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

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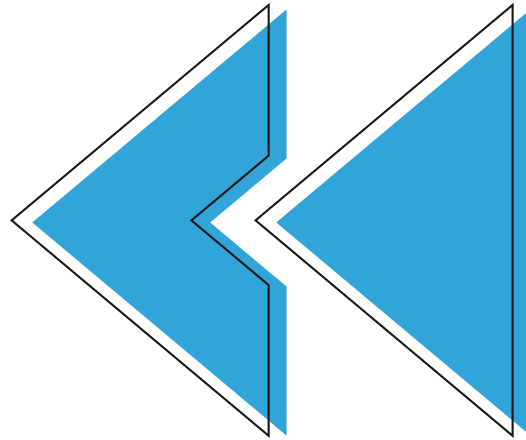
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*the*  
**RED DOOR**  
**GROUP**

In the bustling heart of Kansas City's real estate market, REALTORS® Donna Sulek and Teresa Hoffman have joined forces to establish The Red Door Group. With their collective experience spanning over 40 years, the pair has become renowned for their unrivaled knowledge of the local real estate landscape, covering everything from new construction and residential resale to investment properties and relocation services. What truly sets this dynamic duo apart, however, is their unwavering commitment to providing exceptional customer service and fostering open communication throughout every transaction.

"We sell ourselves as a boutique real estate group because we provide personalized service," Teresa explained. "Our clients are never passed on to anybody else and that's served us well from start to finish. Our goal is to create a smooth and seamless transaction for our clients. That's important to us."

At The Red Door Group, Donna and Teresa guide their clients through every step of the home buying and selling process. Their primary objective is to ensure that each individual feels fully informed and comfortable, armed with a comprehensive understanding of their options. By placing their client's needs at the forefront, they embody a selfless

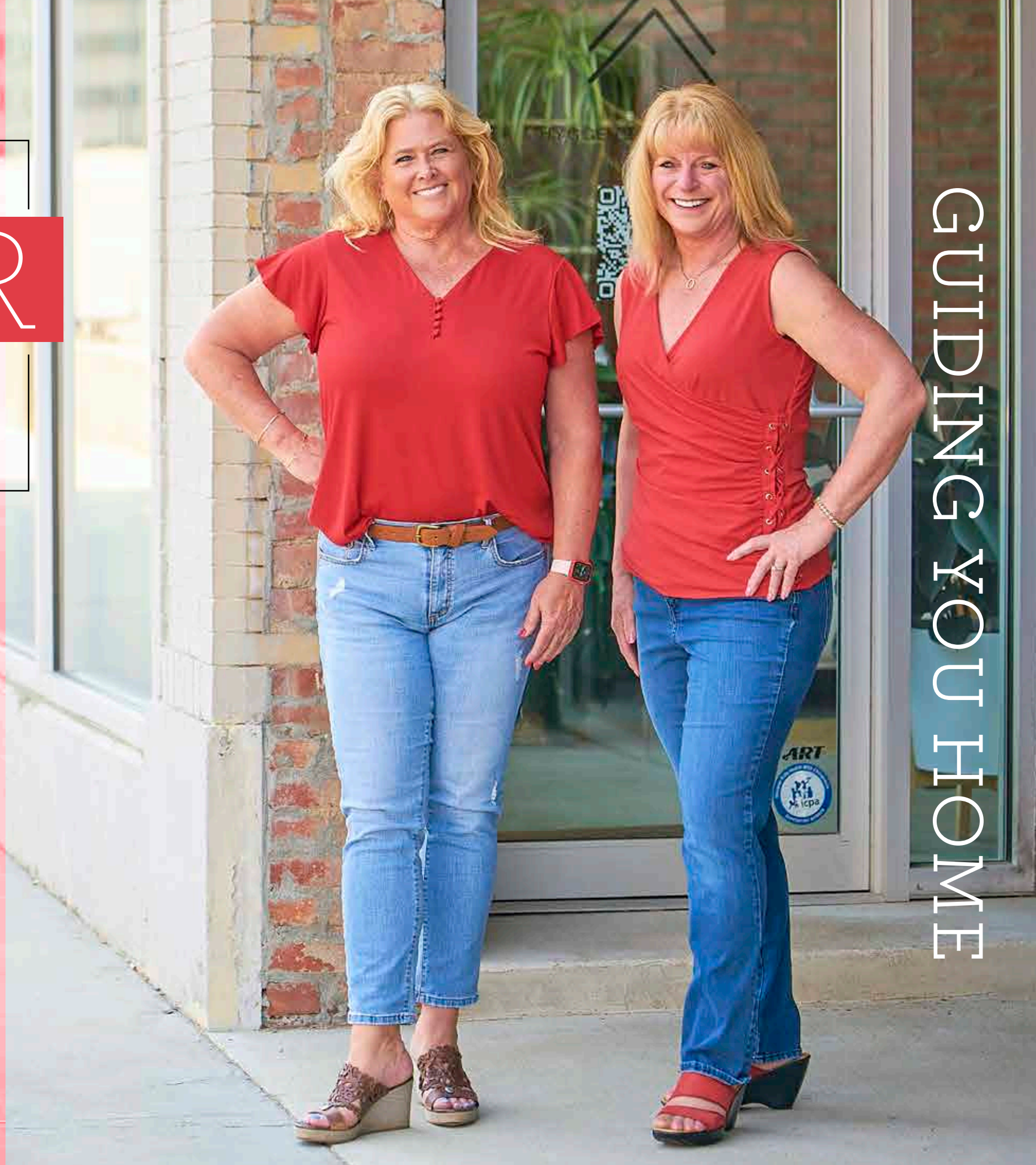
approach that transcends personal accolades and recognizes the significance of creating an experience that fosters genuine relationships.

