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APRIL 2022



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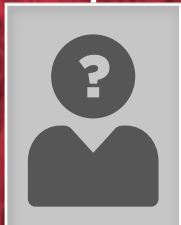
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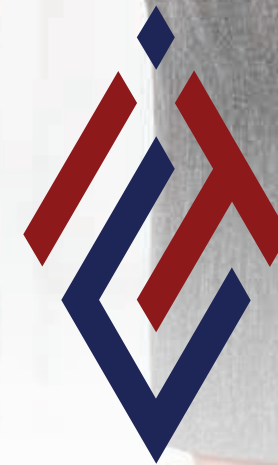
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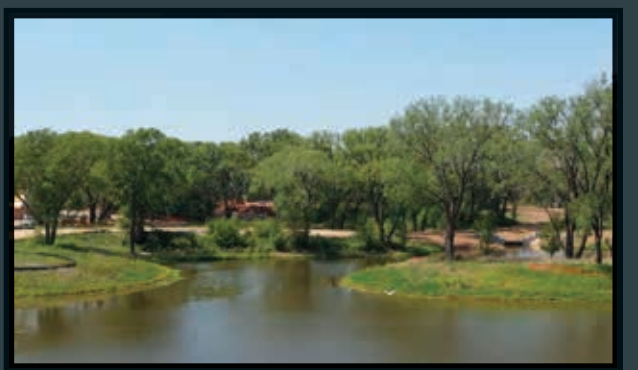
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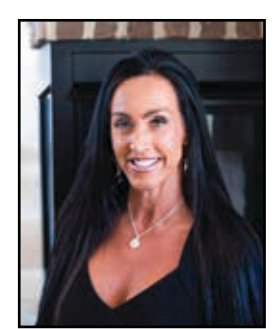
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As the publisher of *Wichita Real Producers*, I collect the stories and photos you see in every issue of your magazine, but I am no graphic designer. Lucky for you, there is a large and talented team of people who work behind the scenes to physically piece this publication together. In fact, there are 70 graphic artists who collectively design more than 800 magazines like this one every single month.

Did I mention every magazine is unique and custom? That's an amazing amount of work. I'd like to use this Publisher's Note to not only acknowledge what all our design team does but to congratulate them on some well-deserved national awards they've recently earned.

In the last few months, our design team was recognized by MarCom Awards and Graphic Design USA (GDUSA) Awards for the quality of their publication design and advertising design. In other words, you are receiving a magazine from an award-winning design team every month. That has a great ring to it, right?

MarCom Awards and GDUSA are two of the premier graphic design recognition programs nationwide. Being recognized by both organizations is no small feat. We are so proud of our design team members for always bringing their A-game to work day in and day out. Kudos!



If you've ever flipped through an issue of *Wichita Real Producers* and come across a story or spread that's really caught your eye, I'd love to hear about it. Send me a quick email and I'll be happy to pass this note of gratitude along to the team members who patiently piece together your monthly magazine.



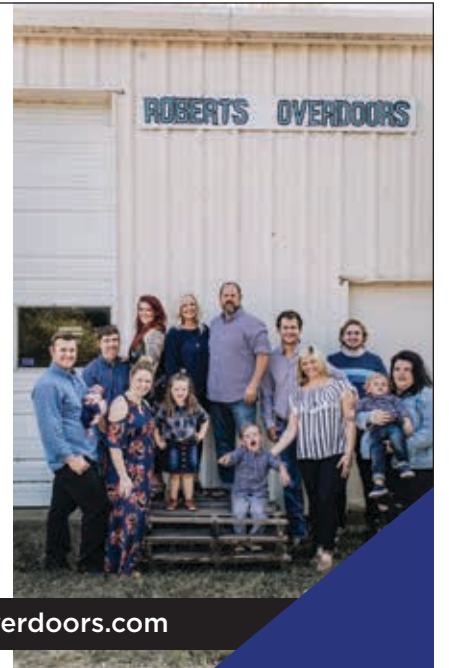
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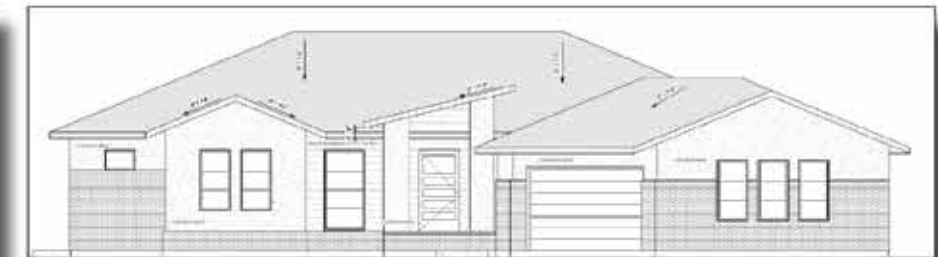
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“One of the most solemn and rewarding parts of helping people reach their Real Estate goals is knowing that you were someone your clients really relied on throughout the journey.”

That’s a feeling that Rebecca Hoskins holds onto.

As Associate Broker with ERA Great American Realty, Rebecca cherishes going the distance for her clients and upholding their trust in her.

As Rebecca says, “I love receiving the trust and friendship of my clients ... seeing the smiles on their faces when they finally get to walk through their homes, and having them refer their family and friends to me because of the trust that they have in me.”

Serving Those Who Have Served

Another very gratifying part of Rebecca’s role is serving those who have served the rest of us.

“A huge part of my business is working with military families ... both active duty and retired. My father was a U.S. Marine, and both brothers were in the U.S. Navy.”

