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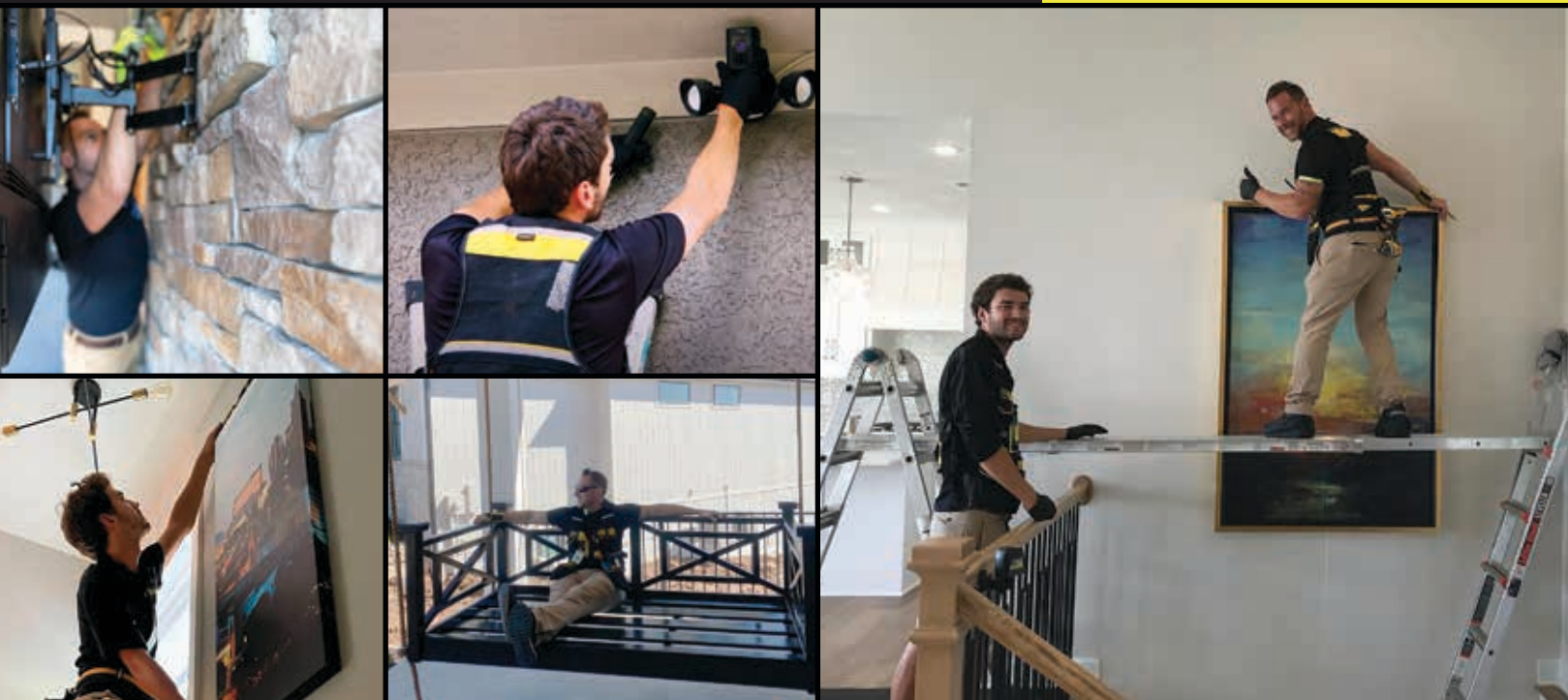
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**Reece Hale**  
 Founder  
 reece.hale@realproducersmag.com  
 816-588-0019



**Ashley Streight**  
 Director of Operations  
 Ashlin Marketing  
 316-253-7900



**Andrea Hoffman**  
 Ad Strategist  
 817-526-0999



**Katie Hale**  
 Hale House Photography  
 halehousephotography@gmail.com  
 913-653-4483



**Steven Black**  
 Photographer  
 Next Door Photos KC  
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**Cory Finley**  
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**Philip McDowell**  
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**Manuela Nivia**  
 Contributing Writer



**Heather Pluard**  
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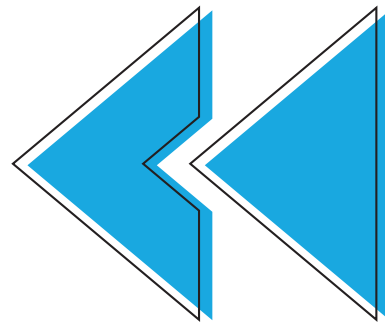
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» agent spotlight

# Anne FRASER

Life taught out of life's challenges

By Christi Diggs  
Photos by Next Door Photos

A brief conversation with Anne Fraser and one can easily see her as the “favorite teacher” named for many people on their password questions!

Like time with any good educator, spending time with The Fraser Team brokered by eXp Realty will leave you wiser. Their team approach is based on educating and consulting their clients through the home-buying or home-selling process. This has proven to be a huge factor in their success.

“If we put people first, increase their knowledge and do the right thing, it will pay dividends for our clients and our team,” Anne said.