"We strive to exceed our client's expectations and be with them through the transaction and beyond," Donna shared. "We have built lifelong friendships and relationships with our clients. They love and trust us as their real estate resource, who they continue to use over and over again. It's a wonderful cycle of business."

The name "Red Door" holds deep significance for Donna and Teresa. It goes beyond a mere representation of their team; it symbolizes the very essence of their mission. Delving into its meaning, they discovered that a red door is historically associated with warmth, hospitality, and good fortune. These attributes encompass their core beliefs and encapsulate the experience they strive to deliver to every client who crosses their path.

**“OUR GOAL IS TO  
CREATE A SMOOTH AND  
SEAMLESS TRANSACTION  
FOR OUR CLIENTS.  
THAT'S IMPORTANT TO US.**

-TERESA



GUIDING YOU HOME



“Many people don’t realize how much time, energy, and resources it requires to be a relational agent who takes care of their clients like they’re family,” Donna described. “We want to build lifelong relationships and not just sell them a house.”

Together the duo has consistently ranked among the top ten small teams in Kansas—success they attribute to their complementary skills, warm personalities, and strong work ethic. Before joining forces, Teresa worked with the development team at Cedar Creek’s 3,600-acre community before transitioning to their sales team. On the other hand, as a New York City native, Donna has lived in various states across the country and offers a unique perspective for families relocating to the Kansas City area. A former teacher, she also recognizes the importance of client education. By leveraging their diverse backgrounds, Teresa and Donna approach every client interaction

with empathy and a commitment to providing tailored solutions that meet their individual needs.

“I had resale experience and Teresa had a strong background in new construction,” Donna said. “The two of us were a good fit. We both had lots of experience and brought different things to the table. Above all, it’s important for us to have a strong reputation among the agent community that we’re easy to work with and that we get stuff done. Our listings will always be in great shape and agents have come to expect excellence from The Red Door Group.”

By patiently guiding buyers through the intricacies of home buying, Donna and Teresa have created a supportive environment that encourages questions and fosters a collaborative approach. They take the time to demystify complex concepts, explain market trends, and offer valuable insights that



“**WE WANT TO BUILD LIFELONG RELATIONSHIPS AND NOT JUST SELL THEM A HOUSE.**”  
-DONNA



help buyers navigate the ever-changing real estate landscape with confidence. Recognizing that an informed client is an empowered client, the duo seeks to foster a sense of ownership and confidence in every client they serve.




“It’s really important to make sure we educate buyers, so they understand every step of the way,” Donna shared. “It’s not just about finding a home, but about finding the right home and we understand what it takes to get there. We want clients to know what they’re signing and why, so we make education an essential part of our process.”

Where expertise meets compassion, Donna and Teresa have made the pursuit of unparalleled customer satisfaction the drive behind their every action. They seek to create lasting relationships with their clients, offering ongoing support and resources long after the deal is closed. This commitment is a testament to their genuine care for their client’s success and well-being, solidifying the duo’s reputation as agents striving to redefine the industry one red door at a time.

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» partner spotlight

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

# SPIESS

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A home is an extension of oneself. With Spiess Custom Homes, Kansas City families have the opportunity not only to build a house that reflects their style and specific needs, but to design the home of their dreams. Recognized with the American Dream Gold Award by the 2019 Spring Parade of Homes, Spiess Custom Homes is known for their quality craftsmanship, personalized service, and their ability to make one-of-a-kind ideas a reality.