Rebecca has earned her MRP (Military Relocation Professional) designation from NAR.

“A lot of my military clients are looking at homes remotely because they can’t be here. I enjoy making sure that I am able to show them everything they want to see in the

home so that they are comfortable making an offer,” she says. “That’s a critical part of what I can offer them.”

Labor of Love

In addition, a large part of her role is training newer agents in ERA’s office of nearly 100 agents. It’s a labor of love for Rebecca.

“I really enjoy seeing those who I have been able to mentor go on and have success in this career. One of the agents who I mentored last year made our Rookie of the Year, and another one that I trained this last year has done the same things. He also qualified for one of RSCK’s Rising Star Awards and was featured in Real Producer’s 30 Under 30 in the March issue. I’m SUPER proud of him,” she says.

“I like seeing the light come on in the newer agents’ eyes and to hear them say, ‘Wow, I hadn’t thought about that.’ The industry has changed so much from 20 years ago. At that time, we



“

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In time, Rebecca had the opportunity to take new steps in her career.

“I was already in medical device sales at the time. I had been selling a portable heart monitor for about four months when the towers were attacked in New York, and everything changed,” Rebecca remembers.

“I decided I could sell Real Estate, and sleep in my own bed every night instead of flying four times a week. So, I earned my license in 2002.”

Launching Her Real Estate Career

After starting her career and spending her first year at Weigand, she decided to help open the Keller Williams office here.

“I was the first agent in the door when Keller Williams opened up, and I helped open both offices,” she says.

From there, Rebecca helped grow Select Homes to four offices, including two in Wichita, one in Newton, and one in Hutchinson as Supervising Broker before redirecting her efforts to follow her true passion in sales.

Rebecca’s success through time has been exemplary. Through the years she has qualified for Presidents Club and Masters Club. She was also a Rising Star at ERA, and earned the Helping Hands Award — an award created by the owner last year for

her, because of her drive to help those around her.

In the process, Rebecca has recorded an astounding career volume total of \$43.3 million in sales volume.

Beyond the numbers, Rebecca enjoys the people part of what she does.

“I have spent a lot of time working in the background, assisting agents, doing compliance, coaching, and mentoring at various offices,” she says. “I’ve also had great mentors. I look up to Brodrick Jayroe and Cleve Smith. They are a wealth of information and I believe that they both adhere strongly to our Code of Ethics. As someone who has spent a lot of years serving on the Professional Standards Committee locally and at the State level, this is very important to me.”

Family Focus

Away from work, Rebecca enjoys spending time with her family, including her mom, Beverly, her siblings ... Linda, Robin, Susan and Jon and their families. She also likes to gather with her sisters cooking and playing bunco. She has a passion for baking. In fact, she used to bake cheesecakes for Larkspur Restaurant years back. She has even written a cookbook of her own that she hopes to publish someday.

Rebecca has a heart for helping, too. She likes to support the building of water wells in Nepal.

When you talk with Rebecca, it’s clear that she enjoys the opportunity to make a positive impact in the lives of those around her. At the same time, Rebecca maintains her focus on the journey of reaching those lofty rewards.

As she says with a smile, “Integrity is everything. Do the right thing.”

...

had so much inventory, and now there isn’t much. So, it means a lot to win the deal for them. It’s rare to have a private showing nowadays.”

Getting Her Start

Rebecca was born in Perry, Oklahoma, and grew up in Wichita. As she came of age, she graduated from Southwestern College with a Bachelor of Science in Nursing.

After college, Rebecca worked in the medical industry, with roles in Critical Care Nursing, (Operating Rm, Surgical ICU, NICU, Vascular Medicine), as well as in pharmaceutical/medical device sales.



