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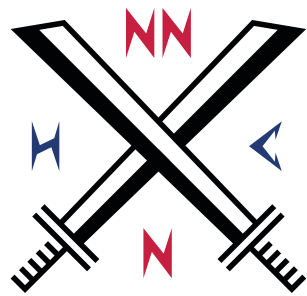
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Messina Hamlin,
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Sarah Kriwiel,
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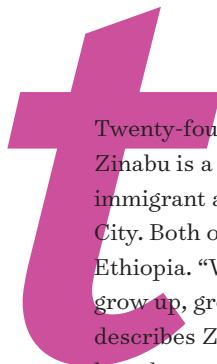
▶▶ rising star

Photos By Jennifer Ruggles.
Written by Audrey Brill.

Rebecca
Zinobou

Marketing For Success





Twenty-four-year-old Rebecca Zinabu is a proud first-generation immigrant and was born in Kansas City. Both of her parents are from Ethiopia. “We watched my parents grow up, grow apart, and grow wiser,” describes Zinabu, “My siblings and I have learned so much about the consequences of taking risks and trusting God’s plan.” The family ended up in Wichita, and the children attended school in Maize. After graduating from Maize High, Rebecca worked many different jobs, from retail stores and sub shops to working as a REALTOR®’s assistant for her best friend’s grandfather, Lenny Diaz, with Golden REALTORS® Inc.

After trying her hand at some general education courses, Rebecca decided to follow in her mother’s footsteps and become a licensed practical nurse. Deep down, Rebecca knew nursing would not be what she would do long-term, as she had a passion for real estate, but she loved attending WSU Tech and making some life-long friends. “I always wanted to try it; I thought I might be good at it.”



She began her nursing career with a job at Regent Park Rehabilitation and Healthcare. Rebecca recalls seeing



her coworkers scrolling on Zillow, searching for houses on their breaks. All she could think was, “Maybe one day I can help them in the home purchasing process.”

Her ‘one day’ came in 2020 when she got her license and became a REALTOR® with the first brokerage she interviewed with, Reece Nichols South Central Kansas. She quickly found success, as well as some of her best friends within the office.

Since then, Rebecca has found a new passion in digital marketing! She is now licensed with Lange Real Estate and is also working there as a marketing intern. Her marketing career began in October of last year when an agent in her office referred someone to her for marketing needs, and Rebecca has worked with her ever since.

Rebecca’s business as a digital marketer is constantly growing, and she is excited to see what her future holds. From doing social media for big events to creating content for influencers, Rebecca has loved every second of her marketing journey. She feels incredibly blessed to be excited to go to work every day as she has made a passion into a career.



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ADAM BAILEY

GOING FURTHER

Each walk of life is filled with examples of “the way things have always been done.”

But there’s real power in breaking through those norms when it makes sense. In the end, those steps forward are good for everyone.

One of those who welcomes and takes part in that innovative mindset is Adam Bailey.

REACHING HIGHER

As a team owner with eXp Realty, Adam is enjoying a new chapter in his life and business ... in the process, he’s helping others break free and go further.

“One of my favorite parts of what I’m involved with now is modern team-building,” Adam says. “I strive to remove the constraints and crack the conversion code to scale production. It’s a combination of systems producing geometric growth, which compounds monthly profitability.



This is what modern team building is: learning, thinking, and creating together,” Adam explains.

Furthermore, Adam explains, “I empower the common agents with true partnership, without expectations. I give up splits and eliminate the need for them to pay for coaching, investing, or any hidden fees so that we can lock arms together. Who you work with matters.





“
I want to be able to do whatever, with whomever, wherever I want.
TRULY BREAK FREE.
I’m building a life by design, never trading time for money, ever again.”

The model with eXp Realty is about breaking free to go faster and further and helping others get there together ... providing a single-agent brokerage to help people build ownership and equity, as well as an exit strategy. The model also rewards contributions residually.

GROWING SUCCESS

Today, Adam leads an organization of more than 2,400 agents in 35 markets, with 154 agents joining in the last 30 days, along with about 200 additional agents in Toronto, Canada, Australia, India, and Mexico.

Adam’s start in the business came when he earned his real estate license 12 years ago.

Prior to that, Adam worked in insurance sales.

“In 2008, the economy went down, and I looked at other opportunities,” Adam remembers.

One of those that came to mind was real estate.

As Adam says, “I ended up joining an independent firm, working as an

inside sales agent, as well as with marketing and building a client care resource center for them.”