“I understand that building a fully custom home means creating a wholly personal space while minimizing the need to compromise,” company owner DeWayne Spiess shared. “The crews I work with have been with me for a long time, so we have developed that level of trust that comes from such a long-standing relationship. To ensure everything is completed to the client’s satisfaction, I am also on the job sites daily.”

Born and raised in Kansas City, DeWayne inadvertently found a passion for construction in high school, when he began working for a friend’s family HVAC business. Never afraid to roll up his sleeves, DeWayne established his industry knowledge working as a laborer in construction. At 31, he put his skills to use and built his own home. Now with over 20 years of experience under his belt, DeWayne is the proud leader of one of the premier custom home builders in the Kansas City area.

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THE HOME  
OF YOUR  
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TO ENSURE EVERYTHING IS COMPLETED TO THE CLIENT’S SATISFACTION, I AM ALSO ON THE JOB SITES DAILY.

“I had lots of friends in high school whose dads were builders and owned various companies in remodeling and HVAC, so I grew up around it,” DeWayne recalled. “I started doing some side jobs around the homebuilding industry and over the course of time, I built it up to bigger products and really tried to make a name for myself.”

At Spiess Custom Homes, DeWayne has created a full-service business catering to the specific needs and requirements of each individual client. He and his team combine professional boutique design services with craftsmanship and quality developed over decades of experience. Building homes for families across Kansas and Missouri has armed DeWayne with the knowledge to solve problems and offer skillful recommendations on virtually any home, feature, or style.

“It’s the aspect of building a home and the design and creativity aspect what I like the most,” DeWayne explained. “I like being involved from the very beginning stages of planning and I like seeing the house come together. I love the fact that when you’re done with a home, you can step back and be proud of it.”

From an initial meeting with a client all the way to completing a project's finishing touches, the Spiess team works side-by-side with clients to create a quality space they can't wait to call home. In fact, at every step, DeWayne personally ensures the building process is handled with the highest level of quality and professionalism. As a smaller boutique firm offering world-class service, Spiess Custom Homes strives to go above and beyond for each client they serve, ensuring that every single detail is thought of and executed on.

"I'm very hands-on and customers get all of my attention," DeWayne described. "A lot of builders don't even meet with customers themselves. We're a smaller company, but we pride ourselves in doing quality work. I deal with customers directly and I think that's what many clients are looking for—more of a personal relationship."

Operating a family-owned business, DeWayne works alongside his wife, Jen, whose interior design expertise and artistic ability help to elevate the aesthetics of any space. Their son, Bryce, also works as the business' superintendent and can be found running a job site's day-to-day operations. Together, the Spiess family's success has been defined by values of integrity, stewardship, and fairness—this mindset has empowered them to better prepare, adapt, and respond to their customers' needs. By prioritizing relationships over profits, DeWayne seeks to safeguard and strengthen the business to ensure a legacy for his future generations.

"It's really nice getting to work with family," DeWayne shared. "We all mesh together and get along really well. It's nice showing my son how things go and someday he'll hopefully take over. When I was younger, success for me was about money, now a good measure of success is about work-life balance and prioritizing my family."



“

**I DEAL WITH CUSTOMERS DIRECTLY**

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## MEHANDI

*ReeceNichols Leawood South*

My name is Ashmir Mehandi and I recently was given the opportunity to join ReeceNichols after being with The Spradling Group for a year. Since I was 19 years old, I've had a huge passion to be a part of the real estate industry. Back when I was in high school, all I could think about was going online during class and looking up homes on the market and seeing all the unique characteristics of each home.

At a younger age, I knew I had to take on responsibility for wanting to make my mom, sister, and family proud. Fast forward a year and a half later, I'm happy to say I got my license for Kansas and Missouri and am able to do what I envisioned and live my dream. I specialize in first-time home buyers as well as new construction.

Aside from real estate, I enjoy spending my time by playing and watching basketball with friends and family as well as meeting up with friends to grab food and catch up.

In real estate, every day is an adventure. I look forward to meeting new people, hearing their stories and getting the opportunity to be a part of their journey. Not a day has gone by that I haven't learned more in this field. There are so many learning moments to capture and one of the biggest takeaways I've picked up has been to be the best advisor, letting your clients trust you, and to always guide them towards their best interest.

In the future, my goal is to continue helping families and to grow more and have my own team. I'm so thankful for all the friendships I've made with my fellow agents, clients, and vendors who are all a part of one big goal to help families on a daily basis.



