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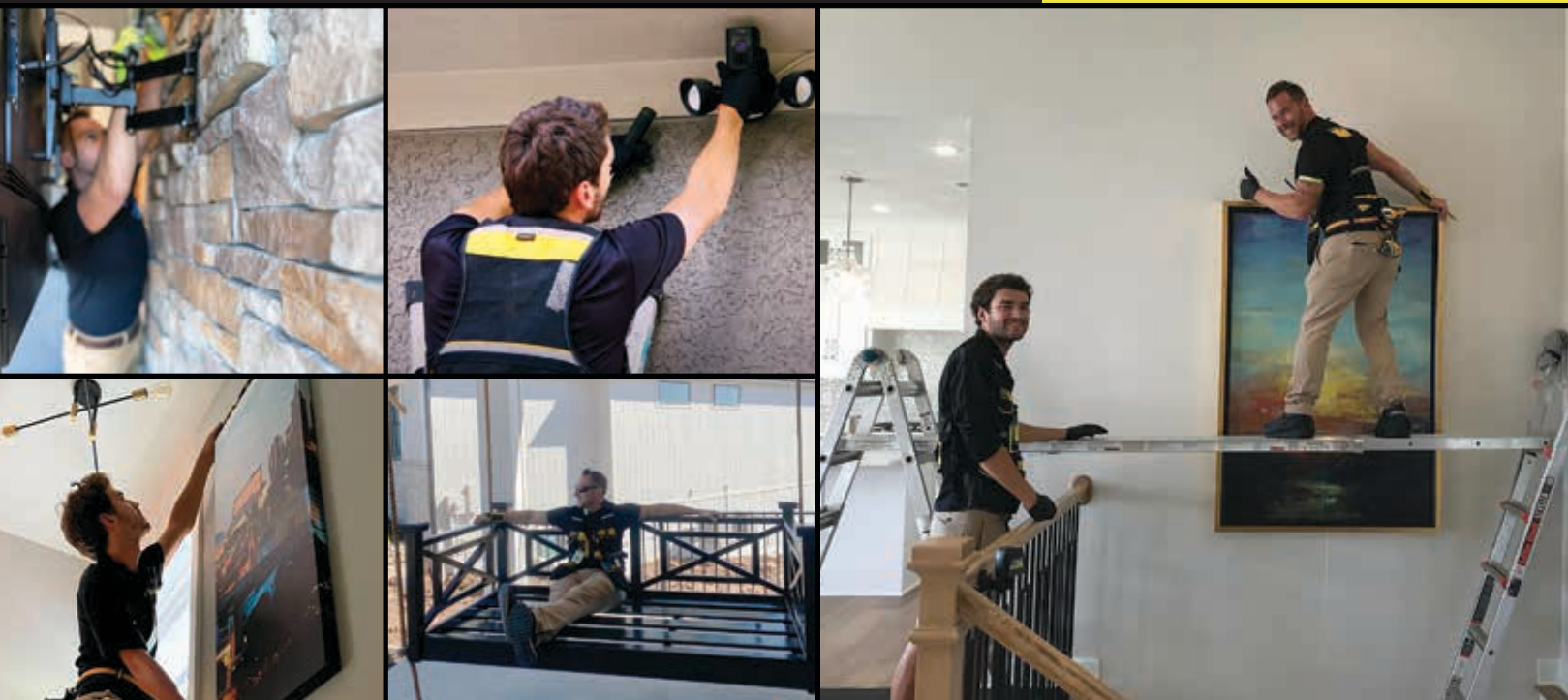
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KC's New Top 500 REALTORS®

February is always one of my favorite issues for one simple reason. It's a fresh start.

February is the month we reset the distribution list to be sent to the top 500 agents (based on volume sold) from 2022. That means there are agents receiving this magazine for the first time ever. If that's you, congratulations! Kudos to you if this is your second year receiving the magazine! I hope to see you at future events. And if you're a REALTOR® that has been with us since the beginning (June 2017), my hat's off to you. It's been an honor to highlight your stories and strengthen the relationship of the top agents across Kansas City.

As you know, we work from nominations and referrals. This has worked well for us, as we trust those we have worked with in the past, and we love building the KCRP community. There are four types of nominations we are looking for this year:

Cover Story: We are a merit-based organization. To receive the magazine is a badge of honor based on production. The cover story is even more so. However, we still work on nominations based on the impact that person is having on their community. Who is a rock star that needs to have their story told?

Celebrating Leaders: This could be a manager, broker-owner, or even a leader without a title. Who is a mentor or someone that has played a big role in your success? We want to share their stories.

On the Rise: We continue to promote the "up and comers." Many times, these features are REALTORS® who don't even receive the magazine yet, because they are still getting established. Remember that the magazine only goes to the top 500 REALTORS® based on production. A rising star is someone who has been in the business for five years or less and is showing early signs of success.

Partners: We currently are sitting at 47 partners of the magazine. We *love* our partners, and we want to expand that list to be a one-stop shop for our top producers. Whom do you know that caters well to agents and wants to work with the best of the best? Send them our way so that we can continue to produce this magazine free of charge to the top 500.

Miscellaneous Content

We are primarily focused on telling agents' stories. However, we do have fun content outside of the stories. Send us your ideas of good columns or one-off stories, such as amazing new restaurants or businesses in town, your adorable fur-babies, fun places around town you love to visit. The sky is the limit for these types of stories, so send us what you have and we can't wait to see it.

Lastly, we will be back to holding regular events throughout the year and couldn't be more excited to do so. We want each of you to feel loved and appreciated, so make a point to be in attendance as they arise.

This company was created to love on real estate agents. We realize that the agent is at the center of all residential real estate, and a single deal feeds a lot of mouths. Because of our focus on the agent, Real Producers has grown to over 100 locations nationwide. We could not have experienced this growth without a readership that was engaged and partners that were building relationships. So again, if this is your first time, welcome to the club! You earned it.

