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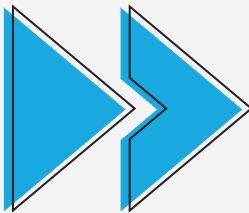






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If you are interested in contributing or nominating REALTORS® for certain stories, please email us at [kcoffice@realproducersmag.com](mailto:kcoffice@realproducersmag.com).

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 Founder  
 reece.hale@real  
 producersmag.com  
 816-588-0019



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



**Andrea Hoffman**  
 Ad Strategist  
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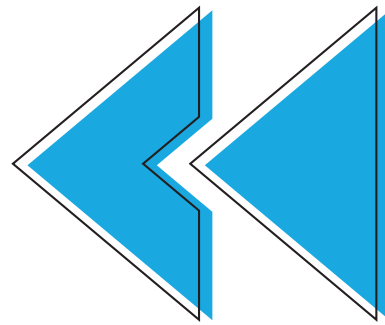


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# WHERE ARE THEY NOW? TOP PRODUCERS

## ROB ELLERMAN

THE ROB ELLERMAN TEAM  
AT REECENICHOLS



**What has changed in your career since you were featured last?** Just more growth. Expansion to other cities outside of KC.

**What has changed in your personal life since you were featured last?** Not much other than kids growing like weeds and me getting older.

**Where do you see yourself in the next 5 years?** Continuing along the growth path and helping agents improve their life and legacy of their families.

**What are you passionate about right now in your business?** Helping our agents to be successful.

**Looking into the future, how does real estate fit into your dreams and goals?** I don't see myself stopping anytime soon.

**What are your hobbies and interests outside of the business?** Basketball and poker

**Favorite quote or "top tips":** "It's not a sin to be broke, but it's a sin to stay broke." and "When others are fearful, be greedy, when they are greedy, be fearful."



## ALY PLUNKETT

REECENICHOLS  
JOHNSON  
COUNTY WEST



**What has changed in your career since you were featured last?** I closed over \$19m in 2022, which was my best year since the market collapse.

**What has changed in your personal life since you were featured last?** I'm getting ready to be a middle school mom to my twin girls this fall. We're in the final weeks of elementary school.

**Where do you see yourself in the next 5 years?** I'll have two driving high-school kids and will be planning for college x2. Hopefully, I'll be selling lots of real estate to pay for all of that!

**What are you passionate about right now in your business?** My niece, MaCaylah Bowers, became a REALTOR®, so she is assisting me & growing her real estate business.



I'm thrilled to have her assistance and being able to help her realize her potential in this amazing business.

**Looking into the future, how does real estate fit into your dreams and goals?** I love this business. God willing, I'll still be here selling real estate.

**What are your hobbies and interests outside of the business?** Painting, working out, decorating/

remodeling my house, spending time with family & friends, traveling & lake time.

**Favorite quote or "top tips":** "Under promise and over deliver."

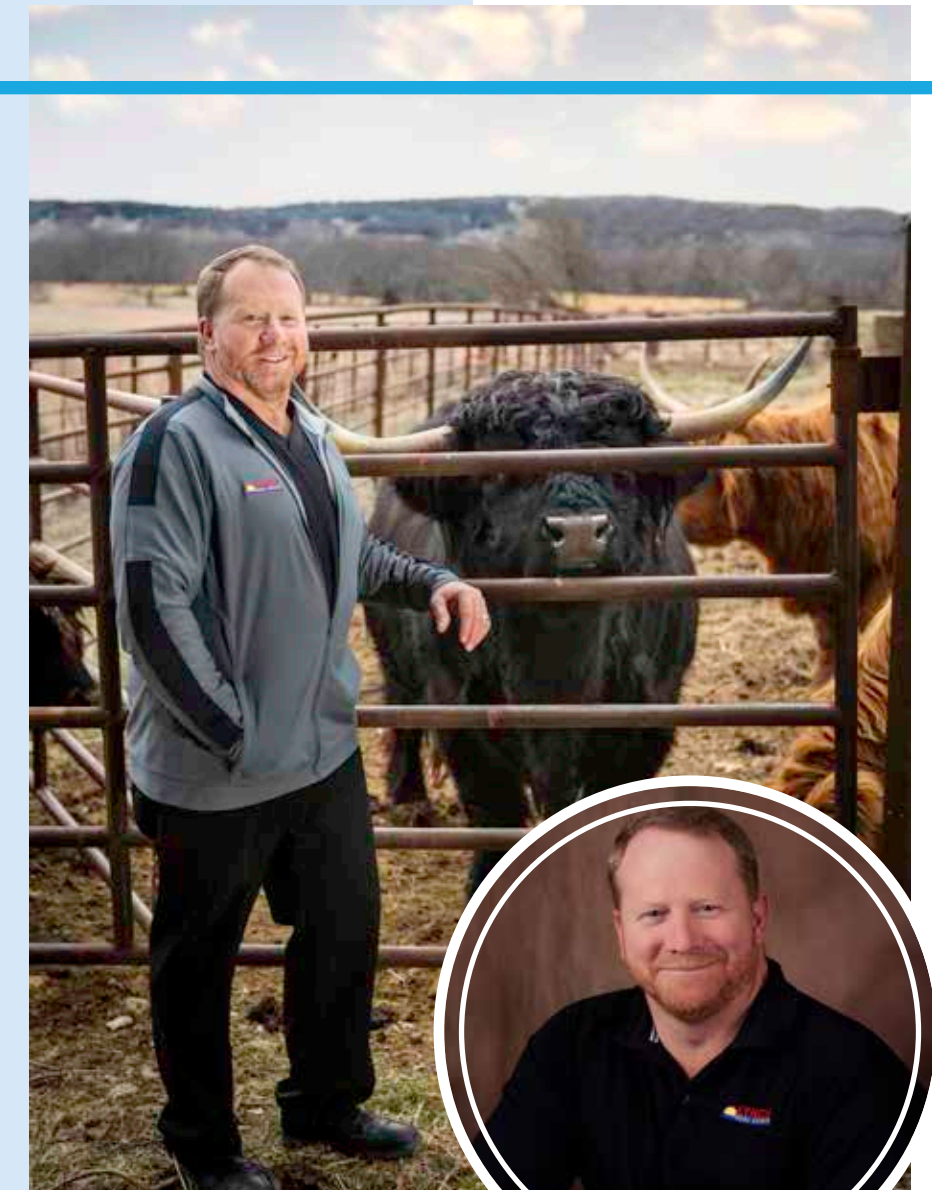
## DAN LYNCH

LYNCH REAL ESTATE

**What has changed in your career since you were featured last?** We have opened the third phase of Fox Ridge Estates in Basehor, Kansas, where we will be building homes that range from \$339,950 to \$499,950. A variety of floor plans from slab homes, reverses, 1.5 stories, 2 stories, split and atrium plans. We also opened another large lot subdivision called Highland Ranch in Tonganoxie, where we will be building homes on acreage.