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- Kevin Foster, Foster Marketing Group of Reece Nichols



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# WILL AI TAKE MY JOB?

*Practical Ways  
For Realtors® to  
Implement AI*



▶▶ coaching corner | Submitted by **Christy Belt Grossman**, CEO  
and owner of Ops Boss Coaching™

Did you know Artificial Intelligence (AI) has been studied and developed for a long time? Like 50+ years?! Well, it's now taking our industry by storm.

The AI platform ChatGPT has been so successful, that it's surpassed the growth of some of the world's most successful companies like Netflix and Facebook. To put things into perspective, it took Netflix three and a half years to get to one million users, Facebook took 10 months, the iPhone took 74 days, but ChatGPT, an AI-based platform, achieved this milestone in just five days.

So, you've heard the buzz about growing AI technology – but how can you actually use it in your day-to-day? Here are some practical ways to get started:

## 1 GENERATING IDEAS

One of our favorite tools is the aforementioned, ChatGPT. It's a powerful tool when you are stuck and just need a little help to get the ideas flowing. Here are a few ways our community of Ops Bosses® have been using it:

- Come up with names for Client Events
- Find ideas for Pop-Bys
- Draft emails and newsletters
- Write scripts for your agents
- Write job descriptions
- Create a list of Blog Post Ideas
- Write Listing Descriptions
- Research a topic
- Write copy for a social media post
- Create copy for a blog post
- Write code for website design
- Write a formula for excel
- Make a funny poem to make your team laugh

## 2 CONTENT CREATION

AI is a game-changer for content creation. It helps you be more intentional about your marketing efforts, and in way less time. There are several AI tools that specialize in this and can help you:

- Write a social media copy
- Write video descriptions
- Write video scripts
- Write Nurture emails
- Write Newsletters
- Write Blog Posts

Check Out: Copy.ai and Jasper.

## 3 TEXT ENHANCEMENT

Tired of making grammatical mistakes in your emails or social posts? Or feel like your writing isn't engaging? There are several tools available that use AI to analyze your writing for grammar, spelling, punctuation, clarity, conciseness, AND tone - to help you write in a more effective and engaging way. Check Out: Grammarly, Wordtune, and Hemingway.

## 4 VIRTUAL TOURS AND STAGING

Today's market requires virtual tours & staging. Virtual staging can take vacant properties or vacant rooms and make them come to life with 3D images of furniture and decor that can be placed in a room to help potential buyers visualize the space. Virtual property tours can help a buyer get a more real-life feel for a home before they go on a tour. There aren't many DIY ways to do virtual staging or quality virtual tours – we recommend going to the pros on this. Your preferred photographer most likely offers these options. If not, check out BoxBrownie.

## 5 IMAGE AND VIDEO GENERATION

Creating photo and video content for your business can take a lot of time and resources. You can generate brand-new images and videos with AI or have AI edit your raw images and videos. What are some practical applications of this?

- Generate engaging images for your marketing
- Edit images for listings (NEVER to misrepresent, but to help visualize)
- Edit a video to save you the time of doing it
- Create a video for your website, social media, or autoplan without having to shoot a real-life video

Check Out:

Image Generation: Bing, DALL-E 2 and Illustrake.

Image Editing: Autoenhance.ai

Video Generation: Synthesia.

## 6 NOTE TAKING & TRANSCRIPTION

Wouldn't it be great if you had a personal note-taker that could record your meetings, take your notes, give everyone their action items, and summarize what was discussed in those meetings? Focus in and save yourself time with AI that can run in the background and do all of those things for you!

Transcription: Otter.ai

Note-taking: Briefly

Here are a few tips and tricks to help you make the most of AI tools:

1. Be specific and start with a clear purpose.
2. Tweak and regenerate responses until you get what you need – teach it to individualize it.
3. Keep a list of 'perfected' prompts to help guide your AI tool.
4. Be cautious of plagiarism and always double-check the accuracy of AI-generated content.

PS - AI can help leverage your personal life too.

Try this prompt in ChatGPT. It's a game changer! (Customize it to your liking!)

"I need a meal plan for a week of family dinners. We have a family of four. We like fish, chicken and low carb meals. No green beans. We need quick, easy prep. I also need recipes. And a grocery list with quantities. Put the list in order by aisle for shopping at Whole Foods."

### CONCLUSION:

In a webinar we recently hosted, the question was asked, "Will AI take my job?" and the answer was, "No, but someone who leverages AI will." Regardless of how you feel about the answer to this, AI is here to stay. And if you work with AI it can be a tool that helps you accelerate and innovate in your work.



