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SEPTEMBER 2022



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▶ back to school Guess Who?



Sam Lucciarini



Jan Tuttle, ERA

Now that everyone has (hopefully) settled into the new school year, we thought we'd tap into some nostalgia and take you back to your own school days. We're positive you'll be smiling from ear to ear.

See someone you know? Take a pic and let them know just how cute they were as a kiddo. Thank you to everyone that participated! I had *a lot* of fun with this.



Adam Henwood, eXp



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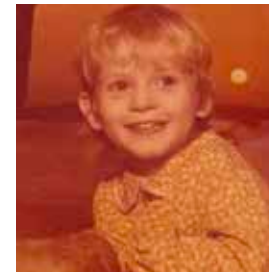
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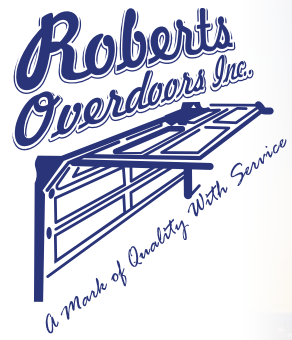


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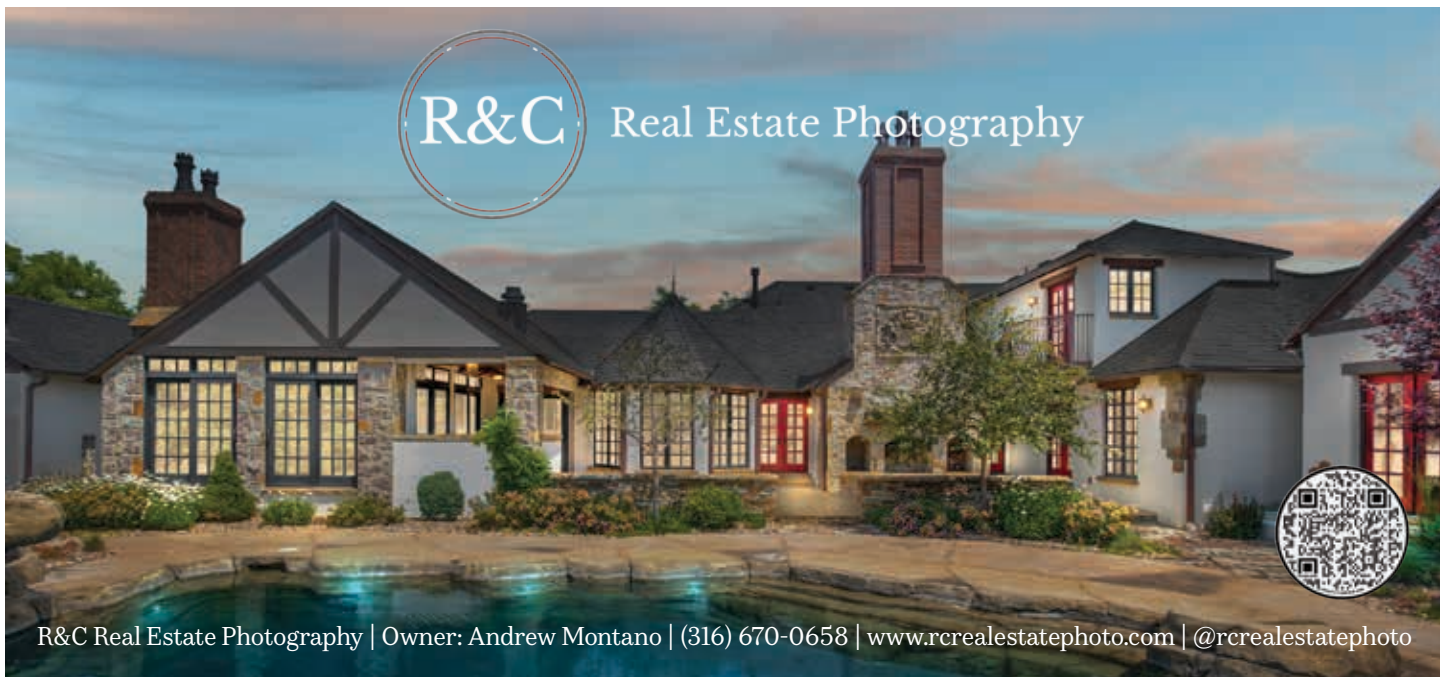
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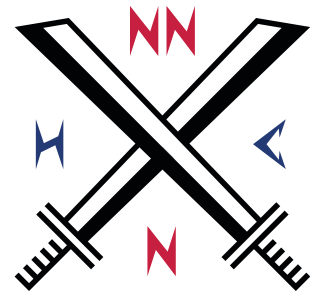
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Megan Feuerborn



