

WICHITA

# REAL PRODUCERS<sup>®</sup>

CONNECTING. EMPOWERING. INSPIRING.

Jamie  
Hanson

TOP PRODUCER

**RISING STAR** | Genni Trilli

**BROKER SPOTLIGHT** | Ashley Collins

**MAKING A DIFFERENCE** | Ivy Tidings

**DOUBLE DUTY REALTOR<sup>®</sup>** | Jessica Oller

**PARTNER SPOTLIGHT** | TM Fencing

**PARTNER SPOTLIGHT** | C3 Skidsteer Services

**ASK THE EXPERT** | Bright Light Inspections

AUGUST 2022



# What makes Meritrust Different? **IT'S OUR PEOPLE!**

MEET  
**BETH LINDSEY**  
Mortgage Loan Originator

The **friendly guide** who believes every client can achieve their homeownership goals- and has nearly three decades of financial expertise to prove it.

The **advocate** who communicates and demonstrates how we are truly committed to delivering the best home-loan experience from beginning to end for both REALTORS and buyers.

The **solution-oriented** communicator who is excellent at matching your client's needs and their financial goals with the home loan that best suits their situation.

The **partner** who has your back - and is dedicated to creating a relationship of trust and dependability.

The **ally** who will be your friend till the end.


**Beth Lindsey** is one of the many reasons the **Meritrust Home Loans Team** is different than all the rest.




Give her a call! She is ready to help you and your valued clients!



O: 316.219.7797  
C: 316.889.1697  
E: Beth.Lindsey@meritrustcu.org  
NMLS #2000068  
Prairie Village Branch  
13th & Woodlawn  
MeritrustHomeLoans.com

**Meritrust**  
HOME LOANS

 EQUAL OPPORTUNITY LENDER Subject to approval.

LOCAL | LICENSED | INSURED   



**GUARDIAN**  
ROOFING & CONSTRUCTION

ROOFING • SIDING • WINDOWS  
**316.302.4100**  
GuardianRoofingLLC.com

**We Know That Your Time Matters.**

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

**You Name It - We Fix It**

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

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



MEET THE WICHITA REAL PRODUCERS TEAM



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



**Andrea Hoffman**  
Ad Strategist



**Tara Terhune**  
Content Coordinator



**Jennifer Ruggles**  
Photographer



**Kelly Remacle**  
Photographer



**Adler Grey**  
Videography



**Dave Danielson**  
Writer



**Allie Henwood**  
Personal Stylist

**Do You Feel the Need for Speed?**  
**WE CERTAINLY DO**

**Ramona Chapman**  
Co-Owner and Loan Officer  
NMLS #1753891  
316-409-5569  
ramona@jrmortgagegroup.com



**Justin Rocheleau**  
Co-Owner and Loan Officer  
NMLS #1804953  
316-347-1409  
justin@jrmortgagegroup.com



**How We Work for You**

We Care About Your Business • We Care About Your Clients • Credits to Borrowers  
Accurate PreApproval Letters • No Overlay System • Rapid Loan Process  
We Bring Results, Not Excuses

Office: 316-247-9639 | 12007 E 13th St N, Wichita, KS 67206



# Home Values Have INCREASED

Let us Perform a Free Insurance Evaluation for Your Clients to Make Sure Their Coverage is Up-To-Date



**ICT INSURANCE GROUP**  
HEALTH | HOME | AUTO

★★★★★  
Over 100 5-Star Google Reviews



**316-440-6111**  
9435 E Central Ave, Wichita KS 67206



# Perks of **PATIO LIVING**

## RESORT-STYLE COMMUNITY LIVING

Our resort-style amenities allow residents to spend a day relaxing or host guests for a fun afternoon.

- Located nearby everyday attractions such as grocery stores & easy to commute roads
- Treescaped Neighborhoods
- Heated Salt Water Pools
- Community Clubhouse
- Fitness Center
- Pickle Ball Courts
- Walking Paths

## SAFE & COMFORTABLE

Feel at home with our semi-customizable floor plans and features to fit your needs.

- 15+ Semi-Customizable Floor Plans, Including Single Floor Options
- Energy Efficient
- Natural Lighting
- Wide Door Frames
- Built-in Concrete Storm Shelters
- Lawn Care Maintenance
- Exterior Home Maintenance

**SALES OFFICES & MODELS OPEN**  
**TOUR SUNDAY THROUGH MONDAY 1-5PM**

## PERFECTION BUILDERS WICHITA, KS LOCATIONS:

- The Courtyards at Auburn Lakes.....135th & Kellogg
- The Courtyards at Brookfield.....37th & Greenwich
- The Courtyards at Cornerstone.....21st & Andover Rd
- The Courtyards at The Heritage.....Kellogg & Andover Rd
- The Courtyards at The Oaks.....Rock & Patriot Ave
- The Heritage Commons.....Kellogg & Andover Rd

**TOUR SUNDAY THROUGH MONDAY 1-5PM**



HEATED SALTWATER POOLS



PICKLEBALL COURTS



COMMUNITY CLUBHOUSE





# TABLE OF CONTENTS



**16**  
Meet The Community



**20**  
Ask The Expert  
Bright Light Inspections



**24**  
Top Producer  
Jamie Hanson




**30**  
Partner Spotlight  
C3 Skidsteer Services



**38**  
Broker Spotlight  
Ashley Collins



**44**  
Rising Star  
Genni Trilli



**50**  
Making A Difference  
Ivy Tidings



**56**  
Partner Spotlight  
TM Fencing



**62**  
Double Duty REALTOR®  
Jessica Oller



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

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

## 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](http://edwardjones.com)  
Member SIPC

**Edward Jones®**  
MAKING SENSE OF INVESTING

**MAKING YOUR CLIENTS' DREAMS A REALITY**



**JAKE BAIRD**  
Residential Lending Specialist  
316.927.3603  
NMLS ID 757540

**DAWN BYERS**  
Residential Lending Specialist  
316.927.3708  
NMLS ID 641934





# HEY REALTORS!

**HAND OVER YOUR COMPLETED INSPECTION SHEET  
AND WE'LL TAKE IT FROM THERE**

**LET'S CONNECT TODAY TO GET YOUR  
CLIENT'S TO THE CLOSING TABLE**



**ART LOHRENGEL, OWNER  
CALL OR TEXT | AVAILABLE 24/7**

**A&L**  
Roofing, LLC

**YOUR "ONE-STOP SHOP"  
FOR ALL REPAIR REQUESTS**

316-721-5799 

**AL-CAN**  
METAL BUILDINGS

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

316-260-5727 

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



A+

*A+ Rated Member of the BBB since 1997*

Serving Wichita, El Dorado, and Wellington, KS





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!

**BANKING - MORTGAGE**

Fidelity Bank  
fidelitybank.com

**BANKS**

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

**BLINDS: SALES/REPAIRS/  
CLEANING**

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

**BUILDER**

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

**BUILDER/DEVELOPER**

Perfection Builders  
(316) 729-1900  
perfectionbuilders.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

First Impressions  
SMART Clean  
(316) 522-8795  
www.fismartclean.com/

**CLOSING GIFTS**

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

**DIRTWORK**

C3 Skidsteer Services LLC  
(316) 295-6626  
www.facebook.com/  
C3SkidsteerServicesLLC

**FENCING**

TM Fencing  
Tane Murphy  
(316) 218-3450

**FINANCIAL PLANNING**

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

**HEALTH/HOME/AUTO  
INSURANCE**

ICT Insurance Group  
(316) 440-6111  
ictinsurance.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 LOANS**

Grace Peterson Home Loans  
Grace Peterson  
(316) 992-7003  
gracehomeloan.com

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

**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

**LANDSCAPE DESIGN  
& SERVICE**

Total Landscape Solutions  
Jeremiah Petrocci  
(316) 217-3344

**LENDER**

RCB Bank  
(316) 247-7704  
rcbbank.com

US Mortgage Company

Will King  
(316) 312-2936  
kansasloanman.com

**MORTGAGE**

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

Gateway Mortgage Group

gatewayloan.com/kandi-jones

Kanza Bank

(316) 636-5821  
kanzabank.com

Meritrust Credit Union

meritrusthomeloans.com

Sierra Pacific Mortgage

sierrapacificmortgage.com

**MORTGAGE BANKER**

BNC National Bank  
(913) 647-7006  
bncnationalbank.com/wichita

**MORTGAGE BROKER**

Motto Mortgage  
(316) 680-1554  
www.mottomortgage.com/  
offices/charged-wichita/

Phoenix Mortgage Group

(316) 942-8228  
phoenixmortgagegroup.com

**MORTGAGE BROKER:  
RESIDENTIAL /COMMERCIAL**

JR Mortgage Group  
(316) 409-5569

**MORTGAGE LENDER**

Flatbranch  
Aaron Clark  
(316) 573-3996  
fbhl.com

Planet Home Lending

Michelle Crubaugh  
(316) 304-3910  
planethomelending.com

**MORTGAGE LENDING**

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

**MOVERS / PACKING SERVICES**

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

**PHOTOGRAPHER**

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

Kelly Remacle Photography

(816) 803-5061

**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

**REAL ESTATE PHOTOGRAPHY /  
VIDEOGRAPHY**

R & C Real Estate Photography  
(316) 670-0658  
rcrealestatephoto.com

**ROOFING**

Mighty Dog Roofing-Wichita  
(316) 320-3686  
mightydogroofing.com/wichita-ks

**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

**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 226.2 Regulation Z. Program rates, terms and conditions are subject to change at any time. NMLS # 418467





# Security 1st Title

## We Protect Property Rights.

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

### PRODUCTS AND SERVICES:

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

TITLE INSURANCE | CLOSINGS | 1031 EXCHANGE | CONTRACT SERVICING

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

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

# Are You Ready to Work With a Mortgage Company Who is Breaking the Mold?

We give the power of choice back to consumers with less jargon, more transparency, and even more options to choose from.



