

REAL PRODUCERS. REAL PRODUCERS. REAL PRODUCERS.
 CONNECTING. ELEVATING. INSPIRING. CONNECTING. ELEVATING. INSPIRING. CONNECTING. ELEVATING. INSPIRING.

KANSAS CITY REAL PRODUCERS®

CONNECTING. ELEVATING. INSPIRING.

A Look Back at 2022



READY

SET

HANG

MOVING CAN BE STRESSFUL.
LET US DO THE WORK.

COME HANG WITH US!



We are an Entire Home Hanging Installation Company

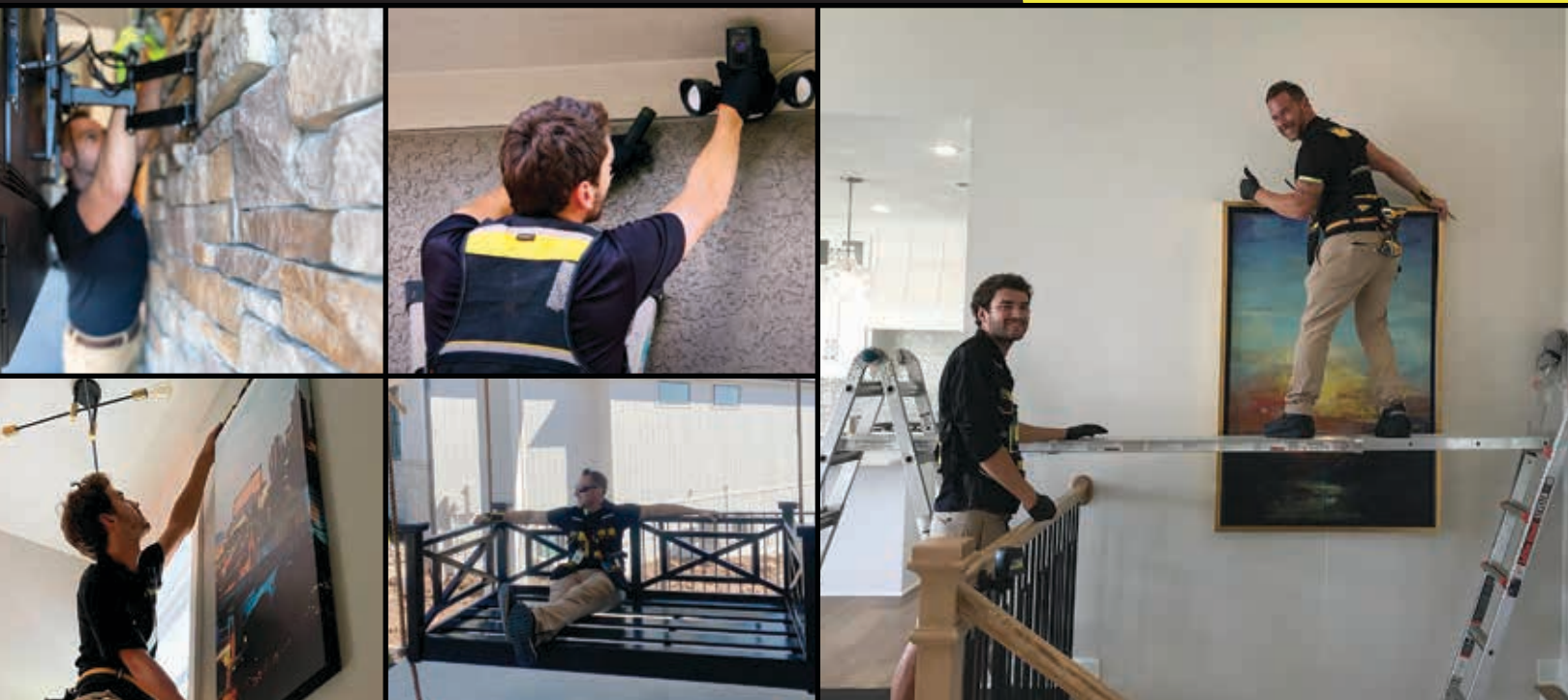
sethang.com   

IF IT GOES ON A CEILING OR WALL, GIVE US A CALL!

SPECIALIZING IN

- Wall-Mounting Your TV
- Pictures & Mirrors
- Security Systems
- Garage Racks & Storage Systems
- Chandeliers
- And So Much More

866-SET-HANG



MAKING THE HOME BUYING PROCESS **SIMPLE** FOR YOUR CLIENT



Ryan not only has consistently low rates and fees, his team is amazing at educating the entire process. Having him as our main lender makes our lives so much smoother and lots of gratitude after the deal is closed! Thanks, Ryan for 15 years of exceptional partnership!" - SHANAN STEERE



RYAN PLATTNER
Sr Loan Officer/Sales Manager
NMLS #6921
Fairway Independent Mortgage Corp
913-208-2168
RYANPLATTNER.COM

SCAN TO PRE-QUALIFY YOUR CLIENT TODAY!



MEET THE
KANSAS CITY
 REAL PRODUCERS TEAM



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



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



Andrea Hoffman
 Ad Strategist
 817-526-0999



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



Steven Black
 Photographer
 Next Door Photos KC
 816-820-5663



Cory Finley
 Photographer
 Seven Images, KC
 913-933-3349



Jennifer Johnson
 Photographer
 The Perfect Spot For You LLC
 913-201-2229



Tiffany Matson
 Photographer
 www.TiffanyMatson.com
 816-797-6722



Philip McDowell
 Videographer
 Philm Creative
 913-553-1560



Manuela Nivia
 Contributing Writer



Heather Pluard
 Contributing Writer



Christi Diggs
 Contributing Writer

If you are interested in contributing or nominating REALTORS® for certain stories, please email us at kcoffice@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Kansas City Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



**DID YOUR CLIENT JUST PURCHASE
 A HOME RENOVATION LOAN?**

Providing Design Solutions with Honest Pricing and Integrity



**WE TACKLE ANY SIZE
 JOB FROM SMALL
 PROJECTS TO MAJOR
 OVERHAULS**

Remodels • Painting • Handyman Services
 Heating and Cooling Services

"This company is super reliable and they do amazing work. I have used them to do so many different jobs managing several properties as well as for real estate when sellers are needing some things fixed up before they go on the market! HIGHLY RECOMMENDED. They have integrity and are hard working! Painting, HVAC, plumbing, make ready's, investment, rental, handyman services, tile, flooring.. you name it, they will get it accomplished!" - **Holly Renfro**



Dillon Bettinger, Owner
 (913) 291-8406
all-proserviceskc.com



Scan to Learn Why Your Clients Should Use All-Pro Remodeling + Painting for Their Next Project

TABLE OF CONTENTS

 04 Meet the Team	 08 Preferred Partners	 14 You Ask. We Deliver. Trusted Trades
 18 Save the Date: Casino Night	 20 2022 On the Rise	 24 2022 Partner Spotlights
 28 2022 Top Producers	 32 2022 Broker Spotlights	 34 2022 Featured Agents, Teams, REALTORS® to Watch and More
 40 Coaching Corner: Words Create Worlds	 42 Real Games: The "On the Rise" of 2022 Word Search	 46 Top 200 Standings



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at kcoffice@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Kansas City Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



NEIGHBORHOOD HOME LOANS

Call Me about my "Second Look Guarantee"
You Owe Your Clients the *BEST* Rate



For EVERY Closing, Nala and I give \$50 to KC's Local Rescue RESCUE K-911

RIAN BARRAZA

913.201.6261

Loan Officer NMLS ID: 2258943

*This is not a commitment to make a loan, nor should it be construed as lending advice. Loans are subject to borrower qualifications, including income, property evaluation, sufficient equity in the home to meet LTV requirements, and final credit approval. Approvals are subject to underwriting guidelines, interest rates, and program guidelines, and are subject to change without notice based on applicant's eligibility and market conditions. Refinancing an existing loan may result in total finance charges being higher over life of loan. Reduction in payments may reflect longer loan term. Terms of the loan may be subject to payment of points and fees by the applicant. Neighborhood Home Loans, LLC is an Equal Housing Lender NMLS# 2106068.

MyNeighborhoodHomeLoans.com





This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BUILDER/CUSTOM HOMES

Spieess Custom Homes
(913) 207-2877

Home Warranty Inc.
Mark Emerick
(816) 223-4018
HomeWarrantyInc.com

Guaranteed Rate
Drew White
(719) 648-4098
applywithdrewwhite.com

FINANCIAL COACHING

Brett Reid Group
(913) 530-2951
www.BrettReidWealth.com

HWA Home Warranty
(512) 534-8593
www.HWAHomeWarranty.com

Guardian Mortgage
Luke Landau
(913) 289-6018
LukeLandau@gmc-inc.com

FLOORING

S&D Flooring
(816) 738-6400

INSURANCE

Agency Insurance
Daniel Simanovsky
(913) 530-4481

Guild Mortgage
Jim Griffiths
(913) 944-4204
GuildMortgage.com/JimGriffiths

HOME INSPECTION

AMC Home Inspection
Christian Amend
(913) 353-6869
acmhomeinspection.com

MARKETING AGENCY

Philm Creative
(913) 553-1560
philmcreative.com

Homestead Financial Mortgage
Jayson Hardie / JR Obrecht
(636) 256-5712
HomesteadFinancial.com

HOME WARRANTY

A.B. May Home Warranty
Courtney James
(816) 217-6498
hw.abmay.com

MORTGAGE

Bell Bank Mortgage
Kevin Strahm
(913) 523-6251
kevinstrahm.biz

PrimeLending
Todd Branson
(816) 425-3330
www.ToddBranson.com

Cinch Home Services
Kent Labinski
(816) 665-6580
CinchRealEstate.com

Cross Country Mortgage -
The Zin Mortgage Group
(913) 320-5702
zinteam.com

Rian Barraza Mortgage
Rian Barraza
(913) 201-6261
MyNeighborhoodHomeLoans.com

Gold Star Home Warranty
Jayme Dickey
(816) 642-6800
www.GoldStarHW.com

Fairway Independent
Mortgage Corporation
Ryan Plattner
(913) 208-2168
RyanPlattner.com

MOVING COMPANY

NL Wilson Moving and Storage
(913) 236-7052
NLWilsonMovers.com

PHOTOGRAPHY

The Perfect Spot For You
(913) 201-2229
Theperfectspotforyou.com

ROOFING

Mighty Dog Roofing-Kansas City
(913) 533-7473
mightydogroofing.com/
sw-kansas-city

REMODELING & PAINTING

All Pro Remodeling + Painting
(913) 291-8406
All-proserviceskc.com

TITLE COMPANY

Security 1st Title
(913) 345-9200
www.Security1st.com

**Moving Up.
Moving Down.
Simply Moving
Forward.**

**LET US HELP YOUR
CLIENT MOVE TODAY!**

*No Matter the Type of Move,
We've Got You Covered*

NL WILSON
MOVING & STORAGE
913-236-7052
WWW.NLWILSONMOVERS.COM

NL WILSON
Moving, Inc.