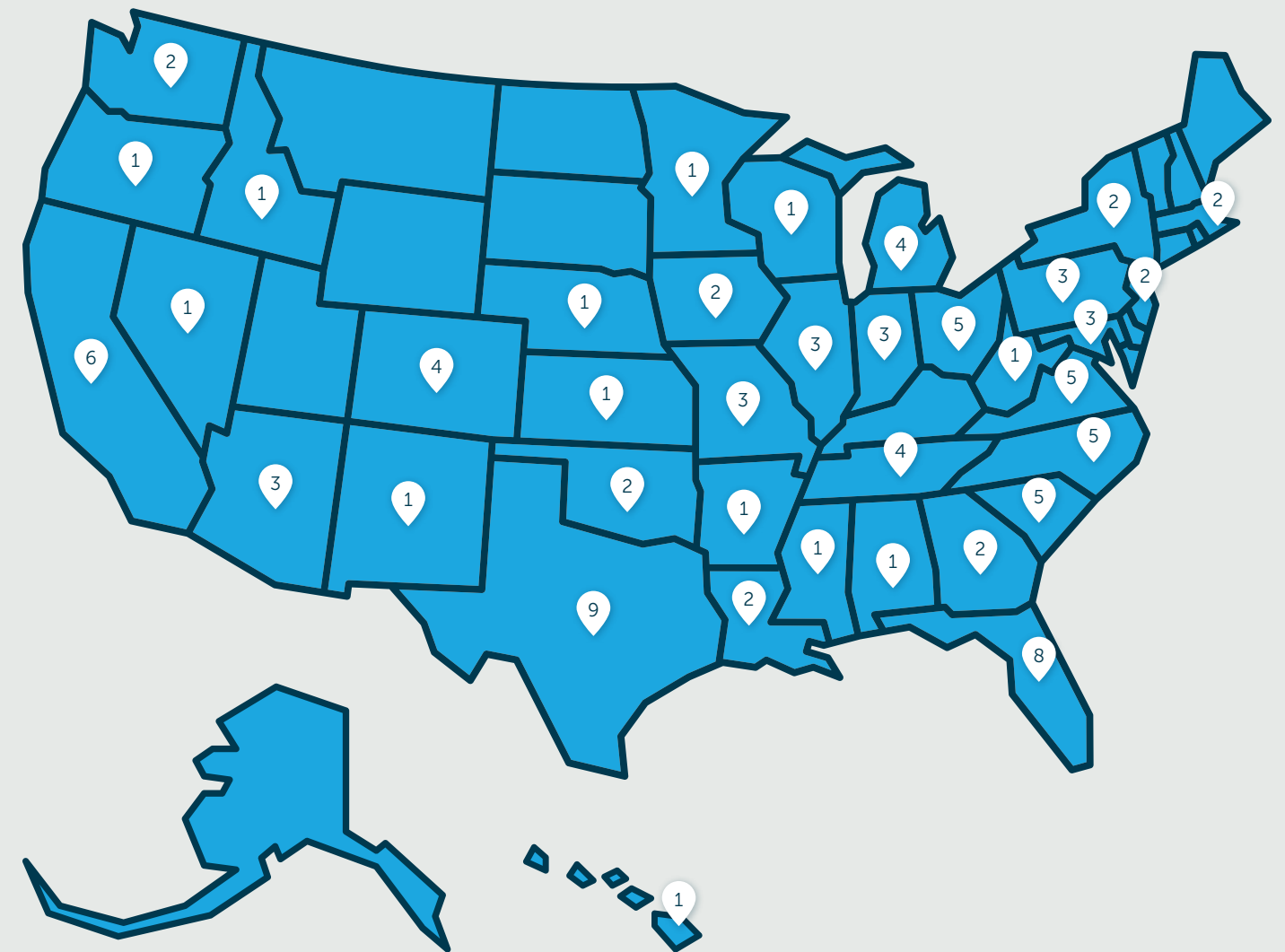
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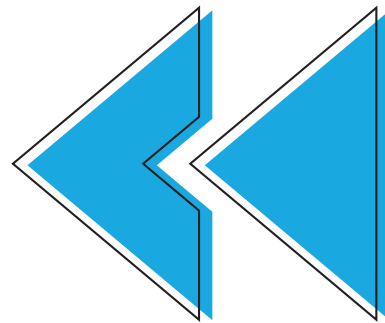
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▶▶ rising star

By **Manuela Nivia**
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Mikey **Fletcher**

TAKING THE PLUNGE

In the midst of a pandemic-induced furlough, Mikey Fletcher took a leap of faith into a new professional adventure. A jack of all trades, Mikey began his career as a social worker at Rosedale Development Association, where he found joy in working to create better neighborhoods for the community. He then pivoted to opportunities in construction, hospitality, and sales — experiences that laid the groundwork for a successful career in real estate.

“I knew that real estate was a natural progression,” Mikey shared. “I get to use each of the skills I learned every day. The biggest hurdle was just taking the leap from a 9-to-5 salary job and a secure paycheck to starting my own business with so many unknowns. [But] there have been some amazing people along my journey that have given me great support.”

In the fast-paced world of real estate, Mikey has reveled in the opportunity to forge his own path in every aspect of his business—from vendor relationships to marketing and social media. It’s his clients, however, that are the soul of his mission. With each transaction, Mikey is dedicated to educating and empowering his clients to make wise decisions in an

“

*The clients
have by far
been the most
rewarding
part of my
business.*

”

ever-changing market. From his first day in the industry, Mikey has utilized this mindset to establish a people-over-profits model for his business.

“The clients have by far been the most rewarding part of my business,” Mikey described. “Each of the 23 families I was able to assist last year has a special story and what that house meant to them. To be a small part of that story makes my heart so happy. I love that I have skills and knowledge that can ease stress in a stressful situation. Purchasing a home should be a joyous experience. I do everything I can to make it as fun and positive as possible.”

