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Ask The Expert: Texturite

Photo By Jennifer Ruggles

OCTOBER 2022



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TABLE OF CONTENTS

	12 Preferred Partners		16 Meet The Community		26 Ask The Expert: Texturite
	30 Featured Agent: Dana Sawicki		36 Celebrating Leaders: Jon Quincy		42 Partner Spotlight: Kansas Secured Title
	48 Rising Star: Martavious Irving		54 Top Producers: Rick Hopper		62 Niche Agent: Daniel Gutierrez



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

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We're honored to have John Niedens who recently shared his expertise with us.

John is the Owner of Texturite, a leading company in the region when it comes to providing high-quality, quick-turn ceiling renovation.

"Ceilings are usually neglected. A big reason for that is that it isn't something that a lot of people know how to do well," John says.

"Refreshing a ceiling is important in a home. The fact we can get in and make it brand new extremely quickly and add a lot of value to the home means a lot. It really updates the home to get rid of the old popcorn texture or other textured ceilings that don't look right. As a result, we create a nice, crisp, clean ceiling."

Terrific Transformation

Texturite transforms popcorn ceilings as well as ceilings with other older textures. In addition, the company also does some flooring and interior repairs.

"We specialize in walls and ceilings. We can work with any ceiling," John says.

"It takes a day or two for us to do a house, and one of the things that our clients appreciate about working with us is the fact that they don't need to move furniture. My entire family has been in construction, and we developed this process and specialized it and have been honing it."

Team Pride

Success is definitely a team activity. John is proud of his two team members who work with him to transform spaces and add real value to their clients' properties.

"It's very rewarding being able to transform a home and having them showing their appreciation," he says. "We have a lot of really good customers ... taking something older and making it look new."

Streamlined Quality

Those who have partnered with John and Texturite appreciate the streamlined process that John and his team provide.

"We make it extremely simple. There are a lot of people who want to remodel a ceiling and get in over their heads. If we say we're going to show up, we show up that day," he points out.

"We have been doing this for so long that we know how to schedule. Sometimes we can meet clients during the home inspection and then come in schedule things to get taken care of right after the closing ... we start at the top and work down through the house."

Family Time

Away from work, John looks forward to time spent with his family, including his wife and their 4-year-old son.

In their free time, John and his family look forward to time on the boat, as well as attending live music events and concerts.

Leading the Way

When you talk with John, it's easy to see why his clients are impressed with their timeliness and professionalism, as well as their level of efficiency.

"With everything we do, we focus on our work with a high level of reliability and quick-turn quality," John emphasizes.



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DANA SAWICKI



▶ featured agent

Photos By Kelly Remacle
Written By Dave Danielson

Making it All Fit

By the time a real estate transaction has reached the closing table, a lot has happened in front of and behind the scenes to help it get there. And at the heart of the whole equation is you ... and the way you apply your experience and expertise.

That's an area where Dana Sawicki excels as well.

As a REALTOR®, Mentor and Team Leader with eXp Realty, Dana has a knack — and passion — for making it all fit together on behalf of those around her.

“I love helping people win, whether it's the buyer or seller. It's seeing that buyer win what they need to do to get themselves settled into a home,” Dana says.

“Before I got into real estate, we moved around a lot for my husband's work. As part of that, we were in various areas around the country. I know how important it is to have someone there to make sure all the pieces come together. That's the win that I'm talking about.”

TAKING STEPS FORWARD

Dana moved to eXp Realty this summer. She can trace her start in the industry back to 1998 when she was licensed in Utah.

In 2005, she and her family moved to Florida where she got her license there. In addition, she earned her Kansas license. Plus, she is also newly licensed in Oklahoma.

“I love it working with eXp Realty. We work with a lot of the air force bases around the country on our team,” she says.

“eXp Realty allows me to have all of my licenses under one house. In that way, I can more readily streamline and work all of those areas.”

LEADING THE WAY

Today, Dana leads The Sawicki Real Estate Group. In the process, she works with her husband, Robert Sawicki, who is on the team, along with Melainie Main and Louis Garcia.

“In addition, I have other people who are attached to me that are individual agents that are not truly team members ... including Daylene McLean and Daniel Sawicki.





