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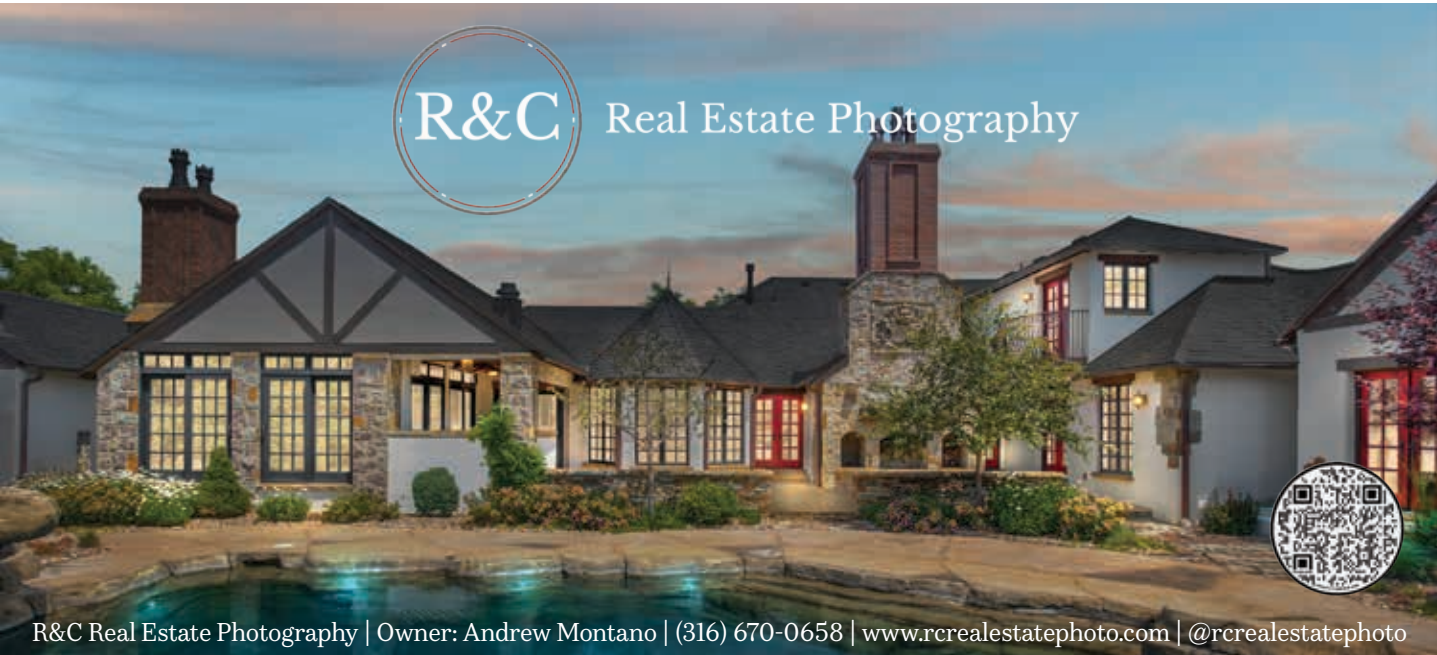


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a tribute to

# RICK HODGE SR.

April 1st, 1953–April 12th, 2022

*In Loving Memory*



By **Samantha Lucciarini**

Writing a tribute about someone you cherished, someone that was so important to you, is a far more challenging task than you could imagine. Forgive me as I spill my heart onto this page.

Rick's death was sudden, unexpected, far too soon, and completely heart-breaking.

Rick Hodge Sr. was a gem of a human being. He was the Broker of Hodge Real Estate, my real estate mentor, and became family to me. I lovingly referred to him as my "second father," and he referred to me as his "other daughter." Rick took my mother and myself under his wing at the request of my father, on his death bed, almost seven years ago to the date of Rick's death. Rickey took that promise to my dad seriously and honored it to the fullest extent.

Affectionately known as Rickey, he dedicated his life to serving and protecting our community by working for Sedgwick County Law Enforcement. After 22 years of service, he retired and began his real estate career in 1995.

