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Ask The Expert | Blaine Rodman

NOVEMBER 2022

» save the date

Happy Hour FOR ALL WICHITA REALTORS® & AGENTS

Nov. 17, 5-7:30 p.m.
Advanced Learning Library
711 W 2nd St.

Featuring Keynote Speaker
and Hostage Negotiator,
Dan Oblinger



The Navy SEAL was a hit a few months ago, so if you missed that happy hour, be sure to save the date for this one! You do NOT want to miss this treat.

We are honored and privileged to have another special guest speaker!

By night, Dan Oblinger is a police hostage negotiation commander. By day, Dan is a private consulting negotiator serving executives and companies all over the U.S. and speaking to audiences around the globe regarding negotiations and emotional communication.

He is the author of three books: *Life or Death Listening*, *The 28 Laws of Listening*, and *Negotiation Mythbusters*.

Dan is a native Kansan and a 20-year veteran of law enforcement. He and his wife Myle are real estate investors here in Wichita and are the parents of six adopted kiddos!

Dan is a graduate of Wichita State University and the FBI's graduate-level hostage negotiation certification course in Quantico, VA.

Dan's mission as a consultant is to create cultures where everyone can craft strong agreements with everyone while strengthening our most precious human relationships.

A very special thank you to preferred partner JR Mortgage Group for graciously making this one-of-a-kind presentation possible!



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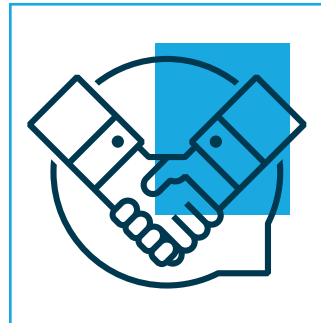
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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at samantha.lucciarini@realproducersmag.com.

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high-quality product that is used daily creates top-of-mind awareness and boosts client retention. NAR also says the top place to entertain in the house is the kitchen. Having a high-quality item placed in the heart of your client's home is bound to spark conversation about your services with friends and family, leading to more word-of-mouth referrals.

What tax benefits do you get by using the Cutco Closing Gift program?

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How does the ordering process work?

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I would love to visit with you and learn how Cutco Closing Gifts could help solve your closing gift dilemma.

Call, text or email me! Blaine Rodman, 316.293.8701, blainerodman@knivesforlife.com

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Photo By **Jennifer Ruggles**
Written By **Dave Danielson**

TODD

Woodburn

GUIDING GROWTH

...



Think about the achievements you've put together throughout your career.

While the individual awards and accolades are definitely meaningful and well-deserved, chances are you are truly driven and fulfilled by those moments when you have come through for others who needed your help during a pivotal time in their lives and careers.

That's the spirit that Todd Woodburn moves forward with each day.

As regional vice president for Kansas with Coldwell Banker Plaza Real Estate and Plaza Commercial Real Estate, Todd has a true gift for guiding the growth of others. In fact, he's been hard at work doing it for the past 27 years in the business.

"Through my career, the things I've loved the most about what I do are

the people and developing them," Todd says with a smile.

Country Focus

Another big part of his business that drives Todd is being out in the country.

"That's a huge part of what I do," he says.

"I do a lot of work with farms and ranches. In the process, I like being able to go out and sell what I enjoy participating in myself. I do commercial work, as well, and have really enjoyed that. As part of that, I love getting to understand my client's businesses and what their business models are and then helping them find real estate solutions that fit."

Gaining a World of Experience

Before Todd got his start in real estate, he worked as a restaurateur.

"I loved the food business, and it was always my dream to have a

restaurant, which I did do," Todd remembers. "The drawback was that I did it seven days a week and the shortest day of the week was Sunday ... and that was still 14 hours."

In time, Todd talked with a fellow restaurant friend who had started buying rental properties and got Todd interested in it, as well.