For Mikey, success centers on achieving an ideal balance between family and business. While he considers that a prosperous real estate career would

...



...

be the “cherry on top” to a life well lived, it’s being a good father and husband, above all, that he hopes to be remembered for. Mikey and his wife, Dr. Phaedra Dowell, are proud parents to 10-year-old Audrey and 7-year-old Naomi. When Mikey isn’t trotting across the globe — he and Phaedra have traveled to 16 countries and counting — he enjoys volunteering with his daughters’ Girl Scout troops, dabbling in remodeling, and scuba diving.

“For our family, I see real estate being a cornerstone to not only build wealth but also comes with some pretty amazing values,” Mikey explained. “As my girls grow up, I am excited to share with them how being a servant of our clients, being humble and empathetic and caring can make an impact on others’ lives.”

Known for his affable personality and ease of talking with strangers, Mikey has found his interpersonal skills are a crucial component to ensuring the growth of his professional network. By establishing genuine relationships with clients and partners alike, Mikey seeks to form lasting connections. It’s this type of authentic engagement that he has made a cornerstone of his business.

“I feel that new agents need to learn to build their pillars and grow those channels for where they find new clients,” Mikey advised. “You can’t rely on online leads forever. You must learn how to go old-school and talk to everyone — don’t be a secret agent. More and more, I am focused on how important follow-up is. I keep a consistent drip campaign, calls, and texts going. When they are ready, they will know who to reach out to.”



“

You can’t rely on online leads forever. You must learn how to go old-school and talk to everyone — don’t be a secret agent.

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▶ partner spotlight

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For Ryan Plattner, customer service is a way of life. Born and raised in Kansas City, Ryan has dedicated his career to serving local families and helping them achieve their homeownership goals. Shortly after graduating from Kansas State University with a degree in business administration, Ryan launched Affinity Mortgage and Insurance, which he successfully expanded into a multimillion-dollar company. Through his professionalism and business acumen, Ryan quickly made a name for himself across the mortgage industry. A decade later, in 2009, he sold his company and later joined Fairway Independent Mortgage Corporation as a senior loan officer.



“When we had the market crash in ‘08, things really started to change,” Ryan recalled. “Everything got a little tougher, but I wouldn’t give up. It’s about being persistent, not just waiting for the phone to ring — you have to go out and make it ring, so I focused on building real estate relationships from the beginning of my career.”

Because Ryan understands that real estate agents are vital stakeholders in the lending process, he has sought out innovative ways to maximize and nurture his relationships with local agents. By supporting their client events, promoting open house tours for their listings, and providing relevant educational classes, Ryan strives to be a valued resource. As a loyal lending partner, he has made leveraging opportunities for agents’ professional growth a critical component of his business.

“REALTORS® have been a top focus of my business since I entered the industry in 1999,” Ryan explained. “I realized early on that they are key to referrals for buyers. We work as partners to provide a smooth, amazing experience for the buyers, so they refer both of us to their friends and family while also using us again for future purchases.”

A loan officer and branch sales manager at Fairway IMC, Ryan is cognizant that it takes a village of teammates to be successful. A dedicated leader, he guides his team by exemplifying and fostering core values that determine how they serve their customers, colleagues, and the local community. Most of all, Ryan promotes humility first, fosters growth and knowledge, and ensures consistency and honest communication. More than just providing a rate, Ryan and his team strive to ensure their clients feel confident in their futures.

“When you’re a loan officer, you are kind of the quarterback of your team,” Ryan described. “You have to run your own mini-company. Because we’re dealing with clients going through a huge transaction in their life, I look for team members who are trustworthy, who respond quickly, and who are consistent. Our speed to respond is a core value here at Fairway IMC. Our team is available 24/7, so we really hustle and grind for our clients.”

Throughout his decades in the industry, Ryan has tackled various industry challenges—from low levels of housing inventory to inflation pressure and economic disruptions. Despite these complexities, he has maneuvered life’s curveballs with tenacity.



...

Through every ebb and flow, his passion has remained steadfast in ensuring his clients achieve homeownership with the speed and service they deserve. For fellow loan officers, Ryan advises tackling challenges through quick problem-solving and critical thinking. Above all, however, it's seeing his clients' joy at the end of a transaction that serves as the driving force behind his success.

"The business is very tough and cutthroat," Ryan candidly shared. "You will lose deals to competitors, or REALTORS® will use a different lender. It can be frustrating, but just keep on keepin' on. Stay positive. You have to keep fighting. Keep doing the things that make you successful."

Outside of his business, Ryan is passionate about giving back to his community as a youth basketball coach—a role he has held for almost two decades. Beyond instilling in his players a love for the game, he seeks to foster a sense of teamwork and impart lessons of patience and perseverance. Despite his busy schedule, Ryan's top priority is quality time with his family. He and his wife, Gwen, have three children: Connor, Cooper, and Madison. Together, the family enjoys playing various sports as well as boating at their second home at Lake of the Ozarks.



“

It's about being persistent, not just waiting for the phone to ring — you have to go out and make it ring,

SO I FOCUSED ON BUILDING REAL ESTATE RELATIONSHIPS FROM THE BEGINNING OF MY CAREER.

”

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Keri Janda



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.

AMY BIEBER

▶▶ top producer

TEAM STRENGTH

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


Integrity, market knowledge, savvy negotiation skills, and a high-quality professional network are among the many skills and qualities essential to becoming an excellent real estate professional. From her first day in the industry, local REALTOR® Amy Bieber has made these the hallmarks of her business.

“I’ve found that providing the very best service is essentially about putting my clients first,” Amy described. “This means keeping myself accessible, being a great listener as well as communicator, and responding quickly to my clients’ needs. This client-first philosophy has always been my approach, and it requires me to continually improve my skills and ways of doing business.”