Rick loved making connections within his community and spending time on his ranch raising Charolais cattle. He enjoyed spending time with his wife, Jan, and his large family. He had a

servant's heart, always seeking those in need. Rick ministered to friends and strangers alike, by leading a life rooted in faith and an unwavering belief in Jesus. Rick's strong spirit and kind heart led him to demonstrate his faith in his everyday life.

Rick had a reputation for being a kind, honest, moral and knowledgeable Broker. Anyone that came in contact with him or had the pleasure of co-op'ing with him, knew he was one of a kind.

I was able to tell his story in the December 2020 issue, and it's repeated here, in this issue as well. I thought it was fitting to run his story again, in the month of June, when we honor our fathers and father figures. Please take a moment of silence and keep his family and friends in your thoughts and prayers.

If you have any stories about Rickey, please reach out to me and share. I'll be sure his family receives them as well.

And now, for my "soapbox" bit. In a time like this, in a tumultuous market full of greed, lack of ethics, and bad behavior, I plead with you to raise your morals and values ... emulate more of Rick Hodge Sr., despite how your peers or clients are behaving. I'll leave you with one of his last pieces of advice to me: "Fight like hell for what is right."

Rest In Peace, Rickey. You are so dearly loved and so very missed.





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

# RICK HODGE, SR., is Counted on by Many!

Hodge Real Estate, LLC

In a changing and unpredictable world, it means a lot when you have something rock solid you can count on. Rick Hodge is one such example. As Owner/Broker of Hodge Real Estate, LLC, Rick has helped many people throughout the region for 25 years through his experience, expertise, and reliable leadership.

#### Service and Leadership

Before starting his iconic real estate career, Rick worked as a Sheriff's Officer and Detective in Sedgewick County. Through time, Rick had also invested in real estate. "A year before I retired, I got my real estate license on the advice of my accountant. He told me it would be beneficial to me as I was selling and buying property," Rick remembers. "I would buy property, split it up, build, and remodel." So Rick earned his license and started his real estate career, working with Mickey Gillette at Gillette Real Estate for 10 years.

In time, Rick set out on his own and built his own brokerage. Today, Hodge Real Estate has a team of eight agents, including Rick, who also serves as a selling Broker. "Our team members are more like family," Rick emphasizes. "We get to know each other's families and have developed a very supportive environment where we watch out for each other."

#### Dependable Drive

Rick has the drive to help others. And that starts with his team members. "Each agent learns every aspect of real estate, and I want to be here to support them from the beginning through closing," he says. "We have a fantastic team of agents who can step in at any point in any sale or listing from any other agents. They know how to list, promote properties, go to closing, and get appraisals. They learn the whole thing, and we keep up on our training. I'm huge on continuous education. There are changes in the real estate market. We need to be prepared for what will come around the corner. We always want to be up to speed."

It has been a labor of love.

"I've loved it. The interaction with people, including clients, buyers, sellers, lenders, and appraisers have been outstanding," Rick explains. "I've also liked the fact that you set your own schedule. And even though that schedule is really based on the schedules of clients, it has worked out well because overall, it has given me a lot of flexibility."

#### Family Foundation

Rick's world revolves around his family, including his wife, Jan, who also works as the firm's Office Manager. Rick and Jan also run a cattle ranch in Butler County, where they raise Charolais cattle. The couple also has horses, chickens, cats, and a dog on the ranch. "We definitely have a whole menagerie of wildlife," he laughs. "It's been fun doing that with Jan. When I'm not able to be around, she is the primary person who takes care of things there."

Giving back is a central part of what Rick has done through time, with he and Jan being involved with Freedom Hooves. They also attend and support a variety of fundraising events,

...



...

such as being involved with Friends of the Library in El Dorado; members of the NRA and the Kansas Livestock Association, and the National Charolais Cattle Association. Rick and Jan also enjoy time spent with their grandchildren, and Jan is a member of the Kansas Academy of Oil Painters.

