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

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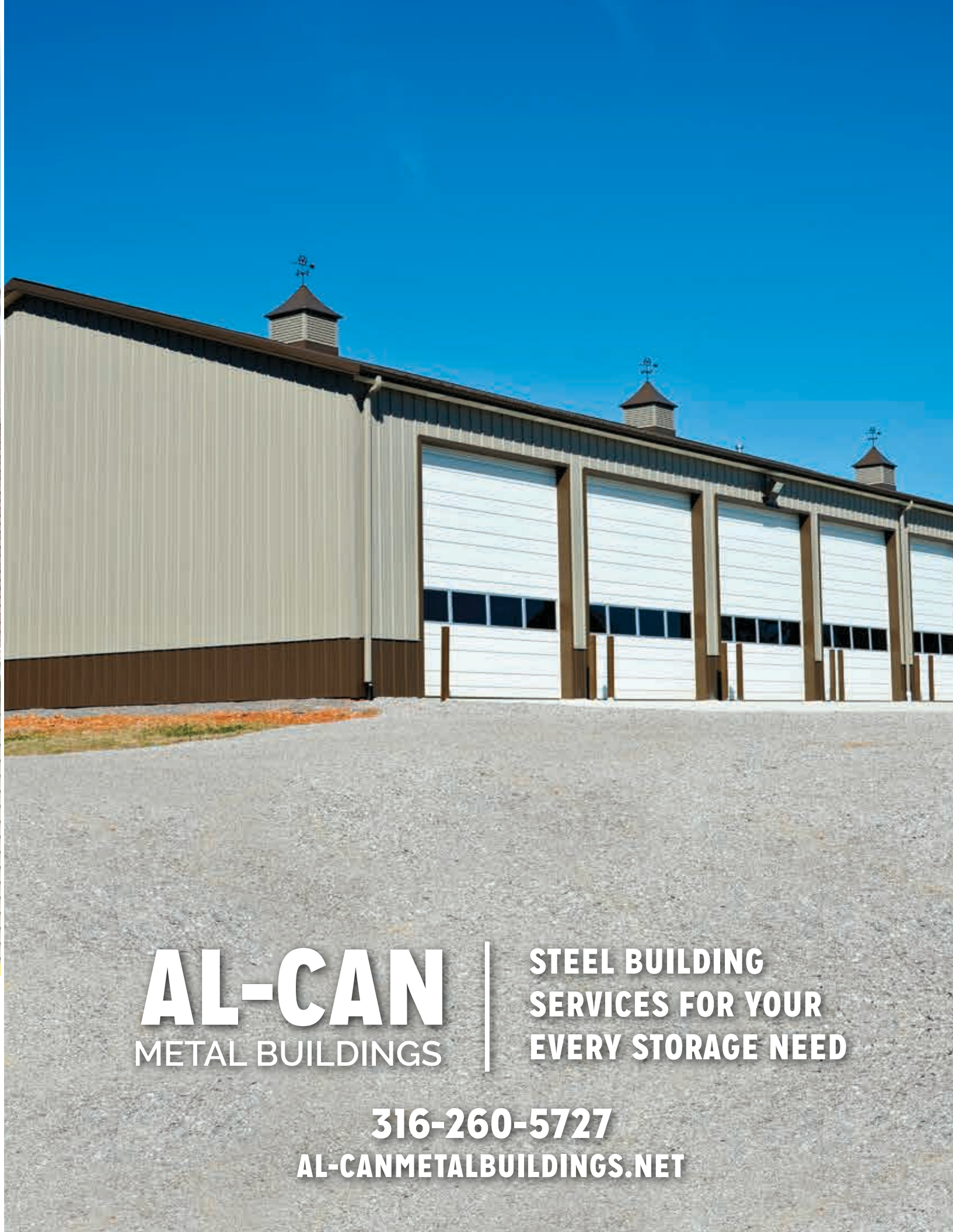
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TABLE OF CONTENTS

 <p>12 Preferred Partners</p>	 <p>16 Publisher's Note Wichita's New Top 300 REALTORS®</p>	 <p>21 Ask the Expert Credit Union of America</p>
 <p>24 Partner Spotlight Deck Doctor of Kansas</p>	 <p>32 Featured Team Gene Francis & Associates</p>	 <p>38 Top Producer Kerry Dunn</p>
 <p>46 Broker Spotlight Mark Sudduth</p>	 <p>55 Ask the Expert TM Fencing</p>	 <p>58 Non-Profit Spotlight Wichita Police Foundation</p>

