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

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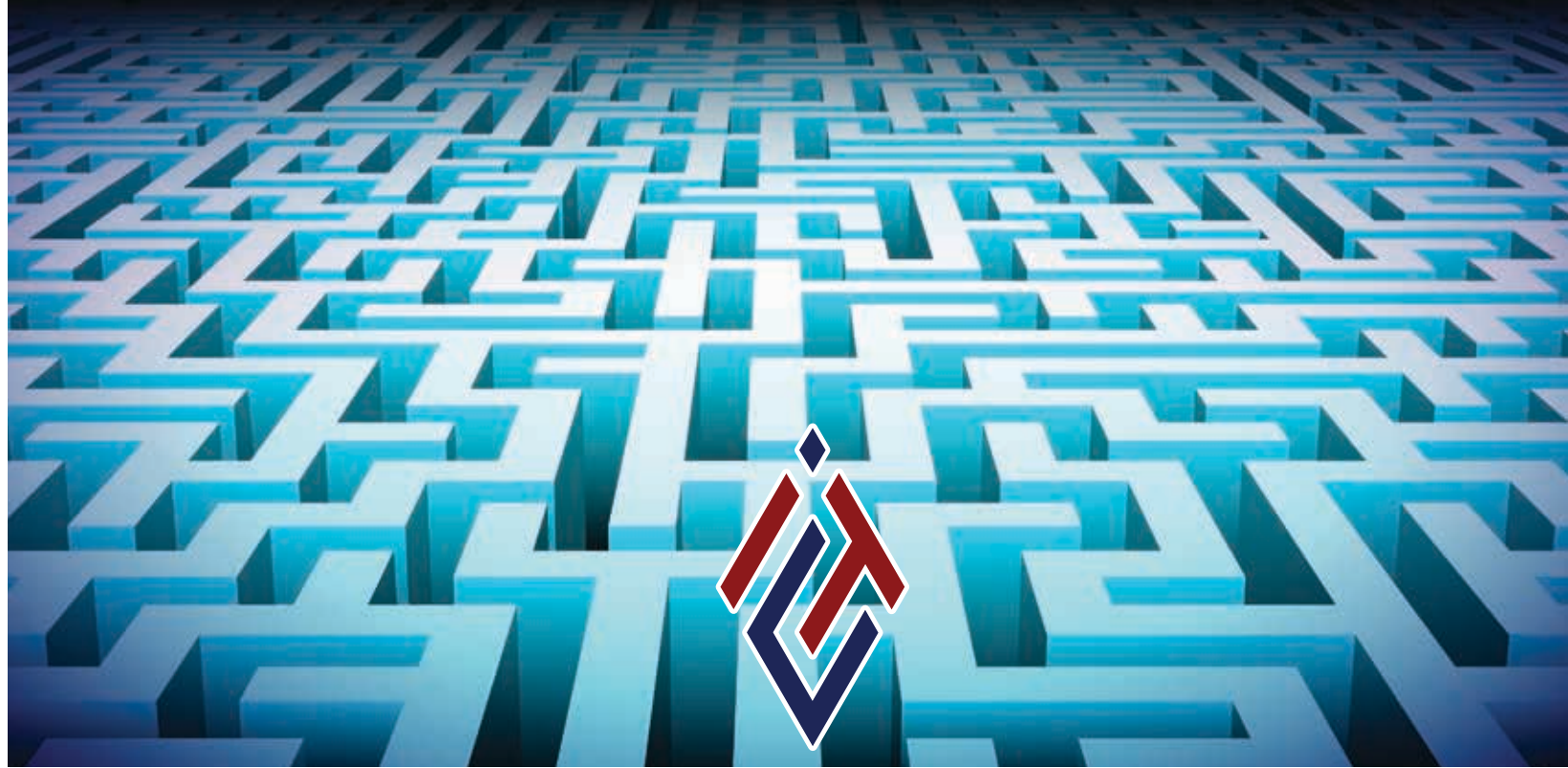
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## ask the expert

Written By Dave Danielson

# RENEE CARRION WITH TWO MEN AND A TRUCK

## Answers in Action

When it comes to moving day, there is little or no room for error when it comes to getting a client's possessions to the next stop in their life's journey. Luckily, you and your clients have a partner on your side to help it all come together in the right way ... Two Men and a Truck.

Renee Carrion is Director of Community Engagement with the company. She recently sat down with us and shared her thoughts on key aspects of the business and the way Two Men and a Truck is an expert you can count on.

With over 300 locations nationwide and a variety of charitable programs, Two Men and a Truck is not just about moving people from one place to another—it's about making a positive impact on the lives of those in need.

"We like giving back to our community," says Renee. "It's hard enough for families in transition. We work to ease that burden and show that we really care." This ethos is summed up in the company's tagline: **Movers Who Care**. And it's more than just a slogan—it's a way of life for the entire team.

"That motto is backed by the fact that more than 96% of our customers would refer us to a friend or family member," Renee says. "With 11 trucks and more than 30

team members, Two Men and a Truck Wichita is looking forward to serving you on your next move."

**Q: The team at Two Men and a Truck has a reputation for stepping forward and helping the community in a wide range of ways. Can you talk a little bit about this commitment?**

Renee: "One of the flagship initiatives we have is the **Truckload of Warmth** campaign. This fall-focused effort is aimed at helping those in need prepare for the colder months by collecting donations of hats, gloves, coats, and other essentials. We also set up donation boxes at local businesses, making it easy for people to contribute to the cause. We partner with the McKinney-Vento Homeless Education Program at Wichita Public Schools. They provide clothing, food, backpacks, hygiene items, school uniforms, and even breakfast programs for families in transition."