The Fraser Team attained the highest level within the eXp brokerage (eXp Icon Award) in 2021, 2022 and expected but not announced yet, in 2023. They’ve also received multiple other awards, including the Small Business Superstar Award from the Kansas City Chamber of Commerce, Seven Star BRAG, Broker Agent Advisor and have been recognized as one of the Top 500 Real Producers. These accolades are a small showcase for the recognition the team has received throughout their careers.

Anne and Mark, her husband of 33 years, have bought, renovated and sold homes throughout their marriage. They have owned a number of investment properties

throughout the years and began flipping houses before it was called “flipping”.

Another added value to the team is that Mark was a nationally certified home and mold inspector until sports injuries and several knee surgeries limited his ability to live on ladders and crawl through crawl spaces. Now being a REALTOR®, Mark’s background helps him share his knowledge in a way that helps the team’s clients - both

buyers and sellers. In a recent situation where they were listing a home, he noted a section with hidden mold that the homeowners were completely unaware of. Thanks to Mark’s knowledge, they were very happy they were doing business with The Fraser Team.

The newest REALTOR® on the team, Ashleigh Brinkman, brings her outstanding past experience in Operations and HR. She is incredible at managing multiple transactions



and providing her clients with dedication and care. Angel Christensen, a Navy Veteran, truly lives up to her name. She is the team’s Director of Operations, Executive Assistant to the Team Lead (aka Anne), and Transaction Coordinator. With their growth and success, the team plans to add another REALTOR®, Ashleigh’s husband, Dan Brinkman. Collectively, their backgrounds have made them the powerhouse team they are today and will continue to be in the future.

Anne came to the decision to pursue Real Estate after a period of caring for her parents who started having cognition issues. She and Mark, who had married their senior year at the University of Kansas, had been living in Arizona for awhile when they realized Anne’s parents were struggling. The Fraser’s and their family prayed about moving back to Kansas and shortly after, the Prairie Village native made her way back home.

Anne spent three years caring for her parents, who were both diagnosed with Alzheimer’s. She provided them with 24/7 care, which included moving them from her childhood home into a smaller villa. She was their primary caregiver until they both passed away in 2012, six months apart from each other. After their passing, Anne started to notice some issues with her own cognition. She ended up getting diagnosed with a pre-Alzheimer’s condition called Mild Cognitive Impairment (MCI). Fortunately, the story doesn’t end there... it was actually the catalyst of a new passion for Anne - The Night of Hope ([thenightofhope.com](http://thenightofhope.com)).

The Night of Hope Gala started in 2021 and has raised funds each year for the Alzheimer’s Association as part of Anne’s Longest Day activity. The Gala has grown so large and successful that Anne had the opportunity to found







her own 501c3 called “Night of Hope”. The organization’s mission is to raise awareness about brain health and early detection of Alzheimer’s and other forms of Dementia. This year, Night of Hope will host its 3rd annual gala on June 10th, at Fiorella’s Event Space in Overland Park. The event is open to anyone. If you are interested in attending the gala, tickets are available at: [thenightofhope.com/getinvolved](http://thenightofhope.com/getinvolved)

Anne’s message of hope is based around her own extensive research and working with integrative/functional medicine doctors. With lots of time and effort, Anne and her team of doctors were able to reverse her cognitive decline, getting her cognition back to 100%. “They looked at the underlying issues that were causing my pre-Alzheimer’s and identified the ways I could make adjustments to MY individualized everyday routines”, Anne explained. Some of the areas she focuses on include: maintaining a healthy diet, exercise, quality sleep, optimizing hormone levels, and most importantly, reducing her stress levels.

“  
If we put people first, increase their knowledge and do the right thing, it will pay dividends for our clients and our team.  
”



She focuses on maintaining a healthy lifestyle every day. She follows a regimen that helped reverse her MCI and continues to keep her brain healthy. She also ensures she makes time for her favorite hobbies, including: spending time with her family and grandkids, dancing, hanging out with her friends, and spending time in the sun.

It’s clear that The Fraser Team’s success is linked to their passion for helping others. They enjoy the opportunity to “hold the hand” of a first-time home buyer, help Military Veterans navigate the VA process while keeping their best interests top of mind, helping a family “right size” for their lifestyle, as well as helping people in the afternoon of their life.

Along with helping clients buy and sell their homes, the Fraser Team provides resources for all things home related. To go along with Anne’s passion, she helps families who have a loved one dealing with Alzheimers/Dementia. Her contact network provides comfort to the appointed family members who deal with many complicated decisions, all while caring for their loved ones.

“We can help with placement options, set up estate sales with reputable companies, hire clean out crews, whatever they need” Anne said. “People are vulnerable and can be taken advantage of at this time.” It’s her goal to ensure they have the best service possible. “We want to make a positive impact.”

The Fraser’s value relationships—especially those with their family. They have a daughter, 31, and son, 30. Getting time with their children and grandchildren (number three due shortly) is “huge”, Anne says. “It is challenging to find the time but always worth it.”

