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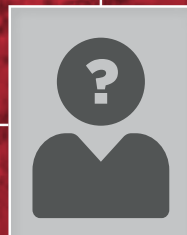
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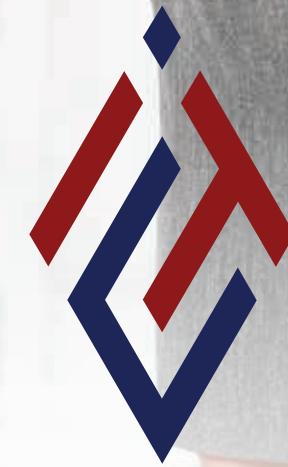
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The Courtyards at Auburn Lakes
West Wichita - 135th & Kellogg

The recently launched 3rd & 4th phase are quickly selling out. Reserve a gorgeous tree-lined or water-view lot before they're gone!

Tammi Blackburn-Hilger, PB Realty, 316-308-8368



The Courtyards at The Oaks
Derby - Patriot & Rock

Nearing the end of the final phase, we have a few culdesac lots available and a handful of models that will be ready for occupancy by May!

Wyatt Lehner, PB Realty, 316-706-4685

The Courtyards at Estancia
Northwest Wichita - 37th & Ridge

Nearing completion, there are only TWO models available. Homes will be completed by June 2022! Get your buyers in to see before they're gone.

Tammi Blackburn-Hilger, PB Realty, 316-308-8368



The Courtyards at The Heritage
Andover - Kellogg & Yorktown

Although homesites are selling quickly, there are a few tree-lined lots available and multiple models that will be ready for occupancy this summer!

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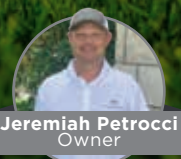
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at samantha.lucciarini@realproducersmag.com.

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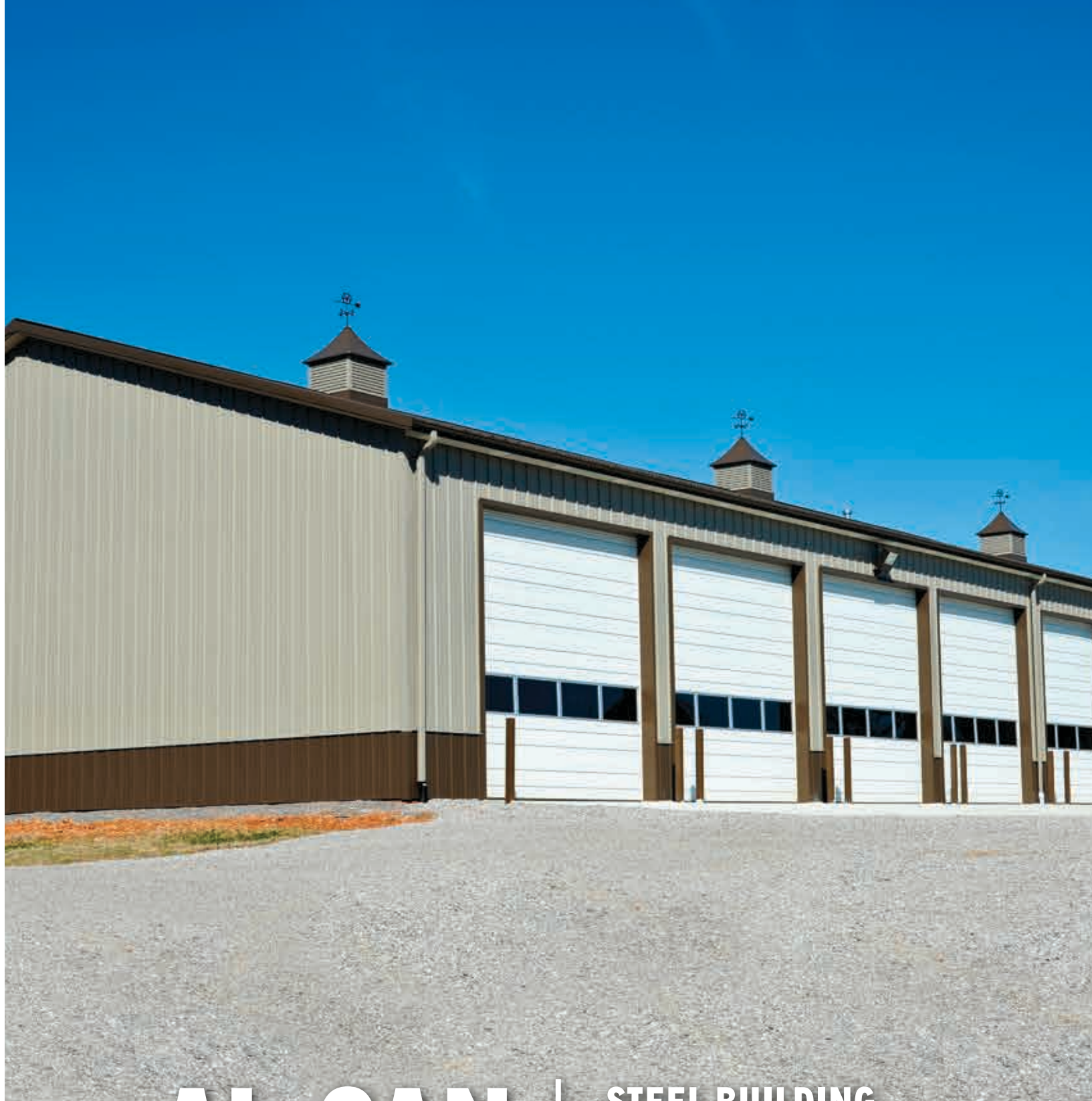
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Chris and Tina Mann