#### **Experience and Excellence**

When you talk with Rick, you quickly see the qualities that have helped him build a successful career through the past 25 years. His friendly nature and drive to help people solve problems have made him a resource, mentor, and leader that people continue to look to for advice.

“In this business, it’s all about the buyer and seller. It’s not about me,” Rick says. “It’s about what they need for me to do to help them. I put my emphasis on them getting the service they want and ask for. In the process, I don’t cut corners on that at all.”

With honesty, integrity, hard work, and a straightforward approach to helping others, Rick Hodge represents the best of the business—reliable leadership that continues to benefit people each day.

“

In this business, it’s all about the buyer and seller. It’s not about me. It’s about what they need for me to do to help them. I put my emphasis on them getting the service they want and ask for. **In the process, I don’t cut corners on that at all.**

”

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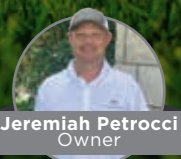


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By Dave Danielson  
Photos by Kelly Remacle



### **Full Spectrum of Services**

The company offers a wide range of cleaning and restoration services, including restoration, mold remediation, water damage, fire and smoke damage, sewer backups, vapor barrier installation, soda blasting, carpet cleaning, air duct cleaning, dryer vent, cleaning, chimney sweeping and chimney inspections.

Nick Dieker is Managing Partner for the company that was founded by brothers Stephen and Samuel McVay 10 years ago.

“It began with carpet cleaning, janitorial services, and a whole lot of young-blooded gumption from a pair of driven entrepreneurs. Both founders are still very much involved with the company today serving specific roles as HR director (Stephen) and Marketing Director (Samuel),” Nick says. “I was brought in five years ago

with the sole intention of helping these men in a time of need when they were growing and needed some help.”

### **Answering the Call**

As Nick remembers, he felt a calling from God to work for Good To Be Clean.

“So I did. I started as a carpet cleaner, and enjoyed providing exceptional customer service to our customers. Needs within the company had me transitioning to the restoration part of the business about a year later,” he says. “Conversations soon followed about coming on as a part-owner of the business. These conversations lasted for several years. Two years ago, my wife and I felt peace about doing so, and we bought into the dream of the McVay brothers.”

### **Personal Advantage**

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with Good To Be Clean appreciate the way the company conducts business in a very personal way.



“We are constantly invading the privacy of our customers. We are in all areas of their homes, cleaning and restoring what is most likely the



What's most rewarding is stepping into a situation in which someone is uncertain about what's going to happen. We can come in and take care of it. We can eliminate the weight on their shoulders.

...

biggest investment they have ever made. When they call us, oftentimes they are going through something that they did not expect. No one wakes up in the morning and thinks to themselves, 'Gee, today would be a really good day for my basement to flood.' It just doesn't happen. They are fighting with their personal space, belongings, memories all being at risk or damaged. It is normally very overwhelming," Nick says.



"Our job, in its simplest form, is to make that process as easy as possible. It isn't just about being good at the job, but it is everything about the way in which we do our job. The way that we carry ourselves, the way that we communicate to the customer, or the

way that we advocate on their behalf with the insurance companies. We are responsible for being the 'calm' in the middle of their 'storm.'"

#### Pride and Passion

When you talk with Nick, it's easy to see the pride and passion he and the team feel about their work ... with their real estate partners being assured that they are referring their clients to someone that will care deeply about them.

"What's most rewarding is stepping into a situation in which someone is uncertain about what's going to happen. We can come in and take care of it. We can eliminate the weight on their shoulders," Nick says. "We bear the weight of what they're going through, and we can carry them through and get them to the other side. I love being the calm in the middle of their storm."

#### Wonderful Life

Away from work, Nick's life is made much richer with his wife, Hailey,

and their children — Madison, Remington and twin boys — Gavin and Tobin.

"Hailey is the best thing that has ever happened to me. We will celebrate our 10-year anniversary this August, and I love her more now than I ever have before," he says. "We enjoy spending time together, whether it be watching family movies or playing in the backyard."

Nick also likes the outdoors, with favorite pursuits including hunting, fishing, bowhunting and flyfishing. In addition, he is a custom knifemaker under the name Nick's Knifeworks.