When Anne was asked where she sees The Fraser Team in the future, she said “I’m excited to see the ways our team will continue to grow”. She is also dedicated to focusing more on the Night of Hope organization and helping raise awareness on brain health.

Anne is continuously grateful for the success of her team and the HOPE she gets to share through her non-profit organization.



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*- Anne Fraser, The Fraser Team with eXp Realty, LLC*



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# AARON DONNER

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By **Heather Pluard**  
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## MORE THAN JUST A SIGN IN YOUR YARD

It's not easy to break free from Corporate America's golden handcuffs. But REALTOR® Aaron Donner did it with zero regrets and a whole lot of Faith. After spending several years in the medical device industry, his entrepreneurial dreams lead him to a career in real estate. Since then, the Donner Group has sold over 650 units for \$225 million in volume, and Aaron knows he's exactly where he should be.

"Quitting a very lucrative corporate job at 39 with no health insurance, three young children, and a wife who stayed home raising our children was a very trying and emotional time," he says. "I will never forget sitting at dinner with one of my colleagues the last night I was on payroll and him saying, 'I can't believe you are making this move... you will likely never be able to get back into the medical device industry if real estate fails.'" Going from working in the OR and negotiating multi-million-dollar contracts with hospital systems nationwide to going door-to-door in my neighborhood was a humbling, emotional, and difficult transition. But I trusted God's plan for me."



“

LOOKING BACK ON MY LIFE TO DATE, I CAN SEE GOD'S HAND AT WORK IN BOTH GOOD AND BAD TIMES, AND I TRUST THAT WILL BE THE CASE GOING FORWARD.

”



A Kansas City native, Aaron says his first glimpse of real estate was watching Phil Summerson do a great job of marketing himself and his business throughout Overland Park, where Aaron grew up. After graduating from Kansas State University with a Marketing and Business Management degree, Aaron moved to California and started climbing the corporate ladder with tremendous success. However, he didn't like being held captive to possible layoffs or downsizing and wanted a career with more freedom. Always an entrepreneur at heart, Aaron knew if he put the work into real estate, the business would follow.

"One of the aspects of real estate I love is the ability to continue selling as long as I choose, how I choose," he explains. "I planned to start my own group from the beginning. I joined Keller Williams as a part-time agent in 2014 and went full-time in 2015. Since then, we have steadily grown year over year and learned a lot in

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the process. After creating a large team, I discovered it was not a fit for me for several reasons, so now I'm passionate about building a micro team that goes much deeper than wide. I've witnessed this model work for so many across the country and wholeheartedly feel it's the right model for us."

Regardless of which model agents are using, Aaron has excellent advice. "Success or failure in real estate often comes down to your discipline in lead generation. As a new agent, there are many ways to generate leads without spending a lot of money. Don't get sidetracked by all the "get rich quick" companies out there that prey on agents selling "qualified" leads. Instead, put in the hard work to generate your own leads as you build the business, and then you can look at additional lead sources. Making phone calls, sending texts, working open houses, farming

neighborhoods, calling FSBO's/Expireds, and networking are all inexpensive ways to build a business. Pick two or three and work on them daily!"

Additionally, Aaron likes to remind agents that a goal without a plan is just a dream. "To make a living/career in real estate, you must treat it like a business. I have seen many agents living paycheck to paycheck and even spending more than they make. There is a false perception that the bigger the team and the higher the sales volume, the more money you make. That is not always the case. It's imperative that you regularly look at your profit and loss statements, and if you don't have one, make it a priority to get one! Companies don't measure success by the number of people on their payroll or revenue alone. It's measured by the results of their profit and loss statements."

However, Aaron views success as having great relationships with those around him, including team mates like Mike Mason and Jody Forge. "They have both been with us for many years and there is no way we could have done what we do without them," Aaron says. "One of the most rewarding parts about real estate is meeting so many different people from all walks of life. I've made friendships that I would have never had the opportunity to make had it not been for real estate and stepping outside my bubble. I've prayed with people going through difficult times, celebrated exciting times, and shed a tear after some hard goodbyes. I wouldn't change that aspect of this job for anything. None of the possessions, rankings, or material things matter in the end. Being surrounded by people I love dearly is what matters."



The people who matter most to Aaron include his wonderful wife of twenty years, Gretchen, and their three children, Adam, Drew, and Kate. "We laugh a lot and don't take life too seriously," smiles Aaron. "Several years ago, my son had to create a mission statement in fourth grade, and he wrote: Be Kind, Be Nice, Be Fun. I love that! Our family enjoys going to the mountains, spending time at the lake, going to K-State football and basketball games, being involved in our

church, hanging out with friends and family, and playing with our Goldendoodle, Ranger."

After eight exciting years as a REALTOR®, Aaron says his favorite Steve Jobs quote makes complete sense. "You can't connect the dots looking forward; you can only connect them looking backward. So you have to trust that the dots will somehow connect in the future." Aaron says, "Looking back on my life to date, I can see God's hand at work in both good and bad times, and I trust that will be the case going forward. In addition to our day-to-day real estate activities, I have been focused on building our investment portfolio through rental properties. My goal is to get to the point in the next seven years where passive income through real estate investments will surpass my real estate income. That's where freedom lies."



