

WICHITA

REAL PRODUCERS[®]

CONNECTING. ELEVATING. GROWING.

TOP PRODUCERS

RICKY & DANIELLE LAMB

POWER COUPLE

Jimmy & Alisha Davis

RISING STAR

Ashton Callison

FAMILY FEATURE

Brandy Yarnell

PARTNER SPOTLIGHT

Phelps Tax

IN LOVING MEMORY

Bob Assaf

Photo By
Jennifer
Ruggles

FEBRUARY 2024

Fall In Love With Our Home Loan Process

Nobody should be alone on Valentine's Day. We want to be that perfect match for your clients to help them find a home loan they love. Our Home Loans team has the attributes you look for in any successful relationship.



The loan officers were open and honest and communication with them was amazing.

- Alexandra P.



We would love the opportunity to provide a positive home loan experience for you and your clients! You might think we've been shot by Cupid's arrow, but the truth is we love what we do all year long. Contact the Meritrust Home Loans team today to learn about a mortgage process worth falling for.



Scan to contact us!

Subject to approval.



MeritrustHomeLoans.org



Ayerianne Hibler
NMLS# 442549

Gabe McKeever
NMLS# 680676

Vanessa Steward
NMLS# 586091

Kari Gilmore
NMLS# 442459

Messina Hamlin
NMLS# 320780

Alyssa York
NMLS# 2431098

Malorie McGaffin
NMLS# 488627

Jordan Taylor
NMLS# 1842699

Stephanie Davis
NMLS# 807315

We'll Help You Navigate the Health Insurance

MAZE

Our health insurance brokers help you select plans to save you money and find great coverage



ICT INSURANCE GROUP

HEALTH | HOME | AUTO

316-440-6111



9435 E Central Ave, Wichita KS 67206 | ictinsurance.com

Over 100 5-Star Google Reviews

MEET YOUR WICHITA REAL PRODUCERS TEAM



Samantha Lucciarini
Owner/Publisher
316-258-4855



Shenia Schlosser
Ad Strategist



Amber Smith
Client Care
Coordinator



Dave Danielson
Writer



Jennifer Ruggles
Photographer



Allie Henwood
Stylist and
Photographer



Andrew Montano
Photographer

Capturing Homes, Closing Deals: Results that Move Your Clients!



Andrew Montano
Owner



See what we can
do for your
clients!



Residential Packages • Real Estate Videos
Marketing Kits • Drone Coverage & More!

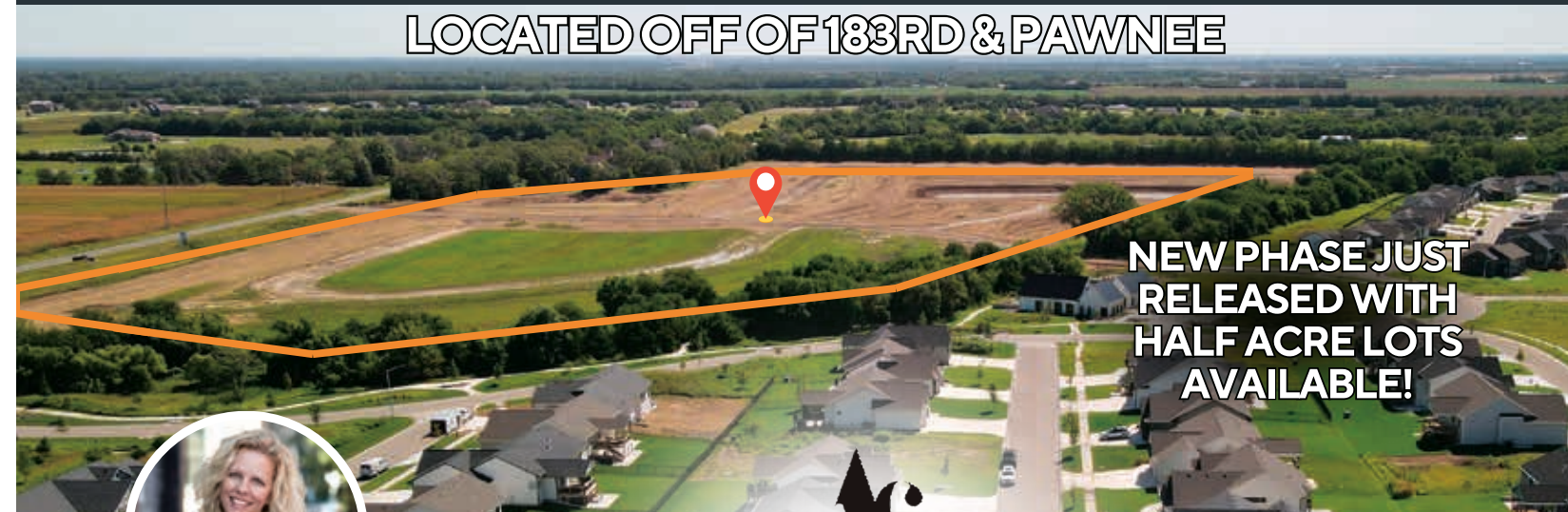
316.670.0658 • SignatureRealEstateMedia.com



NEW HOMES | NEW AMENITIES | NEW PHASE



LOCATED OFF OF 183RD & PAWNEE



**NEW PHASE JUST
RELEASED WITH
HALF ACRE LOTS
AVAILABLE!**



Chris Lary-Cowel
HouseswithChris@gmail.com
316-640-1186



ARBOR | CREEK



New Floors Can Make ALL the DIFFERENCE

Payment at Closing Accepted!

LIFETIME INSTALLATION WARRANTY ON ALL WOOD, TILE & CARPET

"I highly recommend Ben Henwood at Designer's Home Gallery. I first used them in a client's home that needed the entire home recarpeted prior to listing it for sale. I always shop around to get my clients the BEST deal and was shocked that Ben could get me the same prices that the factory outlets could, and the quality of the carpet was better. He came to me with the samples, they did the install, and got me the invoice promptly (which is so important to REALTORS®).

They really made the whole process so much easier than ANY other company I had ever used prior. I have been using Designer's Home Gallery ever since. I don't have to shop around; he knows what I like, and he gets the job done smoothly.

For the REALTORS®, Ben understands the "Allowance" process, they offer a REALTOR® rate, and he knows how to keep your clients happy! If you want to impress your clients, send Ben with Designer's Home Gallery!"