"He got transferred to Texas, so he asked me if I would manage his properties, which I did," Todd says. "In the meantime, my grandmother was also in real estate, and she referred people to me who needed their properties managed. Along the way, I accidentally created a property management company."

As time passed, Todd had a friend in the business who bought his restaurant from him. In turn, Todd opened up his property management company and then merged with another operation to form Century Property Management.

"I sold my partnership to her 15 years later," he recalls. "At the time, we were managing 550 properties a year and leased about 2,000 properties a year."

Opening the Door

Through his time building his business, Todd repeatedly heard others encouraging him to get into real estate sales.

"Finally, I made the decision to do it ... my grandmother and father were in real estate, so I became the third generation of my family to get into the business," he explains.

As he got his start in the business, Todd joined JP Weigand & Sons. It wasn't long before they asked him to get his broker's license.



"It didn't take long for me to find that my joy was teaching others ... investing time and effort into them," Todd says. "Having the rewards of seeing them succeed and do well is very fulfilling for me."

Family Fulfillment

Todd's world is made much richer by the support of his loving family, including his wife, Stephanie.

"She has been a huge support for over 27 years," Todd says. "We have grown a lot together, and she has been a big part of my success."

Todd and Stephanie cherish time with their children — their favorite son, Ryan, and their favorite daughter, Keri.

"It was fun to see that as Ryan and Keri were growing up, they helped in the business," Todd says. "They decided not to go into real estate professionally. They have been great supporters. I am proud to see them be successful in their chosen careers."

In their free time, Todd and Stephanie have a love of camping. They have an RV and have taken over a dozen trips exploring the countryside. They also enjoy their 10-year-old dog, Buddy.





“I have a huge passion for leadership.”

could not walk during that time. I was in a wheelchair and then on crutches but continued to work through it all. My trauma surgeon and my reconstruction surgeon told me I would never run again,” Todd says. “Kathy Fowler, a REALTOR® friend, asked me if I believed them. And with that, I started training with her and running races with her and other REALTOR® friends. In a number of races, I placed in the top three finishers in my age group. My left leg is fused and does not bend. So I run with a funny limp, but I continue to run races.”

When it comes to giving back, Todd likes to give back to the industry that he loves ... participating in local, state and national associations. He also likes to mentor through the global association. Todd encourages others to get involved. Todd enjoys identifying, encouraging, mentoring and developing others into leadership with their brokerages and the REALTOR® associations.

“I love the bonds I’ve built through Kansas, the U.S. and internationally,” he points out. “I have a huge passion for leadership.”

Todd has been President of the local and state associations and has been involved nationally, including currently serving as a NAR Committee Chairperson.

Congratulations to Todd Woodburn. Day by day, he sets the bar for leadership with a deep and sincere passion for guiding the growth of those around him.

One of their favorite pursuits is going to Kansas State games. As Todd says, “Our son lives in Manhattan, so we like to go up and camp there,” he says. For the K-State games, we have RV parking at the stadium and enjoy tailgating and attending the games with friends.

Another favorite is an annual trip that Todd and his son take to national mountain ranges. Other favorites include kayaking, fishing, ATVs, motorcycles ... and Kansas City Chiefs football.

Going the Distance

Todd has amassed a huge collection of 145 medals based on a passion he has had through time ... running medals that catalog his significant passion and list of achievements. He’s done everything from 5K to full marathons and everything in between. That has all been since 2013.

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JASON JABARA

Making The Best Better

▶ partner spotlight

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

When CEO Jason Jabara and his team at Jabara's Carpet Outlet take on a project, they're adding a special touch to a space that will be enjoyed for years to come by families throughout the area.

In turn, they make the best even better.

"I enjoy the fact that, with what we do, it's always changing. There's always a new challenge to tackle ... a new idea or issue to work through," Jason says. "This year, we took on artificial turf with Jabara's Turf Outlet, the number one supplier of Shawgrass in Kansas. It's new, different, and something our clients have been asking for."