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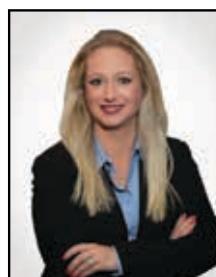
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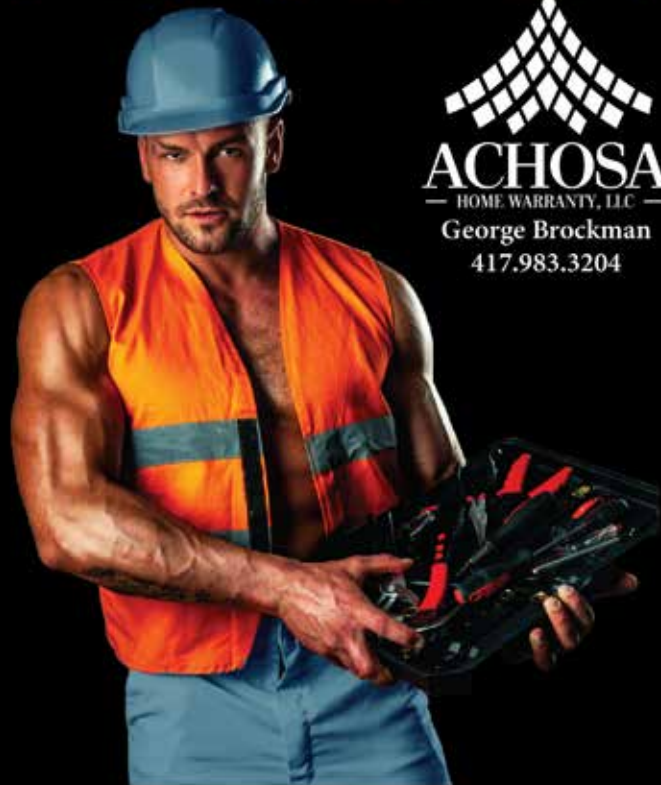
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publisher's note ◀

Every February we create a new distribution list based on the top 300 REALTORS® from the year before. This means for a good percentage of you, this is the first time you are receiving a Real Producers publication. First off, congratulations! Consider it a badge of honor to even receive the physical publication. For the past two years, we have brought you stories from the top agents in Wichita and the surrounding areas. We have connected REALTORS® with each other and with our Trusted Business Partners through the magazine, our private events, and social media.

We are continually working to better our product and services for the entire Wichita real estate community, residential and commercial. Never hesitate to reach out for any reason. Below are some examples we welcome feedback for.

NOMINATIONS FOR FEATURES OF ALL KINDS:

- **Cover Story** – a top agent in volume and respected by their peers
- **Rising Star** – has been an agent for five years or less and is outperforming most
- **Celebrating Leaders** – they might not even be an agent anymore but are impacting the industry from a leadership position
- **Niche Agent** – someone that is excelling in a specialty
- **Miscellaneous content** – an agent who has a great background, involvement or that is making a difference, a unique team, a new brokerage ... if it has to do with Wichita Real Estate, it's important to us!

Our list of Preferred Partners has been personally vetted by the *Wichita Real Producers* team, and

every single one of them came recommended by someone who receives our magazine. The partners are how we keep this magazine free for the agent. Remember, this is NOT a pay-to-play for REALTORS®. It is a genuine third-party validation.

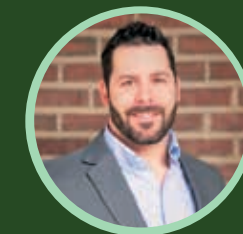
This company was created to love on real estate agents. We realize that the agent is at the center of all real estate, and a single deal feeds a lot of mouths. Because of our focus on the agent, Real Producers has grown to over 100 locations nationwide in just six years. We could not have experienced this growth without a readership that was engaged and partners that commit to building relationships. So again, if this is your first time receiving the physical publication, welcome to the club! You earned it. Enjoy receiving your copy of *Wichita Real Producers*, and keep crushing it so you never miss another issue!

We are looking forward to our next big REALTOR® appreciation party! If you're in the Top 300, those private invitations will come to you from my email, samantha.lucciarini@realproducersmag.com, or my business cell, 316-285-1613, so please program my contact info into your phone ... we would hate for you to miss the next event.

