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

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BRENDA BRADLEY

**Getting
It Done**



The world is filled with hopes, dreams and aspirations. But what makes those high ideals actually happen? The answer is consistent action.

That's the kind of determination that Brenda Bradley brings to life and business.

As Broker/Owner with Legacy Group Realtors, LLC, Brenda is all about getting it done for those around her.

As Brenda says, "It's important to me to leave no stone unturned to help people realize their dreams of homeownership through wisdom, experience and a let's-get-it-done attitude."

GETTING AN EARLY START

Brenda earned her real estate license in 2004 and joined Legacy Group Realtors, LLC in 2010. But she can trace the beginning of her love for real estate to earlier in life.

When she was a high school student, Brenda remembers Sunday afternoons and joining her best friends spending time visiting open houses at new housing developments.

"I remember the way we used to imagine and pretend which house would be our home," Brenda says. I would follow certain agents in the newspaper."

PEOPLE OVER PROPERTIES

As she came of age, Brenda found success in working in customer service. Along the way, she picked up valuable people skills.

"In a role like that you learn a lot of conflict resolution skills, with a lot of interaction. A lot of it is being one step ahead to know which direction to go to solve problems," Brenda explains.

"So with my skillset, I felt I was perfect for real estate and working with the public."

A BRIGHT FUTURE

Brenda averages \$3 million in sales volume a year. As she looks to the future, she's excited to open a new brokerage in Florida. Her approach is big-picture and strategic.

"I've never felt the need to run after sales. I want to do real estate, but I don't want it to control me," she says.

Plus, she has also recently completed her patent work on the curriculum that she developed to teach middle school and high school students about the qualification requirements to purchase a home.

"It is amazing to me how many people are not really ready for the process, because they did not know what they had to do in order to qualify," Brenda says.

"We've been testing it out in schools and in at-risk programs and it has just been awesome. The lights really come on for the young people when they understand it."

WHAT MATTERS MOST

Family holds a huge place in her heart.

"I am an only child who married a person with 12 brothers and sisters," Brenda says. "My husband, Damon Bradley, is a Pastor in Larned, Kansas."

Damon and Brenda have two children—Brian and Anastasia, and two grandchildren, including Aaron, who is the number one running back in high school football in Kansas.

Her granddaughter, Aniyah showed her talents in cheer competitions in the tri-state and national levels.

"I'm so proud to be their mother and grandmother," Brenda says with a warm smile.

In her free time, Brenda has a passion for singing, reading and traveling back home to Florida to visit her family members.

Brenda is also involved in the community. She works at her church's thrift store.

LIFTING THOSE AROUND HER

As she prepares for the next rewarding chapter in her career, Brenda offers suggestions for others who are contemplating their own career in real estate.

"I think one of the most important things a person can do is to always find a way to be better, whether it is through education, designations, customer service skills or with your colleagues," Brenda says. "This career takes us all to get across the finish line."

Congratulations to Brenda Bradley for her commitment and drive to get it done for those around her.



“ IT’S IMPORTANT TO ME TO LEAVE NO STONE UNTURNED TO HELP PEOPLE REALIZE THEIR DREAMS OF HOMEOWNERSHIP THROUGH WISDOM, EXPERIENCE AND A LET’S-GET-IT-DONE ATTITUDE. ”



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CANDI SIPPEL

Winning In Overtime

Just think of how many parts of our world are governed and measured by the clock. But on many days, you undoubtedly are amazed by how quickly time flies while you're engaged with your clients' needs.

Candi Sippel experiences that sensation, as well.

As a REALTOR® with Cloud 9 Realty Group, Candi also has achieved a special level of excellence in the industry while still working full-time in another field. In the process, she is an example of winning in overtime.

COMMITMENT AND EXCELLENCE

Her spirit is one of commitment and excellence ... in turn, preserving the best of our communities.

"I love old houses and sharing my passion for teaching everyone who buys a home that their responsibility when buying a home is to leave it better than they bought it," Candi explains. "Our homes will outlast our families and that's a good thing! We must do our part to preserve them."

Candi was born and raised in Kingman, Kansas. After high school, she went on to earn her degree in Entrepreneurship with an emphasis in Real Estate from Wichita State University.

Her love of old homes began when she was still young.

"I've always loved older houses. When I was growing up there was an abandoned Victorian a block away from my grandma's house in Kingman that I would go and explore. It was furnished from the early 1900s and it's like the family walked away sometime in the 1950s and it sat," she remembers.



