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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [kcoffice@realproducersmag.com](mailto:kcoffice@realproducersmag.com).

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MEET THE  
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 REAL PRODUCERS TEAM



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# Merry Christmas

Written by Ashley Streight

From your friends at Kansas City Real Producers, we want to wish each and every one of you a very Merry Christmas. It's a time to rejoice in the birth of Jesus Christ and to remember that there is a greater purpose in life. Christmas is a time of spiritual reflection and also of celebration. It's when we celebrate God's love for the world through the birth of Jesus.

I encourage you all to take a step back from your hectic day-to-day lives and give back. Whether it's to an individual, a family or perhaps your entire community ... Find a cause you love and pour your heart into it, even if for a short amount of time.

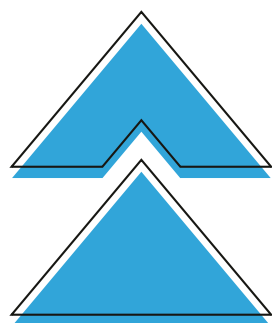
As a business owner myself, I often struggle with finding time to fit everything in. This time of year, however, my greatest joy comes from providing to others. It's a time for giving. It's a time for loving. It's a time to remember the true meaning of Christmas.

*"Maybe Christmas (he thought) doesn't come from a store. Maybe Christmas perhaps means a little bit more." — The Grinch.*

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## Why fall is the season to buy

It's been commonly accepted that the springtime was the best time to buy or sell a home, but that's not necessarily true. As temperatures drop, so does the competition. Here are more reasons why fall can be the best time for homebuyers:

### Less competition

Spring is when most people begin their home search, according to the National Association of Realtors (NAR).<sup>\*</sup> By the fall, most of these potential buyers are out of the market, leaving more inventory for those who are left.

### Prices tend to drop

The same NAR report also found that prices tend to drop during the fall.

### You aren't so rushed

When the market is competitive in the spring and summer, you don't have time to consider your options. Not so in fall.

### Get an accurate view of the home

When the sun's shining and flowers are in bloom, any home looks great. In fall, you'll see how the home looks on most days of the year.

### Get more attention

With fewer home sales happening, agents, appraisers, loan officers and more will have more time to dedicate to you.

### Flexible move-in dates

Because the seller could be more motivated, they'll likely be more flexible on things like the move-in date. It doesn't hurt to ask.

### More workmen available

Thinking of upgrades to a new home? Tradesman, contractors, handymen (even movers) tend to be less busy during the fall and winter.

### Put furniture on your holiday wish list

Your new home has new spaces for you to decorate and spots for new furniture, and those are great items to put on your holiday wish list.

<sup>\*</sup><https://www.nar.realtor/blogs/economists-outlook/seasonality-in-the-housing-market>  
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➤ 40 & under



# LANE STEPHENS

Keller Williams Realty Partners; Malina Real Estate

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** Helping our clients navigate the market and finding the perfect home for them - all whilst making new friends for life.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** Starting, leading and organizing a new Keller Williams Young Professionals chapter in Kansas City.

**WHAT IS YOUR FAVORITE FOOD?** Chicken wings

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Author Bryant's

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** To travel to all seven continents.

**WHAT ARE YOU MOST THANKFUL FOR?** My wife - my real estate teammate - for supporting, understanding and reasoning with all the challenges that a real estate career entails.

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Our pets

**WHO DO YOU ADMIRE AND WHY?** Barack Obama for standing up and challenging the status quo to become the first black president and sign into law countless bills helping millions of Americans live better lives.

**WHAT IS YOUR SUPERPOWER?** The innate ability to conjure connections with strangers and then create friendships that last.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** An Architect



# NICK GADWOOD

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**WHAT ARE YOU PROUD OF IN YOUR CAREER?** The amount of people I have helped purchase their first home!

**WHAT IS YOUR FAVORITE FOOD?** BBQ or tacos

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Charlestons

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** A one-month long trip to Europe to explore and reset.

**WHAT ARE YOU MOST THANKFUL FOR?** To be surrounded by amazing family and friends.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** The Thrill - Wiz

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** A nice steak (medium rare plus)

**WHO DO YOU ADMIRE AND WHY?** My dad as he always puts his family and friends needs/wants first. Genuinely the best guy I know.

**WHAT IS YOUR SUPERPOWER?** Super Speed as I pack so much into a day.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** NFL Player or Architect



# ERIC THOMAS

Malina Real Estate  
Keller Williams Realty Partners Inc.

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** I set a goal to eventually hit \$10m in volume and got there in my 4th year (last year). This year, in a down year for most agents, I am tracking to surpass \$10m.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I am excited to take my business to the next level.

**WHAT IS YOUR FAVORITE FOOD?** BBQ

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Q39

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Traveling the country in an RV with my wife.

**WHAT ARE YOU MOST THANKFUL FOR?** Supportive friends and family.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** Congratulations by Post Malone was what I played constantly when I left my previous career and jumped into real estate.

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** The lake. I am a water junkie.

**WHO DO YOU ADMIRE AND WHY?** My parents. They came from nothing and built their own business that gave my brother and I so many opportunities in life. On top of that, they are two of the best people I know.

**WHAT IS YOUR SUPERPOWER?** Making people laugh.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** Lawyer

# ASHMIR MEHANDI

ReeceNichols Leawood South



**WHAT ARE YOU PROUD OF IN YOUR CAREER?** Building meaningful relationships and continuously pushing myself outside of my comfort zone. I'm proud of my personal growth, the connections I've made, and my ambition in my career.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** Meeting new clients, further sharpening my skills, and embarking on a transformative journey with my clients.

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST:** Travel & engage in new cultures, meet people from diverse areas of life, and encounter landscapes both familiar and foreign.

**WHAT ARE YOU MOST THANKFUL FOR?** The relationships I've made are another source of profound gratitude. The family, friends, mentors around me have enhanced my journey with their constant support and love.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "Started From the Bottom" by Drake

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Food. I love to indulge in all types of food.

**WHO DO YOU ADMIRE AND WHY?** My mom. Her strength, resilience, and boundless love that she has consistently displayed throughout my life to my sister and I. She has shaped my character and helped me become the man I am today.

**WHAT IS YOUR SUPERPOWER?** Implementation. The ability to always conquer what I set my mind to and to push myself to the best of my abilities.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** Lawyer

# AMANDA CASH

United Real Estate Kansas City  
Cash Real Estate KC Team

**WHAT ARE YOU PROUD OF IN YOUR CAREER?**  
That I'm able to do both loans and real estate simultaneously.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** Branching out to invest myself to flip homes too.

**WHAT IS YOUR FAVORITE FOOD?** Mexican or my homemade Italian

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Jaspers or the Melting Pot

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** To buy and flip a home, and buy one to rent.

**WHAT ARE YOU MOST THANKFUL FOR?**  
Waking up each day and my girls.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?**  
Blessed & Free - Kane Brown & H.E.R.

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):**  
Lipstick & sunscreen

**WHO DO YOU ADMIRE AND WHY?**  
My grandma. She's a saint and always there for her family.

**WHAT IS YOUR SUPERPOWER?**  
Juggling multiple tasks and events.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** A lawyer at first then a REALTOR® like my dad. I loved looking at the new houses he held open houses in.



# THOMAS STAAB



RE/MAX Premier Realty

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**WHAT ARE YOU PROUD OF IN YOUR CAREER?** Some of the most rewarding aspects of my career come from cultivating lasting relationships with clients who trust me to handle their real estate needs over the years. I'm also proud of my problem-solving skills, being able to adapt to difficult situations and find creative solutions.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**  
The growth in Kansas City. I see, hear, and feel a lot of good things happening in our town!

**WHAT IS YOUR FAVORITE FOOD?** Italian - from homemade sauce and meatballs to seafood and shellfish. Risotto to gnocchi, I love it all. Give me all the fresh ingredients & mix in that sense of family. I do have to give a shout-out to BBQ as a close second!

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?**  
Get my wife/kid to New Zealand.

**WHAT ARE YOU MOST THANKFUL FOR?**  
I'm most thankful for my family and friends.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?**  
"Chilly Water" by Widespread Panic.