**Q: It's easy to see that you and your team take a personal interest in this level of involvement. Could you share more about that?**

Renee: "Through these efforts, Two Men and a Truck helps ensure that children and families facing homelessness or financial hardship are equipped with basic necessities. I call the homeless our 'un-housed friends,' and we support them because they are part of our community. Helping those

who are struggling is a priority for us. I love the quote by Helen Keller: 'Alone we can do so little. Together we can do so much.' That's what our community involvement is all about—coming together to help those who need it."

**Q: Even though your company is deeply rooted locally, could you share your capabilities beyond Wichita?**

Renee: "We move people across the entire United States," Renee shares. "Whether it's a local move or a long-distance one, we do it all. We specialize in business relocations, furniture rearranging, and even packing services. Sometimes people need help moving furniture around when they get new carpet or want to reorganize their homes. We also handle the tough stuff, like pianos and gun safes. There's really nothing we can't do. We're all-in-one movers. We take pride in handling every part of the moving process with care, whether it's packing up a family's home or helping a large business relocate."

**Q: You operate by what your team calls the Grandma Rule. Could you talk about that?**

Renee: It's one of our core values that sets us apart. The Grandma Rule means we treat everyone the way we would want our own grandmothers to be treated. It's important to us, and we hold ourselves to that standard in everything we do."

**The Movers Who Make a Difference**

For Renee and the team at Two Men and a Truck, being **Movers Who Care** is about more than just a job. It's about fostering a sense of community, offering support to those who need it most, and treating every person they encounter with kindness and respect.

"We're not just moving boxes; we're moving lives," Renee says with pride. "It's important to us that people know they're more than just a customer to us—they're part of our family."

Whether it's helping a family settle into a new home or supporting local charities through their outreach programs, Two Men and a Truck is committed to making a positive impact—one move at a time.



For more information, contact Two Men and a Truck at [www.TwoMenandaTruck.com](http://www.TwoMenandaTruck.com)

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**Q: Can you tell us a little bit about how PB & Drains, Inc. came to focus exclusively on sewer inspections?**  
**A:** “My husband, Ted, has been a master plumber and drain layer for over 20 years, and I grew up in the plumbing business as well. With that experience, we saw a gap in the real estate industry. Often, issues with the sewer system don’t become apparent until it’s a serious, costly problem. We realized we could help by offering inspections specifically focused on sewer systems. So, while we’re plumbers by trade, we don’t do traditional plumbing work—we do 100% sewer inspections for real estate transactions. We’ve dedicated our business to providing a qualified, unbiased service to help buyers and sellers understand what’s happening underground before a purchase.”

**Q: Why is a sewer inspection so critical during a real estate transaction?**  
**A:** “Many times, the sewer system is out of sight and out of mind, but it’s a major component of a home’s functionality. Without an inspection, you could be facing significant problems down the line. For example, there could be blockages, tree root intrusion, or deteriorating pipes that could cost thousands of dollars to fix. These issues don’t always show up right away, and a general home inspection often won’t cover the sewer line. That’s where we come in. We use a camera to inspect the entire sewer line and make sure there aren’t any hidden problems. We want to give homebuyers peace of mind or help sellers know what needs to be addressed.”

**Q: How does your inspection process work?**  
**A:** “We work closely with home inspectors and Licensed Real Estate Agents to coordinate the timing of our inspections. When we’re on-site, we run a camera through the home’s sewer line, recording a video that gives us a detailed view of the condition of the pipes. Afterward, we review the video and develop a report that explains what we found. We also compare our results to city data to get a complete picture of where the line exits the house and how it connects to the city main. Our job is to look for any issues, and with over 20 years of experience, we can quickly tell whether something is minor or more serious.”

**Q: What sets PB & Drains apart from other companies?**  
**A:** “Experience is one thing that definitely sets us apart. Ted and I have been working in this field for a long time, and we’ve seen just about everything when it comes to sewer systems. We’ve spent years in the trenches, literally, which means we know how to interpret the data from our camera inspections accurately. We also pride ourselves on being transparent and timely. Our clients know that we’re not trying to upsell them on repairs—we’re just there to provide an honest, unbiased assessment. Our goal is to help them make informed decisions based on the facts.”

**Q: What do you enjoy most about the work you do?**  
**A:** “We really enjoy helping people understand the systems they can’t see. A lot of times, homeowners or buyers don’t know what’s going on underground, so it’s rewarding to provide that insight and help them feel confident about the home they’re buying. Plus, we’ve built great relationships with local home inspectors and Licensed Real Estate Agents who trust us to deliver quality service. It’s a good feeling to be part of a process that helps people make one of the biggest investments of their lives.”

**Life Beyond Work**  
 Outside of work, Lyndsay and Ted lead busy lives with their six children, and they’re big fans of family time.

“We love to travel when we can,” Lyndsay shares. “Our kids are Disney fans, so we’ve made a few trips there. But when we’re home, we love supporting local businesses and staying involved in kids’ activities and events.”

With such a large family, the Stauble’s are pros at balancing work and life, always ensuring they make time for their loved ones.

**The PB & Drains Philosophy**  
 When asked what she hopes clients take away from their experience with PB & Drains, Lyndsay emphasizes professionalism and customer service. “We want people to see us as qualified and professional, always striving to deliver exceptional customer service. We’re committed to being as good as we can be at what we do, and that means being timely, prompt, and transparent with our clients. We work hard to be the best in our niche, and we hope that comes through in the service we provide.”

**A Future of Growth**  
 Looking ahead, Lyndsay and Ted plan to continue growing their business, perfecting their craft, and strengthening their relationships within the real estate community.