DRIVEN BY WHAT MATTERS MOST

Day by day, Dana is driven to achieve success for herself, her team members and her clients.

Away from work, Dana cherishes time with her family, including Daniel, her son; Marcus, her son; Crystal, her daughter; and Aiden and Rome, her grandsons.

“They are my legacy and what drive me,” she says with a smile.

In her free time, one of Dana’s favorite pursuits is spending time at the beach with her family. She also owns the *Andover Voice* newspaper, a publication she has led since 2005.

She also has a heart for helping ... serving as Executive Director for A Thrive Community ... a nonprofit that supports people in poverty and helps them be able to get a job.

“We put them through an 18-month program ... to teach them how to pull themselves out of poverty,” Dana says. “We have had people go into nursing and working in the airplane factory.”

ENERGETIC APPROACH

When you talk with Dana, it’s easy to see the energetic approach she takes to life and business.

“I don’t give up with that I do,” she emphasizes. “I like the homeowner to be educated. I want them to know the home inside and out. I like to educate them. I am a big advocate for homeowners and property rights.”

In fact, Dana has been on the Government Affairs Committee for the local association and was the Chair of the group last year.

“I enjoy being an avid advocate for my clients,” she explains.



“When we were living in Florida, we went through some hurricanes. Going through an experience like that changed how we shop, think and work with charities. For us, it’s about giving back to help people find homes, properties and commercial spaces.”

No matter the price point or the property involved, Dana Sawicki dedicates herself to creating results. In turn, she gives her all to make all the pieces come together and fit.



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Jon Quincy

Out Front

►► broker spotlight

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

Those who are most effectively able to help others achieve their goals are those who dive in and take an active role.

Jon Quincy is one of those leaders who is making an undeniable difference for those around him.

Supporting Their Success

As Managing Broker in the West Office and Newton Office of Berkshire Hathaway HomeServices PenFed Realty, Jon works hard to be out front ... coming alongside the agents on his team to support their efforts.

“My favorite part of what I do on an ongoing basis is doing what I can to help in the success of our agents and have happy clients,” Jon says.



“Every day, there are a lot of fires to put out in the process. I really enjoy doing what I can to help our agents get to the finish line with their clients.”

Moving Forward

Jon got his own start in the business when he earned his real estate license in April 2007. He earned his Broker’s license in 2010.

Jon is a Wichita native. As he came of age, he attended Pittsburg State University.

“When I was at the end of the road there, I wasn’t sure about my future plans,” Jon remembers.

“My uncle, who had a brokerage here in Wichita, suggested that I get my real estate license and come work with him. So, I got my license, moved back here and started with Camelot Realty.” “I really owe a ton to Bill Powell for getting me started in this business.”

Leading the Way

After building success and growing, Jon moved to Berkshire Hathaway in February 2017, starting then as the Assistant Managing Broker of the West Office and Newton Office before moving into the Managing Broker’s role.

The pride that Jon feels for his team is well deserved on many levels.

In fact, this year, the West office made it into the top 30 offices in the entire Berkshire Hathaway network ... out of 1,500 offices.

“It was a big accomplishment for our team of 130 agents,” Jon says.

Family Foundation

Away from work, Jon treasures time with his family, including his wife of 11 years, Tiffany, and their three children — Cora, Carson and Kennedy.

In his free time, Jon loves it when he can get to the golf course.

...



He also has a big passion for enjoying live music of any type. And, of course, spending time with his family hanging out and enjoying each other is at the top of the list.

Another big highlight for Jon is supporting his son in Scouts. As Jon was growing up, he ascended and worked his way to Eagle Scout status, so seeing his 6-year-old son start in the organization is very rewarding.

Genuine Difference

Those who have the opportunity to know and work with Jon appreciate his genuine nature and his focus on making good things happen for those around him.

Congratulations to Jon Quincy for the leadership he exhibits each day.

On an ongoing basis, he is there for his team members ... mentoring, guiding and supporting their success. In turn, their efforts make a lasting impact on our community and region.

It all begins with a commitment to leading out front.



My favorite part of what I do on an ongoing basis is doing what I can to help in the success of our agents and have happy clients.