Gregarious by nature, Amy sought out real estate as a way to connect with local families and form authentic relationships. It was the process of purchasing her first home, however, that ultimately served as the catalyst for obtaining her license. With a newborn in tow, Amy and her husband Todd watched their basement flood due to a trickle in the foundation just weeks after purchasing their brand-new home. As a young couple, the Biebers struggled to gather the funds to fix their foundation in an experience they described to be among the “most horrible of [their] lifetime.”

“I didn’t even know the difference between a buyer’s agent and a listing agent; no one ever explained to us brokerage relationships,” Amy recalled. “Throughout the whole process, I never felt protected, so my goal became to work with buyers and protect them from anything like what happened to us from happening to them. It was my love of people and my desire to help others that motivated me to go into the industry.”

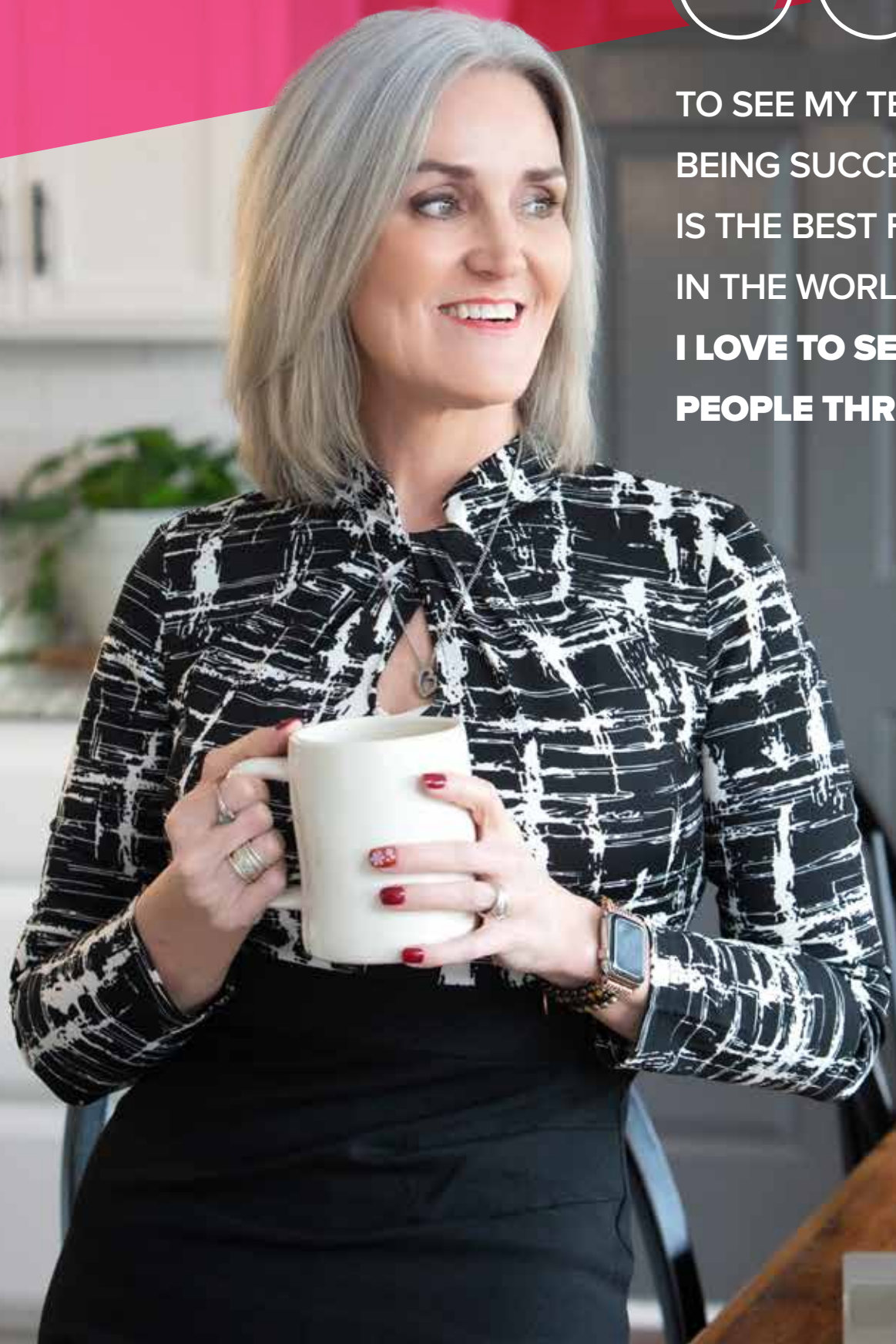
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I’VE FOUND THAT PROVIDING THE **VERY BEST SERVICE** IS ESSENTIALLY ABOUT PUTTING MY CLIENTS FIRST.



**TO SEE MY TEAM
BEING SUCCESSFUL
IS THE BEST FEELING
IN THE WORLD.
I LOVE TO SEE
PEOPLE THRIVE.**



As a born entrepreneur and natural self-starter, Amy managed a local restaurant at the early age of 22. She then opened a gift shop in Atchison, KS, followed by a screen printing, embroidery, and sign shop, which she and her husband operated for over 15 years. During this time, she learned how to find creative solutions to business challenges and more easily adapt to unexpected changes. These experiences later helped to cement the foundation for her top-performing career in real estate. Despite dabbling in various niches throughout her career, it was in the real estate industry that she found her true passion. Now, Amy and Todd own 20 rental properties and, together with their youngest son, Tucker, complete up to six house flips a year.

“When I first started, I didn’t feel comfortable cold-calling or bothering people I knew to get them to buy from me,” Amy shared. “There was a lot of negative self-talk my first six months in the business, but once I had my first transaction, it was like a lightbulb went off. I had been standing in my own way, but that first transaction was pivotal. I realized that this is what I’m meant to do, and I’ve loved it ever since.”