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT).** Music & bourbon

**WHO DO YOU ADMIRE AND WHY?** My mother - she's my mentor, team leader, and business partner. She's an inspiration in my life and someone who always provides the right answer and consistently chooses to do things the right way, regardless of the outcome.

**WHAT IS YOUR SUPERPOWER?** Eating an endless amount of ice cream.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** Pro Rugby Player

@realproducers

# JORDAN ECKLEY

Keller Williams Kansas City Metro - Sanctuary KC

**WHAT ARE YOU MOST PROUD OF IN YOUR CAREER?**  
Serving my clients in a way that helps them achieve their life goals, whether it's buying their dream lake home, their first home, moving closer to family, or starting their real estate investment journey.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**  
Continuing to help grow our team at Sanctuary KC in 2024.

**WHAT IS YOUR FAVORITE FOOD?** Mexican food!

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**  
Stock Hill

**CAN YOU SHARE ONE ITEM ON YOUR VISION BOARD OR BUCKET LIST?** One of my aspirations is to own a home in Vail, Colorado.

**WHAT ARE YOU MOST THANKFUL FOR?** My relationship with Jesus.

**WHAT IS THE THEME SONG FOR YOUR LIFE?**  
"Gratitude" by Brandon Lake

**CAN YOU NAME ONE THING YOU CAN'T LIVE WITHOUT (EXCLUDING FAMILY AND PHONES)?** Delicious food. I'm a passionate foodie, and it became even more apparent when I lost my taste due to COVID a couple of years ago. It made



me realize that I live to eat rather than eat to live.

**WHO DO YOU ADMIRE AND WHY?** My Father-in-law, Tom Dulick. His unwavering commitment to serving others, caring for people, and his willingness to selflessly lay his life down for those around him are qualities I greatly admire. I'm incredibly grateful for his leadership and how he has led his family while earning admiration from others through his dedicated service.

**WHAT IS YOUR SUPERPOWER?** Resiliency. The last five years of my life have been marked by struggles, but I wouldn't change any of it because of how those challenges have shaped me, my business, my marriage, and my relationships. Being resilient is a significant factor in where I am today.

**WHEN YOU WERE 12-15 YEARS OLD, WHAT DID YOU DREAM OF BECOMING?**  
Professional baseball player



# LAYNE NUDSON

ReeceNichols - Leawood,  
Cami Jones Collaborative

**CAN YOU TELL US ABOUT A SIGNIFICANT RISK YOU'VE TAKEN IN YOUR LIFE?** When COVID-19 started, I was in my Junior year of college. While the world was shutting down, I made a daring decision to pursue a career in real estate. It was a moment of uncertainty, but I committed to it. I'm incredibly grateful for trusting my instincts and beginning my real estate journey during that challenging time.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I'm extremely excited about what the next year holds for me. Each year brings new opportunities for personal growth and development. In 2024, I look forward to continuing my evolution and expanding my ability to assist more people. It promises to be a fantastic year filled with potential.

**WHAT IS YOUR FAVORITE FOOD?**  
I absolutely adore the combination of pistachios and fried wasabi peas. There's something delightful about having them in the same bite - it's a truly enjoyable culinary experience!

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**  
The Antler Room

**CAN YOU SHARE ONE ITEM ON YOUR VISION BOARD OR BUCKET LIST?**

To begin purchasing my own investment properties. I'm excited to mention that my first investment property is currently in the works, and I'm eager to see this goal become a reality.

**WHAT ARE YOU MOST THANKFUL FOR?** My family. I come from a blended family and my parents co-parented in a beautiful way.

**WHAT IS THE THEME SONG FOR YOUR LIFE?** "Bennie and the Jets" by Elton John

**CAN YOU NAME ONE THING YOU CAN'T LIVE WITHOUT (EXCLUDING FAMILY AND PHONES)?** My incredible mentor, Rebecca Kyger.

**WHO DO YOU ADMIRE AND WHY?**  
My father. He has taught me the value of grit and perseverance. He instilled in me the belief that nothing is ever truly completed unless you give your absolute best effort consistently. Grit is something you cultivate through unwavering dedication, not something you are born with.

**WHAT IS YOUR SUPERPOWER?**  
The ability to read a room and prioritize the needs and desires of others.

**WHEN YOU WERE 12-15 YEARS OLD, WHAT DID YOU DREAM OF BECOMING?** Doctor or actor.

Kansas City Real Producers • 19

# MONICA LAZKANI

Compass Realty Group,  
Grid (Team)

**WHAT ARE YOU MOST PROUD OF IN YOUR CAREER?**

Always doing what's right, even if it doesn't immediately benefit me. This has meant paying for major repairs for first-time homebuyers who couldn't afford it, buying houses for my first-time buyers, and helping many homeowners maximize their equity by offering free design assistance, selecting contractors, and overseeing improvements.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** The opportunity to help more individuals and families set their roots down and create wealth through real estate.

**WHAT IS YOUR FAVORITE FOOD?**  
Mexican food, especially enchiladas and tacos!

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**  
It's a tie between Dos Reales for Mexican cuisine and Ragazza for Italian.

**WHAT ARE YOU MOST THANKFUL FOR?**  
My sweet little family.

**WHAT IS THE THEME SONG FOR YOUR LIFE?**  
"Big Star" by Kenny Chesney

**CAN YOU NAME ONE THING YOU CAN'T LIVE WITHOUT (EXCLUDING FAMILY AND PHONES)?**  
Mexican food

**WHO DO YOU ADMIRE AND WHY?**  
Taylor Swift. She is an incredibly talented entrepreneur who has achieved remarkable success in her career.

**WHAT IS YOUR SUPERPOWER?** The ability to see potential in a home and make it beautiful.

**WHEN YOU WERE 12-15 YEARS OLD, WHAT DID YOU DREAM OF BECOMING?**  
Interior Designer. Fortunately, in my career as a REALTOR®, I get to fulfill some aspects of that dream.



# NEVIN ROSNER

Keller Williams Kansas City Metro

(Sanctuary KC Real Estate)

**WHAT ARE YOU MOST PROUD OF IN YOUR CAREER?** In my first full year as a full-time REALTOR®, I had the privilege of assisting 33 families and selling just shy of \$12m in total transaction volume. I take immense pride in this accomplishment.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I'm eager to highlight my personal brand, extending beyond real estate. My dream is to engage in speaking engagements on the side, and it's part of my goals for 2024 to have the opportunity to speak about real estate, faith, purpose, goals, and more. My passion is to help people discover their purpose, and that's going to be a big goal for me in 2024.

**WHAT IS YOUR FAVORITE FOOD?**  
My mom's chicken casserole. As a kid, I had no proper name for it, so to this day, I still affectionately call it "The Chicken Thing."

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Garozzo's.

**CAN YOU SHARE ONE ITEM ON YOUR VISION BOARD OR BUCKET LIST?** My family and I love vacationing in North Topsail Beach, NC. I would LOVE to one day own a beach house there with my family, so that this special place can become even more

special by being able to call it "home" to some degree.

**WHAT ARE YOU MOST THANKFUL FOR?** Each morning that I wake up with breath in my lungs. This enables me to be the best husband, son, Christian, friend, sibling, uncle, and REALTOR® that I can be for all of my friends, family, and clients whom I have the privilege to serve.

**WHAT IS THE THEME SONG FOR YOUR LIFE?** "Jireh" by Elevation Worship and Maverick City

**CAN YOU NAME ONE THING YOU CAN'T LIVE WITHOUT (EXCLUDING FAMILY AND PHONES)?** Pepsi!

**WHAT IS YOUR SUPERPOWER?**  
Turning any frown upside down. I believe one of my gifts is providing someone with a good laugh. As for the superpower I would want, it's teleportation! Take me to the beach in an instant!

**WHEN YOU WERE 12-15 YEARS OLD, WHAT DID YOU DREAM OF BECOMING?** A pilot of F-16 fighter jets

@realproducers

# HANNAH SHIREMAN

West Village Realty

**WHAT ARE YOU MOST PROUD OF IN YOUR CAREER?** My work ethic. I didn't know how hard of a worker I was until I entered this career. I believe that opening my own brokerage, alongside my mom and sister, is a testament to that work ethic and the genuine care I have for my clients and my business.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** The continued growth of my brokerage. We have a lot of exciting things in the works and I'm looking forward to what we are going to bring to Kansas City, our community, and beyond.