Call Today!
913-357-5330
nlwilsonmovers.com

Serving the Greater Kansas City Metropolitan Area

Scan to Set Up Your Client's Quote Today!

f t y Google Maps



ZIN MORTGAGE GROUP
CROSSCOUNTRY MORTGAGE™

"As the years have gone by, Steve has become my #1 lender. I ask that all my buyers interview Steve and his team. I know once they do that, they will see his expertise, knowledge, professionalism, and his personal interest in them to serve them throughout the process.

I cannot give high enough praise to Steve and The Zin Team at Cross Country Mortgage. If you want your transaction to go smoothly with incredible communication...this is the team to hire!"
- Anne Fraser, The Fraser Team with eXp Realty, LLC



**Available 7 Days a Week
from 9AM to 9PM**



Steven Zin, CMPS

Regional Vice President | NMLS #157859
6900 College Boulevard Suite 200
Overland Park, KS 66211
O: 913-294-7771
zinteam@zmgnow.com

zmgnow.com

Branch NMLS1710357
Company NMLS3029

Do You Have Buyers on the Fence?

**Let's Start a Conversation
With Those Buyers to Get Them
Back in the Market**



- REAL PRODUCERS EXCLUSIVE -
We will waive the appraisal fee when you work with us

**Scan to Watch the Latest
Zin's Mortgage Minute**



2023

▶▶ a note from
the publisher

HAPPY NEW YEAR!

2022 was an impactful year for many. It was with friends and family that many of us overcame tough life challenges. We grew stronger, wiser, and more resilient. As the future looks bright, what better way to kick off 2023 than with a year in review?

I always love looking back on all the sensational Top Producers, Rising Stars, featured agents, brokers, and sponsors featured in the pages of our magazine in the previous year.

We truly appreciate the Kansas City-area brokerages and principal brokers that opened their doors to us and shared their history, knowledge, technology,



Happy New Year!

With Gratitude,
Reece Hale
816-588-0019

and business foundations with our readers. To our Rising Stars of 2022 that exemplify the spirit of ambition of the industry, we wish you the best in 2023! And to our wonderful partners, we are so grateful for your professionalism, quality craftsmanship, and unwavering support of the Kansas-area real estate community, as well as *Kansas City Real Producers* magazine.

As we usher in 2023, let us embolden the spirit of togetherness that embodied 2022 and embrace this supportive and resilient real estate community.



Security 1st Title

We Protect Property Rights.

Security 1st Title offers licensed and trained professionals to assist you with your title and closing needs. Our local, experienced staff delivers exceptional service to protect property rights of homeowners and lenders.

Local Service. National Coverage.

Residential and Commercial Transactions | Purchases and Refinances | New Construction
Foreclosures | HUD/FNMA | Short Sales | REO | Escrow Contract Servicing | 1031 Exchanges

14 KANSAS CITY METRO LOCATIONS

Lee's Summit | Blue Springs | Northland | Overland Park
Brookside | Platte City | Prairie Village | Olathe | Gardner



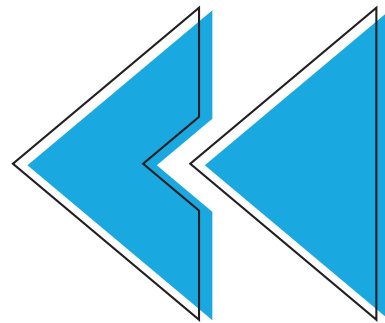
— SCAN THE QR CODE —
TO VIEW ALL OF OUR KANSAS CITY LOCATIONS

▶ you ask. we deliver.

TRUSTED TRADES

TRUSTED TRADES

are valuable vendors who know how to serve the needs of REALTORS®. You may not require their services for every transaction, but when the need arises, you're grateful for them. This group of vendors is critical to your business. Most importantly, these Trusted Trades will get the job done and make you look awesome to your clients!



Financial Advisors

Staying True To Christian Values
While Investing In Your Future

Connie Pearson
Investment Advisor Representative
(913) 709-2057 | valuesfirst.com

VALUES FIRST ADVISORS

Flooring

RATED #1 FOR FLOORING EXCELLENCE AND SERVICE

BIG BOB'S FLOORING OUTLET

For all your flooring needs, call:
Mike Elyachar: 913-634-3045
mike@bigbobskc.com | www.bigbobsoutlet.com

Electrical

CALL YOUR SERVICE TECH FROM A.B. MAY

Heating • A/C • Plumbing • Electrical

Foundation Repair

KCI PIER
FOUNDATION EXPERTS

Headshot Photography

SEVEN IMAGES

Scan to Easily Update Your Executive Headshots Today!

Call or Text | 913.284.9439 | sevenimageskc.com | f i

Heating & Cooling

MORE THAN 99.3% POSITIVE CUSTOMER RATINGS

Heating • A/C • Plumbing • Electrical

Heating & Cooling

AIR CONDITIONING REPAIR, HEATING REPAIR & INSTALLATION SERVICES FOR KANSAS CITY

On the Spot
HEATING AND COOLING

Don't struggle with a failing furnace or A/C system when you need them the most! Get fast, reliable service when you call

913-284-2224

Home Hanging Installation

READY TO SET HANG

COME HANG WITH US!

IF IT GOES ON A CEILING OR WALL, GIVE US A CALL!

866-SET-HANG • sethang.com f i t

Home Staging

From Ordinary to Extraordinary

ALL THE WORLD'S A STAGE
Instagram: @alltheworldsastagekc

913-744-9588

Luxury Estate Sale Services

Leave the work to us. We'll organize, stage, price, advertise, and host your in-home estate sale.

BROWN BUTTON ESTATE SALES

brownbutton.com • 913-815-0505

Painting

A *clean & fresh* coat of paint can make all the *difference.*

VILLA PAINTING

FREE ESTIMATES & COLOR CONSULTATION
Contact Roy Soldevilla at:
roy.soldevilla@gmail.com or
913-952-2850 | www.villapainting.com f

Plumbing



Heating • A/C • Plumbing • Electrical

**YOUR LOCAL EXPERTS
SINCE 1959**

Roofing



**HT ROOFING
& CONSTRUCTION INC**

ROOFING
GUTTERING
SIDING
WINDOWS

htroofs.com 

Contact Us! **913-828-7663** 

Property Management

**Your Choice for
Kansas City Property Management**



Scan to Find Out
the Benefits of
Using Advantage
Homes LLC

kchomevalu.com
(913) 894-5133



Roofing



**KANSAS CITY
ROOFSCAPES**

www.tilerroofkc.com **913-284-2991**

Real Estate Services






(816) 465-1252 • brownbearkc.com • info@brownbearkc.com

Roofing

**JOHNSON COUNTY'S PREMIER
LOCAL ROOFING COMPANY**

**TRUE GRIT
ROOFING COMPANY**

913.313.9594
TrueGritKC.com

Scan to Connect Today!



Remodeling

Your Home Town Remodeling & Painting Experts!



(913) 291-8406
all-proserviceskc.com

Window/Door Replacements

STATE OF THE ART ENERGY EFFICIENCY
Better Products. Better Information. Better Service.



JAY PETERSON
(816) 607-1141
APEXENERGYGROUP.COM

**KANSAS CITY
REAL PRODUCERS®**
INFORMING AND INSPIRING REAL ESTATE AGENTS

Nominate a
REALTOR®

Do you know an outstanding
REAL ESTATE AGENT?

Send us your nomination and why you think they should be in an upcoming issue.

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

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





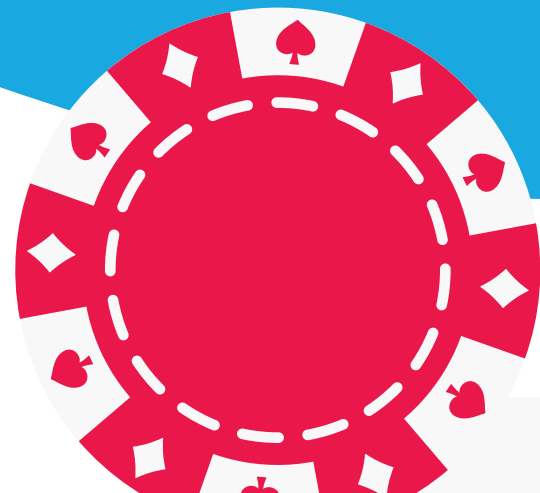
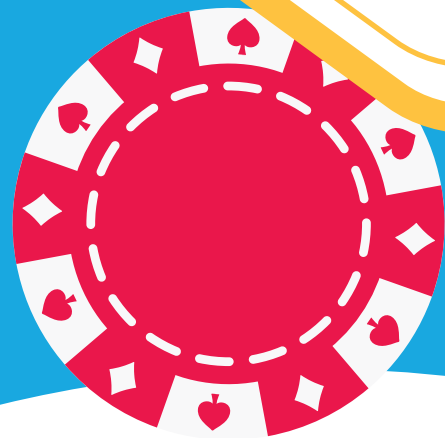
▶▶ save the date

CASINO NIGHT

FRIDAY, FEB. 3 • 6 P.M. - 11 P.M.
Lightwell Building — 1100 Main St.,
Kansas City, MO

A Kansas City
Real Producers Exclusive Event

Mark your calendars and keep your eyes peeled for
additional details and your exclusive invite.



KANSAS CITY
REAL PRODUCERS[®]
CONNECTING. ELEVATING. INSPIRING.