Sincerely, your Friend, Publisher, and REALTOR®, **Samantha Lucciarini**



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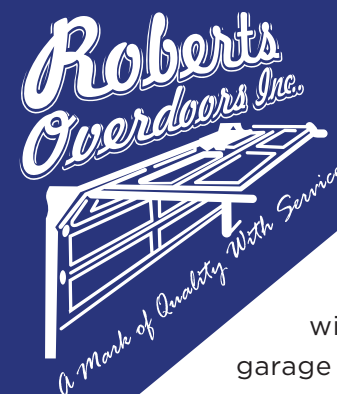
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TACKLING BUSINESS TOGETHER

▶▶ partner spotlight

Written by Ashley Streight | Photography by Kelly Remacle Photography

DECK DOCTOR OF KANSAS



After attending classes at Butler County Community College and working in various positions in the area, both Tony and Adrian Hunt found themselves opening their dream business, Deck Doctor of Kansas. It had been something they discussed for many years, and when they found themselves in a position to make the leap to business ownership, they took it.

For Tony, this is what he has always enjoyed – manual work, setting his own schedule, and growing a business from the ground up. As for Adrian, she says: “My passion is helping people grow their business. For years, I’ve helped other businesses with getting their name out there, marketing, and growing their presence. Now that we started our businesses, I do those things for us.”

Opened in mid-2020, along with two other contracting businesses by Tony and Adrian, Deck Doctor of Kansas specializes in deck refurbishing in Wichita and surrounding areas. They provide services such as cleaning, power washing, staining, and repairs.

Running a successful business is not a new venture for Tony, as he

My passion is helping people grow their business.

For years, I’ve helped other businesses with getting their name out there, marketing, and growing their presence.

Now that we started our businesses, I do those things for us.



previously owned and operated a landscape and construction company. However, the fear of failure and not having a quality crew help is something he has had to overcome. He says he’s done that by staying persistent and making himself get out there and do it. Once

that happened, the quality help eventually came.

For Adrian, she has had to overcome her fear of the unknown and the fear of failure. “Those two things have kept me in my comfort zone for as long as I can remember, but Tony pushes me to



try new things and to trust that things will work out. My faith has carried me through all the doubts and insecurities.”

As many business owners know, the freedom to set his own schedule, take time off when needed and not having anyone but himself to answer to are

rewards Tony is thankful for, and Adrian loves watching his dreams come to life. Looking into the future, it’s a goal for them to work with real estate professionals daily.

“We would love to be the first call for repair requests in the standard

buying and selling process. We would also love to have a line of investment properties to be working on.” In fact, they are in the beginning the process of purchasing their own investment properties to flip and/or rent. “It’s exciting to know that we will be investors ourselves soon and not just working for them,” they said.



As a family, Tony, Adrian, and their three children (Mitchell, 13, Max, 11, and Hazel, 1) love movie nights together, working on home projects, and taking day trips together. They are also hobby beekeepers and have hives around Wichita. Once harvested, they sell their honey and wax products (lip balm, lotion, soap) at a local craft store. With an extremely busy schedule, they still find time to update their recently purchased 102-year-old home, where they have decided to keep original aspects of the house, but also incorporate some modern designs.



...
 When we asked them to define success, they provided very similar answers. For Tony, it's getting to the pinnacle of achieving your goals, and for Adrian, it's achieving those goals, whatever they may be.

"A successful business is built on relationships with your customers. Get to know them – their wants and their needs – before you try to sell them something. Think of it as problem-solving. Your customer has a problem – how can you solve it?" For the owners of Deck Doctor of Kansas, they aspire to be more than just your deck repair guy, contractor, or sprinkler repairman. They want to be known for their kindness, customer service, and faith.

"In business and in life, we want to be remembered for our hard work, punctuality, and commitment to doing what we say we're going to do, all with a smile on our faces." And they are looking forward to continued growth and building relationships through *Wichita Real Producers*.


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Gene. Francis & ASSOCIATES



▶▶ featured team

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

A Family Affair

Gene Francis is a Kansas native who grew up in Harper. After high school, he traveled to K-State for college, where he majored in Agriculture Economics and met his lifelong sweetheart, Connie. His passion for cultivation landed him in the banking and agricultural financing industry after he completed college, where he remained for seven years until he was hired by Western Farm Management to begin real estate farm management and appraisal. It was shortly after this that Gene and Connie decided to go out on their own, and that is when Gene Francis & Associates came to life.

As their very first business, the company has been selling real estate and performing live auctions for over 35 years. They have now expanded to selling online through their partner, Gavel Roads Online Auctions (www.gavelroads.com). Gavel Roads, also owned by the Francis family, is focused on agriculture and construction equipment, classic cars, sporting goods, machine shop equipment, business liquidation and more. They now have the capacity to sell real estate not only at private listing or live auction but also online-only or simulcast through their website. As a true family affair, Gene's wife helps him run the office in Wichita, while his son, Tyler Francis (part-owner) helps with marketing and operations, and his daughter, Lori Rogge, runs their office in Manhattan, KS. Also, daughter Jodi McBee, sons-in-law (Mike McBee and Brandon Rogge),



and all grandchildren participate in operating their consignment auctions.