**What has changed in your personal life since you were featured last?** A new year of opportunities. God willing, Lynch Real Estate will continue to expand across the Kansas City area. We will also be opening the wedding venue this spring and later this year or early next year, a distillery and restaurant will open in Tonganoxie. We have been distilling whiskey for about four years and will have our own inventory when we open the distillery for taste testing and retail.

**Where do you see yourself in the next 5 years?** We will have two more subdivisions that we will be opening. Both in Tonganoxie, Highland Meadows, and Magdalena Estates. We will be looking for a third subdivision to do in Basehor, Kansas. I hope to see my team continue to mature and handle more of the day-to-day business. I expect to have a new Broker for my brokerage take charge and look forward to my oldest son taking on more responsibility as he learns the business of real estate.



**What are you passionate about right now in your business?** I really enjoy developing and new construction homes.

**What are your hobbies and interests outside of the business?** I love farming and the care of animals. I think this way of life brings me back to a time in my childhood that, even though it was a lot of hard work, taught me how to live off the land and enjoy some of the wonders that God has given us here on earth to enjoy. Raising your own beef to eat, having fish in a pond, a garden with potatoes and tomatoes – It's just cool to know that everything is there to provide for your family and friends without all the modern conveniences.

**In closing, is there anything else you would like to communicate using this Top Producer platform?** I offer to any new or old agent who needs a moment of my time - a call or a cup of coffee.

**Favorite quote or "top tips":** "Nothing in the world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent." - Calvin Coolidge





## TIM SEIBOLD

COLDWELL BANKER REGAN

**What has changed in your career since you were featured last?** We hired three new buyer's agents and our office moved into a new building.

**What has changed in your personal life since you were featured last?** My son got engaged to his high-school sweetheart and my daughter was accepted to the KU Med School of Nursing.

**Where do you see yourself in the next 5 years?** Hopefully winding down with a competent staff in place who will continue working with my clients.

**What are you passionate about right now in your business?** Keeping buyer clients from making mistakes with their offers.

**Looking into the future, how does real estate fit into your dreams and goals?** It will be the reason I can follow my dreams of traveling the globe and "retiring" early.

**What are your hobbies and interests outside of the business?** I work on my farm and volunteer with Nigro Brothers auctions for over 125 charities per year.

**Favorite quote or "top tips":** "Forget about your income and you will have a better outcome."

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## AMBER ROTHERMEL

KELLER WILLIAMS  
KANSAS CITY NORTH

**What has changed in your career since you were featured last?** I've been working hard to pivot in this market of higher interest rates, trying to bring value to our long-time clients, and help my team navigate the market.

**Where do you see yourself in the next 5 years?** I see myself stepping back from the day-to-day operations of Listing Lead and being more of the visionary for our team. I want to help my team grow to their full potential. I would like to travel more and spend time with my family while helping others reach the goals they'd like to achieve. More of a coach for my team!

**What are you passionate about right now in your business?** Growth for our team and helping our clients have the best possible customer experience in a stressful world.

**Looking into the future, how does real estate fit into your dreams and goals?** I love real estate. I plan on continuing my career in real estate until retirement, but plan to start focusing on areas I haven't had the time to--and grow those areas. Things like opening a commercial real estate side of my team, growing my investment portfolio and helping investors, banks, and coaching other agents. All things leadership for this girl! It's my passion.

**What are your hobbies and interests outside of the business?** Traveling with my kids and husband!

**In closing, is there anything else you would like to communicate using this Top Producer platform?** I'll be around until I retire! I have a solid 20 more years in the business and am excited to add more top producing agents and new agents to our group! Iron sharpens Iron and I'm always looking for those type of people.

**Favorite quote or "top tips":** "You get what you work for, not what you wish for! Get out there and make it happen!"





# The Double Bottom Line and You



More Americans than ever are investing in making the world a better place.



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By **Shauna Bryant, National Editor**

Impact investing, also known as socially responsible investing, has been a hot topic in the finance world lately, for good reason. The Global Impact Investing Network, an international research institute for impact investing, estimates that private impact investments grew to approximately \$1.2 trillion in 2021 — swelling by 63% in just two years. It's not hard to understand its popularity; as we grow more aware of the social and environmental challenges facing our communities, investors are increasingly eager to find ways to make their money work for them ... while making the world a better place.

**WHAT is it?** Impact investing is an investment strategy that strives to create financial returns while also carrying out positive social or environmental impacts. One well-known impact investment fund is the Bill & Melinda Gates Foundation's Strategic Investments Fund (SIF).

**WHEN and WHERE did it begin?** The term “impact investing” was coined in 2007 by the Rockefeller Foundation, an American philanthropic organization; however, many experts maintain that the practice of impact investing began as early as the 18th-century Methodist resistance to investment in companies promoting taboo liquor, tobacco products or gambling.

**WHO'S investing?** According to Forbes, “everyone from venture capitalists and investment banks to foundations and individuals.”

**WHY invest?** Investors call it the “double bottom line” — financial returns and added value to society. Impact investing has the potential to make sweeping positive changes in the world, helping to shape our children's futures.

Ready to explore impact investing? Learn more at [thegiin.org/impact-investing](http://thegiin.org/impact-investing), and talk to your financial advisor. First steps might include investing directly in private funds with explicit social missions you promote or withholding support from companies with practices or policies you oppose. Start small and make a big difference!



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# WHERE ARE THEY NOW?

# RISING STARS

## PAULA VOSS

NEXTHOME VIBE REAL ESTATE



**What has changed in your career since you were featured last?** The major thing that has changed since I was featured is that I purchased a nationwide franchise called NextHome. I am now a broker/owner of my own brokerage named NextHome Vibe Real Estate, located in Lee's Summit, Missouri. It has been one of the best decisions I have made in my career. At the time of being a "Rising Star" in the magazine, I never dreamed this would happen.

**What has changed in your personal life since you were featured last?** During Covid, we purchased a lake house just an hour and a half from our house. It truly was our saving grace, and still remains one of my favorite places on planet earth. We love hosting friends and family, and the view is good

for my soul. It provides a place to go unplugged, relax, and get away.

**Where do you see yourself in the next 5 years?** I plan on growing my brokerage and opening one to two branch offices in the Kansas City area and possibly the Truman Lake Area as well. I plan to travel more with my husband and continue to do real estate. We can do real estate and have a life. We really can!