▶▶ runs in the family

Photography By Kelly Remacle
Written by Dave Danielson

Connections That Last

No one sets out to create something that isn't meant to last. But if longevity is the goal, the question becomes, how do you achieve that end?

The answer lies in intention and attention—following through with the spirit that lets others know you are there for them today and tomorrow.

That's the spirit that Megan Feuerborn continues to thrive with.

As a REALTOR® with ICT Realty Group, Megan has a drive to build connections that last.

"I love establishing relationships with different types of people. The majority of people I work with are friends or family ... and then they refer other people," Megan says.

"We've become friends with a lot of them on a personal level. I love meeting people and growing relationships and having people be happy with the bonds we build."

A Heart for Helping

Megan has long had a heart for helping and serving others. In fact, she spent seven years with the Wichita Police Department as an Officer prior to beginning her real estate journey.

"After having my daughter, I got my real estate license so I could work from home. That was the motivation to stay home with my kids," Megan says.

"I had purchased and sold some homes in my life and was ready to be on the other side of that."



Fast Start

After earning her license in November 2013, she enjoyed what she calls a good transition into the business.

"As I started, I experienced a different type of pressure from what I had with the police department," she remembers.

Through time, Megan has steadily built her business and has enjoyed a rewarding time along the way.

"I got licensed, and then my mom, Lisa Hink, got her license and is our broker. Being able to provide a family service and work together is important. My husband is a full-time detective but is also licensed," Megan says.

"We are a family company. We don't have a secretary or someone who is going to process things. It's always going to be one of us you talk with."

...



“

In short, we like having a family business *that caters to other families.*

fundraisers that support Wichita Police Department.

Driven to Serve

The drive for Megan is centered on her family.

“I like being able to help other families make a stressful process as easy as possible ... being flexible and being able to serve people ... being considerate of their unique situations and working outside the box to fit people’s schedules,” Megan emphasizes.

“In short, we like having a family business that caters to other families.”

Congratulations to Megan Feuerborn for the difference she makes in the lives of those she serves each day. And that all begins with her desire and ability to create connections that last.

...

Megan also takes pride in expressing her gratitude for law enforcement and first responders by offering a discount to those that the team works with.

True Fulfillment

In her free time, Megan has a passion for spending time with her husband and their five children.

“We enjoy watching them play sports and taking road trips with them. Our favorite places tend to be the mountains and beaches,” she explains.

“During this past Spring Break, we took a road trip for nine days out west making our way through national parks.”

When it comes to giving back, Megan likes the work they do with Heart Strings Animal Advocates, fostering animals.

They’re also involved with their children’s schools and are members of St. Thomas Aquinas Catholic Church. They also like to be part of



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Terra. Alonzi

pursuing what's possible

////////////////////
There are many opportunities available to each of us. The key to making them real is going after them with a sense of purpose and dedication.

Those are the qualities that describe Terra Alonzi.

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As team leader of the Alonzi Group with eXp Realty, Terra has a passion for pursuing what's possible for her clients.

