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SEPTEMBER 2021

WE HAVE BIG NEWS TO SHARE WITH YOU

Help us welcome Shauna Walden to our team!

Shauna Walden is excited to serve you as a Meritrust Real Estate Senior Loan Originator. She is entering the position with 14 years of experience in the mortgage industry. Shauna is a valued and trusted professional who will ensure your client's homeownership goals are met by taking time to understand their needs and exceed expectations.

Congratulations, Messina!

Congratulations to Messina Hamlin on her promotion to Real Estate Sales Manager. In her new role, Messina will help guide our team of Loan Originators in continuing to provide an exceptional home-loan experience. As she moves into her new role, Shauna will take over as your Loan Originator and point of contact for questions and assistance.

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Let's talk today.



Shauna Walden

Sr. Loan Originator
O: 316.252.8045
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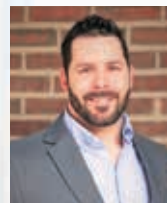
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► publishers note

2 YEARS STRONG & Just Getting Started

This September 2021 publication is a bit more special than normal because we've officially been in print for two years!

I am flooded with gratitude and joy that I can bring something of value to the Wichita real estate community that holds a special place in my life and heart. Thank you to every single one of my business partners and to each and every agent for your support. Having told only a few hundred stories thus far, we have *thousands* more to share. We are just getting started!

As school commences for our kiddos and our fall routines come back into full swing, I think we can all agree that 2021 is flying by! With all growth and the transition to a new season, change is inevitable. I'd like to introduce the newest member

of our *Wichita Real Producers* staff, Editor Ashley Streight. Ashley is a native Wichitan and is an incredibly talented female entrepreneur. You're welcome to reach out to Ashley or myself with any questions, concerns, feedback or nominations of agents to feature.

And last but certainly not least ... Mark your calendars now for our next BIG REALTOR® Appreciation party on October 14th from 4-8pm. Craig Sharp Homes will be the generous host in a gorgeous \$1.7M+ new build in Emerald Bay Estates.



Your friend, publisher and fellow REALTOR®
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ask the expert
Written by Ashley Streight

GUARDIAN
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When it comes to roofing and construction, Tyler Jackson, owner of Guardian Roofing & Construction, is on top of the game. Not only does he know the construction industry well, but his family has been in the real estate industry for most of his life. Though he earned a degree in Golf Course Management from Kansas State University and worked in the field for three years after college, he was lead back to the roofing and construction industry by his passion for helping people. He began working in construction at the young age of 14 years old. He says that seeing the final product of a construction project and a happy homeowner are what is most rewarding.

Tyler says that their company has six principles that they follow while doing business:

- Accountability
- Approachability
- Concise Communication
- Cleanliness
- Integrity
- Punctuality

He says, "We believe that if we fulfill these 6 simple tasks during each and every job we encounter, we will establish a secure and long-lasting relationship with every one of our customers." He calls it the Guardian Approach.

Working right alongside him are Tyler's two brothers, Daniel and Nick. With their family heavily invested into the real estate community while growing up, they take real estate transactions seriously. They understand the time constraints put on real estate agents to have potential roofing or construction related issues addressed during a home sale. One of their goals is to ensure that both sides of the transaction end up happy, and of course provide quality work for a fair price. Their now expanded team of construction professionals allow for them to provide real estate agents a short timeframe turnaround on getting to their potential project and thus not slow down a home sale transaction.

This year, Tyler says he is most proud of their partnership with Tony Zimbleman and Habitat for Humanity to donate seven roofs on new construction builds for Habitat for Humanity. Their partnership, along with shingle manufacturer, GAF, allow Guardian Roofing & Construction to give back and that, Tyler says, is "the most important thing we could possibly do."

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▶ on the rise
Written by Heather Pluard

CHANGING DIAPERS AND CLOSING ON MILLIONS PRETTY MUCH SUMS UP THE LAST FEW YEARS FOR MOM BOSS BAILEY HAYDEN, AND SHE COULDN'T BE HAPPIER! WITH FOUR CHILDREN UNDER 3, \$21 MILLION IN CAREER VOLUME, AND MULTIPLE AWARDS IN HER NAME, BAILEY IS LIVING HER DREAM LIFE. BUT FIVE YEARS AGO, HER SITUATION LOOKED COMPLETELY DIFFERENT.

"My husband, Travis, and I struggled to start our family," she says. "The losses we experienced led us to become foster parents. Ten days before we were officially licensed, we discovered we were pregnant – something we were pretty

sure we never wanted to experience again. During my second trimester, I was walking out of a KW Bold class at 3:30 on a Wednesday afternoon, and my phone rang. There was an eight-day-old baby boy who needed a home. I immediately said, 'Yes!'

By 5:30 p.m., they brought this baby to me, and he was our responsibility. I was in shock. I had never had a baby even stay overnight in our house, and now we had one to take care of until he could go back home with his family. HE NEVER DID. He'll turn 3 this month, and we are praying for his adoption to be finalized by the end of this year because we can't imagine our life without him."

A Wichita native, Bailey attended Cowley County Community College on a soccer scholarship and graduated in 2012 with an Associates in General Studies. "I thought I would get a degree in early childhood education to open a daycare, but the classes they offered weeded me out," she laughs. "After college, I was always in sales of some type before making the leap into real estate. I had wanted to sell houses for quite a while but couldn't afford the gap in income until Travis offered to help. We got married on April Fool's Day in 2017, and he is still my biggest cheerleader."