"I was always in awe of that house. In the early 2000s someone bought the land and tore it down, I was devastated, even for all those years sitting empty, it was immaculate."

Driven by the desire to preserve these treasures from the past, Candi has worked with the city of Kingman to get grant information out to citizens about programs to help restore their homes.

"I now own a 1910 home in Kingman. It's not as grand as the one I played at, but it's adorable. I'm using it as a rental currently," she says.

OPENING HER REAL ESTATE DOOR

Through time, Candi has enjoyed a successful career at Target. In time, she wanted to add something else to her routine and life.

"My hobby was watching HGTV. I had a couple of rentals and I just really wanted to do something with real estate, whether it was flipping homes or having rentals," she says.

"For a while I was intimidated about selling because I'm pretty laid back and I always thought REALTORS® seemed 'fancy.' I ended up waiting around and thinking about it for a good two years before getting into the business, and I'm so glad I did! I show up in jeans and a north face jacket. I'm glad I was wrong about the dress code!"

SIGNS OF SUCCESS

Her success has been impressive. Through time she has picked up a growing number of accolades and honors, including 2021 Presidents Club; 2022 Masters Club; #2 in KWSP for most units sold (47); 2023 Masters Club and more.

▶▶ double duty agent

Photos By Andrew Montaña
Written By Dave Danielson



She credits Danielle Dillon at Keller Williams Signature Partners for providing important mentorship to her.

As she says, “She taught me the nuts and bolts of real estate. She always made time for my questions.”

Through the course of her work with clients each day, it’s not unusual to see Candi carrying a paper planner.

“I take it with me wherever I go,” she smiles. “I’ve been regularly told that I’m too young to organize myself this way, but I love my planner and it has to be the one-month-per-page format.”

FAMILY FULFILLMENT

Away from work, Candi’s world is a rewarding one, as well. And that begins for her with her family, including her husband, Nicholas, who is Store Manager at the Greenwich Super Target.



“Our homes will outlast our families and that’s a good thing! We must do our part to preserve them.”



Nicholas and Candi have three children—12-year-old daughter, Thea; 7-year-old son, Daniel; and 10-month-old son, Max.

The Sippel family definitely stays on the move each day with a variety of activities for Thea (volleyball) and Daniel (Jujitsu) in school and sports.

In her free time, Candi enjoys listening to podcasts and taking walks in the country.

Looking ahead, Candi plans on leaving her role at Target to be able to spend more time with her family. Her real estate passion continues, as she channels her energy into building and sustaining long-term bonds with those she meets.

As she says, “I keep a strong vendor list and love that my clients reach out to me for recommendations even after the sale. I stay involved with them on Facebook and enjoy the new friendships I have made through this business!”

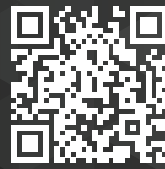
Congratulations to Candi Sippel for the ongoing, positive difference she makes in the lives of those around her ... in the process, demonstrating what it takes to win in overtime!



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ERIKA CHORIEGO

EMBRACING THE MOMENT

▶▶ rising star

Photos By Allie Henwood
Written By Dave Danielson

Mindset truly can make all the difference when it comes to the way each of us pursue and achieve our goals in life and business.

One of those who provides a clear example of this is Erika Choriego.

POSITIVE MINDSET

As a REALTOR® with Berkshire Hathaway HomeServices Penfed Realty, Erika takes her positive mindset with her through each interaction that she has ... in turn, embracing the moment and the possibilities that lie ahead.

“I love the fact that we wear so many hats in real estate. I have a background in business, but I’ve always been a people person and have worked in sales,” she explains.

“I like being able to use all of my skills to serve people who become my friends. You learn things about them because of the journey you have been on with them.”

As Erika explains, the idea of pursuing real estate for her career was something she toyed around with for years.

“I was in a sales position and started entry level and worked my way up to run two departments. I thought if I was willing to work this hard for someone else, why wouldn’t I work this hard for myself,” she remembers.