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# SHANE STEVENS

▶ featured agent



## GOING TO BAT FOR HIS CLIENTS

By **Manuela Nivia** | Photos by **Tiffany Matson**

In 2014, Shane Stevens was at a career crossroads when David Wiesemann, a close family friend and local broker, suggested he consider a future in the real estate industry. At the time, Shane had been affected by layoffs at the Lake City Army Ammunition Plant, and urgently needed a more stable way to provide for his family, which included newborn twin sons. This unexpected challenge ultimately served as a catalyst for Shane's personal and professional growth. With the unwavering support of my in-laws and my wife, Candice," Shane took a leap of faith—and it quickly paid off.

"I was at a fork in the road," Shane recalled. "I could get another job in manufacturing or pursue something that would take some time to get started, but where I could control my own future. Since then, real estate has done things for me that I didn't think were possible."

From his start in the industry, Shane has proudly built his business by providing his clients with the highest levels of customer service. At the core of his real estate career has been building relationships that go far beyond a transactional connection. He is particularly known for his creative pop-by gifts and client events, which allow him to reiterate to his clients how much he appreciates them. In the past, Shane has rented out movie theatres for private screenings, gifted pumpkin carving kits during the Halloween season, and even held annual barbecue socials where he and his father-in-law can be found grilling for over a hundred guests.

"I was motivated to join real estate because of the opportunity to help people accomplish the biggest investment of their lives," Shane described. "I've had the opportunity to reconnect with people I've met throughout my life and help them accomplish big goals. To me, it's about giving my clients the best possible experience and making sure they're taking care of."



One of 18 siblings, Shane grew up in Independence, Missouri where he spent most of his childhood involved in nearly every sport his hometown had to offer. His fervor for sports also extends to a lifelong love of the Kansas City Royals—a hobby he shares with his family. Recently, Shane even had the opportunity to make his baseball dreams a reality at a Royals Fantasy Camp in Arizona, where he played several games at the team's spring training facility. He credits his upbringing for not only instilling his love of sports, but a competitive spirit that has since translated beyond the baseball field to building a successful career.



“My brothers and I grew up playing lots of sports and trying to beat each other at everything,” Shane recalled. “I found that sports and real estate correlate in the sense that they’re both very competitive and practice makes perfect. In real estate, you have to show up just like in sports and be consistent—that’s huge.”

He won Platinum club the previous three years and won the 100% club this year. Not only has Shane been a RE/MAX Club Award Winner for

eight consecutive years, but in 2021 he was inducted into the RE/MAX Hall of Fame. In 2022 alone, Shane sold over \$8m in volume. He credits his broker, David Wiesemann—who he considers to be “like a second dad”—for giving him the confidence and knowledge he needed in order to build his business from the ground up. By surrounding himself with successful mentors like David, Shane has found a valuable resource that

has helped me him accelerate his career. This is a fundamental piece of advice that Shane provides to other agents entering the industry—just like top athletes have coaches, real estate agents need mentors to help them grow and refine their skills.

“Coming from the manufacturing business with no business background, real estate was a completely different lifestyle,” Shane recalled. “David was a great teacher and showed me what I needed to do. Real estate can be a rollercoaster and he’s the guy that if you ever have any doubt will reiterate that you’re good at what you do.”

Outside of his business, Shane is a proud member of the Children’s Miracle Network and is committed to making charitable donations in clients’ names after every real estate transaction. He is personally passionate about this cause given that his twin sons, Deacon and Dawson, were born premature at 31 weeks and suffered a variety of medical complications at the start of their lives. This experience has also made Shane particularly sensitive to the value of family. He has ultimately found in real estate not only the vehicle to provide for his loved ones but the opportunity to create a family-centered life.

“My ‘why’ in everything I do is my family,” Shane described. “I want to be a provider for my wife and kids and make sure I’m creating the best possible life for them. I want to make sure my kids have every opportunity they can in life. I’m big on family and my in-laws especially really helped us out astronomically when we were starting out and I would love to pay that forward for my kids.”



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Time: 2pm - 5pm

Location: The Johnson County Arts  
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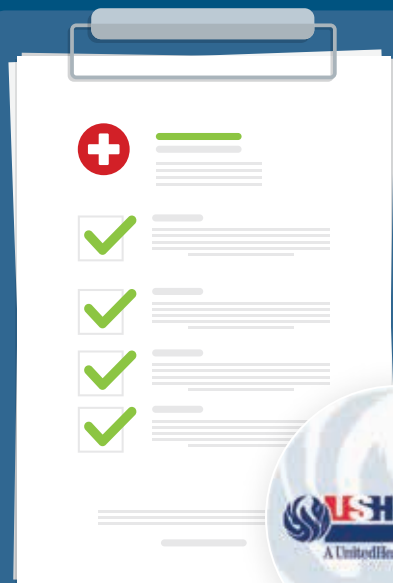
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Teams and Individuals Closed from Jan 1, 2023 - Feb. 28, 2023