Jabara's Carpet Outlet Inc. is a full-service flooring and home improvement company.

"We are known for carpet, but we sell carpet, wood, tile, laminate and vinyl plank. We have a great selection of cabinets, vanities, doors, trim and other items at our home improvement store," Jason points out.



"We have a huge, orderable showroom, but we also have the largest in-stock flooring inventory in the state. We offer shopping at home, shopping online, installation and other services that set us apart from our competition."

Jason's path to get into the business began with earning his B.A. in Secondary Education from Wichita State. After teaching high school in Kansas City for three years while his wife was in graduate school, they moved back to the Wichita area when they started their family. At that point, Jason joined the family business.



...

“

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Rewarding Work

Being part of his family's work is a huge, positive driver for Jason.

“We are a family-run business by blood and not by blood. Half of our employees have been with us for well over 20 years. We are also locally owned and operated. You will find a Jabara in our store every day of the week,” Jason points out.

“We really stress three things: service, savings and selection. You won't find better anywhere in South Central Kansas.”

Positive Partnerships

A major point of emphasis as part of the business is the relationship that Jason and his team enjoy with their real estate partners.

“We focus on the ease with which we work with our REALTOR® partners and their clients. We started the in-stock REALTOR® program at Jabara's, and while many have copied it, no one does it better,” Jason says.

“One phone call or email, and your client is assured to be taken care of.

Our REALTORS® know their clients are in great hands, and it is one less issue that they have to worry about.”



Through time, Jason has seen his share of trends in the business. As he says, pricing and inventory are always tricky and escalating issues, but they have become even more so after COVID-19.

“On one side, it's hard to get some products, but as a stocking dealer, we have seen a boom in our business because no one in Wichita has the inventory on hand that we do,” Jason explains. “The

customer has changed as well, and we make sure that we are able to keep up with that changing customer: online, at home and in the store.”

Wonderful Life

Family makes life much richer for Jason. His wife has started a new company — Pediatric Therapy Center of Wichita, which provides therapy services to special needs children.

“We have both a senior and a freshman in high school, so it's either volleyball, dance, ice skating or something every weekend, but it's all fun,” he says.

Jason also has a love for gardening, as well as hunting, fishing and camping. Other active pursuits include golf and cheering on the Shockers, Chiefs and Royals.

When you're looking for a partner who is there through time to make the best even better for you and your clients, look to Jabara's Carpet Outlet Inc.

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Ali Thomas

BEAUTIFUL BALANCE

▶▶ **overcomer agent**

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

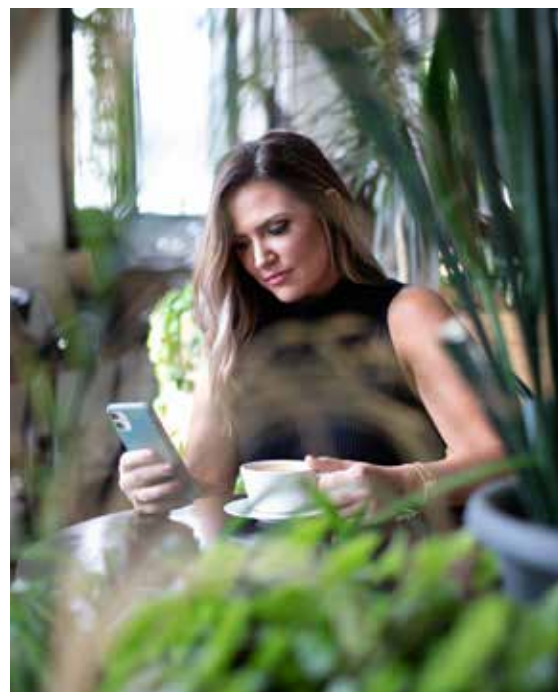
One of the greatest benefits of the work you do is the ability to create the kind of business and life you want for yourself and your family.

It's one of the primary drivers for Ali Thomas, as well.