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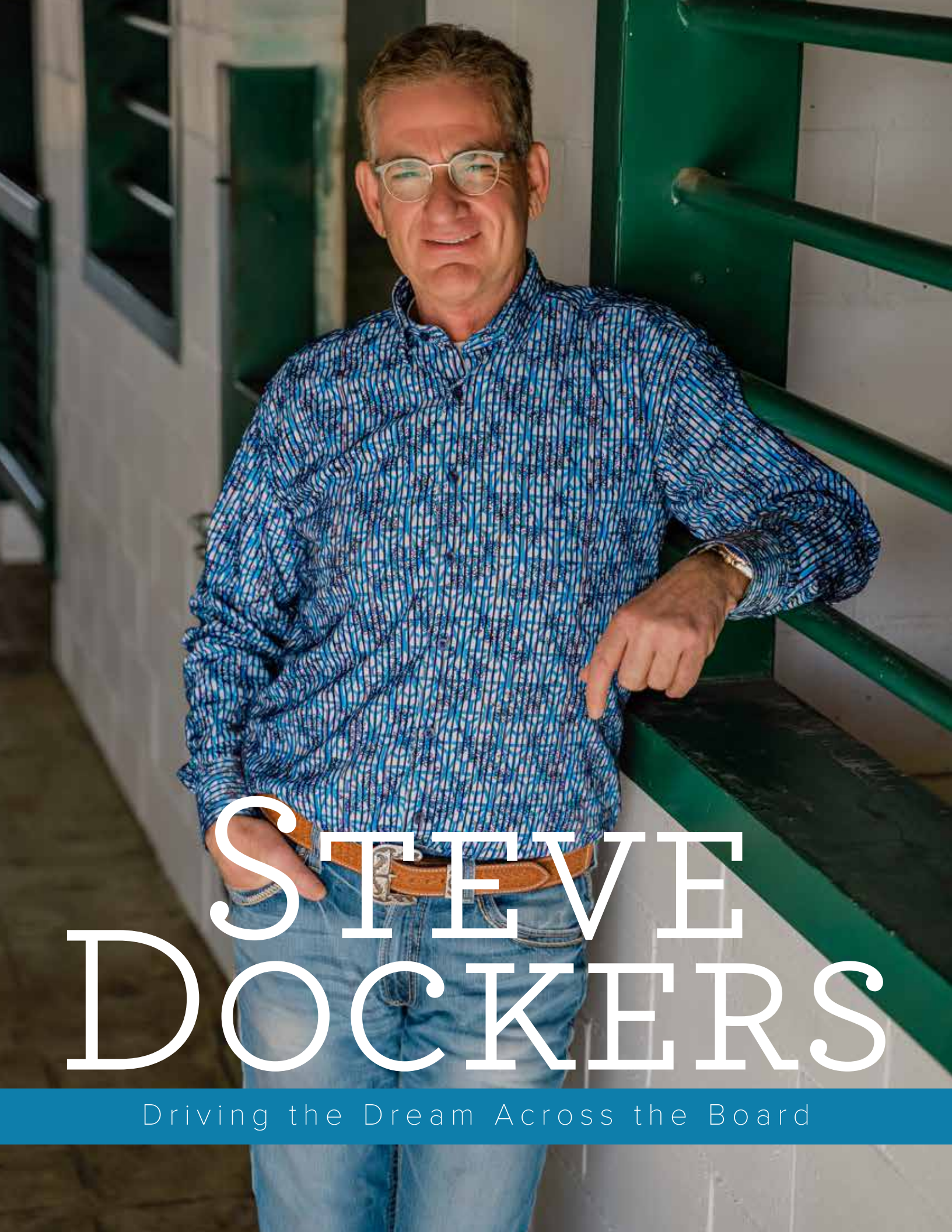
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STEVE DOCKERS

Driving the Dream Across the Board

▶ featured agent

Written by **Dave Danielson**
Photography by **Jennifer Ruggles Photography**

“One of the hallmarks of success is helping people from all walks of life achieve it for themselves.”

That’s exactly what Steve Dockers does through the course of his day-to-day work.

As an Associate Broker/REALTOR® with Platinum Realty, Steve drives the dream of homeownership to people across the board — regardless of price point or the metrics.

“My favorite part of what I get to do each day has to be being able to work with longshot buyers,” Steve says.

“I believe that everyone wants and deserves to own a house, even though their income or credit may not quite be there yet. It means a lot to me to be able to help buyers in that situation. It’s great to help people with the biggest financial transaction of their lives.”