-Janiece Erbert, REALTOR®
Keller Williams Signature Partners



Designer's HOME Gallery

"Saving the world from UGLY floors"

MONDAY - FRIDAY 8:00 - 6:00PM
SATURDAY 9:00 - 3:00

nouglyfloors.com | 530 N Hydraulic Street Wichita, KS 67214 | 316-440-8888 | ben@nouglyfloors.com

PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

BUILDER/DEVELOPER

Schellenberg Development
schellenberg
development.com

CLEANING/MAKE READY

First Impressions
SMART Clean
(316) 522-8795
www.fismartclean.com/

CLOSING GIFTS

Cutco Closing Gifts
Blaine Rodman
(316) 293-8701
sharpbrandingtools.com

CONSTRUCTION & ROOFING

Kihle Roofing & Construction
(316) 239-9774
kihleroofing.com

CONSTRUCTION / MORTGAGE LOANS

Andover State Bank
(620) 755-5761
goasb.com

ELECTRICIAN-RESIDENTIAL/ COMMERCIAL

Elite Electric Company
(316) 258-2166
eliteelectric
company.com

FENCING SOLUTIONS

TM Fencing
Tane Murphy
(316) 218-3450
tmfencingllc.com

FLOORING

Designer's Home Gallery
Ben Henwood
(316) 440-8888
nouglyfloors.com

Jabara's Carpet Outlet
Jason Jabara
(316) 267-2512
jabaras.com

FOUNDATION REPAIR & WATER PROOFING

IWP Foundation Repair
(316) 308-8507
kansasfoundationrepair.com

HEALTH/HOME/ AUTO INSURANCE

ICT Insurance Group
(316) 440-6111
ictinsurance.com

HOME & PROPERTY INSPECTIONS

Goodfellas Property
Inspection
(316) 655-0280
goodgellasproperty
inspection.com

ICT Pro Inspections
(316) 535-0900
ictproinspections.com

HOME INSPECTION

Pillar To Post
Jason Hancock
(316) 570-1444
jasonhancock.
pillartopost.com

HOME LOANS
Heartland Credit Union
Michael Lorimor
(800) 428-8472
www.hcu.coop

HOME WARRANTY
Achosa Home Warranty
George Brockman
(417) 983-3204
achosahw.com

INSURANCE

Wheat State Insurance Group
(316) 776-0777
wheatstateinsurance.com/

INSURANCE BROKER
Shepherd Insurance Group
(316) 869-1235
insurewithsig.com

INSURANCE/FINANCIAL SERVICES

State Farm Insurance
Crystal McEachern
(316) 425-0925
callcrystalnow.com

LENDER

RCB Bank
(316) 247-7704
rcbbank.com

US Mortgage Company
Will King
(316) 312-2936
kansasloanman.com

MEDIA/PHOTOGRAPHY/ VIDEOGRAPHY

Amaven Media
(316) 706-9275
amavenmedia.com

MORTGAGE

Meritrust Credit Union
meritrusthomeloans.com

MORTGAGE BANKER

Flat Branch Home Loans
(316) 247-3665

MORTGAGE BROKER

Motto Mortgage
(316) 680-1554
www.mottomortgage.com/
offices/charged-wichita/

MORTGAGE BROKER:
RESIDENTIAL /
COMMERCIAL
JR Mortgage Group
(316) 409-5569
jrmortgagegroup.com/

MORTGAGE LENDER

Planet Home Lending
Michelle Crubaugh
(316) 304-3910
planethomelending.com

US Bank
mortgage.usbank.com/
ks-wichita

MORTGAGE LENDING / REVERSE MORTGAGES

MTG Family Mortgage
(316) 262-7766
openmortgage.com/lo/
michael-gonzales

MOVING COMPANY

Two Men And A Truck
Renee Carrion
(316) 558-5588
twomenwichita.com

PHOTOGRAPHER

Allie Jael Photography
(316) 633-5547
alliejaelphotography.com

Jennifer Ruggles
Photography
(615) 415-3029
jenniferruggles
photography.com

PHOTOGRAPHER | REAL ESTATE MEDIA

Signature Real Estate Media
(316) 670-0658
signaturereal
estatemedia.com

PLUMBING/HVAC

Frederick Plumbing Heating
& Air Conditioning
(316) 262-3713
icalledfred.com

ROOFING AND CONSTRUCTION

A & L Roofing
Art Lohrengel
(316) 721-5799
alroofing.org

ROOFING, GUTTERS & STORM RESTORATION

Gladiator Roofing & Gutters
Josh Thomas
(316) 617-5480
facebook.com/Gladiator202

SEWER INSPECTIONS

PB and Drains
(316) 636-7778
pbanddrains.com

TAX SPECIALIST

Phelps Tax
Ryan Phelps
(316) 262-1900
phelpstax.com

TITLE COMPANY

Kansas Secured Title
(316) 262-8261
kstitle.com

Security 1st Title
(316) 267-8371
security1st.com

TABLE OF CONTENTS

10
In Loving Memory: Bob Assaf

12
Rising Star: Ashton Callison

18
Family Feature: Brandy Yarnell

24
Power Couple: Jimmy & Alisha Davis

30
Partner Spotlight: Phelps Tax

36
Top Producers: Ricky & Danielle Lamb



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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Wichita Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Frederick
PLUMBING HEATING & AIR CONDITIONING

Wichita's Trusted Plumbing, Heating & Air Conditioning Company for Over a Century!

Scan to Easily Book Your Client's Next Appointment

If It's Dead, Call Fred
316.262.FRED
icalledfred.com

24-HR Emergency Service

TEAM RANGEL
Flat Branch HOME LOANS
POWERED BY FLAT BRANCH MORTGAGE, INC.

Looking to buy a new home?
We'd love to help!

Contact us for all your home loan needs.

SHERRI RANGEL
Senior Mortgage Banker
M: 316.350.9729
srangel@fbhl.com

RICK RANGEL
Mortgage Banker
M: 316.806.4892
rrangel@fbhl.com

LISA PEARSON
Mortgage Banker
M: 316.339.4889
lpearson@fbhl.com

FLAT BRANCH NMLS: 224149 | EQUAL HOUSING LENDER | A DIVISION OF FLAT BRANCH MORTGAGE, INC. | FOR LICENSING INFORMATION, GO TO: NMLS.CONSUMERACCESS.ORG | SHERRI NMLS: 1387758 | RICK NMLS: 2140196 | LISA NMLS: 2302146

Find your perfect match!