Throughout the years, Francis says that Hugh Macklin from Western Farm Management was a great mentor and teacher to him. "Hugh helped me through a multitude of transactions, and I always admired him in many different ways. He was my favorite person to visit with." For Gene, operating two highly successful businesses didn't come without struggle. He started with nothing and has now become one of the largest farm





“Don't be afraid to ask for business. *It's how we grow.*”



and real estate companies in Kansas. In fact, they work in over 75 counties in Kansas as well as 10 in Oklahoma. His advice for others? “Don't be afraid to ask for business. It's how we grow.”

“I just love to do deals. It doesn't make a difference if it's a \$2 million ranch or a \$50,000 lot. I get to meet new people every day and enjoy making the deals happen.” He smiled. He says he wants to always be remembered for putting deals together.

We asked him what the future holds for both Gene Francis & Associates, as well as Gavel Roads. “As I'm already retirement age, I would like to slow down and have my children take over the original business. I'm looking forward to them expanding our operations and following in my footsteps.”

Gene and his wife, Connie, have been married for 52 incredible years. Outside of work, the pair loves to travel and go camping. He says his favorite place they've visited is Idaho because the scenery was absolutely beautiful, and he enjoyed the large farming operations they have. As a personal hobby, he enjoys buying and selling mules.

Whether it's auctions, your first home, a move-up, an investment property, a farm, ranch, commercial property (such as grain elevators, feedlots, fertilizer and implement dealerships), or an estate,

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KERRY DUNN



“When I think about what I do, one of my favorite parts is just being able to be a part of people’s lives and helping them get their first home, move up, or to be as successful as possible in situations where they have to sell,” Kerry explains. “It is also a real joy to see my agents have success in their individual businesses.”

Getting His Start

Kerry earned his real estate license in April 2007. But even before that, there were hints of his career that he finds so rewarding.

After graduating high school, Kerry enrolled at Wichita State.

“I had been in an engineering program in high school. My plan was to go into industrial engineering in college,” he remembers. “But at some point, I knew that it wasn’t for me.”

As he came of age, Kerry and his brother, Roger, followed their interest in real estate investing.

“He and I bought an old beat-up duplex. We spent money fixing it up and trying to rent it out. As we continued investing in real estate, our mother said, ‘You need a truck if you are working with these properties.’”

One thing led to another. In time, Kerry and his brother developed a full-service moving business with a fleet of vans making their way across the country in the 1990s.

In addition, they opened up a personnel service that connected a large number of workers with employers. Things were about to change, though.

“That’s when 9/11 happened, and our economy in Wichita was affected. When the airline industry started laying people off, we closed the personnel service and kept operating the moving business,” Kerry says.

FULFILLING THE DREAM

True leaders don’t serve themselves. They turn their energy out into the world to help those around them.

Kerry Dunn exemplifies that gift for making a difference.

As Broker/Owner with NextHome Excel, Kerry pours himself into supporting others ... helping them fulfill their dreams.



“That slowed up a bit, too. At that point, real estate was the only other thing I had really known. So I thought real estate would be a good job for me.”

Following His Interests

As Kerry gained ground in the business, he worked with several different firms. In time, he reached the point where he was ready to take his next steps forward.

“When my son graduated from high school, it felt like it was time for me to do my own thing. About that same time, I ran into a magazine review about NextHome as a company that was very complimentary. I remember making an inquiry with the company but didn’t make the move right away,” Kerry remembers.

“NextHome stayed in touch with me, and eventually I called them and said I was ready to make the move. It ended up being the best real estate move I’ve made in 15 years. I have aligned myself with a truly amazing brand; the resources available are like none I have ever seen in the business.”

Creating Results

In July 2019, Kerry opened the NextHome franchise. Today, he has added four other individual agents to the team.

He offers a full range of support to help them build their own business, including lead opportunities, as well as the support of an office, while still being able to grow their own individual business.

The results of Kerry’s work with the members of his team have been impressive ... with \$7.1 million in sales volume in 2021.

“I attribute so much of it to NextHome. By being part of the NextHome organization, I enjoy the company’s great culture,” Kerry says. “I’m also able to network with Brokers from other parts of the country. I can reach out and they’re there. That’s been a really good thing.”