## Why Motto?

Because we are the full package.



Mortgage Professional



Competitive Rates



Loan Options



Easier Application



# MOTTO<sup>®</sup> MORTGAGE

## CHARGED

316.680.1554

[steven.myers@mottomortgage.com](mailto:steven.myers@mottomortgage.com) | [mottomortgage.com/offices/charged-wichita](http://mottomortgage.com/offices/charged-wichita)  
910 1/2 East Douglas Avenue | Wichita, KS 67202

NMLS #2263902



## Are You Looking to Partner With a New Inspector?

Inspections are still needed  
Let's connect to protect your clients!

Scan to Easily Set Up Your Client's Inspection

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





# MEET THE COMMUNITY



Chris Zachary, Brenda Navarro, Kevin Howell, Lyn Landrian, Cindy Clyne



Katie Brown, Justin Roucheleau, Ramona Champman



Brianna Branine, Gayle Atkins, Heather Stevenson, Braxton Byfield



Cali Estrada



Michelle Crubaugh, Planet Home Lending



Jake Bieker (assistant to Stephanie Davis), Gabe McKeever, Osbaldo "Oz" Moreno



Jack Silvers



Josh Owens and Dylan Hartnett



Liz Farha and Makenna Miller



Brenda Noffert and Will King



Bobby Armstrong and Tane Murphy



IWP crew



George Brockman and Chris Highfill



Mikaela Rehmert-Fira and George Brockman



Cassie Kilpatrick, Messina Hamlin, Stephanie Carlson, Elizabeth Palmgren, Brianna Branine



Photographers Kelly Remacle and Jennifer Ruggles



**WHAT THE HAIL**

**OH NO!**

**MY ROOF WON'T WITHSTAND THIS STORM!**

**NEVER FEAR... MIGHTY DOG IS HERE!**

**MIGHTY DOG ROOFING**

24/7 STORM RESPONSE  
INSURANCE CLAIMS  
EZ FINANCING  
FREE TARPING  
EMERGENCIES  
DRONE INSPECTIONS

316-320-3686  
mightydogroofing.com/Wichita-ks

License #22-004572

Now Offering Chimney Inspections and Sweeps

**Good TO BE Clean**  
CLEANING & RESTORATION

*When Disaster Strikes*  
Call Good to Be Clean Cleaning & Restoration

Nick Dieker - Owner

Mold Remediation • Same-Day Estimate

**316-320-6767**  
goodtobeclean.com

ICRC

**WE OPERATE SKID STEERS FOR ALL YOUR DIRT MOVING JOBS**

- DIRT WORK
- YARD GRADING
- POND WORK
- PASTURE CLEARING
- BACKFILLS
- DRAINAGE CORRECTION
- CUSTOM ROCKSCAPES
- GRAVEL DRIVES

*And Much More*

**SKIDSTEER SERVICES LLC**  
316-295-6626  
CHRISTIAN STEPHENSON  
OWNER/OPERATOR

# OWN IT.

Whether it's your first home or your dream home, a downsize or an upgrade, making sure you have the right type of loan is the first step. Our experienced lenders have access to more options and can help you decide which one is right for you. With branch offices and partner locations throughout Wichita, there's always a lender close by, ready to provide you with quick, efficient and helpful guidance so you can go from dreaming about it to owning it.

WE CAN'T WAIT TO HELP YOU MOVE

## BRAVELY ONWARD.®



CANDEE KRETCHMAR  
NMLS 468582



CLAUDETTE BROWN  
NMLS 840074



DANA HIGH  
NMLS 468581



DAVID W. GRAHAM  
NMLS 522103



CHRIS HOTT  
NMLS 2053904



MATTHEW FULKS  
NMLS 1901090



OSBALDO MORENO  
NMLS 2152185



JEFFREY D. HERZET  
NMLS 468585



JOSH MCGLOTHLIN  
NMLS 488632



SUSAN WHITE  
NMLS 248726



AJ DUNMIRE  
NMLS 2027574



CHAD VENTERS  
NMLS 1193213



fidelitybank.com  
844.277.2163



**Fidelity**  
BANK



# All About Sewer Inspections



ask the expert

Josh Counce

### What is a sewer scope?

A sewer scope is a video inspection of the lateral sewer line between the house and the city line or the septic tank. A lateral sewer line is a privately-owned pipeline connecting the property to the publicly-owned main sewer line. Scoping the sewer line can reveal blockages, damage to the pipe and other problems.

### What does a sewer line look like?

Sewer lines are typically 4 to 5 inches in diameter and are sloped away from your home and into your city's sewer. Because these lines are not particularly large, they can easily develop buildup and clogs over time.

\*Sewer line clogs typically affect your toilets first, as these fixtures drain most directly into the sewer line.

### Types of Sewer Pipes

#### Clay

These pipes are often found in homes built before the 1950s, and they started being phased out of use during the 1960s and 1970s.

Problems include leaking, cracking, tree root infiltration and crumbling over time.

#### Cast Iron

Used primarily in homes before the

1960s, these started being phased out during the 1970s.

Problems include corrosion, rust, clogs, cracking and holes.

#### Orangeburg

Used mostly in the 1960s and 1970s.

They are made of bituminized fiber, basically tar and fibers.

Problems include crushing, collapsing and leaking. All Orangeburg pipes are older now and should be replaced.

#### PVC and ABS

These plastic pipes have been used in homes since the 1970s and 1980s. These are the best sewer lines and the majority of new installations are PVC.

Problems include low areas (bellies) and misaligned connections.

#### Cleaning sewer lines

The most common approach is to use a drain auger, or drain snake. If the clog is minor, it can be broken up using an auger in a matter of minutes. While it can get the drain flowing again, it is not always cleaning the entire pipe. The auger heads are usually smaller than the pipe it's running through, so it only punches a hole through most clogs.

Hydro Jetting is the process of using a high-pressure flow of water to clean

the inside surfaces of sewer pipes, removing scale, roots, grease and other debris that are built up inside the pipe. The pressure of the water coming out from a Hydro Jetter can reach up to 4,000 psi, which makes it an ideal method for removing even the most stubborn grease, dirt, debris and tree roots.

#### Typical costs of sewer line replacement

Average costs for full sewer line replacement vary greatly depending on the length and where the pipe runs. Costs can range from \$3000 to \$15,000 or more. Sewer lines can be partially replaced if only a small section of the pipe is damaged; however, full replacement is generally recommended.

#### Protecting your clients

If you haven't been encouraging sewer inspections, now is the time to start. Sewer lines are typically not covered under home insurance or home warranties and so repairs are out-of-pocket and can be very expensive. The price for a sewer line inspection is well worth the cost to avoid expensive repairs after closing.



Call Bright Light Inspections for all of your inspection needs: 316-250-5221, josh@blinspections.com, blinspections.com.

## It Shouldn't Take 5 Tries!

Let Me Help Your Client's Get it Right the First Time!

