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

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THE POWER OF PERSISTENCE IN A PESKY MARKET

Being a REALTOR® is no easy feat. It's a world of endless phone calls, negotiations, and juggling multiple clients with grace and finesse. But amidst the chaos, one quality shines through like a guiding light—persistence. It's the tenacity that keeps REALTORS® pushing forward when others might throw in the towel.

Imagine this: an agent tirelessly searching for the perfect property for a client, leaving no stone unturned, and going to great lengths to secure that dream home. It's the late nights spent poring over listings, the countless showings, and the refusal to settle for anything less than extraordinary. That, my friends, is the power of persistence.

In the face of setbacks and challenges, REALTORS® demonstrate an unwavering determination that is nothing short of awe-inspiring. They navigate through complex transactions, dealing with ever-changing market conditions and demanding clients, all with a smile on their faces and a spring in their step. They refuse to let obstacles dampen their spirits or dim their vision.

Persistence is the fuel that propels REALTORS® forward, even when the odds seem stacked against them. It's the voice in their heads whispering, "Keep going. You're closer than you think." And it's the unwavering belief that with enough effort and resilience, dreams can become reality.

So, dear readers, as you immerse yourself in these pages filled with stories of remarkable REALTORS®, let their persistence ignite a fire within you. Let their journeys remind you that setbacks are merely stepping stones on the path to success. Embrace challenges as opportunities for growth, and keep pushing forward, even when the road seems long and daunting.

Remember, every great achievement is born out of persistence. Whether you're a seasoned REALTOR® or someone just starting to dip their toes into the world of real estate, let this issue serve as a reminder that with determination, grit, and a dash of persistence, you can overcome any obstacle and achieve greatness.

Get ready to be inspired, dear readers, as we celebrate the unwavering spirit of the REALTORS® who continue to defy the odds. May their stories ignite a spark within you, reminding you that persistence is the key that unlocks doors and turns dreams into reality.

▶ editor's note



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WHAT I LEARNED AT THE FEET OF JOHN MAXWELL

Earlier this year, I had the opportunity to personally speak in front of, and then to learn from, John Maxwell. I found his wisdom invaluable in my business and trust you will as well.

First, John spoke to us about “Leadershift”. He said, “Difficult times separate the players & pretenders.” We can all relate to that in Today’s Real Estate Market. John then shared 6 Lessons to adapt and succeed. (You’ll find them in my notes below.)

Secondly, I had the (nerve-wracking!) pleasure of being one of the main speakers at the event John keynoted. He arrived 2 hours early. Which meant he was unexpectedly in the front row as I spoke. (Good thing I had a long dress on, so you couldn’t see my knees shaking!)

Following my talk, John sat me down next to him, pulled his cell phone out and scrolled through

the screenshots he took of my slides. “THAT was REALLY good. This part here was excellent. And this part here - well I am going to put that in my next book. I won’t give you royalties, but I’ll give you credit.” (LOL!)

John may say that to many people, AND I took this as a great encouragement that the message of leadership empowerment we deliver at Ops Boss® Coaching is worthy and needed. The talk that day was for Mega Agents. The Title was “How To Build An Operational Powerhouse” and the topic was actually about the evolution every agent must make from “Superstar Salesperson” to “Brilliant Business Boss” to “Lifegiving Leader”.

(I’d love to bring that talk to YOUR office or region, followed by our “10 Secrets of a Mega EA” class. I passionately know it will help you recruit, retain and grow your productivity. Let’s chat!)

Now, here are my personal “Cliff Notes”:

WHAT I LEARNED AT THE FEET OF JOHN MAXWELL:

- Add value to leaders who multiply value to others.
- Am I going to wing it or work for it?
- Difficult times separate the players & pretenders.

Leadershift

1. Continually learn, unlearn and relearn.

(This is a circular cycle)

- What worked then does not work now.
- Leaders see MORE than others see BEFORE others see it.
- Managers don’t want change in the business, Leaders see the need for change.
- HBR Study: You only apply what you learn for the next 5 years. Therefore you must constantly be learning.
- The top 3 competencies in business today: Adaptability, Learning Agility, Communication Skills

The Cycle of Success

- 1. Test** - Try lots of new things. This keeps you continually on The edge and that is what allows you to see things before others do
- 2. Fail** - If you test a lot, you’ll fail a lot. If you fail a lot, you’ll learn a lot. In order to increase your failure rate, increase your testing rate (BOOM!)
- 3. Learn** - Failure is your greatest teacher. The fruit of failing is learning. The value of learning results in improving.
- 4. Improve** - Ask how the learning can improve your business and your life. Then take action. Don’t re-enter until you improve. Otherwise you are the stupid guy banging his head against the ceiling saying “just keep getting up”.
- 5. Re-Enter.** Get back in the game. Take action, Your tendency is to freeze. You have to take action to stay in the game. When you re-enter after improvement, you cycle UP (versus cycling circularly). Then you start back at testing, but are leveled up.

Then Rinse and Repeat

2. Value yesterday, but live in today.

- We over exaggerate yesterday, overestimate tomorrow and we undervalue today.
- Whatever you’re doing has to be the best you can do TODAY.
- “My favorite book is the one I am writing now.”
- John’s next book will be “High Road Leadership”.
- When I don’t fall in love with what I am doing right now, I don’t do my best.
- When you don’t want to do it any more, you’re not any good at it. And you might as well quit because you already have.