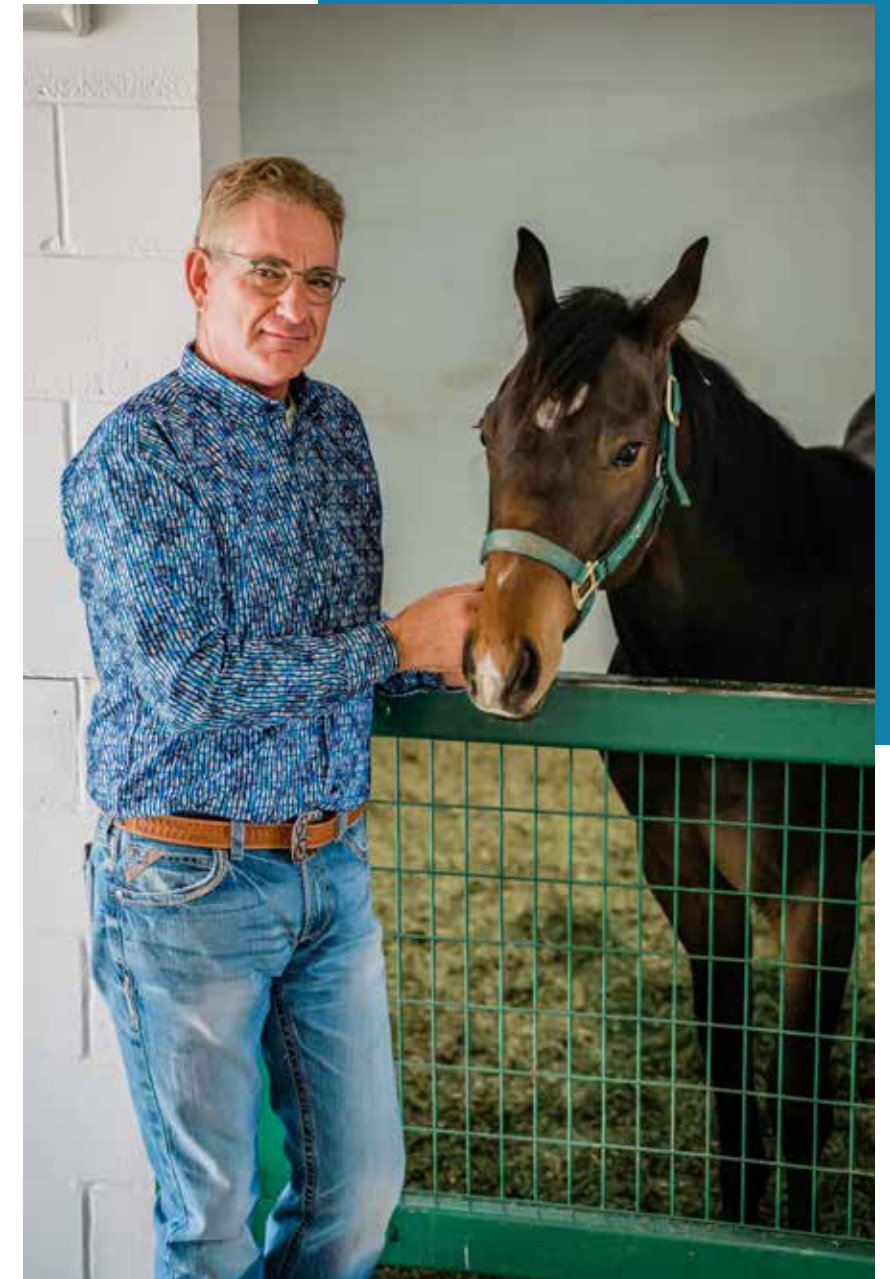
Getting His Start

Steve earned his Real Estate license about five years ago — back in 2017.

Prior to earning his license, Steve served in an Inside Sales Associate role. But his sights had been set on taking the next step forward for a time prior to that.

“I knew that I wanted to be a REALTOR®. The ISA role allowed me to learn, and I had an end goal of getting licensed,” he says.

“Any inbound leads came through me, and then I set appointments for agents to go on appointments.”



Gaining Valuable Experience

As Steve remembers, he has had the chance to do a lot of different things through his career.

“I’ve always been Real Estate-based. When I got out of college, my real dream was to be a builder,” he recalls.

“I had been a framer when I was growing up. I did lots of things, including working as a landlord and a horse dentist for a few years. I was even a builder for a while, but I found out that sales was a very good fit for me.”

...



•••

No Holding Back

As Steve began his Real Estate sales career, there was no holding back for him.

“It was sink or swim, 100 percent. I went right into a 100-percent brokerage office. At the time, I knew that with that model I was giving up more guidance to be able to keep more of my commission,” Steve remembers.

“But I’ve always been okay with being in a sink-or-swim environment. It think that it really boils down to what kind of work ethic you have. I’m a REALTOR® every day, no matter where I am or what I’m doing. I show up every day.”

Signs of Success

There have been plenty of signs of success for Steve. In fact, last year during 2021, he recorded \$9.4 million in sales volume, representing 54 deals — and he has done it as an individual agent.

Rewarding Life

Family is at the heart of life for Steve. He treasures time spent with his three children — his son, Eastin, his daughter, Simone and his son, Dalton — plus two grandchildren and another one on the way.

“I’VE ALWAYS BEEN A HORSE GUY. RACEHORSES WERE SOMETHING I DREAMT OF WORKING WITH FOR A LONG TIME, AND IN 2018, I WAS ABLE TO MAKE MY VISION REALITY.”

“I’m super proud of all of them,” Steve says with a warm smile. “That’s one of the biggest blessings of my life... I’ve raised three super great kids.”

In his free time, Steve raises and trains quarter horses.

“I’ve always been a horse guy. Racehorses were something I dreamt of working with for a long time, and in 2018, I was able to make my vision reality,” he says.

Leading with Integrity

When you talk with Steve, you instantly see the qualities that continue to make him a leader ... integrity, honesty and a willingness to go the distance as he drives the American Dream across the board.



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stephanie Jakub



Design Your lifestyle



► double-duty agent

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

With brilliant style combined with a pragmatic approach, Stephanie Gaskill Jakub leads Stephanie Jakub Homes and its clients to be inspired and think differently about their experience with buying, selling and designing their home to fit their lifestyle.

Still one of her favorite places to visit, Stephanie was born in Scottsdale, AZ, but grew up in Hugoton, KS, and says she's a Kansas girl at heart. After attending college at Kansas State University, she worked in several roles before transitioning to real estate.

"I have been extremely fortunate to have had a long career of serving others in a variety of capacities. My early career spanned over 15 years, where I worked with families and their children, as well as in executive leadership roles. I loved what I did, but then 'retired' from the public sector and transitioned into the not-for-profit world, where I had the privilege of working with a team of amazing women that taught me so much in a small amount of time. I then ventured back into the corporate sector and soon realized that I was not going to escape the entrepreneur spirit of three generations!"

For Stephanie, being a business-woman was inevitable. "I grew up with a mom and a Mimi that instilled in me a strong business acumen and a vibrant sense of style and design. It was natural! I inherited their love of people and ability to 'design on a dime' and have taken those innate abilities and a 20-year career in business and behavior management and created a business that serves others in a way that allows me to design their life and how they live."



She has been an individual agent with J.P. Weigand and Sons, Inc. since she began her real estate career in 2016 and says she has great support staff and professional teams that she partners with to ensure her clients receive the best experience possible.

“The pinnacle of my career came not when I was accepting awards, as I had expected, but the first time a young employee referred to me as a ‘leader’ and asked me to be a mentor. That is by far one of the highlights of my career and continues to be as I have had the opportunity to mentor and coach others. This simple request was greater than any award, bonus or plaque on the wall... It was truly when I realized these were merely a vehicle to allow me to impact others.”

She has a passion for combining design and real estate, providing a

full-service experience to each of her clients. Both industries are constantly changing, and it’s this dynamic business that feeds her soul. “Serving others is and always has been my calling. It has always provided more than enough to reach my dreams and goals.” She smiled.