Shortly after beginning her career as a solo agent, Amy once again put her entrepreneurial savvy to use and launched her own real estate team with the goal of raising the industry bar. A group of high-energy agents with a passion for making homeownership dreams come true, BG & Associates at Keller Williams Key Partners views real estate as a way to build long-term relationships. Amy provides agents with invaluable mentorship and guidance as well as



a team through which to leverage their business. Because she understands first-hand the daily challenges REALTORS® face, Amy also chose to structure her business in ways that most benefit her agents. For instance, instead of requiring a traditional 60/40 commission split, she offers a 25% rate, so agents can keep more money in their pockets and support their families with greater ease.

“I realized I didn’t want to structure my team in a traditional way,” Amy explained. “Usually, it’s about making as much money as possible for the person who started the team—that’s always the feeling I got. I wanted to be a part of something bigger, but even when I was on a team, I felt I was on an island out there by myself. That’s why I strive to make sure my team knows I’m here 24/7 and that we’re in this together.”



Amy largely attributes her success to the dedication and hard work her team demonstrates on a daily basis. Given that her team members are her business’s greatest assets, supporting and developing BG & Associates has become Amy’s most valued investment. For this reason, she constantly seeks out new ways to support her agents in their financial and personal growth. This kind of mentality has not only built camaraderie within the team but also established the foundation for a successful business.

“My success isn’t just my own,” Amy described. “I am surrounded by an amazing team, and we keep each other motivated — it’s like a small family. To see my team being successful is the best feeling in the world. I love to see people thrive.”

HANNAH Murrell

CARVING A NEW PATH

▶▶ featured agent

By Manuela Nivia
Photos by A Perfect Spot for You LLC



Hannah Murrell & Associates prides itself on creating the most memorable home buying or selling experience for every client they serve. With each transaction, their goal is to become their clients' real estate partner for life. A former home mortgage loan officer, Hannah transitioned into real estate in 2018 with a desire to develop lifelong client relationships and take charge of her own business rather

than operate behind the scenes. After a local broker prodded that she would make a "baller listing agent," Hannah waited for a meaningful sign that would give her the confidence to dive into this new venture.

"At the time, I was super into visualization and affirmations, so any time I needed some kind of clarity from God,

I would ask to see a falcon," Hannah shared. "I would always see one or two falcons on my way home, but never three, so I decided that if I saw three, I would make the jump from mortgage to real estate. I ended up seeing six falcons. Looking back on it, God was telling me this was the move I needed and that I would be successful in the real estate world."

Upon entering the industry at 22 years old without a database to rely on, Hannah was determined to build a name for herself. With the goal of overcoming the natural roadblocks young agents typically face, she turned to open house events and social media as tools to grow her business. In her first year at Keller Williams, she set a goal to complete 40 open houses in 40 days. Then, through Instagram, she successfully connected with potential clients as well as increased her community engagement. A self-described foodie, Hannah began Tippy Tuesdays, which allowed her to share educational real estate content while featuring and supporting local restaurants. Hannah not only effectively generated leads from these strategies but earned the tag line "Marketing Queen of Kansas City."

"I would do seven open houses a weekend," Hannah recalled. "On Friday, I would wake up, put over 40 open house signs up, hold an open, pick up the signs, and repeat it three times on Saturday and on Sunday. This, in combination with social media, made a huge impact on my early career in real estate. There are so many people out in the world and so many different types of real estate. There's enough business and success to go around for everybody. It just comes down to whether you are willing to put in your hard work. Everybody has setbacks; will you be the one to put your ego aside and prevail?"

Hannah began her career as a listing agent at a local mom-and-pop brokerage, where she focused primarily on foreclosures, short sales, and

“ I TRULY LOVE THIS BUSINESS BECAUSE OF THE CLIENTS I HAVE GROWN CONNECTIONS WITH AND CAN'T WAIT TO CONTINUE MAKING MEMORIES WITH THEM FOR LIFE.

distressed seller deals. Despite long hours and transactions laden with difficult emotions, she credited this opportunity as an important foundation for understanding challenging real estate transactions. In 2019, Hannah sought out a more traditional

...





•••

side to real estate with the hope of building closer relationships across the community. She found a home at Keller Williams Key Partners.

“What is most rewarding for me is being there for my clients,” Hannah explained. “Whether it’s helping them buy their first house or their family home, seeing pictures of them getting married or having a baby and then being able to make those care calls. I say it’s like watching my kids grow up. That’s the best part about it—being on the sidelines of their life and being their cheerleader. I truly love this business because of the clients I have grown connections with and can’t wait to continue making memories with them for life.”

Seeking to both expand her business and achieve a healthier life balance, Hannah recently added

Amy Coleman-Miller to her team as a Executive Marketing & Administrative Coordinator. This partnership has allowed Hannah to better focus on her clients and provide them with an “over-the-top customer service experience.” It has also afforded her more quality time with her husband, LaDrew, who is a fellow entrepreneur, as well as her two stepsons, LaDrew Jr. and Javion, and toddler, Emmanuel. As she continues to grow her family, Hannah has sought out vital ways to maintain harmony between the full-time roles that are real estate and motherhood.

“I had preeclampsia when I was pregnant and was in the hospital for seven days,” Hannah recalled. “I actually had three listings go live while I was in the hospital and negotiated them while I was in labor. I managed

to balance my business and a newborn who was a preemie without an assistant or a transaction coordinator. I worked while feeding the baby in the wee hours of the night. I finally decided that if I wanted to continue doing real estate in a healthy way mentally, I had to get some leverage.”

Hannah and Amy have made “bulletproof” their word of the year for 2023. Together, the pair is dedicated to ensuring all of the systems they have in place are continuously improving and adding to their clients’ home buying and selling experiences. Passionate about creating a small, all-women team known for their professionalism and luxury marketing for every price point of homes, Hannah Murrell & Associates is determined to take the Kansas City industry by storm.