3. Rely on speed, thrive on timing.

- Act on what you see before others see it and act.
- Get started first.
- The fastest person doesn’t always win the race. It’s the person who starts first.
- What can you do differently to set yourself apart? (If they stop, then start. If they start, then stop.)

4. Live in today, but think about tomorrow.

- Because the future arrives unannounced.
- Go into the room and think like the client will think, not like you will think. Talk about and ask about what is important to THEM.
- Nightmare = Big Dream + Bad Team
- It's not the dream that determines your success, it's your team.

Action Attraction

- We overestimate belief and underestimate action.
- Example: "if you believe, you can achieve".
- We even write songs about it. "I believe I can fly".
- No you can't! That's BS!
- You need clarity about what you want and who you want to do it with. But that's not enough.
- You need to take action. There's no action attraction without action.

5. Move forward courageously in the midst of uncertainty.

- Don't freeze.
- Life expands or shrinks in proportion to our courage.
- Fear or faith. In difficult times we follow the one that is the strongest. (Note to self - Work on your faith so it becomes a reflex. Faith comes through taking action.)
- If you find out you can't do something (ex during Covid), what Can you do?
- Everything worthwhile is uphill. You can't have uphill hopes and downhill habits.
- "Waiting for the storm to pass" is a downhill habit.

6. Realize that today's best will not meet tomorrow's challenge.

(Note to self: This requires CANI. Constant Never Ending Improvement.)

- You have to keep changing to get better.
- Go where you've never gone, do what you've never done.



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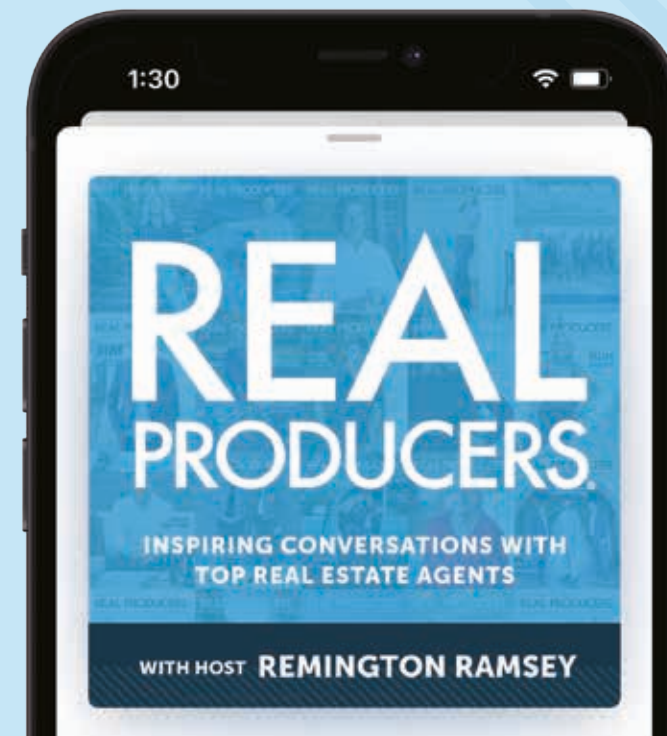
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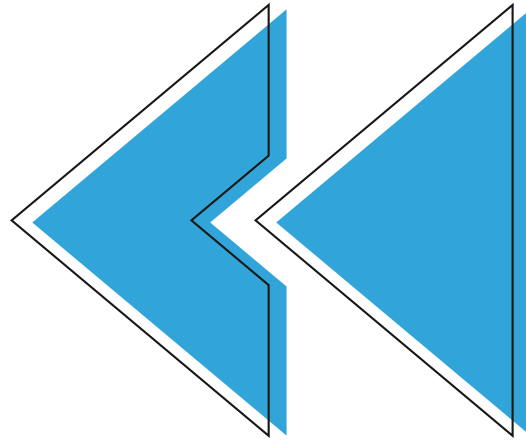
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“My name is Landen Hawk with Element Sotheby's International Realty and I've been working with Luke for about 5 years now. He's an absolute professional with unparalleled knowledge and a knack for finding creative solutions. Luke is also an excellent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

Landen Hawk, Global Real Estate Advisor

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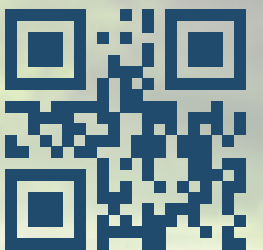
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THE SHANAN

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IN THE WORLD OF REAL ESTATE, WHERE STORIES OF TRIUMPH AND ACHIEVEMENT ARE WOVEN INTO THE VERY FABRIC OF THE INDUSTRY, THERE EMERGES A DYNAMIC DUO WHOSE JOURNEY HAS BEEN NOTHING SHORT OF REMARKABLE. MEET SHANAN STEERE AND EDDY MORALES, THE POWERHOUSE MINDS BEHIND THE SHANAN GROUP, A NAME SYNONYMOUS WITH INNOVATION, PERSEVERANCE, AND UNWAVERING COMMITMENT.



“ I CHOSE TO STEP INTO REAL ESTATE TO BE MORE THAN JUST A WEEKEND DAD. ”

Shanan Steere, born and bred in the picturesque Flint hills of Kansas, found her roots in the realm of communication, earning her stripes with a degree in Speech/Communication from Emporia State. Eddy Morales, hailing from the vibrant landscapes of Venezuela, forged his path through the corridors of Cochise College and Iowa Wesleyan University, culminating in a degree in Exercise Science. Little did these two individuals know that their paths would cross, igniting a partnership that would redefine success in the world of real estate.