ACHOSA
HOME WARRANTY, LLC
George Brockman
417.880.5513

Don't forget, with Achosá Home Warranty, you can choose your own contractor ;)

FORSHEE
PAINTING

We Deliver Quality Painting

CELEBRATING 25 YEARS

Interior & Exterior Painting
Cabinet Refinishing
Epoxy Flooring

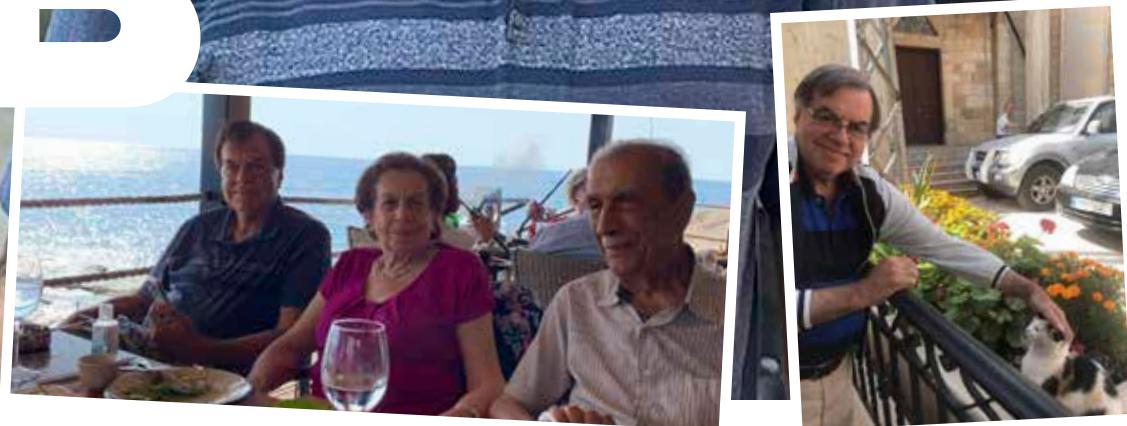
Contact us today for a free quote!
Phone: 316.263-7777 • forsheepainting.com/

BOB ASSAF



▶▶ in loving memory

Written
By Dave
Danielson



Richer For Having Known Him

Those who knew Bob Assaf tended to share one very important attribute with each other. No matter where they were in life when they met him, they could each say that they were better off for having the experience of knowing him.

Bob's recent passing is being marked by the lives he touched across the region. He served as Broker of Park Plaza Realty, a role he proudly carried out with his team, including his daughter, Alyson, at his side.

Iconic Impact

His real estate career spanned well over 30 years. After starting in 1992 with Realty Executives, he went on to steadily serve the needs of others. In 2014, he earned his Broker's license and started Park Plaza Realty.

The extent of his success can most definitely be measured in human terms.

"He found a lot of joy in helping people realize the dream of homeownership," Alyson emphasizes.

"He was a man of solutions. If there was a possibility to do something, he would find a way to do it. There were people who never thought they could qualify for a house, but my dad would show them how to do it."

Genuine and Supportive

Alyson remembers her father's kind, genuine and supportive nature. His leadership and gentle guidance were attributes she experienced firsthand when it came to her career, as well. She had earned her college degree in Political Science and Psychology. As she pondered her next steps, Bob had an idea.

"I had a meeting with my dad and he said why don't you come work with me and see if you like it. I didn't think that would be what I would do next. I enjoyed working with him so much because he was such a good mentor," she remembers. "He made me feel it was possible. I ended up liking it for the same reasons he did ... I loved working with people and working with my dad."

That feeling of encouragement and support was something that many people have experienced from Bob through time.



"If you had a problem, you knew you should bring it to him. Because he could help you through and make you feel better. There wasn't anything he hadn't seen before. He could help me get out of any jam that I was in," Alyson says. "He did that for the other agents in our office. He taught me a lot in the eight years that I worked with him. I'm really thankful for his wisdom and carry that over into my career."



A Light in Life

Bob had faced serious health conditions in his life, including extensive surgeries. Yet he shared a strong light with others.

"He was an extremely spiritual man. His spiritual journey started in the 1980s. He offered to pray for other people. He carried out a healing ministry to lift people up and he tried to be a positive influence in their lives," Alyson says with a smile. "So many people considered him to be like family. At the same time, he was very thoughtful and loving. My husband and I were talking about him and he trusted people and gave them a chance to prove themselves and do good things."



Truly, the Wichita community is far richer for having known Bob Assaf.

REAL PRODUCERS PODCAST

Inspiring conversations with the nation's top real estate agents.

Same Brand, New Reach – Tune in for free today

Listen on

RP

- Best In Class Quality Gifts
- Branding That Lasts Forever
- Quick, Secure and Easy To Reorder

