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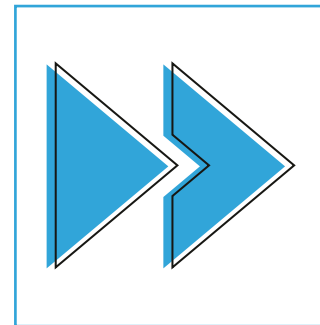
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Embracing the End of Summer

While it is natural to feel a tinge of sadness as we say goodbye to carefree days and balmy nights, let us also take a moment to celebrate the beauty and lessons that summer leaves behind.

The end of summer brings with it a subtle reminder that change is an integral part of life's cycle. The transition from the bright, sunny days to the golden hues of autumn prompts us to reflect on the ever-changing nature of our own lives. Just as nature gracefully transforms, so do we. As summer's end approaches, let us embrace the opportunities for growth and renewal that lie ahead. It is through change that we discover new passions, forge new connections, and embark on new adventures.

Memories That Linger: Summer is a season filled with unforgettable moments. Whether it's the laughter shared with friends at a beach bonfire or the tranquility found in a quiet evening stroll, these memories become cherished treasures that we carry with us throughout the year. As summer draws to a close, we can savor the experiences we've had and the people we've met. Even though the warm embrace of the sun may fade, the memories of these fleeting months remain etched in our hearts, bringing comfort and joy during colder days.

Gratitude for the Present: As we bid adieu to summer, we are reminded to appreciate the present moment. The carefree spirit and leisurely pace of these sun-kissed days teach us to slow down, relish simple pleasures, and find contentment in the here and now. Summer's end beckons us to embrace the changing seasons with gratitude, recognizing that every chapter has its own unique beauty. By embracing the present, we can cultivate a mindset

of mindfulness that extends beyond the fleeting warmth of summer and enriches our lives throughout the year.

As summer draws to a close, let us bid farewell to this captivating season with a mixture of nostalgia and anticipation. We celebrate the lessons learned, the memories made, and the growth experienced during these months of sun and bliss. The end of summer serves as a poignant reminder that life is ever-changing, but it is in embracing these changes that we find the richness and beauty of each passing season. So, as we step into autumn's embrace, let us carry the spirit of summer within us, cherishing its gifts and eagerly awaiting the wonders that lie ahead.

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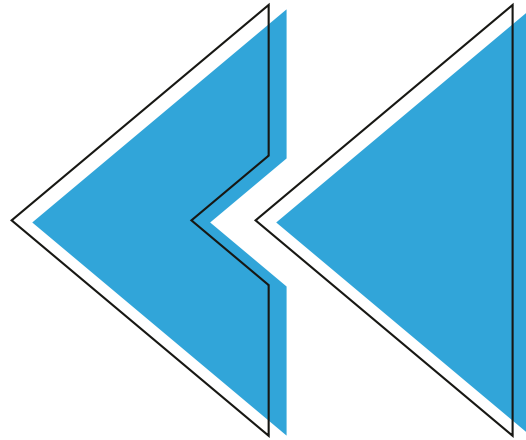
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RICHEY Real Estate

BUILDING DREAMS TOGETHER

By **Manuela Nivia** • Photos by **Kristy Marshall Photography**

A real estate power couple, Kristena and Travis Richey joined forces in 2020 to create Richey Real Estate—a group that stands out across Kansas City for their exceptional service and dedication to their clients. With a devoted team by their side, the Richey’s have combined their strengths to revolutionize the real estate market in their city and make a positive impact on the lives of their clients.

“We have created a team centered on wanting to help others and wanting to make a difference in the community,” Kristena

describes. “It’s about being able to love on people. In this job, you have to have empathy and be kind and I feel every agent on our team reflects that. They want to help people and that’s something to be proud of.”

Kristena’s passion for real estate was ignited during her senior year of high school while working at a local real estate office. As soon as she graduated, Kristena wasted no time in obtaining her real estate license, eager to embrace the endless opportunities the industry offered. Just a year prior, in 2005, Travis similarly jumped into the real estate world, focusing on new construction. Shortly after entering the industry, however, both agents watched as the market crashed around them—a turbulent period that tested their resilience.