"The part of what I do that is the most satisfying to me comes down to helping people find their dream homes," Terra says.

"There's nothing more rewarding to me than that."

A Natural Connection

Throughout her career, Terra has enjoyed the natural connection she has with talking with people and helping them fulfill their needs.

"I've been in sales my entire adult life," she explains.

"I've been a single mom for over 11 years. I have one daughter. I moved to Kansas when I was 23. I was homeless and wanted to do whatever I could to be successful for my daughter. I went to hair school, but I didn't enjoy that, so I went to work for Sephora. In the process, I loved helping women feel beautiful."

Gaining Ground

From there, Terra went into retail management—serving as store manager for At the Beach Tanning for a couple of years before moving to work with AT&T.

"I wasn't passionate about that. I also worked at a mortuary as a family service counselor. I really enjoyed being there to help people through a difficult time, but everyone naturally was always sad," she says.

"I like helping people be happy and feel good about their life in general. So I thought, what could I do?"

It didn't take long for real estate to come to Terra's mind.



"I thought about how rewarding it would be helping them find their dream home," she says. "So I pursued my real estate license in January 2016 and hit the ground running."

Entering a New Chapter

Terra started her real estate adventure with Keller Williams for a time, before moving to ERA Realty. In time, she returned to Keller Williams.

"I was able to gain a lot of fantastic experience during that time," she

remembers. "I had been a part of two teams, and I learned about what I wanted and carried that into my own business."

Today, Terra serves as Team Leader for the seven-member Alonzi Group with eXp Realty, a group that has been intact for a little over two years.

Making a Difference

Each day, Terra springs ahead, driven to make a difference.

•••

...

That drive begins with her love for her family — beginning with her daughter, Violet.

“Through all that I do, my daughter is my real purpose,” she says. “She motivates me to keep moving forward.”

Signs of Success

The results of Terra’s efforts have been remarkable. In fact, in 2021, she and her team recorded 107 transactions, representing around \$21 million in sales volume.

Away from work, Terra and Violet enjoy many fun adventures together.



“We love to explore new places ... we really like to go hiking and really do anything outdoorsy,” she smiles. “We also love eating and trying new places and anything to do with art. We go to the art museum.”

When it comes to giving back, Terra enjoys supporting organizations such as Faith Academy, along with the Salvation Army Housing program that helps those in need. As part of that, Terra owns an apartment building that she uses to support the needs of the Salvation Army program.

“

Through all that I do, my daughter is my real purpose. *She motivates me to keep moving forward.*

”



Moving Forward

As she reflects on her own success in the industry, Terra offers helpful advice to others looking to move forward in their own careers.

“My biggest advice for people when they are getting into the business is finding a mentor. I know how instrumental that was for me in my path,” Terra says.

“You will have so many questions about the business when you first get in, and even beyond that.”

Those who work with and get to know Terra appreciate the spark she brings to their lives and the possibilities that she pursues on their behalf.

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

MADE FOR THE LONG RUN

One of the biggest signs that a person's commitment to what they do is real is their ability to show up and follow through.

That's one of the many gifts that Aja Drake brings to the equation for those she serves.

As a REALTOR® with Coldwell Banker Plaza Real Estate, Aja has a commitment to the people around her that is definitely made for the long run.

"The relationships I build with my clients are at the heart of what I love the most about real estate," Aja says.

"Service after the sale is the most important thing. People are my priority ... and not just my own clients. It's amazing working with clients and then having them come back to work

with me again or referring me to their family and friends."

Gaining Experience

Before going into real estate, Aja found success in other walks of life, including in the hospitality industry and as a stay-at-home mom with her three children.

As she says, "I got very involved in helping out in their schools and got to know a lot of other families in the area through school and sports activities."

Positive Mindset

The idea of possibly becoming a REALTOR® had long been part of Aja's mindset.