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Christy Belt Grossman is Founder & 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 is the premier provider of education, coaching & community ESPECIALLY for real estate operations professionals who we call Ops Bosses®! [www.OpsBossCoaching.com](http://www.OpsBossCoaching.com). Blog post written by Brooke Wilson, Systems Boss at Ops Boss® Coaching.



# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - May 31, 2023

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

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- Austin Short

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- Tasha, Google

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# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - May 31, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Hern	Group	Keller Williams Platinum Prtnr
19	The Collective	Team	Compass Realty Group
20	Reesemontgomery	Team	RE/MAX Heritage
21	Chris	Rowe	Cedar Creek Realty LLC
22	Rothermel	Group	Keller Williams Kc North
23	Dan	O Dell	Keller Williams Realty Partner
24	Martin	Walsh	Offerpad Brokerage LLC
25	Brooke	Miller	Reecenichols - Country Club Pl
26	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
27	Lindsay	Sierens Schulze	Reecenichols - Leawood
28	Shannon	Brimacombe	Compass Realty Group
29	Karen	Pritchard	Koenig Real Estate Holdings LI
30	Teresa	Hoffman	Reecenichols - College Blvd
31	Stroud & Associates	Team	Real Broker, LLC
32	Jeremy	Applebaum	Realty Executives
33	Hcr	Team	RE/MAX Heritage
34	Blake Nelson	Team	Keller Williams Key Partners
35	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
36	Moore Homes	Team	Compass Realty Group
37	Nelson	Group	Keller Williams Kc North
38	Cory	Ward	Compass Realty Group
39	Wardell	& Homes	Wardell & Holmes Real Estate
40	Dale	Hermreck	Realty Executives
41	Lisa	Rater	Weichert, Realtors Welch & Com
42	Bill	Gerue	Weichert, Realtors Welch & Com
43	Dani	Thompson	Sbd Housing Solutions LLC
44	Jenny	Burkhead	Keller Williams Kc North
45	Tamra	Trickey	Reecenichols - Leawood
46	Brenda	Youness	Weichert, Realtors Welch & Com
47	Sal	Termini	Platinum Realty
48	Peter	Colpitts	Reecenichols - Leawood South
49	Allison	Rank	Reecenichols - Country Club Pl
50	Katherine	Lee	Element Sotheby'S Internationa

#	FIRST NAME	LAST NAME	OFFICE NAME
51	George	Medina	Reecenichols Brookside
52	Mike	O Dell	Keller Williams Realty Partner
53	Michael	Yeates	The Real Estate Store LLC
54	Hendrix	Group	Keller Williams Realty Partner
55	Malina	Group	Keller Williams Realty Partner
56	Michele	Davis	Weichert, Realtors Welch & Com
57	The Small	Team	Reecenichols-Kcn
58	Ken Hoover	Group	Keller Williams Kc North
59	Alan	Williams	Bhg Kansas City Homes
60	Kaleena	Schumacher	Keller Williams Realty Partner
61	Patty	Simpson	Crown Realty
62	Jackie	Payne	New Home Star
63	Tradition	Home Group	Compass Realty Group
64	Candi	Sweeney	Reecenichols - Parkville
65	Todd	Burroughs	Crown Realty
66	Hannah	Shireman	West Village Realty
67	Andrew	Bash	Element Sotheby'S Internationa

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# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - May 31, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Tony	Long	Realty Executives
69	Dennis	Prussman	United Country Property Soluti
70	Kirsten	McGannon	Reecenichols - Country Club Pl
71	Angela	Fitzgerald	Rodrock & Associates Realtors
72	Kc Homes365	Team	Keller Williams Realty Partner
73	Loughlin & Associate	Team	Keller Williams Kc North
74	Kbt Plaza	Team	Reecenichols - Country Club Pl
75	Ripley Assoc	Team	Engel & Volkers Kansas City
76	Explore Home	Group	Keller Williams Kc North
77	Molly	Hipfl	Reecenichols - Lees Summit
78	Missy	Barron	Reecenichols - Lees Summit
79	Lauren	Anderson	Reecenichols -The Village
80	The Butler	Group	Keller Williams Realty Partner
81	Crossroads Re	Group	KW Diamond Partners
82	Richey Real Estate	Group	Reecenichols - Lees Summit
83	Mikki	Armstrong	Reecenichols - Lees Summit
84	Annie	Kennedy	Realty Executives
85	Sara	Powell Moody	Weichert, Realtors Welch & Com
86	Joe	Woods	John Moffitt & Associates
87	Kelli	Becks	Keller Williams Realty Partner
88	Jeff	Curry	Weichert, Realtors Welch & Com
89	Debi	Donner	Rodrock & Associates Realtors
90	Kim	Brown	Lynch Real Estate
91	David	Costello	RE/MAX Premier Realty
92	The Fisher Hiles	Team	Bhg Kansas City Homes
93	Shelia	Hampton	Reecenichols - Granada
94	Roger	Deines	Reecenichols - Lees Summit
95	Chris	Austin	Keller Williams Plaza Partners
96	Will	Wiest	Midwest Land Group LLC
97	Danny	Watts	New Home Star
98	Zach	Horn	Berkshire Hathawayhs Kc Realty
99	Amy	Maher	Weichert, Realtors Welch & Com
100	Brent	Sledd	Reecenichols - College Blvd