APPLY  
HOUSE  
MONEY  
RATES  
LOANS



**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.

## DON'T RELY ON YOUR BUYER'S IMAGINATION

MAKE YOUR CLIENT'S HOME "MOVE-IN READY"

FRIENDS AND FAMILY  
**sale**  
Save up to \$500  
on select flooring styles,  
including flooring from Shaw  
**GET COUPON**



SCAN TO JOIN OUR REALTOR PROGRAM TODAY

EXPIRES: 8/31/22

**316-320-0443 | www.jabaras.com**  
1816 N. Broadway St., Wichita, KS. 67214 | HOURS Mon-Sat. 9am - 5pm



# 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  
*Habla Español*



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



**Beth Perigo**  
Mortgage Loan Officer  
316.768.5528  
beth.perigo@usbank.com  
NMLS # 2135716



**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](http://usbank.com) to learn more about U.S. Bank products and services. Mortgage, home equity and credit products are offered by U.S. Bank National Association. Deposit products are offered by U.S. Bank National Association. Member FDIC. ©2021 U.S. Bank 398103c 2/22



BUSINESS + PROMOTIONAL  
FILMS, DRONE SPECIALISTS

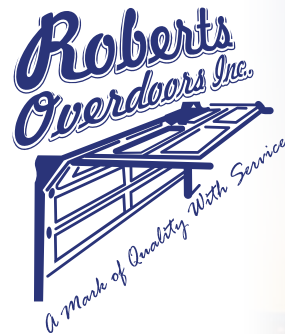
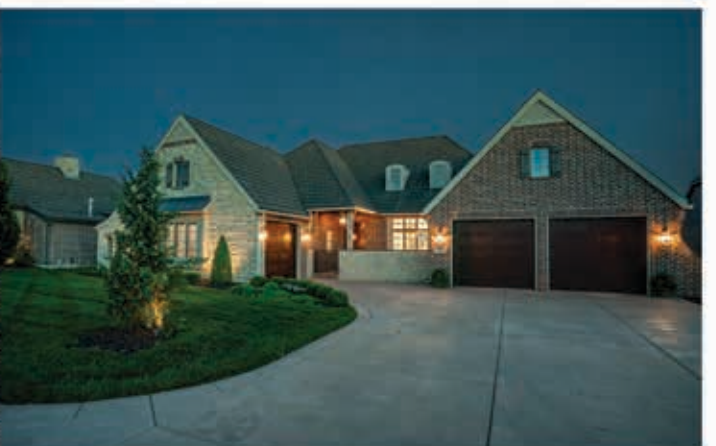
[ADLERGREYVIDEOGRAPHY.COM](http://ADLERGREYVIDEOGRAPHY.COM)



REAL ESTATE PHOTOS,  
VIDEO, MATTERPORT,  
AND MORE.

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

LOCALLY OWNED. LOCALLY OPERATED.



Is Your Client Looking to Improve Their Curb Appeal?  
UPDATE THEIR GARAGE DOOR FOR A HIGHER-END LOOK.

ROI on  
Garage Doors  
is 95%



Scan to  
Easily Start  
Your Client's Quote

316-788-1752  
[robertsoverdoors.com](http://robertsoverdoors.com)





▶▶ top producer

Photos By Jennifer Ruggles  
Written by Dave Danielson

# Jamie Hanson

CREATING OPPORTUNITIES

What are some of the parts of your work that fuel your drive? What is it that gets you up each morning and excited to get out there and do what you do in the business?

Chances are very good that the force that drives you is based on the human factor. Through the course of your daily work, you are doing so much more than completing mere transactions involving properties.

The truth is you are connecting people with possibility. You are dedicating your time and talents to help them envision, pursue and realize their goals and dreams through either buying or selling real estate.

That's something that Jamie Hanson cherishes doing, as well.

#### Making It Happen

As a team leader and REALTOR® with The Hanson Group with KW Hometown Partners, Jamie has a passion for creating opportunities for those around her. "I love the real estate aspect of genuinely helping people. As part of that, I look at what I do as also creating jobs for my team members," Jamie explains. "I have three team members who broke six figures last year. That is very rewarding. I love creating opportunities for others on my team."

#### Team Pride

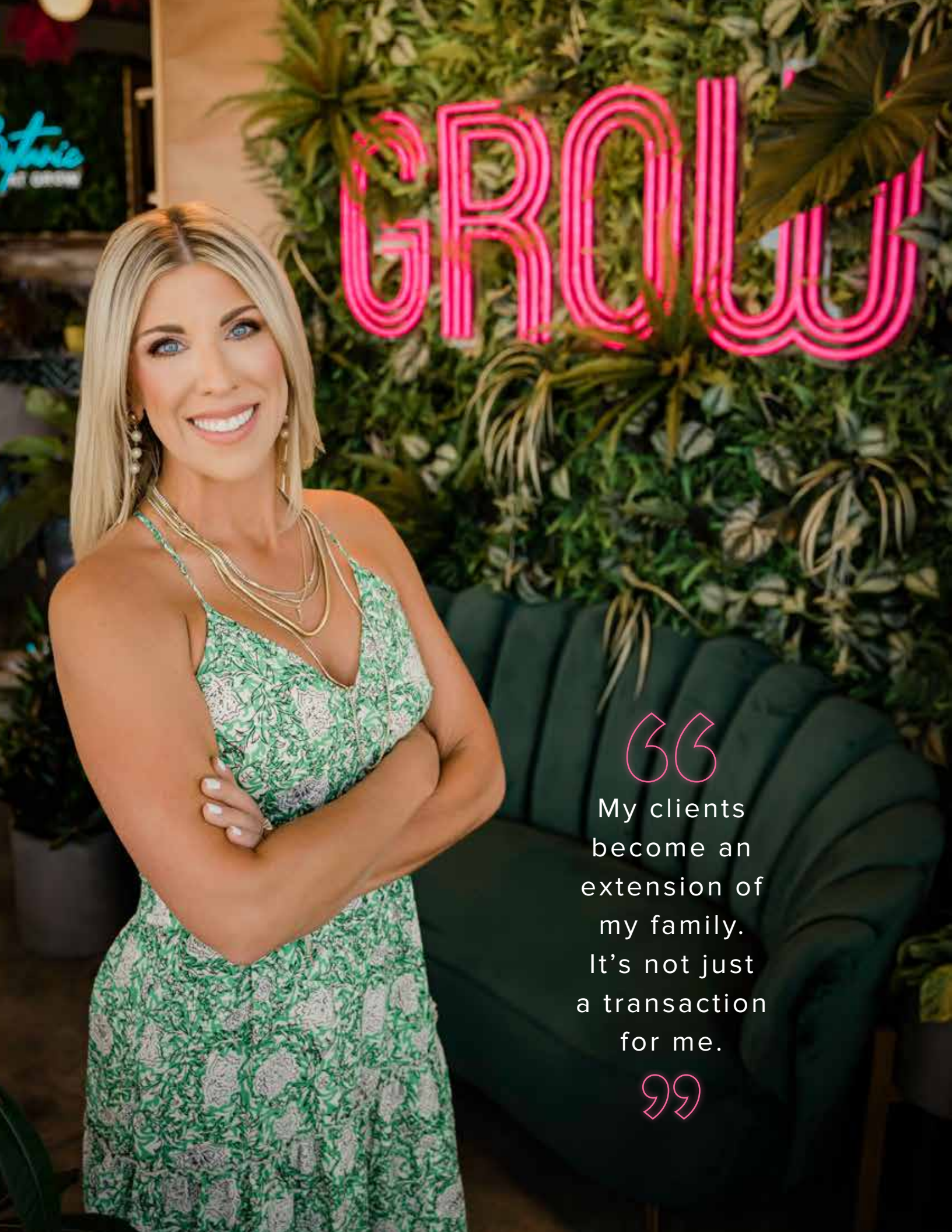
When Jamie talks about her team, you can hear the pride in her voice for having the opportunity to



team up with a team of true professionals: Shannon McBride, Brandi Lahar, Isabel Nilsen, Dylan Pohlman, Jessica Albers and Kristel Melton. "We have a wonderful team. We are like a family. We are very close," she says. "In fact, our biggest focus is growing as a team."







# GROW

“My clients become an extension of my family. It’s not just a transaction for me.”



### Following Her Vision

Jamie earned her own real estate license in 2011. Her path to real estate actually began during the time when Jamie was starting her own family.

“During that time, I just wanted more flexibility in my life. I always had an interest in selling real estate, even though my background was in accounting and finance,” Jamie says. “I had an interest and thought it would be a good time to give it a try.”

### Rewarding Results

The results that Jamie and her team have reached have been truly rewarding.

In fact, with four team members in 2021, the team reached a lofty total of \$36 million in sales volume.

### Rewarding Life

Family is at the heart of life for Jamie. Away from work, Jamie treasures time with her two daughters — Olivia and Nora.

In her free time, Jamie has a passion for playing golf and spending time with family.

When it comes to giving back to her community, Jamie has been very involved in supporting the Leukemia & Lymphoma Society.

As part of that support, Jamie ran for Woman of the Year and directly raised funds to help the organization.

### Service Mindset

Service is at the center of the efforts that Jamie and her team members

put forth each day. A big part of that is showing up each day with an approach of coming alongside and serving their clients in powerful, creative ways. “The biggest compliment that someone can give me is that I make myself available to answer any questions they may have,” Jamie says with a smile.

“My clients become an extension of my family. It’s not just a transaction for me.”

Day by day, Jamie Hanson makes an undeniable difference in the world. With dedication, expertise and experience, Jamie leads her team — in turn leading her team’s clients toward their goals, helping people achieve their real estate goals by proactively creating opportunities.