"Many years ago, I thought I would go into real estate out of high school," Aja says. "As my middle

son got older, he had mentioned the idea of getting into real estate. So I thought I would start into it and get things going for him. I earned my license in November 2019, but it has been such a natural fit for me."

Rapid Rise

Her success in the business was immediate. She earned Rookie of the Year honors during her first year. Since then, she has also earned a spot in Sterling Society and has reached Masters Circle.

In addition, *Property Spark* magazine named her as one of the top 15 agents in social media in Wichita.

In the process, Aja has a deep appreciation for those who have supported her growth and success through time, including Adam Crowder and others at Coldwell Banker.



...

“It’s a truly outstanding, valuable place to be,” she smiles. “I’m very happy with my choice to be here in a place that is very ethical, caring and socially involved. We are very close and enjoy great camaraderie between our east and west offices.”

Family Fulfillment

Away from work, Aja treasures time with her family, including her husband, Todd Drake, who is a manager at Scholfield Honda, along with their children — their daughter, Madeline; son, Preston; and son, Cole.

In her free time, Aja enjoys supporting her children through their school activities and sports. They also have a love for enjoying family movie nights together.

A big component of Aja’s enjoyment of what she does revolves around putting all the pieces together for her clients.

“I’m passionate about what I do. I find a lot of fulfillment in being a problem solver for my clients. That’s what we are. That’s what can get us a listing and close a deal ... how we manage expectations and also help with moving,” Aja says with a spark.

“I offer complimentary house cleaning for my clients. I also do my own gifts for my clients. I want them to know that I am interested in who they are and that I appreciate the trust they have put in me.”

Enjoying the journey in real estate begins with the understanding that strong bonds aren’t sprints. They are grown and nurtured in the long run.

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PULLING TOGETHER

When one person is working in one positive direction, the results are impressive. But when two or more people come alongside to work in the same direction, the outcomes are unforgettable.

That's the dynamic at work at Heartland Credit Union.

As vice president of real estate lending with Heartland Credit Union, Michael takes pride in the way the members of the team pull together on behalf of their REALTOR® partners and clients.

Each day, they build on a strong tradition of education and excellence.

"As a credit union, our roots are planted in education. Heartland Credit Union was established in 1948 with a charter signed by seven Hutchinson area teachers, and we continue to focus on education as a way to help our members and communities grow and thrive," Michael says.

A History of Excellence

Heartland began offering mortgage loans to its members in the 1980s. Since then, Heartland has created a solid foundation built for longevity.

HEARTLAND

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Through all the ups and downs in the economy and changes in the industry, the organization has withstood the test of time and become known as a trusted partner for homebuyers in the communities it serves.

“We offer online resources, host first-time homebuyer workshops throughout the year, and we partner with local REALTORS®, insurance agencies, and home inspectors to inform potential homebuyers about every step in the home-buying process,” Michael says.

“We also work with individuals one-on-one to help members build credit and create a solid foundation for future homeownership.”

Local Resource

The team has a strong local presence. In fact, all of the team members are originally from Kansas — specifically

Wichita, Hays, Newton and Hutchinson areas.

As Michael says, Heartland Credit Union is a homebuyer’s one-stop shop.

“We have every home loan under one roof. Whether a member is applying for a core product like an FHA, VA loan, Rural Development loan, or a conventional loan, or they need something more personalized to fit their needs, we have the flexibility and in-house financing to dig deep into every situation to provide the right solution for all buyers,” he says.

Opening New Doors

After high school, Michael and his wife moved to Wichita.

“At that point, I got a job at a financial institution located across the street from the dorms. This introduction into



the financial industry very quickly turned into a passion for real estate and real estate lending,” he says.

Part of the organization’s success story is based on doing things, as Michael says, “The Heartland Way.”

“That means taking the time to understand each member’s situation and delivering a solution that fits their needs,” he says. “We are there for our members every step of the way, and we pride ourselves on delivering a seamless home loan process from start to finish.”