Stephanie’s work doesn’t stop at design and real estate. She is also highly involved in the community. She serves as the President of the Board of Directors of The Women’s Network and Dress for Success, which has been a priority as she transitioned into business ownership. “I would have the flexibility to weave my desire to mentor and advocate for women and children who are at risk in the Wichita community. My business has far exceeded my expectations regarding the impact it would allow me to financially afford as well as the time to

support these efforts. As a volunteer and member of the Board of Directors for both Dress for Success Wichita and Women’s Network, and previously Make A Wish Kansas, I am able to see the impact firsthand that you can have when you dedicate yourself to helping women gain financial independence through the continuum of services that these organizations provide in our community. With my work with local companies and hospitals, I am able to share our great ICT community with so many possible recruits considering relocating to the area, highlighting the positive attributes of Wichita through my community tours, weaving in my passion for the city and the people of Wichita and Kansas.”

Family is one of the most important parts of Stephanie’s life. “My amazing husband and the man that believes in me, Dwayne Jakub, has been my

rock. He has supported me in all of my ventures and has been my biggest cheerleader.” She also lives close to her entire family and is a proud dog mom to Lola Belle. When we asked her what her hobbies are, we couldn’t love her response more as it’s a dream for every entrepreneur.

“I am fortunate enough to live my hobby every day! With a lot of

encouragement from others and a whole lot of faith, I turned my passion and part-time hustle into a full-time career that offers me so much more than I imagined! When I am not eating, sleeping, and breathing my passion for real estate and design, I spend every second I can with my extended family and family of choice, which is easy to do, as we live, work, and travel the world together.”

In closing, we asked her what one of her favorite quotes was.

“Work like no others work for a few years, and you will have a life like most will never have! Put your blinders on and run your own race! Don’t ask God to guide your footsteps if you’re not willing to move your feet!”



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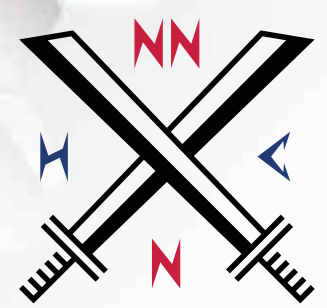


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CHAD BEISEL



BRINGING YOUR DREAMS HOME.

Born and raised in Wichita, Denzale De Berry has found his calling in his hometown. Though he spent 16 years in Dallas, TX, after attending college at Friends University, he saw the need to be home and build his businesses here. It was during his college years that he began in the banking industry, but then transitioned to property management. He worked in his original role for seven years before taking the leap of faith and opening his very own property management company, called Primero Asset Management.

When he moved back to Kansas in 2016, he earned his real estate license and also embarked on another business opportunity – opening another property management company called ImPower Asset Management. He says one of his favorite parts about what he does with his business is rehab and renovations, taking what he calls a “D” property and upgrading it to an “A” or “B” property.

Since obtaining his license, he spent a majority of his Real Estate career at ERA but made the choice to earn his Broker’s license in 2020. Since then, he has opened Demco Real Estate, where he thrives in an environment working with sellers and getting them the most value out of their homes. When it comes to mentors, Denzale says he’s always looked up to his mother because of her work ethic. He also cherishes his relationship with Eric Locke. “Eric has mentored me, taken me under his wing and has shown me the ropes. I still look up to him to this day.”



Written by Ashley Straight | Photography by Jennifer Ruggles Photography





We asked him what the most rewarding part of his work is. For De Berry, working with investors and showing them how to create wealth in their investments is at the top of his list. “Success for me means assisting others to be the best they can be.”

Continuing the line of helping others, he considers himself to be the king of the underdog. Why? “So many people I speak to have been told they couldn’t do something, and I love to help them and show them that they can. Motivating others and seeing them achieve things they never thought possible makes my heart happy,” he said. “Don’t ever let anyone turn your sky into a ceiling.”

When he’s not working, he enjoys singing and has been doing so his whole life. In fact, he has worked throughout the country for various artists over the years as a backup singer. The storytelling aspect of the art and how it can change a person’s mood or outlook is one of the things that makes singing so attractive to him. “It can change the atmosphere of wherever you are.”

Whether he’s working with investors, sellers, friends or family, Denzale wants to be remembered for always helping those around him and creating opportunities for them.

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DAN MADRIGAL

Savoring Success

Those who tend to make the strongest leaders in life and business aren't just in it for their own gratification.

They are there for the right reasons ... for giving their all on behalf of their clients and those around them.

That's the spirit that Dan Madrigal puts to work every day for those across the region.

As a REALTOR® with Berkshire Hathaway Penfed Realty, Dan savors the success he helps to create.

"One of the most gratifying parts of what I get a chance to do is presenting offers to my sellers or telling my buyers, 'Congratulations, you got the home,' because the market conditions are so challenging," Dan explains.

"The biggest joy is telling buyers they won against three or four other offers. Those buyers are so excited to know that they got the home and they are done looking."

Making His Best Better

Dan has a definite competitive side to him — a drive to give his best and make himself even better. That attitude has been apparent throughout his life.

One of the ways that played out was on the basketball court. In fact, he played through high school and even played a year of college ball, as well.

When Dan was 26 years old, he decided on a fresh path in life — Real Estate. There were several elements that added up to help him move in that direction.

"I always liked sales. There's no ceiling in it. Also, 90 percent of millionaires are self-employed. I love the fact that in Real Estate, there is no ceiling for how much I can make in a month or in a year. It's all up to me," Dan explains.

"Getting into Real Estate, I knew that was one profession that I could get into and really succeed in. There's nothing cooler than selling a house."

Gaining Ground

The traditional challenges of starting a Real Estate career were definitely there for Dan.