We always knew that garage doors have a demanding life of ups and downs. Upon closer inspection of statistics, there is more to their story, suggesting that these large entrances to our home are deserving of particular respect. What else would you expect us to say? Still, these factoids may at least cause you to notice a few things about your garage and its doors.

- The average garage door opens and closes three to five times per day, approximately 1,500 times per year.
- Garage doors have a typical life span of about 20 years, or potentially much longer if maintained properly.
- 55% of homeowners use the garage door as their home's main entryway.
- Compared to other home improvement projects, a new garage door yields the highest return on investment (97.5%) when selling your home.

(Annual Cost vs. Value survey by Remodeling Magazine.)

- If you live in a region that is prone to tropical storms or tornadoes, you should note that an older style, non-reinforced garage door is one of the weakest points of entry for high winds.

If the door fails, the home's destruction can literally start there, as high wind pressures can lift the roof off the walls.

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- We speak to each other and the customer with love and respect.
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- We strive to do our work right the first time.
- We always do what is right for our customers and employees.
- We respect and value the purpose of each person and position at Roberts Overdoors.

I am humbled to be the third owner of Roberts Overdoors Inc. As a Christian and a family-focused entrepreneur, I believe that faith is a key ingredient in small business success. At Roberts Overdoors, we believe that if you honor God through your business, He will direct your path. Our business was built on the foundation of doing what is "right" for our customers and employees, and we've been doing it since 1958. Professionalism means we take great satisfaction in our work, striving to always do it "right." If we happen to fall short of that, we will do our best to correct it. My hope is that we exceed your expectations so you will have peace of mind when recommending us to your friends and family. We are so thankful for the opportunity to serve your residential or commercial garage door needs. It is my goal to be the company you trust enough to call for your mom or place of business. We'll get you up and running so you can accomplish what needs to be done.

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MIKKAELIA REHMERT-FIRA

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...

PASSION FOR THE PROFESSION

When your alarm sounds each morning, what drives you to get up and power into your day? Chances are very good that one of your drivers is the level of joy you have for what you do.

The same can definitely be said for Mikaela Rehmert-Fira.

Team Spirit

As a REALTOR® and Team Leader with her partner, Tobie Andrews, Rehmert-Andrews & Associates with Berkshire Hathaway HomeServices PenFed Realty, Mikaela demonstrates a pure passion for her profession — and for who she surrounds herself with.

“I am extremely passionate about the great team of agents that Tobie and I are honored to work with, including Erin Haneberg, Ashley Switzer, Lori Meister, Ashley Sears, Janessa Switzer, Grant Delmar, Karen Walden and Leah Simpson,” Mikaela says.