As a REALTOR® with KW Hometown Partners on the Bobbie Lane Real Estate Group, Ali appreciates the ability she has to serve her clients' best interests ... the process of pursuing a beautiful balance in the life of her family.

"I love the flexibility of being able to balance my work and home life together. It allows me the opportunity to volunteer at my daughter's school and be there for the people who are important to me," Ali says.

"I take great pride in my work, and I continually strive to empathize with each of my client's unique



needs. I love the variety each day provides, and I truly value the trust my clients place in me."

Finding Her Path

Prior to getting her start in real estate, Ali worked for The Law Offices of Morris Laing for 10 years, from the time she was 18 until she was 28.

"After that, I worked for Bill Warren as his assistant. Warren Theaters sold to Regal in 2017,





and I had no idea what was next,” Ali says. “I had a few friends who told me that I would make a great REALTOR®. After the fourth person told me that, I thought OK, let’s do this. My daughter was a year old at the time, and I decided to take a leap of faith, and I never looked back.”

From the start, it was clear that Ali made a great decision in a number of ways. From a sales perspective, she was a natural. In fact, during her first year in the business, she recorded 11 closings.

“My Real Estate path began at Berkshire Hathaway in October 2017. I moved to Keller Williams in 2018 and joined Bobbie’s team in May 2020,” she remembers.

“Real Estate can be pretty isolating as an individual agent. Joining Bobbie Lane Real Estate Group has provided the camaraderie that was missing in my career. More so, I have the ability to provide my clients with additional resources and services. As a team, we go beyond just throwing ideas around the table. We actually step up and help each other in many ways. These women have become some of my closest friends, and I feel as if this was exactly where I am meant to be.”

Family Fulfillment

Ali’s world is made much richer by her family, including her daughter, Sloane, her parents and stepparents, and her three brothers. She also

carries the loving memory of her second daughter, Ella, who she lost in 2020. Her boyfriend, Trey, is a central part of her rewarding life, as well.

In her free time, Ali has a love for shopping, design and traveling. In addition, she and Trey recently added a lovable new addition to the home, a Goldendoodle named Windsor.

Through time, Ali has gained an incredible appreciation and deep sense of gratitude for the local real estate community and the Wichita community as a whole.

“When my daughter Ella passed away, I was humbled by the amount of support I received from my real estate community. Every text message, card, meal, plant, gift, prayer and beyond. I will be forever grateful for that support,” she emphasizes.

“As I was working through my grief, I found peace and life in plants. I was tired of death, and I found this new passion of nurturing plants rewarding.”

Passion for Life and Work

When you talk with Ali, it’s easy to see the qualities that have helped her continue to build on success ... with kindness, reliability and caring at the heart of her approach to life and business.

Each day, Ali carries out the deep love she has for the



Wichita area. She was born and raised in the College Hill neighborhood.

As she continues to build on her professional success, she emphasizes the respect she has for Bobbie Lane.

“She is someone I really look up to as a mentor and dear friend. She has been there for me since the time I joined the team,” she says.

“Our friendship has grown, and our business relationship has grown. Also, Jon Quincy has been a very important part of my success story. He was my coach when I first got into real estate. I want to give him credit for helping me get my roots established in the real estate world.”

Truly, Ali Thomas demonstrates the qualities and passion for life that lift others around her closer to their own goals. She has found her passion in the beautiful balance between life and work.



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Success can come in many different ways. Indeed, there isn't one "right way" to achieve life-changing goals.

One of those stories of success belongs to Tyler Gentry.

As a certified land specialist with Mossy Oak Properties Farm and Land Realty, Tyler knows how to reach rewarding results by pursuing wide-open opportunities. That reflects the wide-open spaces Tyler loves working in through his emphasis on buying and selling farms and ranches in the region.

"I grew up in the country and enjoy being out fishing and hunting as an outdoorsman. I really like exploring new properties and seeing what they hold compared to neighboring properties," Tyler says.