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# Kevin Howell

## A Family Legacy

► commercial corner

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

Kevin Howell, a four-year REALTOR®, would not be the man he is today if it weren't for the strong men who came before him. He credits his father with showing him "what real work ethic looks like" as well as each of his grandfathers for his professional roots in real estate and production agriculture!

always wanted to do because of his familial and professional background, but ultimately, Kevin made the transition to the industry in order to be home with his wife and children. He feels every job he had up to that point was part of a bigger plan, preparing him for his journey to real estate.

Kevin's mother's family ran a real estate company in Oklahoma, and he grew up intrigued by the business. He attended Oklahoma State University where he earned his bachelor's degree in Agricultural Leadership. He began his professional career working at a bank while training to be a commercial Ag lender; however, due to the 2007-2008 housing crisis, life had other plans. Kevin tried a variety of different jobs from driving a dump truck to working with horses.



In 2016, Kevin and his wife, Jeralynn, found out they were expecting their first child! They decided to move back to Kansas, where Jeralynn is from, and purchase her grandparents' house between Maize and Colwich. It was at this time Kevin decided to start a business of his own managing the marketing and websites for a couple of extremely talented western tack makers. He also provided a retail presence at major events around the country, and Kevin really loved getting to travel roughly 200 days out of the year — but he decided it was time for a change.

His start in real estate would not have been possible if it weren't for Grant Tidemann. They were introduced at an "end of the year" party for his wife's school by the principal, who happened to be Tidemann's son-in-law. They discussed various aspects of the business from commercial real estate to Weigand and Kevin claims: "Grant was someone I instantly had a connection with and who I wanted to learn from."

In 2018, he earned his real estate license. It was something he had

A year later, they met again at the school party where Kevin told





and real estate point of view, Kevin notes, “They seemed to have that hometown family feel I remember about my grandpa’s brokerage, but on a larger scale!”

Kevin is the head of the auction division, but he also specializes in land of all kinds. With his production agriculture background and his love for the outdoors, his favorite sales are farms, ranches, and recreational land. Beyond land, he strives to be well-rounded in as many channels of commercial real estate as possible in order to better serve his clients.

He is a hard worker with incredible integrity for his clients, and one of his biggest strengths is his ability to be an innovative problem-solver. Kevin loves meeting other agents and having the opportunity to learn from each others’ businesses. He calls out to others saying, “Reach out and let’s build a relationship!”

The reasoning for all Kevin does lies within his family. He and his wife have been married for almost nine years and together they have two daughters. Evalynn is 5 years old and loves horses and being outside — just like her dad. She also has a love

...

Tidemann he was ready to dive into the industry. Within a week, Tidemann talked with him over lunch, became his mentor, and got him an interview — long story short, Kevin began working at Weigand in December of 2019, and he has not looked back since.

Kevin takes tremendous pride in being a part of Weigand’s legacy. He remembers when he first moved to Wichita, Weigand was the name that stuck out the most. Aside from being impressive from a marketing



for ballet and is excited for kindergarten in the fall! Their other daughter, Hazel, is 3 years old and loves dancing, music, horses, cows, and being outside more than anything.

“  
Reach out  
and let’s  
build a  
relationship!  
”

Kevin and Jeralynn are huge sports fans and love going back to Stillwater as much as possible. They have really enjoyed getting to share this with their daughters and seeing them get excited about it too! The couple also loves live music and the occasional time they get to spend together on their motorcycle. When Kevin isn’t working or spending time with his loving family, you can find him hunting, fishing, shooting, team roping, riding his motorcycle, supporting OSU, or enjoying baseball.

Above all, Kevin works each and every day to become the best version of himself: striving to be “a great father, husband, and friend.”

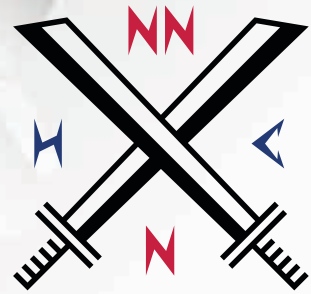
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# TERRY

# ALLEY

## Real Estate Champion

Terry Alley with Realty Executives Sudduth Realty is entering his 12th year as a REALTOR®. He describes success as “finding contentment and happiness, and honoring God in all you do.” While he now is well recognized for his excellent service, believe it or not, he did not begin his professional career in the real estate industry right away!