Bailey started in the industry in 2016 as an ISA. After earning her license that November, she stayed on the same team and sold 12 homes, 11 of which were through her personal network of friends and family. Then, in May of 2017, she launched Bailey Hayden Homes. She immediately started winning awards, including President's Club in 2017, 2018, 2019, and Master's Circle in 2020. In addition, Bailey was an LLS Woman of the Year candidate in 2018, won



Photo by T. Marie Photography

••• Wichita Eagle's "Favorite" Real Estate Agent in 2019, and Wichita Eagle's "Winner" for Best Real Estate Agent 2020.

"Last September, I felt called to start a team where it was a win-win for both sides, and if it were ever a win-lose, I would take the loss," Bailey says. "My team is not a means of extra income to me as much as it is a complete honor to see these agents succeed. I have always had a passion for training others, and I want nothing more than to see the agents I have brought on my team become top producers themselves. I also love educating my clients on the entire process before we get started so that they know what to expect instead of having whiplash each time something comes up."

A boss once told Bailey, "It isn't enough to give clients good service. You have to WOW them. People don't tell their friends and family about good

experiences like they do bad ones. If you WOW them, they will tell everyone all about it." So today, Bailey's best advice to agents is to focus on the client's experience and not volume or money.

"Set your goal on how many families you can help, and let that guide you," she says. "Then, take care of those clients beyond the sale. When there is a hiccup post-sale, don't ignore them. Step up. I also wish agents cared about each other a bit more. We are all humans, and we are all trying to achieve the same goal. Sometimes our clients may not be in agreement, but with two agents doing their best to find a middle ground, all parties can feel like they have won."

Bailey would like to be remembered for being an amazing mother first and an amazing agent second. "The most rewarding part of my business is the ability to be home and present with my children while also competing with my husband, who is a

UPS driver, to be the breadwinner," Bailey says as she winks. "If I can maintain a 5-million-dollar-a-year-volume business for the remainder of my career, I will be a happy woman. Of course, achieving 10 million and 15 million would be awesome, but it has never been about that for me. I would rather help 30 families a year buy their first home than only help five families a year buy million-dollar homes."

Outside of her business, Bailey's whole life revolves around Travis and their four children, Bodie (3), Cannon (2 and a half), Sienna (1 and a half), and a baby due any day now. "Our guardian angels are having quite the blast sending us babies back to back to back," she smiles. "We haven't ever taken

another foster placement because we keep having surprise biological kids! With our kids all being so young, our hobbies mainly include Tanganyika and the Barnyard Indoor Playground. We like to have fun and go to our neighborhood park, the trampoline park, and splash pads. And the boys have recently started horseback riding lessons. Success in my business means I can support my family financially, while also being present for all of their milestones, events, and memories to be made. I'm incredibly thankful those dreams have come true!"



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GAYLIN LANGHOFER & LEAH LAWRENCE

ONE TEAM, ONE DREAM.



▶▶ team spotlight

Written by **Ashley Streight**
Photography by **Kelly Remacle Photography**

When it comes to teamwork, Gaylin Langhofer and Leah Lawrence know exactly what they're doing. From a young age, both had careers in cosmetology, though they eventually found their way into the real estate industry. Leah purchased her first home when she was just 18. After making improvements, she sold it and had some equity, then purchased another home and repeated the process. This made her more intrigued with real estate and decided to get her real estate license in 2005. Gaylin relocated to Wichita and was greatly inspired by her real estate agent, Eleanor Winters. When the opportunity arose to become a licensed assistant in 1991, Gaylin took it. Four years later, she was recruited by Ritchie Development and for the next 16 years, marketed and sold new homes in Wilson Estates, Residences at Waterfront and The Residences at Reed's Cove.

Opportunities and success continued to follow both women in their real estate careers. In 2010, both knew Coldwell Banker was their home. Over the next eight years, they became friends. In 2018, Gaylin's mother became ill, and Leah offered a helping hand during this tough time. Leah, having a small child, had been searching for a partner, so she purposed the thought to partner with Gaylin. "It's been a great match ... even though we're in different generations and stages of life, we feel like we make a great team, and, even better, we are family and best friends," Gaylin says. Both women bring unique education and experience, but when it comes down to it, their goal is to provide the best experience to their clients. They understand that communication and dedication is key. It takes courage and tenacity to be honest REALTORS®. "We want to be your real estate consultants for life – not just for today."

Great agents always have great mentors. For Leah, it was Todd Welsh. He was a national speaker, trainer, and real estate coach for "By Referral Only." It was a very cutting-edge business system and one of the first to help agents implement video into their businesses. She began to travel quarterly around the U.S. for trainings. She says: "I was so grateful for the opportunity to become friends with the founder, Joe Stumpf. I learned so much from both him and Todd. I adopted the mindset of building relationships vs. deals. Gaylin and I follow these principles as a team now."

As in life and business, Gaylin agrees that hard work and education pay off. She also sought out top trainers to receive many designations over the years.

“WE WANT TO BE YOUR REAL ESTATE CONSULTANTS FOR LIFE – NOT JUST FOR TODAY.”