**What are you passionate about right now in your business?** I am really passionate about getting the right agents in the brokerage that are professional, who want to grow their career by working smarter, not harder, that are team players, and fit our "vibe". You don't have to take everyone and it's most important to have the right agents.

**Looking into the future, how does real estate fit into your dreams and goals?** Real estate has been in my life for a long time and I know it will be for quite some time longer. It allows me to live the life I choose, but also gives me freedom. Once you realize that real estate is limitless, you are unstoppable.

**What are your hobbies and interests outside of the business?** I love playing with my Frenchie, MoJo, (aka our mascot), spending time at my lake house with family and friends, and photography.

**In closing, is there anything else you would like to communicate using this Top Producer platform?** Our motto at NextHome is Humans Over Houses. It's not just a motto, it's the way we do business and live our lives. As real estate professionals, our #HumansOverHouses mindset saves us from losing sight of exactly why we are in this profession.

**Favorite quote or "top tips":** "Why fit in when you were born to stand out?" - Dr. Seuss



## KALEB DRINKGERN & AMANDA PFEIFER

DESTINATION HOME TEAM WITH REECENICHOLS LEE'S SUMMIT



### **What has changed in your career since you were featured last?**

The Destination Home Team is an ever-evolving Team. In early 2022, DHT partnered with ReeceNichols Lee's Summit; a brokerage that truly specializes in the local Kansas City/Lee's Summit market and put time, energy, and resources back into the local economy. Being led by Chad Dumas and Mike Potchad; ReeceNichols Lee's Summit's local pride and knowledge, teamed up with our beliefs and thoughts, and we



could not be more excited to partner with them. Along with two new team members, Leah Thompson and Ryan Crum, we are always educating ourselves with the newest and best ways to help our clients accomplish homeownership, as well as ensuring we stay on top of trends to help our sellers achieve maximum value when selling their home.

### **What has changed in your personal life since you were featured last?**

We have welcomed two amazing children into this world. Emilia Grace and Knox Henry always keep us on our toes. Free time is spent running around to activities and watching them grow into independent, passionate, and outgoing kids.

**Where do you see yourself in the next 5 years?** Our 5-year vision is simple. Ensure all producing agents on this team are surpassing their goals, and we have dependent relationships with our sphere of family,

friends, and clients. Volatility in markets is inevitable, therefore if we are doing whatever it takes for our clients, both during a transition, prior to, and after, we are confident that not only will we sustain relationships, but it will set the path for us to grow our business, lives, and trusted core group of clients.

### **What are you passionate about right now in your business?**

Seeing the people around us grow has always been important. If you're not growing, you're dying, and it has always been our top priority to see those that we are in business with grow. We are passionate about our core sphere of family, friends, and clients. Without them, nothing we do would be possible. They have trusted us for over 12 years with their families, friends, and referrals, therefore, we will ensure we always give 100% effort and commitment to them.

### **Looking into the future, how does real estate fit into your dreams and goals?**

Real estate has always been something that gives us the means to give back to our local community and be around like-minded people that always want to be successful. We are in the process of holding our 3rd annual charity Golf Classic, where 100% of the net proceeds go back to a nonprofit chosen by us, where our core sphere of clients is either a part of or has utilized their services. After this year, it is our goal to surpass \$100,000 in proceeds donated to help nonprofits that range from domestic violence, Veterans and first responder mental health, along with this year, a nonprofit that helps provide beds, mattresses, and bedding to kids in Jackson and Cass county who currently sleep on the floor.

### **What are your hobbies and interests outside of the business?**

Lake time with the family, golf, hunting, shopping, going to K-State and Chiefs games, as well as watching the kids play at the park.

**Favorite quote or "top tips":** "Effort outshines talent, when talent lacks effort."



## LIZ JAEGER

REECENICHOLS (LEAWOOD OFFICE)

### **What has changed in your career since you were featured last?**

I am now a founding partner for the Portfolio Real Estate Team. I am working with five other partners and have a downline under me.

### **What has changed in your personal life since you were featured last?**

I have moved to a new home with my family. My husband and I are now owners of a flooring business which my husband runs.

### **Where do you see yourself in the next 5 years?**

Growing my real estate business even more now that I will be an empty nester in a few months. Little did I know when I started in real estate seven years ago, that I would find a career that would become my passion. I love what I do and it sure doesn't feel

like a job. I love all of my clients that I meet and get to work with. I love the relationships I have developed with them as well. I love helping people and assisting them however I can - this is the type of job that allows me to help others unconditionally. I can truly say I love this job (and I would never have guessed this seven years ago when I started) how much I love what I do.

**What are you passionate about right now in your business?** I am passionate about my clients and helping them any way I can. I love working with new clients as well.

**Looking into the future, how does real estate fit into your dreams and goals?** My success has allowed me to help provide for my family, travel with family and friends, and donating



to charities that are near and dear to my heart.

### **What are your hobbies and interests outside of the business?**

Traveling, working out, reading, spending time with my family and friends, and volunteering.

### **In closing, is there anything else you would like to communicate using this Top Producer platform?**

I am excited to be a part of a great new team - The Portfolio Group - and the ReeceNichols Brokerage Firm.

**Favorite quote or "top tips":** There is a solution to every problem/issue that pops up in real estate. And give yourself some time to get your business flowing - at least 2-3 years.



## EDDY MORALES

KELLER WILLIAMS  
REALTY PARTNERS, INC.

**What has changed in your career since you were featured last?** At the end of 2021, we created two companies and started purchasing investment properties. Last year, we flipped 12 houses and kept one long-term rental. This year, we plan to do double.

**What has changed in your personal life since you were featured last?** The kids are growing. Max still loves baseball and Sofia has fit in perfectly as the little sister. We paid off our house in 2022, which was a huge accomplishment for us.