“It was very stressful, there were a lot of nights with tears when I didn’t know if I was going to be able to pay my mortgage,” Travis shared. “The turning point was when a coach told me: ‘Imagine if the market never gets better than what it is today. What are you going to do about it?’ That clicked and I learned how to hustle faster and faster. I made it through the worst real estate economy, and it taught me a lot of valuable lessons I still use today. I feel I earned my spot in the industry.”

The couple’s paths intertwined in 2011 while working together at a local office—a professional relationship that soon blossomed into a personal one. Though they initially operated separate businesses, the dynamic duo ultimately decided to blend their expertise and create Richey Real Estate in 2020.

Kristena’s ability to multitask with remarkable efficiency complements Travis’s unwavering focus, creating a harmonious balance within their partnership. By combining their unique working styles, the couple strives to deliver excellence to their clients.

“This is my passion, and I am thankful that I have a partner that’s so supportive of all my ideas,” Kristena explained. “Travis is a great team player



“ I MADE IT THROUGH THE WORST REAL ESTATE ECONOMY, AND IT TAUGHT ME A LOT OF VALUABLE LESSONS I STILL USE TODAY. I FEEL I EARNED MY SPOT IN THE INDUSTRY. ”

luxury market and is Kristena’s trusted confidante. Richey Real Estate also counts on Marianne Luff, the “bright light” in the office, who specializes in farmland and acreage. Two newer agents have also joined the team, including

Rookie of the Year Amanda Buxton and Megan Snyder—both of whom the Richeys recognize for their determination and drive to succeed. Lastly, Laura Carpenter has also joined the team as Client Success Coordinator—an addition Travis considers to be “Like the Chiefs getting Patrick Mahomes.”

“We wouldn’t be here if it wasn’t for our team,” Kristena shared. “We offer mentorship to all of our agents, and we show them exactly what it takes to be successful. For more like-minded people, our door is always open.”

“ *One thing we all have in common is that we really support each other. **It’s like a family.***

that always rolls with the punches. He’s very level-headed and calm and doesn’t respond to things based on emotion. He’s really the dad of the group and everyone can go to him to get sound advice.”

Central to the success of Richey Real Estate is its exceptional team, whose dedication and shared vision set them apart. The team’s 100 percent retention rate is a testament to the strong bonds forged within the group. The Richey’s foster a supportive and familial atmosphere where each member complements one another’s strengths. The agents not only collaborate professionally but also build lasting friendships outside the office,

attending concerts, farmers’ markets, and sporting events together.

“One thing we all have in common is that we really support each other,” Travis explained. “It’s like a family. We complement each other in our own ways, and everyone is there to cheer each other on. It’s a strong support system. We’re protective of what we have because it’s so special.”

Among the agents who are part of the Richey Real Estate family is Courtney Redding, the team’s first agent, who doubles as the group’s in-house stager, leveraging her expertise in home décor and organization. A mentor to fellow agents on the team, REALTOR® Kate Daniels-Boller specializes in the

Submitted by **Christy Belt Grossman, CEO** and owner of Ops Boss Coaching™



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We’re all navigating the ever-changing landscape of real estate in 2023. And we know Ops Bosses® are the ninjas behind it all – crushing it amidst the constant pivots, mergers, technology changes, and market challenges. But even ninjas need “secret weapons,” and we love sharing some of our favorite bossy hacks with you. Meet Zapier – your secret weapon for streamlining tasks, saving time, and boosting productivity.

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9. Share Social Media Posts: Zapier allows you to streamline your social media presence by automating the sharing of your blog posts, YouTube videos, social media posts, & other content. Connect your social media

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As you can see, Zapier offers an impressive array of automation possibilities. The best part? You can get started with Zapier for free! The free version allows you to create basic automations and experience the power of streamlining your tasks without any cost. It’s a great way to explore the capabilities of Zapier and see how it can revolutionize your workflow. Check out Zapier here: <https://zapier.com/>

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Hope Restored

All God's Children International has positively impacted the lives of thousands of at-risk children and young adults, creating new chapters filled with love, stability and a sense of belonging

By Shauna Osborne, National Editor

All God's Children International (AGCI) is an orphan care ministry with a mission to provide love and care to every child in need. Founded in 1991, AGCI works to empower local leaders to intervene for vulnerable children and create opportunities for hope, family and independence. Recently, they have begun work focusing on five key areas, ranging from trauma-informed family reunification to policy work that transforms child welfare systems — all of which directly reduces risk factors for children likely to become victims of trafficking.