| #  | FIRST NAME   | LAST NAME     | OFFICE NAME                    |
|----|--------------|---------------|--------------------------------|
| 1  | Rob Ellerman | Team          | Reecenichols - Lees Summit     |
| 2  | Kristin      | Malfer        | Compass Realty Group           |
| 3  | Kbt Leawood  | Team          | Reecenichols - Leawood         |
| 4  | Benjamin     | Lytle         | Opendoor Brokerage LLC         |
| 5  | Dan          | Lynch         | Lynch Real Estate              |
| 6  | John         | Barth         | RE/MAX Innovations             |
| 7  | Ask Cathy    | Team          | Keller Williams Platinum Prtnr |
| 8  | Martin       | Walsh         | Offerpad Brokerage LLC         |
| 9  | Dani Beyer   | Team          | Keller Williams Kc North       |
| 10 | Spradling    | Group         | Exp Realty LLC                 |
| 11 | Bridget      | Brown-Kiggins | Weichert, Realtors Welch & Com |
| 12 | Eric Craig   | Team          | Keller Williams Kc North       |
| 13 | Angela       | Fitzgerald    | Rodrock & Associates Realtors  |
| 14 | Marti        | Prieb Lilja   | Keller Williams Realty Partner |
| 15 | Dennis       | Prussman      | United Country Property Soluti |
| 16 | Ray Homes Kc | Team          | Compass Realty Group           |
| 17 | Karen        | Pritchard     | Koenig Real Estate Holdings LI |

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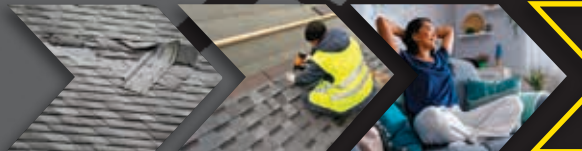


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| #  | FIRST NAME           | LAST NAME       | OFFICE NAME                    |
|----|----------------------|-----------------|--------------------------------|
| 18 | Chris                | Rowe            | Cedar Creek Realty LLC         |
| 19 | Thrive Real Estate K | Team            | Keller Williams Key Partners   |
| 20 | Bill                 | Gerue           | Weichert, Realtors Welch & Com |
| 21 | Edie Waters          | Team - North    | Keller Williams Kc North       |
| 22 | Jenny                | Burkhead        | Keller Williams Kc North       |
| 23 | Reesemontgomery      | Team            | RE/MAX Heritage                |
| 24 | Macoubrie            | Zimmerman       | Weichert, Realtors Welch & Com |
| 25 | Hern                 | Group           | Keller Williams Platinum Prtnr |
| 26 | Bryan                | Huff            | Keller Williams Realty Partner |
| 27 | Shelia               | Hampton         | Reecenichols - Granada         |
| 28 | Blake Nelson         | Team            | Keller Williams Key Partners   |
| 29 | Michael              | Yeates          | The Real Estate Store LLC      |
| 30 | Ryan                 | Hubbard         | United Country American Heartl |
| 31 | Nelson               | Group           | Keller Williams Kc North       |
| 32 | Tradition            | Home Group      | Compass Realty Group           |
| 33 | Tony                 | Long            | Realty Executives              |
| 34 | Dan                  | O Dell          | Keller Williams Realty Partner |
| 35 | Lindsay              | Sierens Schulze | Reecenichols - Leawood         |
| 36 | Shannon              | Brimacombe      | Compass Realty Group           |
| 37 | Debbie               | Fleet           | Keller Williams Realty Partner |
| 38 | Debbie               | Weber           | Realty Executives              |
| 39 | Crossroads Re        | Group           | Keller Williams Diamond Part   |
| 40 | Kbt Plaza            | Team            | Reecenichols - Country Club Pl |
| 41 | Kelli                | Chabot          | Keller Williams Kc North       |
| 42 | Locate               | Team            | Compass Realty Group           |
| 43 | Jeremy               | Applebaum       | Realty Executives              |
| 44 | Kelli                | Becks           | Keller Williams Realty Partner |
| 45 | Cjco                 | Team            | Reecenichols - Leawood         |
| 46 | Jackie               | Payne           | New Home Star                  |
| 47 | Loughlin & Associate | Team            | Keller Williams Kc North       |
| 48 | Hendrix              | Group           | Keller Williams Realty Partner |
| 49 | Alan                 | Williams        | Bhg Kansas City Homes          |
| 50 | Chrissy              | Frazier         | Chartwell Realty LLC           |