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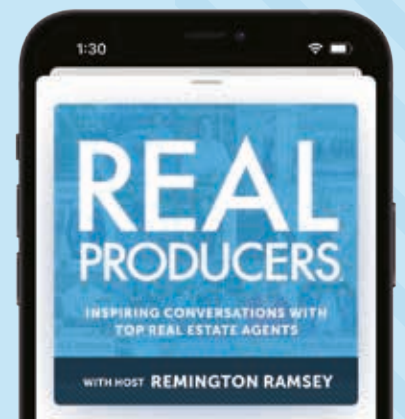
Teams and Individuals Closed from Jan. 1, 2023 - May 31, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Christine	Dunn	Keller Williams Realty Partner
102	Melanie	Koprivica	Ashlar Realty, LLC
103	Dennis	Patterson	Prime Development Land Co LLC
104	Dominic	Dixon	Kc Realtors LLC
105	Ashley	Kendrick	Chartwell Realty LLC
106	Taylor Made	Team	Keller Williams Key Partners
107	Kelli	Chabot	Keller Williams Kc North
108	Mendy	Jarman	Keller Williams Realty Partner
109	John	Kroeker	Weichert, Realtors Welch & Com
110	Concierge	Real Estate Group	Worth Clark Realty
111	Amy	Arndorfer	Premium Realty Group LLC
112	Ellen Murphy	Team	Reecenichols - Leawood
113	Nancy Kirk	Matthew	Compass Realty Group
114	Chris D	Fleming	RE/MAX State Line
115	Audrah	Team	Keller Williams Kc North
116	Angela	Brown	Keller Williams Kc North
117	Locate	Team	Compass Realty Group

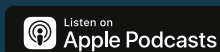
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# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - May 31, 2023


#	FIRST NAME	LAST NAME	OFFICE NAME
118	Holly	Bond	Keller Williams Realty Partner
119	Berry	Long	Realty Executives
120	Journey Home	Team	Compass Realty Group
121	Shelli	Seeger	Reilly Real Estate LLC
122	Terri	Marks	Reecenichols - Overland Park
123	Monica	Ritter	RE/MAX Central
124	Aaron	Donner	Keller Williams Realty Partner
125	Andy	Blake	Realty Executives
126	Sherri	Hines	Bhg Kansas City Homes
127	Whitney	Stadler	Element Sotheby'S Internationa
128	Danny Howell	Team	Exp Realty LLC
129	Sharp Homes	Team	Exp Realty LLC
130	John	Simone	Reecenichols-Kcn
131	Sally	Moore	Keller Williams Platinum Prtnr
132	Chris	Collins	Keller Williams Realty Partner
133	Yfa	Team	Your Future Address, LLC
134	Sandy	Mccray	Reecenichols - Leawood
135	Tami	Lewis	Chartwell Realty LLC
136	Trish	Shiever	Welcome Home Real Estate LLC
137	Jeff	Taylor	Reecenichols-Kcn
138	The Fussell	Group	Keller Williams Plaza Partners
139	Sarah	Page	Keller Williams Key Partners
140	Ryan	Hubbard	United Country American Heartl
141	Jodie	Brethour	Compass Realty Group
142	Jessica	Smotherman	RE/MAX Elite, Realtors
143	Jennifer	Rich	Weichert, Realtors Welch & Com
144	Stacey	Saladin	Keller Williams Realty Partner
145	Sherry	Westhues	Reecenichols - Eastland
146	Donnie	Thomas	Midwest Land Group LLC
147	Taner	Neighbors	Keller Williams Realty Partner
148	Teresa	Hayes	Twaddle Realty, Inc.
149	Chuck	Davis	RE/MAX Professionals
150	Klarissa	Skinner	Keller Williams Realty Partner