Fenean's* life is a powerful testament to the transformative impact of AGCI's compassionate guidance. Seeking better educational opportunities, she left her village at the age of 12 to live with and work for a family in Ethiopia. Unfortunately, she endured severe abuse and ran away after just three months. Living on the streets, she was at extreme risk of being trafficked, until she was discovered by local police and referred to AGCI and the Tim Tebow Foundation House of Hope. During her time at House of Hope, Fenean received

trauma-informed counseling and was slowly restored to her confident, loving self. She was reunited with her family last year; AGCI provided the necessary tools and support to ensure they would remain together.

As in Fenean's case, AGCI endorses a tailored approach, collaborating with leaders in each region they serve to address the specific challenges faced by those communities. Together with their local teams, AGCI develops effective, culturally appropriate and sustainable solutions. By partnering with AGCI, N2GIVES helps uphold this life-changing mission to break the cycle that traps children in institutions, perpetuates systemic poverty in families, and prevents vulnerable young adults from pursuing their dreams.



*name changed for privacy reasons



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Reach out to us at Reece.Hale@RealProducersMag.com

Shoot us their name, email, cell number, and why they are awesome. You might just see them in an upcoming issue!

JIM GRIFFITHS

WITH ACADEMY BANK

▶▶ partner spotlight

By **Manuela Nivia**
Photos by **Nostalgia Photography**



GUIDING HOMEBUYERS ON THE RIGHT TRACK

To seasoned mortgage banker, Jim Griffiths, the mortgage lending world is a lot like working in the railroad industry. Though perhaps not an obvious comparison to some, for Jim it is first-hand knowledge. Before embarking on his successful career in mortgage lending, Jim spent 12 years as a Director of Operations for Union Pacific Railroad, the largest railroad company in the United States. During his tenure, Jim honed his professionalism and attention to detail, which led to numerous promotions and opportunities across the country. This experience instilled in him a deep appreciation for efficiency—a quality that now sets him apart from other loan officers.

“Both mortgage lending and moving railroad freight are all about process and efficiency,” Jim said. “Making sure there is a successful outcome means understanding the process inside and out. I have to know exactly what is needed, at each step in the process, in order to make sure every part of the system is going to work smoothly. The work ethic and attention to detail I developed while moving freight on the railroad is something that I bring to every single loan file I put together.”

After 13 years in the industry, Jim recently found his professional home at Academy Bank, a family-owned community bank well-known for its fast, easy, and personalized banking solutions. Jim’s move to Academy Bank was fueled by a desire to work in an environment that provided a broader mix of product offerings and elevated customer service. In this role, Jim seeks to harness the institution’s wide array of products to cater to the unique needs and aspirations of his valued customers.

“My goal on every loan file is to create a ‘one-touch, clear to close’ every time,” Jim shared. “I believe every customer of mine deserves that. I’m also committed to giving expert mortgage guidance that fits into my customer’s overall financial goals, rather than just taking an order and writing a pre-qualification letter.”

Renowned for his comprehensive knowledge of the mortgage process, Jim is dedicated to crafting a seamless and worry-free experience for his clients. While he handles a mix of jumbo and conventional loans, his true passion lies in working with first-time home buyers. He finds immense joy in helping them achieve the quintessential American Dream of homeownership. Across every transaction he is involved with, however, Jim provides expert mortgage guidance tailored to each client’s unique situation.

“

I GET TO HELP PEOPLE PUT SOLUTIONS IN PLACE TO GET THEM INTO A HOME.

”

“I love working with first-time home buyers,” Jim described. “I get just as much satisfaction out of working with the self-employed and highly capitalized and complex deals as I do from educating a brand-new buyer looking to purchase their very first home.”

With every client, Jim prides himself on providing personalized service that extends beyond the mortgage transaction. He understands that buying a new home is a significant milestone and strives to alleviate the stress associated with it. Whether it's answering client inquiries or going the extra mile to ensure a smooth process, Jim's commitment to delivering exceptional service shines

through. When he's not serving his clients, Jim enjoys model railroading with his eight-year-old son, Henry, and attending air shows with his family.