Mikaela also loves to serve those who serve the nation.

“Even before I was a parent of a Marine Corp veteran, I have always been extremely passionate about buyers being able to use their VA entitlement,” she says. “I do everything I can to educate both sellers and other agents on what I feel is just and right. Our active military and veterans deserve to be able to use their entitlement.”

Creating an Uncommon Experience

It all adds up to provide an uncommon



experience for those that Mikaela, Tobie and their team serve each day.

“I want them to feel like they are the only person that matters,” she says with a smile. “I want them to know that my door is always open, I will always answer my phone and that I will always be their agent for life.”

Gaining Ground in Life

Mikaela was born in Dodge City, where she lived through most of her childhood

until middle school and high school, when her family moved to Spearville.

As Mikaela moved forward with her career, her entrepreneurial spirit was in full swing right away. As a self-employed leader, she had several storefront businesses. At the same time, real estate had been on her mind for quite some time.

“For several years I had thought about becoming a real estate agent,



but always felt trapped or that it wasn't the right time,” she remembers. “I ended up having a conversation with one of my good friends, Donna Metcalf. If it wouldn't have been for Donna, I might not have ever made the leap.”

Entering Real Estate

Mikaela earned her license and began her journey in 2005 with Prudential Dinning-Beard. In 2013, the firm became Berkshire Hathaway HomeServices PenFed Realty.

“I was a single agent until 2013. In 2013, Erin Haneberg joined me. In 2017 I started a large team where we have been in the top five ever since,” she remembers. “Last year, Tobie Andrews joined the team as my partner, where we are now called Rehmert-Andrews & Associates.”

Rewarding Results

Mikaela has consistently grown her award-winning business through time, with an estimated \$122 million in career sales volume, including over \$28 million last year.

Beyond the numbers, Mikaela feels a deep sense of gratitude for those who have mentored and supported her growth through time.

“I think the one person that has had the biggest impact on me both personally and professionally is William Kihle. Willie was the Owner/Broker for Prudential Dinning-Beard and interviewed me to join his firm in 2005. After meeting Willie, I canceled all of my other interviews



by trade. I couldn't do the business I do without him in my corner!"

Mikaela and Zeke treasure time with four daughters, including Ashley Switzer (33) and Janessa Switzer (31) who are both REALTORS® on the team, along with Logan Fira (25), who is a U.S. Marine Corps veteran and now a Wichita Police Department officer; and Rylee Fira (19), a photographer with Tobie Andrews Photography.

They also look forward to moments spent with their grandchildren ... Arianna, Presley, Bella, Kruz and Zeke.

Active Pursuit

In her free time, Mikaela and her family enjoy unwinding at their lake house at Grand Lake.

Mikaela definitely likes to stay engaged with a variety of active pursuits.

"I love anything and everything loud and fast! My family raced cars, including my mom until my dad passed," she says. "I always drive fast cars. I love motorcycles. I currently have a Harley Street Glide (with modifications of course). Zeke has his own. I don't do well as a passenger. My daughter, Logan, also has her own so she rides with us."

That all-in, active approach ties perfectly with Mikaela's chosen career in real estate.

"Real estate is much more than a career or job for me. This is my life. I truly care about each one of my clients and customers and only want the best for people," she says with a spark. "I believe my compassion for the business, determination, intellect and an awesome team will continue to keep us as a Top Team in the market. This is only the beginning and each day is a new challenge to conquer!"

as I knew I had found where I wanted to start my career in real estate," Mikaela remembers.

"Not only has Willie always been an absolute wealth of knowledge, but he truly cared about each one of his agents on a personal level. I knew that I could go to him with anything and he was always there for me. Now that Willie has retired I can still go to him, mainly just because I want the excuse to call him! Now I have an exceptional

Broker, Jon Quincy, that truly goes above and beyond as well to take care of his agents."

Her Wonderful Life

Mikaela's life is made richer by her family, including her husband, Zeke Fira.