Trusted Resource

One point that Michael emphasizes is that his partners and clients can depend on him and his team.

“At Heartland Credit Union, our ‘yes’ means ‘yes.’ Our pre-approvals are the real thing – giving homebuyers the power to make a solid offer and get to the closing table on time and with no surprises,” Michael points out.

“Our trained team works diligently to make buying a home hassle-free for all parties involved. Our team also truly cares about finding the right loan for each member’s unique situation. We listen to each homebuyer’s needs and dreams, and with



I LOVE SEEING THE TEAM SUCCEED. AND IF THE TEAM IS SUCCEEDING, THAT MEANS WE ARE HELPING OUR MEMBERS ACHIEVE THEIR DREAMS OF HOMEOWNERSHIP.

“Today’s homebuyers are more knowledgeable than ever. As a learning organization, we believe a well-informed buyer is a powerful buyer,” Michael explains. “We work hard to provide members with the tools and resources they need before buying a home. It’s our goal to help them not only buy the house of their dreams but also achieve financial well-being.”

Away from work, Michael’s world is made much more fulfilling by his family, including his wife and son.

In his free time, he enjoys supporting his son in his activities and sports, including football, baseball and wrestling. He also has a passion for supporting the Chiefs and Jayhawks, as well as golf and time spent at the lake.

It’s easy to see that the team at Heartland Credit Union definitely enjoys pulling together to help their partners, clients and community.

“Our team embodies a family-first mentality,” he says. “We give 100 percent while we are at work and go the extra mile for our members; then we refocus that energy when we leave at the end of the day so we can enjoy our families and maintain a healthy work-life balance.”

other members of the team on their own journeys forward.

“I love seeing the team succeed. And if the team is succeeding, that means we are helping our members achieve their dreams of homeownership,” he says. “Buying a home is one of the most important purchases in a person’s life, and it’s special to be part of that.”

Michael and his team are truly client-centered.

HCU’s wider range of home loan options, we can offer personalized lending solutions to help our members achieve homeownership and financial well-being.”

Selfless Service

As a leader, Michael takes a truly selfless approach to what he does. One of his proudest achievements is working to guide and mentor



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3,384 Finished Square Feet
5 Bedrooms
4 Bathrooms
Anticipated Completion in Late September



231 Ciderbluff
3,076 Finished Square Feet
5 Bedrooms
3 Bathrooms
Anticipated Completion in November

COMING SOON



15618 Rockhill Ct.
5,495 Finished Square Feet
5 Bedrooms
7 Bathrooms
Anticipated Completion in December



4502 Cimarron
3,488 Finished Square Feet
5 Bedrooms
5 Bathrooms
Anticipated Completion in Early November



4514 Cimarron
4,118 Finished Square Feet
6 Bedrooms
6 Bathrooms
Anticipated Completion in December

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Photography By **Kelly Remacle**
Written by **Dave Danielson**



Keith Scholfield

LEGENDARY LEADER

As a REALTOR® Emeritus whose career in the business dates back to April 1960, Keith Scholfield has seen a lot of market cycles, unusual deals and evolutions in the way things in real estate are done.

As an associate broker and real estate advisor with Mark Sudduth Real Estate & Auction, Keith continues to serve those around him as a legendary leader.

Getting His Start

He remembers how he first found his way into the industry.

“My father had a real estate office by himself. I was living and working in Wichita, and he said, ‘I’m going to get out of the real estate business. If you want to try your hand with it, I’ll work with you for a year and then you’ll be on your own,’” Keith says.