Their journey into real estate was paved with personal motivations that ignited the spark of transformation. Shanan, reflecting on her transition, shared, “I was tired of my commissions being adjusted and I craved the freedom to explore my potential without constraints.” Eddy, driven by a desire for a richer work-life balance, candidly expressed, “I chose to step into real estate to be more than just a weekend dad.”

1997 marked a pivotal year as Shanan received her real estate license, followed by Eddy in 2018. The real estate landscape witnessed the emergence of The Shanana Group, with Shanan herself selling 550 homes in tandem with an administrative wizard during her formative years. The Group’s influence soon spread to Keller Williams in west Shawnee, where they crafted a legacy of leadership, innovation, and growth. Shanan served as the Team Leader for the Keller Williams in Overland Park, embarking on a journey of coaching and mentorship that would shape the careers of countless agents across North America.

Shanan and Eddy’s combined expertise has translated into an astonishing career volume of around \$225 million. Their unwavering commitment to excellence propelled them to a staggering \$27 million last year, a figure that is projected to scale even greater heights this year.

“
TWO HEADS
ARE BETTER
THAN ONE.
”



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Behind these remarkable achievements lies a tale of resilience and triumph over adversity. Shanán's battle with a health crisis in 2015 compelled her to step away from her high-stress coaching role. However, she resurfaced stronger than ever, leveraging her experience to rekindle her real estate journey. Eddy's story of moving to the United States without knowing English and building a successful career stands as a testament to his unyielding determination.

Their passion for real estate is further illuminated by their investment club, a vehicle through which they empower their sphere and past clients to build wealth through real estate. Shanán's eyes light up as she discusses this passion, emphasizing, "We're not just selling properties; we're crafting a roadmap to financial independence."

Amidst their whirlwind careers, family remains a cornerstone of their lives. Shanán's two adult children, Brody and Ellie, have been immersed in a world of adventure, visiting national parks, skiing, hiking, and creating memories that will last a lifetime. Eddy's family, including his wife, Allison, and their adorable kids, Max and Sofia, also find joy in traveling and creating cherished moments together.

Beyond the confines of their real estate empire, both Shanán and Eddy embrace hobbies that enrich their lives. Shanán's affinity for wildlife photography finds her wandering the captivating landscapes of Yellowstone Park. Her foray into the Airbnb business serves not only as a retirement plan but as a source of present-day delight. Eddy, a sports enthusiast, finds solace in baseball, volleyball, and exploring the world with his family.

As seasoned veterans, Shanán and Eddy have pearls of wisdom to share with the burgeoning top producers of tomorrow. Shanán's resounding advice revolves around the transformational power of "The 12 Week Year" methodology, a philosophy that has reshaped both her personal and professional landscapes. Eddy, drawing from his own journey, encourages REALTORS® to transcend their comfort zones and explore multilingual marketing for a broader reach.

The Shanán Group, a living embodiment of dedication and innovation, continues to redefine the contours of success in the realm of real estate. With each sale, each investment, and each mentoring call, Shanán Steere and Eddy Morales etch their legacy deeper into the annals of this dynamic industry. Their story is one of triumph over challenges, of family values woven seamlessly into business strategies, and of a partnership that exemplifies the adage "two heads are better than one." As their journey unfolds, one can't help but wonder: What extraordinary heights will The Shanán Group conquer next?





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I

n the fast-paced world of real estate, where first impressions can make or break a sale, local designer Kelly Lieberman has crafted the perfect balance between the art of design and the science of selling. As the owner and founder of All the World's a Stage, Kelly works directly with homeowners and real estate professionals to transform properties into warm, inviting spaces that buyers want to call home. A boutique home staging and interior design firm, All the World's a Stage has become the go-to destination for real estate agents, developers, and homeowners seeking unparalleled expertise.

All The World's A Stage



FROM ORDINARY TO EXTRAORDINARY

beautiful and purposeful, I can improve their quality of life and add more joy.”

Kelly’s background as a serial entrepreneur has equipped her with valuable skills and insights that have ultimately shaped her success. From owning a carpet cleaning business voted the best in Kansas City to venturing into augmented reality technology—these experiences have nurtured her resilience and taught her to navigate the complexities of running a business. Now, her role as a designer is fueled by her entrepreneurial spirit as well as her innate ability to reimagine spaces and bring out their full potential.

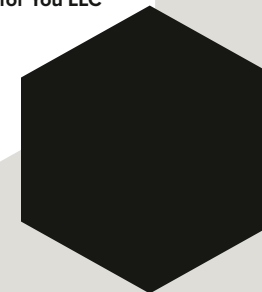
“I’ve been staging since I was a child, rearranging my room and rooms of friends in their

▶▶ partner spotlight

By **Manuela Nivia**
Photos by **A Perfect Spot for You LLC**

“The transformation of a living space from ordinary to extraordinary is my definition of success,” Kelly shared. “I love seeing homeowners’ and agents’ reactions when I stage a house. I love finding out how many offers they got and how much over the listing price they received.

I also love being hired afterwards to go to their new home to show them how to place their furniture and offer design ideas and inspiration. By helping homeowners make their home more





“
**AGENTS ARE ESPECIALLY
 THRILLED BY HOW
 AFFORDABLE OUR STAGING IS**
*and how it really boosts not only
 the number of showings, but also
 the final sales price of
 their listings.*
 ”



homeowner’s goals. By staying attuned to market trends and leveraging their design expertise, they consistently deliver staging solutions that stand out in a competitive industry.