**WHAT IS YOUR FAVORITE FOOD?**  
Mexican food, of course - tacos and margaritas, for sure!

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**  
K.Machos or Westport Cafe.

**CAN YOU SHARE ONE ITEM ON YOUR VISION BOARD OR BUCKET LIST?**  
Hawaii, always.

**WHAT ARE YOU MOST THANKFUL FOR?**  
My family, friends, work family, and clients.

**WHAT IS THE THEME SONG FOR YOUR LIFE?**  
"Man of Your Word" by Maverick City Music.

**CAN YOU NAME ONE THING YOU CAN'T LIVE WITHOUT (EXCLUDING FAMILY AND PHONES)?** I couldn't live without creative outlets. I love being able to create, whether it's on Instagram, Canva, or even painting. The ability to let go of control and freely create brings me joy.

**WHO DO YOU ADMIRE AND WHY?** Two easy answers are my parents. Not only do I look up to their marriage and the way they interact with each other, but I love how they treat other people.

**WHAT IS YOUR SUPERPOWER?** Having a "big plate." I don't get overwhelmed by much, and I like to do things without "grumbling." My capacity to give feels pretty endless in the way that I'm able to say "yes" without hesitation or complaint.

**WHEN YOU WERE 12-15 YEARS OLD, WHAT DID YOU DREAM OF BECOMING?** Teacher

# OLIVIA HUFFAKER

Chartwell Realty - Olivia Huffaker Real Estate

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** All of it. I've learned a lot, grown significantly, and had the opportunity to help numerous people. It's incredibly rewarding to know that I've become a go-to person for real estate and anything related to home needs. I don't take this role for granted.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**  
Every new year I am excited! I think it's fun to reflect on my notes, goals and thoughts I've had during the progression of the prior year and decide what I want to carry into the next or kick out. The first of the year is a time that I am able to focus and be competitive against my past self and get better as a person (hopefully).

**WHAT IS YOUR FAVORITE FOOD?** The Snack Shack burger

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**  
The Antler Room

**CAN YOU SHARE ONE ITEM ON YOUR VISION BOARD OR BUCKET LIST?** I'm passionate about traveling, so I always have 1-2 trips planned each year. I keep a running list of places I want to visit, and my husband and I impulsively choose from that list whenever we can.

**WHAT ARE YOU MOST THANKFUL FOR?** My family.

**WHAT IS THE THEME SONG FOR YOUR LIFE?**  
"Tubthumping" by Chumbawamba

**CAN YOU NAME ONE THING YOU CAN'T LIVE WITHOUT (EXCLUDING FAMILY AND PHONES)?**  
Food. I want to try all kinds of dishes and flavors.

**WHO DO YOU ADMIRE AND WHY?**  
My husband, Tanner. He's a hard worker, a great dad, and the voice of reason when I need to stay grounded and factual.

**WHAT IS YOUR SUPERPOWER?** My empathy for others and my ability to put myself in their shoes, understanding their perspective and feelings.



# Luke Hoepfner

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*My name is Landen Hawk with Element Sotheby's International Realty and I've been working with Luke for about 5 years now. He's an absolute professional with unparalleled knowledge and a knack for finding creative solutions. Luke is also an excellent communicator and has always come through for my clients - and even my own real estate investments. His assistant Katrina is consistently on top of things and a total pleasure to work with as well. I personally and professionally hold Luke in the highest regard and would recommend him to anyone.*

Landen Hawk, Global Real Estate Advisor

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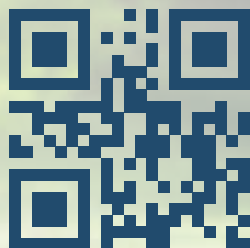
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# LOGAN BLACKBURN

Compass Realty Group (Company) | Ray Homes KC (Team)

## WHAT ARE YOU PROUD OF IN YOUR CAREER?

The fact that I have been able to serve so many clients without losing my commitment to integrity and a client-first focus. In the real estate business, it's easy to compromise ethics and morals because compromises often yield short-term rewards, while doing the right thing can impact your bottom line.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

To help build the Ray Homes Team, meet and exceed my personal sales goals that I've carefully and intentionally set, and ultimately, above everything, I'm excited to diligently and persistently work towards putting my family in a position that will create generational wealth and stability.

## WHAT IS YOUR FAVORITE FOOD?

Kansas City smash burgers from various sources.

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

Cosmo Burger

24 • December 2023

## CAN YOU SHARE ONE ITEM ON YOUR VISION BOARD OR BUCKET LIST?

To create enough passive income to cover all of my family's regular expenses, giving me true financial freedom to always choose family first.

## WHAT ARE YOU MOST THANKFUL FOR?

God's grace in my life. After that, I'm thankful for my family's trust in me.

## WHAT IS THE THEME SONG FOR YOUR LIFE?

"All I Have Is Christ"

## CAN YOU NAME ONE THING YOU CAN'T LIVE WITHOUT (EXCLUDING FAMILY AND PHONES)?

My Bible, by a mile.

## WHO DO YOU ADMIRE AND WHY?

My wife. I don't even know how she does what she does, as a wife and mother both. Her willingness and commitment to mothering our kids and supporting me every day is mind-blowing.

## WHAT IS YOUR SUPERPOWER?

Photographic memory

## WHEN YOU WERE 12-15 YEARS OLD, WHAT DID YOU DREAM OF BECOMING?

Professional skateboarder and musician.



# BROCK NIEMUTH

Keller Williams - Eric Craig Real Estate Team

## WHAT ARE YOU PROUD OF IN YOUR CAREER?

Helping families make strategic and informed real estate decisions that will massively benefit them in the future. Also, selling 142 units and \$31,700,000 in volume in 2021 at the age of 25/26.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

Continuing to grow and get better as a dad, husband, son, friend, and real estate agent.

## WHAT IS YOUR FAVORITE FOOD?

Surf and turf

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

Eddie V's

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

I want to own a house on St. John in the USVI's that can fit my whole family.

## WHAT ARE YOU MOST THANKFUL FOR?

My family and the opportunity to live another day!

## WHAT IS YOUR THEME SONG FOR YOUR LIFE?

"Be as You Are" by Kenny Chesney

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT).

New experiences

## WHO DO YOU ADMIRE AND WHY?

My wife because she somehow works a full-time job from home, takes care of our one-year-old daughter, and manages to spend quality time, truly engaged with me when I get home from work.

## WHAT IS YOUR SUPERPOWER?

Building relationships

## WHEN YOU WERE (SAY 12-15 YEARS OLD),

WHAT DID YOU DREAM OF BECOMING?

A major league baseball player.



# AUSTIN SHORT

The Austin Short Group with Realty Executives of Kansas City

## WHAT ARE YOU PROUD OF IN YOUR CAREER?

My ability to take on new challenges, whether it be taking on high-end flip projects, starting a team, or helping my agents succeed in real estate.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

The prospect of having more inventory, which is always a good thing in the real estate business.

## WHAT IS YOUR FAVORITE FOOD?

While I enjoy a variety of dishes, these days, I really love having a quality dinner with my family of five cooked at home.

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

It's a tie between Lazia in the Crossroads Hotel and The Antler Room.

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

My wife and I would like to buy three rental properties in the next two years.

## WHAT ARE YOU MOST THANKFUL FOR?

I call it my three Fs: Faith, Family, and Friends.

These are incredibly important to me.

## WHAT IS YOUR THEME SONG FOR YOUR LIFE?

"Can I Kick It?" by De La Soul.

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT).

The ability to travel. I love exploring new places.

## WHO DO YOU ADMIRE AND WHY?

My son, Eli. He has a genetic disorder and has faced challenges that I'll never have to. His grace and courage inspire me, and I often refer to him as my hero.

## WHAT IS YOUR SUPERPOWER?

Adaptability

## WHEN YOU WERE 12-15 YEARS OLD, WHAT DID YOU DREAM OF BECOMING?

I wanted to be a golf course architect and design golf courses.