OPENING A NEW DOOR

In 2010, Adam earned his license. Right away, the fit for him seemed natural. During his first year, he recorded 24 closings.

During his second year, that number ballooned to 40 transactions.

By his third year, he was given ownership and started running the overall brokerage he was with,



along with overseeing a call center as well as opening four expansion offices.

Through that process, the firm was ranked among the Top 10 by Wall Street Journal across all teams.

ELEVATING THE EXPERIENCE

In 2018, Adam sold his equity interest in the business. After sitting out a year, he jumped back into the business with eXp Realty and started building globally with the firm.

In fact, in 2021, Adam’s organization was paid on 8,000 closings, not counting capped agent production, with around 1,000 agents.

Today, Adam’s team includes about 70 agents in Wichita. That number continues to grow. Adam is the 28th-highest ranking Team Leader in the eXp Realty organization globally, which continues to grow from the amazing leadership of other partners building their business. In the next 12 months, he expects to see a bump in growth from new systems.

“I love this opportunity with eXp Realty,” Adam says with a spark.

“With it, I’m able to critically think differently. This really is the future of real estate. Our goal is to have a modern network and help agents break free ... giving them ownership and equity. I’m

looking to have 3,000 agent partners in the future.”

WONDERFUL LIFE

Away from work, Adam has a passion for time spent with his 7-year-old son, Lincoln.

In his free time, Adam stays active. He really enjoys water sports at the lake and also has plans to add Airbnb’s to his portfolio.

When it comes to giving back to the community, Adam enjoys supporting the YMCA by participating in fundraisers.



MAKING A POSITIVE IMPACT

When you talk with Adam, you instantly see the energy and positive outlook that he uses to better the lives of those around him, including his clients, team members, and community.

“I really enjoy helping people become the type of person needed for their desired goals, accomplishments, or whatever they call success; it’s personal,” Adam concludes. “I want to be able to do whatever, with whomever, wherever I want. Truly break free. I’m building a life by design, never trading time for money, ever again.”



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CANDACE KUNKEL



BUILDING
A LEGACY

► broker spotlight

Photos By **Kelly Remacle**
Written by **Audrey Brill**

With over 26 years of real estate under her belt, Candace Kunkel provides the best possible experience and service for her clients. Not only does she value her longevity in this business, but she also prioritizes integrity and honesty in all she does. Candace approaches her work with an understanding that every family is different and has varying needs.

Candace's son, Kayden, was originally her great-nephew, but in 2014, he was placed into her care by DCF. Fast forward two years and Candace was able to adopt him officially! Their bond is unique, just like each and every family she works with. Her goal within every transaction is to help clients find a home that best meets their individual needs.



Her real estate journey began in 1997 as she started selling with Century 21 and earned her Broker's license in 2000. J.P. Weigand & Sons bought the office in 1998, and Candace stayed



...

with them until 2007. From there, she bought a RE/MAX franchise called RE/MAX On The Move, which she had for 10 years, until 2018.

In 2018, Candace's life was turned upside down with the sudden passing of her mother. Unfortunately, her father had passed away in 2014, so her main support system was now gone as a single mother of a special needs child. This was when Candace decided she needed to make some changes. She sold her office and bought a bigger home, so she and assistant Kaila Frakes could work full time from home and be there for her son.

Since then, Candace has been what she describes as "semi-retired," working when she wants to, not because she has to. She plans on continuing her work until Kayden gets out of school because while the business may get chaotic at times, the people she meets along the way make everything worth it. Clients become very

good friends, some for over 20 years. For instance, Kaila Frakes started as Kayden's nanny, then started working in Candace's office, obtained her real estate license, and began helping Candace remodel homes, all resulting in them working together for seven years and becoming very close. The list of friendships Candace has formed with other amazing agents is endless!

Candace prioritizes giving back. She says, "God has blessed me, so I try to help people along the way." Candace is a proud supporter of Big Brothers Big Sisters of Butler County, the Kansas Humane Society, the Augusta Historical Theater, and Butler Community College, where she graduated with an Associate in Science degree. She has also earned accreditation as a certified residential specialist, certified distressed property expert, and Graduate REALTOR® Institute.

When she's not forming friendships with clients or going out of her way to

help her community, Candace can be found spending time with her family. Alongside her and her son, Kayden, their family is made up of Annie, their dog, and the Eclectus parrot, Scarlet, who has been by Candace's side for 25 years. In March of this year, Candace got engaged to Jody McClure, who has fit perfectly into the family! She is a life coach and owns her own business, Beyond Limits & Mind Wellness, which has also been a wonderful addition to the family.