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▶ partner spotlight

Photos By Kelly Remacle
Written By Dave Danielson

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That's where Kansas Secure Title, Inc. comes into play with the team and expertise to make it clear to closing.

Team Pride

Michelle Meador is the Director of Escrow Services. When you talk with her, the pride that she has in her team comes through loud and clear.

"We have 32 fantastic employees in Sedgwick County who respect each other and who work together very well ... and we've been in business since 1946," Michelle says.

"We have 26 offices in Kansas and 115 employees across the state in 24 offices. We're owned by Title Midwest in Topeka, an organization with title companies located in Wisconsin, Nebraska, Minnesota, Missouri, Kansas, Oklahoma and Texas."





“As we grow, we always want to make sure we can maintain our customer service levels, as well as security for our employees at all times.”



...

Overcoming and Coming Through

While there are inevitably changes and hurdles to overcome in any transaction, the team at Kansas Secure Title, Inc. is equipped to come through with excellence.

“We’re dedicated to helping the customer achieve their dreams,” Michelle says.

“Jumping over those hurdles and thinking outside the box to get difficult transactions closed is what we are focused on each day,” Michelle says.

“We have an amazing staff of helpful, knowledgeable, outstanding employees that work enthusiastically to get every transaction closed as quickly and as accurately as possible.”

Quality You Can Rely On

Stability through time is one of the hallmarks of Kansas Secure Title Inc.

“We enjoy consistent growth,” she says.

“As we grow, we always want to make sure we can maintain our customer service levels, as well as security for our employees at all times.”

Closing the Deal

Those who have the opportunity to work with the firm see first-hand the qualities that make it a premier partner ... with dependability, accessibility and hard work among its leading qualities on a daily basis.

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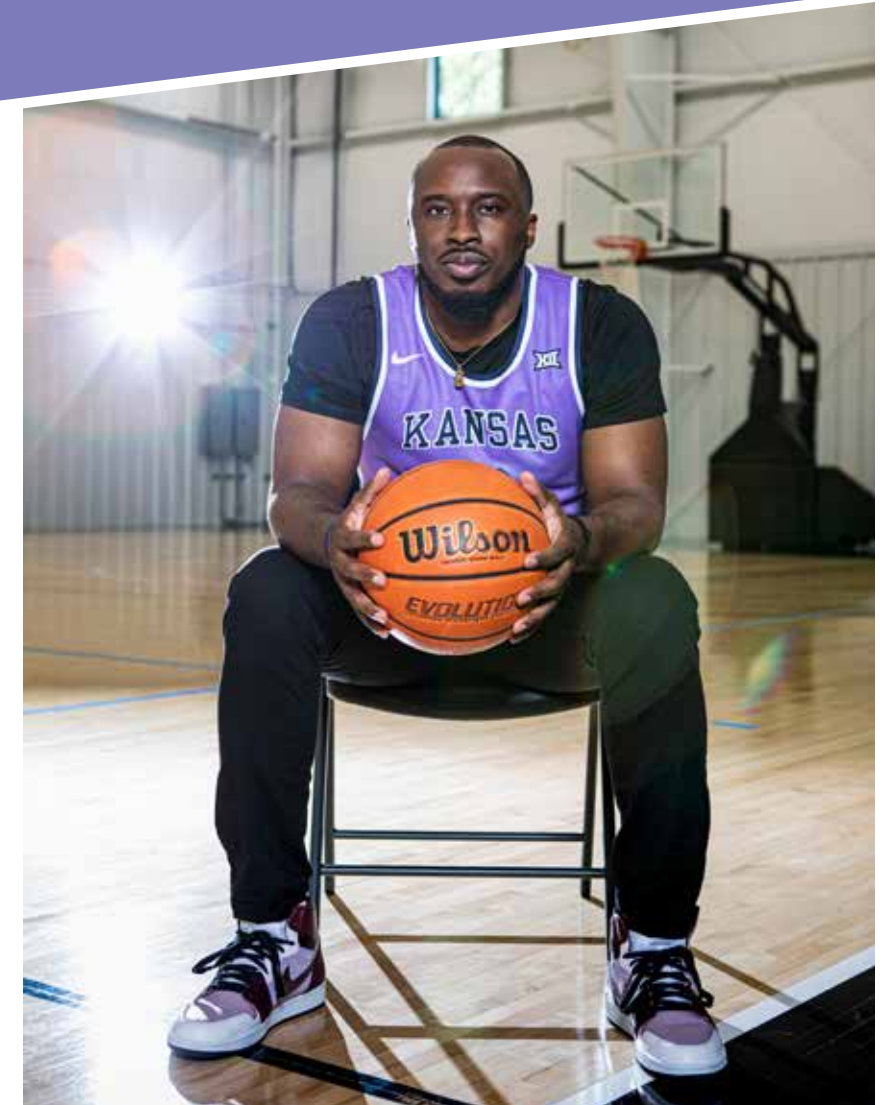
Photos By **Kelly Remacle**
Written By **Dave Danielson**