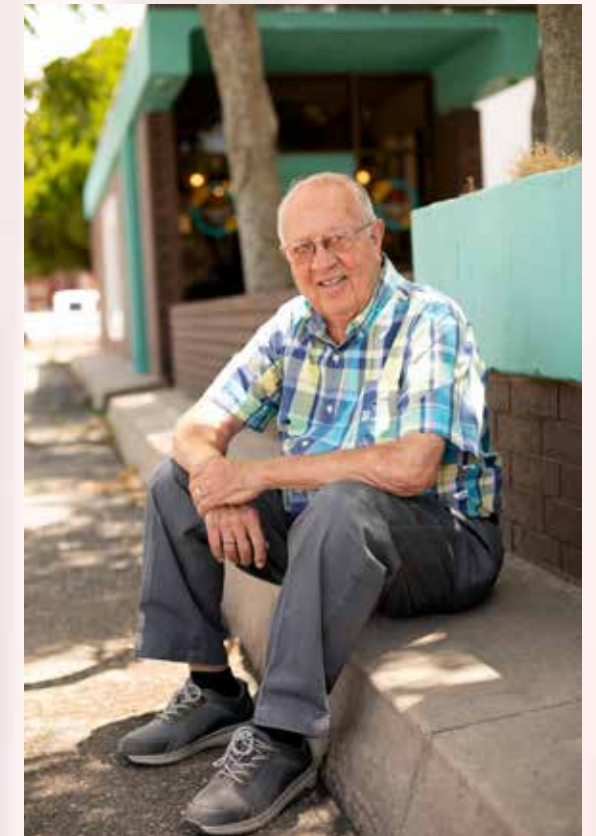
“My wife and I moved here and started in. I worked with my dad for a couple of weeks and learned some things and got my license and my broker’s license at the same time.”

Rewarding Path

Starting out in 1960, he led the Keith Scholfield Agency. In time, he joined Barry West, who owned the area’s Coldwell Banker firm. From there, he went to Prudential.

Through time, he met and mentored a variety of other area real estate leaders, including people like Mark Sudduth.

“I had hired Mark to come to work for us, and I had told Mark he needed to start his own company,” Keith says. “I served as his broker for a number of years until he got his own broker’s license.”



Encouraging Excellence

As someone who has directly led and mentored a vast number of agents through time, Keith knows a thing or two about what it takes to find traction and gain success in the business.



“You have to be an outgoing person and like to visit with people. You have to be able to communicate well,” he says.

“As I was getting started, I tried to get involved in as many community activities as I could. I’ve been on almost every board that you could get involved with through the years.”

Expanding What’s Comfortable

Actively reaching out to people is essential to gaining ground.

“Sometimes, you will see people in retail work open up a storefront. But then they never get out the front door to talk with people to invite others in,” Keith says.

“They just open the door, put the sign out, and say, ‘Here I am.’ You need to get out, meet and greet ... and get involved in organizations. You have to be involved. You can’t just sit back and wait for people to come to you.”

Success Through Sacrifice

Success comes through doing the right things consistently over time. In the process, time is one of the elements that must be sacrificed.

“I spent a lot of hours away from my family. In this business, we work when other people are off work. It’s not just a 9-to-5 job. During those hours, we do all of the organization and paperwork. But the real legwork is done on weekends and nights, which can take you away from your family,” he explains.

“You have to get out of your comfort zone and get out there. And a big part of that is expanding your comfort zone. For example, with cold calling, I’m not the greatest at it, but I knew that I needed to do it.”

Committed Action

As Keith explains, there are natural ebbs and flows in the market and business. The answer is steady commitment.

“In this business, it’s a matter of cycles ... not necessarily business cycles. There can be weeks at a time where people know what they want, and you get a lot of business ... and then times when you hit a lull. My advice during those times is to do exactly the same things you were doing when things were good in the market. You still go to your business meetings and church

and stay involved. The key is to stay active,” Keith says.

“It’s a matter of forcing yourself to do things that you really don’t want to do. You need to go up and down the sidewalks, shake hands and rattle some doors and get to know everyone in your area. Go to the grocery store and hand people business cards and introduce yourself to others. I’m not saying I’m the greatest at it, but that’s the route to being somewhat successful.”

Away from work, one of Keith’s favorite free-time activities is fishing.