I’M ALSO ABLE TO NETWORK WITH BROKERS FROM OTHER PARTS OF THE COUNTRY. I CAN REACH OUT AND THEY’RE THERE. **THAT’S BEEN A REALLY GOOD THING.**



...

Gratitude

Kerry is quick to give credit to those who have supported his growth.

“I learned a lot from my first broker, Mike Gisick, at Access Realty Center. It was a smaller, independent brokerage, and he did a lot of one-on-one work with me, teaching me how to prospect for listings and market homes for sale. He got out of the business early in my career, but we still remain friends, and I’ll sometimes run ideas by him,” Kerry says. “Also, Brian Johnson, being the ‘NextHomie’ at NextHome Innovators, really helped guide me through getting my franchise started, and he’s always open to help when needed. The corporate team at NextHome is extremely supportive and incredibly accessible from our member services support team all the way up to the company president.”

Away from work, Kerry looks forward to time spent with his wife of 24 years, Kim.



Kerry and Kim enjoy moments with their children — Braunta and Kerry, Jr., and their two grandsons — Khemari and Jaylen.

One of their favorite free-time activities is spending quality family time together, including cooking.

As Kerry says, “We do a lot of cooking. I like to experiment in the kitchen and get out on the grill, too.”

As part of the family’s passion for food, they produce a Facebook Live video called Cooking with Khemari, who is 8 years old.

When it comes to giving back, Kerry supports K9 Companions, a group

that raises Labrador puppies to become companions for veterans and those with disabilities.

Making an Impact

When you talk with Kerry, it’s easy to see his easygoing, patient manner, combined with his caring nature and sense of humor.

With each step Kerry takes, he directs his talents and experience toward the needs of others.

“I’m looking to expand by adding other good quality people in the future, and helping to support their growth,” he emphasizes. “I enjoy running my brokerage to empower agents,” he says.



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One of the greatest compliments any of us can receive is when someone says that our efforts made an impact ... that a person, place or situation was helped as a result of our actions.

Mark Sudduth embodies that spirit.

Full Immersion

As owner of Realty Executives Sudduth Realty, Mark simply immerses himself in his work to create better outcomes for those around him.

“I take a very personal interest in people. I like helping them. On a daily basis, we deal with a lot of different situations. Sometimes, we must help

clients work through difficulties, assist them as they grow in life, close out chapters, or move across the country. We help them realize upward mobility and success. While making all this as painless as possible. No single transaction is like another.

“A real estate office should have a welcoming and professional demeanor. At Sudduth Realty, we want everyone to not only feel that they are being taken care of professionally, but they are part of our ‘family,’” Mark says. “I like immersing myself in the job and

•••

making sure people are taken care of ... the same way I would care for my family. Everyone deserves the same level of care no matter what the price point is.”

Putting it All Together

Mark grew up in the automobile industry.

“My father was a mechanic. I worked in customer service in car dealerships in my early 20s. From there, I went to work for my father’s independent shop as a mechanic.”

In the meantime, Mark and his wife came to a point at that time when they were looking for a house to buy. The experience was memorable ... but not for the right reasons.

“Through the process, we were talking with real estate agents, and they didn’t explain anything to us. I didn’t understand the process of buying a house at all,” Mark says. “I had appointments to write offers, and I didn’t keep those appointments, because I didn’t understand the process. So, I decided to go to real estate class to learn more about the process myself.”

Something interesting happened in the process. Mark excelled. In fact, his instructor encouraged him to move forward into the business. Soon, Mark earned his license in 1991, hung his license with a firm and never looked back.