The definition of success can certainly vary from person to person. But you know a winner when you see them. They are dedicated to their craft, they work hard, they look for opportunities, and they stay humble and hungry.

Those are the characteristics that definitely describe Martavious Irving.

As a REALTOR® with Keller Williams HomeTown Partners, Martavious is a true Rising Star in the business who helps others around him win in all seasons of life.

“When I show homes and see clients’ faces light up, that means a lot. You can tell when they know it’s for them,” Martavious explains.



“I just bought a home myself in March, and we knew when we walked in that that was the one for us. My favorite part is seeing how excited a person or a couple or a family gets when they walk into the place where they will make so many memories.”

SUCCESS THROUGH HARD WORK

Martavious began his journey in real estate a little over a year ago, when he earned his license in September 2021. But his winning ways have always been part of his life as an accomplished basketball player. His abilities

and work ethic became apparent as he came of age in his hometown of Fort Lauderdale, FL.

“Growing up, I was the product of a single-mother household, since my father had passed away when I was 6 years old,” he remembers. “I have an older brother, and I want to make him proud of me.”

ELEVATING HIS GAME

Martavious definitely stood out. Through time, he was very involved with basketball. With that, he traveled

...



“I’M ALWAYS ACCESSIBLE TO THEM. BECAUSE AT THE END OF THE DAY, I WANT TO DO WHAT IT TAKES TO GET IT DONE FOR THEM.”

•••

all over the country playing in AAU games and tournaments. It didn’t take long for word of his gifts on the court to spread. And when he left high school, he earned a scholarship to play for the Wildcats at Kansas State.

The next few years were filled with rewarding moments. By the time Martavious graduated, he had been part of NCAA Tournament-qualifying squads, including a trip to the Elite Eight during his freshman year. During his senior year as a Wildcat, his team won the Big 12 Conference regular season championship. Today, Martavious holds the distinction of being the all-time winningest player in Kansas State basketball history.

GOING TO THE NEXT LEVEL

Martavious endured surgery on both of his knees after college graduation. But he quickly returned to campus as a Graduate Assistant for the 2013-14 season. In the meantime, he rehabbed his knees and quickly got back in the game — with a professional career that first took him to Slovakia.

“It was very cold there, but, at the same time, it was very interesting. It was a great experience, and I enjoyed playing there,” he recalls. “From there, I went on to play in places like

China and the Philippines. In 2017, I helped my team, Pelita Jaya, in the capital of Jakarta, win its first league championship since 1991. After that, I played for three years in Indonesia with my last season being in 2020. COVID stopped that season.”

CHANGE OF PLANS

After Martavious played his last game on March 9, 2020, and much of the world essentially shut down, he considered his next steps.

“It was scary at the time. All my family was in Florida, and my girlfriend was in Wichita ... while I was on the other side of the world,” Martavious

says. “When I returned home, I thought about playing pro ball again. But I made the decision to transition and not go back overseas. I came to Kansas for lockdown.”

THE RIGHT PLAY

During that time, Martavious and his girlfriend, Ashley Cavazos, had enjoyed going to the Parade of Homes. There was something about that process that resonated with Martavious.

“I found myself really enjoying doing it all day long. That’s what got me really interested in real estate,” he says. “I always said that I wanted my next career to be something that I fell in love with organically and not something that felt like work.”

Martavious talked with his former Kansas State teammate, DJ Johnson, who is a REALTOR® in Kansas City with Better Homes & Gardens.