“Every day we have new houses and new challenges,” Kelly explained. “We focus on how we can make a house look its finest so that it sells quick for the most money. Agents are especially thrilled by how affordable our staging is and how it really boosts not only the number of showings, but also the final sales price of their listings. We also work with homeowners so we can refresh their current design. It’s not always about moving, sometimes it’s about living the best you can in the home you are in.”

For more information, please call (913) 744-9588 or follow on IG: (@alltheworldsastagekc)

family homes,” Kelly recalled. “Friends who were real estate agents then started asking me for advice on how to improve the homes they were selling. I started out just by using what the homeowner had in their home, but over time I started accumulating accessories and art to bring in. I now have five storage units and about \$250,000 in inventory.”

At the core of All the World’s a Stage’s philosophy is the unwavering belief in the transformative power of staging. With every design, Kelly aims to create experiences that leave a lasting impact on both homeowners and potential buyers. By providing inspiration and expert guidance, she ensures that homes are presented in the most appealing and marketable light. This dedication to excellence has resulted in impressive outcomes, such as record-breaking sales and delighted homeowners.

“We are literally changing lives,” Kelly shared. “Whether it’s helping homeowners sell their homes in record time over the listing price or helping clients live their best life in their homes, we provide the inspiration and work to make that dream happen. That is why I am so passionate about staging and design work.”

Every project undertaken by All the World’s a Stage is a testament to the team’s commitment to personalized service. Understanding that each property and homeowner is unique, Kelly and her team work closely with clients to understand their vision and aspirations. Whether it’s a comprehensive staging overhaul or strategic tweaks to enhance livability, their meticulous attention to detail ensures that the final result aligns seamlessly with the

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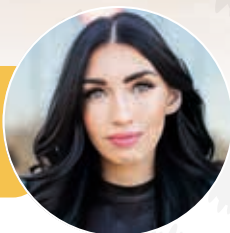


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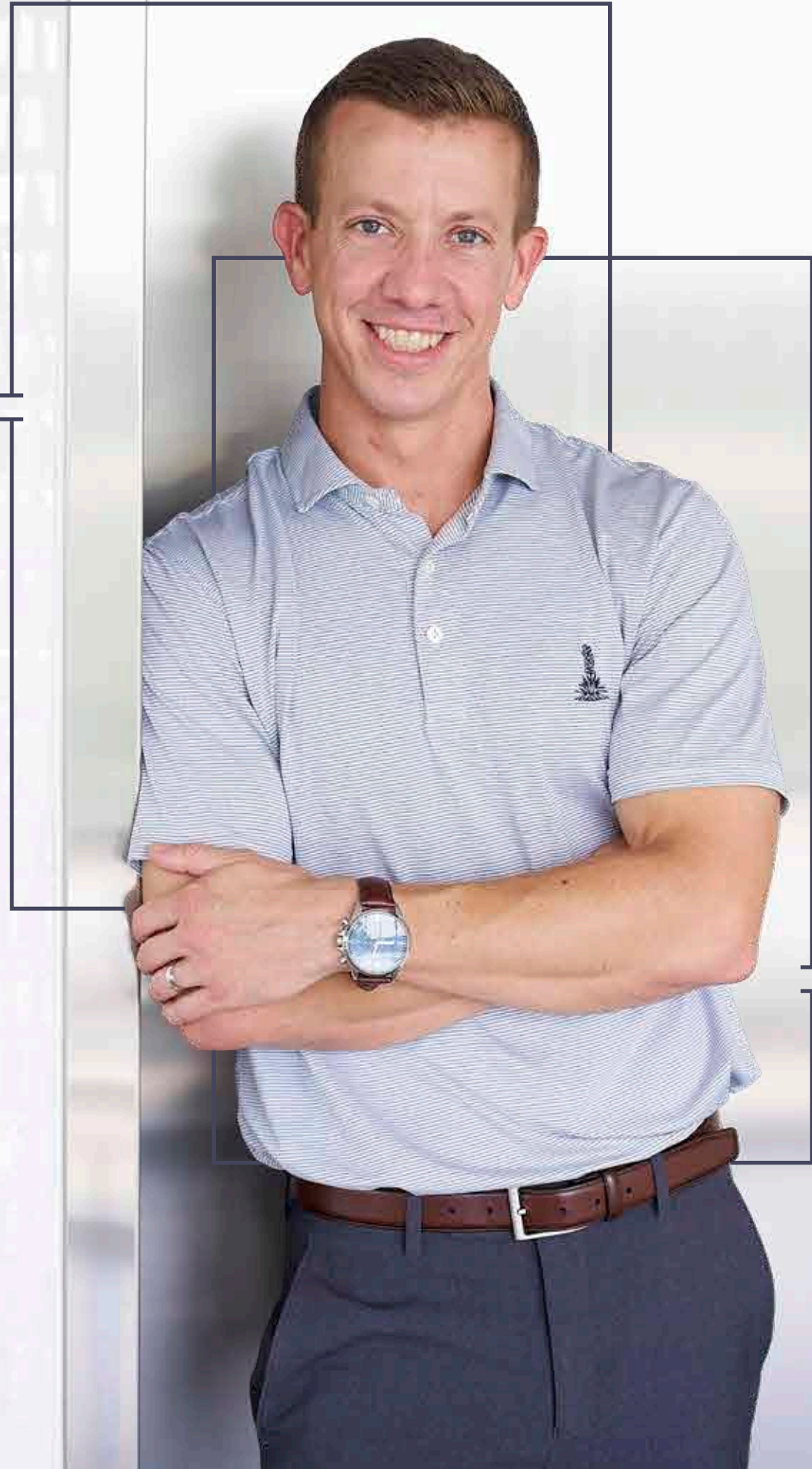
Send us your nomination and why you think they should be in the next issue.