“Sewer inspections are a small but vital part of the home buying process, and we’re proud to play our role in it,” Lyndsay says. “We want to keep helping people make informed decisions and feel confident about their homes.”

With PB & Drains, Lyndsay and Ted Stauble are redefining what it means to be experts in their field—offering peace of mind, one sewer inspection at a time.



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ask the expert Written By Dave Danielson

# PB & Drains, Inc.

## BEHIND THE SCENES

When buying or selling a home, most people focus on the visible aspects—how the house looks, its layout, and even its curb appeal. However, some of the most critical parts of a home are hidden underground, and that’s where PB & Drains, Inc. comes in.

Specializing in sewer inspections for real estate transactions, PB & Drains ensures that homebuyers have the information they need about the health of their home’s sewer system. Recently, Lyndsay Stauble, Vice President of PB & Drains, Inc., visited with us about the company’s unique niche, the importance of sewer inspections, and how they’ve become trusted experts in the field.

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## COMING THROUGH FOR CLIENTS

There's no doubt that when it comes to real estate, the stakes are certainly high for clients. In many cases, they've put everything on the line to take their next steps forward in life. Luckily, they have you to lean on through the process.

Michelle Briggs fulfills that same vital role. As a Licensed Real Estate Agent and Associate Broker with Coldwell Banker Plaza Real Estate, Michelle takes pride in coming through for clients, and inspiring them to reach their dreams, whether it's a new home, an investment, or building their dream home."

"I love seeing them get the results they have been working so hard for," Michelle says.

Michelle has built an impressive career over the past two decades, but her roots in the industry run much deeper. Growing up in a family where her father was a custom home builder and entrepreneur, Michelle has been immersed in the world of real estate for as long as she can remember.

"I've been on a job site since I was 3 years old," Michelle recalls. "Real estate has always been a part of my life. I had experience in construction as a real estate office manager, and I've worked in lending. The only thing I hadn't done was sales."

When her sons were old enough to go to school, Michelle decided to get her real estate license. In 2006, she officially joined the industry and was quickly recognized for her talents, earning Rookie of the Year honors for residential sales from the Wichita Area Association of Realtors.



*Michelle  
Briggs*





“It’s in my blood now,” she says with a smile.

**Made for This**

For many, the transition into real estate can be challenging, but Michelle’s extensive background made the shift feel natural.

“It was surprisingly easy for me,” she says. “Because of my background and experience, I already knew so much about the industry.”

Her deep understanding of construction, coupled with her time working in lending, provided her with a well-rounded perspective that set her up for success in the real estate industry.

Over the years, Michelle has not only excelled in residential sales but has also ventured into commercial real estate and land development.

“No two days are the same,” she says, describing what she loves most about her work. “I also love the education

aspect of real estate and the opportunity to meet so many different people.”

**A Passion for Learning and Helping Others**

One of Michelle’s driving forces is her love of learning.

“I love the challenge and learning something new,” she explains. “There are so many facets of real estate, and I enjoy expanding my knowledge in different areas.”

Whether she’s helping first-time homebuyers find their perfect starter home or assisting a senior citizen with their final move, Michelle finds deep satisfaction in guiding people through life-changing decisions.

“Real estate is such a satisfying business,” she says. “You get to be a part of these monumental moments in people’s lives, and that’s a privilege.”

**A Family-Focused Approach**

For Michelle, real estate isn’t just a profession—it’s a lifestyle.

“You don’t turn it on and off like a normal 9-to-5 job,” she says. “For the most part, I’ve liked that because I never had to miss anything important for my kids at school.”

Michelle and her husband, Randy, raised four sons—Chance, Blake (and his wife Brittani), Ashton (and his wife Carolyn), and Hunter (and his wife Victoria)—while balancing her thriving career. The flexibility of real estate allowed her to be present for her children while building a successful business.

“At one time or another, each of my family members has stepped forward and have supported me in some important capacity,” Michelle says.

Today, Michelle’s family continues to be her biggest supporters. She now has five grandchildren and enjoys spending as much time with them as possible. Family time is important to Michelle, and she and Randy love to spend their free time together outdoors.

“We live on five acres in the country, and we love gardening and traveling and hanging out by the pool,” she says. “We’re definitely outdoors people.”

**A Unique Development Project: Vineyard Terraces**

In addition to her work in real estate sales, Michelle is also a land developer, currently working on a unique project called Vineyard Terraces. Located adjacent to a vineyard in Colwich, Vineyard Terraces is a niche community featuring acreage lots, designed to offer residents a peaceful, scenic lifestyle unlike anything else in the area.

“I began the process about a year ago,” Michelle explains. “It’s been exciting to create something so unique for Wichita, and I’m proud of how it’s coming together.”

The development reflects Michelle’s ability to combine her love of land,



real estate, and construction into one visionary project.

**A Team Effort**

While Michelle’s hard work and dedication have certainly been instrumental in her success, she’s quick to acknowledge the support she’s received along the way.

“I want to give Randy credit for everything he does,” she says. “He keeps me fed and hydrated, and he’s my chauffeur to the next appointment. I don’t think I’d be where I am without him, my family, and some really good mentors along the way.”

Michelle’s family-oriented approach extends beyond her personal life to her clients as well.

“Everybody is like family to me,” she says. “I build long-lasting relationships with my clients, and I want



them to feel comfortable and at ease. I have their best interests at heart, and I want to be there as their passionate advocate when they find the home they love.”

**Helpful Advice**

For those looking to follow in her footsteps, Michelle has simple but

important advice: “Learn everything you can. Knowledge is power in this industry,” she says. “If you work hard and are honest, you’ll be busy. That’s what I’ve found to be true in my career.”