# NOELLE STEPHENS

Keller Williams Realty Partners - Malina Real Estate



## WHAT ARE YOU PROUD OF IN YOUR CAREER?

We have been the top team agent at the brokerage and last year were in the top 10 team agents in volume for our brokerage.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

Helping bring KWYP (Keller Williams Young Professionals) to Kansas City. As the Vice President of the chapter, we are excited to build up our chapter, launch and grow a community of young professionals in real estate.

## WHAT IS YOUR FAVORITE FOOD?

Sushi and Chicken Wings

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

ABC Cafe

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

Buying a home, which we checked off last month!

## WHAT ARE YOU MOST THANKFUL FOR?

Our family and friends and the relationships we get to build every day.

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)?

Our animals and sushi

## WHO DO YOU ADMIRE AND WHY?

Michelle Obama because she is a powerful woman who is using her influence to help the health of children, underprivileged and she made a rap song.

## WHAT IS YOUR SUPERPOWER?

The ability to connect with people quickly and understand their wants and needs.

## WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Lane wanted to become an architect and Noelle wanted to be a paleontologist. (I used to bring a plastic spoon from the cafeteria to recess and look for dinosaur bones).



# TRENT GALLAGHER

Compass Realty Group

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** Being a proud Founding Partner at Compass KC when we launched in 2021. It was a whirlwind being part of the growth and seeing this amazing brokerage come to life over the past two years has been something I will always cherish.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

To see how the industry keeps evolving. In 2023, I feel like it's been amazing seeing how agent marketing has elevated the introduction and use of AI ( Chat GTP, Reverse Prospecting, Wealth Mapping, and Targeted marketing ads for listings & agents' brands) so I'm excited to see how this continues to move forward and evolve for a better client experience.

**WHAT IS YOUR FAVORITE FOOD?** Italian

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**

Farina KC. I love the atmosphere and service every experience is amazing and they always go the extra mile.

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?**

I would love to visit Japan someday.

**WHAT ARE YOU MOST THANKFUL FOR?** To be able to do what I love every day and work with amazing partners.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?**

"Big Star" by Kenny Chesney

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT).** Redbull & Chick-fil-A

**WHO DO YOU ADMIRE AND WHY?**

Mark Cuban - I love his story of building something from the ground up and his support towards the community.

**WHAT IS YOUR SUPERPOWER?** Being charismatic

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** A pilot

# RACHEL BAER



Baer Homes KC, Keller

Williams Kansas City North

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** Being a solo agent. It has so much complexity. You're everything. You're the marketing director, face of the company, social media manager, etc. But I love it because you have control and can run your business how you want to run it. But it is hard! Being a solo agent is not for the unmotivated or weak.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

To see what I can accomplish in my business. I just hired a full-time dedicated admin, and 2024 will be my first year with dedicated help. I'm excited to see where that growth takes me!

**WHAT IS YOUR FAVORITE FOOD?** French fries

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Garozzos

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Being able to travel once a month. Even if it's just a weekend trip. Always having a trip or something planned to look forward

to and having the financial ability and the business growth to handle that.

**WHAT ARE YOU MOST THANKFUL FOR?** My sister in law. She's the one who encouraged me to join her in real estate and without her encouragement who knows where my life would be.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "Most People Are Good" by Luke Bryan

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** French fries & coffee

**WHO DO YOU ADMIRE AND WHY?** My grandma. She's worked hard her whole life and made some great financial decisions/risks. I completely admire her for that and value any wisdom she gives me. She's the ultimate person who is want to be when I grow up.

**WHAT IS YOUR SUPERPOWER?** I can talk to anyone. If you're two years old or 106. I have always been able to relate to people and make them feel at ease during a conversation.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** Veterinarian

# EARVIN RAY

Ray Homes



**WHAT ARE YOU PROUD OF IN YOUR CAREER?** Being able to grow personally and the team every single year since being licensed Oct. of 2018.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** Helping my team achieve there goals and being able to assist them and continuing to provide value to them.

**WHAT IS YOUR FAVORITE FOOD?** Steak

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Rye

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Expanding our model into different markets besides Kansas City

**WHAT ARE YOU MOST THANKFUL FOR?** Being in a industry that forces you to be able to work with all kinds of people and meet people you would probably have never met if it wasn't for the job.

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Sports

**WHO DO YOU ADMIRE AND WHY?** My wife. She is extremely talented and finds time and takes care of the needs of our family.

**WHAT IS YOUR SUPERPOWER?** Never getting too high or getting too low and being able to see all sides of a situation.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** NBA basketball player



# CAROL ROSSI-ZABIELSKI

Compass Realty Group

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** Being able to provide exceptional service to our cll am proud that I work with 99% of referrals only, I don't pay for leads. Every client I serve is either a past client or a client referral, and some find me on social, which is very humbling. I invest a lot in video marketing, and I'm the most proud of the amazing marketing we are able to provide to our clients.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** Growing my business, and being able to also help the community. I'd love to add more philanthropy in my life and help local causes through our business.

**WHAT IS YOUR FAVORITE FOOD?** ANY - Love Italian Food (also Brazlian, Japanese...I like to eat)

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Ocean Prime

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Spend a month touring Europe with my family.

**WHAT ARE YOU MOST THANKFUL FOR?** My family's health

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "Just Like Fire" by Pink

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Coffee - jugs of it.

**WHO DO YOU ADMIRE AND WHY?** I admire my dad. He's been a sucessful real estate developer in Brazil for years, and still is always looking at new business opportunities, and trying to teach us about investments & life in general.

**WHAT IS YOUR SUPERPOWER?** Resilience

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** At that age, I dreamed of being a successful Business Owner - and since my family already owned a real estate development firm, I dreamed of developing buildings, neighborhoods and building amazing houses.

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# ADRIENNE TOWNER

Realty Executives Elite



**WHAT ARE YOU PROUD OF IN YOUR CAREER?** The fact that I get to help others achieve their goal of homeownership. I really enjoy working with first-time homebuyers because their excitement fuels me in so many ways. When I help a family member, friend, or client become a homeowner, it is such a rewarding feeling. I truly feel honored to help others find "home".

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

I decided to join a team within my office. I am very excited to see how this dynamic change will unfold for me and my career into the new year. I chose to join a team for extra support and collaboration. I believe that learning from those who are more successful is crucial for growth, especially in a business setting. I am hopeful that a team structure will catapult my business to the next level.

**WHAT IS YOUR FAVORITE FOOD?** I am really loving Indian cuisine- specifically butter chicken!

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**

A good friend of mine, who is a chef, recently opened her new restaurant in south Overland Park called 'Of Course.' The food and overall ambiance of the restaurant are incredible!

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Exploring Europe with my husband. I am so excited to explore new cultures and see the world. Hopefully, we will be able to go in 2024 or 2025.

**WHAT ARE YOU MOST THANKFUL FOR?** Family and friends

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "Here Comes the Sun" by The Beatles

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT).** A good bubble bath!

**WHO DO YOU ADMIRE AND WHY?** Bethenny Frankel - Her journey from a struggling entrepreneur to a thriving businesswoman is very inspiring. She is also heavily involved in philanthropic activities and has supported various charitable causes. Her efforts to help those in need and make a positive impact on society is admirable.

**WHAT IS YOUR SUPERPOWER?** My social skills

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** I actually always knew I would work in the "home" industry whether that be as a REALTOR® or in interior design. I am a Cancer horoscope sign and naturally, we are homebodies who love everything home-related.



# LANDEN HAWK

Element Sotheby's International Realty

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** The meaningful relationships I've established and maintained, as well as my subsequent personal growth over the years.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I'm still focused on and excited about the rest of 2023!

**WHAT IS YOUR FAVORITE FOOD?** Fried chicken, or Fettuccine Alfredo w/ 3-cheese garlic bread from Ricco's Italian Bistro.

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Golf trip to Europe

**WHAT ARE YOU MOST THANKFUL FOR?** My supporting wife

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "Beautiful Crazy" by Luke Combs

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Golf clubs

**WHO DO YOU ADMIRE AND WHY?** My Dad. He's had an incredibly successful career and he never let his affect his ability to be there for me my whole life. He's my best friend and the kind of person I strive to be.