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!

LANDEN — HAWK — INVESTING IN SUCCESS

By Manuela Nivia • Photos by SEVEN IMAGES, KC



A top-producing real estate agent, Landen Hawk has built a successful career doing what he loves most. Guided by his competitive drive and passion for forming genuine connections, Landen created an award-winning business founded on the principles of unparalleled client service. His journey into real estate began shortly after graduating from the University of Kansas in 2011. It was during this time that he discovered the world of real estate investment—an exposure that sparked his fascination for the industry and ultimately inspired him to pursue his calling.

“I’ve always been interested in real estate,” Landen described. “Once I believed that I could build a career in sales, I knew I wanted to explore the real estate avenue. I went to a Keller Williams career night and got my license shortly after. I truly love what I do and I’m grateful for the opportunity to help people with their biggest asset.”

Over the years, Landen’s experience has expanded beyond serving local families as an accomplished real estate professional; he has also ventured into real estate investment, establishing a background in full home remodels, multi-family rentals, and high-producing Airbnb

properties. This breadth of experience has provided him with a comprehensive understanding of the buying and selling process from both emotional and investment perspectives, giving him a competitive edge that he utilizes for the benefit of each of his clients.

“Real estate investment is a large, and very relevant, part of who I am and what I do,” Landen shared. “It has been a significant part of my real estate business, as I’ve found a niche working with investors over the years. I see the value of investing in our city, and it has become something I really enjoy doing—helping investors build portfolios just like I’m doing with mine.”

Before embarking on his successful real estate career, Landen worked in the service industry as a bartender and manager. He later transitioned into a sales development role for an artificial intelligence technology company. Landen credits these experiences for teaching him invaluable skills that have proved crucial in his real estate career. From his sales jobs, he cultivated the ability to connect with people, strengthened his confidence, and maintained a strong work ethic, all of which have been instrumental in his success.



REAL ESTATE IS IN DIRECT ALIGNMENT WITH MY DREAMS & GOALS.

“

“I was bartending one day when a real estate broker came in,” Landen recalled. “He gave me his card and said he thought I would be a good fit for the job. At that time, I was having a hard time finding my passion, and what he said stayed in the back of my mind. I finally decided to give it a shot and here we are.”

While success in real estate often revolves around transactions, Landen’s approach differs significantly. He places a strong emphasis on organic relationships and growth, prioritizing the experience his clients receive over mere numbers. By prioritizing exceptional experiences for his clients, success has naturally followed. Landen’s business is rooted in authenticity and a passion for helping clients navigate the real estate landscape with confidence and satisfaction.

“Real estate is in direct alignment with my dreams and goals,” Landen described. “The most rewarding part of the business for me has been the opportunity to build meaningful relationships with people and provide a great life for my family.”

Central to Landen’s rise in the industry has been the value of mentorship. He credits his broker, Andrew Bash, for playing a pivotal role in pushing him outside his comfort zone and encouraging him to eliminate limiting mindsets. By learning to overcome challenges and focusing on building meaningful relationships, Landen has embraced his passion for the industry.

“I’m not originally from Kansas City, so I would allow myself to believe that I was at a disadvantage because of that—or really any other reason I could come up with,” Landen explained. “I also lean more towards being an introvert, so I had a hard time getting out there and building my network. Eventually, I learned that if I wanted to be successful, I would need to start breaking down those walls. It’s still something I struggle with from time to time, but I’m passionate about what I do and I continue to push forward and grow as a person and a business owner.”

Alongside his wife, Kayla, who is the current Director of Design for Renovating KC, Landen provides his clients an added dimension of expertise tailored to their individual needs. Together, they form a formidable team for clients looking to flip houses or find their dream homes that require some work. With Kayla’s insights, they offer clients a better idea of what can be done with their space, presenting a unique opportunity for collaboration. Given their extensive expertise, Landen and Kayla also co-own several properties in the Plaza/Brookside area and plan to continue expanding their investment portfolio. Outside of real estate, Landen and Kayla love exploring Kansas City’s incredible restaurant scene, spending time at home with their Cavapoo, Tito, and playing golf at Falcon Ridge.



“

I WAS BARTENDING ONE DAY WHEN A REAL ESTATE BROKER CAME IN.

He gave me his card and said he thought I would be a good fit for the job.

”



ReeceNichols Agents

Give Back

Providing Thousands of Nights for Families in Need

In the face of a challenging real estate market, the Gold Key agents at ReeceNichols have risen to the occasion, demonstrating their unwavering commitment to the community by donating more than \$300,000 for the second consecutive year. This remarkable contribution will provide over 2,500 free nights for families with hospitalized children at Ronald McDonald House Charities (RMHC), making a significant impact on the lives of those in need.