HAVE YOU HEARD?
GOLD STAR HOME WARRANTY IS YOUR LOCAL HOME WARRANTY PARTNER!

GOLD STAR HOME WARRANTY

Locally Owned and Operated
Support Local!

Jayne Dickey
816.642.6800 | Jayme@goldstarhw.com
GoldStarHW.com

Update Today
Pay Later

Design. Construction. Financing

How It Works

1. Discuss your or your client's project with Renovation Sells
2. We visit @ quote the project
3. Your clients can request financing
4. We get to work. Our average project takes just 3 weeks!

We work with home sellers and Realtors making important and stylish interior updates without breaking the renovation budget.

(771) 301-9433 | renovationsells.com | michael@renovationsells.com

REPAIR. REPLACE. RELAX. We Have You and Your Client Covered

JOHNSON COUNTY'S PREMIER LOCAL ROOFING COMPANY

We offer free quality roof inspections with quick turnarounds to help you close faster!

Scan to Connect Today

TRUE GRIT
ROOFING COMPANY

913.313.9594 • TrueGritKC.com

2022 on the rise ON THE RISE



CHRIS OJEDA

A full-service REALTOR®, Chris Ojeda is proud to bring his hospitality background to the table of real estate. Getting his start in the hotel and restaurant management industry, Chris held a variety of leadership roles within the private yacht and country club world across Southern California and Colorado. He quickly became known for his ability to serve clients with elegance, class, and customer service top-of-mind—an art he translated into a successful real estate career.

“I loved having that personal touch with people and knowing I was providing great service,” Chris explained. “I learned how to listen and that God gave us two ears and only one mouth for a reason. I also had the opportunity to surround myself with influential people, and seeing the way they did business inspired me to want to do the same.”

Determined to provide his clients with the white-glove service he was notorious for during his years in the service industry, Chris launched Hospitality Homes in 2020. Since his start, he has made a name for himself, providing buyers and sellers alike with personal attention and a seamless transaction from start to finish. In keeping with the five-star experience he pledges, Chris provides clients with a bottle of wine, an embroidered chef’s jacket, and custom wine glasses at closing.

MICHAEL MCREYNOLDS

Michael McReynolds became a REALTOR® with the goal of raising the industry standard. With over 16 years of experience in customer service and sales-based roles, Michael quickly established a reputation as an approachable and trustworthy partner for Kansas City families.

“Real estate can often feel very transactional,” Michael shared. “I want it to be the opposite. No matter if you’re a client of mine, a REALTOR® on the other end of the deal, a lender, title rep, or inspector. My goal is to make everyone feel like family. We’re all in this together, working toward the same goal. The people you help, the lives you change, and the family you build show who you are.”



THERESE HINDS

It’s true that those who share their gifts with a sense of abundance experience rewarding returns in their lives. Therese Hinds is a prime example of that truth. As a real estate agent with the Rob Ellerman Team with ReeceNichols Town Center, Therese demonstrates the power of growing by giving to those around her.

“I really enjoy challenging myself every day. My love language is giving,” Therese explains. “I’m a natural giver ... and I love making a difference in the world. I like the fact that every day that it’s a new challenge. I’m self-motivated, and I raise the bar and always want to challenge myself every day to do better. I would never change careers, and I love my team and the support I have here. Every single day is something different.”



HOLLY RENFRO

Holly Renfro brings first-hand experience and professional know-how to the real estate industry. As a homebuyer, home seller, and investor herself, Holly helps clients avoid pitfalls and build wealth by sharing the personal insights she has gained throughout her career. Known for her compassionate approach to problem-solving, Holly’s clients appreciate that she has walked the walk and can expertly navigate the market. Particularly with unfamiliar first-time home buyers and sellers, Holly makes the lessons she has learned her clients’ gains.

“I love that real estate is a competitive field,” Holly described. “I’m super driven, and I like to compete against myself. Working with people is something that I also really enjoy, and I love being able to work with clients through something that is such an important part of life. Every time someone chooses to work with me, I feel honored that they have let me be a part of something so huge in their lives.”



BRANDI PALMER

Brandi Palmer has found success taking the road less traveled. From an early age, her curiosity and innate entrepreneurial spirit have led her down a unique, if circuitous, journey. A competitive swimmer, a cancer survivor and advocate, a crowned Mrs. Kansas International, a small business owner, and eventually, an award-winning REALTOR®—Brandi’s tenacity and determination have been at the forefront of the myriad of hats worn throughout her lifetime.

“Success starts with your mindset,” Brandi shared. “It’s important to have the courage and conviction in yourself and your abilities to be able to get it done. I never allowed myself to believe I couldn’t do it. People don’t grow and become successful by accident. I’m constantly reminding my two daughters: ‘Be ready for the life you desire.’ It’s all about the vision and putting forth the effort to make your dreams come to fruition.”



JACKSON LIU

For Jackson Liu, among the most valuable aspects of the real estate industry is the opportunity to develop relationships with clients and business partners alike. Known for his outgoing personality and empathetic nature, Jackson is passionate about working with clients from a variety of backgrounds and going above and beyond even when it’s not expected. In the past, he has even helped clients with handy work — from replacing faucets to moving furniture—and cultivated a successful business built on good relationships.

“For me, success means that I can use my knowledge and experience to help and influence others in a positive way,” Jackson explained. “I get to meet a lot of people from all walks of life and help them make big family decisions. I get to know their stories and network with a lot of people. I show them I really care about them instead of just wanting their business. It’s about building relationships with people — winning their hearts and not their wallets.”



Do You Have Clients
**Who Don't
Want to Move
but Need to
Unlock Their
Equity?**



Adding Truehold's Sale-Leaseback to your toolkit helps you:

- ✓ Delight current clients who are unsure about selling with a **new offering**: sell your home but continue to live in it.
- ✓ Start attracting new clients who might not have reached out otherwise.
- ✓ Distinguish yourself from other brokers and brokerages who only offer to “buy, sell, or invest” in real estate.

Scan to Partner With Truehold Today!
truehold.com



OLD REPUBLIC HOME PROTECTION

**Be a super star
to your clients!**



**Offer home warranty coverage from
Old Republic Home Protection.**

- NEW! Appliance Limit Upgrade option - doubles the coverage limit per covered appliance
- No age limit on covered systems and appliances
- Call centers located in the US

**Contact me for
information today!**

Janell Enderson
Senior Account Executive
800.282.7131 Ext. 1291
C: 913.219.4245
JanellE@orhp.com
my.orhp.com/janellenderson



People Helping People

This is a paid advertisement.

**GUIDING YOUR
CLIENT EVERY STEP
OF THE WAY**



PrimeLending
TODDBRANSON.COM



TODD BRANSON
PRODUCTION MANAGER
816.425.3330
TBRANSON@PRIMELENDING.COM

NMLS# 454631
1008 W FOXWOOD DR,
RAYMORE, MO 64083

SCAN TO SEE
What Others Have to Say!



Home Loans Made Simple®

PrimeLending and KC Real Producers are not affiliated. All loans subject to credit approval. Rates and fees subject to change. © 2021 PrimeLending, a PlainsCapital Company. (NMLS: 13649) Equal Housing Lender. PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in KS, MO. V021216

▶▶ partner spotlight

2022 Partner Spotlights



THE ZIN MORTGAGE GROUP AT CROSSCOUNTRY MORTGAGE

When an individual is motivated to help others, great things happen. When a team of people who share the same vision comes together in a shared purpose, the effect is truly powerful. That's the dynamic you and your clients can count on when you partner with the Zin Mortgage Group at CrossCountry Mortgage. Each day, they pull together internally and with their partners and clients to deliver value and ease the process of moving to the closing table.

Together, the team has earned lofty honors in the industry. In fact, they were among the top 1% in the country in 2019, 2020, and 2021. In addition, they have earned the Core Best Student "Dragon Award" three times; Steven earned a Rising Star Dragon Award from Core.

"We keep growing our skill set as professionals and continue to get better at our jobs, but true passion for taking care of folks resonates more than true passion for attaining a paycheck. We are the most passionate lender in Kansas City in terms of communication, realtor-oriented process, and educating clients."

SECURITY 1ST TITLE

With a reputation built on experience, integrity, and commitment to customer service, Security 1st Title's knowledgeable staff provides clients across Kansas and Missouri with the highest level of professional service available in the title insurance industry. Security 1st Title not only offers title insurance, abstract products, and closing services but delivers innovative ways to help REALTORS® and their clients succeed.

"Our business development team is all previously licensed REALTORS®, so we are very familiar with the problems and challenges facing REALTORS®, lenders, and builders today," explained Rob Curtis, business development professional at Security 1st Title. "Our clients come to us because they know that their title business with buyers and sellers will be handled professionally and with transparency."



SEVEN IMAGES, KC

Specializing in professional real estate listing photos, SEVEN IMAGES, KC has become a household name among top Kansas City agents. Established in 2015 by photographer and seasoned entrepreneur Cory Finley, SEVEN IMAGES offers premium photos of any space. As a testament to the high-quality products that Cory and his team provide local REALTORS®, clients consistently report their listings get more visits, sell faster, and receive more competing offers as a result of the superior marketing they are able to offer.

"The top three biggest stress events in people's lives are a new job, a close loved one dying, and moving," Cory explained. "Sometimes, REALTORS® are dealing with two of those at the same time. If I can help that REALTOR® help their client by having great marketing and being a source of support, that makes me happy. I get to run my business but live vicariously through them as well."



BRETT REID GROUP

When you assist your clients in putting a plan in place to reach their real estate goals, their chances of hitting those marks increase substantially. The same holds true for you. Sometimes, in the process of helping your clients and working through the churn of life and business, it can be easy to put off those important steps to achieving success in your own future ... with a strategy that can lead you to a solid and successful retirement.

That's where you can count on the experience and expertise of co-owners and financial planners Tim Underwood and Chris Wadington at Brett Reid Group. The passion for what they do to support area REALTORS® as they plan for future success in their lives is something that drives both.

"I really enjoy being able to work with such a wide variety of people and situations — and finding solutions that help them to be successful in their finances," Tim emphasizes.

"As part of that, it means a lot to us to have people feel more at ease with any of the things we just talked about with them," Chris points out.