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Guide	Group	Compass Realty Group
152	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
153	Debbie	Weber	Realty Executives
154	Bryan	Parrish	Keller Williams Realty Partner
155	Alex	Owens	Compass Realty Group
156	Kevin	Tubbesing	The Land Source
157	Monica	Angeles	Jones Heritage, Realtors
158	Mills Farm	Team	Bhg Kansas City Homes
159	Shelly	Balthazor	Reecenichols - College Blvd
160	Jessica	Kurzweil	Reecenichols - Lees Summit
161	Jonas	Barrish	Compass Realty Group
162	Kris	Smith	Keller Williams Kc North
163	Rachelle	Moley	Weichert, Realtors Welch & Com
164	Lisa	Rees	Reilly Real Estate LLC
165	Madison	Harpst	RE/MAX Innovations
166	Brenda	Shores	RE/MAX Heritage
167	Denise	Sanker	Reecenichols - Lees Summit

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## THE GOLD STANDARD

IN MAGAZINE



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# TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2023 - May 31, 2023

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Vicki	Smith	RE/MAX Innovations
169	Kyle	Blake	Realty Executives
170	Lonnie	Branson	Keller Williams Southland
171	Debbie	Fleet	Keller Williams Realty Partner
172	Lisa	Bunnell	Reecenichols - Leawood
173	Jenny	Turner Tuttle	Reecenichols Brookside
174	Steve	Ashner	Reecenichols Wilshire
175	Steve	Cutshaw	Keller Williams Realty Partner
176	Melissa	Hills	Hills Real Estate
177	Trenton	Johnson	Crown Realty
178	Blythe	Roberts	Advance Realty Group LLC
179	Generations	Real Estate Partners	Bhg Kansas City Homes
180	Suzy	Goldstein	Bhg Kansas City Homes
181	Stephen W	Smith	RE/MAX Revolution
182	Melissa	Irish	Reecenichols -Johnson County W
183	Charlene	Muller	Reecenichols - Town Center
184	Leslie	Feedback	Reecenichols - Leawood
185	Jayne	Fincher	Reecenichols - Leawood
186	Jennifer	Barth	RE/MAX Auction House, LLC.
187	Alison	Zimmerlin	Reecenichols - Leawood
188	Mike	Perry	Weichert, Realtors Welch & Com
189	Bill	Fields	Platinum Realty
190	Amber	Shawhan	Chartwell Realty LLC
191	Larry	Eckhoff	RE/MAX Heritage
192	Kelly	Heaven	Keller Williams Key Partners
193	Jo Marie	Armilio	Keller Williams Kc North
194	The Carter	Group	Keller Williams Platinum Prtnr
195	Karen L.	Gilliland	House Of Real Estate, LLC
196	Livian Kc	Team	Keller Williams Realty Partner
197	Laurie	Barnds	Reecenichols -The Village
198	Amy	Williams	Keller Williams Realty Partner
199	David	Van Noy Jr.	Van Noy Real Estate
200	Thomas	White	Boulevard Realty, LLC

**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.



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# RP FAQ

## ABOUT *Kansas City* REAL PRODUCERS

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

**Q: Who receives this magazine?**

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

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

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

contact me, and we can take a look: reece.hale@realproducersmag.com.

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

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

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

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

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

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

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

**A:** Anyone listed as a "Preferred Partner" in the index at the front of the magazine is

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

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

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

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

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

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## From Boom to Bust: How to Prepare for a Shallow Recession

With careful planning and prudent financial management, you can weather the storm of a potential recession. As the global economy continues to navigate through extraordinary times, economists and finance experts are closely monitoring the possibility of a shallow recession on the horizon. While a recession is often associated with financial turmoil and widespread unemployment, a shallow recession is defined as an economic downturn less severe than a traditional recession and may only impact certain sectors of the economy. Despite this, individuals should contemplate now how to prepare for these potential economic changes.

By Shauna Osborne, National Editor

### DIVERSIFY INCOME STREAMS

Consider finding new ways to earn money, whether through a side hustle, a part-time job, or starting your own business. With job security virtually non-existent in many sectors, working more jobs means more job security. Creating additional revenue streams can help mitigate the impact of a potential reduction in or loss of your primary income.

### INVEST IN YOURSELF

Take advantage of any downtime to invest in your skills and education. Consider professional development opportunities through your employer or via continuing education or certification programs to enhance your knowledge and increase your marketability. Make sure your résumé is updated and impeccable.