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AGENCY INSURANCE



Ask Daniel Simanovsky what inspires him, and you might hear a theme song while he's speaking ... think the Rocky theme or "The Champion," ... and you'll be right in line with his thinking.

You might need a nap after speaking to him because the co-founder of Agency Insurance has packed his schedule with activities all designed to make real estate professionals "unforgettable."

"With nearly 16,000 real estate agents in the Kansas City area, what are you doing to stand out?" Daniel asks.

First, with his company, Agency Insurance, Daniel and co-founder Christopher Tusso have put together an insurance brokerage with the end result in mind—a satisfied homebuyer.

"Why not finish the process by making sure they're having the best experience with their insurance?" Daniel says.

He relayed stories about a homebuyer having an excellent experience until they find out later (usually the hard way) that their home insurance coverage was insufficient.

"We want to be there for our (real estate agents) with proper coverage for their clients that's meant to reflect back to the (agent)," Daniel said. "We want to make you look good to the clients."

Agency Insurance has access to numerous carriers to offer varied options to prospective homebuyers. Daniel's five years of experience as a personal broker put him at the top professionally — literally getting ranked as the "number one" producer nationally for his previous employer. In addition, he was Producer of the Year with one of the previous broker's carriers.



He's bringing that insurance experience with excellence to build something special "where service is emphasized, and people will see we're a company that provides value any way we can."

By any way "we" can, Daniel is action rather than just words. While enjoying the blessings of a wife of five years, Molly, and 3-year-old daughter Sofia, he also manages to teach and coach real estate agents with social media and video services. He specializes in getting real estate agents comfortable with video content.

In addition, Daniel was recently asked to coach a class for a company called Listed Media, where he'll break down social media strategies for real estate professionals — in in-person or remote classes.

Unforgettable ... A Quest to Make More Superheroes



Molly works as a Designer for Dimensional StoneWorks as well as her super mom duties. Molly and Daniel met in Lawrence while attending the University of Kansas and have been together for a total of 11 years.

Relationships are definitely Daniel's favorite thing. He worked for six years in the telecommunications industry as a cell tower broker prior to insurance but missed being able to work with people in person.

His business partnership with Christopher Tuso, described by Daniel as a seasoned professional, combines Christopher's exceptional operational skills and Daniel's relationship-building and love of problem-solving.



SOMETIMES WE NEED SOMEONE TO HELP US GET OUT OF OUR OWN WAY.

The Communications major actually sought out his mentor, Zack Gould from Boston, because of Zack's unique marketing strategies. A year and a half later, that relationship continues to help Daniel grow — and he uses that knowledge to help others.

When it comes to thinking of others — outside of the professional realm — Daniel has personally done some work with hospice and looks forward to Agency Insurance having a greater charitable impact in the future.

He squeezes in workouts at the Sweat Forum — mixing in yoga and high-intensity training (in addition to keeping up with little Sofia).

And for those who only know the fast-paced, quick-witted man, Daniel did note that his reflective and self-analytical sides are facets not often seen. He encouraged people to look beyond the “successful exteriors” and find ways to overcome challenges and connect with others. “You don't have to go it alone.”

For real estate agents trying to navigate their way with social media, video or completing their home-buyer's insurance the “right” way, Daniel really sees great potential just waiting to emerge.

“They can use their superpowers for good!” Daniel wants to help people see that within themselves.

“Sometimes we need someone to help us get out of our own way.”



He remarked that one of the saddest statements a real estate agent hears is: “Oh, I forgot you're in real estate.”

When an agent builds their brand, “people can't forget you,” Daniel said.

Daniel's legacy is easy to remember, and one can see where his desire to succeed began. He was born in St. Petersburg, Russia, and came to the U.S. as an infant. His father, already a practicing medical doctor in Russia, had to attend medical school again



in the U.S., completing another residency as well. Daniel's mother, a practicing dentist in Russia, worked as a dental hygienist for a while but then focused on raising Daniel and his older sister.

To hear Daniel tell it, he was brought up by his mom and older sister while his father was working hard for their family. Today, his mom is often featured in his insurance videos!

Family is something Daniel treasures—his parents get to spend time with their granddaughter often.

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awesome. You might just see them in an upcoming issue!

A Head Start on Spring Cleaning

Spring cleaning doesn't
have to wait until spring!

By **Shauna Osborne**

In February, the weather outside is still frightful — possibly the harshest of the season — but the glittering hope of spring is just around the corner. If you're feeling a little stir-crazy, why not tackle these often-neglected chores now and start sprucing up your home for sunny times ahead?

Touch up paint

Tired of looking at those marks and smudges on the walls, cabinets, doors and trim? Tackle them with a cleaning eraser first to assess what truly needs a touch-up, then address the remaining problem areas with leftover paint and a small, thin paintbrush for greater precision.

Clean out dryer vent

A clogged dryer vent can, at best, cause your dryer to run inefficiently and increase your energy bill and, at worst, cause a fire. To clear any lingering lint and/or nesting pests from your cozy vent, remove the vent and clean the duct that connects the back of the dryer to the outside using a wet/dry vac or brush tool.

Refresh mattresses

Most of us change our sheets frequently, but we shouldn't neglect our trusty mattress, which can make all the difference in sleep quality. Start by vacuuming the box springs and the top and bottom of the mattress. Then, rotate or flip, depending on whether it's a one- (rotate) or two-sided mattress (flip to prevent sagging).