**Leaving a Lasting Impact**

Michelle’s ultimate goal is to make her clients feel confident and cared for throughout the experience of working together.

“It means a lot to me when clients come back because of the way I made them feel during our time working together,” she says. “I want to make the experience memorable for them.”

With nearly two decades of experience and a lifetime of passion for real estate, Michelle Briggs continues to leave her mark on the industry ... in turn, coming through when it matters the most.



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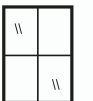
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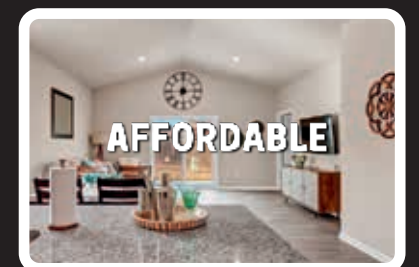
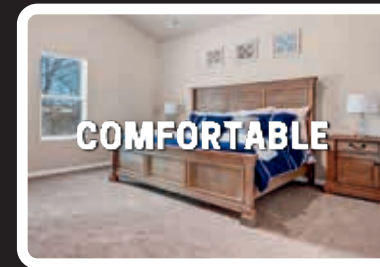
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# Kansas Tree Services

## FAITH & PURPOSE AT WORK

When you set out to do things in the right way, and for all of the right reasons, good things will definitely come back to you.

That spirit is alive and well with Owner/Operator Kelly Tunnell and his team at Kansas Tree Experts.

Kelly's journey with trees is more than just a career—it's a personal transformation, one that encompasses recovery, redemption, and a relentless commitment to quality. As the owner and operator of Kansas Tree Experts, Kelly doesn't just offer top-tier tree services; he fosters a unique, sober workplace environment where his team can thrive both professionally and personally.

### MAKING A FRESH START

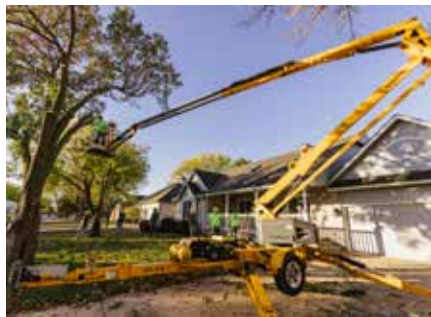
Kelly's path to founding his own tree care company wasn't a straight one.

"I've worked in the tree business for 30 years," he explains. "I had worked for other people, but eventually, I had the opportunity to start my own business."

This opportunity for entrepreneurship wasn't just about professional growth—it was about personal survival. As a recovering alcoholic, Kelly needed to create a safe, sober space for himself and others.

"I'm a recovering alcoholic, and I run a totally sober business," Kelly emphasizes. "I had worked in the business, but I needed somewhere safe to work that didn't have drugs and alcohol. So, I built that."

The founding of Kansas Tree Experts wasn't just a step into business ownership—it was a step into a life of



purpose and clarity, and it became a haven for others in recovery as well.

### A SOBER, DEDICATED TEAM

What sets Kansas Tree Experts apart from other companies isn't just the quality of their work—it's the values that underpin the entire operation. Kelly's 10 employees are all sober and on recovery programs. "We are 100% sober," Kelly says. "Everyone on my payroll is in recovery. We work hard, and we provide a safe environment."

This commitment to sobriety isn't just about keeping the job site alcohol-free—it's about creating a community of

accountability, support and integrity. Kelly's team members aren't just coworkers; they're people on similar journeys, all striving to live healthier, more fulfilling lives. This shared experience fosters a strong sense of camaraderie and pride in their work.

"We take total pride in our work," Kelly says. "What sets us apart is that we are a totally sober company. We don't cut corners. We treat every yard as if it's ours."

### TRANSFORMING TREES, TRANSFORMING SPACES

Kelly's love for trees is evident in everything he does.

"I love trees," he says. "I love walking onto a property and turning something shaggy or overgrown into something clean and beautiful. It helps with the health of the tree, and of course, the visual appeal."

Kansas Tree Experts offers a variety of services, from tree trimming and removal to stump grinding and shrubbery trimming. They're also mobile, traveling to rural areas where homeowners may have hundreds of trees in need of attention.

"We may spend two to three days on a property, cleaning tree rows out," Kelly explains. "We support about 50 homeowners' associations in the area, and we do work for the city as well. We go where the work is."

Whether it's trimming a small tree in a backyard or tackling a massive project that spans multiple days, Kelly and his team are efficient, professional, and deeply committed to delivering a "supreme product" every time.