Both women have served on the RSCK Board of Directors and are involved with community projects. Gaylin donates her time and sits on the board to Kids 4 Kids. Gaylin has grown, married children, Dawn and Drew, and is a “Gigi” to two “perfect granddaughters.” Outside of work, travel and adventures with family and friends take top priority, she says.

Leah’s husband, David, has been a State Farm agent for 29 years, and she says he is her biggest cheerleader. They decided to combine their entrepreneurial spirits and purchase rental property starting in 2012. They now own 17 homes and manage them together as a part of their retirement plan. They have one daughter, Elise, who is 6. Their family loves traveling, hiking, biking, snorkeling and zip-lining.



How do they define success? Both women say that “having a balance of career and family is utterly important, so we feel extremely blessed that our partnership has made this attainable.” Having the respect of their clients and peers is also something extremely important for both women. They want to be remembered for who they are as people – being loving, fun, having a sense of humor and being genuine.

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THE LION TATTOO ON JESSICA SCHMIDT'S ARM IS A SIGN OF HER TENACIOUS NATURE.

But even without it, you would be able to tell that the broker/owner of Reign Real Estate has an all-in approach to life and her work with clients.

"I know I have the ability to be fierce. It's a constant reminder to me. This reminds me to get up every day and be fierce and keep working toward my goals," Jessica emphasizes. "That's the only way that you're going to get there."

That spark was honed from an early age.

"When I was a little girl, I had a single mom. I watched her struggle, and now she's the Cardiovascular Lab Manager at Hutchinson Regional Medical Center. She put herself through radiology school," Jessica points out with pride.

THE DRIVE TO WIN

Jessica also put her competitive drive to work with her eyes set on a big goal.

"I wanted to be an Olympic gymnast. I remember my grandparents taking me to gymnastics practice through time. I was very committed to that," she remembers. "That's where I get a lot of my self-discipline from going to years and years of gymnastics."

As she came of age and started her family, Jessica took that spirit into life. It would serve her well time and time again.

"I went through a divorce, and it kicked me pretty low financially for a time. I'd say that was my lowest adult point in life," Jessica remembers. "I was working a part-time job and always looking for other gigs while I raised my two children."

CRUCIAL CONVERSATION

In the course of time, a pivotal conversation changed the trajectory of her life.

"Alan Howard with Results Realty asked if I was interested in getting my real estate license," she says. "It sounded good, so I gave it a shot, and the rest is history."

While real estate had never been on her radar before that, it was soon apparent that Jessica and real estate were made for each other.

"Real estate was never the path that I thought I would choose. I went to Kansas State University, and I thought I would become the owner of a gym," Jessica says. "After having the chance to work in different careers, I've found that real estate really fits the values that I have ... freedom,"

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•••

authenticity, family and fun. This career allows me to have a lifestyle that meets my personal values.”

Early in 2020, Jessica decided to take the next step forward in her real estate career by starting her own brokerage.

“We started a month before COVID shut everything down last March,” she recalls. “But we’ve definitely made it work. I have an assistant and two other agents who work with me. It was definitely a team effort to get going, and I don’t think I would have taken that step without my assistant. She is terrific.”

FULFILLING LIFE

In her free time, Jessica looks forward to moments with family and friends. She also enjoys any chance she has to get out in nature.

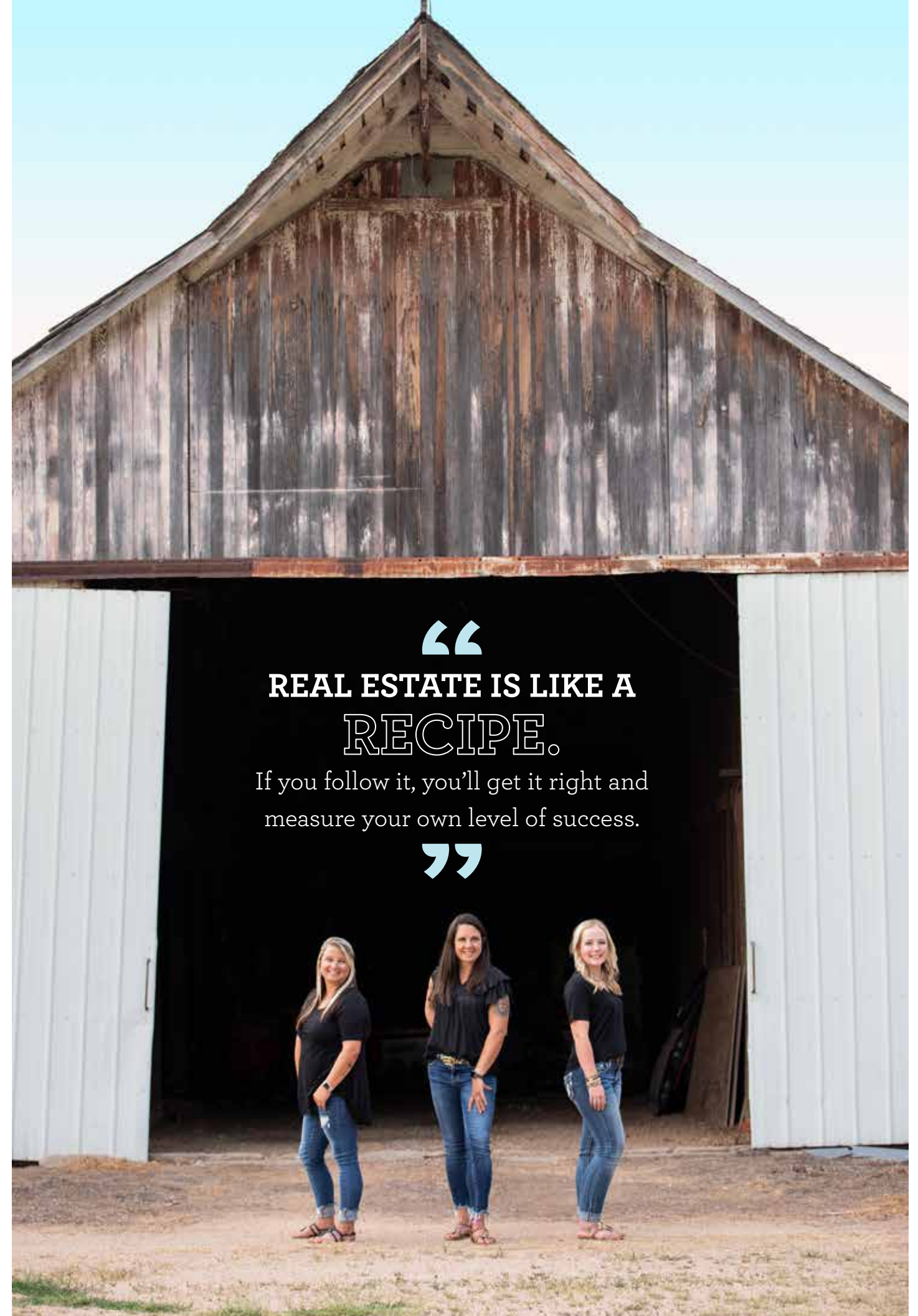
“In fact, my father-in-law raises bison, and I wanted to help take care of them. I wanted to see what that was like. My husband doesn’t care for it much, but I really enjoy it,” she smiles. “It’s my aspiration to someday learn how to manage all aspects of the bison ranch.”