| #  | FIRST NAME         | LAST NAME       | OFFICE NAME                    |
|----|--------------------|-----------------|--------------------------------|
| 51 | Brenda             | Youness         | Weichert, Realtors Welch & Com |
| 52 | Andrew             | Bash            | Bash & Co. Sotheby'S Internati |
| 53 | The Fisher Hiles   | Team            | Bhg Kansas City Homes          |
| 54 | Rachelle           | Moley           | Weichert, Realtors Welch & Com |
| 55 | The Collective     | Team            | Compass Realty Group           |
| 56 | Igre               | Team            | Integrity Group Real Estate    |
| 57 | Ripley Assoc       | Team            | Engel & Volkers Kansas City    |
| 58 | Lanny              | Dillenschneider | Reecenichols - Lees Summit     |
| 59 | Monica             | Angeles         | Jones Heritage, Realtors       |
| 60 | The Small          | Team            | Reecenichols-Kcn               |
| 61 | Holly              | Bond            | Platinum Realty                |
| 62 | George             | Medina          | Reecenichols Brookside         |
| 63 | Malina             | Group           | Keller Williams Realty Partner |
| 64 | Kbt Kcn            | Team            | Reecenichols-Kcn               |
| 65 | Sal                | Termini         | Platinum Realty                |
| 66 | Richey Real Estate | Group           | Reecenichols - Lees Summit     |
| 67 | Mikki              | Armstrong       | Reecenichols - Lees Summit     |

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| #   | FIRST NAME          | LAST NAME         | OFFICE NAME                    |
|-----|---------------------|-------------------|--------------------------------|
| 68  | Chris D             | Fleming           | RE/MAX State Line              |
| 69  | Audrah              | Team              | Keller Williams Kc North       |
| 70  | Karen               | Stump             | Reecenichols - Parkville       |
| 71  | Eva                 | Clark             | Real Broker, LLC               |
| 72  | Lisa                | Bunnell           | Reecenichols - Leawood         |
| 73  | Tamra               | Trickey           | Reecenichols - Leawood         |
| 74  | Stroud & Associates | Team              | Keller Williams Kc North       |
| 75  | Molly               | Hipfl             | Reecenichols - Lees Summit     |
| 76  | Andrea              | Wardell           | Wardell & Holmes Real Estate   |
| 77  | Dani                | Thompson          | Sbd Housing Solutions LLC      |
| 78  | Jamie               | Patton            | Platinum Realty                |
| 79  | Jessica             | Kurzweil          | Reecenichols - Lees Summit     |
| 80  | Zach                | Horn              | Berkshire Hathawayhs Kc Realty |
| 81  | Bob                 | Sloan             | Rodrock & Associates Realtors  |
| 82  | Andrea              | Sullivan          | Rodrock & Associates Realtors  |
| 83  | Darlene             | Peterson          | Keller Williams Platinum Prtnr |
| 84  | Kevin               | Holmes            | Keller Williams Key Partners   |
| 85  | Chuck               | Davis             | RE/MAX Professionals           |
| 86  | Sharon              | Barry             | Reecenichols -The Village      |
| 87  | Katherine           | Lee               | Bash & Co. Sotheby'S Internati |
| 88  | Kc Homes365         | Team              | Keller Williams Realty Partner |
| 89  | Suzy                | Goldstein         | Bhg Kansas City Homes          |
| 90  | Moore Homes         | Team              | Compass Realty Group           |
| 91  | Ashley              | Kendrick          | Chartwell Realty LLC           |
| 92  | Debbie              | Sinclair          | Prime Development Land Co LLC  |
| 93  | Sara                | Stucker           | Reecenichols-Kcn               |
| 94  | Jeff                | Curry             | Weichert, Realtors Welch & Com |
| 95  | Hcr                 | Team              | RE/MAX Heritage                |
| 96  | Ken Hoover          | Group             | Keller Williams Kc North       |
| 97  | Concierge           | Real Estate Group | Worth Clark Realty             |
| 98  | Jo Marie            | Armilio           | Keller Williams Kc North       |
| 99  | Christina           | Brown             | Exp Realty LLC                 |
| 100 | Kerrie              | Shumate           | Midwest Realty & Auction       |

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Teams and Individuals Closed from Jan 1, 2023 - Feb. 28, 2023

| #   | FIRST NAME | LAST NAME       | OFFICE NAME                    |
|-----|------------|-----------------|--------------------------------|
| 101 | Todd       | Burroughs       | Crown Realty                   |
| 102 | Kristi     | Soligo Fleshman | RE/MAX Revolution Liberty      |
| 103 | Annie      | Kennedy         | Realty Executives              |
| 104 | Taylor     | Akinmoladun     | Platinum Realty                |
| 105 | Shaun      | Ashley          | RE/MAX Heritage                |
| 106 | Trenton    | Johnson         | Crown Realty                   |
| 107 | Karen L.   | Gilliland       | House Of Real Estate, LLC      |
| 108 | Rothermel  | Group           | Keller Williams Kc North       |
| 109 | Michelle   | Campbell        | Keller Williams Realty Partner |
| 110 | Hannah     | Shireman        | West Village Realty            |
| 111 | Aly        | Plunkett        | Reecenichols -Johnson County W |
| 112 | Karen      | Baum            | Bhg Kansas City Homes          |
| 113 | Patty      | Simpson         | Crown Realty                   |
| 114 | Lauren     | Anderson        | Reecenichols -The Village      |
| 115 | Terri      | Marks           | Reecenichols - Overland Park   |
| 116 | Jeff       | Taylor          | Reecenichols-Kcn               |
| 117 | Sherri     | Hines           | Bhg Kansas City Homes          |