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2	Kbt Leawood	Team	Reecenichols - Leawood
3	Kristin	Malfer	Compass Realty Group
4	Eric Craig	Team	Keller Williams Kc North
5	Edie Waters	Team - North	Keller Williams Kc North
6	Dan	Lynch	Lynch Real Estate
7	Ask Cathy	Team	Keller Williams Platinum Prtnr
8	Hern	Group	Keller Williams Platinum Prtnr
9	Blake Nelson	Team	Keller Williams Key Partners
10	Dani Beyer	Team	Keller Williams Kc North
11	Andrea	Wardell	Wardell & Holmes Real Estate
12	Missy	Barron	Reecenichols - Lees Summit
13	Bryan	Huff	Keller Williams Realty Partner
14	Andrew	Bash	Bash & Co. Sotheby'S Internati
15	Thrive Real Estate K	Team	Keller Williams Key Partners
16	Spradling	Group	Exp Realty LLC
17	Lisa	Soltesz	Opendoor Brokerage LLC

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Dec. 31, 2022

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Shannon	Brimacombe	Compass Realty Group
19	Nelson	Group	Keller Williams Kc North
20	Dan	O Dell	Keller Williams Realty Partner
21	Cjco	Team	Reecenichols - Leawood
22	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
23	Rothermel	Group	Keller Williams Kc North
24	Moore Homes	Team	Compass Realty Group
25	Ray Homes Kc	Team	Compass Realty Group
26	Kbt Plaza	Team	Reecenichols - Country Club Pl
27	Reesemontgomery	Team	RE/MAX Heritage
28	Loughlin & Associate	Team	Keller Williams Kc North
29	John	Barth	RE/MAX Innovations
30	Martin	Walsh	Offerpad Brokerage LLC
31	Chris	Rowe	Cedar Creek Realty LLC
32	Lindsay	Sierens Schulze	Reecenichols - Leawood
33	Stroud & Associates	Team	Keller Williams Kc North
34	Wolfe, Sweeney, Courtney	Team	Reecenichols - Parkville
35	Bill	Gerue	Weichert, Realtors Welch & Com
36	Jeremy	Applebaum	Realty Executives
37	The Collective	Team	Compass Realty Group
38	Marti	Prieb Lijja	Keller Williams Realty Partner
39	Brent	Sledd	Reecenichols - College Blvd
40	Taylor Made	Team	Keller Williams Key Partners
41	Richey Real Estate	Group	Reecenichols - Lees Summit
42	Noah	Slabotsky	Platinum Realty
43	George	Medina	Reecenichols Brookside
44	Tamra	Trickey	Reecenichols - Leawood
45	The Small	Team	Reecenichols-Kcn
46	Explore Home	Group	Keller Williams Kc North
47	Chris	Austin	Keller Williams Plaza Partners
48	Hendrix	Group	Keller Williams Realty Partner
49	Carrie	Hyer	Cedar Creek Realty LLC
50	Amy	Maher	Weichert, Realtors Welch & Com

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Brenda	Youness	Weichert, Realtors Welch & Com
52	Amy	Arndorfer	Premium Realty Group LLC
53	Yfa	Team	Your Future Address, LLC
54	Kaleena	Schumacher	Keller Williams Realty Partner
55	Ashley	Kendrick	Chartwell Realty LLC
56	Molly	Simsheuser	Reecenichols - Lees Summit
57	Timray	Team	Homesmart Legacy
58	Ellen Murphy	Team	Reecenichols - Leawood
59	Tradition	Home Group	Compass Realty Group
60	Malina	Group	Keller Williams Realty Partner
61	Lauren	Anderson	Reecenichols -The Village
62	Danny Howell	Team	Exp Realty LLC
63	Candice	Kinard	Northpoint Asset Management
64	Jonas	Barrish	Compass Realty Group
65	Sharon G.	Aubuchon	RE/MAX Premier Realty
66	Hcr	Team	RE/MAX Heritage
67	Ken Hoover	Group	Keller Williams Kc North

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Teams and Individuals Closed from Jan. 1, 2022-Dec. 31, 2022

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Stacy	Porto	Reecenichols -The Village
69	Bret	Brown	Ucre Buckhorn Land And Home
70	Dustin	Dailing	Entera Realty
71	Audrah	Team	Keller Williams Kc North
72	Sal	Termini	Platinum Realty
73	Snp Real Estate	Group	Keller Williams Southland
74	Jeff	Curry	Weichert, Realtors Welch & Com
75	Terry Madden	Myers	Reecenichols Brookside
76	Angela	Brown	Keller Williams Kc North
77	Katherine	Lee	Bash & Co. Sotheby'S Internati
78	Sara	Bash Reda	Compass Realty Group
79	Aaron	Donner	Keller Williams Realty Partner
80	Klarissa	Skinner	Keller Williams Realty Partner
81	Livian Kc	Team	Keller Williams Realty Partner
82	Mike	Perry	Weichert, Realtors Welch & Com
83	Majid	Ghavami	Reecenichols - Town Center
84	Ripley Assoc	Team	Engel & Volkers Kansas City
85	Sally	Moore	Keller Williams Platinum Prtnr
86	Spencer	Lindahl	Main Street Renewal, LLC
87	Tony	Long	Realty Executives
88	Rachelle	Moley	Weichert, Realtors Welch & Com
89	Peter	Colpitts	Reecenichols - Leawood South
90	Danielle	Sapienza	Reecenichols - College Blvd
91	Generations	Real Estate Partners	Bhg Kansas City Homes
92	Andy	Blake	Realty Executives
93	Roger	Deines	Reecenichols - Lees Summit
94	Lonnie	Branson	Keller Williams Southland
95	Linda L	Martin	Reecenichols - Leawood South
96	Ron	Henderson	Keller Williams Kc North
97	Larry	Eckhoff	RE/MAX Heritage
98	Cory	Ward	Compass Realty Group
99	The Fisher Hiles	Team	Bhg Kansas City Homes
100	The Butler	Group	Keller Williams Realty Partner