In her free time, Jessica has a heart for giving back.

“One of the programs that I really am a big fan of with Interfaith Housing and Community Services helps people pay for home repairs or down-payments on a property,” Jessica says. “I used that program to help make repairs to my house and then re-sell it.”

As she considers her own career in the business, Jessica offers advice for those who are just getting their own start.

“I’ve mentored a couple people and I say, ‘Real estate is like a recipe. If you follow it, you’ll get it right and measure your own level of success.’ You have to figure out what your success looks like. Another mentor, Harland Priddle, said ‘He who aims at nothing hits it every time.’”



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KELLY WATKINS



BRINGING IT ALL TOGETHER

REALTOR® Kelly Watkins is a Top Producer like no other, with a career volume of nearly \$149 million, and over \$16 million just last year, her dedication to real estate is incredible. Kelly was born in Texas but grew up

in Wichita. Her real estate career began in 2001, and she has been going strong ever since. Though being a stay-at-home-mom was a dream come true when she was younger, she found herself needing something of her own.

One random Thursday, the thought of becoming a REALTOR® popped into her head, she opened the phone book and called a real estate instructor. He said he had a class starting Monday and signed her up. She then called a babysitter she was referred to in order to see if she would watch the four kids for the week, and she said yes. But, she was moving out of town in a few weeks and asked could Kelly be her agent. Just like that, she had a new career and her first client!

Once she had her license, a friend of hers reached out to his step-dad, Mike Weigand, to tell him she would like a tour of the office. Mike picked her up in his Cadillac for the 'tour,' walked her into Delaine Lacey's office and said, "This is Kelly Watkins. She is your newest agent!" Twenty-one years later and she says, "I'm still glad I did not object in that moment!" In 2011, she was even named Weigand's number-one agent. When it comes to people she looks up to, Kelly says she is Delaine Lacey's biggest fan. She has been Kelly's Broker for 20 years. During that time, Delaine has been her biggest supporter, encourager, mentor and even disciplinarian when needed.

Kelly is married to her husband, Jason, and has four children (Keara, Jordan, Cassidy and Justin). They are a very close-knit family and love spending Christmas in Mexico every year. Though she has been highly successful in her real estate career, there have been obstacles for Kelly. She became a mom at 19. Her daughter was born premature at 29 weeks and with Cerebral Palsy. (She is wheelchair-bound, has no use of her legs and limited use of her upper extremities.)

...

She says having a special-needs child throws you into a world unfamiliar to most. Though it hasn't always been easy, it's been a wonderful learning experience for their family, and they have all learned how to be positive, even during difficult times.

One of Kelly's favorite things is selling the lake lifestyle. Her family moved to Ridgeport Lake in 2005, and since then, she has sold hundreds of homes on the lakes around Wichita. She says the most rewarding part of her business is hearing from clients who have purchased on a lake, to find that their children are now fluent in boat lingo, can wake surf and just had no idea how life-changing lake living can be. Kelly and her husband have even started flipping homes and she says it's a fun, yet challenging extension of her business. They say you should find a passion that keeps you up at night, and this certainly does just that for her. She says, "Even though I know real estate like the back of my hand, it has been so fun to push myself out of my comfort zone by learning more of the construction side, making day-to-day fast-paced decisions and really thinking about how we can transform a house into a new home for a new homeowner or family to enjoy for years to come."