OLD REPUBLIC HOME PROTECTION

Guided by the principle of “people helping people,” Old Republic Home Protection is committed to raising the industry bar by offering superior protection to real estate professionals and their buyers and sellers. Since her start in the warranty industry in 1995, Janell Enderson, senior account executive at Old Republic, has put her experience and expertise to work for her clients. She has built trusted relationships with REALTORS® across Kansas and Missouri and found a passion for offering clients the best home warranty coverage and service available.

“I’m grateful that REALTORS® trust me to take care of their clients,” Janell described. “REALTORS® tend to have so many responsibilities, and they work hard; I’m always here to support them, make their life easier

and help make their transactions smooth. They know I’ve got their back, and I get a lot of joy when I can solve a problem for someone.”



CONTINENTAL TITLE COMPANY

A leader in the title insurance industry, Continental Title Company exists to ensure the security and peace of mind of every client it serves. Since 2001, Continental Title has provided outstanding closing services for the local real estate industry, ensuring valuable protection for home buyers. Over the past two years, Continental Title has established a new leadership team comprised of sales director Bobby Waldrup and marketing representatives Sarah Perry and Kayla Harrelson. Together, the trio has laid the groundwork for a highly productive team built on innovation, excellence, and integrity.

“We have been able to take on the Kansas City area as a new team by personally listening to clients and supporting whatever their needs are,” Sarah explained.



Guardian Mortgage

WAITING ON A NEW BUILD?

PROTECT YOUR RATE WITH OUR 12-MONTH LONG-TERM RATE LOCK OPTIONS.



Luke Landau

Sales Leader, Metro Kansas/Overland Park
NMLS# 502099

913.289.6018

LukeLandau@gmc-inc.com

GuardianMortgageOnline.com/LukeLandau



Consult your Guardian Mortgage loan originator for details. Certain terms and restrictions apply. Program available only to qualified borrowers. Program subject to change without notice. Underwriting terms and conditions apply. Loan subject to credit review and approval. Guardian Mortgage, a division of Sunflower Bank, N.A. | NMLS# 709491 | Member FDIC.

▶▶ top producer



Amber Rothermel

The sky's the limit for REALTOR® Amber Rothermel! After an exciting career in the airline industry, where she traveled almost nonstop to ensure aircraft excellence, Amber switched to real estate and started helping clients achieve their dreams on the ground. Since 2009, she's sold nearly 1,000 units, has a career volume of \$257 million and launched the Amber Rothermel Real Estate Team. Today, she and her crew are taking real estate sales to a whole new level.

"I love helping our clients and getting to know everyone on a personal level," Amber says. "We strive to provide the absolute best experience for our clients in what is often an overly emotional environment. Seeing them extremely happy at the end of the process and referring business to us is the most rewarding feeling. My team and I always strive to do the right thing, and I'm grateful each day I wake up that I'm allowed to be in the position I'm in."



The Spradling Group

Humble, hungry, and smart. For top producing REALTORS® Zach and Ana Spradling, that's the formula for success in real estate. And they're using it to build a mega-team of high-producing, like-minded agents. Last year, The Spradling Group closed on \$61 million in sales. This year, they're poised for exponential growth and excited to help even more REALTORS® develop their businesses and find work/life balance.

Keeping a humble heart is a crucial part of the team's culture. "It's how we interact with each other, co-op agents, and clients," Zach says. "We are here to serve. We remain open to new ideas and strive to break self-limiting beliefs. That's how we stay current. If something new and exciting happens in the industry, it's happening on our team, too. In addition, we designed our online training program, Spradling University, to be a hands-on learning platform with step-by-step videos our agents can use throughout the transaction process. And we meet one-on-one to discuss performance metrics, coaching agents to improve their skills. As a result, our agents hold themselves at a high level and enjoy masterminding with each other for continued success."



Majid and Melody Ghavami

A husband-and-wife dynamic duo, Majid and Melody Ghavami believe the foundation of their success both as a real estate team and a married couple is grounded in teamwork — being open and honest with each other, playing to individual strengths, and focusing their efforts on what they each do best. The pair entered real estate motivated by the opportunity to develop meaningful connections with local families during significant life milestones.

In real estate, the duo has found not just a job but a lifestyle. Rather than measuring achievement in accolades, number of closings, or volume, Majid and Melody believe their success is rooted in their clients' success. Buyers and sellers look to the pair as trusted advisors and rely on their substantial knowledge of the real estate market, invaluable experience in the industry, and steely determination. Above all, however, Majid and Melody are known for being principled and committed REALTORS® who operate their business with integrity.



Kristin Malfer

Kristin Malfer began her career with a desire to serve children with special needs but realized her highly empathic personality could mean compassion fatigue in that profession. Instead, she pivoted into a marketing career — an experience that has been essential for the success of her real estate business. Upon entering the industry, Kristin was determined to launch her dream business. She operated with outside-the-box creativity and resourcefulness and quickly overcame the odds to establish a successful real estate career.

Now with 24 hand-picked agents and six full-time staff members, Malfer & Associates, Compass Realty Group has successfully cultivated a team of market experts who place fostering meaningful relationships at the center of their businesses. They pride themselves on operating as a referral-based business, which is a testament to the exceptional customer service they provide. Kristin has built her dream team with the constant support of her husband, Mike. He not only supports her every ambition but is actively involved in overseeing Malfer & Associates operations.



Nelson Home Group

A real estate power couple, Joe and Lauren (Miller) Nelson found a way to turn their mutual passion for real estate into a thriving joint business. Although the pair met while working as REALTORS® at the same brokerage, once they merged their individual businesses, their road to success was inevitable. In each other, Joe and Lauren have found the perfect complement to their individual strengths and weaknesses and have flourished in the Kansas City metro market.

Joe and Lauren have placed a high value on visionary thinking and hard work driven by a passion for success. Upon combining their businesses under Nelson Home Group, the pair was mindful of establishing a driving force that would give their business a true purpose. Inspired by best-selling author Patrick Lencioni, Joe and Lauren have cultivated a business built on a potent combination of three virtues — being humble, hungry, and smart. For Nelson Home Group, this means a team that demonstrates humility, is intrinsically motivated to go above and beyond and is known for high levels of emotional intelligence and interpersonal skills. Under this ethos, Joe and Lauren have unlocked the true and full potential of their team.

2022
TOP
PRODUCERS



The Eric Craig Real Estate Team

Eric Craig is a firm believer in the value of a team. For fourteen years, he made a name for himself across the Greater Kansas City area as an individual agent, but in 2015 developed a new vision for maximizing success: building a top-producing real estate team to serve local families. By surrounding himself with the right mentors, partners, and team members, Eric propelled his career's upward trajectory while providing opportunities for fellow REALTORS® to do the same.

Eric and his team have established a reputation for their client-first approach to real estate. As strategic partners, the group devotes its time to learning about each client's "why" and then works diligently to promote and protect their individual interests. From their start, they have placed a heavy emphasis on delivering a client experience that is centered around honesty and excellence.

"Our philosophy is simple: Clients come first," Eric described. "We maintain communication with our clients to keep them informed and to ensure they receive the highest level of service throughout the entire buying or selling process. We take great pride in the relationships we build, and we work relentlessly to help them through the process."



Shannon Doser

A wise agent once told REALTOR® Shannon Doser, "Don't run so fast you forget why you are running." Following that advice, Shannon spent the first 15 years of her real estate career putting her family first while exploring different models to grow her business. When Gary Keller and Adam Hergenrother launched Livian last year, Shannon realized she didn't have to recreate the wheel to find the right work/life balance.

Since transitioning her SDG team to Livian, Shannon's group has gone from producing \$37 million in sales in 2021 to being on track for hitting \$50 million this year. Their goal is to be a \$100-million team in 2023.

"Leaving a legacy is great, but I want to impact others now," Shannon says. "When I started my career, I sought the advice of older women and listened. Now, I have the opportunity to help women who are 10 to 15 years behind me find fulfillment in their families and careers without having regrets about lost time."



Allison Rank

A dynamic group of ReeceNichols agents led by an award-winning REALTOR®, the Allison Rank Team is made up of skilled professionals with unparalleled knowledge of the local market. Dedicated to going above and beyond for each client they serve, Allison and her team seek to deliver a fulfilling experience in the journey of homeownership as part of every transaction. Since their entry into the industry, the group has made incredible strides across the Kansas City metro.

"The two most rewarding things about my business are the relationships that I have made along the way and building up the agents that are on my team," Allison shared. "I have watched those agents grow in knowledge but also in confidence. Knowing that I have been a part of that is a really good feeling. I have also gained some great friends through the course of working with people in their real estate transactions. I simply really enjoy helping people through the process. That is the reason why I do what I do. Always has been."



Dan Lynch

Driven by an indomitable spirit, Dan Lynch's unflagging persistence is the cornerstone of his success. As a lifelong resident of Leavenworth County, Dan's experience in both the industry and the local community has helped him build an award-winning, multi-million-dollar business. Lynch Real Estate is recognized across the Kansas City area for delivering quality service to clients, enhancing the local business community, and setting a superior benchmark for the industry to follow.

"I find success to be consistent for those who can build and keep long-lasting relationships with their clients," Dan shared. "It's about understanding the value of relationships and being able to build strong relationships with others. I believe my experience in real estate and the area will help our clients today, tomorrow, and throughout the years that follow."



Earvin Ray

Earvin Ray's philosophy is simple: Clients come first. Even as a top-producing REALTOR® who earned the Rookie of the Year Award for the entire Midwest region, Earvin measures the success of his business by the satisfaction of his clients alone.

From his start in the business, Earvin has purposefully sought out fellow real estate professionals he admires and whose footsteps he hopes to follow. By seeking out agents operating at the highest levels of the industry, he has acquired a wealth of knowledge that has guided his career. Being willing to listen, incorporate innovative technologies, and adapt flexibility into his business, Earvin has leveraged the best of those around him for his team's success.

"Creating relationships with other agents is 100% very critical for us," Earvin explained. "I tell the team all the time, we have to have a good reputation and good relations with other agents in order to be successful. We're still relatively new, so we have to work twice as hard and get after it, but having a good reputation is part of the reason we've had the success we've had."