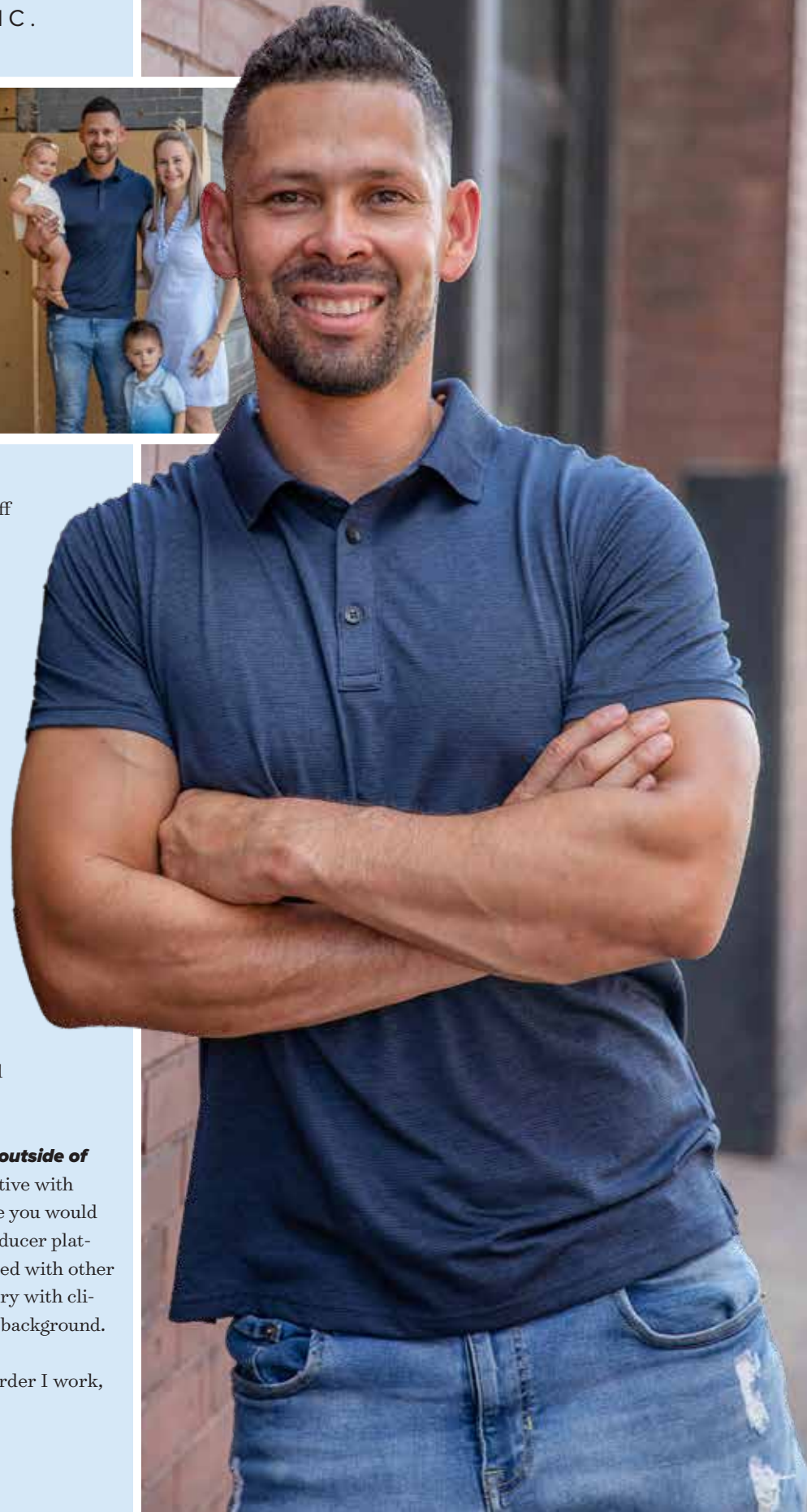
**Where do you see yourself in the next 5 years?** I see our family in a new home with acreage. I also see us continuing real estate investment with 5-7 rental properties.

**What are you passionate about right now in your business?** I am passionate about helping my friends and family create wealth through real estate. I still love to help first-time home buyers and immigrants achieve the American Dream.

**Looking into the future, how does real estate fit into your dreams and goals?** I plan to use real estate to build our wealth and secure our future.

**What are your hobbies and interests outside of the business?** Traveling and staying active with sports. In closing, is there anything else you would like to communicate using this Top Producer platform? Since my feature, I have connected with other agents. The article helped share my story with clients and agents who may not know my background.

**Favorite quote or “top tips”:** “The harder I work, the luckier I get.”



## HOLLY RENFRO

PLATINUM REALTY

**What has changed in your career since you were featured last?** Grinding & trying to learn all the “techy” things to both expand & streamline my business.

**What has changed in your personal life since you were featured last?** My husband is now my office manager!!! We are growing and this is now our FAMILY BUSINESS! This has been an interesting thing to navigate together. For years, we were like two trains passing in the night - so learning to work together has been an exciting challenge.

**Where do you see yourself in the next 5 years?** Well, I will be super close to having an empty nest. So, probably taking over the world! LOL

**What are you passionate about right now in your business?** Learning new ways to help my clients market their properties & working on systems in order to be more efficient and effective.

**Looking into the future, how does real estate fit into your dreams and goals?** I truly believe that I was MEANT to have this career. It has already changed our family trajectory in so many ways. Hustling non-stop 24/7/365 has helped us to create the life that we want. We are able to work this business and be present to our children for the first time in MANY years because of it.

**What are your hobbies and interests outside of the business?** To expand on the previous question, that drive and determination to build something bigger definitely took its toll on our health & drained every ounce of self-care from my life... So lately, my hobby has been wellness and getting myself back on track with exercise, & nutrition. My husband and I also started a journey with the keto diet & both of us are working on bettering ourselves. Through this, we have begun selling exogenous ketones as a side hustle.

**In closing, is there anything else you would like to communicate using this Top Producer platform?** I truly believe that integrity is the most important thing that an agent can have. I'm still totally shocked and honored when anyone reaches out wanting to work with me. Selling a home or buying a home is a REALLY BIG DEAL in people's lives & I can't express how special it is to GET to be a part of it!

**Favorite quote or “top tips”:** “Do unto others as you would have them do unto you.” Luke 6:31





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# WHERE ARE THEY NOW? AGENT SPOTLIGHTS

## HALEY EPPS

COMPASS REALTY GROUP

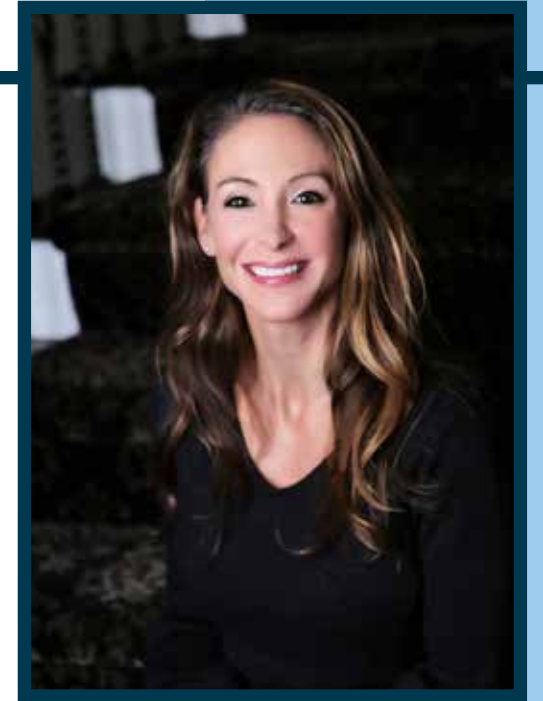
**What has changed in your career since you were featured last?** I have switched to Compass Realty Group. I am now part of their sports and entertainment division as well as Realm – allowing me to not only help my clients locally but globally.