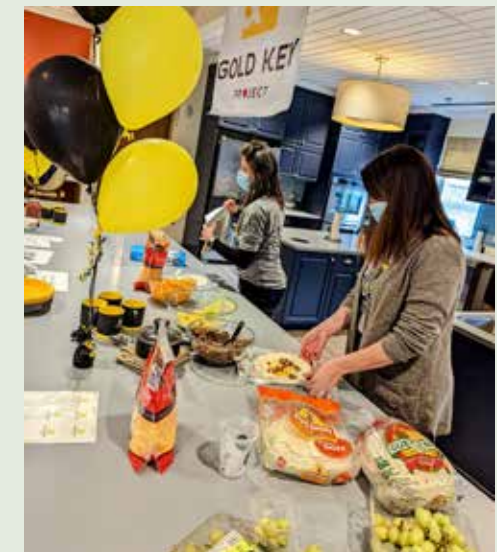


The Gold Key Project, initiated in 2019, was the brainchild of the marketing and community affairs team at ReeceNichols. The idea was to give back to the community on a larger scale, encompassing their vast network of nearly 3,000 agents across Kansas and Missouri. The decision to partner with Ronald McDonald House Charities was a natural one, as the organization plays a crucial role in providing homes for families in need while their children undergo medical treatment away from their primary residences.

The impact of ReeceNichols' donations has been profound, providing more than 6,000 free nights at RMHC for families with hospitalized children. In addition to this, \$50,000 of the money raised went toward creating the first RMHC-KC Family Room at the Overland Park Regional Medical Center, along with \$50,000 for the renovation of four rooms at RMHC-KC's Longfellow House, marking the first refurbishment in 15 years.

"For us, it just made a lot of sense, and it feels really good to be able to help these families," says Mike Frazier, President & CEO of ReeceNichols.

ReeceNichols' partnership with Ronald McDonald House Charities spans across multiple locations, including Wichita, Kansas City, and Springfield. The Gold Key Project has already made substantial strides, with a total donation of \$770,000 and \$173,150 donated to date just in 2023 with more to come. The team has set their sights even higher, aiming to surpass the \$1 million mark in contributions next year.





The Gold Key Project is fueled by the dedication of over 300 agents who voluntarily participate in the program. They generously donate \$100 from every transaction they complete between April and October. To support the cause and raise awareness, ReeceNichols has put together an array of marketing materials, including yard signs, flyers, and folders. The response from the general public has been heartwarming, with a surge of interest in contributing whenever a “Gold Key House” sign is seen in front of a property.

Even more heartening is the involvement of buyers and sellers, who have chosen to contribute to the cause after closing on their homes. This display of generosity exemplifies the powerful impact of community-driven initiatives like the Gold Key Project.

“The overwhelming response from the ReeceNichols agents has left me humbled

and touched. The willingness of our agents to give back underscores the heart and soul of the company, and the sense of purpose that drives them to not only help people find and sell homes but also to positively impact lives through their philanthropic efforts. I knew our agents were philanthropic and giving, but this just shows the heart of our agents,” shares Mike. “They want to help people find and sell homes, but we get to change lives by giving back to those who know, love, and trust us.”

The Gold Key Project stands as a shining example of how businesses can leverage their resources and collective power to make a meaningful difference in their communities. With the unwavering dedication of ReeceNichols agents and their continued commitment to giving back, the future looks brighter for countless families in need of support during challenging times.

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TOP 200 STANDINGS

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

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

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- Austin Short

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Benjamin	Lytle	Opendoor Brokerage LLC
19	Blake Nelson	Team	Keller Williams Key Partners
20	The Collective	Team	Compass Realty Group
21	Hern	Group	Keller Williams Platinum Prtnr
22	Chris	Rowe	Cedar Creek Realty LLC
23	Dan	O Dell	Keller Williams Realty Partner
24	Shannon	Brimacombe	Compass Realty Group
25	Lindsay	Sierens Schulze	Reecenichols - Leawood
26	Reesemontgomery	Team	RE/MAX Heritage
27	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
28	Moore Homes	Team	Compass Realty Group
29	Rothermel	Group	Keller Williams Kc North
30	Andrew	Bash	Element Sotheby'S Internationa
31	Missy	Barron	Reecenichols - Lees Summit
32	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
33	Stroud & Associates	Team	Real Broker, LLC
34	Tamra	Trickey	Reecenichols - Leawood
35	Hcr	Team	RE/MAX Heritage
36	Jeremy	Applebaum	Realty Executives
37	Karen	Pritchard	Koenig Real Estate Holdings LI
38	Hendrix	Group	Keller Williams Realty Partner
39	Nelson	Group	Keller Williams Kc North
40	Martin	Walsh	Offerpad Brokerage LLC
41	Chris	Austin	Keller Williams Plaza Partners
42	Sal	Termini	Platinum Realty
43	Wardell	& Homes	Wardell & Holmes Real Estate
44	Mike	O Dell	Keller Williams Realty Partner
45	Teresa	Hoffman	Reecenichols - College Blvd
46	Ken Hoover	Group	Keller Williams Kc North
47	Katherine	Lee	Element Sotheby'S Internationa
48	Cory	Ward	Compass Realty Group
49	Dani	Thompson	Sbd Housing Solutions LLC
50	George	Medina	Reecenichols Brookside

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Richey Real Estate	Group	Reecenichols - Lees Summit
52	Jenny	Burkhead	Keller Williams Kc North
53	Bill	Gerue	Weichert, Realtors Welch & Com
54	The Small	Team	Reecenichols-Kcn
55	Candi	Sweeney	Reecenichols - Parkville
56	Kaleena	Schumacher	Keller Williams Realty Partner
57	Patty	Simpson	Crown Realty
58	Amy	Maher	Weichert, Realtors Welch & Com
59	Brenda	Youness	Weichert, Realtors Welch & Com
60	Jackie	Payne	New Home Star
61	Locate	Team	Compass Realty Group
62	Sandy	Mccray	Reecenichols - Leawood
63	Dale	Hermreck	Realty Executives
64	Loughlin & Associate	Team	Keller Williams Kc North
65	Peter	Colpitts	Reecenichols - Leawood South
66	Tradition	Home Group	Compass Realty Group
67	Allison	Rank	Reecenichols - Country Club Pl