Lance Tomlin

Locally owned and operated, the Tomlin Team is comprised of real estate professionals who are not only devoted to serving their community but have a deep personal interest in the customers they serve. As experienced REALTORS® with access to top listings, a worldwide network, and a commitment to excellence, the Tomlin Team sells more than just homes; they sell a way of living.

"With real estate, we get to serve people by creating win-win situations — that's the most exciting part of what I get to do every day," Lance shared. "Zig Ziglar says, 'If you help enough people reach their dreams and goals, you'll eventually reach yours.' That's something I live by."

KRISTA WILSON

When we find new ways to look at the way we do what we do, we discover a new world of possibilities. That's one of the many areas where Krista Wilson excels. As senior vice president of brokerage with ReeceNichols Real Estate, a Berkshire Hathaway Affiliate, Krista drives to help others achieve their dreams by exploring new spaces.

"When we become successful as agents, we can sometimes stop doing the things that got us there in the first place," Krista points out. "So, I like taking a back-to-basics approach to stay disciplined with fundamentals. Then, in addition to that, it's also important to try to find that one thing that can push you outside your box that can help you build."

"I love watching my agents grow ... coaching people and seeing them become successful ... watching the light bulbs come on and teaching them. I believe that real estate is about teaching people and explaining difficult things to people who don't do them on a regular basis. That's really rewarding," Krista emphasizes.



2022

» broker spotlight

BROKER SPOTLIGHTS

ROBIN HENRICKS AND GENEVRA COLLINS

Co-team leaders Robin Henricks and Genevra Collins are top producers in the Kansas City metro real estate industry, bringing their combined expertise to Keller Williams Partners Inc. The duo recently joined forces and have since unlocked their true potential as leaders of the largest real estate office in Kansas City. With Genevra's background in ministry leadership and real estate investment, and Robin's experience as a former franchise owner and operating principal for Keller Williams in North Carolina, the pair were a natural fit. Genevra and Robin attribute their leadership success to building strong relationships and presenting creative solutions for REALTORS® to grow their businesses.

Robin and Genevra have found in each other the perfect complement to lead their brokerage to success, while their respective expertise has allowed their team to flourish. Despite their varying backgrounds and unique niches, they have created one team with the same mission and vision: Changing people's lives so they can leave a legacy for the ones they love.



"We want to leave people better than when we found them," Genevra explained. "People don't care how much you know until they see how much you care. In the end, we want to make an impact on others by inspiring them to do the things they never thought possible and cheering them on. It's all about helping others be the best version of themselves."



SHAWNNA MURRELL

Characteristic of her commitment to serving her community is Shawanna Murrell's passion for helping local families achieve the dream of homeownership. Inspired by the hard work and success of her father, who was a local entrepreneur, Shawanna founded Murrell Homes Real Estate with the vision of creating a cohesive team of professionals who share in the mission of raising the industry bar. Recognized as one of Kansas City's fastest-growing real estate groups, Murrell Homes serves as a conduit for helping agents find their professional purpose.

"I want people to understand that my business is more than just selling houses," Shawanna explained. "It is about changing lives, helping people reach their potential, and breaking generational boundaries for our community. I want to educate people on the importance of homeownership and passing on something to their children. If you focus on making money, you won't make any, but if you focus on helping people by being a resource and filling a need in the community, then the money will come as a plus."

MELISSA HILLS

Professional REALTORS® are invaluable, and nobody understands that better than Hills Real Estate. Before becoming agents themselves, Parker and Melissa Hills launched an app to connect buyers and sellers outside the MLS channel without using REALTORS®. However, they quickly learned human touch is irreplaceable in the real estate process. So they pivoted. In 2014, leaving their start-up idea behind, the Hills created a boutique brokerage that combines superior technology with exceptional REALTORS® for the best of both worlds.

The new brokerage model was a resounding success. Hills Real Estate now includes 13 incredible REALTORS® and had \$40 million in sales last year. "All of our agents have a growth mindset and a collaborative spirit," Melissa says. "We are always looking for ways to improve and finding opportunities to learn from each other and our experiences. It's not a comparison game. As the trainer and team leader, I like to remind agents there will always be enough clients who align with them and want to work with them if they are authentic and honest. An abundance mindset is vital in our industry and life. At Hills Real Estate, we are deeply thankful for our team of agents, who are fun, creative, supportive, positive, and always willing to help each other. They are priceless!"



2022

FEATURED AGENTS,

▶ featured agents and teams

TEAMS, REALTORS® TO WATCH & MORE



KATHLEEN MARKHAM

When Kathleen Markham left her role in corporate America a few years ago, she was ready for a change that brought a greater sense of purpose to her life. She found it. As a team lead and REALTOR® with the TrueKCTeam with ReeceNichols, Kathleen finds fulfillment through her work with her clients. In a very short time, Kathleen has launched her successful real estate career and demonstrates a powerful ability to rapidly grow her results.

“I have great friendships and a career that does not feel like a job. Success is now. And in a year, if what I want changes — I know I will work to achieve it ... and then have success again,” Kathleen emphasizes. “I just love doing this gig and lean in a little more every day. I show up every day and keep leaning in.”



STEVE COURTNEY

Steve Courtney has long enjoyed a deserved place in various spotlights and on numerous stages in life. As a REALTOR® with Keller Williams Realty Partners and as a lifelong singer, Steve shares his gifts with those around him. In the process, those who know him know that he hits all the right notes when it comes to making dreams come true.

As Steve says, “I hope that when people think about me, they think of someone who answers his phone, communicates, creates win-win situations, and gets the deal done. I don’t see people as a number or a transaction,” he says. “I see them as people with real needs, real fears. I want to be that person to help them get to the next phase of life.”



VICKI SMITH

As a REALTOR® with RE/MAX Innovations, Vicki Smith helps her clients open new doors by ensuring that all of the pieces fit the way they’re supposed to.

“I specialize in new construction. I enjoy the process of seeing homes built. I’ve been working with a builder for about seven years. He has helped me learn through time,” Vicki says. I like the process of building and helping people

get the features they want in a new home. It’s a very emotional time for people, and it can be a very high-stress situation. I’m a big picture kind of person and problem solver.”

Those who know and have had the chance to work with Vicki know that they can count on her dependable, hard-working spirit. “Once I start something, I stick with it,” she says with a smile. It’s a drive and a passion for life and business that have served her well through time.

BAILEY LYONS

A lifelong resident of Bourbon County, Bailey Lyons holds an intimate knowledge of the Kansas-Missouri real estate market, which has made her an invaluable resource for local families. With strong ties to the community and a passion for providing exceptional client

service, Bailey takes pride in safeguarding the interests of her community and those who place their trust in her. Since her start in real estate in 2018, Bailey has made her service mindset, hometown spirit, and philanthropic efforts the cornerstones of her business. Her dream of opening a grassroots brokerage has flourished because of the personal touch she provides to every client she serves, as confirmed by their rave reviews.

“In my community, there are no real estate franchises — it’s very much a showcase of local, independent brokerages,” Bailey explained. “When I opened Lyons Realty Group, I envisioned a modern and fresh brand that could stand out in the bigger cities while still being completely centered around small-town values and old-fashioned service. As I’ve seen this vision come to life, I am proud of the value that it continues to add to our customers and our community.”



ANNE MARIE RESTREPO

In the search for quality service that makes a difference in the world, reliability is key. People want to know that you’re there at their side today and tomorrow. That’s the spirit that Anne Marie Restrepo works with, too. Through her role each day with KC Loft Central with Chartwell Realty, Anne Marie demonstrates true leadership for those around her ... for the long run.

“What I tell my clients is that I want them to be happy with the product and the purchase experience. They can easily find me in my office, which is located downtown at 10th and Wyandotte with KC Loft Central,” Anne Marie says. I think they feel more confident knowing I will not disappear after closing, and I am here for them long-term.”



SAMANTHA SALEM

As the team leader of Kansas City Lifestyle, home consultant and REALTOR® with ReeceNichols, Samantha Salem shares her strengths with others — leading the way forward for those around her.

“I have an agent-focused team. We are all partners that brainstorm and collaborate together. We are friends that push each other to always be better and do better. We’re in this together as a team of people who work as one. I am like their business coach to be there for them with advice and help them grow their business,” Samantha explains.

“We talk about what top-notch service is, and we don’t do anything less than that. If we can’t give our clients a great experience, why are we here? We listen to them, they know exactly what we’re doing, and they trust us.”



TAYLOR AND OLIVIA REESE

Your clients count on your drive and creativity to get them to the finish line. That’s a role that Taylor and Olivia Reese take very seriously. As a husband-and-wife REALTOR® team with COMPASS Realty Group, Olivia and Taylor take pride in rising above the challenges they encounter.

“I love the deals. The challenge of making deals happen for our clients looking to make a change in their lives through real estate gives me a lot of joy. It’s exciting to

see them moving on into the next phase of their plans,” Taylor says. “I enjoy seeing our clients with their transaction(s) complete and excited about what comes next!”

“Educating people on the process and having them understand that they are 100% comfortable moving forward in the process and working with us,” Olivia says. “We are extremely hands-on to strive to make the process smooth. That has been one of the highlights in our feedback when people recommend us.”



JOE WOODS

In the course of moving dreams to reality, there’s no substitute for action and hard work. But what is just as vital is ensuring those efforts are channeled in effective ways to ease the journey forward. That’s an area where Joe Woods excels. As a REALTOR® and builder with John Moffitt & Associates REALTORS®, Joe employs a winning strategy as he serves the best interests of those around him.

“My time playing sports was important because it solidified the need to always do a good job and do things correctly,” Joe explains. My strategic outlook on business and life has been very important. That has been vital through time for me and our business.”

JORDAN HALL



Jordan Hall has been in real estate for three-and-a-half years and is licensed with Platinum Realty in both Kansas and Missouri. More recently, she made the decision to start her own team, Hall Homes & Co., where she has welcomed two agents. She specializes in first-time home buyers as well as new construction but says she loves the opportunity to help customize her services to each client and their needs.

“I am so passionate about everything house-related! I plan to keep expanding my team and helping as many people as I can achieve their “house” goals! My team especially enjoys assisting first responders, Veterans, educators and health care professionals in the home selling/buying process.”