“One of my favorite parts of fishing used to be going to Canada every year. I went with a group of guys every summer for 20 years,” Keith says. “Now, I enjoy going out with Mark Sudduth and with my great-grandson, as well as fishing at spots around the area.”

The impact that Keith Scholfield has had on the region through time is undeniable. In turn, he has helped thousands of people (whether it be clients or agents) move forward in their lives and reach their dreams. He continues to make that powerful difference for those around him each day as a legendary leader.



My advice during those times is to do exactly the same things you were doing when things were good in the market. You still go to your business meetings and church and stay involved. The key is to stay active.



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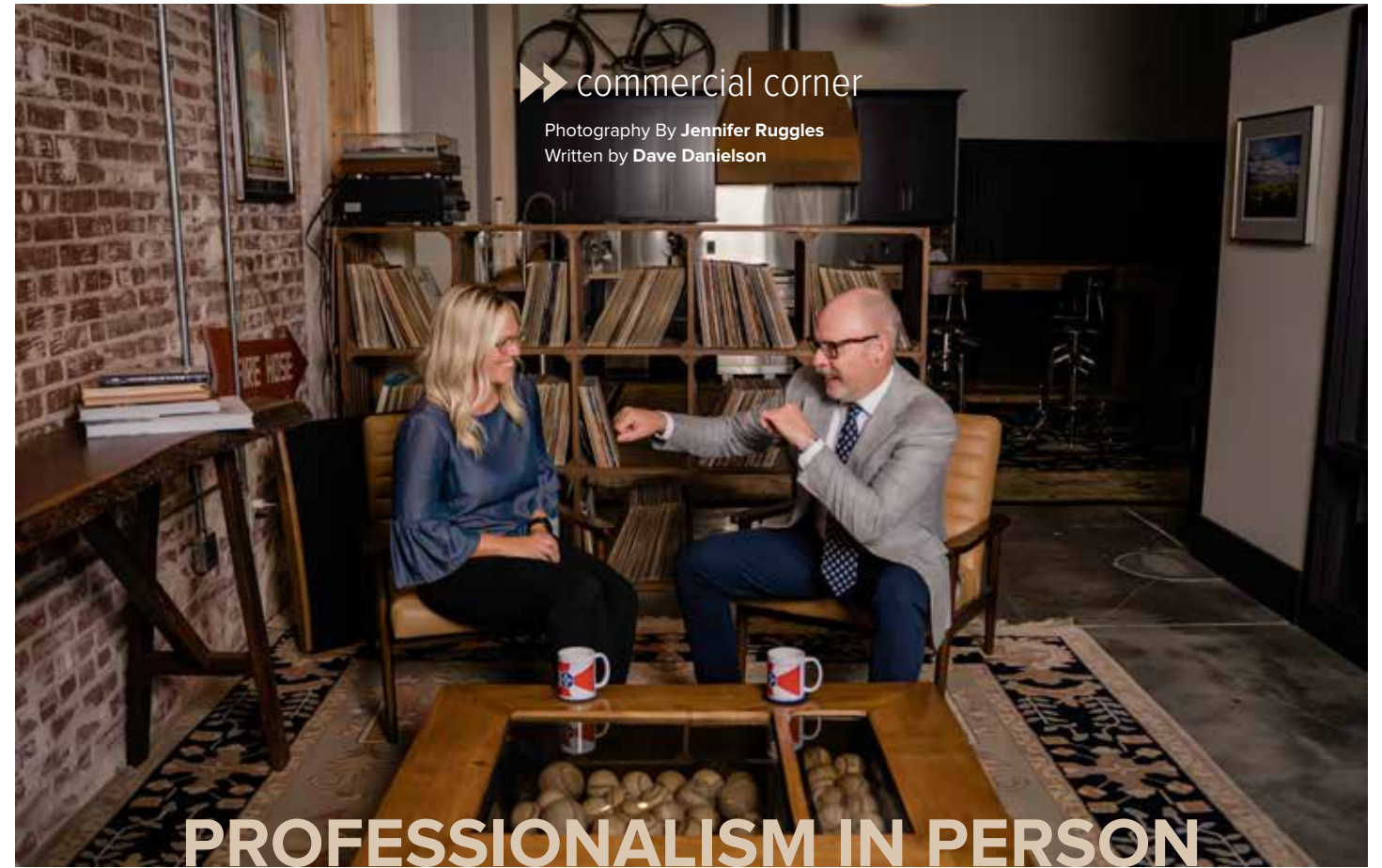