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Lisa	Rater	Weichert, Realtors Welch & Com
69	The Fisher Hiles	Team	Bhg Kansas City Homes
70	Jonas	Barrish	Compass Realty Group
71	Tony	Long	Realty Executives
72	Alan	Williams	Bhg Kansas City Homes
73	The Butler	Group	Keller Williams Realty Partner
74	Malina	Group	Keller Williams Realty Partner
75	Lisa Ruben	Team	Reecenichols - Country Club Pl
76	Michael	Yeates	The Real Estate Store LLC
77	Taylor Made	Team	Keller Williams Key Partners
78	Michele	Davis	Weichert, Realtors Welch & Com
79	Explore Home	Group	Keller Williams Kc North
80	Kim	Brown	Lynch Real Estate
81	Lauren	Anderson	Reecenichols -The Village
82	Ripley Assoc	Team	Engel & Volkers Kansas City
83	Will	Wiest	Midwest Land Group LLC
84	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
85	Mikki	Armstrong	Reecenichols - Lees Summit
86	Christine	Dunn	Keller Williams Realty Partner
87	Hannah	Shireman	West Village Realty
88	Sara	Powell Moody	Weichert, Realtors Welch & Com
89	Concierge	Real Estate Group	Worth Clark Realty
90	Annie	Kennedy	Realty Executives
91	Kc Homes365	Team	Keller Williams Realty Partner
92	Ashley	Kendrick	Chartwell Realty LLC
93	Amy	Arndorfer	Premium Realty Group LLC
94	Kelli	Chabot	Keller Williams Kc North
95	Kbt Plaza	Team	Reecenichols - Country Club Pl
96	Molly	Hipfl	Reecenichols - Lees Summit
97	Todd	Burroughs	Crown Realty
98	Joe	Woods	John Moffitt & Associates
99	Jeff	Curry	Weichert, Realtors Welch & Com
100	Audrah	Team	Keller Williams Kc North

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- ✓ Owner-occupied, 1-4 family dwellings only.



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#	FIRST NAME	LAST NAME	OFFICE NAME
101	Debi	Donner	Rodrock & Associates Realtors
102	Brent	Sledd	Reecenichols - College Blvd
103	Mendy	Jarman	Keller Williams Realty Partner
104	Angela	Brown	Keller Williams Kc North
105	The Fussell	Group	Keller Williams Plaza Partners
106	Whitney	Stadler	Element Sotheby'S Internationa
107	Jennifer	Rich	Weichert, Realtors Welch & Com
108	Lonnie	Branson	Keller Williams Southland
109	Madison	Harpst	RE/MAX Innovations
110	Sherri	Hines	Bhg Kansas City Homes
111	Melissa	Irish	Reecenichols -Johnson County W
112	Sally	Moore	Keller Williams Platinum Prtnr
113	Crossroads Re	Group	KW Diamond Partners
114	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
115	Mills Farm	Team	Bhg Kansas City Homes
116	Shelli	Seeger	Reilly Real Estate LLC
117	Shelly	Balthazor	Reecenichols - College Blvd

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Brenda	Shores	RE/MAX Heritage
119	Dennis	Prussman	United Country Property Soluti
120	Chris D	Fleming	RE/MAX State Line
121	Sharp Homes	Team	Exp Realty LLC
122	Guide	Group	Compass Realty Group
123	Ellen Murphy	Team	Reecenichols - Leawood
124	Andy	Blake	Realty Executives
125	Dominic	Dixon	Kc Realtors LLC
126	Zach	Horn	Berkshire Hathawayhs Kc Realty
127	Kirsten	Mcgannon	Reecenichols - Country Club Pl
128	Angela	Fitzgerald	Rodrock & Associates Realtors
129	John	Kroeker	Weichert, Realtors Welch & Com
130	Liz	Jaeger	Reecenichols - Leawood
131	Yfa	Team	Your Future Address, LLC
132	Monica	Angeles	Jones Heritage, Realtors
133	John	Simone	Reecenichols-Kcn
134	Terri	Marks	Reecenichols - Overland Park
135	Holly	Bond	Keller Williams Realty Partner
136	Kelli	Becks	Keller Williams Realty Partner
137	Melanie	Koprivica	Ashlar Realty, LLC
138	Shelia	Hampton	Reecenichols - Granada
139	Tami	Lewis	Chartwell Realty LLC
140	Steve	Cutshaw	Keller Williams Realty Partner
141	David	Costello	RE/MAX Premier Realty
142	Aaron	Donner	Keller Williams Realty Partner
143	Roger	Deines	Reecenichols - Lees Summit
144	Alex	Owens	Compass Realty Group
145	Danny Howell	Team	Exp Realty LLC
146	Teresa	Hayes	Twaddle Realty, Inc.
147	Suzy	Goldstein	Bhg Kansas City Homes
148	Chuck	Davis	RE/MAX Professionals
149	Denise	Sanker	Reecenichols - Lees Summit
150	Stacy Porto	Team	Reecenichols -The Village