Terry received his bachelor’s degree in education from Emporia State University and his master’s in education from Southwestern College. After graduating in 1975, he began teaching and coaching as a Business and Physical Education teacher while also coaching wrestling. Throughout that work, he split his career between Bluestem, Andover, Augusta, and Andover Central.

During his last year at Andover Central, Terry earned his real estate license while working half days, in addition to coaching both football and wrestling. From teaching around 300 students each year, Alley learned the ins and outs of working through day-to-day high school issues alongside countless kids and their parents. “And that, no doubt, has helped me in my dealings in real estate,” he explains.

After leading his team to a state championship, Terry thought that was a good stopping point. He was then looking for something to keep him busy and he recalled a former student of his, Mark Sudduth. Mark had talked to Terry about real estate while he was still teaching, so Terry decided to take a leap of faith and transition into his career as a REALTOR®.

Someone he greatly admires in his field is Keith Scholfield, an agent in their office who has been both an agent and a broker throughout his over 50-year long career! “He helped me a great deal when I started,” says Terry. “He has been a huge help to many people in our office!”

One of the things Terry is most passionate about in his business right now is his eagerness to help people find their perfect home and to be there for them every step of the buying and selling process. Throughout





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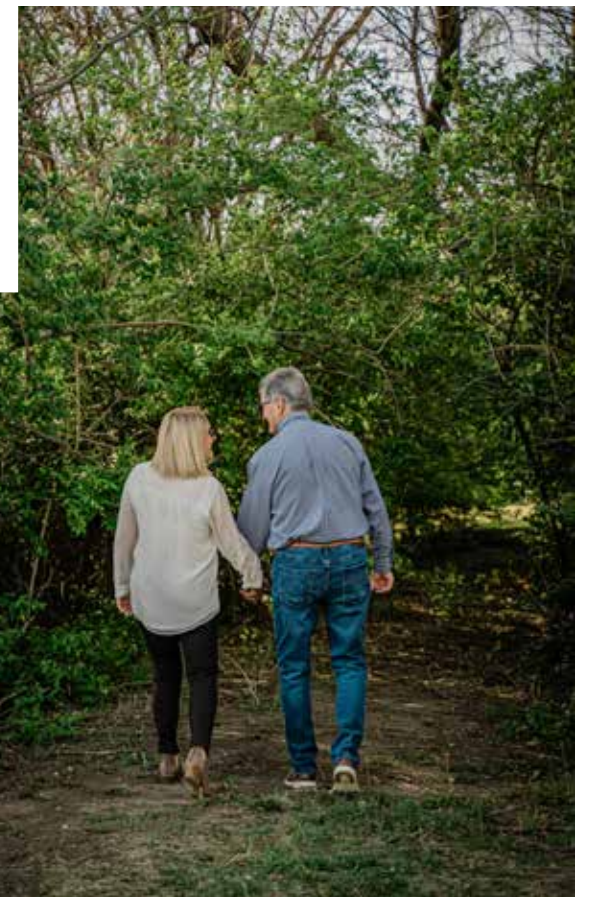


married to Jason, and they live in Augusta with their kids, Eli and Jolene. Their son, Derek, and his wife, Megan, live in Salina, KS, with their son, Emry.

Terry notes: “Cheryl and I have enjoyed being grandparents and try to be a part of their lives as much as possible!”

When he is not working or spending time with his amazing family, Terry has a great love for aviation! His father was a World War 2 and Korean War fighter pilot, so Terry grew up always having an air-plane around. He has now been a private pilot for 42 years and currently owns a 1946 Aeronca Champ. In his free time, Terry also enjoys flying remote control airplanes and drones, as well as fishing!