Outside of real estate, she is a part of Big Brothers Big Sisters, and she loves designing, planning and creating. In fact, she holds the "Best Dorm

...

“FIND A
BALANCE
AND KNOW YOUR
PRIORITIES.”





••• Design” at Florida Southern college for her daughter’s dorm for three years in a row. She also enjoys running with a group of her girlfriends.

When asked to give some advice to up-and-coming agents, Kelly says, “Find a balance and know your priorities. I know that is easier said than done when you’re at the height of your career with your phone ringing off the hook, texts and emails you can’t keep up with, and your mind boggled with deals. But, always remember to slow down, appreciate your family, whom you may be sacrificing time with, and relax. Deals will come and go, some will fall apart,

some clients will not like you, and some friends will not use you, and that’s all okay. Focus on what matters, and take care of yourself and your health.”

Something fun and unique about Kelly and her business is that she absolutely LOVES staging. In fact, she even has a storage unit at the ready and says, “Sellers beware; if I ask for permission to bring over a few items to help the home look its best for pictures and showings, there is a chance I show up with a carload!” In close, Kelly is one-of-a-kind. She’s a wonderful example of not only a REALTOR® but a great person as well.

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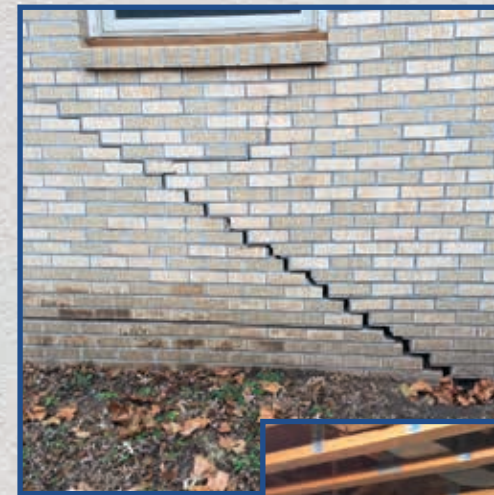
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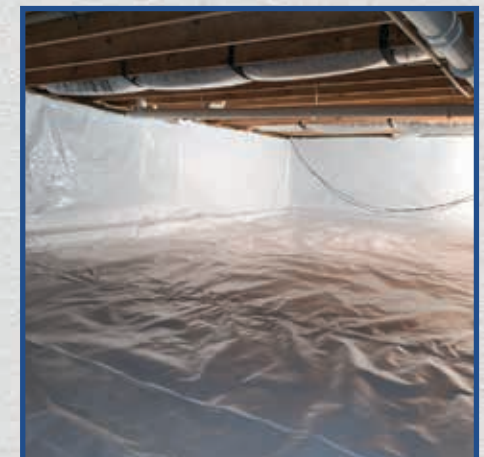
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LENNY *D*iaz

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Real Estate Associate Broker Lenny Diaz is a local legend in the real estate business. He was born in Lima, Peru (South America), and moved to the United States in 1960. After attending college at WSU, he went back to Peru and earned a degree in theology and business administration from Lima University. After college, he did not go directly into real estate but joined John Hancock, where he worked for 25

years in mutual funds. After that, he went to work for Don Klausmeyer, which is where his interest in real estate was sparked. Don told Lenny that he belonged in sales, not construction.

The road wasn't easy, though. Three different brokers told Lenny he wouldn't make it in this industry, which is when he made contact with Tim Holt. Unlike the other three brokers, Tim

...

▶▶ local legend

Written by Ashley Streight
Photography by Kelly Remacle Photography

••• believed in Lenny, and he went on to obtain his real estate license in 1997. Even though it took him four times to pass the test, Lenny never gave up, which is something we learned about him during our interview. No matter what the circumstances may be, he never backs down. To begin his career in the real estate industry, he worked at Golden Ink. Next, Lenny opened his own company (Casas Homes and Realty) but went back to Golden Ink about six years ago. When we asked him why, he said he went back all because of Tim, his mentor. When no one else believed in him, Tim did, and Lenny says he will always be grateful for that. There have been other obstacles for Diaz throughout his career. After a stroke four years ago, he

graduated from college and coming back to him to purchase their first homes.

As we mentioned before, Tim Holt is Lenny's mentor. Lenny says Tim is "the most educated, honest, humbled and Christian broker he knows." Alongside his real estate career, Lenny has also served as a volunteer for Mennonite Housing for 20 years, teaching the homeownership class. He also used to assist with Enrolling kids in school in the Spanish community because the husbands had to go to work in the construction field from 6:00 am to 7:00pm. His love for volunteering is something we are in awe of. He is happily married to his wife, Jackie, and they will be celebrating an incredible 53 years

“ Help people regardless of their income. Be kind and remember that to some families, the cost doesn't matter. It is more blessed to give than to receive. ”

was left paralyzed on his right side. Even though he went back to work just nine months later, he struggled to walk, so he brought in his son-in-law, Steven Reed, to assist. Prior to real estate, Steven was a teacher, but left his teaching career to work with Lenny. In his first year in the business, he earned Rookie of the Year and brought in a volume of nearly \$2 million last year alone.