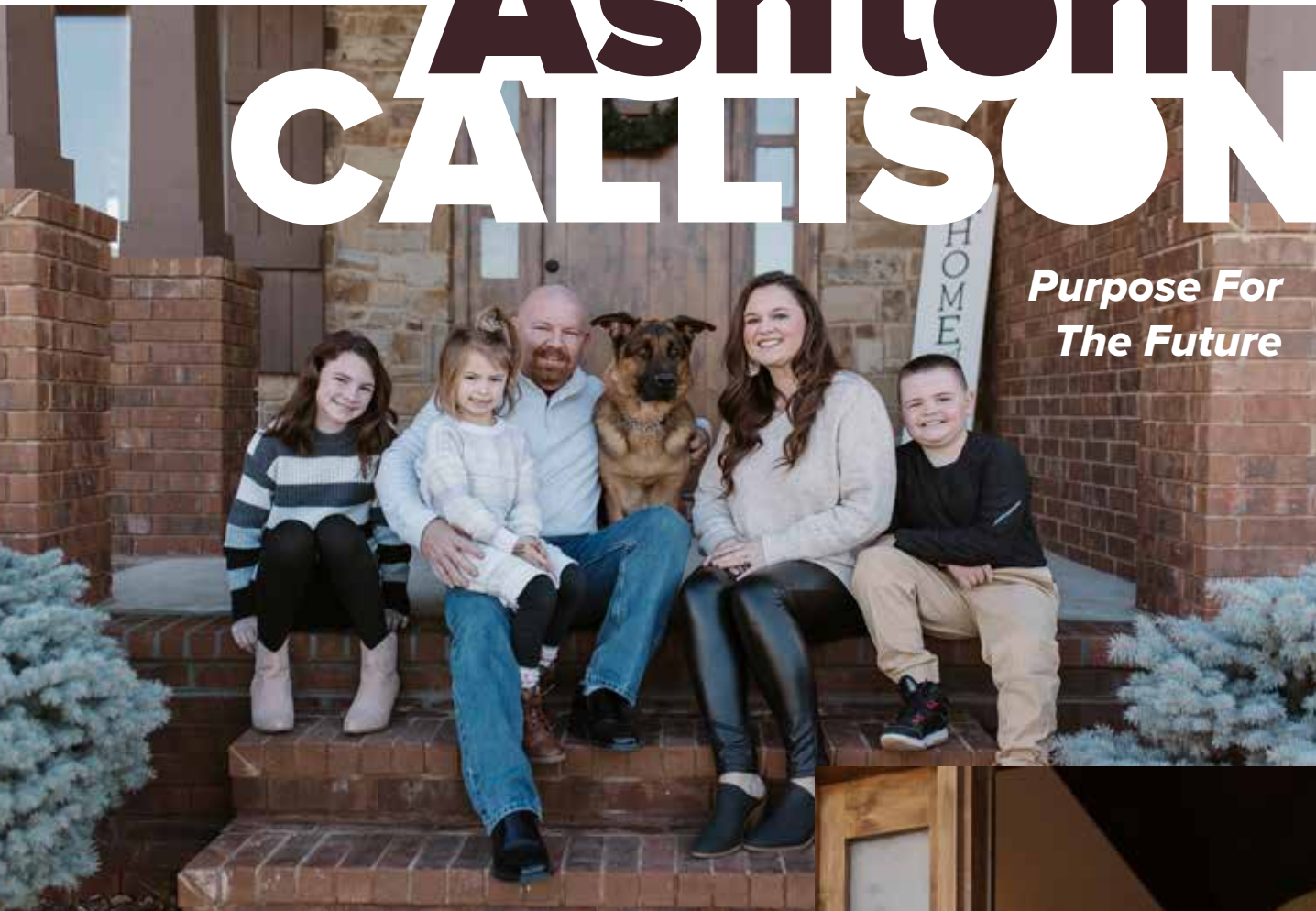
AMERICAN MADE | TAX BENEFITS

Blaine Rodman
316.293.8701
BlaineRodman@knivesforlife.com

CUTCO
Closing Gifts

Ashton CALLISON

*Purpose For
The Future*



"For I know the plans I have for you," declares the LORD, "plans to prosper you and not to harm you, plans to give you hope and a future."

-Jeremiah 29:11

When you talk with Ashton Callison, it's easy to see the strong sense of purpose that she works with ... dedicating her growing experience and expertise to others around her.

Engaged in Excellence

As a REALTOR® with Provident Realty, Ashton puts her purpose for the future to work.

“Family is my focus and my business allows me to make that the center of my life instead of a sidebar.”



► rising star

Photos By Allie
Henwood • Written
By Dave Danielson

"I am passionate about relationships. I was humbled by how many Christmas messages I received first thing in the morning Christmas day from past clients," Ashton says.

"Without good relationships with people, my business would die! I am not here for just one transaction. I want the relationship to extend and continue to build trust so I can help them whenever they need it. It is remarkable how deeply you get to know a person when they buy a house! Some of my closest friends are from clients that confided in me throughout our transaction."

Ashton was born in the Kansas City, Missouri, area and grew up in Northeast Missouri, moving to Kansas when she was 15 years old. As she came of age, she pursued a career in legal business administration for a time.

She worked in office jobs, was a stay-at-home mom for her children, operated an online business until the pandemic arrived, and then shifted gears to join her husband in real estate.

"My husband has been in real estate for around 10 years. There was an opportunity for me to get my license and work with him, so I took it," Ashton says. "I knew I wanted to start building a career with my kids getting older. The idea of working with my husband and having flexible hours for my kids was ideal!"

Ashton started her career at Keller Williams Signature Partners as an Independent Agent.

“About two years in my husband and I decided to make a move to our own company, Provident Realty. My niche is working with military and first-time home buyers,” she says. “I absolutely love helping our military relocate and making that as easy for them as possible.”

Signs of Success

Ashton has continued to move her business forward. In fact, in 2022, she recorded over \$11 million in sales volume.

She credits the influence and support of her husband for her success.



“

It takes zero dollars to be kind.



“I have to say I look up to my husband when it comes to real estate,” Ashton says. “He has taught me everything I know and has told me to take the knowledge and make it mine. He doesn’t compete with me, he is only supportive and loves to see me succeed in what I do.”

Family Foundation

Family makes life much richer for Ashton. She and her husband cherish time with their children—Megan, David and Bailey.

As she says, “Family is my focus and my business allows me to make that the center of my life instead of a sidebar.”

In their free time, Ashton and her family enjoy soccer. They are also active in NewSpring Church.

Other favorites include playing ping pong and Marvel movies. Ashton also enjoys shopping, along with playing piano and guitar.

Success means something unique to each of us. For Ashton, she looks at it as knowing that she did everything she could.

“Sometimes that means it doesn’t work out, but even if it doesn’t, I did what I could. You don’t know until you try! I don’t believe in failure,” Ashton says. “I believe in gaining experience. It’s cliché, but success is not quitting and learning to pivot!”

Those who know Ashton appreciate her friendly nature and the way she is quick to smile and laugh. Those traits reflect her kindness.

“There is so much hatred and unhappiness in the world. I don’t want someone’s day to ever be ruined because of me. It takes zero dollars to be kind,” Ashton points out.

Each day, Ashton brings this sense of positivity to those in her world as she puts her purpose to work in the world around her.



Jennifer
RUGGLES
 PHOTOGRAPHY

jenniferrugglesphotography.com



**SCAN TO BOOK
 YOUR NEXT SESSION**

615-415-3029



Security 1st Title

We Protect Property Rights.

Security 1st Title offers licensed and trained professionals to assist you with your title and closing needs. Our local experienced staff delivers exceptional service to protect property rights of homeowners and lenders.

PRODUCTS AND SERVICES:

Residential and Commercial Transactions
 Purchases and Refinances | New Construction
 Foreclosure | HUD | Short Sales
 Escrow Contract Servicing | 1031 Exchanges

TITLE INSURANCE | CLOSINGS | 1031 EXCHANGE | CONTRACT SERVICING

CONTACT US (316) 267-8371 | 727 N. WACO AVE., SUITE 300 | WICHITA, KS 67203

VISIT US ONLINE AT SECURITY1ST.COM

Looking for security?

You've found your match!



WSIG

👤 We/They
 🏠 Insurance
 📍 Here, There and Everywhere

🔍 Looking for Long-Term partner +

About Me

I'm into security and I'm passionate about communication and trust. I want to cover your assets and I have the skills and experience to provide the highest level of satisfaction.