“I had a long talk with him. He enjoyed it, and said he felt it would be something I would be good at, as well. He described the day in the life of what he does, and he urged me to go after it. I talked with Ashley, and I just did it.”

While it felt strange for Martavious to be sitting in a classroom again, he



enjoyed the process, earned his license and began his real estate career with Keller Williams. In turn, he has found remarkable early success and uses the tag-line #Hoops&Homes.

FAMILY FULFILLMENT

Beyond the numbers and fast start in the business, Martavious is fulfilled by his time with family, including Ashley and their new baby son, Syx Raymond Sol Irving.

“We named him Syx because my professional number was 6. I wore that because on July 20, 1997, my father passed away from a heart attack when I was 6. I always honor him with the number 6,” he explains. “Raymond was my dad’s middle name. And Sol means ‘sun’ in Spanish. My girlfriend is half Mexican, so we wanted to honor her heritage. Syx definitely brings light to our life.”

In his free time, Martavious still enjoys playing basketball at a high level. In fact, he plans on joining his past teammates to play in the TBT Tournament on ESPN, something he’s enjoyed doing for the last several years. At home, Martavious has a passion for cooking and binge-watching NETFLIX shows.

As he continues to build future winning seasons for himself and his clients, Martavious stays focused on the fundamentals of service and care for his clients.

“I always want my clients to know that I’m someone who is caring about everything that goes on with a transaction. I’m always accessible to them. Because at the end of the day, I want to do what it takes to get it done for them.”



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Photos By Jen Ruggles
Written By Dave Danielson

Rick Hopper

REPUTATION FOR RESULTS

Success through time doesn't happen by itself. It's not automatic or guaranteed. It takes gritty, sustained effort, vision and the ability to adapt and help those around you.

Those are the qualities that Rick Hopper has in abundance.

As a real estate professional and auctioneer with JP Weigand & Associates, Rick has built a remarkable reputation for results in the business since getting his start in 2000.

"The most gratifying part of all of what I do is helping people achieve their dreams," Rick says.

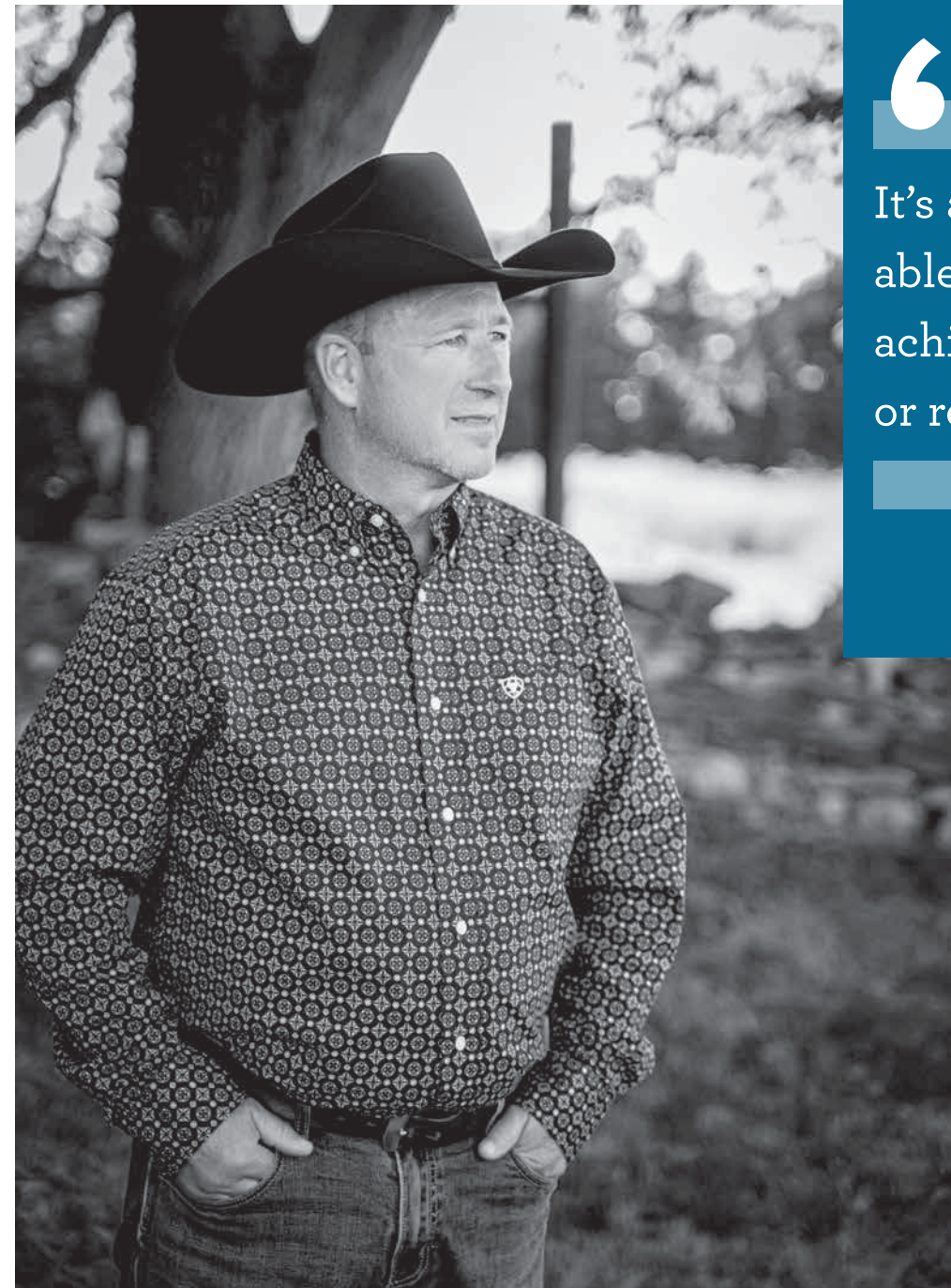
"Whether it's a \$75,000 transaction or \$275,000 dream home, it is very fulfilling to help them."