Through his work, Terry strives to be honest and loyal to his clients above all else. “Being truthful is far more important than making a sale,” he advises up-and-coming REALTORS®. “If they know they can trust you, they will return to you and will send their friends and family members as well.”



•••

his real estate career, he has really enjoyed getting the opportunity to reconnect with former students, colleagues, and their families!

Terry’s work in real estate would not be complete without his wife, Cheryl, who joined him in the business in 2016 after 30 years in marketing. In lieu of a closing gift, she began a “Pay It Forward” program, allowing clients to choose a community charity that is important to them, and they donate to that cause. “This program is a perfect way to give back to our communities where we live and work,” says Terry.

The pair have been married since 1975, and together they have two children. Their daughter, Lauren, is



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By **Ryan Phelps**  
Photo by **Kelly Remacle**

As a REALTOR®, you are a small business owner. We find that an often-overlooked part of owning and running a business is financial planning. Most of us get so caught up in the day-to-day operations of our businesses, that keeping detailed records of income received or expenditures or planning for our financial future falls by the wayside. We spend copious amounts of time working “in” our business, but we need to also dedicate time to working “on” our business.

When meeting with our clients, we stress the importance of being organized financially for a multitude of reasons. When acquiring a loan, self-employed individuals must supply statements showing proof of business profit, and this is virtually impossible without detailed income and expense reports. When filing taxes, deductions are difficult to maximize if accounting records are disorganized or incomplete. Lastly, it is difficult to plan for future challenges or opportunities without good financial data to know where your business is, and where it is heading.

Partnering with an accountant or financial advisor allows business owners to gain the help needed to plan for these future events in the life of their business. Do you have the means to contribute to a retirement account for yourself? Are you ready to take on more staff? Would you like to move locations or build your own building? These are questions that are best informed by concrete data derived from accurate financial records.

Tax planning is becoming more critical than ever, as people continue to push into the self-employed space. Job

opportunities in the gig economy are more abundant than ever, and our education systems don't prepare people for the responsibilities involved in owning and operating a business.

For most REALTORS®, your time isn't best spent worrying about how you will pay your tax bill, when to file your payments, or if and how you can contribute to your own retirement. These are tasks best managed by professionals who are practiced in handling such tasks. REALTORS® need to be in constant contact with many people, including other REALTORS®, buyers or sellers, appraisers, lenders, inspectors and contractors. An accountant should also be on this list!

At Phelps Tax, we firmly believe that leaning into your own strengths and letting a professional take care of the tasks that aren't making you money is an important component of taking your business to new levels. Once you have your business financials solidified you will be able to make informed decisions. From there, creating a plan to utilize that data to build your business in a way that supports your lifestyle becomes not only attainable but a part of your day-to-day operations.



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By Dave Danielson  
Photos by Jennifer Ruggles



# JOSH ROY

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ACTIVELY PURSUES.

As Team Leader of the Roy Group Team with Keller Williams Signature Partners, he dedicates his time and energy to generating results.

"I'm constantly looking for ways to bring more value to the agents that are currently working inside of our company," Josh says.

"I'm looking for ways to generate more leads for the agents and, in turn, opportunities."

#### GETTING AN EARLY START ON HIS CAREER

Josh earned his real estate license in 2000. And he did it fairly early on in life.

"I got into real estate while I was in college at Wichita State. My dad is a builder, and he had suggested that I look into getting my real estate license," Josh remembers.

"He had just opened up a new housing addition, and wanted somebody that could sell his property. So I checked into it, took the class and passed my test. That was 22 years ago."

#### FAMILY TEAMWORK

As he got into the business, Josh began working as a team with his mom, Pam.

"She is still working with my dad and my brother in the industry," Josh says.

"With my dad's home building business, my mom is his onsite agent and my brother is part of his construction company. So they've got that part of it cornered. I went off into the residential resale arena, and I've been doing that ever since."





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#### **BUILDING HIS OWN TEAM**

Teamwork is at the heart of Josh's satisfaction in the business. Today, he has around 30 team members.

He speaks with pride about the impact that the group makes on the lives of those it serves. In fact, in 2021, they recorded an astounding total of 650 sales, representing \$100 million in volume.