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# TOP 200 STANDINGS

Teams and Individuals Closed from Jan 1, 2023 - Feb. 28, 2023

| #   | FIRST NAME               | LAST NAME          | OFFICE NAME                    |
|-----|--------------------------|--------------------|--------------------------------|
| 118 | Brenda                   | Shores             | RE/MAX Heritage                |
| 119 | Carla                    | Walter             | Gold Key Realty                |
| 120 | Amy                      | Arndorfer          | Premium Realty Group LLC       |
| 121 | Becky                    | Harper             | Keller Williams Realty Partner |
| 122 | Brandi                   | Shoemaker          | Keller Williams Realty Partner |
| 123 | Plains Paris             | Team               | RE/MAX Revolution              |
| 124 | Abby                     | Powers             | The Real Estate Store LLC      |
| 125 | D & M                    | Team               | Weichert, Realtors Welch & Com |
| 126 | Terry Madden             | Myers              | Reecenichols Brookside         |
| 127 | Tanna                    | Guthrie            | Exp Realty LLC                 |
| 128 | Debi                     | Donner             | Rodrock & Associates Realtors  |
| 129 | Ashlee                   | Whittington-Duncan | Curtis & Sons Realty           |
| 130 | Teresa                   | Hayes              | Twaddle Realty, Inc.           |
| 131 | Sharp Homes              | Team               | Exp Realty LLC                 |
| 132 | Anita                    | Riley              | RE/MAX Town And Country        |
| 133 | Doug                     | Karley             | Friends And Family Homes, LLC  |
| 134 | Heather                  | Broderick          | RE/MAX State Line              |
| 135 | Roger                    | Deines             | Reecenichols - Lees Summit     |
| 136 | Steven                   | Hall               | Realty Results                 |
| 137 | Explore Home             | Group              | Keller Williams Kc North       |
| 138 | Cory                     | Owen               | Cory & Co. Realty              |
| 139 | Christopher              | Bunton             | Reecenichols - Lees Summit     |
| 140 | Brandon                  | Mcginnis           | Clinch Realty LLC              |
| 141 | Wolfe, Sweeney, Courtney | Team               | Reecenichols - Parkville       |
| 142 | Quinn                    | Whimley            | Reilly Real Estate LLC         |
| 143 | Phil                     | Summerson          | Bhg Kansas City Homes          |
| 144 | Mary Ann                 | Pearson            | Keller Williams Diamond Part   |
| 145 | Chris                    | Austin             | Keller Williams Plaza Partners |
| 146 | Tina                     | Esbeck             | Landmark Realty                |
| 147 | Brooke                   | Miller             | Reecenichols - Country Club Pl |
| 148 | Anita                    | Fichman            | Bhg Kansas City Homes          |
| 149 | Melanie                  | Koprivica          | Engel & Volkers Kansas City    |
| 150 | Kaleena                  | Schumacher         | Keller Williams Realty Partner |

| #   | FIRST NAME   | LAST NAME   | OFFICE NAME                    |
|-----|--------------|-------------|--------------------------------|
| 151 | Jim          | Godwin      | Executive Asset Group          |
| 152 | Lisa         | Soltesz     | Opendoor Brokerage LLC         |
| 153 | Lisa         | Rater       | Weichert, Realtors Welch & Com |
| 154 | Mikki        | Sander      | Redfin Corporation             |
| 155 | Chad         | Weston      | Team Weston Realty Group       |
| 156 | Amy          | Williams    | Keller Williams Realty Partner |
| 157 | Guide        | Group       | Compass Realty Group           |
| 158 | Mark         | Corwin      | Mossy Oak Properties Of The He |
| 159 | Nikie Jo     | Glasbrenner | Reecenichols-Kcn               |
| 160 | Bill         | Hightower   | Reecenichols Excelsior Spgs    |
| 161 | Madison      | Harpst      | RE/MAX Innovations             |
| 162 | Marty        | Perrea      | RE/MAX Heritage                |
| 163 | John         | Simone      | Reecenichols-Kcn               |
| 164 | Denise       | Cunningham  | Keller Williams Realty Partner |
| 165 | Ellen Murphy | Team        | Reecenichols - Leawood         |
| 166 | The Finn     | Group       | Keller Williams Southland      |
| 167 | Kana         | Steinmeyer  | Reecenichols - Eastland        |