Passionate Pursuit

I have a specialty niche in investment properties. People help to build their portfolios and are their own CEO of their companies. A lot of people have a nice nest egg for their retirement plans.

As Rick reflects on his leading career, he remembers the early influences and support that he received in the process.

"One of those who really helped me get my start was my good friend, Ken Patterson. I worked for him in the auction business when I was first starting out," Rick remembers. "In time, Ken said he thought that I should get my real estate license. Another important force in my professional life has been my Broker, Cathy Sheets. I have been with her since I started in the business, and I will be here until I retire."



“
It’s a real honor to be able to help people achieve their financial or real estate goals.
”

on a regular route. In the process, I developed a solid reputation in the area from being a good, fair person. That ended up helping me when I went into real estate.”

Taking Steps Forward

Rick built his own successful real estate business. In time, he took a natural next step forward — creating the Rick Hopper Real Estate Team. Today, he is proud to lead the group of eight professionals who join him.

“It’s a real honor to be able to help people achieve their financial or real estate goals,” Rick says with a smile.

He has definitely done that. In fact, each year, Rick averages \$25 million to \$30 million in sales volume on average each year. In addition, Rick and his team oversee the management of around 60 rental houses in the area.

Family Fulfillment

Rick’s world revolves around his family. He treasures time spent with his wife, Karen.

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Getting His Start

At the time, in addition to working part-time with Ken conducting auctions across the region, Rick was also employed full-time at Boeing. Like millions of others who work in corporate America, Rick woke up one day in 1999 to the news that he was being laid off.

“When that happened, I was thinking about where I was heading next. I didn’t want to go back to factory work. So I chose the real estate profession,” Rick remembers.

“I had always been in sales. Before working at Boeing, I had worked for Schwan’s doing door-to-door sales

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“Karen has been beside me for a long time. She and I were high school sweethearts and are celebrating 36 years of marriage,” Rick says.

Rick and Karen cherish time with their three children — Valerie Eastman, Brian Hopper (who is also on Rick’s team) and Autumn Hopper.

In their free time away from work, Rick and his family definitely stay busy and active — including operating their 100-cow herd.

“I make time for my free time,” he smiles. “Because, as we all know, tomorrow is not guaranteed. My wife and I like to go to the lake. We like to camp and boat, too. It’s fun spending time together.”