#### **RICH FAMILY LIFE**

Life is made much richer for Josh by family. He cherishes time with his family, including his wife, Tiffany, and their three children — two sons, Hunter and Hayden, and daughter, Harper.

In his free time, Josh loves being outdoors, with pursuits like golf, hunting,

fishing, camping, and time at the beach being among his favorites.

When it comes to giving back, Josh likes to support the Wichita Children's Home.

#### **ENERGIZED TO MAKE AN IMPACT**

When you talk with Josh, you can tell right away that he is energized by his desire to help those around him.

His drive and relentless pursuit of excellence goes back to the lessons that he picked up as a young boy with his father, Rob Roy.

"I think it really comes from watching my dad while I was growing up being in the construction industry ... watching his ethic and seeing how hard of

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**WATCHING THAT HAS REALLY PROPELLED ME TO DO WHAT I DO AND TO WORK AS HARD AS I DO AND TO PROVIDE FOR MY FAMILY AND OTHER PEOPLE.**

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a worker that he was. Just having that instilled in all of us made a big impact,” Josh says.

“It was powerful for me and my three younger brothers just watching him do that, what he sacrificed and how hard that he works, so that way we can have the life that was important to him. Watching that has really propelled me to do what I do and to work as hard as I do and to provide for my family and other people.”

**PURSUIING WHAT'S POSSIBLE**

As Josh looks to the future, there's a lot to be optimistic about. He looks forward to more growth and expanding the team's platform across other markets.

Currently, the team has a presence in Phoenix, Joplin, Kansas City and Oklahoma City ... with more to come.

“We're continuing to take our brand and our platform and ultimately, the value that we bring for the real estate agent, across the country ... helping other people to reach their goals.”

▶▶ industry icon

By Audrey Brill  
Photos by Kelly Remacle



# JACK SILVERS

## *An Iconic Real Estate Career*

**REALTOR® JACK SILVERS HAS A BACKGROUND OF 42 YEARS IN REAL ESTATE. HE TAKES HIS EXPERIENCE AND OFFERS THIS ADVICE TO OTHER AGENTS: "SMILE AND PROVIDE THE BEST SERVICE YOU ARE CAPABLE OF... LEAVE BEHIND HAPPY HOMES."**

His professional career began as an electrician. After working various other jobs, Jack earned his real estate license in 1971, and he has loved every second! A few years into his work in



the industry, he went back to WSU, where he got a degree in Liberal Arts.

He first worked at Century 21 Aetna Realtors, where he obtained his broker's license, and they then merged with Century 21 Horizon. From there, Jack went to Re/Max and eventually left, alongside a number of agents, and joined Pate Realtors. After a few years passed, Jack took a leap of faith and began River City Realty in 1990.

One thing Jack had to overcome in order to become the successful REALTOR® he is now is being an introvert. In the past, Jack didn't talk to many people; however, connections are a huge part of the business he chose. Meeting Jack now, it is hard to believe there was a time that he wasn't outgoing! "Now I'm a talker," he says, "I have a story about everything."

While he is now a social person, he recharges by being alone at home and reading. One thing about Jack that can't be learned by his online bio is his love for reading. He never leaves his house without a book and reads anywhere from the waiting room at a doctor's office to his car when he gets stopped by a railroad crossing.

Looking down the road, Jack does not see himself retiring any time soon, but he does want to begin handing off deals to his agents. He hopes to continue his career, but integrate more traveling into his life. Silvers loves exploring the world and he enjoys traveling both with friends and alone, to learn about different places and cultures.

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••• Within his work, Jack explains: “I change lives and lifestyles.” The most rewarding part of real estate to him is his clients being happy with that change. Outside of best serving his clients, Silvers finds it rewarding to have the opportunity to give back to his community. As his friend Carol Konek once said: “it is the duty of privilege to pay back,” Jack feels it is the obligation of a successful REALTOR® to help others in any way possible.

Jack has been on a number of Chamber of Commerce committees in the past and is currently on the board of directors of The Arts Council, at the Wichita Art Museum, which he joined over 12 years ago. He supports the arts and other important

causes in any way possible, volunteering for Music Theater Wichita, The Forum Theater, Century II, and various other organizations.