"I was paying off student debt, but I was single at the time. It was challenging during my first couple of years in the business," Dan says. "To be self-employed, you put yourself in a corner. Failure is not a choice. You either succeed or you don't. I actually enjoy that. I push myself to be challenged. I think that's a common trait among the people who are successful in this business."

Dan's record of results through time has been remarkable. In fact, he has earned recognition as the number-one agent in his brokerage from 2015 to 2019. In addition, he is a recipient of the coveted Diamond Chairman's Gold Circle.

Rewarding Life

Family is at the heart of life for Dan, including his children — his daughter Brooklyn, who is a high school senior, and his son, Braxton.

In his free time, Dan has a unique passion — collecting VW buses ... with a collection that stands at 10

“

In this business, we work together with other agents. I've built many friendships and comradery with other agents. It means a lot to me when they say, 'I know Dan will get the deal done and of course still represent his clients.'

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Instead, focus on your sphere of influence. That is the biggest advice that I can give anyone.



at the moment. He also likes going boating and camping with his children.

“Instead, focus on your sphere of influence. That is the biggest advice that I can give anyone. Those people are more likely to use you as a REALTOR®. If you focus on your own sphere of influence, that is the biggest thing I think you can do.”

When it comes to giving back, Dan likes to support organizations that battle cancer, as well as those that support animals.

One of the most rewarding parts of his work for Dan is enjoying those he sits at the closing table with — his peers in the industry.

“As I think about the fact that I've enjoyed doing this career for 22 years, my favorite REALTOR® who I've done business with is Rick Baker,” he says. “My staff is also a huge part of what I enjoy. I have the best staff that any agent could want. Plus, I'm proud to say that Patty Sanders has been the same Broker since I started.”

“In this business, we work together with other agents. I've built many friendships and comradery with other agents. It means a lot to me when they say, 'I know Dan will get the deal done and of course still represent his clients,’” Dan emphasizes.

Leading the Way

As Dan reflects on building his business, he shares advice with others who are looking to take their own steps forward in the business.

“I tell the people I work with that I don't hunt, I don't work on cars, and I'm not a handy man. I do one thing really well and that's Real Estate.”

“I think it's important to not focus so much on companies that try to advertise to try to get you leads and clients. Don't focus on that,” he says.

Congratulations to Dan Madrigal for exemplifying what true success looks like ... leading the way while savoring the success of those around him.

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If it's your first time purchasing a home, you probably have lots of questions, like: How much house can I really afford? Or which type of mortgage best fits my needs? Steve Farmer, Mortgage Sales Manager with U.S. Bank, can help you answer questions like that. He's worked with thousands of people nationwide and here in Wichita to find unique home financing needs.

Steve graduated from Butler County Community College, followed by Wichita State University, where he majored in Finance and graduated with a bachelor's degree in Business Administration. Following college, Steve worked as a Finance Manager at Saturn of Wichita, and then transitioned to home loans shortly after, where he's found his dream job. As a Mortgage Branch Manager right here in Wichita, he will help you find the right mortgage for your unique situation, and Steve has a solid team of loan officers, loan assistants and loan processors to guide you every step of the way.

Steve feels blessed to have the opportunity to serve others by helping people with their financing needs, and he thanks the Lord and some great mentors for leading him to success in the home-loan industry.

"My best mentors have been Annie Wake and Jim Schoen Sr. They took the time to show me how to succeed, and I now get to help mortgage loan officers develop a career as they help customers," says Steve. "When my team is successful, I'm successful."

Steve has a deep understanding that if you truly care about your customers'



and coworkers' needs, they will notice, appreciate, and tell others good things about you. He says, "Integrity means everything, so doing the right thing goes without question."

Being passionate about growing market share, learning new skills, and assisting customers with what very often is one of the largest purchases most people ever invest in is of the highest importance to Steve and his team. He says the most rewarding part about what he does is being able to help train loan officers to help people make the best decision on their purchase, refinancing or HELOC, while meeting their individual needs.

"I truly enjoy working with professional REALTORS® that are not selling Real Estate just for a paycheck. I am blessed to work with some of the best and help them be successful also."

Outside of work, Steve is highly involved with his church, where he has been the Treasurer for over 10 years. He is also the song leader and choir director. Steve, his wife, Hallie, and two boys, Braydin and Colton, enjoy raising Hereford Cattle on their small farm out by Cheney Lake, camping out and watching movies. Along with all competitive sports, Steve loves to snow and water ski each season.

No matter where you are in the home buying process, Steve and his team stand ready to serve you. "We work hard on behalf of our clients and partners when they need us 24/7/365, not just banker's hours"

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Will Harmon



▶ commercial corner

Written by **Manuela Nivia**
Photography by **Kelly Remacle Photography**

Cultivating an Entrepreneurial Spirit

For the past seven years, Will Harmon has had a flourishing career as a REALTOR® at Keller Williams Signature Partners, specializing in commercial Real Estate. It was his start in the restaurant industry a decade prior, however, that set him up for success. As a Wichita-born entrepreneur, Will boasts an expansive local network and a comprehensive database of area properties, which he utilizes to negotiate the best possible deals for his clients.

“With my business knowledge, local contacts, and expertise, there is not a project in the Wichita area that we can’t bring value to,” Will described. “I owned and managed two restaurants in the Wichita market. During that time, I’ve met most of the who’s who of Wichita. I learned the practical side of how a business runs and the importance of a strong contract, the power of a good relationship between landlord and tenant, and location, location, location.”