**WHAT IS YOUR SUPERPOWER?** Getting bogey after a perfect drive.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** College Basketball Analyst

# AMANDA DAVIS

ReeceNichols, The Gresham Group



**WHAT ARE YOU PROUD OF IN YOUR CAREER?** What fills me with the greatest pride in my career is the consistent year-over-year growth, learning, and improvement I have achieved. It brings me a sense of accomplishment to witness the continuous development of my abilities.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I am excited to witness the thriving of our real estate market in Kansas City. I think we have one of the best cities about to blow up with opportunities for new development and growth. I look forward to staying busy!

**WHAT IS YOUR FAVORITE FOOD?** Seafood or Mediterranean - Anything spicy!

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Earl's Premier

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Visit all of the national parks.

**WHAT ARE YOU MOST THANKFUL FOR?** Most thankful for each day, for new opportunities.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "Don't Stop Me Now" by Queen

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Music

**WHO DO YOU ADMIRE AND WHY?** My daughter. I greatly admire my daughter's selflessness and her genuine concern for others' well-being. Her caring nature is total inspiration to me.

**WHAT IS YOUR SUPERPOWER?** Empathy and Intuition

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** Other than a Spice Girl, I wanted to be a fashion designer.



# ALEX OWENS

Malfer & Associates - Compass Realty Group

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** The problem-solving skills I have learned and used to help my clients. That's what we are here to do. To solve people's problems and help them during that transition of buying and selling. It is such an emotional time for clients and they hire us for our expertise and ability to solve their problems, big and small.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I overcame some health challenges in 2023 am super excited to start a new year healthy, and with more energy to spend time with my family & friends and to help more people.

**WHAT IS YOUR FAVORITE FOOD?** I am a sucker for chocolate!

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Room39. They serve breakfast, lunch and dinner, have an ever-changing menu with season and locally sourced items and their staff is always amazing. They help us celebrate lots of anniversaries and milestones.

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Seeing the Northern Lights! Seeing the Aspens change in the Fall in Colorado. Lots of travel that I have put off for work and having kids.

**WHAT ARE YOU MOST THANKFUL FOR?** My family and friends. It is such a cliché answer, but truly nothing else matters. What is life without family and friends? The support and love I received throughout the past 8 months have been overwhelming and have kept me going.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "Living My Best Life" by Ben Rector

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Love. The funny answer would be coffee.

**WHAT IS YOUR SUPERPOWER?** I could talk to a tree. I find it easy to talk to people and to connect.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** Probably a Mom and a Doctor. Grey's Anatomy came out when I was around 14 and I was obsessed.



▶▶ 40 & under



LIZ BLACK

Liz Black (Realty Executives)

**WHAT ARE YOU PROUD OF IN YOUR CAREER?**

I have helped many people make life-changing money off of their investments. I have had numerous clients make over 100k off of their properties.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

I am excited to help more families buy/sell and also continue educating first-time homebuyers.

**WHAT IS YOUR FAVORITE FOOD?**

Italian or Mexican

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**

Farina, of course, Jaspers

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?**

Fly first-class to Europe and spend two weeks totally relaxing.

**WHAT ARE YOU MOST THANKFUL FOR?**

The endless growth this career allows. It has helped create a life that I love.

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):**

Car - freedom to drive somewhere, be alone, nice chilly day having the windows down, listening to music, or use it as a classroom listening to podcasts learning. It's my safe place.

**WHO DO YOU ADMIRE AND WHY?**

Tony Long - Great energy, family man, mentorship, smart businessman, honest, truly himself, funny, and doesn't care about what others think.

**WHAT IS YOUR SUPERPOWER?**

Connector - I love connecting people and meeting new people.

# CASSIDY FENSOM



Compass Realty Group

**WHAT ARE YOU PROUD OF IN YOUR CAREER?**

Venturing out as an individual agent and building my own business. I have never been handed a "lead" all of my business I have generated on my own. Also, I was selected to represent Kansas City in the National How to Buy a House class!

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

Interest Rates & Springtime - I love the spring season.

**WHAT IS YOUR FAVORITE FOOD?**

Birria

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**

Tailleur

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?**

Own six houses before the age of 30! Half way there!

**WHAT ARE YOU MOST THANKFUL FOR?**

To be able to support myself fully self-employed.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?**

"Here Comes the Sun" by The Beatles

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):**

My dogs - Archie & Louie  
Who do you admire and why? My Fiancé, Kyle - His patience, love and support.

**WHAT IS YOUR SUPERPOWER?**

My listening skills for sure!

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?**

A designer or a teacher.

@realproducers

# ROSE NASRAZADANI



Rose Knows Real Estate with Tala Realty Co. (Broker & Owner)

**WHAT ARE YOU PROUD OF IN YOUR CAREER?**

I take pride in my quality of work, helping young people like myself become homeowners and understand the value of real estate investing. I am also proud that I have grown organically in my career and am able to be a mentor to other agents as well.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

Continuing to build both the brokerage and the agents within the brokerage.

**WHAT IS YOUR FAVORITE FOOD?**

Mexican food

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**

Tacos El Gallo on Southwest Boulevard

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?**

To have properties in my favorite places. Some of those include Miami, Scottsdale, and Dubai.

**WHAT ARE YOU MOST THANKFUL FOR?**

Being able to say I love my job and that I am able to provide for my family.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?**

"Unstoppable" by Sia

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):**

Tequila & tacos

**WHO DO YOU ADMIRE AND WHY?**

My boyfriend, Chris. He is my rock and remains such a positive, good person, despite all of the challenges he has overcome. Also like myself, being first generation children of immigrants, there is so much pressure from that to perform and provide for your family because they sacrificed so much. But he never complains, is always happy to help with anything he can, and is one of the best people I have met in my entire life.

**WHAT IS YOUR SUPERPOWER?**

Taking action, despite the fear. Not letting fear stop me from my goals and achievements.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?**

Professional tennis athlete

realproducersmag.com



# BECCA HAGEMAN

Compass Realty Group

**WHAT ARE YOU PROUD OF IN YOUR CAREER?**

I feel very grateful and proud that over the past 4+ years in the industry, I have been able to build a clientele and referral network that is very consistent. Not being from Kansas City and building a business are both very challenging and I feel proud to have overcome both of those challenges and have had consistency and growth every year.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

My husband and I started a Kansas City newsletter with some friends that is all things Kansas City. It is a free, daily, short read that tells about the latest and greatest things happening in and around Kansas City. We are really excited about what is in store and feel like it is a great resource for my business, clients, and other agents! Check us out @Kansascitydaily

**WHAT IS YOUR FAVORITE FOOD?**

Mexican food, Thai food, or pizza!

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?**

To make a difference in Kansas City real estate. I want people to know that they are more than just a transaction and they are deeply cared about. I hope to continue to build a business off of repeat clients and referrals and to continue to grow each year.

**WHAT ARE YOU MOST THANKFUL FOR?**

I am on a team where everyone truly cares about seeing one another succeed. I feel so thankful to be on a team where success and hard work is the only option and I know that I will always be supported.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?**

"Don't Stop Believin'" by Journey

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):**

My faith and trust in God is what gets me through the day-to-day. There are a lot of hard days and a lot of amazing days and without my faith, I would be nothing. I am thankful that no matter what the day brings, God is always with me.

**WHO DO YOU ADMIRE AND WHY?**

I admire my teammates who would do anything for each other and are always willing to lend a helping hand.

**WHAT IS YOUR SUPERPOWER?**

Connecting with people.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?**

When I was young, I dreamed of being someone who would impact others lives. I didn't know in what capacity - if that would be a teacher, a nurse, etc. but I have been so grateful to have found a career where that dream has come true.



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# ERIN KUNTZSCH

Beck Team KC - Keller Williams Plaza Partners LLC



**WHAT ARE YOU PROUD OF IN YOUR CAREER?** I am most proud of the hard deals.

They are the most memorable! The ones that I had to have faith in first and then convince the buyer or seller that there was something better out there for them.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I am excited to rebrand and grow!

**WHAT IS YOUR FAVORITE FOOD?**

I love fresh ceviche or anything served with chips.

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Barrio-Brookside, Redbridge, Briarcliff.

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Italy, always Italy. I love wine. When anyone asks me where we should go or where my dream Airbnb Property would be...I say the coast of Italy.