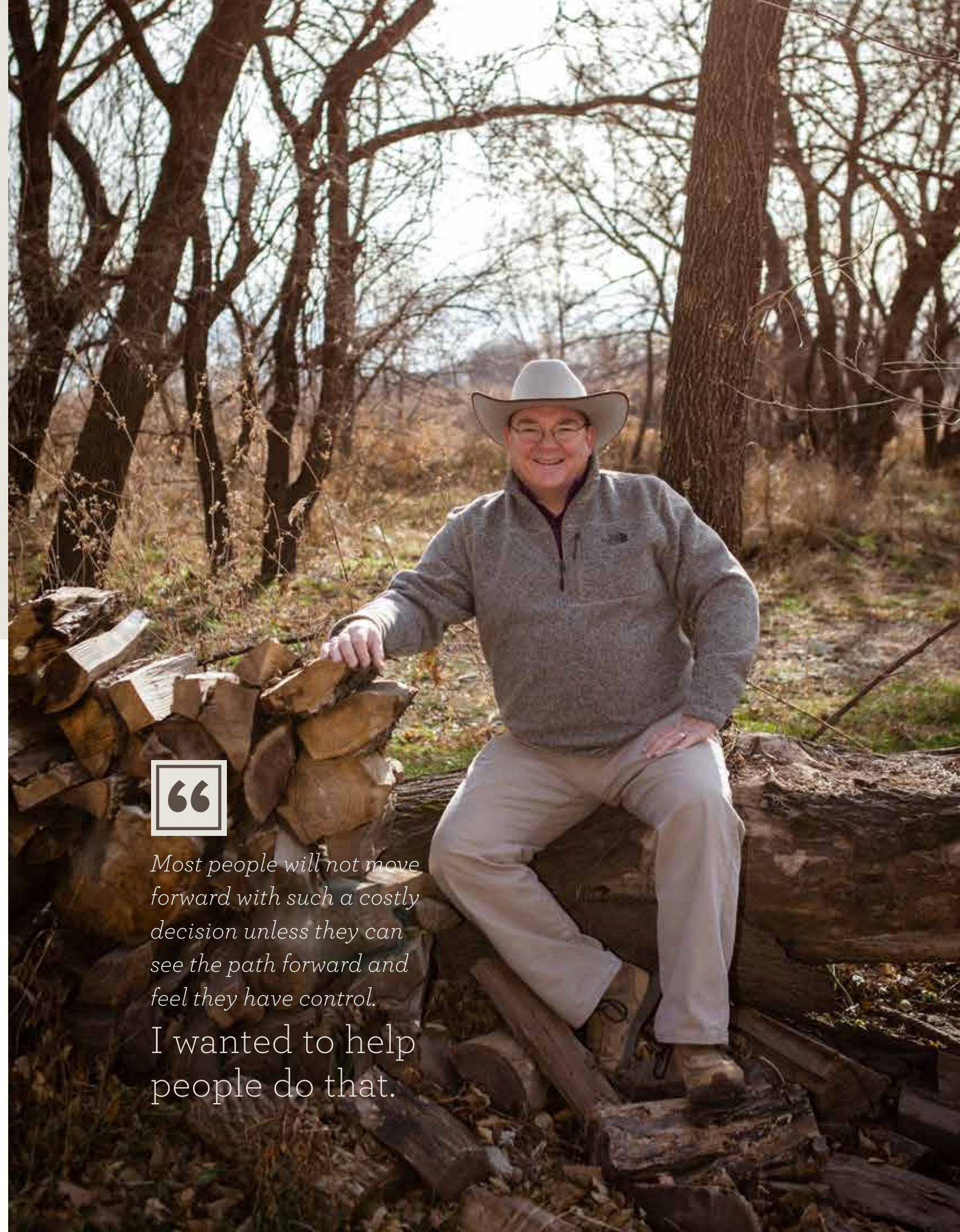
“Within a short time, I moved to Century 21. Six months later, I never went back to auto mechanic work,” Mark recalls. “I remembered the confusion I had experienced when I was buying a house. Most people will not move forward with such a costly decision unless they can see the path forward and feel they have control. I wanted to help people do that.”

Rewarding Results

As he helped others gain ground in life, Mark quickly established a reputation for results. In the process, within his first year and a half in the business, Mark had worked his way into the top 1 percent of Century 21 agents worldwide. He also immersed himself in learning, taking GRI and CRS classes as well as attending auction school. This all assisted him growing his business in both areas. Over the years Mark’s business has grown with the help of good friends and mentors in the real estate industry. Today, his firm is one of the top real estate and auction groups in South Central Kansas.

Mark and Sudduth Realty have taken an extremely active role in helping their clients truly understand the process and making informed decisions.

•••



“

Most people will not move forward with such a costly decision unless they can see the path forward and feel they have control. I wanted to help people do that.



“I learned how to teach people about the process, and once I could show that, they were excited to buy a home, and they felt more in control of what was going on,” he points out. “To this day we have people go through Sudduth University, where we teach buyers the process of buying a house. It gives them control over the process, so they don’t get anxious or nervous.”

Team Triumphs

Another huge positive aspect of Mark’s work centers on his 17-member team.

“I have the best agents ever. They are well trained and super professional. Plus, they’re all top producers. We spend a lot of time together figuring out how to improve each other,” Mark says with a smile.

“I love to come to work in the morning. We are family. We are always together doing something. Although we have separate lives, we take care of each other.”

Cherished Family

Away from work, Mark’s world is made richer by his family, including his wife, Donna.

“My wife is amazing, and she works with me as part of the business, which I really enjoy.”