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Rebekah	Schaaf	Reecenichols - Leawood South
152	Janelle	Williams	Reecenichols - Overland Park
153	Sherry	Westhues	Reecenichols - Eastland
154	Sue	Walton	RE/MAX Premier Realty
155	Sarah	Page	Keller Williams Key Partners
156	Majid	Ghavami	Reecenichols - Town Center
157	Monica	Ritter	RE/MAX Central
158	The Carter	Group	Keller Williams Platinum Prtnr
159	Kelly	Heaven	Keller Williams Key Partners
160	Brian	Courtney	Reecenichols Brookside
161	Jeff	Taylor	Reecenichols-Kcn
162	Nikie Jo	Glasbrenner	Reecenichols-Kcn
163	Danny	Watts	New Home Star
164	Ryan	Hubbard	United Country American Heartl
165	Jennifer	Barth	RE/MAX Auction House, LLC.
166	Rachelle	Moley	Weichert, Realtors Welch & Com
167	Jessica	Smotherman	RE/MAX Elite, Realtors

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Stacey	Saladin	Keller Williams Realty Partner
169	Jodie	Brethour	Compass Realty Group
170	Lisa	Rees	Reilly Real Estate LLC
171	Amy	Corn	Realty Executives
172	Dennis	Patterson	Prime Development Land Co LLC
173	Kim	Nofsinger	Keller Williams Realty Partner
174	Klarissa	Skinner	Keller Williams Realty Partner
175	Runkle	Team	Realty Executives
176	Steve	Ashner	Reecenichols Wilshire
177	Darren	Merlin	Reecenichols - Lees Summit
178	Brett	Budke	Reecenichols - Johnson County W
179	Janell	Simpson	Listwithfreedom.Com Inc
180	Journey Home	Team	Compass Realty Group
181	Berry	Long	Realty Executives
182	Chris	Collins	Keller Williams Realty Partner
183	Kyle	Blake	Realty Executives
184	Ronda	White	Exp Realty LLC
185	Nancy Kirk	Matthew	Compass Realty Group
186	Heather Lyn	Bortnick	Reecenichols - Country Club Pl
187	Jessica	Kurzweil	Reecenichols - Lees Summit
188	Julie	Connor	Compass Realty Group
189	Stephanie	Murphy	Reecenichols - Leawood
190	Terry Madden	Myers	Reecenichols Brookside
191	Larry	Eckhoff	RE/MAX Heritage
192	Trenton	Johnson	Crown Realty
193	Ron	Henderson	Keller Williams Kc North
194	Trish	Shiever	Welcome Home Real Estate LLC
195	Brandon	Edlin	Keller Williams Kc North
196	Vicki	Smith	RE/MAX Innovations
197	D & M	Team	Weichert, Realtors Welch & Com
198	Michelle	Lutz	Lutz Sales + Investments
199	Debbie	Weber	Realty Executives
200	Georgiane	Hayhow	Bhg Kansas City Homes

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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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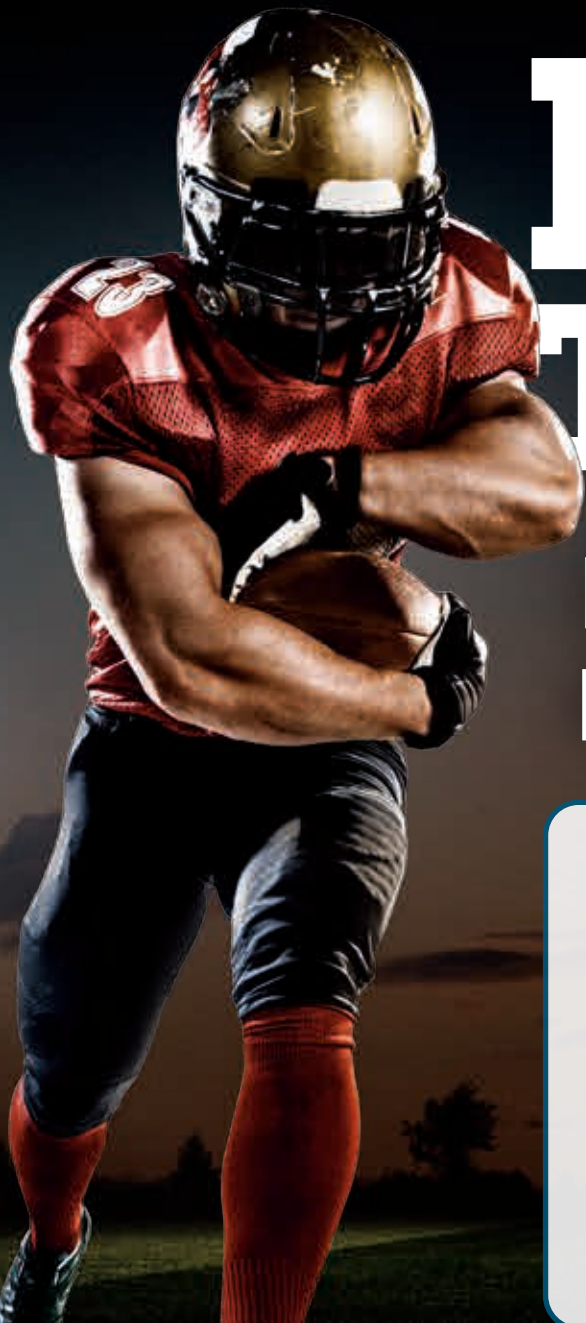
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