“I get to help people put solutions in place to get them into a home,” Jim said.

“There are so many different scenarios that come across my desk every day that all require different levels of expertise and different knowledge of products that suit them and their families needs. In the railroad, I was a first responder so I couldn't not answer my phone. That translates into the service levels people get from me in terms of responsiveness and work ethic. Nobody is going to work harder than I am.”



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NICK GADWOOD

By Manuela Nivia • Photos by Nostalgia Photography

BEYOND
THE
TRANSACTION

For Nick Gadwood, real estate is not merely a profession, but a way of life. A driven and passionate real estate agent, he is known across Kansas City for his exceptional ability to connect with people and guide them into their dream homes. With a strong family influence in the industry, Nick's journey to becoming a successful agent has been shaped by his belief in the power of lasting relationships. Whether assisting first-time homebuyers, experienced investors, or sellers, it's this personalized approach that has helped to set him apart.

"I try to make a friend in every room I go into," Nick shared. "That started in high school when I was the captain of the football team to then being the manager of the Jayhawk Café in College. I had 150 employees from all different backgrounds, and I built relationships with as many people as possible. In everything I do, people know I'm not self-serving—I'm there to make sure everyone is taken care of."

Nick's journey into real estate was a natural progression influenced by the example of his closest role model: his mother, Julie Gadwood. Growing up, Nick witnessed his mother's success in the industry and saw firsthand the impact she had in the lives of her clients. This exposure sparked a deep interest for Nick and fueled his aspiration of owning his own home as well as investing in real estate. Eager to learn more, he began shadowing his mother, immersing himself in the

intricacies of the profession. He quickly fell in love with the dynamic nature of real estate and the opportunity to guide local families through their biggest investment.

"While my friends were at internships, I started shadowing my mom and seeing what real estate was all about," Nick explained. "Then she went out of town and left her amazing clients in my hands. I was showing them homes in the \$600,000-price range, but across the street, they saw a million-dollar home and I was able to get them into contract. When I saw how much they trusted me to get them into a nice home, that's when I got the bug."

In 2019, Nick officially began working with NextHome Gadwood Group, his mother's brokerage, as an independent agent. As a young professional in the business,



“
I WANT TO BE
REMEMBERED AS THE GUY
WHO WAS A FRIEND TO
EVERYONE HE CROSSED
PATHS WITH.
”



Nick struggled initially to establish trust and build his brand—an obstacle he quickly overcame by immersing himself in all aspects of the industry. Since then, Nick has made a remarkable impact, selling nearly \$42 million in volume across 152 homes from 2019 to the present. Now, he is joined by his close friend and new agent, Whitney Hazlett, as a team member of Gadwood & Associates.

“I dove headfirst into educating myself on everything real estate by studying the contracts, listening to podcasts, getting into real estate investing, leaning on mentors, going out to lunch with lenders and insurance agents to pick their brains, and doing open houses,” Nick recalled. “Once I finally got my first client, I made sure to go above and beyond for them. That is when the snowball started, and I made a strict schedule to ensure that snowball didn’t stop.”

One of Nick’s greatest assets is his intimate knowledge of the local housing market and neighborhoods. A native of the city, he possesses a deep understanding of the unique characteristics of each area and can provide valuable insights to buyers and sellers. His background in real estate investment and property development has also allowed him to educate clients on market trends and conditions, preparing them to make informed decisions. Through his expertise and guidance, Nick is able to alleviate the emotional strain often associated with such significant financial transactions, thus fostering a positive experience for each of his clients.

“The most rewarding part of my business is helping clients and building long-lasting relationships,” Nick said. “It has been very rewarding to see clients that trusted me with helping

them purchase a home when I was first starting out to now have them reach back out a couple years later to list their home.”

Nick’s journey in real estate is a testament to his passion, dedication, and commitment to his clients. With an unwavering focus on providing exceptional service, he has earned a reputation as a trusted advisor and friend. As he continues to grow his business and invest in the future, Nick remains committed to helping families thrive in the Kansas City community.

“I want to be remembered as the guy who was a friend to everyone he crossed paths with,” Nick shared. “A lot of my clients are out-of-state people moving into the area, so I make sure to invite them to be a part of my community. I want to make sure everyone is included and that everyone feels welcome.”