### ▶▶ partner spotlight

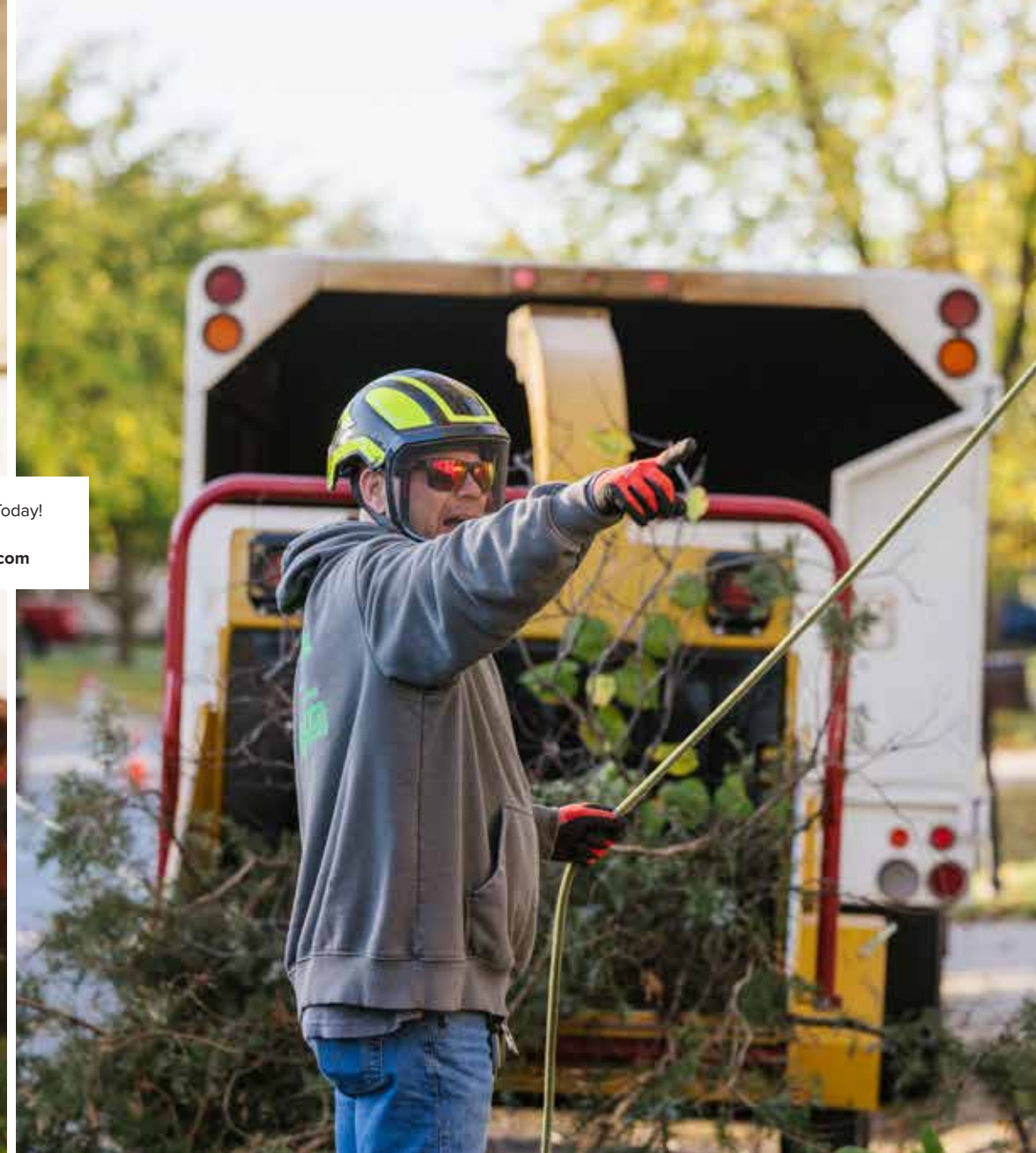
Photos By Aaron Patton  
Written By Dave Danielson







Contact Kansas Tree Experts Today!  
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“I always want to deliver supreme service at a good value,” he says. “One of my guiding principles is to treat others as I would like to be treated—with honesty and fairness.”

#### RELATIONSHIPS BUILT ON TRUST

Over the years, Kansas Tree Experts has built a loyal clientele, and Kelly prides himself on the relationships he’s developed through his work.

“Nine times out of 10, I get people who are truly happy to see us,” he says. “We’ve had customers in tears because of how well we’ve done. It’s not just

about doing a job—it’s about establishing a friendship through the work.”

Kelly has cultivated strong connections with local property managers, including Jeff Harmon at Key Management Properties and Jeff Lange, a major property owner in the area. These relationships aren’t just business transactions; they’re built on trust, mutual respect, and, often, genuine friendship.

“As a business owner, I want positive relationships with everyone I come in contact with,” Kelly says. “We make ourselves available.”

#### LIFE BEYOND THE TREES

Outside of work, Kelly enjoys spending time with his two daughters, Haley and Heidi, and indulging in his hobbies.

“I have a 1968 Firebird that I like to drive,” he says. “We have a river behind our house, and we like to go four-wheeling. We also like watching movies as a family.”

But even in his downtime, the values that guide Kelly in his professional life—honesty, sobriety, and connection—remain central to who he is.

#### A JOURNEY OF RECOVERY AND REDEMPTION

Kelly’s journey isn’t just about trees or business—it’s about personal recovery and offering hope to others who are struggling. His sobriety has not only shaped the culture of his company but also inspired him to share his story more broadly.

For Kelly, spirituality is a critical component of his recovery. “My sponsor says, ‘Spirituality is for people who have gone to hell and don’t want to go back,’” Kelly says. “The God thing scared me at first, but it’s been a huge part of my journey.”



#### A BUSINESS WITH HEART

Kansas Tree Experts is more than just a tree care company—it’s a reflection of Kelly Tunnell’s personal story of recovery, growth, and redemption. By creating a sober, supportive workplace, Kelly has not only transformed his own life but also the lives of his employees and clients.

In every tree trimmed and every customer relationship nurtured, Kelly’s passion for excellence and his commitment to integrity shine through. Kansas Tree Experts is a testament to the fact that, with the right foundation, it’s possible to build both a thriving business and a meaningful life. Truly, Kelly’s is a story of faith and purpose at work.