WHEAT STATE™
 INSURANCE GROUP
wheatstateinsurance.com

**YOUR SEARCH FOR
 THE BEST FENCE COMPANY
 IS OVER**



FENCE INSTALLATION • FENCE REPLACEMENT • FENCE REPAIR



SCAN TO EASILY GET YOUR CLIENT'S ESTIMATE STARTED

Tane Murphy, Owner
 (316) 218-3450 • tmfencingllc.com



Wait no more.

Financial options to fit your homebuying needs. Let us help get you home.

- » Conventional
- » FHA/VA
- » USDA/Rural Development
- » 184 Native American



RCBbank.bank/Mortgage



Jake Baird
 Senior Mortgage Loan Originator
 NMLS #757540
 316.247.7725
jake.baird@rcbbank.bank
 10501 E. Berkeley Square Pkwy

WAC: Qualifications and restrictions apply. NMLS #798151 MEMBER FDIC LENDER

▶▶ family feature

Photos By Allie Henwood
Written By Dave Danielson

Brandy YARNELL



Those who find success in the world for themselves and those around them are open to new possibilities. They embrace new opportunities.

Brandy Yarnell personifies this spirit as a REALTOR® and Investor with Keller Williams Signature Partners.

Opening a New Chapter

Brandy was born in Alva, Oklahoma, and grew up in Valley Center, Kansas. After raising her family, she felt the time was right to pursue something that had been on her mind through time.

“I homeschooled my kids for 18 years and when the last two were about to graduate, I decided the time was right to pursue real estate. I had always been interested in it, and we had a good friend who flipped homes, so I shadowed him and eventually started to run projects for him.”

Brandy had also pursued the Business Administration and Real Estate track at Wichita State.

“The investor I was working with said why not just get your real estate license and do what you want to do,” Brandy says. “He paid for my classes and license.”

Active Pursuits

One large and ongoing element of life in the business for Brandy has been flipping properties. In fact, she has been involved in completing more than 100 flips.

Tyson had a career in nursing for 20 years but decided to join Brandy in the business in 2020. Together, they sold 7 flips in 2023 and have 4 more in process.

A big passion that Brandy has is interior design and staging. She enjoys



working with her youngest daughter on interior design and a staging business together. She also enjoys working with first-time buyers.

“I’m an educator at heart. I love educating people on the home-buying process and taking away some of their fears by arming them with knowledge,” Brandy says.



“It’s also very rewarding to work with Tyson on all of this. We work really well together. We’ve known each other our whole lives and have been married for 23 years. Where my weaknesses are he is strong and vice versa. We complement each other very well.”

Building Together

In addition to the flips that she does, Brandy also continues to build her retail real estate business. In fact, in 2023, she recorded 38 closings, placing her in the lofty Master’s Circle. In addition, her production levels in 2022 placed her among the top 1.5% of REALTORS® in the U.S. Through her career, she has recorded nearly 170 transactions.



Away from work Brandy and Tyson treasure time with their six children and eight grandchildren, with another grandchild on the way.

“Our family is a mixture of biological, step and adopted, so family is very important to us. We love to spend time together as a family, having family dinners and playing games together,” she says.



In their free time, one of the areas that Brandy and Tyson have enjoyed staying engaged in the community is helping to plant Antioch Wichita church locally, beginning around 15 years ago. They also are in the worship band, with Tyson playing the



Day by day, it's clear that Brandy makes a tangible impact on the lives of those around her. It's a very fulfilling aspect of the work she does.

"I love helping others grow and be successful. I don't think I'm successful unless I help others be successful as well," she points out. "Our business is God and family-centered. Everything we do is focused toward creating a foundation that our kids, and generations after, can build upon."

Congratulations to Brandy Yarnell for her contributions to her clients and community.



drums, and Brandy singing. As part of that, they enjoy conducting mission work overseas through Acts of Mercy.

"Our big why is Acts of Mercy and the missions trips we do. Our biggest trip has been with the war between Russia and Ukraine," Brandy says.

"At the beginning, we went to Poland and we were going back and forth across the border helping people out of Ukraine."

Leading by Example

As she considers her past, she also offers helpful tips for others who are getting their start in the business.

"For new agents, and those who are building their business, attending as many trainings as possible, as well as seeking out agents who are doing what you want to do for advice is essential to growth," Brandy says. "Goal setting is vital, as well. If you don't know where you're going, you'll never get there!"



New booking

2024-2025 WEDDINGS & ELOPEMENTS
 WWW.ALLIEJAELEPHOTOGRAPHY.COM | @ALLIEJAELEPHOTOGRAPHY | 316.633.5547

Pb and Drains
DON'T SKIP THE SCOPE.
 BECAUSE THERE ARE THINGS YOU CAN'T UNSEE...OR UNSMELL.

FOR SEWER INSPECTIONS, WE'RE YOUR TRUSTED EXPERTS.

EXPERIENCED. QUALIFIED. UNBIASED.
 (AND IMMUNE TO GROSS STUFF.)

www.pbanddrains.com 316.636.7778 pbanddrains@gmail.com
 Master Plumbing Lic. #9968

AMAVEN MEDIA & MARKETING CO.
 COMMERCIAL BUSINESS MEDIA AND MARKETING IN THE MIDWEST

MORE SERVICES WE OFFER:

- GRAPHIC DESIGN WORK
- MARKETING AND ADVERTISING
- WEB DESIGN AND SEO
- BRAND BUILDING
- PHOTOGRAPHY & VIDEOGRAPHY
- DRONE & 360 VIDEO

SCAN ME

OSHA 30 Hour Certification | FAA 107 Licensed and Certified | KANSAS STATE UNIVERSITY KSU Construction Science & Business

(316) 706-9275
 amavenmedia.com
 info@amavenmedia.com

f in p i g t y t w

Realtors Help Their Clients With So Much!

We Want to Help YOU!

- Education, not Scare Tactics
- Same Day Delivered Reports
- Online Scheduling
- Supra Key Holder

WE'LL BUY YOUR HOME GUARANTEE

Triple Certified, Bonded, and Insured

ICT PRO INSPECTIONS
 (316) 535-0900
 www.ictproinspections.com

Local Service. World-Class Quality.

Custom gifts, tumblers, wall art, logo swag, awards, event merch & more, created right down the street.

— Laser Engraving | Photos on Canvas
 — UV Color Printing | Graphic Design

WICHITA GIFT Co.