When it comes to giving back to the community, Rick and his wife are involved in a lot of volunteering. Rick provides auction services for the Winfield Chamber of Commerce, as well as to Ducks Unlimited

fundraising events to sponsor children in shooting sports.

In addition, Rick is also involved in an annual gala event to raise funds for William Newton Memorial Hospital. Rick and Karen are also big fans of St. Jude Children’s Research Hospital. As part of that, Karen and her daughters participated in a half marathon to raise money for the organization.

Leading the Way

As he thinks back on his own rewarding career that he continues building upon, Rick offers helpful advice to others who are looking to take their own steps forward in the industry.

“I have always worked with the motto of ‘We will earn your business,’” Rick says. “It’s very important to work hard and do whatever you can to promote your business. When no one else wanted to drive a long distance to show a house, I did.”

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MARK RZT.CCC

Daniel GUTIERREZ

► niche agent

Photos By Kelly Remacle
Written By Dave Danielson

HIGH EXPECTATIONS

We all want to do our best ... to know that we are continually growing and reaching toward our potential each day.

That's the same spirit that drives Daniel Gutierrez, as well.

As an Auctioneer and REALTOR® with Turnkey at Keller Williams Hometown Partners, Daniel has high expectations for himself when it comes to meeting the needs of those he serves.

"I appreciate having the chance to be a problem solver through what I do. For example, I'm working with a family whose parents are moving into an assisted living facility," Daniel says.

"It means a lot being able to help them work through as they transition to the next phase of their life. It is very gratifying providing sellers with solutions whether downsizing, investing, or just moving on to the next chapter of their life.

SPARK OF SUCCESS

That spark to make things happen has always been part of Daniel. In fact, it is part of his DNA.

"Both my parents have their own businesses. My brother just started his own business with my mom," he says. "I come from a family of entrepreneurs."

Daniel grew up in Garden City and went to Wichita State University, where he earned his degree in Entrepreneurship with an emphasis in Real Estate, along with a minor in Personal Selling.

Through time, he also got a taste of the business through an internship he did with a local real estate developer.

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GETTING HIS START

As he learned more and more about the industry, he also attended a local auction not long before graduation. As he looked around, he saw an opportunity that came directly from a real need.

“As I saw who was in attendance at the auction, I noticed that there were a lot of Spanish-speaking buyers,” he says. “But there wasn’t anyone there who spoke Spanish. I talked with McCurdy Auction at the end of one of their auctions and soon after they offered me a job.”

Daniel set to work learning the auction business. In addition, he started focusing on the real estate side, as well as getting exposure to working with investors.

“It was a real crash course in real estate all at once,” he says with a smile. “I learned so much from the entire team there. I definitely want to extend my appreciation and gratitude.”

Gaining Momentum

Daniel joined Keller Williams Hometown Partners in November

2020, focusing on traditional real estate. In time, he decided to get back into the auction business.

“It was about six months ago that I made the decision to put my auction experience to work, and provide my clients with a real estate auction solution. That’s when I came up with the idea for the Turnkey team and I launched that during the summer,” he says.

FULFILLING LIFE

Away from work, Daniel’s world is made much richer by his family, including his wife, Alyssa. They are also expecting their first child in January.

In his free time, Daniel is proud and passionate about his Mexican heritage. He’s also an entertainer — amazing attendees at Mexican rodeos with his trick roping abilities in an act that he does with his father and brother. He’s also a big sports fan, with Baseball & the NFL being among his favorites.

Giving back is also central to his life. He is very involved with Hispanics in Real Estate (HIRE).

“I’m very passionate about that. There is a large Hispanic community in Wichita and it continues to grow,” he points out. “I enjoy trying to help people who are breaking into the real estate business and helping consumers in general. We host different events for people on how to buy a home. I want to give back and help.”

REACHING SKYWARD

Today, a growing portion of Daniel’s business comes from doing online-only auctions through Turnkey ... where clients view a property and place their bids online.

“I’m collaborating and working with other agents in our company as well as other agents from other brokerages,” he says. “I can help solve clients’ problems and other agents who may be struggling with an unusual transaction ... working together toward the goal of helping people facilitate transactions.”

Congratulations to Daniel Gutierrez for setting high expectations and meeting them for those he serves.

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