**SUMMER IS FOR SENIORS!**

NOW BOOKING CLASS OF 2023 SENIOR PORTRAIT SESSIONS

**KELLY REMACLE  
PHOTOGRAPHY**

kellyremaclephotography.com  
816 803 5061 | @kelly.remacle.photography



- 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

**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



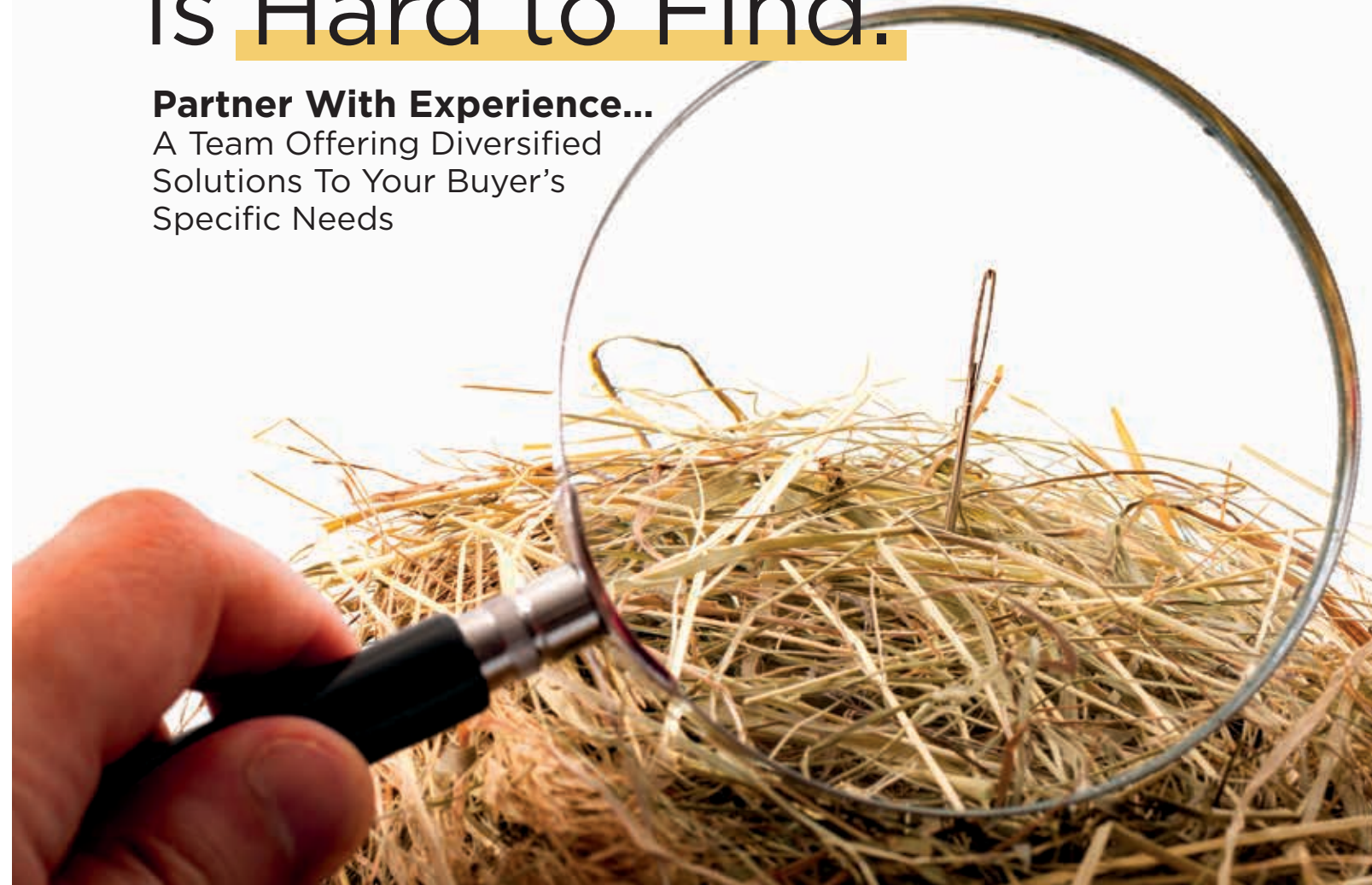
American Family Mutual Insurance Company, S.I. and Its Operating Companies,  
American Family Insurance Company, American Family Life Insurance Company, 6000  
American Parkway, Madison, WI 53783 010996 - Rev. 7/17 @2015 - 12278903



**A Good Partner  
is Hard to Find.**

**Partner With Experience...**

A Team Offering Diversified  
Solutions To Your Buyer's  
Specific Needs



**MAKE US PROVE IT.**

Stay Informed Through Loan Process • After Hours Including Weekends  
10 Minute Reliable Approvals • Sense Of Urgency • Fast Closings!



**240 N. Rock Rd., Suite 280  
Wichita, KS 67206  
316.942.8228**

**LOWER RATES. MAKE US PROVE IT.**

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





▶▶ partner spotlight

Photos By Jennifer Ruggles  
Written By Dave Danielson

# C3 Skidsteer Services

## Making a Positive Mark on the Local Landscape

Whether they're old or new, properties have needs that extend beyond the structures on them.

Those are the needs that are made for Christian Stephenson, who is owner/operator of C3 Skidsteer Services ... a partner you can count on ... one who makes a positive mark on the local landscape for his real estate partners and clients.

### Delivering Real Solutions

Those who have the chance to work with Christian appreciate his thoughtful approach to solving problems for his clients.

Whether a property requires drainage or gravel work, pond creation or pasture clearing, Christian puts his skills with his skid steer to work. In general, he does dirt work of all kinds, and he's licensed and insured.

Christian has a remarkable level of experience and expertise that dates back through time.

"I've been running equipment all my life. I've actually ran a skid steer for just over 20 years," he says.

### Getting His Start

While working for Beran Excavating as a skid steer operator, Christian was going through a divorce. To help his financial picture at the time, he changed career paths for a time, working at Spirit Aerosystems for several years.

In time, Christian decided to move forward with his plans and created his own company. That's how C3 Skidsteer Services was born.







up work to keep five other employees busy. I love the freedom of this work ... the freedom of my time ... the freedom of being able to make a customer's dreams come to fruition, to understand what their expectations are and then to exceed them."

**Real Results**

When you work with Christian, you see his thoughtful, careful approach that produces positive results.

"I enjoy being able to spend quality time with customers, going over what they need done. I've never rushed a customer," Christian says.

"If I need to go spend an hour or two going over things that they want and to really understand their expectations, that's OK with me."

Away from work, Christian treasures time with his family, including his wife, Rachael, and their children — 21-year-old son, Damien; 10-year-old son, Corbin; and 5-year-old son, Canyon.

...

**All-In Dedication**

Christian enjoys providing an all-in, dedicated level of service as a one-man operation.

"I've never wanted to have employees. The advantage of the way I work and schedule myself for my real estate partners is that I don't stay booked out two, three or four months in advance. I only stay at a point where I have about two weeks' worth of jobs lined up," Christian says.

"As a result, I'm able to cater to my REALTOR® partners and their clients. For example, when a seller has negative drainage at their home, and they need to get that fixed before the deal goes through, I can get right in there to help."

Christian has no plans to change his business model.

"I started this company to have a happy and stress-free life. I did not start it to become rich. If I want to take off and spend time with my family, I can do it," he says. "I don't have to worry about lining

In their free time, Christian and his family have a love for spending time at the lake. A big part of Christian's past was competing in rodeo events. Today, he still has a love for riding and taking care of cattle.

In addition, Christian enjoys trapping and spending time with his family.

When you and your clients have property needs, you have a reliable resource who will apply his experience and expertise to smooth them out. During those times, turn to Christian Stephenson and C3 Skidsteer Services.

**Call C3 SKIDSTEER SERVICES today! Phone: 316-295-6626. You can also find Christian online on Google and Facebook, and he is also accredited by the Better Business Bureau with five-star ratings.**

**I started this company to have a happy and stress-free life. I did not start it to become rich. If I want to take off and spend time with my family, I can do it.**







From build to move-in,  
I've got you covered.

Save money, time and hassle  
on your homebuilding experience by  
financing your home construction and  
mortgage at one place - **with me!**

**Call Courtney Griffiths**  
Mortgage Loan Originator  
serving Wichita

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



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





**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

## The Ultimate Home Inspection™




**Featuring**

- **PTP360\***  
Interactive 360° Visual  
Inspection Summary
- **PTPEstimates\***  
Powered by PunchList  
Cost estimate for Inspection  
Summary items
- **PTPFloorPlan**  
An accurate floor plan of  
the entire home
- **PTPHomeManual**  
Powered by Cartria  
The digital owner's manual  
for the home



**Hancock Team**  
316-570-1444  
hancockteam@pillartopost.com  
jasonhancock.pillartopost.com

**Request an inspection today!**

\*Where available. Not all services are offered by every office. Each office is independently owned and operated.



# THE COVES

53rd & Tyler



Where lakeside  
**meets luxury.**

Patio Homes • Single Family Homes starting at \$350k • Lakeside Luxury Homes starting at \$750k  
Oversized Lots & Lake Views • Reserve Your Lot Today!