"Zeke helps me daily with keeping me organized," she smiles. "We stage most homes we list, so he hauls our staging trailer and helps stage, administrative work, plus he is an auto tech



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MEET THE COMMUNITY



Cheyenne Harvey, Sarah Kriwiel & Security 1st ladies



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▶▶ mother-daughter duo

Written by **Ashley Streight**
Photography by **Jennifer Ruggles**

Julie Shetlar & Peggy Church

Do It Right, From The Start

Go big or go home. That sounds like Peggy Church! And although her daughter, Julia Shetlar, takes a more simple route, she attributes her top-producer status in part to the role model of her mother. Julia possesses that inner drive like Peggy, both succeeding in everything they do.

As Peggy reflects on her life, she was a stay-at-home mom for 15 years, raised two little girls and was a minister's wife. Incidentally, they celebrated their 50-year wedding anniversary in 2021. After earning a Ph.D., she became a college administrator and was an academic dean at three colleges. In 2002, she decided to retire from the academic world, and that's when a new adventure began. Her father said to her: "We own real estate in four states. You need to learn something about the industry."

...



Though it had never been on her radar, she says the thought sounded really fun to her. Her father had owned a furniture business, so she grew up watching families transform their homes with beautiful, new furniture. So naturally, once she started real estate, she felt like she had gone back to her roots and has loved every minute of it. As one could expect, she started off big.

She earned her real estate license in April, and within four months, she had earned her way into the September Top 10 in her brokerage, Prudential Dinning-Beard, which is now Berkshire Hathaway HomeServices PenFed Realty. For the next few years, Peggy was a consistent high producer at the brokerage.

Real estate wasn't her only passion, though. One day, in 2009, she saw a little ad in the Wichita Eagle that said Collegiate needed an Upper School French teacher. "I had taught high school French for a year and a half before I had children, but I had wanted to teach since I was in sixth grade. With that, I went back to be a French teacher for five years, and that's when I started to slow down with real estate and where Julia comes in."



“Success isn't about how much money you make or how many houses you sell. **It's really about how you make someone feel.**”

Julia made the leap to obtain her real estate license in 2011. She had two young children at the time about to start school and was looking for something with a flexible schedule. She had been helping her mom with open houses and errands, and all of a sudden, it just clicked for her to obtain her license.

Just like her mom, Julia started out with a bang. "It was the day I was literally getting my lockbox key at the board office. My best friend texted me and wanted to see a house, a \$500,000 house! Low and behold, I wrote an offer for them that day and they got the house. Some say I started right out of the gate." Needless to say, Julia was the Rookie of the Year for her first year in real estate and achieved the Rising Star award. She has sold a career volume of over \$45 million and has earned her way into the Master's Circle for the last several years.

Both Peggy and Julia have been with Berkshire Hathaway HomeServices since day one and say they wouldn't change it for anything. Patty Sanders, current Broker at BHHS PenFed Realty, and former Broker Willie Kihle are/were mentors for both Julia and Peggy.

Outside of work, Julia's life is consumed by basketball since both of her older children, ages 15 and 17, play for school and competitive club basketball, and her youngest daughter, age 8, might follow in their footsteps. In fact, Julia's husband is the head boys' basketball coach at Andover High School.





...

Both Peggy and Julia are also highly involved in their churches. During Covid, Peggy actually started a card ministry. Each month, she sends around 100 cards to people who are grieving, hospitalized, or lonely and says this journey has been very rewarding for her.

A mother's love for her daughter is unconditional, and it shows in the words spoken by Peggy during our interview.

"Julia is beautiful. She has actually worked as a model, but her beauty is even stronger on the inside. She earned her MBA and demonstrates honesty, efficiency, care, concern, integrity, common sense, and a passion to help people that is undeniable. Of all the REALTORS® I've met, I would definitely choose her to handle any of my future real estate needs. This isn't only because she's my daughter. It's because she's one of the best REALTORS® to handle any

real estate problem with confidence and ease. She possesses an ingrained ability to radiate poise, confidence, and the ability to get a deal closed."

Though Peggy has slowed the amount of real estate work she does, each year the pair still works one or two deals together. Two months ago, they got the opportunity to list a house together. After the seller interviewed multiple agents, they ended up going with Peggy and Julia.

At the end of the meeting, Peggy thanked them for the listing. The man looked her in the eye and said: "We are listing with you because we totally trust you, Peggy." She remembers thinking how great that was, turned to Julia, smiled, and said: "I totally trust Julia also."