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Dec. 31, 2022

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Dennis	Prussman	United Country Property Soluti
102	Darren	Merlin	Reecenichols - Lees Summit
103	Lisa	Bunnell	Reecenichols - Leawood
104	Bill	Hightower	Reecenichols Excelsior Spgs
105	Joe	Woods	John Moffitt & Associates
106	The Fussell	Group	Keller Williams Plaza Partners
107	Kauffman	Group	Bhg Kansas City Homes
108	Eddie	Davis	Orenda Real Estate Services
109	Rebekah	Schaaf	Reecenichols - Leawood South
110	Sara	Stucker	Reecenichols-Kcn
111	Lynne	Matile	Reecenichols - Overland Park
112	Jodie	Brethour	Compass Realty Group
113	Teresa	Hoffman	Reecenichols - College Blvd
114	Hartman Real Estate	Team	Show-Me Real Estate
115	Brooke	Miller	Reecenichols - Country Club Pl
116	Jenny	Burkhead	Keller Williams Kc North
117	Renee	Amey	RE/MAX Elite, Realtors

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Dec. 31, 2022

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Lisa	Rees	Coldwell Banker Reilly & Sons
119	Kristi	Soligo Fleshman	RE/MAX Revolution
120	The Carter	Group	Keller Williams Platinum Prtnr
121	Adam	Papish	Keller Williams Realty Partner
122	Michelle	Capek	Rodrock & Associates Realtors
123	Concierge	Real Estate Group	Worth Clark Realty
124	Patty	Simpson	Crown Realty
125	Shaun	Ashley	RE/MAX Heritage
126	Crossroads Re	Group	Keller Williams Diamond Part
127	Ryan	Hubbard	United Country American Heartl
128	Allison	Rank	Reecenichols - Country Club Pl
129	Vicki	Smith	RE/MAX Innovations
130	Mills Farm	Team	Bhg Kansas City Homes
131	Jennifer	Rich	Weichert, Realtors Welch & Com
132	Kbtleessummit	Team	Reecenichols - Lees Summit
133	Kc Homes365	Team	Keller Williams Realty Partner
134	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
135	Locate	Team	Compass Realty Group
136	Sherry	Fuller	Weichert, Realtors Welch & Com
137	Ken	Rosberg	Rosberg Realty
138	Sara	Powell Moody	Weichert, Realtors Welch & Com
139	Andrea	Sullivan	Rodrock & Associates Realtors
140	Sherri	Hines	Bhg Kansas City Homes
141	Patty	Farr	RE/MAX House Of Dreams
142	Becky	Budke	Reecenichols -Johnson County W
143	Mike	O Dell	Keller Williams Realty Partner
144	Lisa	Rater	Weichert, Realtors Welch & Com
145	Connors Savage	Group	Reecenichols -Johnson County W
146	Ramseier	Group	Keller Williams Kc North
147	Vince	Walk	RE/MAX Realty Suburban Inc
148	Hannah	Shireman	West Village Realty
149	Lisa Ruben	Team	Reecenichols - Country Club Pl
150	Debi	Donner	Rodrock & Associates Realtors

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Brett	Budke	Reecenichols -Johnson County W
152	Georgiane	Hayhow	Bhg Kansas City Homes
153	Murray	Davis	Bhg Kansas City Homes
154	Mikki	Armstrong	Reecenichols - Lees Summit
155	Martha	Cromwell	The Real Estate Store LLC
156	Aravind	Pentapati	Platinum Realty
157	Kim	Brown	Lynch Real Estate
158	Hobie	Reber	Keller Williams Realty Partner
159	Aaron	Olla	Realty Executives
160	Larry	Northrop	Compass Realty Group
161	David	Van Noy Jr.	Van Noy Real Estate
162	Dharam	Chaudhari	Keller Williams Realty Partner
163	Becky	Harper	Keller Williams Realty Partner
164	Leigh Anne	Sirna	Realty Executives
165	Stroud & Associates	Team	Keller Williams Diamond Part
166	Scott	Galvin	Keller Williams Key Partners
167	Crystal	Roberts	Reecenichols - Lees Summit

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Dec. 31, 2022

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Jessica	Bowers	New Home Star
169	Sarah	Page	Keller Williams Key Partners
170	Kbt Kcn	Team	Reecenichols-Kcn
171	David	Gundersen	RE/MAX Realty Suburban Inc
172	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
173	April	Trout	Rodrock & Associates Realtors
174	Gail	Yancik	Realty Executives
175	Ben	Ewbank	Midwest Land Group LLC
176	Stephanie	Bulcock	Compass Realty Group
177	Dean	Goodell	Crown Realty
178	John	Simone	Reecenichols-Kcn
179	Kyle	Blake	Realty Executives
180	Zach	Hall	Keller Williams Realty Partner
181	Amber	Shawhan	Chartwell Realty LLC
182	Kathryn	Thomas	Reecenichols - Leawood
183	Alex	Owens	Compass Realty Group
184	Jo Marie	Arnilio	Keller Williams Kc North
185	Shannon	Lyon	Reecenichols - Leawood
186	Miles	Rost	Keller Williams Realty Partner
187	Jeff	Yacos	Realty Executives
188	Brandon	Mcgininis	Clinch Realty LLC
189	Tami	Lewis	Chartwell Realty LLC
190	Jackie	Stahl	Keller Williams Diamond Part
191	Diana	Bryan Smith	Speedway Realty LLC
192	Aaron	Potter	Exp Realty LLC
193	Debbie	Fleet	Keller Williams Realty Partner
194	True Kc	Team	Reecenichols - Town Center
195	Duke	Allen	Allen Mid West Realty LLC
196	Aimee	Miller	Reliable Home Group
197	Tom	Matthews	Keller Williams Realty Partner
198	Janell	Simpson	Listwithfreedom.Com
199	Edward	Stephens	Reecenichols - Leawood
200	Derek	Payne	Midwest Land Group LLC

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