"I also like building connections and being able to talk with people to understand their needs. The ability to connect folks and be a link when someone doesn't know how to access opportunities when it comes to leasing or buying land is very rewarding."

Pursuing His Passion

As Tyler grew and came of age, he attended The University of Kansas with his sights set on getting into medical school. After taking the pre-med path for two years, he realized it wasn't right for him. So he switched gears and took a new path that matched his passion — in turn, earning a degree in wildlife and outdoor enterprise management at Kansas State University.

"As part of that, there was a big emphasis on several different areas, including business, hospitality and wildlife biology," Tyler remembers. "So there were a lot of options with that degree."

As part of his graduation requirements, Tyler entered an internship in Southern Missouri with Grant Woods, a noted wildlife biologist and habitat manager.

“If you have high integrity, you will work with those same types of people.”



...

“I did that internship, and the experience led to a job opportunity in Nashville,” he says.

“In the process, that led to working as head of the wildlife division with a land management company, managing hunting properties and performing wildlife management practices. It gave me great experience with improving the land to benefit wildlife.”

Paving the Way

During his tenure in Tennessee, Tyler gained outstanding experience figuring out the needs and wants of

people. Not just the physical needs of landowners but also what drives decision-making and what makes people tick.

“The whole experience helped me elevate my service,” he says. “Today, I still manage Kansas hunting properties for a select group of out-of-state owners.” Tyler operates a part-time land management company that offers hunting and habitat services to landowners.

Gaining Ground

From the Nashville area, Tyler and his wife moved back to Wichita. Soon,

Tyler was doing some part-time consulting work for the company he had worked with in Nashville.

“Real estate had always been an interest to me. I like helping people with those types of services and connecting folks together. I looked into it, and it seemed like an opportunity for me,” he says.

“I got my license in November of 2020. I reached out to four or five brokers who specialized in working with recreational properties. I heard back from Mossy Oak Properties, and the fit has been natural.”

“I am a life-long student and like learning new skills as much as possible.” Adding another service he can offer his clients, Tyler attended auction school in June of 2022 at Worldwide School of Auction in Iowa. As an auctioneer, Tyler will be calling bids at land auctions around the area.

Rewarding Life

The best part of each day revolves around family for Tyler. He treasures time with his wife, Emily, and their baby son, Hayes.

While Tyler doesn't have a lot of free time with a young family, he has a passion for bowhunting mature whitetails. He also enjoys managing and improving properties to support whitetail deer, turkey, and upland game bird populations.

When you talk with Tyler, it doesn't take long to recognize his genuine, trustworthy



nature ... knowing why people across the area have come to count on him to help them achieve their real estate dreams.

“I'm a big believer in that you attract your tribe,” Tyler points out. “If you have high integrity, you will work with those same types of people.”

When it comes to helping those around him achieve wide-open opportunities through real estate, Tyler Gentry is on the leading edge.



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ERICA BOLLER

finding the right fit

» rising star

Photos By **Jennifer Ruggles**
Written By **Dave Danielson**
Styled by **Allie Henwood**

In a world of options, it can be difficult and daunting to know where to start the process of finding the right path forward.

That's where you come in with a level of expertise and discernment that makes a world of difference for those you serve.

Erica Boller has a passion for that part of her role, as well.

As a team owner and REALTOR® with Midwest Fresh Homes with eXp Realty, Erica is driven by finding the right fit in life for the people around her.

"I really like doing a good job for the people I work with ... identifying a house that is the right fit for them and being there for them through the whole process," Erica says.



"At the same time, I love teaching agents how to get into real estate, showing them the business and being successful. In the process, I love the fact that I can essentially help them serve more people through my agents."

HER FIRST PROFESSIONAL STEPS

Erica earned her real estate license in April 2020,

...





entrepreneurial spark. She and her father each have other business interests, as well.

Another rewarding pursuit away from work for Erica is being artistic.