For both women, they say trust has to be earned. Years of doing the right thing is what helps make a top producer and they both exhibit

trustworthy characteristics each and every day. "Success isn't about how much money you make or how many houses you sell. It's really about how you make someone feel."

Peggy had a client once, who on closing day, hadn't begun moving yet. What did she do? She called Julia and they took action right away to begin helping with the process. It goes to show that they go above and beyond for each and every one of their clients. Peggy is known by her clients for making homemade lasagna, garlic bread, salad, and cookies and taking it to every client after they close on their home. In fact, she even had one woman call her to buy a home for this exact reason.

After hearing story after story about their generosity, we began to comprehend the depth of their love for what they do. Congratulations to both on their incredible success.

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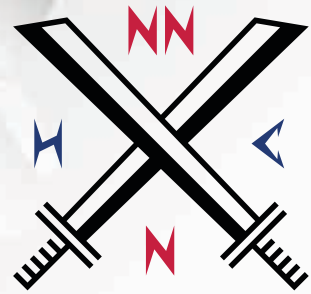
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Real Estate Photography

Like many Wichitans, Andrew Montano, owner of R&C Real Estate Photography, has lived in Wichita, KS his entire life and has been a professional photographer since 2013. He loves our town, believes in supporting local businesses, is passionate about real estate photography, and loves working with equally enthusiastic individuals.

Growing up, Andrew's father was a handyman, so he's been around homes since he was very young, and his passion for photography began as a child as well. As a boy, he loved art, but says he couldn't draw. "It was so frustrating to me. I had a terrible experience as a child with art. I always loved it, but was never good at it." But that didn't stop him. Andrew decided to take photography in middle and high school, but even then, he was told he didn't have a knack for it. Being told over and over that he didn't have the talent needed, he says he started to believe everyone around him for a long time.

His passion didn't fade away; it grew as time went on. As he got a little older, he began selling cameras at Best Buy and learned how everything worked. At that time, he had been a DJ at weddings for several years. It was during this time that he bought his first camera and hasn't looked back since.



▶▶ partner spotlight

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





Everyone I've worked with in the real estate industry wants to see me do better, and that's reassuring. I feel like I've found a home in this industry.



Throughout the beginning stages of his photography business, he photographed many weddings, seniors, families, and more. He even did a lot of shoots for WSU. For the last few years, though, he began to shift his focus more on real estate and boudoir. He's come to notice that the real estate community has been the most supportive community of anyone he's ever worked for. "Everyone I've worked with in the real estate industry wants to see me do better, and that's reassuring. I feel like I've found a home in this industry."

Andrew is extremely prideful of his work and says communication is one of his strongest traits. He goes that extra mile to guarantee the job is done right. He understands that every house is different and that's why he offers packages based on square footage to ensure he captures all that he can! He also offers a same-day turnaround.

Coming from someone who spent a large part of his younger years struggling with self-confidence, he wants others to know to just get out there and do what you love, no



matter what anyone says. "Don't let your circle of people tell you that you can't do it. It's discouraging to have your closest group of friends and acquaintances tell you you're not any good, to get a real job, etc. And because I haven't listened to them, I've been highly successful." Andrew embodies the characteristics it takes to not only be successful in business but in life.

Andrew is professional, outgoing, accommodating, fun, and easy to work with. He does what it takes to build trust with everyone he works with. If you're listing it, he can shoot it. Along with great images, he offers drone photography, virtual tours, virtual twilights, and much more for all residential and commercial real estate. And if you haven't heard of or seen how gorgeous twilight images are, you need to!

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PHYLLIS ZIMMERMAN & CARLA BINGENHEIMER



RREALTORS® Carla Bingenheimer and Phyllis Zimmerman with Berkshire Hathaway HomeServices PenFed Realty are a dynamic, mother-daughter duo in Wichita.

Though they both went to college for degrees in Business and Interior Design, they were both led to this career. For Carla, she always knew she wanted to be in real estate. “I had an internship with Delta Dental of Kansas in college, and I enjoyed that. But, during that time, I really felt like I wanted to be in real estate in some capacity.” After college, she worked in the support staff area of Berkshire Hathaway for about a year, and that’s when she decided to get her license.