The family spends most of the summer on Grand Lake, where they have a house, boat, and jet skis. Candace and her son also both have UTVs and love four-wheeling. Success, to Candace, is broken down into different parts of life. She has had a very successful career and appreciates everyone who helped her achieve her professional goals. "Now I'm working on my personal success," she says, "taking care of myself, raising my son, relaxing more, and enjoying a loving relationship."



GOD HAS BLESSED ME, SO I TRY TO HELP PEOPLE ALONG THE WAY.

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OnPoint REALTORS® strongly believes in always putting the needs of their clients before their own. Their service-based relationship with clients is not, however, what sets this brokerage apart from others in the community. Instead, it is that OnPoint REALTORS® use a background of experience in commercial real estate brokerage and development to mentor agents in both commercial and residential real estate activities.

This brokerage was formed in July of 2010 by Austin Kinzle. Prior to his career as a REALTOR®, Austin was pursuing medical school at the University of Oklahoma. He also served eight years as a 91B Medical Specialist in the 469th Medical Company, Ground Ambulance Detachment.

Before he began OnPoint REALTORS®, he honorably served a commercial real estate brokerage in Wichita in the capacity of medical projects coordinator. Austin's transition into working independently and forming his current brokerage was encouraged by a list of different factors. Austin saw opportunities presented by the challenging conditions of the market at that time. He also realized the only way he could truly pursue development opportunities without restriction was to branch out with his own firm. He says, "It is not always easy to pursue your business interests under the control of another crown." Austin needed room to make mistakes in the process of discovering his passions in real estate.



OnPoint REALTORS® recruits agents who possess polished professionalism and truly desire to be team players in their fast-paced environment. The business is constantly evolving and improving its operations. "Not everyone is comfortable with change," explains Austin, "we, on the other hand, know that change is the only thing that remains constant." The result of the company being open to change is happier agents that provide top-tier service for their clients!

...

commercial corner ◀

Photos By Jennifer Ruggles
Written by Audrey Brill





“

We look forward to working with all agents in our SCKMLS at some point in the future!

”

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Austin has been in this business for years, and he claims the most rewarding aspect of his career has been watching agents grow from a place of confusion about their role to caring REALTORS® who have a passion for doing their very best for each and every client. The key to OnPoint REALTORS®'s success is perseverance. They were once an unknown brokerage, created from scratch,

while today, the business has created a program that gets brand-new agents to their first closing within 60 days!

This amazing brokerage would not be possible without the hard-working leaders of the OnPoint REALTORS® team. Lisa Wise, executive vice president and partner, helps with new agent training and also brings valuable agent experience to the

table. Bob Melchor, CFO and partner, is the financial mastermind behind the financial ability and planning of the company. Kacy Bolm, executive assistant, plays a critical role in the business as she leads the compliance infrastructure and assures clients on paperwork through the brokerage.

OnPoint REALTORS® is a proud supporter of Legacy Ministries, INC. Legacy is a nonprofit organization focused on working with urban youth to improve their outlook on future opportunities and providing job-based skills that will assist them with growing into productive members of society.

The brokerage is incredibly honored and humbled to be acknowledged by its peers in Wichita. Their leadership team and agents work diligently to maintain the respect of the brokerage community. They say, “We look forward to working with all agents in our SCKMLS at some point in the future!”



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Photos By Kelly Remacle
Written by Dave Danielson

Basem & Tyseer
Krichati



...

BUILDING DREAMS

The task of creating something from the ground up is no small feat. It takes the right materials, a solid plan, and dedicated work to see it all come together.

The same can be said for putting aspirations of real estate ownership together for people.

That's where the father-and-son team of Basem and Tyseer Krichati excel.

In This Together

Basem serves as a broker, and Tyseer is an associate broker with Superior Realty. In turn, they specialize in building dreams for their clients looking to buy or sell property. Plus, they tangibly build structures from the ground up through their Superior Homes construction business.

"We feel blessed to have a lot of repeat customers and business that is

generated by word of mouth. We go the extra mile to make sure our clients get the right house and property for them," Basem says.

"And, since we are contractors as well, we are involved even after closing to help them do other projects at their house. We work with them before and after and do our best to make them feel comfortable. I enjoy the design, selection, and helping them make their selections for their new homes."

As Tyseer says, the relationship shouldn't end at the closing.