When it comes to achievements, his proudest moment was earning second place at the National Volunteer Awards and was presented with the award by the President of the United States at the time, George Bush Jr. During his career in real estate, Lenny has a volume of over \$160 million. However, the most rewarding part for him is helping others. Specifically, low-income minorities. He says that for those families, an \$80,000 house is no different than a \$1-million house to a higher-income family. It's all about helping everyone, regardless of race, religion, education or income. What's even better, Lenny says, is seeing the children of the families he's helped over the years, grown up,

of marriage in September. They have one daughter, Gina Diaz, who is 42. Gina helped Lenny for the first seven years of his business, and he says, "I owe her 100% of my career. She was the best assistant I ever had, but her dream was to become an RN. After seven years, she graduated from Newman University and started her dream carrier for which her mom and I are so proud and happy."

One of Lenny's hobbies used to be racketball. (He even earned second place at state in division C in 1982.) Now, Lenny loves is to read religious books, such as *The Life of Saint Joseph and Spouse, Virgin Mary*. In fact, he is just 13 books from finishing the Bible and says he gives honor to Jesus at all times.


We asked Lenny was advice he has for other real estate agents. He says to "help people regardless of their income. Be kind and remember that to some families, the cost doesn't matter. It is more blessed to give than to receive." He truly is a local legend, and we are all lucky he's a part of both our industry and community.






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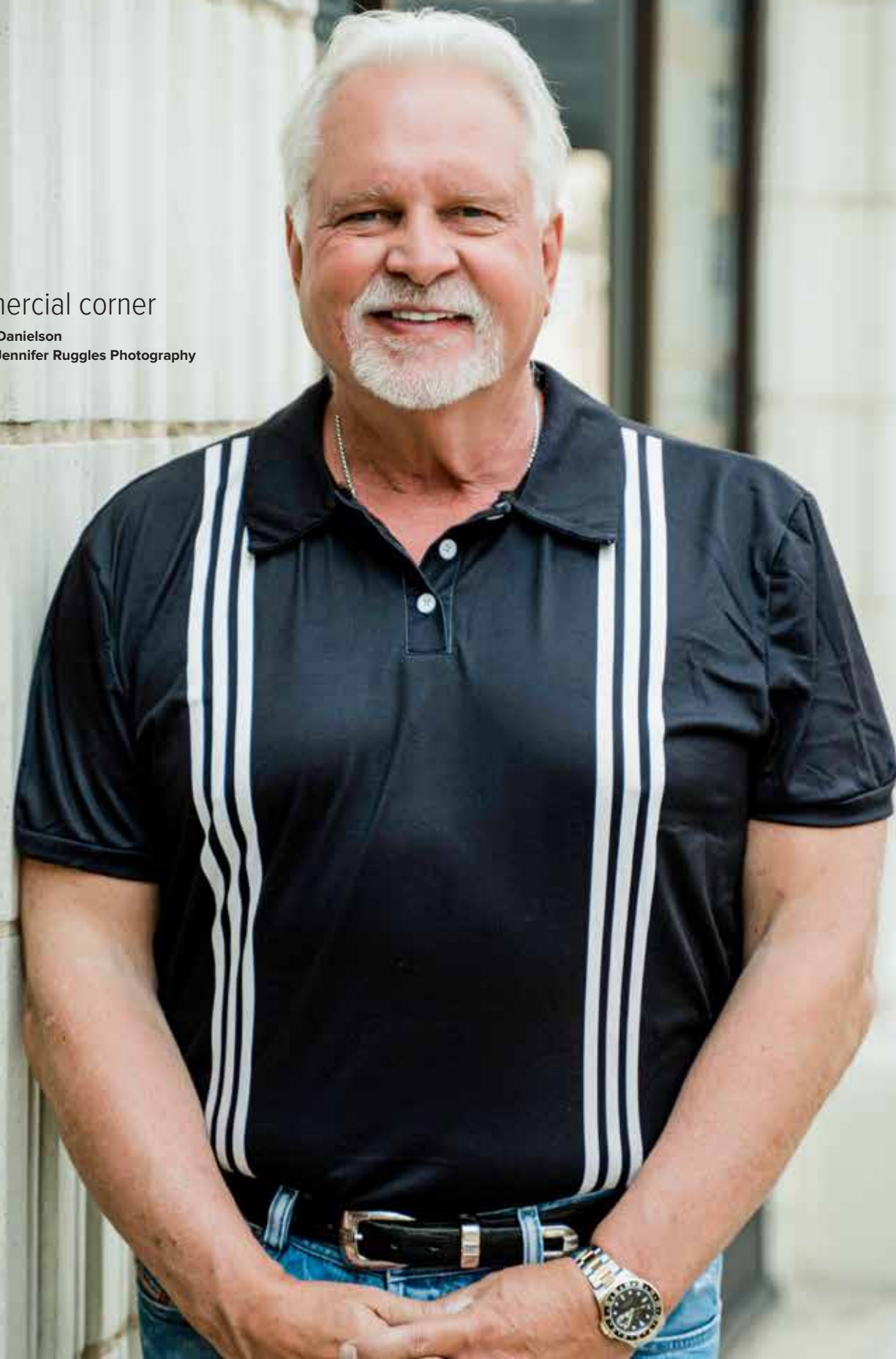
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MORRIE SHEETS

commercial corner

Written by **Dave Danielson**

Photography by **Jennifer Ruggles Photography**



The Business of Building Success

Few have more firsthand knowledge of the commercial landscape than Morrie Sheets.