CONTINUOUS GROWTH

Erica also has a passion for learning and continuing to grow. She has a network of REALTORS® that she works with.

“I like to keep things collaborative. Even if they’re not in my brokerage, I like to have masterminds with people across the country,” she says. “We



but her professional path started in a different direction for a time.

After graduating from Wichita State with a degree in Entrepreneurship, she started her own remodeling business within six months.

“I did that for a while and was in a lot of homes, driving around the city and getting to know Wichita,” Erica remembers. “I had a REALTOR® who would refer me. He had me come in and do some work on the properties.”

Erica moved on to corporate America. She worked with Cushman Wakefield, doing projects for them, including some partial remodeling work and some project coordination.

“In time, a friend suggested that I look at real estate,” she recalls. “Around that time, COVID-19 hit the world. With that, all commercial projects at the time stopped and then I was furloughed.”

Through the process, Erica joined a real estate team.

“I hit the timing just right as the real estate market started to boom,” she says.

NEXT STEPS FORWARD

After getting her feet wet, gaining traction and starting to build her business, Erica was ready to spread her wings and started her own team.

Today, Erica leads a team of six, including three Agents and two Administrative Operations professionals, with more growth to come in the future.

The success that the team has enjoyed has been substantial. In fact, they double their results each year.

FAMILY TIME

The true feeling of success for Erica comes from her time with her family, including her 10-year-old daughter, Jade.

In her free time, Erica enjoys fostering her



“

I WANT THE
BEST FOR
PEOPLE
AND TRY TO
BE THERE
WHEN
PEOPLE
NEED ME.



keep each other up to date and support each other in the business.”

Erica has a passion for entrepreneurship.

As she says, “I love small business. One of my goals is to be more involved in helping businesses in town. Real estate is a business to me. With that in mind, I hope to start more businesses along the way. As part of that, I have my Midwest Fresh podcast that focuses on local business.”

When you talk with Erica, it’s easy to see the love she has for her work ... and for the people she serves.

“I care about my agents and the people I work with,” she says with a smile.

“I want the best for people and try to be there when people need me.”

That type of dedication sets the stage for the kind of success that Erica continues to build upon each day as she finds the right fit for her clients and those around her.

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▶▶ top producer

Photos By Kelly Remacle
Written By Dave Danielson



Amanda LEVIN

SEEING THEM THROUGH



THOSE WHO BUILD REAL, LASTING SUCCESS IN THE BUSINESS TEND TO HAVE A NATURAL KNACK FOR CREATING AND SUSTAINING RELATIONSHIPS WITH OTHERS ... BONDS THAT ARE BASED ON HONEST ADVICE AND FEEDBACK AND GENUINE CARE FOR REACHING A POSITIVE RESULT.

THAT'S AN AREA THAT AMANDA LEVIN CHERISHES IN HER CAREER.

As a REALTOR® with KW Signature Partners, Amanda is dedicated to being an active advocate and seeing her clients through to a successful closing.

"I really enjoy meeting new clients and them having 100% faith and confidence in me that I am going to be able to carry them through the whole process with ease," Amanda says.



"I enjoy the feeling I get when my clients can relax because they know I have their back. I love

making the process seamless for them and enjoyable for everyone involved."

Reaching for Her Dreams

Amanda got her start in life growing up in a small town Smith Center, Kansas. After high school, she furthered her education at Kansas State University, where she majored in journalism. In the process, she worked at 101.5 KROCK as a DJ and interned at Channel 13 in Topeka.

"During my internship at Channel 13 in Topeka, it didn't take long to realize that I was in the middle of a harsh, cutthroat environment," Amanda says. "My news director sat me down and told me this is how newsrooms are, and it only gets worse."

In time, Amanda decided to go back to school. She earned a dual major in PR and advertising/marketing. Then after graduating from KSU, Amanda and her husband moved to Colorado Springs.