Mark and Donna enjoy time with their adult children — Alisha Chilcott, Ashton Miller, Sara Killough and Caitlin Sudduth Brazell. Another treasured part of life is the time Mark and Donna spend with their six grandchildren.

In his free time, in addition to hanging out with his family, Mark has a passion for traveling, hunting, and fishing. He also likes to collect antiques and artwork.

Building with Belief

Faith plays an undeniable role in Mark’s life, too, as a member of Discipleship Augusta and First Baptist Church.

“My faith is very important for me. I came to faith late in life at 47, and it changed my world for the better,” Mark emphasizes. “I enjoy donating my free time to Jesus. That’s a big deal in my life. The Lord has blessed me with a great family and business.”

When it comes to his work each day, Mark makes a lasting contribution to those around him.

“Real estate is the quintessential American business. You can be as successful as you are willing to work,” he says. “I want people to know me as true, honest and concerned about them as a friend, because I am. I can’t wait to come to work every morning. My hope is to help others be successful in the business.”



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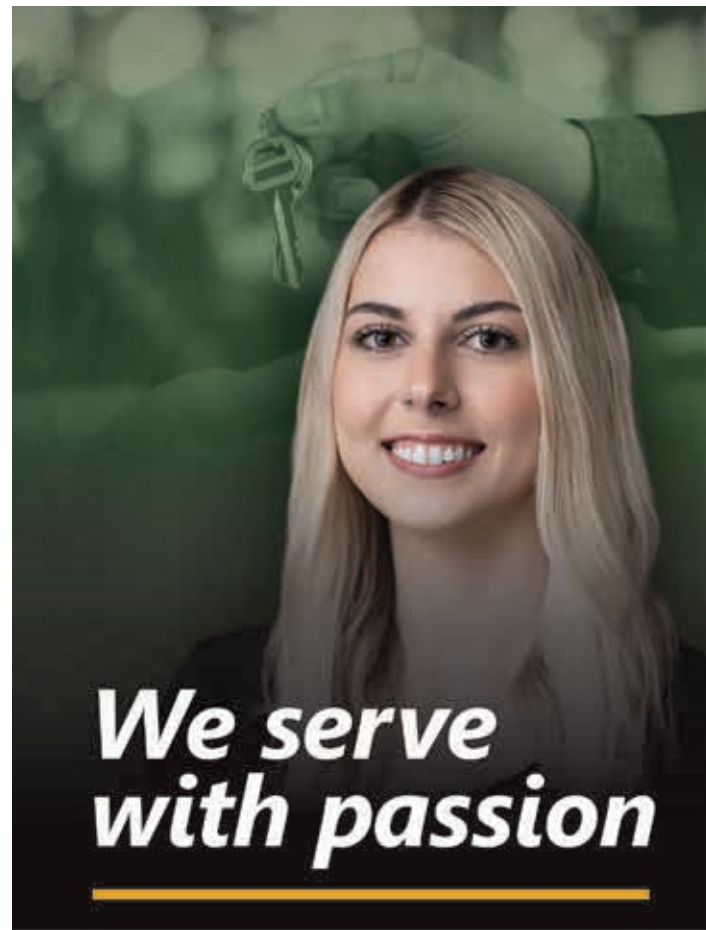
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ask the expert

Since its inception, TM Fencing has made it their mission to provide unparalleled service and unmatched craftsmanship for local area Wichita real estate agent and residents. As a full-service fence contractor, they offer a wide range of fence installation, repair, and related services at affordable, honest prices.

Tane Murphy, owner of TM Fencing, has been in the business for over 10 years and has made working with REALTORS® a high priority for day-to-day business in South Central Kansas. Working with as many as 25 agents per year on various projects such as new fencing and repairs for inspections, Murphy has a clear understanding of the critical need for timeliness, communication and quality work.

Some of the top inquiries he receives from customers deal with the cost breakdown, length of time for a project to be completed, different heights and styles, as well as what to do with a

wooden privacy fence after installation is complete (ie: should it be painted, stained, etc.). Each time an inquiry comes in, he works diligently to get the customer exactly what they need and ensures all steps are taken throughout the process to make sure they are beyond satisfied with the results.

The bread and butter of the work that Tane and his three crew members perform is fencing for new construction real estate and according to Murphy, even with the increase in lumber prices and the scarcity of cedar, premium wood is still the most affordable option, followed by iron and then vinyl.

When you decide to tackle a fence project, When you decide to tackle a fence project, the last thing you are imagining is that your new fence not holding up to the elements or running into trouble during your installation or repair process. Instead, you are dreaming how great your property will look after you pick out the

preferred style, color and design for your property. You are imagining the time you will spend with your family and the security the fence will provide for your property.