“Every summer in college, I worked in the support staff and really enjoyed the fast-paced atmosphere. After doing this for about a year after college, I decided that I wanted to be a REALTOR® with my mom. I grew up watching her sell homes, and I always enjoyed hearing about her buyers and sellers, putting out signs with her, and as I got older, meeting some of her past clients. I always knew her hard work in real estate helped pay for the excellent school I attended, all the dance lessons I took, extra trips we took, etc.”

For Phyllis, she always thought real estate would be a good profession when her children were little. “I thought I could set

my schedule around them and that was extremely important to me.” She began her real estate career in Wilmington, NC, in 1990 and has had an incredible 32 years in the business and eagerly looks forward to many more years to come.

Since Carla obtained her license in 2010, the mother-daughter pair have always worked together to help buyers, sellers, investors, and have sold as far as Winfield and Haven. Last year, they had a range everywhere from \$90,000-\$970,000. Together, they have been named Top 10 Agents within their firm, in 2021 were awarded Number-Four Small Team, and in 2020 were awarded Number-One Small Team. They have also been awarded Chairman Circle Gold Members, Circle of Excellence recipients, and Masters Club members.

In true mother-daughter form, Carla says her mentor is her mom. “She has taught me everything I know, including how to balance real estate with my family, how to treat our clients, and the ins and outs of the business. I look up to her in every way.” Phyllis learned so much from her first two Brokers in Wilmington. “They gave me the best start in the

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first four years of real estate. They taught the art of negotiating, professionalism, ethics, and everything in between.”

This industry can often be a difficult one to work in. There are times in life when challenging things happen, both personally and professionally. “Our business and personal lives intertwine, but we lean on each other, and pick ourselves up and keep going. We keep each other going, motivated, and are always there for one another,” says Phyllis with a smile.

To help buyers and sellers achieve their real estate dreams is a true reward for these two wonderful women. They really enjoy the marketing side of their business, preparing houses to list and working with clients throughout the entire process.

Moving forward, real estate will continue to be a part of their lives. Carla says she hopes her daughter will someday want to continue the real estate legacy and work with her one day. “I love how I can be a big part of my kids’ lives with this job and also make a great living. “Phyllis says she plans to continue helping buyers and sellers for as long as she can. “I love what I do and can’t imagine not working. I’ve always worked at something.”

Carla and her husband, Jacob enjoy traveling and spending time with their two children, Hank and Harlow. Phyllis has one son, Phillip, who was an avid swimmer growing up, and Carla always loved dance. “I always relished being there for them and attending all their events. Now, it has been fun just spending time with them and enjoying my grandchildren.” Carla’s father and Phyllis’s late husband of 46 years was always so proud of the success of both women and was their biggest cheerleader. He was known for always providing advice and support and is dearly missed.

Outside of real estate, Carla also teaches dance at Kansas Dance Academy and this year is her ninth year teaching ballet, tap, and jazz to pre-kindergarteners and first-graders. Phyllis says she loves to garden. “Spending time in the yard is my therapy.”



Carla and Phyllis both truly want their clients to be happy and will do everything in their power to make that happen. They care so much about our clients and want them, and their families, to be repeat clients for years to come. Seventy percent of their business is repeat business or referrals, and that means everything to them.

When asked what success means to them, they said: “True success in real estate takes time and determination. Sincere relationships and trust will gain you more success in the long run. Also, take your time and be professional. Your clients and fellow REALTORS® will appreciate you going the extra mile when you take the time to think about other people’s needs, act professional, and be ethical.”

“ True success in real estate takes time and determination. Sincere relationships and trust will gain you more success in the long run.



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▶▶ a positive mother/daughter advantage

Written by Dave Danielson

Linda Seiwert & Megan Leis

Great tandems just make sense together. They just seem to be perfectly matched for what they do.

Linda Seiwert and Megan Leis are the same.

As REALTORS® with Berkshire Hathaway PenFed Realty, Linda and Megan form a powerful mother/daughter team that creates a positive advantage for their clients.

Linda was born in Wichita and raised in the Garden Plain area, graduating from Garden Plain High School.

Building Something Special

Linda earned her real estate license in 2003, with Megan joining the business in 2020.