**WHAT ARE YOU MOST THANKFUL FOR?** FAMILY! I am so grateful to have been born into a family who gives and teaches unconditional love.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "Banana Pancakes" by Jack Johnson

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Road Trips! It takes a bit of grit to do road trips with 3 kids under 5, but it's honestly where I feel the most free and creative. Levi and I love the challenge of it. We get to actually talk, enjoy the little things, see how well we can improvise, and eat ALL the snacks.

**WHO DO YOU ADMIRE AND WHY?** My maternal grandmother, Mary Bryant. She is a true stoic! I admire her for being a fearless world traveler, Christian missionary, historian, and a good listener. She has an incredible work ethic even at 80! That gal is tough as nails.

**WHAT IS YOUR SUPERPOWER?** The ability to lean into my intuition.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** I always knew I would be in business like my mom. Suits and all! I had a lemonade stand, shoveled driveways, water gardens, etc.

# MADISON HARPST

The Little Blonde House

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** We are so honored to have the trust and referral base that we do. We strive to make each client feel as if they are our only client, with individualized attention to customer service, making clients feel like family,

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

Having the opportunity to grow our business as we were able to do in 2022 and 2023! The exponential growth has been amazing and we look forward to helping even more families and individuals reach their real estate goals.

**WHAT IS YOUR FAVORITE FOOD?** On a big sushi kick right now.

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Definitely Town Company for a fun, interactive dinner or the Stillwell in Loews Hotel for a great dinner and cocktail.

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** I would love to expand The Little Blonde House into other states.

**WHAT ARE YOU MOST THANKFUL FOR?** Cliché, I know... But I truly do have the best support system. An amazing fiancé who pushes me way out of my comfort zone. & amazing friends & family.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "The Bones" by Maren Morris

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** My barefoot dreams blankets.

**WHO DO YOU ADMIRE AND WHY?** I have a deep admiration for entrepreneurs who are able to build a business from the ground up. Implementing their passions and love for something and ultimately earning an income from it! I admire those who are constantly thinking outside of the box and also pushing others who work with them and for them to be the best possible people they can be.

**WHAT IS YOUR SUPERPOWER?** My clients have told me I have a rare ability to be extremely calm during times of immense stress/stressful situations.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** A lawyer or the President of the United States.

# VINCENT ARGUELLES

1st Class Real Estate KC - Apex Team

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** I'm proud that my business has been built by repeat and referral clients. The best accolade I can receive is my client's trust to help guide their family, friends and others on the path to homeownership.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I'm excited to expand my team, acquire another investment property and help as many people as possible take root in the KC real estate market.

**WHAT IS YOUR FAVORITE FOOD?** French fries

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Stockhill

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Lake house, so I can enjoy it with friends and family.

**WHAT ARE YOU MOST THANKFUL FOR?** That life has come full circle. I've wanted to be a real estate agent since I was young. I have "pinch me" moments

to this day when I'm out showing clients and I think to myself, "this is my dream." I walk every day in a lot of grace.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "Outstanding" by The Gap Band

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Sunglasses. I have multiple pairs, they are a weakness.

**WHO DO YOU ADMIRE AND WHY?** Ashley Kendrick with Chartwell. She seems to nail the work/life balance all while having amazing client relationships.

**WHAT IS YOUR SUPERPOWER?** My relationship-building ability. My parents have taught me that I've never met a stranger.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** A real estate agent. My friends wondered what took me so long to pursue my license.



# KYLE BLAKE

Kyle Blake Homes

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** I'm proud to be 100% word-of-mouth referral from past clients and friends and consistently selling over 40 homes a year.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I'm excited for rates to hopefully come back down!!!

**WHAT IS YOUR FAVORITE FOOD?** Mexican food

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Cactus Grill

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** One day develop and build a house from nothing and GC it myself.

**WHAT ARE YOU MOST THANKFUL FOR?** My faith in God and my family.

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Lifting weights

**WHO DO YOU ADMIRE AND WHY?** My dad for raising six kids on a 100% commission job like mine.

**WHAT IS YOUR SUPERPOWER?** I have a work ethic and motor that never stops. I'm never the smartest guy in the room, but I can usually outwork anybody.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** Musician



# KARLY QUALLS

Kathryn  
Thomas Team,  
ReeceNichols

## WHAT ARE YOU PROUD OF IN YOUR CAREER?

I am proud that I have been a Gold Key agent since 2021 as well as a member of the Spark Gala Board. Before I became an agent, I was a non-profit fundraiser for 15 years. I love that the Gold Key Project gives me a way to give back to our community with every transaction and that I can use my skills from my past career to help raise funds at the amazing gala! I love that my real estate career allows me to do even more for the RMHC than ever before.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

Disney World. My husband and I are taking our son for the first time in 2024.

## WHAT IS YOUR FAVORITE FOOD?

Chicken Chimichanga

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

My all-time favorite place in KC was The Rieger Hotel Grill & Exchange. My favorite current restaurant is Farina.

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

A bucket list trip (that is penciled in for 2025) is a cruise through the Galapagos Islands.

## WHAT ARE YOU MOST THANKFUL FOR?

My health and my family

## WHAT IS YOUR THEME SONG FOR YOUR LIFE? "Shut Up and Dance"

by Walk the Moon

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT). THERE ARE TWO THINGS:

My pillow and weighted blanket.

## WHO DO YOU ADMIRE AND WHY?

My Grandma DoDi! She lived every day to the max! She owned and operated a restaurant with my Grandfather for 45 years. She raised three boys, worked on the family farm, was a cancer survivor, a stranger to no one, and a shark at dominos, she loved fiercely and was your biggest supporter no matter what.

## WHAT IS YOUR SUPERPOWER?

Organizing things quickly.

## WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

A dancer on Broadway. I danced from the time I was three through college and beyond. My dream was to be on Broadway!



# MAGGIE HARRISON

Cami Jones Collaborative

## WHAT ARE YOU PROUD OF IN YOUR CAREER?

Since I have been in the business for six years, I have doubled my business each year.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024? I will be 30 end of the year. I am so ready to see what my 30s are all about!

I have a feeling it's going to be good.

## WHAT IS YOUR FAVORITE FOOD? Mexican

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT? Prime Social

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST? My volume goal of what I want to hit and my dream lake house.

## WHAT ARE YOU MOST THANKFUL FOR?

My son, Aidan.

## WHAT IS YOUR THEME SONG FOR YOUR LIFE? "My House" by Flo Rida

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT): Sauna

## WHO DO YOU ADMIRE AND WHY? My parents.

Both raised six kids and truly led by example. Providing a great, comfortable life, but also taught us great life lessons.

## WHAT IS YOUR SUPERPOWER?

I can read people very easily.

## WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Pro soccer or basketball athlete.

# AMANDA SITZMAN



Sanctuary KC Real Estate Team

## WHAT ARE YOU PROUD OF IN YOUR CAREER?

Bringing on talented and highly capable agents who represent our mission and brand and truly carry a spirit of excellence in the community.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024? We have historically been a rookie team, so to be rounding the corner a bit with a group of agents who are all becoming more seasoned and tenured in the industry is really exciting. It blows me away to see what our team has accomplished with so many 1st and 2nd year agents, I know the future is bright beyond this year for all of them and Sanctuary as a whole.

## WHAT ARE YOU MOST THANKFUL FOR?

My son, Aidan.

## WHAT IS YOUR FAVORITE FOOD? Mexican

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

El Patron

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST? Visit every national and state park in the U.S.

## WHAT ARE YOU MOST THANKFUL FOR? Another day to live out what I believe I've been called to do. Cheesy, but true. Every day is a gift and gratitude is a state of mind.

## WHAT IS YOUR THEME SONG FOR YOUR LIFE? "Ain't It Fun" by Paramore

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT): Coffee- more specifically espresso.

## WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

An Actress- mainly I just wanted to move to California so that seemed valid.



# SHANE STEVENS

RE/MAX Heritage

## WHAT ARE YOU PROUD OF IN YOUR CAREER? The consistency I have built with keeping in touch with past clients! Every year I have 10-20 repeat clients and my favorite thing in the World in my business is getting that call that needs my assistance again. The client loyalty is what I am the proudest of.

To keep building my business and hopefully purchase an investment property or flip a home by the end of 2024.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

Steak and potatoes

## WHAT IS YOUR FAVORITE FOOD?

Jack Stack BBQ always hits the spot.