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▶ featured team

LOLA BLOCK

&

KELLY WEYER

A WINNING COMBINATION

By Manuela Nivia • Photos by A Perfect Spot for You LLC

A dynamic duo, Lola Block and Kelly Weyer have forged an extraordinary alliance in the real estate industry, revolutionizing the meaning of teamwork. Setting themselves apart from conventional team structures, the pair have made their equal partnership a foundation of their success. Together, they have established a reputation for excellence, unparalleled service, and a genuine dedication to their clients. Their shared vision of work-life balance alongside their commitment to hard work have been the driving forces behind their remarkable achievements.



“We are each other’s work wives,” Kelly joked. “I talk to her more than I do my husband. She’s the first person I talk to in the morning and the last person I text in the evenings.” Lola added: “We don’t question each other’s work ethic because we work equally hard, which is what attracted us to each other in the first place.”

The pair’s journey began in a mom’s networking group, where Lola, a newcomer to the industry, met Kelly, an established agent about to welcome her second child. Recognizing the potential for mutual growth, Lola offered her assistance to Kelly during her maternity leave, and in turn, Kelly mentored her as she embarked on her real estate career. The seamless collaboration and alignment in work ethic led them to form a powerful team, creating a brand that represents their combined strengths.

“We ended up joining forces in part because we wanted to balance work, life, and family,” Kelly shared. “Being young moms with young kids, balance is very

“

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ADVOCATES
FOR THIS
COMMUNITY
**AND THE
PEOPLE
THAT LIVE
IN IT.**

hard, especially if you’re doing it by yourself, but I found a partner that works just as hard as I do. We make sure each of us knows what is going on with every single transaction. Our clients know that if one of us is not available, the other one is there, and we make that a 24-hour service.”

Reflecting on their early days, Kelly recalled the pivotal moment their partnership was sealed. The duo was faced with a challenging situation: a client’s house was not ready for move-out on the day of closing. Together, they packed and cleaned the home within the five-hour deadline, with Kelly going into labor amidst the chaos. This act of support cemented their bond and underscored their determination to deliver exceptional service no matter the circumstances.

“Lola came without asking any questions and I could see that she was ready to take off and didn’t ask anything in return,” Kelly recalled. “She thrived in that moment and that’s how I knew she was the one.”



“

**WE ARE
EACH
OTHER'S
WORK
WIVES.**

From the start of their partnership, Lola and Kelly's versatility has been among the key aspects that have made them exceptional in their field. They understand the ever-changing real estate market and constantly strive to stay ahead by harnessing their creativity in meeting the needs of both buyers and sellers. While Kelly's expertise lies in land and acreage, Lola excels in guiding clients through new build and construction projects. With their complementary skills, the pair have positioned themselves to take advantage of the industry's evolving opportunities.

"We're not agents that have a niche—we can truly service any real estate need," Lola explained. "Our partnership allows for expertise that is one step beyond basic residential sales. We've made sure to expand our knowledge and offerings so we can pretty much cover everything that clients may need."

While their teamwork and professionalism are key cornerstones of their business, Lola and Kelly's true strength lies in their genuine care for their clients. With every transaction, they go above and beyond to leave a lasting impression on everyone they serve. From brainstorming new ideas for open houses to creating a seamless home buying and selling process, they continuously strive to raise the bar.

"Kelly once had the idea to have an open house with a star gazing event," Lola described. "We brought in a privately-owned telescope and allowed agents and their buyers to look at galaxies from the property. It's little touches like that that make us unforgettable in the eyes of our clients."

As long-term residents of Kansas City, Lola and Kelly are passionate about guiding potential homebuyers who have never experienced what the city has to offer, using their knowledge and recommendations to build trust and facilitate a smooth transition. They also pride themselves on being lifestyle agents, a term they affectionately use to describe their commitment to understanding and meeting their client's unique preferences and needs. It's this genuine dedication and personalized approach that has earned them a reputation as a small but mighty team.

"We're advocates for this community and the people that live in it," Kelly shared. "At the end of the day, we want to be good people and work with good people—to put them in beautiful houses and help them build a good life."