MORGAN BAILEY

Real estate has been a passion for Morgan Bailey from a young age. She always felt drawn to spaces that were welcoming and desired to know the story behind the people that dwelled there. She acquired her Texas license in 2012, and after six years in the Dallas/Fort Worth area, it was time to head back home to Kansas. She knew she wanted to continue her real estate career in the Kansas City area and could think of no one better to do that with than the Wendy Foil Team (now West Village Realty).

“One of the hardest parts about starting over is not just building your sphere from scratch but unlearning and re-learning how real estate is done in a new state. I am beyond grateful to the group of amazing women I’m surrounded by at West Village Realty for being a consistent support system through this last year and a half!”

DAYNA MURPHY

Dayna Murphy is a licensed agent with RE/MAX Infinity in Overland Park, KS. She has been actively practicing real estate for a little over a year and is licensed both in Kansas and Missouri. Since transitioning into real estate this last year, she has closed over \$6 million in gross sales and says she owes much of her success to her Aunt and the way she believed in Dayna to do great things as she did.

“I continue to set my goals high and strive to be the best I can be, both personally and professionally. I am excited to see where this amazing journey takes me!”





JIM GOODWIN

When life's changes and challenges swirl around us, it can be very difficult to find an answer to get through them. That's why when you find a way through difficulty, the rewards can mean so much. That's the spirit of perseverance at work with Jim Goodwin. As broker/owner of Executive Asset Realty with eXp Realty, Jim demonstrated how his will and vision for the future were stronger than the storms in his life. In the process, he overcame addiction to build a thriving, successful business that successfully serves the dreams of those around him.

"I know there are other people out there struggling with the same things I did," he says with determination. "I want them to know that it will be OK and there is a way out." Despite the challenges and hurdles that Jim faced, he is proof positive of what is possible even during the darkest hours.

APRIL TROUT

When you consider your favorite parts of your work in the business, what comes to mind? Chances are good that your favorite aspects involve making your clients' dreams come true. That's a big part of the satisfaction that April Trout feels for her work, as well. As a REALTOR®

with Rodrock & Associates, April has a passion for making the right match for her clients.

"I definitely love interacting with clients. I do re-sale and new construction. I'm thankful to have that balance between the two which has really helped my business get to this level and has given me the opportunity to help families on all sides of a transaction. It allows me to see different perspectives and, in turn, be the best advocate for my clients," April says.



LAUREN ANDERSON AND ERIN DREILING

Serendipity: the occurrence and development of events by chance in a happy or beneficial way. Ask Lauren Anderson how her business partnership came about with Erin Dreiling two years ago, and she humbly credits a "serendipitous" reason. But when you take a look at their combined career volume of more than \$150 million — most recently in 2021, a total volume of \$43.9 million — you see it's more than just luck.

The productive pair of REALTORS® at Reece & Nichols, The Village combines family real estate history and knowledge with a love of homes and architecture in Kansas City.

"We want to be remembered as agents who put a part of ourselves in everything we do. We operate on a deeply personal level and are on the front lines with our clients," Lauren says. "We are small-business owners who are front and center every day, ensuring our service is top-notch, and our clients are the priority."

▶ your real estate deserves immediate attention

LET US HELP IT RETAIN ITS VALUE

Your Trusted Local Restoration Partner




- Water Damage Restoration
- Mold Remediation
- Fire & Smoke Restoration
- Reconstruction & Remodeling
- Carpet Cleaning
- Air Duct Cleaning

24-Hour Emergency Services Available
Scan to Book Service Online
Missouri Area: 816.654.5067
Kansas Area: 913.402.6032
envirodry.org



your go-to
HOME WARRANTY GIRL

Give your clients the best with an HWA home warranty

- 🏠 13 Months of Coverage
- 🏠 FREE Listing Warranty
- 🏠 Re-Key Service
- 🏠 No Cap on Refrigerant
- 🏠 Online Ordering and Claims

Ilyssa Cohen



13 mo. WARRANTY

512.534.8593
ilyssa.cohen@hwahomewarranty.com
www.hwahomewarranty.com

WORDS CREATE WORLDS

» coaching corner

WHAT'S IN? WHAT'S OUT?

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

"Words create worlds."

This is the introduction Jake Dreyfuss used when he interviewed our CEO, Christy Belt Grossman, on his podcast "Sell Them With Kindness."

He made the comment in relation to the evolution in the industry that Christy has spearheaded for many years, to elevate the operations role in real estate, changing the vernacular from *"just an admin"* to **"Ops Boss®"** (yes, the term is trademarked!).

If you have attended our class *"BE A BOSS! 10 Secrets of a Mega EA"*, you know an "average assistant" and an Ops Boss® are like apples on a tree vs. tarte Tatin! (Raw ingredients versus an upside-down French apple tart that is to die for!)

Ops Bosses® are not paper pushers. They are business partners, entrepreneurs, and growth-minded action-takers who "own" their side of the business.

When a REALTOR® views the role as an "Ops Boss®" versus an "assistant," everyone's world gets bigger: the agent's, the Ops Boss's®, and the team's. Expectations are higher, and what is possible expands exponentially — just by changing the word you used to describe the role.

If words create worlds, how are YOU being purposeful with the words you use to ensure you create bigger worlds for your teammates? And for yourself?!

Here are a few examples of "Ops Boss® Real Talk" to get you started:

OUT: Confrontation

IN: Conversation

"Average assistants" fear confrontation. As a result, they often avoid the "hard" topics. Ops Bosses® know entrepreneurs count on them to bring a fuller perspective when decision making, for "hole poking" when necessary and for being the "Captain of Consistency" to keep them focused.

If you think of this as "conversation" instead of confrontation, it becomes much easier. This means problems are solved faster. Solutions are better thought out. The result is a business that grows stronger, faster and bigger. This creates bigger worlds for all involved.

OUT: Accountability

IN: Coaching

The word accountability has a bad rap. The reality is true Ops Bosses® CRAVE accountability. They seek it out like a moth to a flame. So do the most successful business owners. That said, we often have team members who aren't where we are (yet). It's our opportunity to encourage our team to step up to be their best. Instead of weekly "accountability meetings," what if you had weekly "coaching" or "one on ones" with your team? This makes it more about them than it does about you. (Isn't that how it should be, anyway?)

PS — Team leaders, if you have a business coach and you're in growth mode, put your Ops Boss® in operations coaching. Double sled dogs (versus one lead) pull the team faster.

OUT: Goals

IN: Commitments

OK, we are not saying throw your goals out. We all need BIG goals. And, if we focus on our activities, the results will follow. So instead of focusing on lagging indicators — move your weekly focus to

commitments. Ask yourself (or your teammates) what you *commit* to doing this week. That one word will change your life and theirs. (Same idea as *"There's no such thing as try."*)

OUT: Talk About It (or Just Do It)

IN: Implement It

Lots of teams talk the talk. Very few walk the walk. Some don't get past the "talk about it" stage. (See Goals vs. Commitments above). Other teams skip from crawling to sprinting, only to be surprised there are hurdles on the track.

Instead of dreaming up an idea and "just doing it," *implement* it.

Implementing implies pre-learning and planning. It implies purposefulness and an implementation PROCESS. (We teach the "Five Steps To Creating A System" in our "Systems Are Sexy" class.) Implementing means less work on the back end. And it means you get the actual results you're looking for versus a bunch of unintended and problematic results.

"Do it" feels faster. It's not, because "just do it" means "now fix it" follows. Instead, "Implement it"!

MORAL OF THE STORY: You've heard the saying, *"you're either growing, or you're dying."* Your words have the same effect. Choose carefully. The words you use can create great big worlds — for you AND your team.

This is "real talk"! And we think that is bossy!

PS — If you want to be part of the realest of real talks and high-level operations conversation, join us at the Sixth Annual Ops Boss® Leader Retreat Oct. 6-8 in the Washington, D.C. area! It's where the unicorns come out to play!



CHRISTY BELT GROSSMAN is the founder and CEO of Ops Boss® Coaching. Prior to that, Christy was COO of one of the nation's first teams with \$1 Billion in sales. Ops Boss® Coaching provides classes, group coaching, elite 1:1 coaching and an annual conference JUST for real estate operations professionals. www.OpsBoss-Coaching.com.

▶▶ real games

THE ON THE RISE

OF 2022 WORD SEARCH

R F J P C F S N I A X E H C W
 V O Z E W K W E N K E Q A V A
 Q I S I F B N G F L G T N Q L
 X X X E U F I M E J H C N L K
 N L E C N E Y N S E O X A I C
 U E S D K A I A R H F J H Z A
 M R E I O R S I C W W Q S J L
 A D N F E K N R P O X Q H A B
 C G V H Q E R T A V S W I E E
 I V T O O Z M L B Z V E R G S
 S A D W Y S P J W I A T E E S
 K C E Q T T U R L O X D M R E
 W N P H O W A Z T R M Z A U J
 S A R A H H A R N E T T N N O
 S T T I P L O C R E T E P D I

FIND THE NAMES OF THESE AMAZING "ON THE RISE" AGENTS

Chris Ojeda
 Michael McReynolds
 Therese Hinds
 Holly Renfro
 Brandi Palmer
 Jackson Liu

Observing Oosouji: Out with the Old

It's a new year, a transitional time to embrace the sentiment of "out with the old, in with the new." There's something about turning over the calendar page (hello, 2023!) that feels fresh and invigorating, like anything is possible.

In Japanese culture, the concept of *oosouji*, which literally translates as "ooo" (big) and "souji" (cleaning), presents a similar notion, with an emphasis on clearing out the old. In fact, it is considered inauspicious to welcome a new year with any "old business" (including dirt and clutter!) outstanding. How can we adopt this ritual of release as we march forward into a brand-new year?

Start with the right mindset. We often view cleaning as a dreaded task to be procrastinated as long as possible. Try to reframe this problematic mentality as one of forward-looking productivity. Much like a ritual, clearing out the physical dust of the old year means also clearing out the emotional and mental dust, wiping the slate clean for what is to come.