**What has changed in your personal life since you were featured last?** My daughter, Talia, got her real estate license and is now working with me. My other daughter, Giana, was accepted into LAMDA – London Academy of Music and Dramatic Arts. We are pretty excited about that.

**Where do you see yourself in the next 5 years?** Continuing to enjoy what I do and helping my clients, as well as everyone on my team grow their business.

**What are you passionate about right now in your business?** Creating the best experience for my clients. Compass has great technology and tools that foster a really great experience from start to finish when people are either buying or selling real estate. It has been fun to create new ways to market properties and new ways of staying engaged with clients.

**Looking into the future, how does real estate fit into your dreams and goals?** Real estate is one of my biggest focuses and I think it will always be a part of the vision of my future. My daughter, Talia, just got her license last summer and is working with me now, so it is a big goal of mine to help her be successful.



**What are your hobbies and interests outside of the business?** I love to travel, do yoga and learn new ways to be and stay healthy and active.

**In closing, is there anything else you would like to communicate using this Top Producer platform?** I just love what I do and I enjoy meeting and working with new people. Real estate gives me the platform to do that.

**Favorite quote or “top tips”:** “Whatever you do, do it with all your might and always try to get 1 percent better every day.”





## ZACK MORRIS

KELLER WILLIAMS REALTY  
PARTNERS

**What has changed in your career since you were featured last?** Discipline and focus. The market is changing and our efforts and operations need to change with it. We have increased activities and have doubled down communication with existing and prospective clients.

**Where do you see yourself in the next 5 years:** I see myself as a student. Not in its traditional definition, but a student of the market. Of the several things I've learned in this business, one very important understanding is that the market changes quickly and frequently and it is my job to change with it. If I ever lose sight of that, I am no longer doing my best for our clients.

**What are you passionate about right now in your business:** Clarity. I think as a consultant of real estate, that is the most important product we offer. With the changes we are seeing and the changes we will see after those, it is vitally important to keep your clients one step ahead. After all, that is how you net the best outcome for them.

**Looking into the future, How does real estate fit into your dreams and goals?** Real estate is not a side project of mine, it is my career, and will be my career until I'm finished working. My dreams and goals will always be geared toward my clients and their success. If they succeed, then I will succeed.

**What are your hobbies and interests outside of your business?** Family and friends. My wife and kids are the center of my life and I genuinely enjoy spending time with them. We enjoy the lake and boat and all things outside when the weather is warm. I'm also the baseball coach for a 2nd grade boys team at Blue Valley Rec and have a blast with that. I also



am the captain of a commercial fishing boat in Alaska in the summertime. Although brief, two months away from the family is hard to do, but I really enjoy that.

**In closing, is there anything else you would like to communicate using this Top Producers platform?** Just that we are all so lucky for the opportunities we have, and that we need to try and focus on being the best friend, neighbor, spouse, ect. that we can be. Our time is brief, but powerful to those around us. There is so much negativity in the world right now, so be bigger, be stronger and be the positive we all need right now. That's how I want to do it.

**Favorite Quote or "Top Tips":** "Suffer the pain of discipline, or suffer the pain of regret."

## APRIL TROUT

RODROCK &  
ASSOCIATES  
REALTORS

**What has changed in your career since you were featured last?** I am excited to be the community manager at a brand-new lifestyle community called Parkside Reserve. Being a part of this process from the very beginning is such a blessing and so exciting.

**What has changed in your personal life since you were featured last?** I started a lifestyle photography business called Nostalgia and my family and I just brought home a new Golden Retriever puppy named Beau!

**Where do you see yourself in the next 5 years?** I see myself still working in the new construction industry, enjoying a great work-life balance, traveling, and owning a rental home or two wherever my oldest son decides to go to college to stay close to him.



**What are you passionate about right now in your business?** My passion in this business has always been new construction and new home sales. Working in new home sales has always been my goal and being able to focus on new construction the past four years has only kept that fire ignited year after year. I love connecting with the builders in our community and seeing their passion, drive and what sparks their interest and ideas. I love everything about the new home side of real estate - from helping buyers select a lot and floor plan to build their dream home - on to spending time with the KC HBA to build solid connections and relationships.

**Looking into the future, how does real estate fit into your dreams and goals?** Real estate is a perfect match for me personally and professionally. I hope to still be

involved in new construction as long as I am practicing real estate. I love selling in new home communities, and would even love to work in the development office as I have loved being involved in the start-up of a brand-new community and have found it to be very hands-on and exciting.

**What are your hobbies and interests outside of the business?** I have a lifestyle photography business and love spending my free time photographing everything from weddings to families, newborns, seniors, and taking branding photos for local KC businesses. I also enjoy watching my two boys play sports with my husband, supporting local businesses, and exploring KC with my family.

**Favorite quote or "top tips":** "I didn't come this far, to only come this far."



## BRAD KORN

KORNTEAMKC, KELLER WILLIAMS

### **What has changed in your career since you were featured last?**

Market conditions have changed a couple times. We went through Covid and a market with a shortage of homes. At the time of our last article, I was recommitting my business and getting my systems back on track that had produced 100 sales a year for 20+ consecutive years. After leveraging my business and handing the database over to someone to run, it didn't get done. Those systems ran automatically and give me my "must do" things every day. I have spent the last two years getting those systems back in place. I want to share with other agents, the validity that the simple systems I created of feeding the database every day and consistently, persistently communicating with everyone can produce 100 sales a year for every agent... and do it as a single agent. The results? 2020 was 66 sales as a one-man show.. no assistant, no team. Last year for annual awards in my office of over 600 agents, I was #7th in individual listings taken and #11 as transactions closed.



### **What has changed in your personal life since you were featured last?**

Taking charge of my business again and getting my systems all back on board has taken some time. There is a personal touch element in my systems that takes time to reconnect and then keep in touch personally. There has never been a blast marketing plan that works at a high level for me. However, regrouping and focusing on my database, cutting all expenses out, and not having overhead allowed me to profit more than ever over the past 30 years of selling and has created quite the lifestyle. Since the loss of my wife/business partner in 2015 after five months in a coma, I remarried in 2018. We blended our family of seven children and moved to our dream home at the lake. We now have two grandchildren, two daughters getting married this year, and truly enjoying life!! Real estate can be fun with the right business models and without the stress of heavy overhead and focusing on relationships, real estate has provided a fun, freeing lifestyle where we truly just have fun all the time.