STREET COMMERCIAL



► commercial corner

Photography By Jennifer Ruggles
Written by Dave Danielson



PROFESSIONALISM IN PERSON

Today's commercial real estate market is continuously changing. But, despite all the technological and disruptive changes, some practices never go out of style.

"In a space where technology is playing a significant role, it's still the personal touch that gets difficult deals across the finish line. Unfortunately, we have seen movement away from personal interaction. We strongly believe that long-term relationships and meaningful communication are integral parts of the commercial real estate business."

It is these guiding principles that are evident when working with Evan LaRue and the team at Street Commercial. Stephanie Wise, Kurt Yowell, Ben Reed, Don Arnold and Marlin Penner comprise the "Street Team," along with two office support staff. Lisa Thompson is the director of operations and has been with the firm for over a decade.

Strong and efficient, the people of Street Commercial strive to serve customers and clients in a manner that pays homage to the rich tradition of the company's past.

BUILDING ON TRADITION

Evan fondly recalls how they were given an opportunity to learn the commercial real estate business. Evan was selected by Marlin Penner, just out of high school, to be his personal assistant.

"I knew I wanted to be in sales. Marlin Penner offered me the opportunity to be in a business that was focused on the importance of relationships and serving clients well while working in a field that I believed in," Evan remembers.

"It's important in commercial real estate to be familiar with the city you're working in. I was born and raised here, and that has offered an advantage. Marlin provided me with opportunities to network with great people in and around the Wichita area while learning the valuable fundamentals and decorum of the commercial real estate industry."

Marlin Penner and Don Arnold successfully guided John T. Arnold Associates (founded in 1972) for nearly four decades. Evan re-branded and relocated the company in the spring of 2021.



“ WE OPERATE IN A VERY PEOPLE-ORIENTED BUSINESS. WE LOVE SERVING PEOPLE WELL. THE FINANCIAL BENEFITS WILL FALL INTO PLACE IF YOU TREAT PEOPLE FAITHFULLY AND HONESTLY.



•••

Stephanie Wise got her start in the business in 2006, leasing apartments for a regional property management company while attending college.

“I gained a lot of knowledge and respect for commercial real estate,

later working for a local commercial real estate development company.” Stephanie managed over a million square feet of commercial space, along with negotiating and executing lease transactions. “Evan and I met during one of the deals I had been working on. He gave me the courage to move out of property management and jump into the brokerage business.”

Stephanie works primarily on the leasing side of the business. She finds the work she does very rewarding.

“My favorite part is seeing people’s business dreams come true. It’s very exciting,” Stephanie says.

“There have been tears of joy at the signing table, and it means a lot to be part of that.”



FULFILLING ROLE

The fulfillment and joy they receive from their work are easy to see.

“We operate in a very people-oriented business. We love serving people well. The financial benefits will fall into place if you treat people faithfully and honestly,” Evan says. “The relationships are what get my blood pumping every day. Wichita is a wonderful real estate market and place to conduct business.”

FOCUSED, EFFICIENT APPROACH

“Our small team is very efficient, “boutique,” in a way. We don’t try to be part of every deal or every client. If you cast your net too wide, you lose your ability to serve people well,” Evan points out.

Customers and clients of Street Commercial count on the team to provide tenacious and determined effort while pursuing their commercial real estate goals.

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