"I landed a great job in marketing, helping companies integrate their print and TV advertising into Web marketing and websites. One of my big accounts was a real estate company, and an agent there kept on me to join his team," she remembers. "He



asked how much I made and offered to have me come on to work at his firm, and he would pay me more, and he would also pay for my license when I was ready."

Opening the Door

Within two months, she made the decision ... she knew she wanted to be a REALTOR®.

"I had my license for a year, and then he retired. He had wanted me to be a referral partner for him and work on his book of business. But I passed because I knew I needed

mentoring to grow, and fate led me to Bruce Betts, who was the best mentor and friend. We worked so great together and did a ton of business, too. I still call Bruce and discuss all things real estate," Amanda says.

"He had been doing real estate for 30 years. We soon became partners. I did all my own listings and buyers, and we finished in the top 25 in customer service among teams."

Returning to Kansas Eventually, they

started their family and made the decision to move back closer to family in Kansas.

"When we moved back here, my husband worked with Hutton Construction. I thought I wanted to be a stay-at-home mom," she remembers. "Soon, I was making new friends and helping people get their properties ready to sell and looking at new homes with them. I really missed real estate; I jumped back in as an individual agent in 2012 and rebuilt my business from the ground up."

From the start, she dove into learning as much as she could about all things real estate.

“In Colorado Springs, I dug into learning all the title company information and went to every class I could,” she says. “The same was true with lending. I met two good friends in lending, and I went to some of their training classes to learn about that side of the business so that when I was talking with someone, I knew what I was talking about. Starting real estate at 22 years old, I felt like I needed to arm myself with all the information.”

Through time, Amanda has continued to build a remarkable record of results.



Family Fulfillment

Away from work, Amanda treasures a time with her family, including her husband of 24 years, Spencer, and their children — 18-year-old son, Mason; 16-year-old daughter, Kaylee and 14-year-old daughter, Mckenna.

In her free time, Amanda and her family definitely

stay active. One of their favorites is spending time on the lake in the summer and skiing in Breckenridge in the winter.

“I like to host parties and help people coordinate events. If I wasn’t in real estate, I could see myself being a party planner for sure,” she says.

Amanda also has a passion for being creative with cooking and baking in the kitchen. Plus, her family members are big Kansas State football fans. Her son, Mason, plays football at Washburn. So now they have a new team to cheer on and more tailgating to enjoy. In addition, she is involved in PTOs, booster clubs and after-prom committees through her children’s schools.

When it comes to giving back, Amanda has a heart for helping children. In fact, she served as a CASA advocate for three years.

“I adored that role in helping kids have a voice in the court systems,” she says.

“I also took a role with Faith Builders. They focus on helping families to keep children out of the foster care system. I am blessed to be able to come alongside a mother who has a handicap and help her with her 2-year-old son. I also donate a percentage of my commission and allow my clients to donate to Faith Builders in their name.”

With her dedicated drive and desire to make a lasting difference for those around her ... she sees them through with the answers and resourcefulness that make a lasting impact on their lives.

“

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Dedicated Care

Kennton and his team at Wheat State Insurance Group offer a wide range of insurance options, and as independent agents, they are committed to ensuring that you and your clients receive a package that is



“

We work for our clients, not the insurance carriers. We value relationships; we are not a ‘churn-and-burn’ business.

”



region, including a team of agents, along with a general manager and service team representatives.

A Full Range of Results

As an independent agency, Wheat State Insurance Group offers a full range of options from nine-plus insur-

custom designed for each client’s specific situation.

“We work for our clients, not the insurance carriers. We value relationships; we are not a ‘churn-and-burn’ business. I would rather quote and write five good, warm leads rather than quote 20 and have a chance to sell 10. We are very low pressure,” Kennton says.

“We go through everything to make sure they are insured properly from a liability perspective. I don’t want people to ever leave confused. I always say to the people I work with, ‘If you don’t understand anything, let’s stop and talk about it.’”