### **Where do you see yourself in the next 5 years?**

My business model has kept me in the "top 10" awards in my real estate office for years, and since our article, I am still receiving those awards in a company with over 600 agents. It's the system I created that every agent can follow and be in the top awards in their office as well. My life mission is to share this business model with agents around the country so everyone can truly enjoy real estate, be successful, and with over 8 million people on the planet, there is enough business for everyone to be as



successful as they want to be. I have built a business model that will help any agent sell 100 homes a year and make real estate fun again.

### **What are you passionate about right now in your business?** #1.)

Delivering the highest level of experience to our customers & clients so they can have a Disney-like experience when they buy and sell with us. If the average person moved every 5-10 years, shouldn't it be a fun experience? #2.) It's so rewarding to share these systems with another agent and hear them having success, getting more deals and having fun. Getting all of our systems back on track AND helping real estate agents do the same by using this model is so exciting for me. I believe I can reverse the current fail rate of real estate agents from 60-80% getting out of real estate within 3-5 years, to giving 80% of them the chance to be successful and not have to fail. EveryAgent100

## BAILEY LYONS

LYONS REALTY GROUP



been heavily involved in fundraising for and building a fully accessible, completely inclusive splashpad and sensory park that is so needed and wanted in our small community - it will open this summer and I'm so excited to see it coming to fruition. As the Chamber of Commerce Board Chairperson for 2023, I have been working to encourage greater collaboration within our community and celebrating all the wins in our small but mighty rural area. Throughout it all though, my family is my constant and my focus - and since time doesn't slow down, my kids are a few years older, and very active in sports and activities - I will always be their biggest fan (and this year I even took on the role as Coach)!

**Where do you see yourself in the next 5 years?** Still working hard to run a top-notch real estate brokerage, giving back to my community in ways I am passionate about and feel make a difference, running crazy with my kids (who will then be teenagers!!), traveling, and loving life!

### **What are you passionate about right now in your business?**

Providing value and high-quality service to our clients, and continually evaluating and evolving how we can best accomplish that. Outside of the everyday efforts to run a successful brokerage, I am on a housing committee that is working to lessen the burden from the housing shortage in our community, and come up with creative solutions to that problem.

### **Looking into the future, how does real estate fit into your dreams and goals?**

Real estate has allowed me so many opportunities and provided so much that I am grateful for each and every day. I get to work a job that I absolutely love and thoroughly enjoy, and through that I am blessed to provide for my family and build financial security. I have the opportunity to help others who need and want my expertise and services. I get to give back to my community with my time, talent, and treasure. And as an added bonus, I continue to meet so many wonderful people who start as just clients and colleagues, but have become great friends.

**Favorite quote or "top tips":** "When we strive to become better than we are, everything around us becomes better too."





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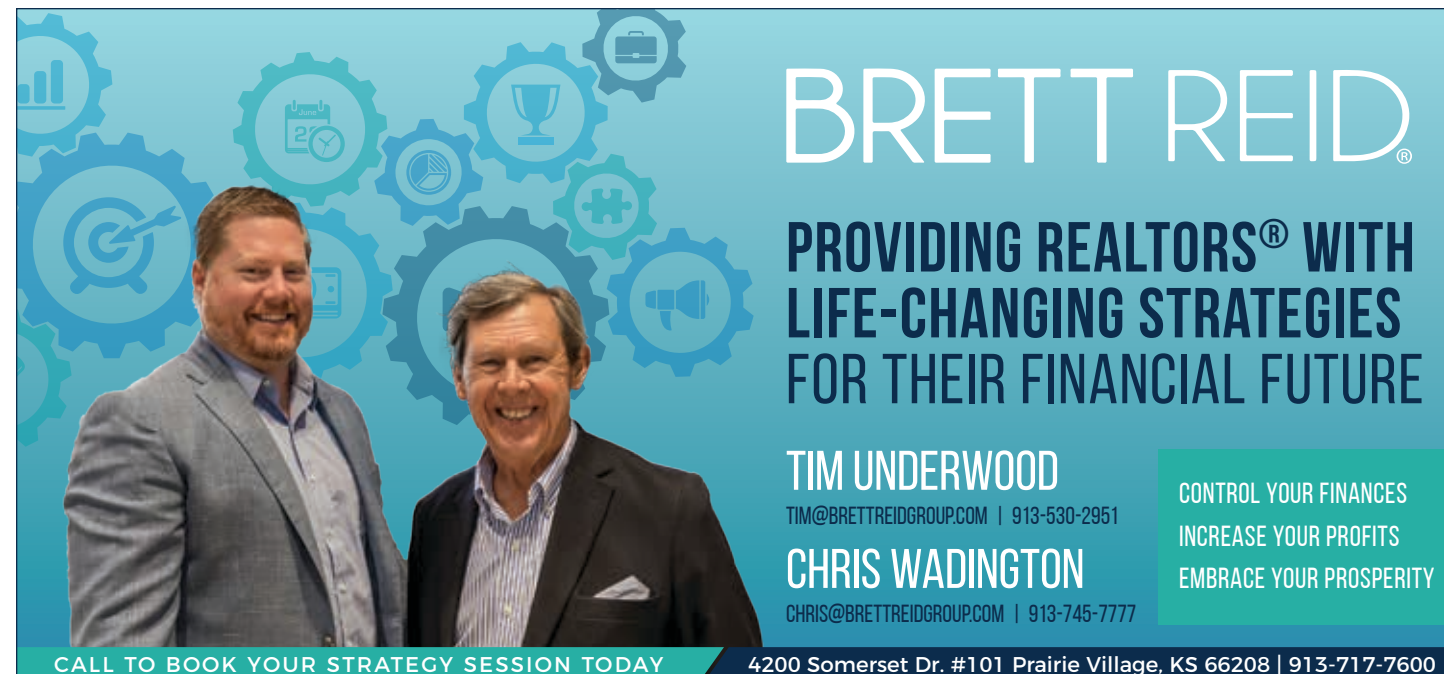