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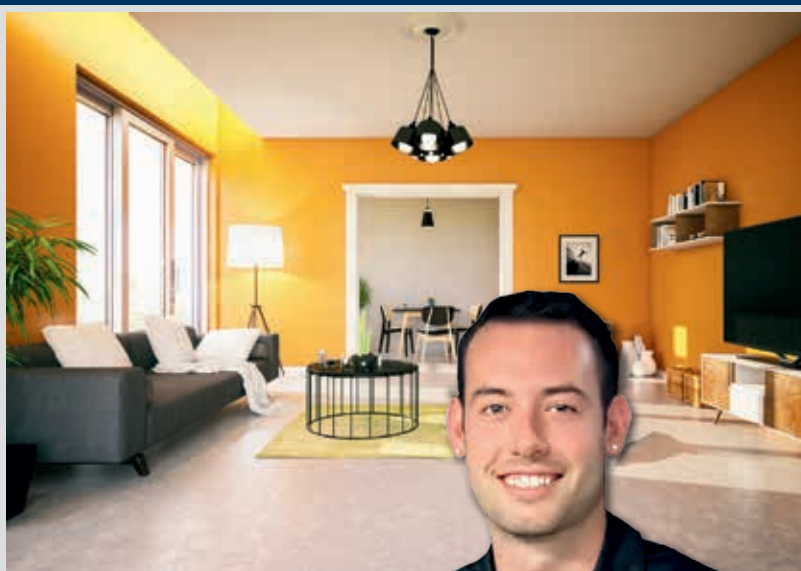
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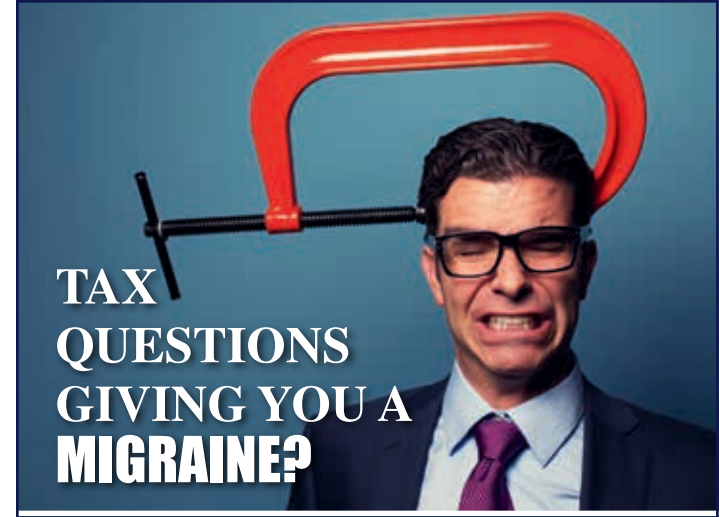
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## ▶▶ rising star

Photos By Aaron Patton  
Written By Dave Danielson



# Working with Heart

As Tyler Sterrett rolls up his sleeves to help those around him, he does so with true heart ... putting his experience to work in a genuine and thoughtful way to help dreams become reality.

After initially earning his real estate license in 2007, he soon faced the challenges of a crashing market and had to step away from the business for a time. Yet, as the industry recovered and new opportunities emerged, Tyler found his way back.

Today, he is a successful Licensed Real Estate Agent with Keller Williams Signature Partners, combining his passion for helping others with the freedom of running his own business.

Tyler's story is one of resilience, hard work, and the importance of strong mentorship. Through his experiences, he has not only built a thriving career but has also cultivated a reputation for integrity and dedication that defines his approach to real estate.

### THE EARLY YEARS AND STEPPING AWAY

Tyler first obtained his real estate license during the challenging market of 2007-2008, a time when the global financial crisis hit the housing sector hard. Like many agents at the time, he struggled to find his footing in a market that was rapidly declining.

"I was with a team, but when the market went down, I got out of the business for a while," Tyler recalls.

Though he had the passion for real estate, the timing wasn't right. However, Tyler never fully gave up on real estate. He continued to work in other roles but always felt that something was missing.

"I was working in another job that I was happy with, but real estate offered more possibilities," he explains.

### A RETURN TO REAL ESTATE

Tyler's return to the real estate world was largely influenced by

the guidance and encouragement of Jordan Freed, a Team Leader at Keller Williams.

"Jordan has a gift for guiding people to make decisions that are good for them," Tyler says. "He was able to guide me back to real estate."

That guidance, coupled with support from Shonda Curtis, a coach who worked closely with Tyler, proved to be a turning point in his career.

"I don't think I would be where I am today without the people who helped me," Tyler acknowledges. Both Jordan and Shonda played pivotal roles in helping him navigate the challenges of re-entering the business.

To kickstart his return to real estate, Tyler took a weekend crash course and completed Keller Williams' renowned Bold class before even renewing his license.

"Bold was a great opportunity that helped me get up and running quickly," he says.

The combination of formal training and mentorship provided Tyler with the tools and confidence he needed to thrive in real estate once again.

### A PASSION FOR HELPING OTHERS

While the freedom and financial potential of real estate were certainly appealing, what Tyler discovered after returning to the industry was how much he enjoyed helping people—especially those unfamiliar with the complexities of real estate transactions.

"There are a lot of things in real estate that fit my personality," Tyler reflects. "One thing I didn't expect was how much I would enjoy helping people who don't have real estate conversations every day. Helping them learn about the process and providing support means a lot to me."



“

I want to be known as someone who performs at a high level and with integrity

”



In 2023 alone, Tyler closed 25 transactions, following a successful year of 30 transactions in 2022. His ability to connect with clients and guide them through what can often be a daunting process has earned him a loyal base of satisfied buyers and sellers.

THE DRIVE FOR FREEDOM AND INTEGRITY

For Tyler, one of the greatest rewards of being an Agent is the freedom it offers. “It’s great to have the freedom to have my own business,” he says. “I highly value being able to set my own schedule, though it’s based on my clients’ needs.”



Financial freedom is another motivator for Tyler, but what drives him most is his commitment to working with integrity. “I want to be known as someone who performs at a high level and with integrity,” he explains. “I don’t want to be seen as just a salesperson, but as a good, kind person.”