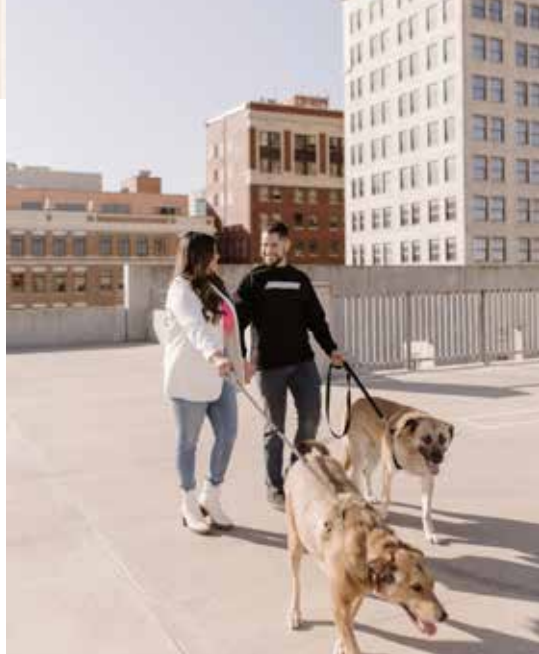
So Erika met with a few brokers to get more information about the business.

“A first, I wondered if I should do it, since I know there is a relatively high attrition rate,” she says. “But then I learned more about the skillset needed for success. I got a few different perspectives and I decided that it was something that I could be successful at.”

GOING THE DISTANCE

By the end of 2020, Erika had earned her real estate license. She remained focused and worked through the challenges of transitioning into a new business.





“I realized from the beginning it wasn’t a get-rich-quick scheme. It’s relationship-based. If you take care of people and treat people right, they will work with you,” she remembers.

“I wasn’t in a hurry or desperate. I was relationship-focused. I had a part-time job the whole time to stay connected in other communities. That helped to feed my business.”

As she talks about the elements that drive her success, Erika smiles and mentions her father, Frank Choriego.

“He has been instrumental in my life. He displays what a strong work ethic and drive can do, and the rewards that come from creating something you have built. What you put in is what you get out,” she emphasizes.

“That’s always been who I am at my core. I get to help others get into the business and mentor them and also push that ceiling.”

WHAT MATTERS MOST

Away from work, Erika looks forward to time spent with her husband, Jonathan Correa.

One of her favorite ways to spend her free time is taking family walks with their two big dogs. They also like to get away on trips out of town. They enjoy going on hikes together whenever they can.

In addition to her work in real estate, Erika also serves as Operations Manager at Accent Interiors. As part of her role there, she lends her talents to interior design.

As Erika looks to the future, she offers helpful advice to others looking to start their own real estate careers.

“I think it begins with prioritizing relationships over transactions. How you treat people and take care of people are everything,” she says.

Those who have had a chance to work with Erika appreciate her honesty and integrity.

As she says, “It’s important for me that the people I work with know that they can trust me with their investment. I’m hard-working and customer-focused.”

Those who work with Erika know they can count on her to embrace each moment on behalf of her clients.



I like being able to use all of my skills to serve people who become my friends.





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Heidi Holle-Williams
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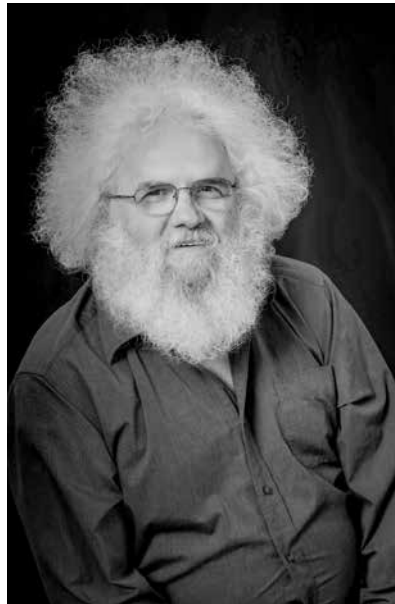


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The guidance and counsel that you provide to your clients helps them traverse unfamiliar waters and reach the other side of the transaction successfully.

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"I love the fact that the work we do is never the same. Your day-to-day is always changing. I like being out in the elements and helping people," Brian says.

"I'm big on communication. I like to talk people through the condition of everything in the home so they can ask questions. It's important to be able to tell people what has been seen and what can be done."

THE START OF SOMETHING SPECIAL

Brian remembers how the business came into being a number of years ago. Prior to starting the business with his dad, Brian had traveled a lot during his prior career. In time, he bought his first house.

"Through the course of that, I realized how much work goes into a house and how much opportunity there is to help others when they have a house," Brian says.

"There's a lot for first-time and even seasoned buyers to think about. I thought about what would be the best way to help people in that process for us and I settled on inspections."

▶ partner spotlight

Photos By Jennifer Ruggles
Written By Dave Danielson





“
**I thought about what
would be the best
way to help people
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us and I settled
on inspections.**
”

GAINING MOMENTUM

Brian set about putting all of the groundwork in place. He got his needed certifications and it was a natural for his father to join him, since Paul had worked for years as an Inspector in the aeronautics industry.