7130 W. Maple | 316.215.8844
 wichitagiftco.com

JRMORTGAGEGROUP.COM • 316-247-9639

\$500 CHECK AT CLOSING

FOR ALL ACTIVELY EMPLOYED:

- **TEACHERS**
- **FIRST RESPONDERS**
- **HEALTHCARE PROFESSIONALS**
- **CURRENT OR FORMER ARMED FORCES**

JR Mortgage Group

INFORMATION IS PRESENTED FOR INFORMATION PURPOSES ONLY. THIS IS NOT A COMMITMENT TO LEND OR EXTEND CREDIT. INFORMATION AND/OR DATES ARE SUBJECT TO CHANGE WITHOUT NOTICE. ALL LOANS ARE SUBJECT TO CREDIT APPROVAL. OTHER RESTRICTIONS MAY APPLY. SEE COMPANY WEBSITE FOR ADDITIONAL INFORMATION WWW.JRMORTGAGEGROUP.COM. COMPANY NMLS#2065326 COMPANY NAME IS NOT AFFILIATED WITH AN AGENCY OF THE FEDERAL GOVERNMENT. HUD, OR FHA. THIS IS NOT A GOVERNMENT OFFER OR PROGRAM. VA, HUD OR FHA DID NOT APPROVE THIS MATERIAL.

▶▶ power couple

Photos By Andrew Montañó • Written By Dave Danielson



JIMMY & ALISHA DAVIS

TEAMWORK BEGINS WITH TWO

“ I think one of the most important things you can do to ensure your success in the business is to have a passion for it. ”

With teamwork, possibilities become reality. Indeed, more than one set of hands can lighten the work.

Yet the power of teamwork isn't dependent on having a large team. In fact, teamwork can be very powerful when it begins with just two people.

One tangible example of that is Jimmy and Alisha Davis with Heritage First Realty, who have been married for 22 years.

A Natural Progression

Alisha had originally earned her license in 2011, with Jimmy joining her in the business in 2014.

"We can trace our start in the business back to an interest that we had in real estate. I started investing and we bought properties and Alisha got licensed. I had been in sales all of my career, and a few years later I got my license. Alisha is very personable. She was in healthcare before this. She has that naturally caring nature," Jimmy says.

"Right out of the gate we started a big team. Since then we have scaled it back to just work together as REALTORS®. We love working together toward the same goal. We have been married 22 years and we are best friends."

Gratitude for What They Do

When you talk with Jimmy and Alisha it's clear that they have a strong passion and appreciation for what they do.



"I love working with move up buyers or first-time homebuyers. I love that part of it, making everyone happy," Alisha says. "Buying a new house should be a happy experience. I work more with buyers and Jimmy works more with sellers. We love helping our clients win."

Family Foundation

Away from work, Jimmy and Alisha feel blessed to have a solid family foundation in place. They treasure their children — their daughter, Destiny; their son, Jaiden; their daughter, Avere; their daughter, Mia; and their son-in-law, Isaiah, who was lost in a car accident.

In their free time, Jimmy and Alisha have a love for time spent with their family. They also like to get outdoors whenever they can. One of their favorite pursuits is going on walks. They also like to stay active with exercise at the gym.

Leadership in Action

The ebbs and flows of life and business can be difficult to navigate. As Jimmy and Alisha reflect on their success and hopes for the future, they offer helpful advice for others who are getting into the business themselves.



"I think one of the most important things you can do to ensure your success in the business is to have a passion for it. You better love it," Jimmy says. "You better love people and you better not be in it for the money. But, as we all know, this isn't an easy business."

As Alisha says, it's vital for people who get into the business to keep in mind that there is a lot more that goes into success than what appears on the glamorous surface.

"It's a very stressful business, but also rewarding when you are helping your clients that turn into your friends," Alisha. "Sometimes people think we are experts in various areas of life."

Those who have had a chance to benefit from the experience and expertise that Jimmy and Alisha provide are quick to attest to their strengths.

"It means a lot to us when people see that we are down to earth and loyal," Jimmy says. "We are here to make a real difference in the lives of people."

Winning teams definitely come in all forms. With that in mind, Jimmy and Alisha Davis show the power of teamwork that begins with two ... a committed husband-and-wife team that dedicates their efforts to serving the best interests of their clients.





Feel at home with your mortgage loan partner.



Alejandra Gomez
CRA Mortgage Loan Officer
316.768.5525
alejandra.gomez@usbank.com
NMLS#222758
Habla Español



Elizabeth Perigo
Mortgage Loan Officer
316-680-2249
beth.perigo@usbank.com
NMLS# 2135716

801 E. Douglas Street | 2nd Floor
Wichita, KS 67202

Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit usbank.com to learn more about U.S. Bank products and services. Mortgage, home equity and credit products are offered by U.S. Bank National Association. Deposit products are offered by U.S. Bank National Association. Member FDIC. ©2021 U.S. Bank 398103c 2/22



Your Time is Valuable...
Taxes are Complicated.

Let me handle them for you!



Ryan Phelps, Owner

"Phelps Tax has given me hours back that I use to focus my time and energy on my highest dollar-producing activities. They really have a passion for helping me optimize my time and money."
Emily Base, Roy Real Estate Team

FOR TIMELY TAX ADVICE, CALL 316.262.1900

1119 W Douglas, Wichita, KS 67213 | www.PhelpsTax.com

S-Corp Conversions • Payroll • Bookkeeping
Individual and Small Business Tax Preparation

EXPERIENCE THE STRENGTH OF GLADIATOR ROOFING

Let Us Defend Your Client's Home

Call Today for a Free Quality Roof Inspection with a Fast Turnaround to Help You Close Faster
(316) 617-5480



Preferred Contractor of Owens Corning

Residential Roofing | Commercial Roofing | Roofing Repairs | New Construction | Inspections | Gutters

GoodFellas
TRUST-LOYALTY-RESPECT



MODERN REPORTS AGENTS & CLIENTS APPRECIATE!

- CLIENT-FRIENDLY SERVICE
- ADVANCED TECHNOLOGY
- CLEAR COMMUNICATION

SCAN TO EASILY SCHEDULE YOUR CLIENT'S INSPECTION

Offering agents the latest tools and technology to make the home inspection process easy.

Call or Text 316-655-0280
goodfellaspropertyinspection.com/for-agents



Ride with the No. 1 car insurer in Kansas.

McEachern Ins and Fin Svcs Inc
Crystal McEachern, Agent
3636 N Ridge Rd Suite 555
Bus: 316-425-0925
crystal@callcrystalnow.com

With competitive rates and personal service, it's no wonder more drivers trust State Farm®. As your local agent, I'm here to help life go right.® LET'S TALK TODAY.