### FOCUS ON FINANCES

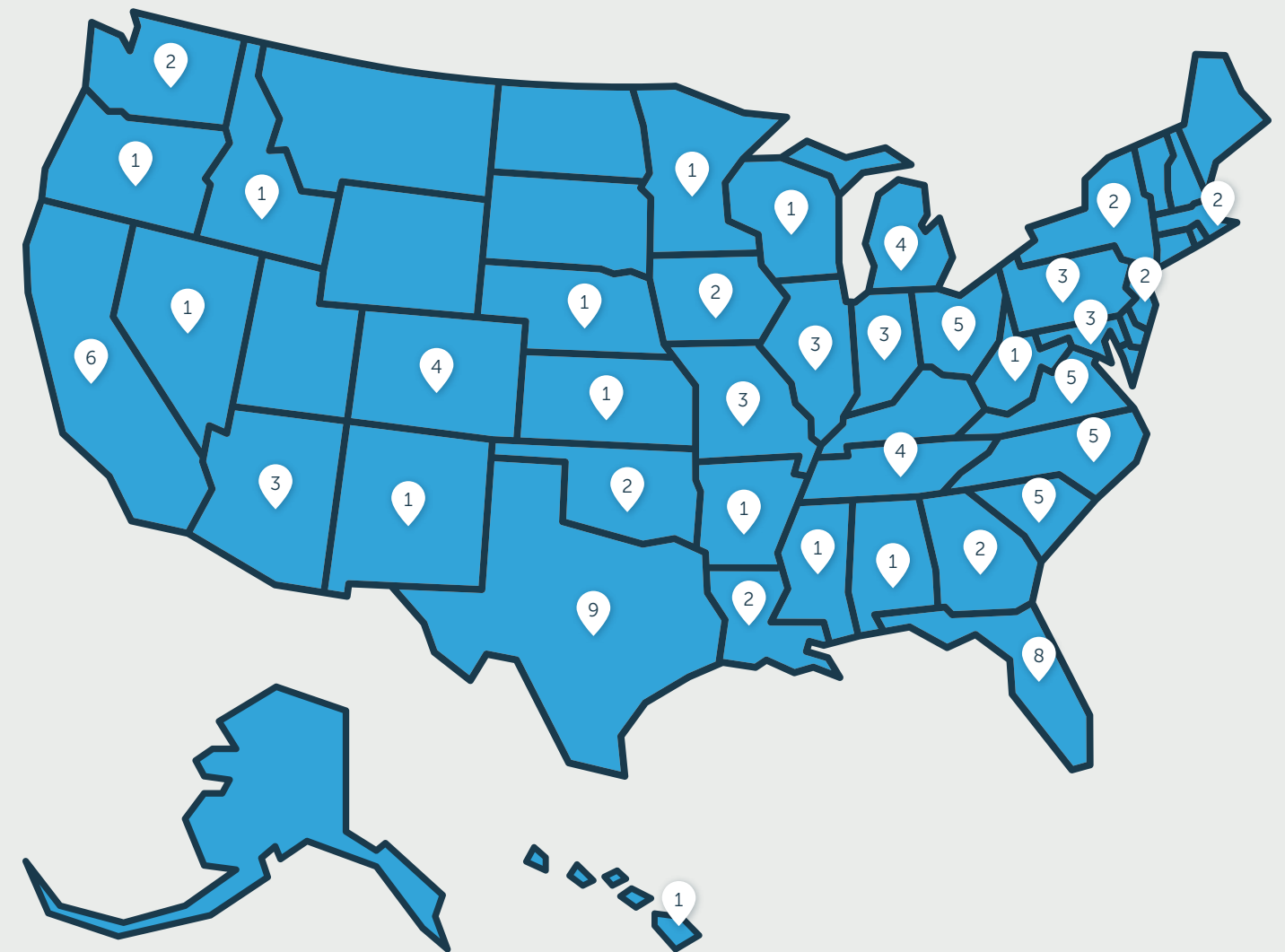
Take a close look at your finances and identify areas where you can cut back on expenses. Ask yourself where you can be creative, agile and adaptable with your fiscal choices. Develop an intentional spending plan and stick to it, trying not to carry a credit card balance, if possible. An emergency fund of six months will help you face potential financial hardships.

### BE RESILIENT

It's imperative to maintain a positive attitude during difficult economic times. Surround yourself with supportive friends and family, and stay focused on what you are seeking to accomplish with your life choices and financial goals. Remember, this season will soon ebb and flow into a new one.

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