As a co-owner of the popular east-side eatery, Larry Bud’s Sports Bar & Grill, Will’s previous experience has distinguished him from other agents in the business. As a former restaurateur, Will knows firsthand the joys and challenges of operating a commercial business and therefore can skillfully relate to his clients on a personal level. Named Wichita’s Best Bar as well as Best Sports Bar and Grill in its heyday, Larry Bud’s allowed Will to perfect the art of





...
providing exemplary customer service for his clients today.

“It’s neat being involved in things you can drive by and say, ‘I helped that be created. I had a share in ensuring that was a new building or a new school or a new practice facility,’” Will shared. “When people go in to buy something, and they remodel or build, it helps create so many jobs as well. Every time I see something new and doing great, it makes me proud of Wichita, and I love being a part of that.”

Since his start in the business, Will has not only earned a Certified Commercial Investment Member designation but has also served as Vice President of the CCIM Board of Directors—commercial real estate’s most influential professional organization. Named the

number-two commercial producer at Keller Williams in 2020, Will has established an impressive \$30-million career volume thus far. For his success, he credits the support and guidance of well-known Wichita broker, Rod Stewart. In Rod, Will found a great mentor, friend, and confidant who imparted his prodigious wisdom.

“Rod and I were the perfect match,” Will recalled. “I was young and full of vitality, and he was older and needed legs. He was the real estate brain, and I was his legs. I wouldn’t be anywhere near as far as I am without him. He taught me how to be creative in figuring out outside-of-the-box ways to get deals done.”

Looking into the future, Will hopes to expand his brokerage group and create thriving opportunities for an

even larger team. As part of this vision, Will and his partner, Vicki Hunt, are currently heading a 100-home development in the center of Haysville, which is poised to bring life and spark to the city. The opportunity to enrich a community, enhance its value, and bring greater economic stability to local residents has been among the most fulfilling aspects of Will’s Real Estate career.

“The most rewarding part of my business is the opportunity to be a part of new and exciting projects,” Will described. “Every day is different; every deal is different. Whether multifamily, office, strip centers, or retail [properties], I can help find the future location for a growing business with either a leased space or purchase of a new build or existing property. I enjoy being part of the entrepreneurial spirit of this city.”



“
The most rewarding part of my business is the opportunity to be a part of new and exciting projects. I enjoy being part of the entrepreneurial spirit of this city.”



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Josh has spent the last several years building Twister City Inspections into the successful business it is today with his incredible team surrounding him. His goal is to make life easier for REALTORS®, and he does just that with the following:

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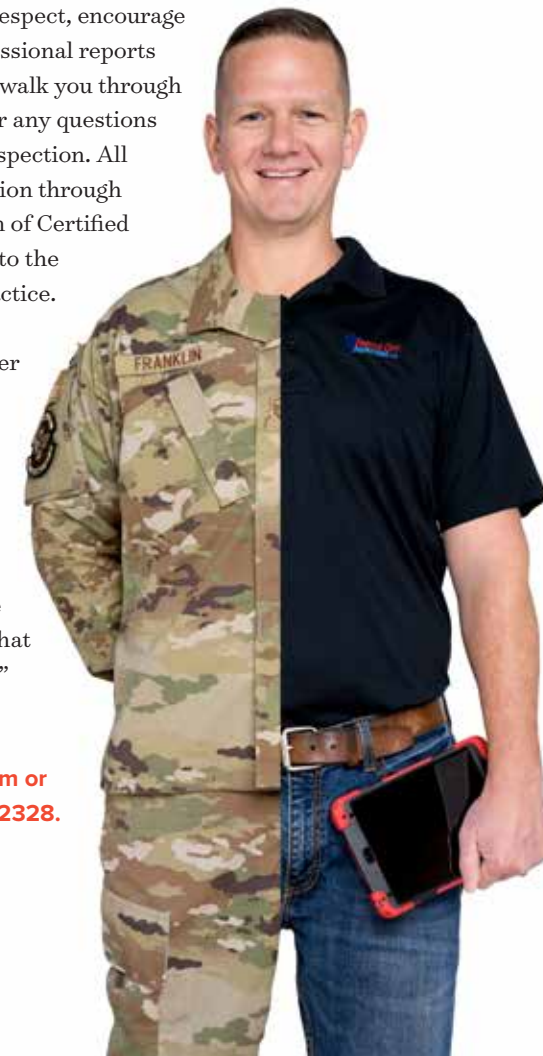
knows that buying a home is one of the biggest purchases in someone's life and he ensures that every inspection his team does is timely, accurate and to the point.

"What's not scary to me might be terrifying to the person next door, so all our reports are highly detailed," Josh noted. When he started Twister City, he saw a need for more inspectors in our area and says he has always enjoyed houses, figuring out why things are broken and assisting others in making their lives easier.

Twister City Inspections is locally owned and operated by individuals that believe an honest home inspection will better equip both buyers and sellers with the knowledge to make an informed decision. They treat every client with respect, encourage discussion, and prepare professional reports on-site. In addition, they will walk you through the report and happily answer any questions before, during and after an inspection. All inspectors maintain certification through The International Association of Certified Home Inspectors and adhere to the InterNACHI Standards of Practice.

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A little about me: I grew up in the small town of Mulvane, Kansas. Raised by a single mother, I didn't realize how beneficial being pushed to early independence would be. I was able to buy a house at age 19, and after that experience, I knew real estate was a career path for me! I had the opportunity to get taken under Adam Hamilton's wing as a loan originator, and I soaked up as much knowledge as possible and still work under him today. I'm still learning new scenarios all the time and love my job, meeting new families and helping them into their next home. I'm happy to welcome a new baby boy to my family - now it's really time for 6th gear as I strive for a great 2022. I look forward to the opportunity to work with you.