1708164

State Farm Mutual Automobile Insurance Company
Bloomington, IL



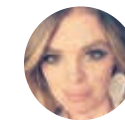
Planet Home Lending®
WE'LL GET YOU HOME

A STREAMLINED MORTGAGE EXPERIENCE THAT EMPOWERS YOUR CLIENTS

- \$100+ Billion servicing portfolio
- Options for manual and upfront underwriting
- Awarded Top 10 Fairest Lender by Fairplay
- Named Most Loved Employer by National Mortgage Professional Magazine



MICHELLE CRUBAUGH
Retail Branch Manager
NMLS ID# 1201530
316-304-3910
MCrubaugh@PlanetHomeLending.com



KRISTA ROSSON
Mortgage Loan Originator
NMLS ID# 1774236
316-680-4802
KRosson@PlanetHomeLending.com



SAM HANSON
Mortgage Loan Originator
NMLS ID# 2163236
316-247-3094
SHanson@PlanetHomeLending.com



ANABELLA RUIZ
Mortgage Loan Originator
NMLS ID# 2411758
316-247-3096
Anabella.Ruiz@PlanetHomeLending.com



NMLS ID# 17022
2020 N Webb Rd, Suite 203 Wichita, KS 67206 | Branch NMLS ID# 1783529 | Equal Housing Lender. © 2023 Planet Home Lending, LLC | 321 Research Parkway, Suite 303, Meriden, CT 06450 (203) 265-5090 | NMLS ID# 17022 | For licensing information, go to: www.nimlconsumeraccess.org | AZ Mtg. Banker Lic. MB-0929069; Licensed by The Department of Financial Protection and Innovation under the CA Residential Mtg. Lending Act Lic #: 4130947; IL Residential Mtg.; Licensed by the NH Banking Dept.; Licensed by the NJ Dept. of Banking and Insurance; OH Mortgage Broker Act Mtg.; Rhode Island Licensed Lender; TX Location 5020 Riverside Dr, Suite 300, Irving, TX 75039; Licensed Mortgage Banker—NYS Department of Financial Services—NY Location 265 Broadhollow Rd, Suite 100, Melville, NY 11747. This is not a loan approval or commitment to lend, applications are subject to full review and approval, other terms and conditions may apply. This is an advertisement. Nothing in this advertisement should be construed as an endorsement or recommendation of services of any other entities or persons shown.

Ryan Phelps

— AND PHELPS TAX & FINANCIAL —



It becomes immediately evident when you meet someone who is totally immersed in the needs of others.

That's the feeling you get when you talk with Ryan Phelps.

As a tax specialist with Phelps Tax + Financial, Ryan is truly invested in the success of those around him.

"I love interacting with the business owners that I work with, and REALTORS® are my biggest book of business. They have a particular set



of demands due to the nature of their work. I like being able to help relieve some of their financial burden so they can focus on what they do well and what they enjoy," Ryan says.

Engaging Excellence

"Engaging my clients regularly helps me to better meet their needs. I enjoy seeing them in person at the office or talking with them on the phone to see what we can do to help them reach their goals."

Invested in
Their Success

A few of Ryan's primary objectives are helping his clients understand the deductibility of expenses, the importance of timely filings, and record-keeping methods. But the conversation could still grow from there.

"It could even involve forming an LLC and electing S-Corp taxation. I can help to facilitate that process for them," Ryan says.

Continuing a Tradition of Results

Ryan has continued and built on the legacy of the family business that his mother began in 1992. He joined the company in 2011 and rebranded it as Phelps Tax + Financial at that point.

As he remembers, "When I joined the family business, I brought with me some understanding of the financial world. I had worked in both consumer and commercial lending for various local financial institutions and was able to adapt the skills I honed there to my new role in the accounting world."

Today, Ryan has six full-time employees, along with four team members who work remotely and seasonally for a total of 10 team members.

You'll find Phelps Tax + Financial in the historic Delano District.

"We love being anchored here," he smiles. "This building was built in 1900. We have owned the building since 1992 and have renovated it a couple of times, most recently in the fall of 2020. We love our neighborhood, and we are proud to call Delano our home."

Ensuring Understanding

Ryan is the consummate professional who brings a deep understanding of his clients' situations to his interactions and problem-solving with them.



"I know that my REALTOR® partners spend a lot of time on the phone in constant communication with other agents, lenders, inspectors, and appraisers. They are also driving long distances to meet clients and show houses. Amid all of that, the back-end financial things can get neglected," he acknowledges.

"Let us take from your plate any stress and responsibility of bookkeeping or tax planning. We can do all that for you so you can focus on what you enjoy."

Wonderful World

Away from work, Ryan looks forward to time with his family, including his wife and their two children.

In his free time, Ryan enjoys mixing cocktails for his friends, trying new bourbons and whiskeys, and frequenting his many favorite local watering holes.

Financial Relief



Let us take from your plate any stress and responsibility of bookkeeping or tax planning. We can do all that for you so you can focus on what you enjoy.

Those who have a chance to know and work with Ryan appreciate the fact that he is approachable and eager to help solve their issues.

"I spend a lot of time consulting with my clients to make sure they have a good understanding of their financial picture. Equipping my clients with the necessary tools to make informed decisions is paramount to me," Ryan says. "And my ultimate hope is that my clients feel that I'm very invested in their best financial interests."

Contact Phelps Tax + Financial Today! Office: 316-262-1900, Ext. 303
Email: Ryan@phelpstax.com | Website: www.phelpstax.com



Welcome Home Loans

We offer a wide variety of loans to fit anyone's needs, including government loans. Plus, experts to help through the home-buying process.

It's the Heartland Way.

Learn more at:
www.hcu.coop/homeloans

Brett & Hayley K.
Members since 2013

Heartland CREDIT UNION
800.428.8472 | www.hcu.coop
NMLS# 571074

Don't Let Your Sale Fall Through the Cracks

Meet Our Specialists

Taylor Ashpole
Estimator

Ronnie Kilgore
Estimator

IWP FOUNDATION REPAIR

Services

- Wall Support
- Waterproofing
- Crawlspace Encapsulation
- Settlement

Repairing the past and stabilizing the future.

Call the Foundation Experts to Set Up Your Client's Free Consultation
316-308-8507
KansasFoundationRepair.com

The Ultimate Home Inspection

Featuring

- **PTP360***
Interactive 360° Visual Inspection Summary
- **PTPEstimates***
Cost estimate for Inspection Summary Items
- **PTPFloorPlan**
An accurate floor plan of the entire home
- **PTPHomeManual**
The digital owner's manual for the home

PILLAR TO POST HOME INSPECTORS

Hancock Team
316-570-1444
hancockteam@pillartopost.com
jasonhancock.pillartopost.com

Request an inspection today!