With that liberating viewpoint in mind, it's time to get your hands dirty:

- *Oosouji* is, traditionally, a top-to-bottom cleaning, so start at the top by dusting ceilings and fans, wiping down walls and dusting furniture and then vacuuming, sweeping or mopping floors.
- Designate several boxes in each room for items that are no longer meaningful, beautiful or loved, and when you've finished with your task, pass them along however is appropriate. Eliminating what you no longer use creates space for new ideas and frees you from unnecessary burdens. Also, include a bag or box for waste, removing it (symbolically taking out the mental "trash") from the house as soon as you finish that room. You will be surprised at how much lighter you feel!
- Last, remove stains from your home, whether on the furniture, carpet or grout. Old stains remind us of the past and have no place in a newly purged space.

If possible, every family member should be involved in your cleansing practice, making careful decisions about their individual possessions and benefitting from this fresh start. Happy New Year!



Resolve to protect the gifts that Santa brought

Supercharge 14-month* warranty coverage in the new year with SurgeShield surge protection for appliances and select electronics



Scan to contact Team Emerick

Please review the actual terms and conditions for coverage, limitations, and exclusions at homewarrantyinc.com.

Home Warranty. Protect what matters.

Jan 23

homewarrantyinc.com/surgeshield

Are Your Clients Ready to Be
FLOORED?



Call Scott Wheatley Today to Start Updating Your Seller's Floors!

S&D FLOORING
816-738-6400 | wheat60@live.com

YOUR HOME WARRANTY EXPERTS



THANK YOU

Our partnership means a lot.
All of us at Cinch are grateful for the opportunity to provide your clients with the peace of mind and coverage they need during the real estate process.

Contact your local account executive to learn more about our plans or scan the QR code to download their brochure:



 **Kent Labinski**
(816) 665-6580
klabinski@cinchhs.com

cinchrealestate.com | (800) 247-3680

©2022 Cinch Home Services, Inc. All rights reserved. Cinch is a registered mark of Cinch Home Services, Inc.

RESTORE | RENEW | REJUVENATE

From Jobs as small as Air Duct Cleaning to Full Bathroom Remodels, We Will Be There for You!

Your Trusted Local Reconstruction & Remodeling Partner



CLEANING & ENVIRO-DRY RESTORATION

Scan to Book Service Online



Missouri Area: 816.654.5067 • Kansas Area: 913.402.6032 • envirodry.org



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.

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Nov. 30, 2022

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	Reecenichols - Lees Summit
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	Blake Nelson	Team	Keller Williams Key Partners
9	Hern	Group	Keller Williams Platinum Prtnr
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	Thrive Real Estate K	Team	Keller Williams Key Partners
15	Spradling	Group	Exp Realty LLC
16	Andrew	Bash	Bash & Co. Sotheby'S Internati
17	Nelson	Group	Keller Williams Kc North

DISCLAIMER: Information is based on reported numbers to the Kansas City REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Kansas City REALTORS® through the MLS within the date range listed are not included. Kansas City REALTORS® is not responsible for submitting this information.



BRETT REID®

A Profit First Professional Company

PROVIDING REALTORS® WITH LIFE-CHANGING STRATEGIES FOR THEIR FINANCIAL FUTURE

TIM UNDERWOOD
TIM@BRETTREIDGROUP.COM | 913-530-2951

CHRIS WADINGTON
CHRIS@BRETTREIDGROUP.COM | 913-745-7777

CONTROL YOUR FINANCES
INCREASE YOUR PROFITS
EMBRACE YOUR PROSPERITY

CALL TO BOOK YOUR STRATEGY SESSION TODAY 4200 Somerset Dr. #101 Prairie Village, KS 66208 | 913-717-7600

TOGETHER

We'll Help Your Clients Achieve More

Guild

mortgage



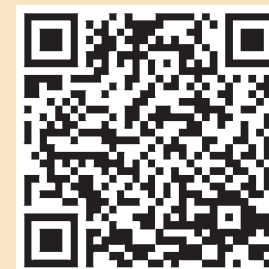
When partnering with us, you'll enjoy:

- ✓ **Fast, upfront preapprovals**
- ✓ **Hundreds of unique loan products** for greater buyer qualifying potential
- ✓ **Local processing and underwriting** for quick turn times
- ✓ **The backing of experts** who know how to get any type of deal closed
- ✓ **Peace of mind** knowing your clients will have an outstanding experience



Jim Griffiths and I have worked together for the past 7 years and he has been the most important partner in my real estate career. Jim's greatest strength and asset to my business is his ability to problem solve and think outside the box. Any lender can execute a clean buyer file but the great lenders rise to the occasion when things are not so simple. Jim constantly has risen to the occasion for my people and I trust no one more than him for my buyers lending needs!"

- Austin Short, The Austin Short Group
Realty Executives Elite



Scan to Find the Loan that Easily Fits Your Client's Life!

Jim Griffiths

913.944.4200
913.972.2113
guildmortgage.com/jgriffiths
NMLS#796637



Guild Mortgage Company; Equal Housing Opportunity; NMLS #3274 (www.nmlsconsumeraccess.org). All loans subject to underwriter approval; terms and conditions may apply. Subject to change without notice.

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Nov. 30, 2022

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

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

DISCLAIMER: Information is based on reported numbers to the Kansas City REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Kansas City REALTORS® through the MLS within the date range listed are not included. Kansas City REALTORS® is not responsible for submitting this information.

GIVING YOUR CLIENTS

Peace of Mind

WHEN BUYING THEIR

Dream Home

VETERAN OWNED

ACM


ESTD HOME INSPECTION 2018
KANSAS CITY

Your One-Stop-Shop For:

- Home Inspection · Listing Inspection
- New Construction Inspection
- Termite Inspection
- Engineering Consultations
- Radon Measurement · Mold Inspection
- Onsite Reporting

CHECK OUT OUR GOLD and MVP PACKAGES



REALTORS®

Scan to Quickly
Book Online

The Gold Package

BASIC INSPECTION + RADON,
TERMITE AND SEWER SCOPE

The MVP Package

INCLUDES ALL OF THE ITEMS IN GOLD + AIR QUALITY
(MOLD TESTING) AND THERMAL IMAGING
(THIS IS THE MOST INCLUSIVE INSPECTION AVAILABLE ON THE MARKET)

(913) 353-6869 | acmhomeinspection.com



WE'VE GOT YOUR \$IX

Drew White,
*VP of Mortgage Lending
US Army Special Forces Retired
NMLS# 1900791*

**Find out
how we
can make
your life
easier and
help you
earn more
money**

Office: (913) 225-9316
Cell: (719) 648-4098
drew.white@rate.com
people.rate.com/drew-white-1900791

1512 N Church Rd. Ste. B
Liberty, MO 64068

Lead Generation | Loan Status Monitor
Co-branded Marketing | Coaching Videos



Scan to
Easily Sign
Up for Your
**FREE Agent
Advantage
Account**



Copyright © 2000-2022 Guaranteed Rate. All rights reserved. NMLS License #2611 3940 N. Ravenswood Chicago, IL 60613 - (866) 934-7283 The company name, Guaranteed Rate, should not suggest to a consumer that Guaranteed Rate provides an interest rate guaranteed prior to an interest lock. Drew White NMLS ID: 1900791; MO - 1900791, CO - 100515554, FL - L092741, GA - 1900791, KS - L0.0040609, TX - Licensed

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Nov. 30, 2022

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

DISCLAIMER: Information is based on reported numbers to the Kansas City REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Kansas City REALTORS® through the MLS within the date range listed are not included. Kansas City REALTORS® is not responsible for submitting this information.

THE ONE SPOT FOR ALL YOUR REAL ESTATE MARKETING NEEDS

Our Goal Is To Help You Stand Above The Crowd. In Today's World, You NEED A Creative Edge To Separate Yourself From The Competition. Establish Your Brand As An Innovative Agent Who Provides Better Services And Uses Smarter Marketing Tools To Get Homes Sold FAST.



Scan to See Why We are the Perfect Spot For YOU!



THE PERFECT SPOT FOR YOU, LLC
ALL YOUR REAL ESTATE MARKETING NEEDS IN ONE SPOT



Wow! Always impressed by the timeliness of booking a shoot and the intense quality of the photos! They are very professional and their work is outstanding!



Keri Janda

REAL ESTATE PHOTOGRAPHY • MARKETING VIDEOS • SOCIAL MEDIA POSTS
HEADSHOTS • VIRTUAL STAGING • MATTERPORT 3D TOURS

CONTACT US BECAUSE YOUR FIRST EIGHT SECONDS COUNT
913.201.2229 • THEPERFECTSPOTFORYOU.COM

NEW YEAR, SAME CONTINENTAL TITLE.

Cheers to the New Year! As you pursue your goals, we're here to help with title insurance that gives your customers piece of mind.

GET IN TOUCH!
ctitle.com/contact



TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Nov. 30, 2022

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Rachelle	Moley	Weichert, Realtors Welch & Com
102	Ron	Henderson	Keller Williams Kc North
103	The Fussell	Group	Keller Williams Plaza Partners
104	Jodie	Brethour	Compass Realty Group
105	Lynne	Matile	Reecenichols - Overland Park
106	Adam	Papish	Keller Williams Realty Partner
107	Andy	Blake	Realty Executives
108	The Carter	Group	Keller Williams Platinum Prtnr
109	Lisa	Rees	Coldwell Banker Reilly & Sons
110	Bill	Hightower	Reecenichols Excelsior Spgs
111	Patty	Simpson	Crown Realty
112	Kauffman	Group	Bhg Kansas City Homes
113	The Butler	Group	Keller Williams Realty Partner
114	Mills Farm	Team	Bhg Kansas City Homes
115	Eddie	Davis	Orenda Real Estate Services
116	Brooke	Miller	Reecenichols - Country Club Pl
117	Shaun	Ashley	RE/MAX Heritage

DISCLAIMER: Information is based on reported numbers to the Kansas City REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Kansas City REALTORS® through the MLS within the date range listed are not included. Kansas City REALTORS® is not responsible for submitting this information.

WE TRANSFORM BUSINESSES

We handle the details so business owners can spend their time doing what they do best.

- Web Design
- Acquisition Email Campaigns
- Search Engine Optimization
- Live Chat
- SEM / Paid Search
- Mobile and Display Advertising
- OTT / CTV Streaming Advertising
- Paid Social Media



Reach out to your neighborhood publisher for more information.