Those who have had a chance to work with Brian and Paul appreciate that the father-and-son duo both handle inspections together.

“By the two of us working together, we are able to complete our inspections in a quicker and more thorough way, and the people we’ve had a chance to work with really seem to appreciate that,” Brian explains.

PROVIDING VALUABLE INFORMATION

Once the inspection is done, Brian and Paul put the inspection report together on site before they leave.

As Brian says, “Doing our reports that way allow us to complete them while everything is still fresh in our minds, as opposed to doing it later when something might get missed.”

Family time is truly a rewarding time. Brian enjoys being an uncle to his two nephews and two nieces.

In his free time, Brian stays very busy with a wide range of projects. He also is an avid reader.

As Brian and Paul look to the future, they treasure the bonds they enjoy with their partners and clients.

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TITLE INSURANCE 101

WHAT IS TITLE INSURANCE?

The most accurate description of title is a bundle of rights in real property. A title search is the process of determining from the public record what these rights are and who owns them. A title search is a means of determining that the person who is selling the property has the right to sell it and that the Buyer is getting all the rights to the property that he or she is paying for.

WHY DOES THE **SELLER** NEED TO PROVIDE TITLE INSURANCE?

Title insurance provides the Buyer evidence that the Seller owns title to the property and is free of title defects. The title insurance policy that a Seller provides to a Buyer is a guarantee that the Seller is selling a clear title to the real estate, un-encumbered by any legal attachments that might limit or jeopardize ownership.

WHAT CAN I EXPECT AT CLOSING?

On the day of closing, all documents pertinent to the transaction are signed, checks are disbursed and the legal documents are sent to the courthouse for official recording. Your Escrow Closer will provide a thorough overview of the Settlement Statement and closing documents. Kansas Secured Title is a disinterested third party to the transaction.

WHY DOES THE **BUYER** NEED TITLE INSURANCE?

Title insurance provides the Buyer protection against:

- Errors in the public record
- Hidden defects not disclosed in the public record
- Mistakes in examining the title of your new property
- Bankruptcies, divorces, estates, mechanic's liens and even forged deeds are common title defects.

In addition to the Buyer's Owner's Policy of Insurance, the Lender will require a policy that guarantees its first lien position on the property.

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Lindi LANIE

AN EXEMPLARY
LEADER

▶▶ top producer

Photos By Jennifer Ruggles
Written By Dave Danielson



“
I enjoy
what I
do. It is
definitely
not work
to me.
It is my
passion.
”



In an industry where there can be significant competition, it's natural to want to make yourself known and to be able to demonstrate the difference you can bring to your clients.

That's the kind of spirit at work with Lindi Lanie.

As a REALOR® with Reece Nichols, Lindi has earned her share of accolades and honors. In turn, she has made a vital impact for people across the region during her nearly 30 years in the business.

EXPLORING THE POSSIBILITIES

Lindi grew up in Anthony, Kansas. As she came of age, she naturally considered all of her options as she thought about which direction she wanted to take with her career.

Through time, she found herself being drawn to real estate. As she looks back on her start in real estate, she says that Mike Weigand influenced her to enter the industry.

“I started at Weigand and worked on Cindy Carnahan’s team for seven years before going out on my own,” she remembers. “In the beginning, I had to work hard to establish myself. I wasn’t from Wichita. I joined Junior League and did open houses every Sunday to get my name out there.”

LIFE-IMPACTING CONTRIBUTIONS

Today, Lindi continues to make those life-impacting contributions on the families she works with.

“I love helping people find their homes and seeing how happy they are with their biggest investment,” she emphasizes with a smile. “I enjoy what I do. It is definitely not work to me. It is my passion.”

As she reflects on her career, she is very grateful for the mentorship and examples of Cindy Carnahan and Mary Laham.

FAMILY FIRST

Family enriches Lindi’s life each day, with her husband, Chris Wettig, who serves as CFO at Legend Senior Living.

Lindi treasures time with her daughter Remi, and her step-daughters, Ali Driver and Chelsea Hallice.

In her free time, some of Lindi’s favorite pursuits are getting away with Chris to their homes in Durango, Colorado, and Puerto Vallarta, Mexico, and also to explore new destinations. They also enjoy their time at home, as well.

“We have a lot of family dinners where we all hang out together with our children and grandchildren,” she says.