“I worked at Kansas State Bank & Trust until our first daughter was born in May of 1984, then started to sell Tupperware and became a manager for 13 years,” Linda remembers. “We had just closed a party store that I had opened on the west side of Wichita with my husband, brother/sister-in-law and nephew called Party Land. I managed the party store from 1997 to 2002 until we closed.”

Linda joined Prudential Dinning Beard (which is now Berkshire Hathaway PenFed Realty) right after getting her license in 2003.

“I was a single agent until the fall of 2020 when Megan joined me. We have been a team since the fall of 2020,” Linda remembers. “I love all aspects of this real estate career. I work with both buyers and sellers ... from first-time buyers and all the way to sellers getting ready to move into a retirement center. I have been very successful with my relocation clients. But one of my

...



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favorites is helping buyers build their new homes. I've helped buyers build in all areas of Wichita and surrounding country areas."

Megan started her real estate career during the pandemic.

Megan was born and raised in Wichita, and attended Bishop Carroll Catholic High School. After high school, she continued her education and graduated from Wichita State University and earned her bachelor's degree in Business with a major in Marketing and a minor in Management.

Megan worked in marketing, management and advertising sales for eight years, then started selling real estate with Linda in 2020.

"I started shadowing my mom in 2011 during college, after I got my license, and always had a passion for real estate," Megan remembers. "During the pandemic, I really enjoyed the time I had with my son and working from home that I decided to take the leap and sell real estate full-time."

Megan enjoys the dynamic of working with both her buyers and sellers.

"The most wonderful transactions are those



real estate and Jesse works at Atlas. Megan and Jesse have two sons — a 3-year-old son, Jones, and a 4-month-old son, Miles.

Moving Forward Day by Day

Linda is powered by her Christian faith and a drive to work with Megan to give their best to those around them.

"Real estate has given my family an amazing life," Linda says. "Real estate isn't a job, it defines what I love to do and my passion to help others with such a big

milestone in their lives."

Megan smiles with pride as she talks about the positive impression and lasting impact that Linda provides to those around her.

"From working with my mom the past two years, I've been so blessed to witness how great she is at her job. I believe what Linda (AKA Mom) does best in this business is she organically wants to help ... helping coworkers, and other agents in the business, even those not from our brokerage, as well as helping buyers, sellers, and contractors, etc.," Megan says. "She's always available for a quick call and she has great advice from the experiences she's learned throughout her career. I've been so blessed and honored to have her be my mentor and be the example that I get to work with every day."

Congratulations to Linda and Megan. Together, they form a dynamic mother/daughter partnership that makes a positive difference for people across the region.

that help clients move closer to family and first-time homebuyers who have so many exciting plans and dreams for owning their first home," Megan says.

Leading the Way

The success they have had through time has been remarkable. In fact, Linda has earned numerous awards within the Berkshire Hathaway company, including RSCK Masters Circle for the last 17 years. She was also voted Favorite Wichita REALTOR® several years in the *Wichita Eagle* Readers Choice Awards. In 2021, the team ranked number two in the company for small teams. Linda and Megan were each separately awarded masters circle with RSCK.

Along the way, Linda and Megan recorded nearly \$20 million in sales volume in 2021.

Beyond the numbers, they are grateful for those who have supported their success through time.

"My sister-in-law, Rena Mies, once said to me, 'Linda, you would make a great REALTOR®. Patty Sanders, our

Broker at the east office, and I had sold Tupperware together and she also suggested I get my real estate license. Plus, Willie Kihle, my first Broker, had faith in me as a REALTOR®, and was there to keep me grounded when things got tough. Plus, the amazing group of REALTORS® at Berkshire Hathaway make this job fun!"

Family Foundations

Family is at the heart of life for Linda and Megan. Linda and her husband, Dale, were married in 1981, and have three children — Nicole, Kimberly and Megan.

Nicole is married to Tyler Newby, and is the showroom manager/designed at Star Lumber, while Tyler is a Sedgwick County Lieutenant with the fire department.

Kimberly is married to Thomas Henning and is an ER nurse with Wesley. Thomas works for Poorman's Auto.

Megan is married to Jesse Leis. Megan is Linda's team partner in



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