# TOP 200 STANDINGS

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

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



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

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Dennis	Prussman	United Country Property Soluti
19	Karen	Pritchard	Koenig Real Estate Holdings LI
20	Shannon	Brimacombe	Compass Realty Group
21	Hern	Group	Keller Williams Platinum Prtnr
22	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
23	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
24	Angela	Fitzgerald	Rodrock & Associates Realtors
25	Cory	Ward	Compass Realty Group
26	Chris	Rowe	Cedar Creek Realty LLC
27	Jeremy	Applebaum	Realty Executives
28	Blake Nelson	Team	Keller Williams Key Partners
29	Nelson	Group	Keller Williams Kc North
30	Bill	Gerue	Weichert, Realtors Welch & Com
31	Alan	Williams	Bhg Kansas City Homes
32	Wardell & Homes	Real Estate Team	Wardell & Holmes Real Estate
33	Jenny	Burkhead	Keller Williams Kc North
34	Dan	O Dell	Keller Williams Realty Partner
35	Hendrix	Group	Keller Williams Realty Partner
36	Cjco	Team	Reecenichols - Leawood
37	Shelia	Hampton	Reecenichols - Granada
38	Ripley Assoc	Team	Engel & Volkers Kansas City
39	Molly	Hipfl	Reecenichols - Lees Summit
40	The Collective	Team	Compass Realty Group
41	Michael	Yeates	The Real Estate Store LLC
42	Donnie	Thomas	Midwest Land Group LLC
43	Monica	Ritter	RE/MAX Central
44	Lindsay	Sierens Schulze	Reecenichols - Leawood
45	Will	Wiest	Midwest Land Group LLC
46	Brooke	Miller	Reecenichols - Country Club Pl
47	Tradition	Home Group	Compass Realty Group
48	Sal	Termini	Platinum Realty
49	Peter	Colpitts	Reecenichols - Leawood South
50	Mendy	Jarman	Keller Williams Realty Partner

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Malina	Group	Keller Williams Realty Partner
52	The Small	Team	Reecenichols-Kcn
53	Brenda	Youness	Weichert, Realtors Welch & Com
54	Stroud & Associates	Team	Real Broker, LLC
55	Tony	Long	Realty Executives
56	Todd	Burroughs	Crown Realty
57	Rothermel	Group	Keller Williams Kc North
58	Tamra	Trickey	Reecenichols - Leawood
59	Jackie	Payne	New Home Star
60	Katherine	Lee	Bash & Co. Sotheby'S Internati
61	Duke	Frye	Keller Williams Key Partners
62	Hcr	Team	RE/MAX Heritage
63	Dani	Thompson	Sbd Housing Solutions LLC
64	The Fisher Hiles	Team	Bhg Kansas City Homes
65	Terri	Marks	Reecenichols - Overland Park
66	Debbie	Weber	Realty Executives
67	Audrah	Team	Keller Williams Kc North

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Robert Waterfield  
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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Ryan	Hubbard	United Country American Heartl
69	Crossroads Re	Group	Keller Williams Diamond Part
70	Kelli	Chabot	Keller Williams Kc North
71	Amy	Maher	Weichert, Realtors Welch & Com
72	Andrew	Bash	Bash & Co. Sotheby'S Internati
73	Suzy	Goldstein	Bhg Kansas City Homes
74	Jeff	Curry	Weichert, Realtors Welch & Com
75	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
76	Logan	Freeman	Foxtrot Real Estate LLC DbA Xc
77	Ken Hoover	Group	Keller Williams Kc North
78	Kelli	Becks	Keller Williams Realty Partner
79	Andrea	Sullivan	Rodrock & Associates Realtors
80	Lauren	Anderson	Reecenichols -The Village
81	Kbt Plaza	Team	Reecenichols - Country Club Pl
82	Melanie	Koprivica	Engel & Volkers Kansas City
83	Loughlin & Associate	Team	Keller Williams Kc North
84	Laurie	Barnds	Reecenichols -The Village
85	Kaleena	Schumacher	Keller Williams Realty Partner
86	John	Simone	Reecenichols-Kcn
87	Patty	Simpson	Crown Realty
88	Monica	Angeles	Jones Heritage, Realtors
89	Debi	Donner	Rodrock & Associates Realtors
90	Jessica	Kurzweil	Reecenichols - Lees Summit
91	Jamie	Patton	Platinum Realty
92	Rachelle	Moley	Weichert, Realtors Welch & Com
93	Sara	Stucker	Reecenichols-Kcn
94	Ashley	Kendrick	Chartwell Realty LLC
95	Mikki	Armstrong	Reecenichols - Lees Summit
96	Sherry	Westhues	Reecenichols - Eastland
97	Holly	Bond	Platinum Realty
98	Allison	Rank	Reecenichols - Country Club Pl
99	Brent	Sledd	Reecenichols - College Blvd
100	Debbie	Fleet	Keller Williams Realty Partner

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Ellen Murphy	Team	Reecenichols - Leawood
102	Amy	Arndorfer	Premium Realty Group LLC
103	Nikie Jo	Glasbrenner	Reecenichols-Kcn
104	Lisa	Rater	Weichert, Realtors Welch & Com
105	Stacy	Porto	Reecenichols -The Village
106	Karen L.	Gilliland	House Of Real Estate, LLC
107	Eva	Clark	Real Broker, LLC
108	Lisa	Bunnell	Reecenichols - Leawood
109	Richey Real Estate	Group	Reecenichols - Lees Summit
110	Sharp Homes	Team	Exp Realty LLC
111	Locate	Team	Compass Realty Group
112	Jared	Dunn	Realty Executives
113	Kc Homes365	Team	Keller Williams Realty Partner
114	Kevin	Green	Berkshire Hathawayhs Kc Realty
115	Amy	Williams	Keller Williams Realty Partner
116	Debbie	Sinclair	Prime Development Land Co LLC
117	Shelli	Seeger	Reilly Real Estate LLC

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Majid	Ghavami	Reecenichols - Town Center
119	John	Kroeker	Weichert, Realtors Welch & Com
120	Terry Madden	Myers	Reecenichols Brookside
121	Angela	Brown	Keller Williams Kc North
122	Just Say Home	Kc Team	Keller Williams Platinum Prtnr
123	Yfa	Team	Your Future Address, LLC
124	Chris	Austin	Keller Williams Plaza Partners
125	Mike	Russell	Keller Williams Realty Partner
126	Annie	Kennedy	Realty Executives
127	Gail	Yancik	Realty Executives
128	Bryan	Parrish	Keller Williams Realty Partner
129	Explore Home	Group	Keller Williams Kc North
130	Trish	Shiever	Welcome Home Real Estate LLC
131	Lynne	Matile	Reecenichols - Overland Park
132	George	Medina	Reecenichols Brookside
133	Brenda	Shores	RE/MAX Heritage
134	Jennifer	Rich	Weichert, Realtors Welch & Com
135	Wendy	Linebaugh	Reecenichols - Lees Summit
136	Peggy	Holmes	Reecenichols - Eastland
137	Beth	Borders	Reecenichols - Country Club PI
138	Tanna	Guthrie	Exp Realty LLC
139	Chuck	Davis	RE/MAX Professionals
140	Kevin	Trimble	Keller Williams Kc North
141	Danny	Watts	New Home Star
142	Wolfe, Sweeney, Courtney	Team	Reecenichols - Parkville
143	Bharthi	Reddi	Platinum Realty
144	Chrissy	Frazier	Chartwell Realty LLC
145	Lanny	Dillenschneider	Reecenichols - Lees Summit
146	Taylor	Akinmoladun	Platinum Realty
147	Guide	Group	Compass Realty Group
148	Jim	Blaufuss	RE/MAX Realty Suburban Inc
149	Zach	Horn	Berkshire Hathawayhs Kc Realty
150	Ashlee	Whittington-Duncan	Curtis & Sons Realty