"To be successful, it takes strong connections. We remind them that we are here for them," Tyseer says. "Over the past 11 years, I have built up some professional relationships, and even if they aren't buying, they stop by, and we stay in touch."



A True Family Feel

Basem and Tyseer are joined in the business by their wives — Kelly (Basem's wife) and Melissa (Tyseer's wife).

Basem earned his real estate license and began his journey in the business in 2003 with Prudential, while Tyseer started his path in the profession in the summer of 2010.

Basem's beginnings in real estate can be traced to when he purchased his own home in 2003.

"Through that process, it struck me that I could do this, too," Basem remembers. "Prior to that, I had a pizza place in downtown Wichita that I had operated."

Well Suited for Success

Basem spared no time in making his presence in the industry known. In fact, in 2004, he earned Rookie of the Year honors. He also qualified for Masters Circle recognition that year — and every year since.

In time, Basem had the opportunity to move to RE/MAX, where he earned Top Producer recognition year after year, in turn ranking among the highest-producing agents in Missouri and Kansas.

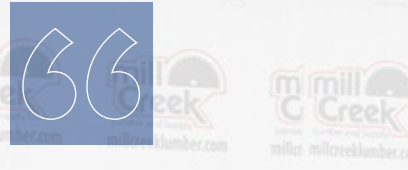
His production numbers were remarkable. In fact, in 2013, he recorded a monumental total of 206 transactions.

In 2016, Basem took the next step forward in the business and opened his own brokerage.

Tyseer's start in the business was a natural extension of his early exposure to it.

"My parents were hard at work. It was very busy. Every Sunday, there was an open house. I was exposed to it at a younger age," Tyseer recalls. "The year I got my real estate license was the same year I got married."

...



I love the thrill of the business ... listening, understanding, and getting to know each person. **I REALLY ENJOY HELPING PEOPLE REACH THEIR GOALS.**

...

The experience has been rewarding all the way around. In fact, he was a Wichita Rising Star and has received the Presidential Award every year.

As Tyseer says, "I love the thrill of the business ... listening, understanding, and getting to know each person. I really enjoy helping people reach their goals."

Family Foundations

Family is at the heart of life for Basem and Tyseer.

In addition to Tyseer, Basem and Kelly have another son, Yousef, who was involved in helping to set the business up with marketing and technology expertise. In their free time, Basem and Kelly enjoy time at the lake, as well as enjoying active pursuits on their acreage.

Tyseer and his wife, Melissa, enjoy sharing time working together in the business. Away from

work, Tyseer and Melissa enjoy every opportunity they have to spend with their family members.

Both men also have a heart for helping their community and staying engaged. They are both involved in the Islamic Society of Wichita, including working with their mosque association.

Hopes for the future are like a spark. To become a reality, they need encouragement and the right conditions to grow.

The same can be said of real estate aspirations. Each day, Basem, Tyseer, and their team members are there to build and support their clients' dreams.



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▶▶ partner spotlight

Photos By Kelly Remacle
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The company is led by Shane and Melissa Isham. Together, they share the same path in life and business ... in a fulfilling purpose.

"It means a lot knowing that we are helping keep people safe ... keeping water out of a basement for a family," Shane says.

"I like knowing that a family can use their home the way they always thought they would and should be able to. Home is where you spend much of your time. You should be able to enjoy it. In the process, we customize our services for what we do with multiple avenues of repair services."

Above and Beyond

As Melissa says, they enjoy going above and beyond to provide a rare level of problem-solving.

"Shane loves a challenge and to be able to do what no other companies are able to do," Melissa explains.

...

“He enjoys those times when you walk into a house, and the owner says, ‘Everyone else told me I can’t do this,’ Shane wants to figure out how to do it well and with integrity. Everyone here on our team enjoys helping people.”

Growing Success

Today, IWP Foundation Repair has a team of nearly 30 employees, including office staff, HR, marketing, sales, and six crews. As growth has continued through time, they have moved into a second, larger building.

Those who have had a chance to work with IWP Foundation Repair appreciate the thorough approach that the entire team takes with their property.

“We reach out to them and schedule an appointment with an estimator. At that point, they’ll receive a welcome email with a scheduled appointment,” Shane says.

“Then we call within 30 minutes of our arrival. Once we’re on-site with them, we walk the project with them, listen to their needs and then offer advice and solutions to their issues.”

Team Pride

When you talk with Shane and Melissa, the pride they have in their team comes through very clearly.

“We have amazing customer service representatives. They do a fantastic job of communicating with our partners and clients. Our staff likes to put their personal touch on things and make sure we have an individual relationship with each of our clients,” Melissa says.