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

Jack Stack BBQ always hits the spot.

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST? I want to attend a Super Bowl at some point in my life! Preferably when our Kansas City Chiefs are playing in it.

Jack Stack BBQ always hits the spot.

## WHAT ARE YOU MOST THANKFUL FOR? The unwavering support of my wife and in-laws in my business! They encouraged me to go for it and have been my biggest cheerleaders ever since! My Father in Law has taught me so much about finances, being a dad, and husband and I want to be like him every day! He's the best! Thanks Darrell!

My Father in Law has taught me so much about finances, being a dad, and husband and I want to be like him every day! He's the best! Thanks Darrell!

## WHAT IS YOUR THEME SONG FOR YOUR LIFE? "Hall of Fame" by The Script

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT): Kansas City Chiefs Football and Kansas City Royals Baseball.

## WHAT IS YOUR SUPERPOWER? Dependability

## WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING? Firefighter

Dependability



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# TREVOR LORANCE

Chartwell Realty and Charboneau Lorance Real Estate Team

## WHAT ARE YOU PROUD OF IN YOUR CAREER?

How far I have come in my personal business but even more proud of the team and how far we've come as a group over the past few years. We've got some amazing agents and are executing some of the best marketing and service for our clients in the KC area, in my opinion.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

I'm very excited for the direction of our team is going. We have brought on multiple new talented agents and added on to our systems and processes to give our clients the very best experience they can receive in the industry.

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

Boru Ramen

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

To speak on a stage to over 1,000 people. Coaching has always been a passion of mine and my dream would be to be able to help coach and serve on a large scale and to be able to help or influence people in that capacity.

## WHAT ARE YOU MOST THANKFUL FOR?

My family and the life I've been blessed with.

## WHAT IS YOUR THEME SONG FOR YOUR LIFE?

"Lose Yourself" by Eminem

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):

The driven person response would be working out but if I'm being honest with myself I'd have to say football. You will be hard to find a bigger football/fantasy football/NFL draft nerd than myself.

## WHO DO YOU ADMIRE AND WHY?

My mother, Tammy. She raised us essentially as a single mother starting out in Real Estate. She weathered the storm of the recession and has been absolutely amazing and consistent with her sales and in creating a referral-based business these last 23+ years by treating people like family and going above and beyond for them.

## WHAT IS YOUR SUPERPOWER?

Ability to connect with people.

## WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Business Owner



# EDDY MORALES

Keller Williams Realty Partners & Shanan Group

## WHAT ARE YOU PROUD OF IN YOUR CAREER?

Hitting the ground running, transitioning from just regular real estate to flipping homes, investing, starting my construction business and helping my contractors grow as well.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

Projects in our new home, keep growing my investing business, construction business and bringing family into the U.S.

## WHAT IS YOUR FAVORITE FOOD?

Any Venezuelan (Empanadas, arepas, tequeños) food and BBQ.

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

Outbuilding in my new property to support our construction business, but it will also have an office and batting cage (anyone can come and hit, have a drink and have fun).

## WHAT ARE YOU MOST THANKFUL FOR?

My coach, business partner, health (family to the U.S. soon) my wife and kids.

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):

Baseball

## WHAT IS YOUR SUPERPOWER?

Putting puzzle pieces together (solving problems).

## WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Professional baseball player

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# DEREK RANDALL



ReeceNichols - Lee's Summit - The Mikki Armstrong Group of The Rob Ellerman Team

## WHAT ARE YOU PROUD OF IN YOUR CAREER?

I still treat every transaction as if it were my own. It's helped me build relationships and return/referral business. I truly care for every dollar my clients save or gain.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

Ongoing return/referral business is probably #1. The longer I'm in real estate, the more these happen. #2, probably hopes for a more normal real estate market.

## WHAT IS YOUR FAVORITE FOOD?

Burnt Ends

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

Third Street Social in Lee's Summit

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

Greece - always been amazed by its beauty. Did a project on Greece in 6th grade.

## WHAT ARE YOU MOST THANKFUL FOR?

Second chances. I did a lot of stupid things in my early 20s. Learning from those experiences helped me to turn things around.

## WHAT IS YOUR THEME SONG FOR YOUR LIFE?

"There Goes My Life" by Kenny Chesney

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):

Sports - Mizzou, Chiefs, Royals.

## WHO DO YOU ADMIRE AND WHY?

My Parents - They didn't come from much and had definite times of struggle because they had me at a young age. They succeeded in life, which provided me with a good upbringing all while teaching me saving and budgeting is very important. I'm very frugal!

## WHAT IS YOUR SUPERPOWER?

Communication

## WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Firefighter

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# MISSY BARRON

ReeceNichols, The Rob Ellerman Team



## WHAT ARE YOU PROUD OF IN YOUR CAREER?

Not only making an impact in my clients lives but also being able to help fellow agents. Ever since I started in new construction it has been my goal to help educate fellow realtors on new construction. When I started in 2010 there really weren't many new construction classes agents could take. I've offered many classes educating agents on building from the ground up so that they could help their buyers. When agents help agents, everyone wins.

## WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

Our team growth. We have our eyes set on a couple of new locations. I'm also excited to live and create memories in our new house that we are building.

## WHAT IS YOUR FAVORITE FOOD?

Pretty much anything that involves pasta or cheese.

## WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

Garozzo's

## TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

The map of the United States. Some day I hope to

have a team location in all 50 states.

## WHAT ARE YOU MOST THANKFUL FOR?

Opportunity. Not all industries are constantly changing and evolving like in real estate. Every time something changes it usually opens a door up for opportunity. Real estate is also unique because there are so many different paths to take depending on what stage you're at in your life.

## WHAT IS YOUR THEME SONG FOR YOUR LIFE?

"Firework" by Katy Perry

## TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):

Travel

## WHO DO YOU ADMIRE AND WHY?

My grandparents.

## WHAT IS YOUR SUPERPOWER?

My ability to make people feel important.

## WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Detective

# DHARAM CHAUDHAR



Reco Real Estate Advisors

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** I was able to start multiple businesses from scratch to building multi-million dollar businesses.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?** I am going to help 25+ family to start or expand their business.

**WHAT IS YOUR FAVORITE FOOD?** Indian & Mexican cuisine

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?** Chuys

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** Build dream home and drive dream cars.

**WHAT ARE YOU MOST THANKFUL FOR?** Living the dream life with my family

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** Scientist



# RYANN HEMPHILL

Billie Bauer Network, Keller Williams Realty Partners

**WHAT ARE YOU PROUD OF IN YOUR CAREER?**

I am proud of how much I have grown as a person and a professional in my career. I became a Realtor fresh out of college in 2007, I will celebrate 16 years in the business on August 15, 2023...that seems CRAZY! I found out really quickly what it was like to be a "big kid" being in a commission-based career right out of college. I have grown my business & evolved as a person in so many ways and aspects during the 16 years in the business.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

Taking on a different role on our team. I will move more into the Lead Listing Specialist and have a larger role in leadership on our team.

**WHAT IS YOUR FAVORITE FOOD?**

Spaghetti & Meatballs or Sushi

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**

Garozzo's, Jaspers, or anything sushi.

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?**

To own more investment properties. Spend 10-year anniversary in an over-the-water bungalow in Fiji.

**WHAT ARE YOU MOST THANKFUL FOR?**

Love & support from my family & the life I have built.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?**

"Here for a Good Time" by George Strait

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):**

Vacations and having my house cleaned.

**WHO DO YOU ADMIRE AND WHY?**

My mom & business partner, Billie Bauer. She is the strongest woman I know. She has the drive & energy I strive to have at her age. She started her Real Estate career while being a full-time teacher, retired from teaching and began her second full-time career over 20 years ago. She is an amazing business leader, partner, wife, mother, and BeBe (grandma). I can only hope I will continue to make her proud and drive through life as gracefully as she has.

**WHAT IS YOUR SUPERPOWER?**

Being a full-time working mom.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?**

I am not really sure what I wanted to become but I do know I said I would NEVER be in sales.



# KALEB DRINKGERN

Destination Home Team

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** As the market changes and people come and go, one thing with our company that has never changed is our ability to always provide top-tier real estate services to our family, friends, clients, and referral partners. I am proud of the group of people who have chosen The Destination Home Team as the team of choice and have aligned professionally, personally, morally, and culturally with us, and we look forward to continuing to add, driven, caring, and winners to our organization.