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - June 30, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	Reecenichols - Lees Summit
2	Koehler Bortnick	Team	Reecenichols - Leawood
3	Eric Craig	Team	Keller Williams Kc North
4	Dan	Lynch	Lynch Real Estate
5	Kristin	Malfer	Compass Realty Group
6	Bryan	Huff	Keller Williams Realty Partner
7	Ray Homes Kc	Team	Compass Realty Group
8	Thrive Real Estate K	Team	Keller Williams Key Partners
9	Ask Cathy	Team	Keller Williams Platinum Prtnr
10	Cjco	Team	Reecenichols - Leawood
11	Hern	Group	Keller Williams Platinum Prtnr
12	John	Barth	RE/MAX Innovations
13	Edie Waters	Team - North	Keller Williams Kc North
14	Brooke	Miller	Reecenichols - Country Club Pl
15	Marti	Prieb Lilja	Keller Williams Realty Partner
16	Spradling	Group	Exp Realty LLC
17	Kbt Leawood	Team	Reecenichols - Leawood

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#	FIRST NAME	LAST NAME	OFFICE NAME
18	Dani Beyer	Team	Keller Williams Kc North
19	Benjamin	Lytle	Opendoor Brokerage LLC
20	Blake Nelson	Team	Keller Williams Key Partners
21	The Collective	Team	Compass Realty Group
22	Chris	Rowe	Cedar Creek Realty LLC
23	Dan	O Dell	Keller Williams Realty Partner
24	Shannon	Brimacombe	Compass Realty Group
25	Lindsay	Sierens Schulze	Reecenichols - Leawood
26	Reesemontgomery	Team	RE/MAX Heritage
27	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
28	Moore Homes	Team	Compass Realty Group
29	Rothermel	Group	Keller Williams Kc North
30	Andrew	Bash	Element Sotheby'S Internationa
31	Missy	Barron	Reecenichols - Lees Summit
32	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
33	Stroud & Associates	Team	Real Broker, LLC
34	Tamra	Trickey	Reecenichols - Leawood
35	Hcr	Team	RE/MAX Heritage
36	Jeremy	Applebaum	Realty Executives
37	Karen	Pritchard	Koenig Real Estate Holdings LI
38	Hendrix	Group	Keller Williams Realty Partner
39	Nelson	Group	Keller Williams Kc North
40	Martin	Walsh	Offerpad Brokerage LLC
41	Chris	Austin	Keller Williams Plaza Partners
42	Sal	Termini	Platinum Realty
43	Wardell	& Homes	Wardell & Holmes Real Estate
44	Mike	O Dell	Keller Williams Realty Partner
45	Teresa	Hoffman	Reecenichols - College Blvd
46	Ken Hoover	Group	Keller Williams Kc North
47	Katherine	Lee	Element Sotheby'S Internationa
48	Cory	Ward	Compass Realty Group
49	Dani	Thompson	Sbd Housing Solutions LLC
50	George	Medina	Reecenichols Brookside

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Richey Real Estate	Group	Reecenichols - Lees Summit
52	Jenny	Burkhead	Keller Williams Kc North
53	Bill	Gerue	Weichert, Realtors Welch & Com
54	The Small	Team	Reecenichols-Kcn
55	Candi	Sweeney	Reecenichols - Parkville
56	Kaleena	Schumacher	Keller Williams Realty Partner
57	Patty	Simpson	Crown Realty
58	Amy	Maher	Weichert, Realtors Welch & Com
59	Brenda	Youness	Weichert, Realtors Welch & Com
60	Jackie	Payne	New Home Star
61	Locate	Team	Compass Realty Group
62	Sandy	Mccray	Reecenichols - Leawood
63	Dale	Hermreck	Realty Executives
64	Loughlin & Associate	Team	Keller Williams Kc North
65	Peter	Colpitts	Reecenichols - Leawood South
66	Tradition	Home Group	Compass Realty Group
67	Allison	Rank	Reecenichols - Country Club Pl