The team at TM Fencing brings a wealth of experience to each job site, and are capable of replacing, installing, maintaining, and customizing fences of virtually any type of design. From advanced gate and access solutions to privacy and security fencing, they can get the job done on time, on budget, and to a standard that exceeds expectations.



For more information or to get a free quote on your next project, their team is standing by and ready to be of service.

Website: www.tmfencingllc.com
Phone: 316-218-3450



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Bobbie Lane, Bobbie Lane Realty Group



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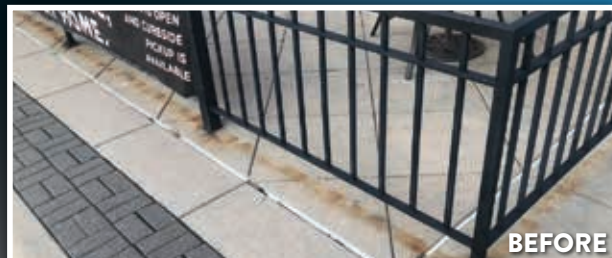
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Wichita Police Foundation

Protecting Those Who Serve

▶ non-profit spotlight
Written by **Dave Danielson**



Jennifer Clark,
Executive Director

Those who put themselves on the line for the rest of us still rely on support.

That's where the Wichita Police Foundation excels ... doing its part to protect those who serve.

Jennifer Clark is Executive Director with the foundation. As she says, the organization carries out vital work.

"Our mission is two-fold," she explains. "We fill the gaps in the city's budget in two different areas ... where equipment, technology and training are needed, as well as carrying out programming that enhances police-community relationships."



Connecting with the Community

The foundation also helped to secure specialty unit equipment, including eBikes.

"The eBikes allow more officers to get out in the community, rather than to be in a car. We recently purchased six eBikes to get where they're going faster and cover more ground," she says.

"Our biggest initiative to date is the Eyes on the River campaign where we placed cameras on the Riverfront in Wichita to be monitored for crime. In addition, we are providing body armor to keep our officers safe. Plus, we have our community programming, including the Random Acts of Kindness program, where officers identify individuals and families who are in need. At that point, we supply the essential items to give them a helping hand up and then the officers go out and deliver the items."

Another very successful effort is Shop with a Cop.

Vital Work

The Wichita Police Foundation was founded in 2016 by Chief Gordon Ramsay.

"He had a very active police foundation in Duluth, Minnesota, where he lived and worked before coming to Wichita. When he came here, he started the foundation," Jennifer explains.

"In the first couple years, we brought in some vehicles for the SWAT team ... then in 2018, the Chief tapped our current Chair Harvey Sorensen (Senior Partner with Foulston Law Firm). He has been chair since 2018, and has been instrumental in making it into what it is today with some important initiatives."

There have been several powerful examples of work that the foundation has done to further law enforcement efforts and to protect those on the front lines of policing the community.

"Our first big campaign was Horses for Heroes. As part of that, we purchased two Clydesdale horses for the Wichita Police Mounted Unit. They're named Hero and Keeper. Each of them cost about \$20,000 each, and they can each do the work of about 15 human officers when it comes to moving crowds," she says.

"Recently for Christmas, we paired 35 children in need with 35 officers. Each pair went shopping, and the officers used the funds we raise to purchase gifts for the children and their family members," Jennifer says.

"We have lots of different fundraisers and community business partners that donate and give us grants that we use to fulfill our mission of making Wichita a better and safer community."

Filling in the Gap

With city budgets always stretched, departments like the police need to get creative and rely on the support of others to fulfill its duties safely and effectively.

"The essential and evolving needs of the Wichita Police Department take community business partnerships. We need those to make sure that no need is left unmet," Jennifer says.

"There are four bureaus in Wichita. Right now there are two bureaus that are using expired body armor. Now we are replacing equipment and taking care of gaps like that. Police foundations everywhere are filling those budget gaps and Wichita is no exception to that. We need a strong well-maintained police department."

For more information, or to learn how you can help, contact the Wichita Police Foundation:

Email: WichitaPoliceFoundation@gmail.com

Website: www.WichitaPoliceFoundation.org

Phone: 316-613-1075



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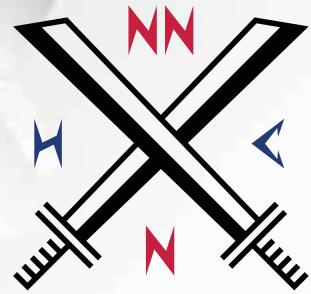
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