As a Commercial Sales Associate with JP Weigand & Sons, Morrie has made a rewarding career out of building success in the commercial sector.

Gaining Ground

Morrie graduated from the University of Kansas in 1981, and then he went to work for Dan Carney the day after his graduation. He earned his real estate license in 1985.

“My start in the business really happened by default. I was working for two brothers, Dan and Frank Carney out of college,” Morrie remembers. “I started out in Denver in restaurant management at an Embassy Suites that Dan owned.”

From there, Morrie quickly became immersed in the business on a national scale.

Dan owned and partnered with others to acquire hotels in different cities. In the process, Morrie was moved to Denver, Kansas City, Memphis, Atlanta and Tyler, Texas.

Coming Home

In time, Morrie returned to Wichita and ran restaurants in the area.

“I liked the acquisitions and deals Dan did in real estate, so I approached him and said I wanted to get involved in real estate deals, as well. He didn’t think I was quite ready, so he sent me to work for Willard Garvey for one year.”

After a year, Morrie was ready to take big steps ahead. They formed Chaseland, Inc. as partners with Carney in 1986.

Coast-to-Coast Development

During Morrie’s storied career, he has worked with some of the biggest names in the restaurant world, including Pizza Hut, Joe’s Crab Shack, Churches and Popeyes Chicken, Lone Star Steakhouse, Landry’s Seafood and finding over 250 Rent-A-Center locations throughout the United States.

“I was single and had the ability to travel for many years. In fact, I’d say there were 25 to 30 years when I was

out of town 300 days of the year or more,” he explains. “In the process, we figured out that I had done over 1,800 site developments in every state in the nation — except Alaska.”

Then 19 years ago, Morrie transitioned in the building and development side of the business, forming a partnership with Dan and Gayla Carney and Colby Sandlian.

“From 2000 to 2009, we did a lot of work developing U-Stor sites,” he remembers. “We put together 22 mini-storage facilities in Texas, Kansas City and Wichita, representing over 1.4 million square feet of space. I had the best construction partners in the business, with Nick Howell and Larry Turner. Without them, I would have built probably only five.”

After selling the business in 2009, Morrie considered retiring.

“That’s when I got a call from Wink Hartman a partner of mine in Jimmy’s

“

It's all about relationships. I've found that it means so much to surround yourself with good people. Be loyal to them and make them feel like they are part of you and you are part of them.”

”

...

Egg Restaurant in both Wichita and El Dorado. He asked if I would come work with him,” Morrie says. “I enjoyed that for 11 years and sold my ownership in Jimmy’s Egg to him in July 2021.”

Active Pursuits

Now, Morrie stays busy with a variety of pursuits, including working as part of the JP Weigand & Sons team. He’s also a partner with Colby Sandlian in another venture, AOK Pawn Shops (both Wichita East locations), and developing warehouse distribution

centers of which two are under construction, with a third and fourth on the board. He is also doing another Exec-U-Stor Condo Development at Central and Greenwich. Plus, Morrie is also Founder and Co-Owner of Morts Martini and Cigar Bar.

“I love working and having fun with people and all the different businesses I’m involved with. Success breaks down to the people who are your employees. They aren’t actually employees. They are your partners.

You have to treat them with respect,” Morrie says. “And service is the key. If you can provide service better than anyone else can, your clients will never leave you. If you service your clients and make them happy, you’re making your company happy and, in turn, you’ll be happy and make a very good living.”

Wonderful Life

Family is at the heart of life for Morrie. He looks forward to time with his wife, Jana, their daughters — Libby and Dani — and their granddaughter, Eris.

When it comes time to unwind, a favorite beverage for Morrie is a nice glass of Scotch. He also enjoys time on the golf course, and stopping by his bar on Monday and Friday nights to meet old friends.

Morrie gets energized by analyzing new deals. In fact, it’s an ongoing passion.

“One thing I’ve done all my life is I try to find out about one different business a week that I don’t know about,” he says. “I like to visit them and figure out what they do and why they do it. I get to meet at least four or five new people a week. I love stopping at my bar on Monday and Friday nights.



As Morrie reflects on his career and the success he strives to create for others, he feels a lot of gratitude for those who have helped him along the way.

“There are many who have taken time to guide me ... people like Dan and Frank Carney, Tom Devlin, Jamie Coulter, Colby Sandlian, Wink Hartman and Ron Ryan,” Morrie smiles. “All of them were fundamental in making me who I am and teaching me what I know and how to act. And they all aren’t the same. I’m able to

read what people need from all sorts of different angles.”

As a coach and teacher to others, Morrie also continues to learn.

“I like doing what I can for the next generation coming up. The younger people also teach me at the same time. You can teach the old goat knowledge, too,” he laughs. “It’s all about relationships. I’ve found that it means so much to surround yourself

with good people. Be loyal to them and make them feel like they are part of you and you are part of them.”

Morrie definitely enjoys the journey of helping those around him.

“No one loves having more fun than me,” he smiles. “One thing I say is laugh out loud every day, even if it has to be at yourself. I’m the luckiest guy in the world. I’m enjoying this life. I’m living like I’m never going to die.”