This integrity-centered approach is reflected in how Tyler builds relationships with his clients. He’s not just selling homes—he’s building trust. That personal touch has made all the difference in his career.

FAMILY, HOBBIES, AND GIVING BACK

Family plays an important role in Tyler’s life, and he speaks fondly of spending time with his brother Chad and his niece, Blakely. “I love being her uncle and having fun with her,” he says. Tyler also mentions his sister, Megan, as a key part of his support system, along with his mother and grandmother.

When he’s not working, Tyler enjoys a variety of hobbies, including competitive firearms shooting. “I’ve always enjoyed trying different things,” he says. He’s also a fan of self-improvement books and podcasts, reflecting his commitment to continual growth, both personally and professionally.

Growing up in Clearwater, Tyler has also found ways to give back to his community. One organization he supports is the Chris Mikesell Foundation, and he’s been involved with Compelled Gym, a local fitness center he enjoys.

ADVICE FOR ASPIRING REAL ESTATE AGENTS

For those looking to break into real estate, Tyler offers valuable advice. “I’m an advocate of working as hard as you can,” he says. “Put forth as much effort as you can and don’t listen to everyone else’s advice on how to get started. Each person has their own path to success.”

Tyler emphasizes the importance of finding what works for you and being tenacious in pursuing it. “The key is finding out what works well for you, doubling down on that, and being relentless.”

LOOKING AHEAD

As Tyler continues to grow his career, he remains committed to the principles that have guided him thus far: hard work, integrity, and a passion for helping others. With a strong support network of family and mentors and a focus on continual growth, Tyler Sterrett is poised for even greater success in the years to come.



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# Connie Lee

▶ featured agent

Photos By Allie Henwood  
Written By Dave Danielson

## LIFELONG LEADERSHIP

Leaders have a habit of looking for ways of making good things happen for others, including their clients, team members and communities.

That's a set of strengths that Connie Lee definitely brings to work each day.

For Connie, real estate represents more than just a job—it's a second chapter in life, filled with the same dedication and care that defined her previous career as a teacher. After 30 years of molding young minds, Connie made the decision to pursue a path that had always intrigued her: real estate. Since obtaining her Real Estate license in November 2022, she has embraced her new role with the same passion and compassion that made her a beloved teacher.

"I've always been interested in real estate," Connie explains. "As a teacher, it didn't matter how good you were; you still faced limitations. After my husband passed away in 2021, I realized it was a good time to move into real estate. It

felt like the right moment to start a new journey."

Connie's background as an educator has uniquely shaped her approach to real estate, where her focus on listening, learning, and serving shines through.

### From the Classroom to the Real Estate World

Before diving into real estate, Connie spent three decades as a dedicated teacher. Her first teaching position was in Amber-Pocassett, Oklahoma, and over the years, she impacted countless students with her patience, insight, and dedication. When she finally decided to make the transition into real estate, however, she encountered a new set of challenges that were vastly different from the camaraderie she experienced in the education field.

"As a teacher, you're in it together with other teachers. But real estate is different—there's a 'shark mentality' in the business world that I wasn't used to," Connie recalls. "The biggest hurdle for me was



becoming thick-skinned. I had to learn how to protect myself in a more competitive environment."

Despite these challenges, Connie has thrived. She is currently licensed in both Kansas, where she works under J.P. Weigand & Sons, Inc., and Oklahoma, where she is affiliated with Milk & Honey Realty. Her new career allows her to lean on the skills she developed as an educator—patience, attention to detail, and above all, the ability to listen to people and understand their needs.

### Building Relationships and Guiding

#### First-Time Homebuyers

Connie has found immense satisfaction in building relationships with her clients, many of whom are first-time homebuyers. "I love working with my people—they're like my family. Making new friends and doing a good job for them is what keeps me going," she says.

Her experience working with first-time homeowners has been especially rewarding. "It's fun helping them toward their goal of owning a home. There's so much







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TO KNOW THAT

THEY ARE MORE

THAN JUST

A TRANSACTION.

WE'RE WORKING

TOGETHER TOWARD

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AND I'M HERE TO

HELP THEM EVERY

STEP OF THE WAY.



excitement and a lot to learn, and I'm there to guide them through the process."

For Connie, the most important aspect of her job is treating people the way she would want to be treated. "I'm a good listener," she says. "People won't always tell you what they need right away. Sometimes it takes time and patience to figure out what's truly important to them. If you can dig a little deeper and get those answers, it can make a big impact."

**The Importance of Support and Mentorship**

Throughout her real estate journey, Connie has leaned on the support of mentors and colleagues who helped her navigate the complexities of the industry. "I want to

give a shout-out to Samantha and Loni, who nominated me for recognition, and to Tony Griffith from Mutual Realty, who really helped me out," she says.

Connie encourages new agents to seek out a supportive network. "Get with a group of people where you won't be afraid to ask for help. You have to find people you can connect with," she advises. "In this business, having the right people around you makes all the difference."

**Advice for New Agents: Prepare and Plan**

One of the key pieces of advice Connie offers to aspiring real estate agents is to plan ahead—especially financially. "Get a little money in the bank and



some in savings," she says. "What they don't prepare you for are all the fees in this business. If this is your sole income, you'll face a lot of pressure."

The financial realities of the business can be daunting, but Connie's practical approach has allowed her to thrive. She emphasizes that while hard work is essential, managing your finances and planning for the unexpected are equally important.

**Life Beyond Real Estate: Family and Passion Projects**

While real estate is her new career focus, Connie's life is filled with a range of passions outside the office. She has three grown children and speaks with pride about her daughter, Abigail Lee-Burton, who is a nurse. Connie also has a deep love for swimming, a hobby she's carried with her for many years.