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Mary Beth	Schwartz	Keller Williams Key Partners
152	Kevin	Holmes	Keller Williams Key Partners
153	Igre	Team	Integrity Group Real Estate
154	Darlene	Peterson	Keller Williams Platinum Prtnr
155	Shaun	Ashley	RE/MAX Heritage
156	Sally	Moore	Keller Williams Platinum Prtnr
157	Mark	Brewer	Realty Executives
158	Roger	Deines	Reecenichols - Lees Summit
159	Quinn	Whimley	Reilly Real Estate LLC
160	Erik	Collier	Traditions Real Estate LLC
161	Ron	Henderson	Keller Williams Kc North
162	Chris D	Fleming	RE/MAX State Line
163	Brandon	Edlin	Keller Williams Kc North
164	Ryann	Hemphill	Keller Williams Realty Partner
165	Micheala	Miller	John Moffitt & Associates
166	Jim	Godwin	Executive Asset Group
167	Cambridge	Cates	Cates Auction & Realty Co Inc

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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Sherr	Hines	Bhg Kansas City Homes
169	Kbt Kcn	Team	Reecenichols-Kcn
170	Shelly	Balthazor	Reecenichols - College Blvd
171	Hannah	Shireman	West Village Realty
172	Becky	Harper	Keller Williams Realty Partner
173	Mikki	Sander	Redfin Corporation
174	Jeff	Taylor	Reecenichols-Kcn
175	Karen	Baum	Bhg Kansas City Homes
176	Lisa	Larson	Realty Executives
177	Aly	Plunkett	Reecenichols -Johnson County W
178	Karen	Stump	Reecenichols - Parkville
179	Abby	Powers	The Real Estate Store LLC
180	Shelley	Staton	Reecenichols -The Village
181	Michele	Davis	Weichert, Realtors Welch & Com
182	The Butler	Group	Keller Williams Realty Partner
183	David	Van Noy Jr.	Van Noy Real Estate
184	Paul	Lowry	Midwest Land Group LLC
185	Jessica	Smotherman	RE/MAX Elite, Realtors
186	Sharon	Barry	Reecenichols -The Village
187	Sara	Powell Moody	Weichert, Realtors Welch & Com
188	Crystal	Metcalfe	United Real Estate Johnson Cou
189	Generations	Real Estate Partners	Bhg Kansas City Homes
190	Madison	Harpst	RE/MAX Innovations
191	Sue	Walton	RE/MAX Premier Realty
192	Klarissa	Skinner	Keller Williams Realty Partner
193	Kerrie	Shumate	Midwest Realty & Auction
194	Anita	Riley	RE/MAX Town And Country
195	Plains Paris	Team	RE/MAX Revolution
196	Thomas	White	Boulevard Realty, LLC
197	Micah	Thomas	Local Agent
198	Linda L	Martin	Reecenichols - Leawood South
199	Kim	Brown	Lynch Real Estate
200	Missy	Barron	Reecenichols - Lees Summit

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# 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?**

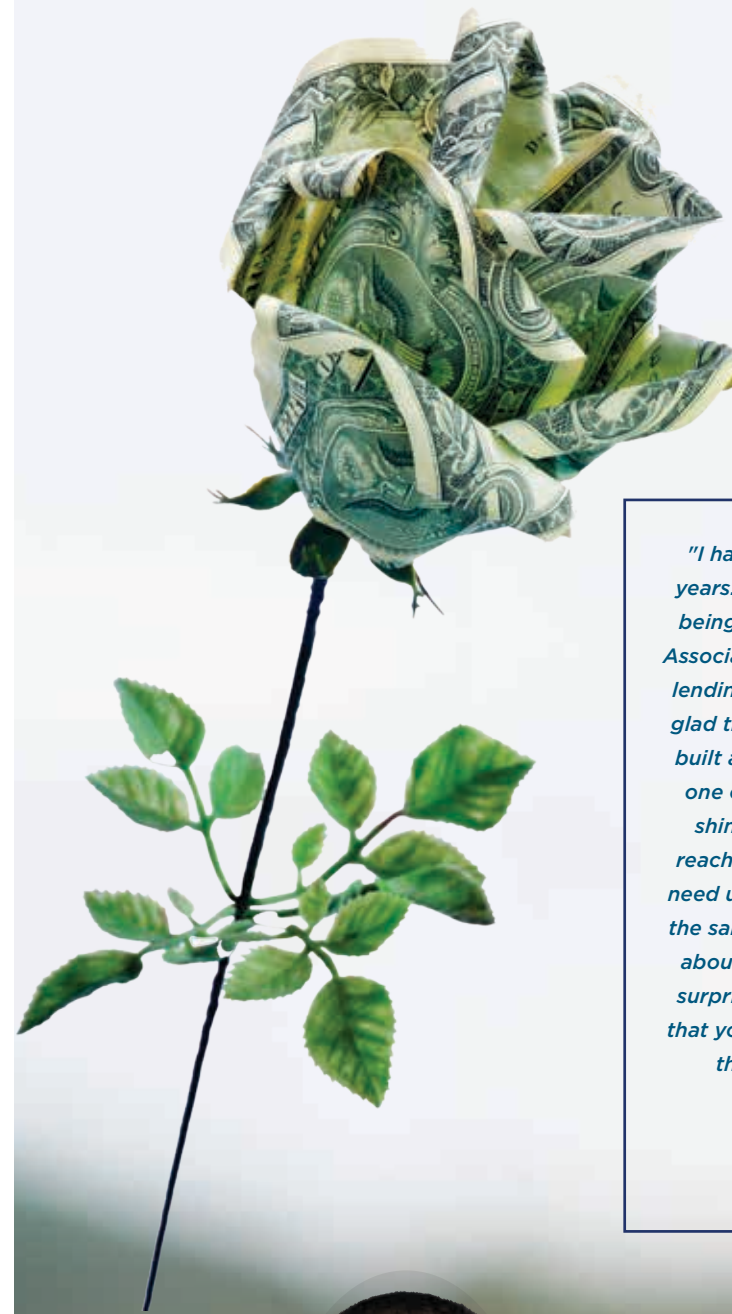
**A:** Anyone listed as a "Preferred Partner" in the index at the front of the magazine is an integral part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our Facebook group. We don't just find these businesses off the street, nor do we work 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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