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The Importance of Having Health Insurance Protection

ask the expert

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

As a licensed insurance agent with No-Nonsense Healthcare Ninja, LLC, Chad Beisel, knows all about the importance of having health insurance protection in place.

His mission is making sure others do as well.

“I know the under-65 health-insurance market like the back of my hand, and no matter the situation, I will be able to point the client in a direction that fits the client’s needs,” Chad says.

Sorting Out the Options

As Chad says, the insurance world is very confusing. He makes it part of his mission to help people sort out the path that’s right for them.

“I think one thing that is very important when you’re looking for coverage is making sure that you have an advisor who is willing to show you an option even if they do not sell it,” Chad points out.

Chad helps individuals and families understand what options are available to them and guides them to find the right option for their situation.

Access and Choice

When shopping for coverage, top-flight access is key.



“One important element is to make sure your agent actually looks to make sure that your current doctors are in your network,” Chad says. “Also, it’s important to have a plan or network that people actually recognize.”

Chad brings a wealth of experience to his work with real estate partners and clients. He’s very engaged in helping those around him.

“I live by H.O.P.E. ... Helping Other People Every day. This is what it is about for me ... putting the client in a better position before they met me or give them knowledge they did not have previously,” Chad says. “As a licensed insurance agent and being a mortgage loan officer before I got into insurance, it is a natural fit for me to build relationships with real estate agents.”

Family Foundation

Away from work, Chad looks forward to time with his family, including his wife, Megan, and their children — Grady, Marshall, Stafford and Ainsley.

In their free time, they enjoy taking trips to national parks, along with hiking, kayaking and outdoor activities of all kinds.

“We have a set goal of going to 10 national parks this year. So far, we’ve been to seven,” Chad says. Chad has the road trip set up in October for the family to knock out National Parks numbers eight, nine, and 10 off their list.

The passion Chad has for his profession comes through loud and clear.

“Having a PPO plan is especially important to have. Don’t only worry about the doctor you use today, but you need to make sure you have access to the best doctors and facilities in the nation,” he says. “Because you never know what might happen with your health.”

If you encounter a serious illness or injury, does your plan protect you against catastrophic loss?

“It is very important to make sure your plan has a stop-loss or max out-of-pocket feature. A stop-loss or max out-of-pocket feature is when the insured stops paying, and the insurance company starts to pick up the cost 100%.”

Making a Difference

There are other tips to keep in mind when it comes to selecting your coverage.

“I like helping individuals and families who are getting hammered with high health insurance premiums, bad benefits, and restricted networks. I am helping them with plans they do not even know exist,” Chad emphasizes. “The relief that I hear in most clients’ voices when I show them, they actually have options for their health insurance means a lot ... to know that I’m filling a need and giving them peace of mind.”

For more information:

CHAD BEISEL
Licensed Insurance Agent
No Nonsense Healthcare Ninja LLC
Cell: 405-435-2129
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Craig Sharp Homes' Newest Team Member

Craig Sharp Homes is proud to introduce our new Interior Designer, Mackenzie Gallardo.



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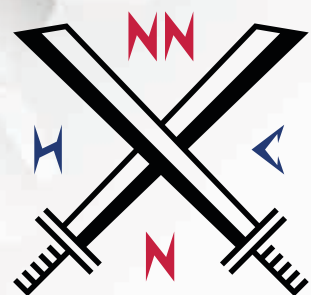
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Mighty Movers

MOVING AND DELIVERY SERVICE

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▶ partner spotlight

Written by Ashley Streight | Photography by Jennifer Ruggles Photography

It was after Tom and Sherry Smith moved to Wichita that Mighty Movers Moving and Delivery Service began. Once in Wichita, Tom got a job as warehouse manager for a large furniture store. One of the salesmen at that job encouraged Tom to go into business for himself delivering furniture. Tom and Sherry then started making deliveries, and their customers would often ask if they would consider moving their entire households. Just like that, Mighty Movers was coming to life. Tom had worked with some large van lines in New Mexico, where they are both originally from, so he had experience in the moving industry. Sherry says he's a very hard worker and fast learner. They started with an old U-haul truck and one other employee. After many years, Sherry finally convinced Tom that it was time to grow. They grew slowly, at their own pace and currently have five trucks, running the business hand-in-hand.

Overcoming obstacles is something we're all familiar with, and the Smiths are no exception. Tom and Sherry started with almost nothing in their pockets and say, "Thankfully, with a small loan to purchase a truck and good friends to provide the business, we were able to start this venture that has provided for us and our family over the years. We have had to learn the business end of this from the ground up."

When it comes to how they run their business, two things are always a priority – taking good care of their employees and taking good care of their customers. After all, they say one of the most rewarding parts about their business is that they both really enjoy helping people. They would like to add that they are very grateful for God's hand in it all. They say, "without His grace and guidance, there is no way Mighty Movers would have been a success."

They have three boys ranging in ages from 18 to 23: Taylor, Travis, and Thomas (the first two have both worked for Mighty Movers) and one daughter, Samantha, who is 11. They live on a small farm, so much of their time outside of the business is spent taking care of it. They also love to travel whenever they can and try to spend some time on the lake each summer. We asked them what success means to them. They said, "Success is being able to provide for your family and helping others." They want people to know that they truly strive to be fair to their customers. Not only are they fair, but also avoid many of the extra charges that other typical moving companies have and they always want to go above and beyond.

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