YOURHOMEWICHITA.COM | 316-721-2153





**There are a lot of protection options.**

**We're experts at finding the right fit for new homeowners.**



**WHEAT STATE**  
INSURANCE GROUP

**Local.  
Independent.  
Committed.**

wheatstateinsurance.com

**THE FINANCING  
BEHIND YOUR  
PRECIOUS  
MEMORIES**  
*At Home.*



**O. 316-260-5656  
10111 E 21ST ST N, STE 200  
WICHITA, KS 67206  
NMLS# 1788**



©2022 Sierra Pacific Mortgage Company, Inc., NMLS # 1788 Equal Housing Lender. (www.nmlsconsumeraccess.org) Mortgage Lender License 06-16329, 1180 Iron Point Road, Suite 200, Folsom, CA 95630 (Tel. 800-447-3386). For licensing information, go to: www.nmlsconsumeraccess.org. Sierra Pacific Mortgage may not be the lender for all products offered. Some loans may be made by a lender with whom Sierra Pacific Mortgage has a business relationship.

**YOUR SEARCH FOR  
THE BEST FENCE COMPANY  
IS OVER**

**FENCE INSTALLATION • FENCE REPLACEMENT • FENCE REPAIR**



SCAN TO EASILY GET YOUR CLIENT'S ESTIMATE STARTED

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



**DESIGN • BUILD • MAINTENANCE**

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



**www.tlswichita.com**

**316.217.3344**

**Shocker Pools**  
Let's Go Swimming!

**Certified Pool Inspectors**

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

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

**GIVING YOUR CLIENTS  
THE POWER TO CHOOSE**



**ACHOSA**  
— HOME WARRANTY, LLC —

Finally, a home warranty that provides a better claims experience by allowing the homeowner to use their own service provider. Restoring Your Faith in Home Warranties!

George Brockman  
Senior Sales Executive  
**417.880.5513**  
georgeb@achosahw.com  
achosahw.com







# Ashley Collins

► broker spotlight

Photos By **Kelly Remacle**  
Written By **Dave Danielson**

## PURSUING HER OWN PATH

If you worked in another career prior to getting into real estate, one of the things you probably rejoiced in the most when you got your license was the sense of freedom you had, compared to your prior existence.

That's one of the things that Ashley Collins is most thankful for when she thinks about her work in the industry.

As broker/owner with Asher House Realty, Ashley loves the ability she has to pursue her own path.

"The best part for me is that flexibility that I have. I love being busy and scheduling my own day the way I see fit. It's not up to someone else. I get to decide," Ashley says.

"Also, finding new clients is always a big highlight for me. I feel truly blessed to be doing what I love, being my own boss, having my own company and planning my own day."

### Early Steps in Life

Ashley earned her real estate license in 2014. But her story began on another path.

After growing up in Topeka, Ashley went to Kansas Wesleyan University. In the process, she stayed very busy, working a variety of jobs in addition to attending school, including working as a bank teller as well as in retail at Dillard's.



"Applebee's was located next door to my apartment. I saw that they were hiring, so I went in and was hired to be a server," she remembers.



“

I want them to feel like I really helped them with their problems, that I was easy to get in touch with and that I kept them informed.



...

#### Gaining Valuable Experience

It wasn't long before Ashley was promoted to manager, a role she would fulfill for eight years.

"Then I went to PF Chang's and moved to St. Louis. In time, I started working at Longhorn Steakhouse. Eventually, I moved back to Wichita to open up a restaurant there," she says. "Then I wanted to work for myself. So I got a small job while I figured out what to do."

#### Decision Point

Ashley started working at Firebirds Wood Fired Grill as a server for three years. During that time, she met a person who would prove to be pivotal in her life.

"A lady patron would come into Firebirds periodically. She is a REALTOR®, and she told me I should get into the business, too," she remembers.

Ashley took in the advice. In the meantime, Ashley had visited a casino where she had walked away with some winnings. The decision of what to do with her windfall was easy ... she would invest in herself with her winnings ... and take real estate classes.

Ashley followed through and earned her real estate license in 2014.

#### Working Through the Learning Curve

From there, she started with JP Weigand, followed by a time at Berkshire Hathaway, then Keller Williams.

She feels thankful for the opportunities she had to learn and grow. For a time, she worked with Jerod Cox at KW from April 2018 to March 2021.



"Jerod was very instrumental in my development. Each morning, he and I would run through telephone role-playing together," Ashley says. "We did that every day for a year."

In the meantime, she earned her broker's license and worked with Jerod as an associate broker. In 2021, she made the decision to begin her own company ... and Asher House Realty was born.

Today, Ashley leads a team of four. The passion she has for her work is easy to see.

"When I first started in the business, I don't feel like I got the training that I needed to be as successful as fast as I could have been. That has been a driver for me ... to provide training for others and help them succeed faster."

#### Family Foundation

Ashley treasures time with her family, including her husband, Cameron.

"I couldn't have done this without his support," she says with a smile.

She is also thankful for the encouragement she got from her mother, Sara Hurd.

"She always says that she was the one who said I should do real estate," she recalls.

In her free time, Ashley has a passion for soccer — something that has been a lifelong pursuit for her. She also enjoys going to the movies and staying active in her church.

#### Heart for Helping

Ashley also has a heart for helping. One of her favorite organizations to support is the Children's Home.

When you talk with Ashley, one of the qualities that stands out immediately is the fact that she is a truly genuine person who has a deep level of care for those around her.

"That's really important for me that those who know me would say that I am honest, professional and easy to communicate with," Ashley explains.

"I want them to feel like I really helped them with their problems, that I was easy to get in touch with and that I kept them informed."





With us, your clients will always have the **HOME** field advantage.



**AARON CLARK**  
Senior Mortgage Banker  
E: alark@fbhl.com | fbhl.com  
M: 316.573.3996  
7330 W 33rd St N, Ste 112  
Wichita, KS 67205  
NMLS: 1770738

the **home team**



FB NMLS: 224149 | EQUAL HOUSING LENDER | A DIVISION OF FLAT BRANCH MORTGAGE, INC. | FOR LICENSING INFORMATION, GO TO: NMLSCONSUMERACCESS.ORG



**Frederick**  
PLUMBING HEATING & AIR CONDITIONING

Wichita's Trusted Plumbing, Heating & Air Conditioning Company for Over a Century!

Scan to Easily Book Your Client's Next Appointment



If It's Dead, Call Fred  
316.262.FRED  
icalledfred.com

24-HR  
Emergency  
Service



**R&C** Real Estate Photography



R&C Real Estate Photography | Owner: Andrew Montano | (316) 670-0658 | www.rcrealestatephoto.com | @rcrealestatephoto



**KANSAS SECURED TITLE**  
SERVICE BEYOND EXPECTATION



# REALTOR TECH TOOLS

On the go or at the office, our resources are available 24/7!



## SecuredAgentONE

Our app is a simple, fast & convenient way to:

- Calculate Seller Net Sheets
- Buyer Estimates
- Monthly Affordability
- Sell to Net
- Rent vs Buy
- and Much More



Submit Earnest Money & Contracts with One App!

- Capture an image of your paper check
- Link your bank to capture an electronic check
- Deliver executed contracts via PDF



## eDeposit Earnest Money

Securely pay your Earnest Money online!

[kstitle.com/Online-Payment](https://kstitle.com/Online-Payment)  
eDeposit Earnest Money in an instant using your Bank Routing Number and Account Number.

\*A Cashier's Check or Wire Transfer is required if closing is within 10 days.



[kstitle.com](https://kstitle.com) | 316.262.8261



# Beyond The Deal

Think about the journey that you take with your clients during the process of working with them.

As you know, in many cases, when you reach the closing table, your long-term bond with your clients is just beginning.

That's the spirit that Genni Trilli brings to her relationships with those she serves, as well.

## EXCEEDING EXPECTATIONS

As a residential REALTOR® with Lange Real Estate, Genni goes beyond the expected — beyond the deal to be a long-term resource for her clients.

“I love working with all types of people. I just want to be known as someone who helps in all aspects of real estate, and not just through the transaction,” Genni points out.

“My goal is always to continue that connection with clients, even if it's not real estate-related at all.”

## GETTING HER START

Genni earned her real estate in August 2020.

When she started her adventure in the business, she remembers it being a natural progression for her.

“I did property management for eight years prior to getting my real estate license,” she recalls.

“I joined Lange Real Estate managing some of their residential and commercial properties.”

## MAKING HER TRANSITION

At first, like many who enter the business, Genni was a bit nervous about going full-time as a REALTOR®.

“I was a little tentative because of the commission aspect of the business, but I really leaned into the team approach at the brokerage,” Genni says.

“It was a good transition. I work with Rachel Lange. She has been fantastic to work with. She is great about keeping me in front of lead opportunities, too.”

Genni's passion for what she does is undeniable.

“I work as a buyer's agent. I really love working with first-time buyers and investors,” Genni says.

“In the process, it's fun looking at all the different houses that Wichita and the surrounding area have to offer. I've also assisted with several commercial transactions, as well.”

Genni has a strong belief in continuing education.

...

# GENNI TRILLI

▶▶ rising star

Photos By Kelly Remacle  
Written By Dave Danielson





•••

“I am often attending classes downtown through RSCK and hold the RENE (real estate negotiation expert) and ECA (elite certified agent) designations,” she says. “I was also asked to be part of the Right Track Leadership Academy through NAR and will complete that this October.”