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▶ partner spotlight

Written by **Manuela Nivia**
Photography by **Kelly Remacle Photography**



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GUARDIAN ROOFING & CONSTRUCTION

RELIABILITY STARTS AT THE TOP



“With so many roofing companies out there, it can sometimes be difficult to find one you can trust,” Tyler Jackson, Guardian Roofing’s owner, explained. “Customers can rest assured that when they leave their roof in our hands, we deliver the highest quality each and every time.”

As a child, Tyler first developed a passion for building and remodeling while helping his parents renovate their home and flip local properties. Growing up around renovations allowed him to become more inventive, an ability he cultivated at Midwest Building Supply, Inc., where he worked as a trim carpenter. While as an undergraduate at Kansas State University, Tyler honed his craft in construction. This time, building homes from the ground up.

“I grew up in a house where we did all of the work ourselves,” Tyler recalled. “When my dad had a project—whether he needed a deck built or a window replaced, we did it all ourselves. That’s how I first learned the craft of what I really enjoy doing. One of the biggest things people like about working with us is that my construction knowledge is very vast, so if I’m looking at a roofing project, I can see all of the things that need to be addressed. That comforts people. It’s about providing the best quality service we can for the best outcome that a homeowner deserves.”

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MY BIGGER VISION IS TO TAKE CARE OF THE PEOPLE THAT WORK WITH ME AND MAKE SURE THEY NOT ONLY TAKE CARE OF OUR CLIENT BASE, BUT THAT THEY HAVE BUILT A COMFORTABLE LIFE.

”

...

Upon graduating with a degree in golf course management, Tyler worked across the country as the superintendent of various top courses. A dream he had cultivated since he was eight years old, Tyler found in golf the intersection between a career and his life-long passion. When the market crashed in 2007, however, the golf industry began to suffer. In construction, Tyler not only found a lifeline but a fulfilling second act.

“In the real estate world, there is always a need for a roofing and construction guy,” Tyler described. “Wichita has always had a market with a pretty solid basis for real estate and we want to be in the middle of that because we’re a good fit—we can do the little stuff as well as the big stuff.”



Guardian Roofing was founded on a simple business vision: operating, above all, on principles of accountability, approachability, and integrity. With a high quantity of existing roofing companies in the market, Tyler understands it can be challenging to

find one that customers can trust. This is why the Guardian Roofing team strives to become an extension of customers’ family. Known for their friendliness and care, the team begins every project begins with an up-front estimate in writing, along

with a production schedule so clients can be informed every step of the way. By taking an open approach to communication, Guardian Roofing ensures customers can be as involved as they prefer during their roof repair or installation.

“One of the things I’ve learned is that if I have a quality team, clients will see a better benefit,” Tyler shared. “I couldn’t care less what people know about construction, I just want to make sure that they’re a good person; that they’re honest and straight-forward with the homeowner or businessperson. I can give them the knowledge, train them, and teach them, but I want a good person who comes from a background of honesty and integrity.”

Looking into the future, the Guardian Roofing team is focused on delivering superior roofing and construction services to the Wichita community, rather than on rapid organizational growth. As part of this mission, Tyler is committed to investing in continuing education and safety training for all employees. With every project, they also pledge to deliver quality roofing materials from trusted manufacturers to ensure roofing systems perform up to the highest standards.

“My bigger vision is to take care of the people that work with me and make sure they not only take care of our client base, but that they have built a comfortable life,” Tyler described. “At the end of the day, that may not reflect in my pocketbook, but it does in everyone else’s and that’s my drive—to take care of my people and our customers.”

SLEEPY HOLLOW

Gentrify.

It's exciting to see a new building go up. I grew up in a brand new neighborhood full of construction equipment with a new hole being dug every day. It's exciting to see new development. It's wonderful for a city to have that kind of growth and expansion. That was in 1983, and in 2022, Wichita is celebrating the neighborhoods that were once brand new developments and now require time and attention from people willing to put the effort into taking something old and giving it a new life for another generation to enjoy. Gentrification is improving an area to middle-class standards by definition. I don't like to think of it in terms of class. I like to think of it in terms of opportunity for everyone to live in an area that is rich with history, tall trees, and architecture from decades past.

And these neighborhoods have great names like Riverside, College Hill, Delano, and Sleepy Hollow. Just saying Sleepy Hollow paints the picture in my mind of calm walks on a summer evening, walking by homes built nearly 100 years ago by Wichita's main hospital, Wesley hospital. Sleepy hollow is a place that we want to see people of Wichita return to and build bigger lives.

We hope that we have preserved all of those feelings and images with the transformation at 645 North Bluff. This beautiful home was built in 1930 by WR Morris, founder of the Walter Morris and Sons Company and has been given new life. Maximizing the potential of this original 3 bedroom/1 bathroom by adding a Master Suite and a hip powder room, while refinishing original woodwork, repurposing doors, and pairing that update with modern finishes, makes this a spectacular 4 bedroom/2 1/2 bath. Sleepy Hollow is waking up.



This is the exciting opportunity in our community - taking a home that is not maximizing its potential and breathing energy into it for another 100 years. So, next time you are thinking about buying a home, use your imagination and borrow some inspiration from gems like this one in Sleepy Hollow and improve your living experience. All Wichitans win when you make old houses live again.





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