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#	FIRST NAME	LAST NAME	OFFICE NAME
68	Lisa	Rater	Weichert, Realtors Welch & Com
69	The Fisher Hiles	Team	Bhg Kansas City Homes
70	Jonas	Barrish	Compass Realty Group
71	Tony	Long	Realty Executives
72	Alan	Williams	Bhg Kansas City Homes
73	The Butler	Group	Keller Williams Realty Partner
74	Malina	Group	Keller Williams Realty Partner
75	Lisa Ruben	Team	Reecenichols - Country Club Pl
76	Michael	Yeates	The Real Estate Store LLC
77	Taylor Made	Team	Keller Williams Key Partners
78	Michele	Davis	Weichert, Realtors Welch & Com
79	Explore Home	Group	Keller Williams Kc North
80	Kim	Brown	Lynch Real Estate
81	Lauren	Anderson	Reecenichols -The Village
82	Ripley Assoc	Team	Engel & Volkers Kansas City
83	Will	Wiest	Midwest Land Group LLC
84	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
85	Mikki	Armstrong	Reecenichols - Lees Summit
86	Christine	Dunn	Keller Williams Realty Partner
87	Hannah	Shireman	West Village Realty
88	Sara	Powell Moody	Weichert, Realtors Welch & Com
89	Concierge	Real Estate Group	Worth Clark Realty
90	Annie	Kennedy	Realty Executives
91	Kc Homes365	Team	Keller Williams Realty Partner
92	Ashley	Kendrick	Chartwell Realty LLC
93	Amy	Arndorfer	Premium Realty Group LLC
94	Kelli	Chabot	Keller Williams Kc North
95	Kbt Plaza	Team	Reecenichols - Country Club Pl
96	Molly	Hipfl	Reecenichols - Lees Summit
97	Todd	Burroughs	Crown Realty
98	Joe	Woods	John Moffitt & Associates
99	Jeff	Curry	Weichert, Realtors Welch & Com
100	Audrah	Team	Keller Williams Kc North

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TOP 200 STANDINGS

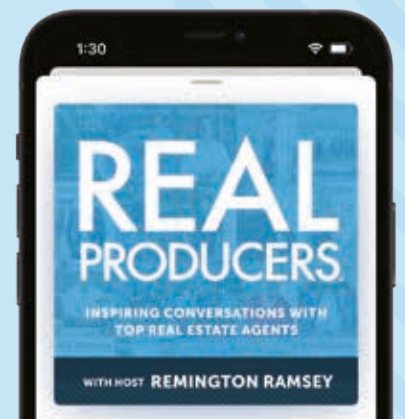
Teams and Individuals Closed from Jan. 1, 2023 - June 30, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Debi	Donner	Rodrock & Associates Realtors
102	Brent	Sledd	Reecenichols - College Blvd
103	Mendy	Jarman	Keller Williams Realty Partner
104	Angela	Brown	Keller Williams Kc North
105	The Fussell	Group	Keller Williams Plaza Partners
106	Whitney	Stadler	Element Sotheby'S Internationa
107	Jennifer	Rich	Weichert, Realtors Welch & Com
108	Lonnie	Branson	Keller Williams Southland
109	Madison	Harpst	RE/MAX Innovations
110	Sherri	Hines	Bhg Kansas City Homes
111	Melissa	Irish	Reecenichols -Johnson County W
112	Sally	Moore	Keller Williams Platinum Prtnr
113	Crossroads Re	Group	KW Diamond Partners
114	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
115	Mills Farm	Team	Bhg Kansas City Homes
116	Shelli	Seeger	Reilly Real Estate LLC
117	Shelly	Balthazor	Reecenichols - College Blvd