Another big favorite for Lindi in her down time is reading. Plus, she likes to cook and exercise, with running being her passion.

A big, lifelong pursuit for Lindi has been horseback riding. Indeed, her love for horses seems to be in her DNA.

“My mother was a four-time World Champion barrel racer,” she says. “She taught me how to be a great rider. I love riding whenever I can, and I can run the barrels to this day.”



She also looks forward to any opportunity she has to be outdoors. When she is, one of her favorite activities through time has been hiking, especially in Colorado.

ACTIVE PURSUITS

Her life is active to say the least.

“Whatever I do, the thing that I really focus on as I define success for myself is being the best version of myself that I can be each day,” she explains. “For me, my success is about being happy and content.”

Those who have an opportunity to know and work with Lindi appreciate the way she reaches out to them and helps to lift them closer to their own goals. With that in mind, she shares helpful advice for others who are either considering getting into real estate or just embarking on their new career.

“First and foremost, I would say that great communication is key,” she points out.

“Also, it’s very important to be prompt and honest. Professionalism is also an important attribute in this business. I always remind people to not get personally involved in a deal. It’s best to keep it about business and to remain professional.”

A POWERFUL EXAMPLE

Truly, Lindi sets a powerful example in the way she conducts herself in the business and the way she relentlessly pursues opportunities for her clients.

“It’s always been very important to me to work with integrity,” she says. “I always want to treat the people I meet with honor ... they are important and they deserve my kindness.”

With positivity, humility and kindness, Lindi keeps moving ahead, looking for ways to support her clients’ needs.

When you talk with her, you can see the spark that drives her efforts on behalf of others.

As she says, “If it doesn’t challenge you, it won’t change you. Take care of your body and mind. It’s the only one you’ve got.”

Day by day, Lindi shows without a doubt that she is certainly an exemplary leader.



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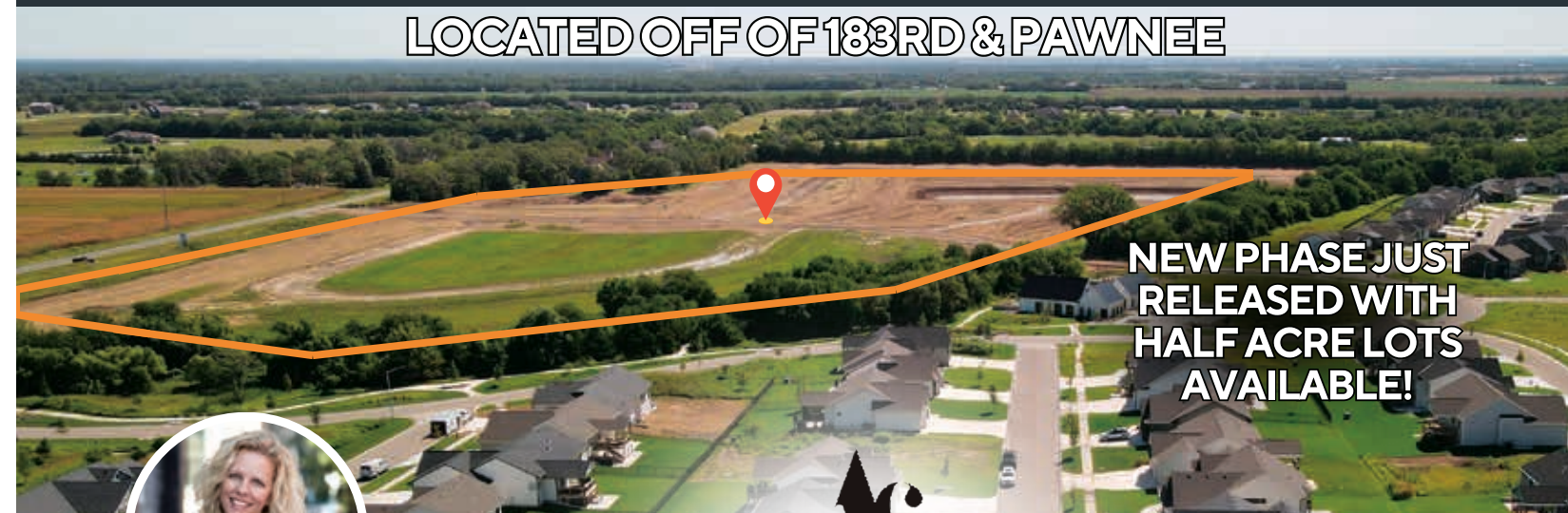
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