Genni has continued building her business through time. In fact, through June 2022, she has recorded \$4.6 million in sales volume.

**FAMILY FULFILLMENT**

Away from work, Genni has a passion for time spent with her family, including her husband, Ryan.

“Ryan has been in sales for 15 years. He has really supported me,” Genni says.

“He gives me pep talks about how to be great at sales. His support has meant a lot to me as I grow in my own career.”

Genni and Ryan cherish time with their two children — their son, Reece, and their daughter, Giana.

In her free time, Genni likes supporting Reece and Giana in their sports and school activities.

When it comes to giving back to the community, Genni likes taking part in the efforts of her brokerage, including work with the Red Cross and also Habitat for Humanity.

**MADE FOR THIS**

As she reflects on her career, Genni thinks back to the time when she made the decision to move forward with her career in real estate.

“My children had a lot to do with my decision to enter the business,” Genni says.

“I wasn’t sure what I wanted to do. Once I had them, I knew it had to be something pretty big.”

She has continued doing big things — in the process, making dreams come true for her clients and going well beyond the deal for them.





BEFORE

AFTER

# Texturite™

## Transform Your Client's Ceiling

Popcorn Ceilings Removal | Ceiling Repairs | Lighting



Scan to Get a **Free Estimate** Started  
2-3 Day Turn Around  
Affordable  
Reduces Allergens



**316.393.0836 • texturite.com**

**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

TOP 50

## NATIONWIDE VA MORTGAGE LENDER

We service the majority  
of our loans!

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



CALL ME TODAY

**316-304-3910**

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



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

## New Floors Can Make ALL the DIFFERENCE

Payment at Closing Accepted!

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

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

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

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

**-Janiece Erbert, REALTOR®**

*Keller Williams Signature Partners*



# Designer's HOME Gallery

"Saving the world from UGLY floors"

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

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





# Ivy TIDINGS

*Clearing The Path Ahead*

▶ making a difference

Photos By **Kelly Remacle**  
Written by **Dave Danielson**

Think about the valuable role you play with your clients each day ... the way they turn to you and count on your abilities as they move toward their goals.

The same holds true for Ivy Tydings in the way she supports the success of those around her. ...





### Making a Difference

As a REALTOR® with KW Signature Partners, Ivy treasures the opportunity to clear the path ahead for others in the business.

“I love focusing on mentorship and mastermind groups with REALTORS® to help them develop their own businesses,” Ivy emphasizes. “I had a lot of people pour into me and support my success through time, and they still do. In the same way, I like to be a conduit and keep listening and collaborating to make life better for REALTORS®.”

### Learning and Growing

Ivy is a big proponent of lifelong learning and bettering yourself through education. It’s a passion she loves carrying out with others.

“It is very rewarding talking with REALTORS® ... helping them grow and develop in their businesses. It’s fun thinking of innovative new ways for them to grow,” she says.

“At the same time, I love connecting them on the lending side with The Gentleman Banker — Turner

Williams. We have been best friends for 30 years and have worked together through time. We are a team for business. What I do is really about their business and their growth. As part of that, I want to do whatever I can to help create community without an us-versus-them mentality... Rather, it’s more about joining forces and building relationships within the community.”

### Gaining Ground in Her Profession

Before beginning her adventure in real estate in 2014, Ivy had other plans. As she came of age, she had a strong interest in physical design — studying architecture at Kansas University.

After her collegiate career was done, she worked for several years and gained success in the European furniture importing and interior design business, with a special emphasis on Scandinavian and Italian influences.

In addition, she was plugged into community organizations that were a part of the development process for Kansas City.

### Opening New Doors

In time, she worked in property

management, where she worked extensively with investors. She earned her real estate license in 2014. Eventually, she was part of opening a new brokerage that handled both property management and investing aspects ... serving as a one-stop shop.

### Free-Time Highlights

Away from work, Ivy has a passion for music and traveling. In addition, she always looks forward to times hosting people at her home.

When it comes to being involved and giving back, Ivy is very engaged. One of her favorite organizations to work with include The Hive, a group that supports entrepreneurial collaboration between women in business. Plus, she is also involved with Wichita Independent Business Association (WIBA).



“  
It’s rewarding to learn and grow along with our ever-changing industry.”

### Giving Back

As Ivy reflects on her own success, she offers helpful tips for those who want to move forward in their own real estate careers.

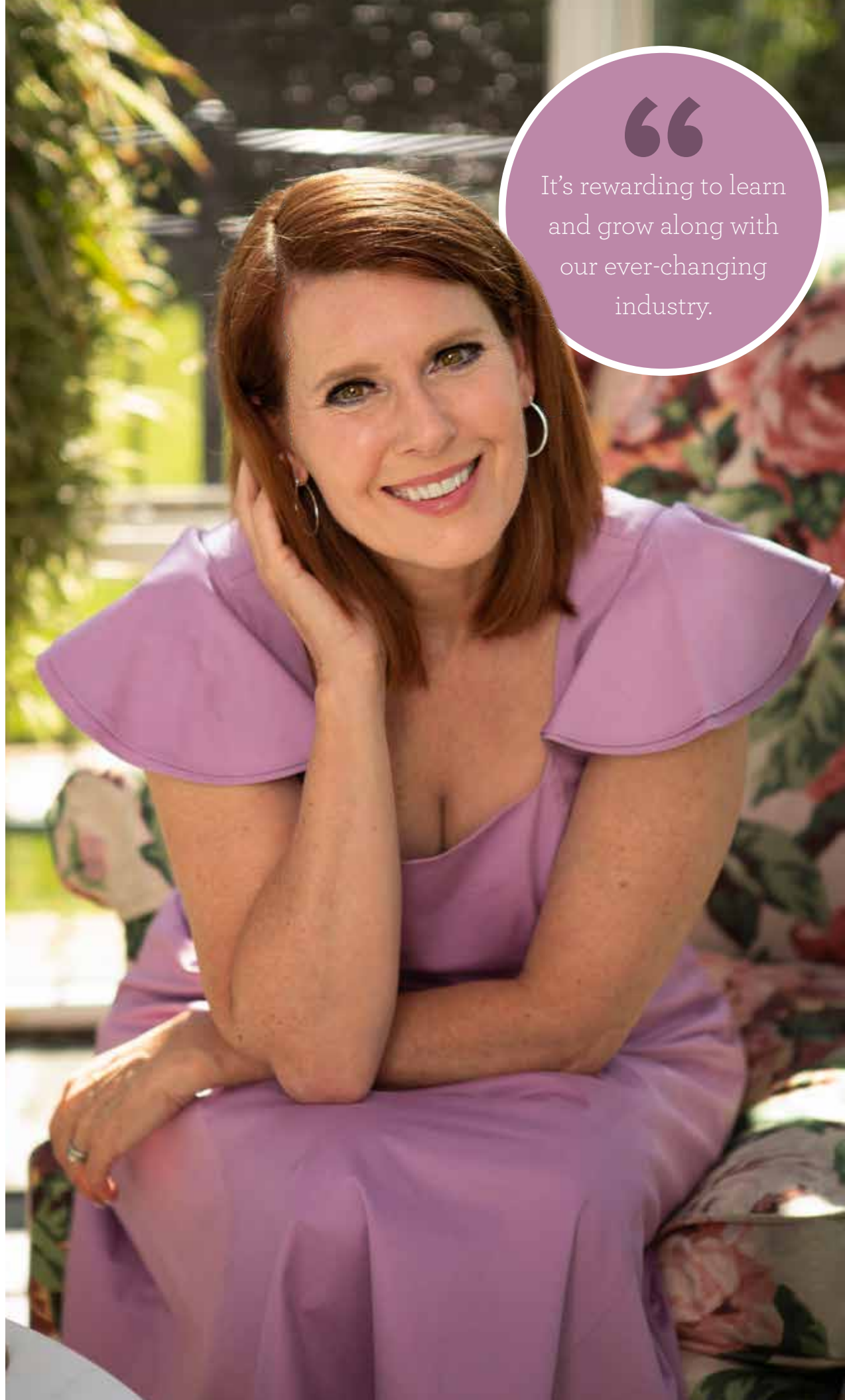
“I think one of the most important qualities for people to build is their ability to be an active listener,” she says. “It is crucial in helping to build your relationships and your future.”

### Driven to Serve

When you talk with Ivy, it’s easy to see her selfless sense of service and the way she is totally invested in the futures of those around her ... as a solutions-driven connector.

“I think one of the things that drives me is being part of the educational input for people. In my life, I love being both the student and the teacher,” she says with a smile. “It’s rewarding to learn and grow along with our ever-changing industry.”

Congratulations to Ivy Tydings for making a lasting impact on the lives of those around her ... in the process, clearing the path ahead.





GoASB.com



Denise Hearson  
NMLS #578439

Christy Almquist  
NMLS #754429

More than a lender.  
**Your home  
loan mentor.**



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

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



# Radical Bubbles

Blinds, Shades, and Plantation Shutters

Give your blinds  
a clean glow  
for the  
longer, warmer  
days ahead!