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# TOP 200 STANDINGS

Teams and Individuals Closed from Jan 1, 2023 - Feb. 28, 2023

| #   | FIRST NAME    | LAST NAME | OFFICE NAME                    |
|-----|---------------|-----------|--------------------------------|
| 168 | Dominic       | Dixon     | Kc Realtors LLC                |
| 169 | Leah          | Hamilton  | Crown Realty                   |
| 170 | Peggy         | Reed      | Crown Realty                   |
| 171 | Danny Howell  | Team      | Exp Realty LLC                 |
| 172 | Jake          | Osborn    | 1st Class Real Estate Kc       |
| 173 | Sue           | Walton    | RE/MAX Premier Realty          |
| 174 | Yfa           | Team      | Your Future Address, LLC       |
| 175 | Just Say Home | Kc Team   | Keller Williams Platinum Prtnr |
| 176 | Therese       | Hinds     | Reecenichols - Town Center     |
| 177 | Bev           | Huff      | Keller Williams Realty Partner |
| 178 | Riyad         | Naser     | Keller Williams Platinum Prtnr |
| 179 | Sally         | Moore     | Keller Williams Platinum Prtnr |
| 180 | Jackie        | Boyce     | Keller Williams Key Partners   |
| 181 | Michelle      | Lutz      | Lutz Sales + Investments       |
| 182 | Ron           | Henderson | Keller Williams Kc North       |
| 183 | Thomas        | White     | Boulevard Realty, LLC          |
| 184 | Anita         | Covert    | RE/MAX Elite, Realtors         |
| 185 | Gina          | Dennis    | Reecenichols - Leawood         |
| 186 | Nicole        | Westhoff  | Reecenichols - Lees Summit     |
| 187 | Ellen         | Campbell  | Chartwell Realty LLC           |
| 188 | Mark          | Pohl      | Thehomestour.Com               |
| 189 | Kristin       | Fontoura  | Exp Realty LLC                 |
| 190 | Cody          | Newsom    | Action Realty Company          |
| 191 | Michelle      | Cook      | Reecenichols-Kcn               |
| 192 | Angela        | Lamb      | Compass Realty Group           |
| 193 | Shelly        | Balthazor | Reecenichols - College Blvd    |
| 194 | Steve         | Cutshaw   | Keller Williams Realty Partner |
| 195 | Jason         | Barnett   | Chartwell Realty LLC           |
| 196 | Scott         | Woodward  | Realty Professionals 54 LLC    |
| 197 | Gail          | Yancik    | Realty Executives              |
| 198 | Jake          | Zillner   | Baron Realty                   |
| 199 | Mindy         | Templeton | 1st Class Real Estate Kc       |
| 200 | Laurie        | Barnds    | Reecenichols -The Village      |

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faq **RP** **FAQ**  
**ABOUT** *Kansas City*  
*REAL PRODUCERS*

Ever since we launched *Kansas City Real Producers* in July 2017, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

**Q: Who receives this magazine?**

**A:** The top 500 agents of Kansas City. We pulled MLS numbers (by closed volume) in the Kansas City market. We cut off the list at number 500. The list will reset in early 2022 based on 2021 totals and continues to update annually.

**Q: Why am I not listed on the top 200 standings/why are my numbers showing differently?**

**A:** There are a number of reasons why that could be the case. First, be sure to read the disclaimer in its entirety. We pull the data on the exact date listed, so if the closed transaction is not submitted by that date, it will not be included. User error or BRIGHT error is always a possibility. The most common reason is that for any deal with an alternate agent listed, the production gets divided in half between the lead agent and the alternate. There are a few other factors at play, so if you have

a question about the Standings, please contact me, and we can take a look: reece.hale@realproducersmag.com.

**Q: What is the process for being featured in this magazine?**

**A:** It's really simple — one or multiple peers have first nominated every featured agent you see. You can nominate or be nominated by other agents, affiliates, brokers, owners, and office leaders. A nomination currently looks like this: you email us at reece.hale@realproducersmag.com with the subject "Nomination: (Name of Nominee)." Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. Once the timing is right, the next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion.

**Q: What does it cost to be featured?**

**A:** Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! This is NOT a pay-to-play model whatsoever.

**Q: How can I write an article to be printed?**

**A:** If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to the *Kansas City Real Producers* community, please email me at reece.hale@realproducersmag.com. Even if you don't consider yourself a prolific writer, let's talk!

**Q: Who are the Preferred Partners?**

**A:** Anyone listed as a "Preferred Partner" in the index at the front of the magazine is an integral part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our Facebook group. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many agents have personally referred every single Preferred Partner you see. We won't even take a meeting with a business that has not been vetted by one of you and is "stamped for approval," in a sense. Our goal is to create a powerhouse network not only of the best agents in the area but the best affiliates, as well, so we can all grow stronger together.

**Q: How can I refer a local business to join KCRP as a Preferred Partner?**

**A:** If you know and want to recommend a local business that would like to work with more top real estate agents, please email me at reece.hale@realproducersmag.com and introduce us! This is the only way we can grow and strengthen this community, through your referrals. It's much appreciated!

**Q: How might I get more involved in this community?**

**A:** Two primary ways: First of all, if you have not already, be sure to join our private Facebook group specifically for the top 500 real estate agents and our preferred partners. To request to join, simply search on Facebook the keywords "Kansas City's Top 500 Real Producers Community," and it will pop right up. Request to join, and we will promptly accept you into the group. This online community is a space for further connection, contribution, and curiosity to be shared among our members. Secondly, be sure to attend our events. We currently plan to host 12 pub-reveal parties, a couple of golf outings, and some VIP social events throughout 2020. We promote these events via email and Facebook, so if you haven't been receiving invites, please email me immediately at reece.hale@realproducersmag.com.

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