The Start of Something Special

Kennton founded Wheat State Insurance Group a little over 10 years ago after working as a captive agent in the insurance business for three years prior to that.

Today, Kennton has a team of dedicated professionals who help protect the interests of residents across the



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The Power of Referrals

The way Kennton and his team build their business and serve their clients creates a continuous cycle of quality, trust and success, with satisfied clients spreading the word and directing others they know to work with the team.

To recognize and support that fact, Wheat State Insurance Group offers its **Community Matters** referral program.

“**Community Matters** allows us to give back to the community as well as recognize our clients that value our service and refer their friends and family.”

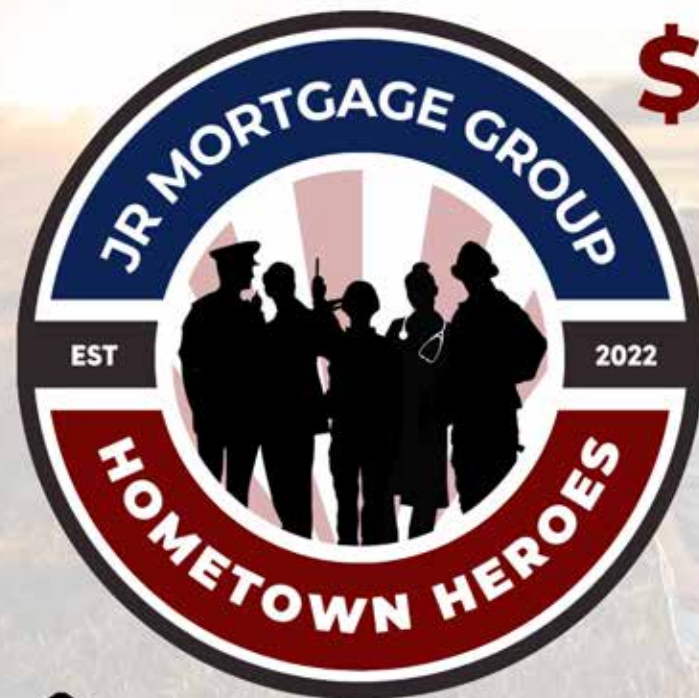
Each year Wheat State Insurance Group chooses four local, not-for-profit entities based on input from clients and staff. For every insurance quote completed through a referral, the company contributes \$10 to the ‘charity of the quarter’ and sends the referring individual a \$10 Amazon gift card.

“We specifically don’t require that the referred individual purchase insurance, only that they complete a quote for insurance, Kennton explains. We want to make connections, not push a ‘sell, sell, sell’ mentality.”

As Kennton reflects on his career, his passion for what he does is easy to see.

“I really love what I do,” he smiles. “I want them to be informed and for it to be a good experience where they have learned and understand their coverage better.”





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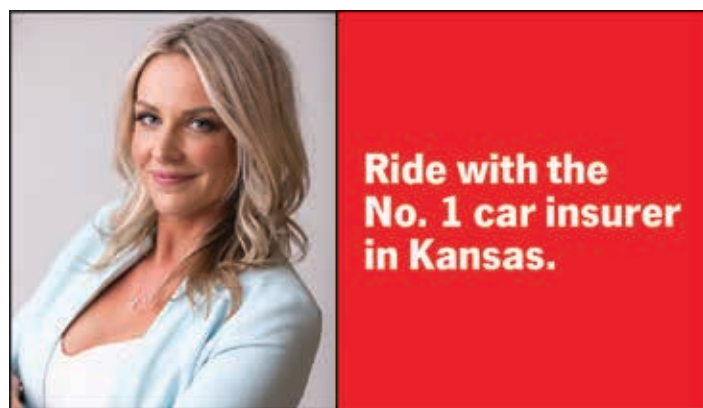
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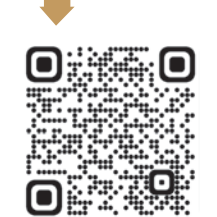
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