In addition, Connie's upbringing included a love for horses, and she trained them during her younger years. She also has a minor degree in music education and even sang professionally for a time, showcasing her wide range of talents.

Her love for animals is also evident in her life today—she shares her home with two Rottweilers, adding to the sense of warmth and companionship that surrounds her.

**A New Career Built on Compassion**

Connie's career as a Licensed Real Estate Agent may be relatively new, but the qualities that made her a great teacher—her compassion, patience, and dedication to serving others—have seamlessly translated into her real estate practice. Her clients appreciate her listening ear, her thoughtful guidance, and her determination to ensure they feel supported throughout the home-buying process.

"I want my clients to know that they are more than just a transaction. We're working together toward a common goal, and I'm here to help them every step of the way," she says.

As Connie continues to grow in her new career, she remains focused on what truly matters: building meaningful relationships, serving others with integrity, and continuing to learn and grow in this exciting new chapter of her life. That's what lifelong leadership looks like.





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# Isaac KLINGMAN



▶ top producer

Photos By Jennifer Ruggles  
Written By Dave Danielson



## AUCTIONEER & ACTIVE ADVOCATE

As Isaac Klingman explores the wide-open spaces of land that is going to market, he sees the possibilities ... and he's good at helping those become reality for his clients.

Today, he has built a very successful career in the business. He grew up in Wooster, Ohio, a small town in northeastern Ohio with a strong auctioneering tradition and a vibrant Amish population. Isaac's journey into the world of auctions began at an early age.

"I grew up on a family farm, and we went to all kinds of sales and auctions in the area," Isaac recalls. "That's where I got the bug for auctioneering."

Whether it was attending local sales or watching seasoned auctioneers command the room, Isaac found himself drawn to the energy and excitement that auctioneering offered. He worked with different auctioneers as much as he could and kept that passion alive even during his college years.

### A Career Takes Root

Isaac's love for auctioneering followed him to The Ohio State University, where he earned his Agribusiness and Applied Economics degree, and where he continued pursuing his interests in the auction world. When it came time for an internship, Isaac decided to venture beyond the familiar surroundings of Ohio





and seek a new experience. That's when McCurdy Real Estate & Auction in Kansas came into the picture.

"I had heard about McCurdy and thought it would be a great opportunity to get out of state and experience something different," Isaac explains. "I applied for an internship, came out to Kansas, and lived at the Comfort Inn and Suites for three months."

During those three months, Isaac not only completed his internship but also earned his real estate license. He worked on several deals and got a taste of the real estate business, an experience that proved to be pivotal. After returning to Ohio to finish his degree, Isaac found himself at a crossroads. Offers from his home area beckoned, but so did the opportunity to work with McCurdy.

In the summer of 2021, Isaac made the bold decision to move to Kansas and join McCurdy full-time.

"Real estate has opened a lot of doors for me," he says, reflecting on how far he has come in such a short time.

#### Finding His Niche: Land and Rural Properties

Isaac's background growing up on a family farm made him a

natural fit for the land and rural residential market, which has become his niche at McCurdy. "We sell land, commercial, and residential properties," Isaac says.

"But I love focusing on land and rural residential properties because that's how I grew up. I love visiting places across the state."

This connection to rural properties allows Isaac to bring a deep understanding and appreciation of the land to his clients, many of whom share a similar background. Whether it's valuing a farm or marketing a large rural estate, Isaac's personal experience plays a crucial role in helping clients achieve their goals.

#### The Thrill of the Unexpected and Problem Solving

One of the aspects Isaac loves most about his work is the variety and unpredictability that comes with it.

"The best thing about this job is you wake up and may have an idea of what's going to happen, but something completely different could happen," Isaac says. "You never know what kind of opportunity you may have to help people."

Isaac also enjoys the problem-solving challenges that arise in real estate and auctioneering.



"Sometimes complications come up, and I like that problem-solving aspect," he explains. "Whether it's valuing or marketing a specific property, I enjoy sitting at the kitchen table, understanding what clients want to accomplish, and then telling them how we'll get it done."



Since starting with McCurdy, Isaac has seen remarkable success. Over the past three years, he has completed over \$90 million in career sales. But for Isaac, it's not just about the numbers—it's about building relationships and making a difference in the lives of his clients.

#### Building a Life in Kansas: Family and Faith

While Kansas may have been an unexpected destination, it has become home for Isaac. Through his work at McCurdy, he met his fiancée, Emily, who he describes as incredibly supportive of his career. The two are planning to get married in February 2025 and enjoy spending their free time traveling, attending auctions, and staying active.

Isaac's strong faith also plays an integral role in his life and work. He is deeply involved with his church, Northside Church of Christ, and serves on the board for the Kansas Auctioneer Association. He and his team at McCurdy also give back to the community by participating in benefit auctions. "Last year, we did about 50 to 60 benefit auctions around the city," Isaac says proudly.



#### Advice for Aspiring Auctioneers and Real Estate Agents

For those looking to follow in his footsteps, Isaac offers simple but powerful advice.

"Surround yourself with people who will support, push, and challenge you," he says. "Listen to your clients and their needs. One of the biggest things to remember is that if you take care of your people, they'll take care of you."

Isaac's approach to his work is rooted in his belief in service and selflessness, values that he hopes to be remembered for.

"People describe me as someone who is selfless and wants to serve," he says. "I'll always help people. I think what's helped me be successful is that I'll take care of you like you're my grandmother. I never want to lose that attention to detail and drive to serve others."

Congratulations to Isaac for making a timeless impact for those around him as an auctioneer, a Real Estate Agent and an active advocate.



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