HYPORTDIGITAL.COM



YOUR #1 REFERRAL PARTNER FOR INSURANCE



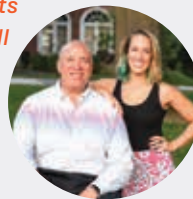
LET ME SHOW YOU HOW I CAN HELP YOUR CLIENTS SAVE

HOW DO I HELP MY REFERRAL PARTNERS?

Here are just a few ways...

- Over 20 carrier options
- I'll help with closing client DTI gaps
- I show Realtors how to grow their brand using social media
- On average, clients save \$800+ per year when they switch
- I close nearly two-thirds of all referrals
- My client retention is over 93%
- Exclusive referral incentives

"We always refer our clients to Daniel because they will get top notch customer service and the best deal on their auto & home insurance!"
- Medina Group



"Daniel is like an extension of our brand. We know that when we refer clients to him, he treats them just as we would! We HIGHLY recommend him."
- Ghavami Group

Daniel Simanovsky
Call or Text Today
913.530.4481

Connect with me on any platform @danielsimanovsky

DO YOU WANT TO INCREASE YOUR LEADS AND SALES?

FINALLY...
Social Media & Content Marketing That Produces Real Results

IT'S ALL ABOUT RESULTS...

- More Followers**
If you want to grow you're going to need a loyal tribe. We can help.
- More Leads**
Social media followers are great, but active subscribers are better.
- More Sales**
We realize the bottom line with what matters most. Let's grow!

WHAT YOU CAN EXPECT...

- Increase Free **Organic Traffic**
- Improve Your **Brand Identity**
- Create New **Lead Sources**
- Save Time** & Reduce Stress
- Improve **Search Engine Rank**
- Establish **More Credibility**
- Generate Sales** From Social

Scan here to schedule your FREE 30 minute strategy session today!



(913) 553-1560
philmcreative.com



TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Nov. 30, 2022

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Kristi	Soligo Fleshman	RE/MAX Revolution
119	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
120	Hartman Real Estate	Team	Show-Me Real Estate
121	Kbtleessummit	Team	Reecenichols - Lees Summit
122	Joe	Woods	John Moffitt & Associates
123	Concierge	Real Estate Group	Worth Clark Realty
124	Dennis	Prussman	United Country Property Soluti
125	Kc Homes365	Team	Keller Williams Realty Partner
126	Sherry	Fuller	Weichert, Realtors Welch & Com
127	Jennifer	Rich	Weichert, Realtors Welch & Com
128	Sara	Powell Moody	Weichert, Realtors Welch & Com
129	Sherri	Hines	Bhg Kansas City Homes
130	Crossroads Re	Group	Keller Williams Diamond Part
131	Ken	Rosberg	Rosberg Realty
132	Locate	Team	Compass Realty Group
133	Patty	Farr	RE/MAX House Of Dreams
134	Sara	Stucker	Reecenichols-Kcn
135	Lisa Ruben	Team	Reecenichols - Country Club Pl
136	Connors Savage	Group	Reecenichols -Johnson County W
137	Debi	Donner	Rodrock & Associates Realtors
138	Martha	Cromwell	The Real Estate Store LLC
139	Allison	Rank	Reecenichols - Country Club Pl
140	Ryan	Hubbard	United Country American Heartl
141	Becky	Budke	Reecenichols -Johnson County W
142	Dharam	Chaudhari	Keller Williams Realty Partner
143	Vince	Walk	RE/MAX Realty Suburban Inc
144	Kim	Brown	Lynch Real Estate
145	Mikki	Armstrong	Reecenichols - Lees Summit
146	Scott	Galvin	Keller Williams Key Partners
147	Aravind	Pentapati	Platinum Realty
148	Brett	Budke	Reecenichols -Johnson County W
149	Lisa	Rater	Weichert, Realtors Welch & Com
150	Hobie	Reber	Keller Williams Realty Partner

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Georgiane	Hayhow	Bhg Kansas City Homes
152	Vicki	Smith	RE/MAX Innovations
153	Becky	Harper	Keller Williams Realty Partner
154	Stroud & Associates	Team	Keller Williams Diamond Part
155	John	Simone	Reecenichols - Liberty
156	Hannah	Shireman	West Village Realty
157	Kyle	Blake	Realty Executives
158	Larry	Northrop	Compass Realty Group
159	Amber	Shawhan	Chartwell Realty LLC
160	Gail	Yancik	Realty Executives
161	Mike	O Dell	Keller Williams Realty Partner
162	Jenny	Burkhead	Keller Williams Kc North
163	Dean	Goodell	Crown Realty
164	Zach	Hall	Keller Williams Realty Partner
165	Aaron	Olla	Realty Executives
166	Renee	Amey	RE/MAX Elite, Realtors
167	Sarah	Page	Keller Williams Key Partners

DISCLAIMER: Information is based on reported numbers to the Kansas City REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Kansas City REALTORS® through the MLS within the date range listed are not included. Kansas City REALTORS® is not responsible for submitting this information.

A.B. MAY Home Warranty
Heating • A/C • Plumbing • Electrical • Appliance

Home Warranty Success

“We’ve had the A.B. May Gold plan for nearly five years. It has been a fantastic investment that has brought us peace of mind when things break around the house—plumbing issues, broken dryer, washer that won’t drain, ongoing maintenance of the HVAC system, etc. Their technicians are always on time, professional, and provide excellent service. **HIGHLY RECOMMEND.**”
- Jessica, Facebook

Questions?
Courtney James
816.217.6498
cjames@abmay.com

Robert Waterfield
913.915.4873
rwaterfield@abmay.com

REALTOR® Hotline: 913.888.4000 • Agent Resolution: 913.915.2473 • hw.abmay.com

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2022-Nov. 30, 2022

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Michelle	Capek	Rodrock & Associates Realtors
169	Ben	Ewbank	Midwest Land Group LLC
170	David	Van Noy Jr.	Reecenichols - Leawood
171	David	Gundersen	RE/MAX Realty Suburban Inc
172	Andrea	Sullivan	Rodrock & Associates Realtors
173	Jessica	Bowers	New Home Star
174	Janell	Simpson	Listwithfreedom.Com
175	Ramseier	Group	Keller Williams Kc North
176	Kbt Kcn	Team	Reecenichols-Kcn
177	Jo Marie	Armillio	Keller Williams Kc North
178	Shannon	Lyon	Reecenichols - Leawood
179	Debbie	Fleet	Keller Williams Realty Partner
180	Diana	Bryan Smith	Speedway Realty LLC
181	True Kc	Team	Reecenichols - Town Center
182	Duke	Allen	Allen Mid West Realty LLC
183	Aaron	Potter	Exp Realty LLC
184	Brandon	Mcginnis	Clinch Realty LLC
185	Edward	Stephens	Reecenichols - Leawood
186	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
187	Jeff	Yacos	Realty Executives
188	Aimee	Miller	Reliable Home Group
189	Jackie	Stahl	Keller Williams Diamond Part
190	Miles	Rost	Keller Williams Realty Partner
191	David	Costello	RE/MAX Premier Realty
192	Derek	Payne	Midwest Land Group LLC
193	Alex	Owens	Compass Realty Group
194	Erin	Peel	Bhg Kansas City Homes
195	Madison	Harpst	RE/MAX Innovations
196	Aly	Plunkett	Reecenichols -Johnson County W
197	Monica	Angeles	Jones Heritage, Realtors
198	Jennifer	Barth	RE/MAX Auction House, LLC.
199	Crystal	Roberts	Reecenichols - Lees Summit
200	Steve	Cutshaw	Keller Williams Realty Partner

DISCLAIMER: Information is based on reported numbers to the Kansas City REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Kansas City REALTORS® through the MLS within the date range listed are not included. Kansas City REALTORS® is not responsible for submitting this information.

HOMESTEAD
FINANCIAL MORTGAGE

IT'S A NEW YEAR... IS IT TIME FOR A NEW LENDER?

At Homestead Financial Mortgage, we are here to change the way you think about Loan Officer-Agent relationships. Our top priority is to focus on the success of your business as a whole, not only your mortgage transactions. We won't just help you meet your goals, we'll help you exceed them!

Learn More at: homesteadfinancial.com/agent-partnerships/

www.homesteadfinancial.com | (913) 317-1000
8585 College Blvd. | Overland Park, KS 66210 | NMLS# 252707





ROOFERS TO THE RESCUE!

REALTOR SIDEKICK

PARTNER PROGRAM

NEVER FEAR - MDR IS HERE!

- COURTEOUS FREE PRE-INSPECTION DRONE SUPER SCAN REPORT*
- REALTOR SIDEKICK PRIORITY SCHEDULING
- SECOND OPINION - REPAIR OR REPLACE?
- WATCHDOG WARRANTY INCLUDES MAINTENANCE PROGRAM
- TRUSTED AND RELIABLE - Locally owned and Nationally backed
- CURB APPEAL
- NO PAYMENT UNTIL CLOSING
- EZ FINANCING

913-354-8146



MIGHTY DOG TO THE RESCUE... HELPING CLOSE THE DEAL!



* COURTEOUS FREE INSPECTION, IF IT IS REDEEMED AND A REPAIR OR REPLACEMENT IS NECESSARY, MIGHTY DOG WILL BE YOUR ROOFING CONTRACTOR.

MIGHTYDOGROOFING.com/sw-kansas-city



SPIESS CUSTOM HOMES

Customize Your Lifestyle

BUILDING HOMES AND MAKING CLIENTS HAPPY IS OUR TOP PRIORITY

Luxurious Finishes | Upscale Standard Features | Fully Customizable Experience

From Contract to Closing, we've got your clients covered.



Scan to Easily Get Started Today!



DeWayne Spiess: (913) 207-2877 | spiesscustomhomes.com



Stop Dreaming Start Doing

Let Bell help you **make your home dreams come true**, with:

- Simple and straightforward financing
- Options to roll renovation costs into your home financing
- One-time close program for new construction



**Bell  Bank
Mortgage**

11095 Metcalf Ave | Overland Park | Kansas

Kevin Strahm

Mortgage Loan Officer

NMLS # 398539

913.804.4092

kstrahm@bell.bank