# LINDSEY MORAN

ReeceNichols; Tamra Trickey Team

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** At the end of 2021, my husband and I decided to move our family back to the Kansas City area so we could be close to family. During my first year in the business, I was able to help 13 families purchase or sell their homes, all while welcoming our second baby.

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

The opportunity to grow my business and help more families achieve the dream of home ownership.

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**

Cafe Provence

**WHAT ARE YOU MOST THANKFUL FOR?** Being able to settle down and plant roots in such a great place. Kansas City truly is one of the best places to raise a family and I love our little community.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?** "I Won't Back Down" by Tom Petty

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):** Coffee....and more coffee

**WHO DO YOU ADMIRE AND WHY?**

Tamra Trickey. I know that probably sounds cheesy since we work together, but we didn't know one another until my cousin connected us. I wanted to work with a powerhouse in the real estate business and I was able to talk Tamra into letting me come work with her and John. Not only is she a top producer, but she truly is an amazing and kind person. She never hesitates to help me when things get busy....that includes offering to watch my kiddos if daycare is closed or my husband is traveling for work. My littles love Aunt Tamra and her pups!

**WHAT IS YOUR SUPERPOWER?**

Being a mom of two little ones while juggling the high demand of a fast-paced market and always being there for my clients.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?** Dentist

**WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?**

My vision for 2024 is described in one word, "Opportunity". With the handful of changes we have seen in Real Estate in the past five years every unique market provides opportunities for those that want to see it. Opportunities with teammates, clients, brokerages, and investments. Therefore, no matter what 2024 throws our way, we are excited for each unique opportunity.

**WHAT IS YOUR FAVORITE FOOD?**

A hand-cut 30-Day Dry Aged USDA Prime 30 oz. Tomahawk Ribeye cooked Medium Rare from Hertzog Meat Co in Butler, MO.

**WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?**

Eddie V's

**TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?** To Attend the 2024 Master's at Augusta.

**WHAT ARE YOU MOST THANKFUL FOR?**

My family, who gives me daily support both personally and professionally. I have had many roadblocks over the past 2-3 years and no matter how good or how bad things have gotten in this world, they continually are there to ensure that I know they have my back and are always there for me.

**WHAT IS YOUR THEME SONG FOR YOUR LIFE?**

"One in Every Crowd" by Montgomery Gentry

**TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):**

Football

**WHAT IS YOUR SUPERPOWER?**

I have a very loud whistle.

**WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?**

Farmer - Fighter Jet Pilot - Sprint Car Driver.



# JEFF YACOS

Yacos & Associates

### WHAT ARE YOU PROUD OF IN YOUR CAREER?

How far we have come as a team in such a short time. All of my agents bring their own.

### WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

Quality of agents overall to be higher.

### WHAT IS YOUR FAVORITE FOOD?

Pizza

### WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

J Alexanders

### TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

To hit up every major amusement park in the U.S. before I am 45.

### WHAT ARE YOU MOST THANKFUL FOR?

My family

### WHAT IS YOUR THEME SONG FOR YOUR LIFE?

"Blue Da Ba Dee" by Eiffel 65

### TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):

My truck

### WHO DO YOU ADMIRE AND WHY?

My father. A man who provided for his family, made it to all the games, and we met above and beyond to make sure we were doing okay.

### WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Magician

# SAMANTHA SALEM



ReeceNichols - Kansas City Lifestyle

**WHAT ARE YOU PROUD OF IN YOUR CAREER?** The trust I've built with people throughout my career. It's amazing to think about how many families I've been able to help reach their real estate goals.

### WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

I am absolutely thrilled about the incredible growth opportunities that lie within commercial real estate, particularly in the realm of Multifamily syndications. The potential for success and financial freedom is simply exhilarating.

### WHAT IS YOUR FAVORITE FOOD?

Anything with carbs and cheese is a win.

### WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

Chick N Waffle in Westport

### TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

To become successfully unemployed via real estate passive income.

### WHAT ARE YOU MOST THANKFUL FOR?

I am incredibly grateful for the unwavering support of my community, who stands by me through thick and thin. Their encouragement and belief in me have been instrumental in my journey. Equally, I cherish my family and team, who ride the waves of my crazy adventures alongside me. Their constant presence and dedication mean the world to me. Together, we form an unbreakable bond that fuels my gratitude and propels me forward.

### WHAT IS YOUR THEME SONG FOR YOUR LIFE?

"A Million Dreams" by Pink and "Live More and Love More" by Cat Burns

### TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):

Travel. 100%. It's how I invest in myself to better invest in my businesses and family.

### WHAT IS YOUR SUPERPOWER?

Empathy

### WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Believe it or not, I wanted to become an astronaut. I have a deep and profound love for the mysteries of space and the unknown.

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# KRISTENA RICHEY

ReeceNichols  
Richey Real Estate Group



### WHAT ARE YOU PROUD OF IN YOUR CAREER?

I'm proud of my reputation. I am proud of my contributions to the communities I work in. I'm proud of the friends and relationships I have built. I'm proud of my team and the agents I have mentored into incredible REALTORS®. I am proud of what I'm teaching my kids and how to build a business that you love.

### WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

I'm excited to grow in team size and market share.

### WHAT IS YOUR FAVORITE FOOD?

Ice cream for sure & yes I know it's dessert. I don't end a day without it!

### WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

Margaritas

### TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

I want to visit all 50 states.

### WHAT ARE YOU MOST THANKFUL FOR?

My support system includes my husband & business partner, my dad and mother-in-law and all the clients who have given me an opportunity over the last 17 years.

### TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):

Did I already say ice cream? Ice cream or sunglasses.

### WHO DO YOU ADMIRE AND WHY?

I admire my kids. I admire their forgiveness and determination. Their willingness to try things the never have before, how they enjoy the little things, and always put people around them in a good mood. They remind me life is short and to always be thankful for what I have and to try to make the world better each day because I will leave it for them.

### WHAT IS YOUR SUPERPOWER?

I can wear so many hats all at once.

### WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

I always knew I wanted to be able to stay home or close to it with my kids but have enough money to support myself. I grew up around amazing real estate agents who were women and I knew this was meant for me.

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# VERONICA MORRIS



Keller Williams Realty Partners, Inc.  
Huff Group

### WHAT ARE YOU PROUD OF IN YOUR CAREER?

Taking the leap from one career that I loved into another one. I've worked hard to become an expert in the field and always put my clients first.

### WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

Growth!

### WHAT IS YOUR FAVORITE FOOD?

Cheeseburgers

### WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT?

BRGR

### TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST?

A home somewhere tropical. I'd love to have a place to escape the Kansas winters. I love Kansas and it will always be my home, but I'd love the ability to leave in the month of March.

### WHAT ARE YOU MOST THANKFUL FOR?

My family

### TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT):

Projects. I need a new renovation at all times. Rental properties, personal property, etc. If one project wraps up, I've got to have a new one.

### WHAT IS YOUR SUPERPOWER?

Solving problems. If there is a challenge in business or a transaction, I'm always looking for a solution that turns into a win. I love the satisfaction of improving.



# MAGGIE FOSTER



ReeceNichols - The Village

TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE? Moving and living out of state.

WHAT ARE YOU PROUD OF IN YOUR CAREER? My relationships

WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024? The possibilities

WHAT IS IMPORTANT TO YOU RIGHT NOW? Providing exceptional service for my clients.

WHAT IS YOUR FAVORITE FOOD? Mediterranean

WHAT IS YOUR FAVORITE KANSAS CITY RESTAURANT? Corvino

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST? To participate in a rodeo and wrangle horses.

WHAT ARE YOU MOST THANKFUL FOR? My family

WHAT IS YOUR THEME SONG FOR YOUR LIFE? "Eye of the Tiger" by Survivor

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT): Tennis

WHO DO YOU ADMIRE AND WHY? Dolly Parton. She's a successful, hardworking woman who is dedicated, likable, genuine, charitable and gives back to others in need.

WHAT IS YOUR SUPERPOWER? My joie de vivre

WHEN YOU WERE (SAY 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING? A stuntwoman

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