that it has offered me the ability to create a schedule that works for business and personal life. I have always officed from home since the beginning with Banister Real Estate,” Andrew says.

“That has been very important to me to help balance life with work and family ... to really be present with them.”

In his free time, Andrew is an avid golfer and is a member at Crestview Country Club. He also has a passion for fishing.

Another free-time activity, which has become a family affair, is taking care of and maintaining the lots in the development that he and his family live in, and he develops.

“Bel Aire has been so good to us. As we put this development together, they believe in me and took a real leap of faith,” he says. “This is an outstanding community.”

LEADING BY EXAMPLE

As Andrew reflects on his career, he also offers advice for others who are looking to move forward in their own real estate careers.

“One thing I would say is that activity breeds activity. As a young person getting into it, know that creativity creates activity. You can’t be stagnant. I did a lot of open houses to create that activity,” he says.

“Also, finding a niche is important. In the process, find a way that fits you as a person, feels natural and that you have a passion for. It’s not just about selling as many houses as you can.”

Day by day, Andrew Reese continues to make an impact by innovating, growing and creating an edge for those he works with.

As he says, “I have a true passion for what I do ... and having a chance to help people move ahead.”

“

**AS A YOUNG
PERSON GETTING
INTO IT, KNOW
THAT CREATIVITY
CREATES ACTIVITY.
YOU CAN'T BE
STAGNANT.**

”





BUSINESS + PROMOTIONAL
FILMS, DRONE SPECIALISTS

ADLERGREYVIDEOGRAPHY.COM

REAL ESTATE PHOTOS,
VIDEO, MATTERPORT,
AND MORE.

ADLERGREYCOLLECTIVE.COM

LOCALLY OWNED. LOCALLY OPERATED.



YOUR EVENT JUST GOT BRIGHTER

Custom Lighting • Event Design • Furniture Rentals



316-932-2876
LELUCILIGHTING.COM



214 S. COMMERCE
WICHITA, KS 67202



A step ahead of other buyers.

NEW! CUA NOW OFFERS COMMITMENT LETTERS!

- Strengthen your buyers' offers with more than a preapproval.
- Send your buyers to the table with the upper hand.



CREDIT UNION
of America

Friendly Home Loans

Contact us today to learn more!
316.265.3272 x191
CUofAmerica.com/HomeLoans