316.204.4694  
RadicalBubbles.com

ALBANY • ALBUQUERQUE • ANNE ARBOR • ANNE ARK • ATLANTA • AUSTIN • BALTIMORE • BOULDER  
 CHARLOTTE • CHICAGO • CINCINNATI • CLEVELAND • COLUMBUS • DALLAS • DENVER • DAYTONA BEACH • DENVER • FT. WAYNE  
 HOUSTON • INDIANAPOLIS • JACKSONVILLE • LAS VEGAS • LINCOLN • LITTLE ROCK • LITTLE ROCK • LITTLE ROCK  
 NEW ORLEANS • NEW ORLEANS • NEW ORLEANS • NEW ORLEANS • NEW ORLEANS • NEW ORLEANS • NEW ORLEANS  
 NEWPORT BEACH • NEWPORT BEACH • NEWPORT BEACH • NEWPORT BEACH • NEWPORT BEACH • NEWPORT BEACH • NEWPORT BEACH  
 OMAHA • OMAHA • OMAHA • OMAHA • OMAHA • OMAHA • OMAHA  
 ORLANDO • PHOENIX • PHOENIX • PHOENIX • PHOENIX • PHOENIX • PHOENIX  
 SEATTLE • SEATTLE • SEATTLE • SEATTLE • SEATTLE • SEATTLE • SEATTLE  
 TUCSON • TWIN CITIES • VIRGINIA BEACH • VIRGINIA BEACH • VIRGINIA BEACH • VIRGINIA BEACH • VIRGINIA BEACH  
 WILMINGTON • YOUNGSTOWN • YOUNGSTOWN • YOUNGSTOWN • YOUNGSTOWN • YOUNGSTOWN • YOUNGSTOWN

AMERICA'S BEST REAL ESTATE AGENTS  
**RECOGNIZED**

BE PART OF THE NATIONAL REAL PRODUCERS MOVEMENT  
FOLLOW US ON INSTAGRAM TODAY  
@realproducers

# Don't Let Your Sale Fall Through the Cracks

Meet Our  
Specialists



Taylor Ashpole  
Estimator



Jake Stillwell  
Estimator



## Services

- Wall Support
- Waterproofing
- Crawlspace Encapsulation
- Settlement

*Repairing the past and stabilizing the future.*



Call the Foundation Experts to Set Up  
Your Client's Free Consultation  
**316-308-8507**  
KansasFoundationRepair.com





# TIM FENCING



▶▶ partner spotlight

Photos By Kelly Remacle  
Written By Dave Danielson

## Putting It All Together

...







As owner/operator of TM Fencing, Tane Murphy experiences the deep satisfaction that comes from creating solutions for his clients' properties.

As the name of his company suggests, Tane specializes in creating and putting into place fencing solutions. In the process, he works for about 20 different area builders and REALTORS®.

"We love providing a solution that is customized to meet what our REALTOR® partners and clients want, and then give them the best quality product for their budget," he says.

**Getting His Start**

Tane remembers how he got into the business.

"It was a coincidence. I did commercial and residential landscaping and fencing. My boss was transitioning out of the business at the time," Tane says. "He had some fencing under contract and gave me the option to do the work. That's how I got my start."

**Putting Experience to Work**

Tane has significant experience creating fencing solutions that meet what can be very specific neighborhood requirements and guidelines.

"Depending on the neighborhood, there are certain HOA or neighborhood covenants that come into play.

Sometimes you can be creative within that. It's very important to be able to meet those guidelines and also stay within a budget," Tane says.

"One approach that people take is finding images of styles of fences that they like. In those cases, it's very important to consider the cost of



today's materials ... especially with a cedar wood privacy fence."

**Moving Forward**

Through time Tane has developed an approach to working that has allowed him to avoid the brunt of market shifts.

"I buy a lot of my material in bulk. A lot of our fencing that is highlighted on our website and social media is readily available," he says.

"So I haven't run into issues with materials. We have done some custom orders, but I try to stay ahead of supply issues."

**Building for the Future**

Tane's operation has grown through

time. Today, TM Fencing services a wide area of South Central Kansas, including the Wichita metro area, with nine full-time employees who work with him and the equipment to get the job done in an efficient and timely manner.

When you talk with Tane, it's easy to see the pride and passion he has for the work he does each day.

"I've always loved building something from scratch ... taking an idea, collaborating and then bringing it to life. That has always been my favorite part



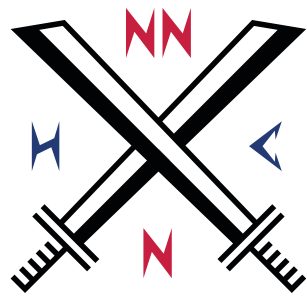
of this industry ... creating something, taking pride in that and honing in on the fine points ... then being proud of the end result," Tane says.

For More Information: TANE MURPHY, Owner/Operator TM Fencing; PHONE: 316-218-3450



**“**I've always loved building something from scratch ... taking an idea, collaborating and then bringing it to life. **That has always been my favorite part of this industry ... creating something.**





**NO NONSENSE  
HEALTHCARE NINJA**



**CHAD BEISEL**

**HELPING REALTORS FIND  
MORE AFFORDABLE HEALTHCARE**

**CALL FOR A FREE ASSESSMENT AND PUT MY NINJA SKILLS TO THE TEST FOR YOU  
405-435-2129 | nonsensehealthcareinja.com | chad@nonsensehealthcareinja.com**

**On-Time  
Closings**

*It's the Heartland Way.*



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



**OLD REPUBLIC HOME PROTECTION**

Unexpected repair costs  
can devastate a new  
homeowner's  
budget.

**Ensure all your clients get a home warranty!**  
Purchase the warranty before or after the sale.

Contact me for  
information today!

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



*People Helping People*

This is a paid advertisement.

**TIME IS  
VALUABLE...**  
TAXES ARE COMPLICATED



*"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



LET US BE YOUR TAX EXPERT SO YOU CAN GET  
BACK TO SPENDING TIME WITH YOUR CLIENTS.

1119 W Douglas, Wichita, KS 67213 | 316.262.1900 | www.PhelpsTax.com

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

Your **SMART**  
choice for clean,  
ready-to-market  
properties!

SCAN TO EASILY GET YOUR QUOTE STARTED TODAY!



**Affordable detail cleaning.**  
Whether we are sprucing up a home  
for showings or cleaning out a rental  
left in shambles, the SMART Clean  
technicians will give your home the  
sparkle you need to move it **FAST!**

316.522.8795 | FISmartClean.com



FLAT BRANCH HOME LOANS  
**#1 USDA LENDER  
IN KANSAS**  
Helping More Families  
Plant Roots Outside the City



**GRACE PETERSON**  
Senior Mortgage Banker  
Main: 316.992.7003  
Email: [gpeterson@fbhl.com](mailto:gpeterson@fbhl.com)  
10333 E. 21st St. N.  
Wichita, KS 67206  
NMLS: 459177



TO NMLS: 202149 | EQUAL HOUSING LENDER | A DIVISION OF FLAT BRANCH MORTGAGE, INC. | FOR LICENSING INFORMATION, GO TO: WWW.NMLS.GOV/SEARCH/ACCESS/SP | SOURCE: USDA | HTTPS://WWW.USDA.GOV/SP/DC/DEFAULT.FILE?LENDER\_RANKING\_2022/FINAL.PDF



# Jessica Oller

▶▶ double duty agent

Photos By Kelly Remacle  
Written by Audrey Brill

## The Scenic Route to the Perfect Career Destination

It seems Jessica Oller was destined for a career in real estate. For as long as she can remember, real estate was in her life, as her family purchased land as investment properties. But for Jessica, she took the scenic route to real estate: It was not her clear career destination until she made a series of stops along the way.



### The Journey

Jessica was raised on a farm in Andale, KS. She loved the “farmer’s daughter” life, always driving tractors, hauling hay bales, helping with harvest, trapping mice, being outside and getting involved. From a young age, Jessica exhibited artistic talent and had a passion for hair. She also loved to play the piano, even teaching lessons during high school. After graduation, she attended Butler County Community College and worked for Kansas Wildlife and Parks.

While working with Kansas Wildlife and Parks, Jessica served in the Americorp program. While attending college, Jessica completed the steps to get licensed. She continued pursuing her



•••

degree at Kansas State University while hanging her license with Little Apple Real Estate. With one semester left, she made her way back to Andale to widen the scope of her real estate career.

Intermittently, Jessica earned her cosmetology license while building her career in real estate. In 2011, she opened a salon from the ground up. While she no longer works there, she is proud to continue to own the business. She also felt a spiritual calling to help families with hair and makeup for their loved ones during open-casket funerals.

**The Drive**

Jessica had the drive to find a career she could propel with flexibility. In 2006, real estate emerged as a place to land when it became clear that it fit her criteria. The ability to help people in one of their largest, most essential purchases fulfilled



“It would be cool to see the expansion of my business include my children.”

her desire to make a positive impact on her community.