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - June 30, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Brenda	Shores	RE/MAX Heritage
119	Dennis	Prussman	United Country Property Soluti
120	Chris D	Fleming	RE/MAX State Line
121	Sharp Homes	Team	Exp Realty LLC
122	Guide	Group	Compass Realty Group
123	Ellen Murphy	Team	Reecenichols - Leawood
124	Andy	Blake	Realty Executives
125	Dominic	Dixon	Kc Realtors LLC
126	Zach	Horn	Berkshire Hathawayhs Kc Realty
127	Kirsten	Mcgannon	Reecenichols - Country Club Pl
128	Angela	Fitzgerald	Rodrock & Associates Realtors
129	John	Kroeker	Weichert, Realtors Welch & Com
130	Liz	Jaeger	Reecenichols - Leawood
131	Yfa	Team	Your Future Address, LLC
132	Monica	Angeles	Jones Heritage, Realtors
133	John	Simone	Reecenichols-Kcn
134	Terri	Marks	Reecenichols - Overland Park
135	Holly	Bond	Keller Williams Realty Partner
136	Kelli	Becks	Keller Williams Realty Partner
137	Melanie	Koprivica	Ashlar Realty, LLC
138	Shelia	Hampton	Reecenichols - Granada
139	Tami	Lewis	Chartwell Realty LLC
140	Steve	Cutshaw	Keller Williams Realty Partner
141	David	Costello	RE/MAX Premier Realty
142	Aaron	Donner	Keller Williams Realty Partner
143	Roger	Deines	Reecenichols - Lees Summit
144	Alex	Owens	Compass Realty Group
145	Danny Howell	Team	Exp Realty LLC
146	Teresa	Hayes	Twaddle Realty, Inc.
147	Suzy	Goldstein	Bhg Kansas City Homes
148	Chuck	Davis	RE/MAX Professionals
149	Denise	Sanker	Reecenichols - Lees Summit
150	Stacy Porto	Team	Reecenichols -The Village

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Rebekah	Schaaf	Reecenichols - Leawood South
152	Janelle	Williams	Reecenichols - Overland Park
153	Sherry	Westhues	Reecenichols - Eastland
154	Sue	Walton	RE/MAX Premier Realty
155	Sarah	Page	Keller Williams Key Partners
156	Majid	Ghavami	Reecenichols - Town Center
157	Monica	Ritter	RE/MAX Central
158	The Carter	Group	Keller Williams Platinum Prtnr
159	Kelly	Heaven	Keller Williams Key Partners
160	Brian	Courtney	Reecenichols Brookside
161	Jeff	Taylor	Reecenichols-Kcn
162	Nikie Jo	Glasbrenner	Reecenichols-Kcn
163	Danny	Watts	New Home Star
164	Ryan	Hubbard	United Country American Heartl
165	Jennifer	Barth	RE/MAX Auction House, LLC.
166	Rachelle	Moley	Weichert, Realtors Welch & Com
167	Jessica	Smotherman	RE/MAX Elite, Realtors

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THE GOLD STANDARD

IN MAGAZINE  & AD DESIGN

But don't just take our word for it. Take *theirs*. 










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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - June 30, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Stacey	Saladin	Keller Williams Realty Partner
169	Jodie	Brethour	Compass Realty Group
170	Lisa	Rees	Reilly Real Estate LLC
171	Amy	Corn	Realty Executives
172	Dennis	Patterson	Prime Development Land Co LLC
173	Kim	Nofsinger	Keller Williams Realty Partner
174	Klarissa	Skinner	Keller Williams Realty Partner
175	Runkle	Team	Realty Executives
176	Steve	Ashner	Reecenichols Wilshire
177	Darren	Merlin	Reecenichols - Lees Summit
178	Brett	Budke	Reecenichols - Johnson County W
179	Janell	Simpson	Listwithfreedom.Com Inc
180	Journey Home	Team	Compass Realty Group
181	Berry	Long	Realty Executives
182	Chris	Collins	Keller Williams Realty Partner
183	Kyle	Blake	Realty Executives
184	Ronda	White	Exp Realty LLC
185	Nancy Kirk	Matthew	Compass Realty Group
186	Heather Lyn	Bortnick	Reecenichols - Country Club Pl
187	Jessica	Kurzweil	Reecenichols - Lees Summit
188	Julie	Connor	Compass Realty Group
189	Stephanie	Murphy	Reecenichols - Leawood
190	Terry Madden	Myers	Reecenichols Brookside
191	Larry	Eckhoff	RE/MAX Heritage
192	Trenton	Johnson	Crown Realty
193	Ron	Henderson	Keller Williams Kc North
194	Trish	Shiever	Welcome Home Real Estate LLC
195	Brandon	Edlin	Keller Williams Kc North
196	Vicki	Smith	RE/MAX Innovations
197	D & M	Team	Weichert, Realtors Welch & Com
198	Michelle	Lutz	Lutz Sales + Investments
199	Debbie	Weber	Realty Executives
200	Georgiane	Hayhow	Bhg Kansas City Homes

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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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