Everyone has a different view of what qualifies as ‘success.’ “Mine isn’t being rich or famous” describes Jack, instead, he defines success as reaching a point in which he is loved by those around him, having a home where he truly feels at peace, and being able to travel. Jack is supported by his family which includes his brother and sister who live in Wichita, his half-brother in Tennessee, and his “chosen family” consisting of friends, some of who have been alongside Silvers for just about his whole life.



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# TOTAL LANDSCAPE SOLUTIONS



▶ partner spotlight  
By Dave Danielson  
Photos by Kelly Remacle



## MAXIMIZING VALUE

Through market changes, one of the elements of homeownership that is timeless is ensuring that your property has the utmost curb appeal.

That's why it means so much when you have a partner on your side like Total Landscape Solutions.

Jeremiah Petrocci is the company's Owner. As he says, one of his favorite

parts of what he does is about maximizing value for his partners and clients.

"I love meeting with the customer and seeing the excitement they get about revamping a landscape or working with them when they just bought a house and they are excited about getting those outside touches completed," Jeremiah says.

"They are eager to see what we can do. The outside presence means a lot when they own a house. That's the best part of working with a customer ... getting their needs satisfied."

### Building with Experience

Before he took the helm of Total Landscape Solutions, Jeremiah earned his degree in Horticulture and Landscape Design at Kansas State. About 12 years ago, Jeremiah began his journey as the Owner of the company.

The commitment Jeremiah feels for his clients is strong. With that in mind, he and his team go the extra mile to follow through for those they serve.

"We've always been really good with timeliness, and getting their issues solved. It means a lot to me being able to be accessible and get their clients happy, sold and looking good," Jeremiah says.

"That has always boded well for them. In turn, it has generated repeat business for us. It means a lot to us when people use us again and again."

Teamwork is at the core of the advantage that real estate partners and clients experience when they work with Total Landscape Solutions.

### Team Pride

Jeremiah is proud of his five-member team.

"We have an outstanding group on our team. They do a great job handling the workload every day," he says. "Plus, one thing that sets us apart is the fact that we offer full-scale design services."



#### Efficiency and Thorough Care

The process of working with Total Landscape Solutions is a combination of efficiency and thorough care to ensure that a client's needs are being heard and met.

"We meet at the client's house to go over the wants and needs to figure out the layout, as well as determining the scope of what they want," he points out.

"If they want plants in several places or a patio, then we draw it out and create an estimate and get back to them. Once approved, we get it on the schedule. Then we make revisions throughout the planning period until we're ready for the install."

#### Coming Through

As Jeremiah explains, no job is too small to handle for their real estate partners and clients. Coming through with information and solutions

efficiently is at the heart of the way they do business.

"One thing that has always been a good fit between us and some REALTORS® is the fact that they get their inspection reports. Plus, if they need little touchups like dirt around the foundation, we can take care of that, as well," Jeremiah says.

"Those quick little deals have been a good bridge to have us come out and do some of those quick fixes. We are in a lot of different areas throughout the week, so we can get over there to handle some of those smaller jobs, as well."

#### Family Highlights

Away from work, Jeremiah looks forward to time spent with his wife and two children.

In his free time, he enjoys golf, traveling and coaching/supporting his children in their sports activities.

#### Moving Forward

As Jeremiah and his team continue to build on their reputation for results, he feels a great deal of gratitude for the opportunity to help those he serves.

"We always want to be known as the company that says what we agreed to do and that takes the high road in cases where issues may arise," he emphasizes.

"We also do it in a timely manner. I feel that sometimes people spend too long at a property. I pride the way our team gets jobs done in a timely manner."

When you're looking for a partner to maximize value for you and your clients, look to Total Landscape Solutions.

**Contact TOTAL LANDSCAPE SOLUTIONS Today!**

**Phone: 316-217-3344**

**Email: [Jeremiah@TLSWichita.com](mailto:Jeremiah@TLSWichita.com)**



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