**The Destination**

How did Jessica know real estate was her career destination? It checks all of the boxes for her. She found a flexible career with the potential for great success while allowing her to help others. It also allows her to use her problem-solving skills and creativity. She strives to create smooth transitions for her clients. And she has a knack for staging properties.

Jessica has a passion for rural real estate. It's important to her to give her clients options and risk awareness to help clients make the best decision for them. While bumps in the road happen during the transaction process,

it is important to her to make sure clients do not feel them.

Jessica is proud of the large network of people her business has built based on referrals. She attributes her success to hard work. “I definitely don't feel one rises to the top without hard work. Greatness will come from hard-earned work.”

Most importantly, this career is the perfect fit for Jessica's family. Her definition of success is: “Finding a balance between work and family and still being able to provide an excellent standard to my clients while being able to have quality, uninterrupted time with my kids.”

Alongside her husband, Josh, general superintendent for Wildcat Construction, Jessica is raising five children (Landon, Alexis, Emma, Carlie, Amelia) ranging in age from 10 months to 13 years, and two pups, Bailey and Addie, in Andale. One day, Jessica would love to share her passion for real estate with her children. “It would be cool to see the expansion of my business include my children.”

Her career may include late nights and weekends, but you will still see Jessica at sports practices and games. When the family has free time, they love spending time together at the family lakehouse — time filled with water-sports and hanging out in the sun.



# 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

**West Office**  
9915 W. 21st St. | Ste. B  
Wichita, KS 67205  
Office 316.768.3060

**Derby Office**  
200 N. Baltimore Ave. | Ste. 100  
Derby, KS 67037  
Office 316.768.3053

<https://www.GatewayFirst.com/wichita-ks> <https://www.GatewayFirst.com/wichita-west-ks> <https://www.GatewayFirst.com/derby-ks>

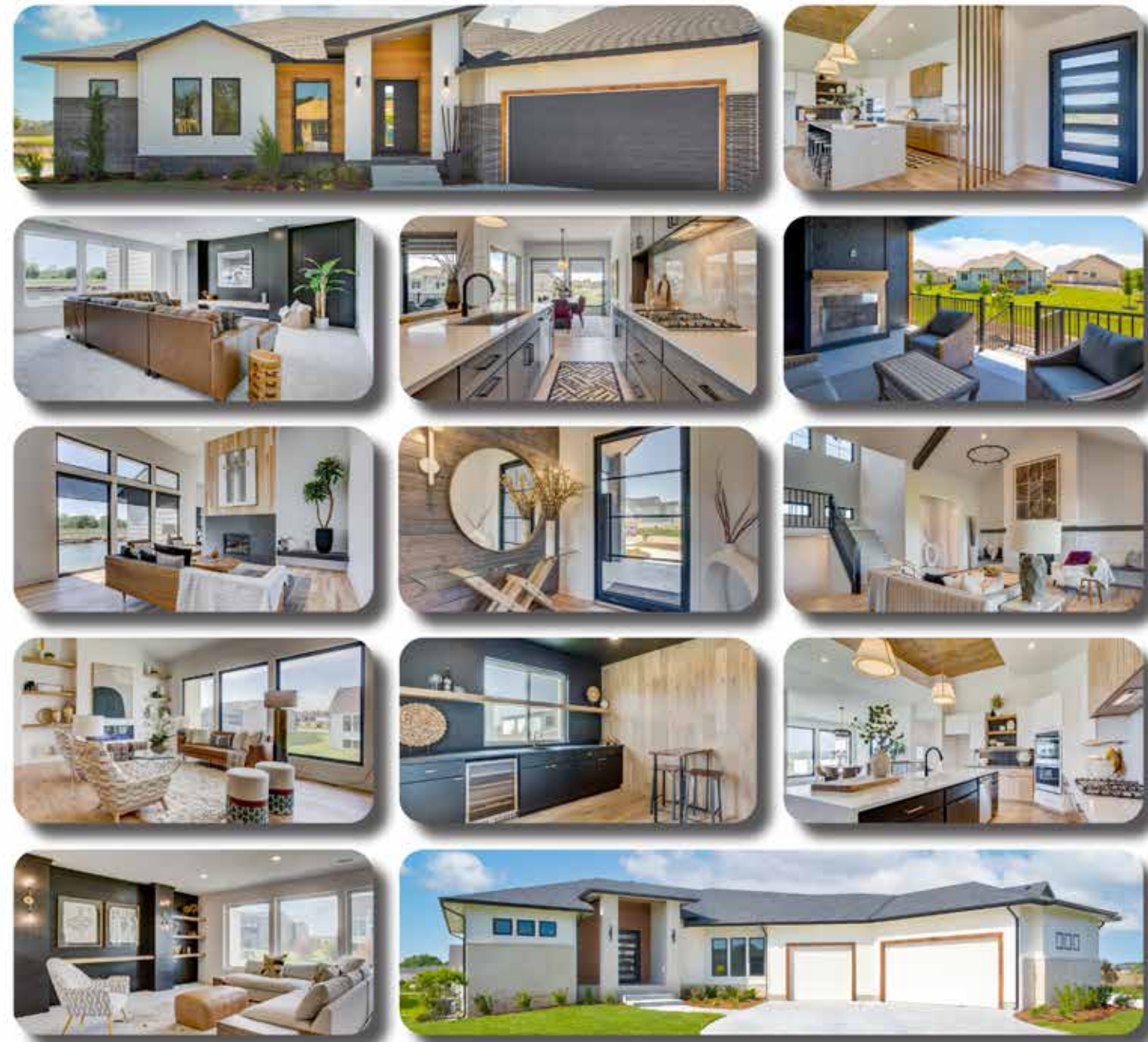


Gateway Mortgage, a division of Gateway First Bank. Equal Housing Lender. NMLS 7233.

Build Right.  
Build Custom.

SELL MORE WITH CRAIG SHARP HOMES

Are your clients tired of driving around town looking at resale homes that go under contract before they can even view them or sell for over asking price in a heated bidding war? Take advantage of low rates and help them build the custom home of their dreams! Craig Sharp Homes makes the process easy for you and them with our in house designer; quickly built, high quality homes; and responsive team.



# HEARTLAND CONTRACTING OF KANSAS

316-302-4858

HEARTLANDCONTRACTINGKS@GMAIL.COM

SPECIALIZING IN  
REAL ESTATE  
REPAIR REQUESTS  
&  
INVESTMENT  
PROPERTY  
RENOVATIONS

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



Find more great homes for your clients by visiting:

**CRAIGSHARPHOMES.COM**





Headshots  
& More

615-415-3029

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

Jennifer  
RUGGLES  
PHOTOGRAPHY

## Does Your Client Need to Improve Their Credit Score?

Building Credit Through Education



### Benefits of Joining

- Clients Receive a Free Credit Review
- Track Your Client and Build Your Pipeline
- Cost-Efficient Offers that Report to Credit Reporting Agencies Fast!

[CreditScoreAdvocates.com](http://CreditScoreAdvocates.com) • 316-444-5333

Scan to  
Easily Join  
Our Affiliate  
Team Today!



## PROS OF THE VA HOME LOAN



0%

NO DOWN PAYMENT



NO

PRIVATE MORTGAGE INSURANCE



DEPT TO INCOME RATIO IS HIGHER



NO PREPAYMENT PENALTY



BENCHMARK IS READY TO ANSWER ANY QUESTIONS ABOUT THE VA LOAN  
CALL TODAY



**BRET FRERICHS**  
BRANCH MANAGER  
NMLS #543323  
OFFICE: 316-779-2002  
2118 N TYLER RD, BLDG. B, STE 101  
WICHITA, KS 67212  
LICENSED IN KANSAS, MISSOURI, AND OKLAHOMA

Ark-La-Tex Financial Services, LLC d/b/a Benchmark Mortgage 5160 Tennyson Pkwy STE 1000, Plano, TX 75024. NMLS ID #2143 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)) 972-398-7676. This advertisement is for general information purposes only. Some products may not be available in all licensed locations. Information, rates, and pricing are subject to change without prior notice at the sole discretion of Ark-La-Tex Financial Services, LLC. All loan programs subject to borrowers meeting appropriate underwriting conditions. This is not a commitment to lend. Other restrictions may apply. (<https://benchmark.us>)







# Zero down. No PMI.

**YEAH, YOU READ THAT RIGHT.**

Credit Union of America is offering home loans with no down payment and no required private mortgage insurance.\*

**CALL OUR MORTGAGE TEAM AT  
316.265.3272, EXT. 191  
FOR MORE INFORMATION.**



\*Purchase mortgage is a fixed rate, with a 30-year repayment. Annual percentage rate (APR) as of 06/02/2022 is 5.697% and subject to change. Example: \$150,000 loan at 5.625% interest rate equals \$863.48 monthly payment. Taxes and insurance are not included; actual payments may be greater. 15-year, 20-year, and 30-year fixed-rate products available. Minimum loan amount of \$80,000 and maximum loan amount of \$647,200. Minimum FICO® score of 700 required for financing. Property types allowed include single-family residences and owner-occupied only. No second homes or rentals. Mandatory escrows for taxes and insurance.