“Our customers and REALTORS® are very important to them. We want to maintain those good relationships with them while maintaining integrity. We pride ourselves on doing the right thing for the home and whoever



“

We know they’re dealing with something not fun, so we will try to make it as painless as possible.

is going to live there. We don’t like to do band-aid approaches that can fall apart.”

Wonderful Life

Away from work, Shane and Melissa treasure time spent with their family, including their children — Taegan, Lucas, Tyler, and Braxton.

Support Through Education

Shane and Melissa enjoy supporting their community of partners with vital education about what they do, as well.

In their free time, Shane, Melissa, and their children like to go to the lake — enjoying boating, skiing and cliff jumping.

Shane and Melissa are also involved with the Wichita Area Builders Association.

“One of our favorite things to do along those lines is sponsoring lunch and learns with REALTORS® to train them on what to look for when they enter a home and look at the foundation,” Shane says.

Each day, no matter what challenge or foundation issue they encounter, Shane, Melissa, and their team move forward for a solution ... in turn, fulfilling the purpose that drives them.

In addition to repairs, IWP Foundation Repair is also fully immersed in the new construction side, offering ways to ensure that there are no foundation issues prior to building.



“We see what happens to homes due to the soil here in Wichita. We offer solutions to prevent these issues from coming into the picture,” Shane points out.

“We like going above and beyond, creating an enjoyable experience,” Melissa says. “We know they’re dealing with something not fun, so we will try to make it as painless as possible.”

“We can work with contractors to go in and put some things in place to prevent sinking.”

Contact IWP Foundation Repair Today!

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Edward Jones:

JEFF

CHRISTENSEN

Prizing Life's Priorities



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INVESTMENTS

▶▶ partner spotlight

Photos By **Jennifer Ruggles**
Written by **Dave Danielson**

If you were to write down all that is important to you in life, you'd have a mammoth list. But when you think about that, what are those items that are the most important ... things that you would want to make sure got taken care of before anything else?

The answers to that question are the areas where Jeff Christensen focuses his experience and expertise.

Guiding the Way

As a financial advisor with Edward Jones, Jeff helps his clients prize life's priorities.

"The biggest thing for me in getting to do this work is making a huge impact for people for their big moments in life," Jeff remembers.

"The other day, we worked with a mom and her son. We had talked with them about the importance of estate planning and got that in place for them. Not long after that, they were driving, and the mom had a stroke. Because we had done the planning we did, getting to the hospital and making decisions were much more seamless because we had put plans in place with them."





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...

Selfless Service
Prior to joining the financial world, Jeff had served his nation in the United States Marine Corps. After leaving the service, his first civilian role was with a bank. He worked his way up and eventually opted to switch to Edward Jones in 2012.

As he says, “I got into this line of work because I enjoy taking care of people and being that resource for them to make sure that the things they value and care about are taken care of.”

True Partnership
Jeff has a passion for working with his real estate partners in what has proven to be a natural bond.

“My REALTOR® partners are helping clients deal with one of the largest transactions in a person’s life. My industry is very similar to that,” Jeff says. “We get involved in many of the same life changes. So it makes sense to partner together.”



We work to make sure that we identify the things you or your clients want to take care of, including accounts and ongoing planning for them.

Full Spectrum of Solutions
Those who work with Jeff appreciate the wide range of solutions he offers, including general investments, stocks, bonds, mutual funds, as well as retirement and estate planning. In addition, Jeff and his team also offer a range of insurance plans, including life, health, and long-term care.

The process that Jeff shares with his partners is thorough yet streamlined.

As he says, “We work to make sure that we identify the things you or your clients want to take care of, including accounts and ongoing planning for them.”

Family Highlights
Away from work, Jeff treasures time with his family, including his wife of 19 years, Stacy, and their five children — Quentin, Kalon, Christian, Hayden,

and Hannah. They also cherish time with their seven grandchildren.

In his free time, Jeff takes part in a range of shooting sports.

At home, Jeff also has a passion for cooking. “Travel is also a favorite. We love visiting the Napa area and places with a beach,” adds Jeff. They also have a dog they like to hang out with.

“One of our favorite things is spending time with our grandkids and taking them on adventures and taking the whole family to places like Branson.”

When you talk with Jeff, it’s easy to see the genuine passion he has for the profession and the people he serves each day ... in turn, prizing life’s priorities.

**Contact Jeff Christensen with Edward Jones Today!
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