*Where available. Not all services are offered by every office. Each office is independently owned and operated.

Easy as 1...2...3...

1. We Guide. Your Clients Decide.
2. We Make It Easy and Shop Around for the Best Rates
3. 6-Star Service

Heidi Holle-Williams
Tats Shepherd

Closing Table, Here We Come

Shepherd Insurance Group
316-869-1235
insurewithsig.com

"The whole office was helpful throughout the entire process. I would use them again."

-Becki Cage

5.0 ★★★★★
101 Google Reviews

The Wichita Eagle's 2023 Best Home Mortgage Company

Michael Gonzales
Branch Manager and Certified Mortgage Advisor
MTGFamilyMortgage.com
316-262-7766

CMV **MTG**

Proudly Serving KS, MO & FL

MTG Family Mortgage is a DBA of Open Mortgage, LLC (NMLS #2975; nmlsconsumeraccess.org) is a Kansas, Missouri, & Florida Licensed Mortgage Company, Lic # MC0601373-BH033; Michael Gonzales NMLS #231988 KS (D 0601286, RD 14773-MLO, FL L081925, (Branch) NMLS #3273201, 2290 N. Tyler Rd., Suite 200, Wichita, KS 67202; Equal Housing Opportunity Lender.

GET CLIENTS MARKET READY OR MOVE IN READY

Kihle can do both!

KIHLE ROOFING & CONSTRUCTION

24-HOUR EMERGENCY STORM & HAIL ASSISTANCE

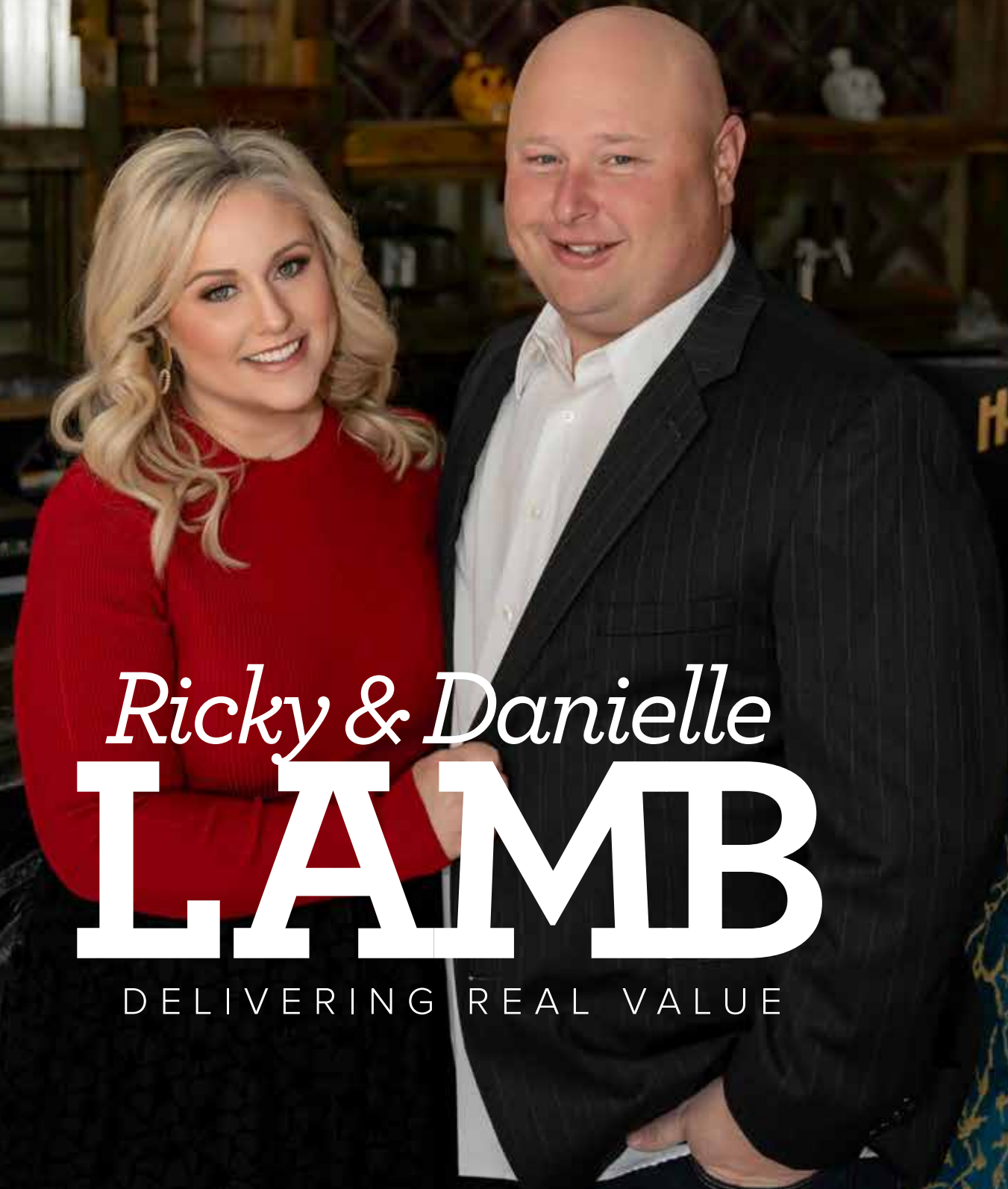
Licensed and Fully Insured | Value-Adding Results

316.202.6859 • KihleRoofing.com

Scan to easily schedule

▶▶ top producers

Photos By Jennifer Ruggles • Written By Dave Danielson
Location: iTzcali Tapas & Tequila



Ricky & Danielle
LAMB
DELIVERING REAL VALUE

When you work with someone who provides you with genuine guidance based on their experience and expertise, you receive true value.

That's exactly what those who work with Ricky and Danielle Lamb get.

All-In Approach

As a thriving husband-and-wife team, Ricky and Danielle deliver real value each day.

"Our hope is that our clients feel we are a great team to work with and that we focus on buyer and seller education. It's not for us to say that they should buy something or not, we always tell our clients that the house will sell itself. If you have to convince yourself it's probably not the right house for you," Danielle says.

As Ricky says, it's about building relationships. We like to make ourselves available and approachable and encourage our buyers and sellers."

Ricky has been in the business for nearly 20 years, and Danielle earned her real estate license in 2017.

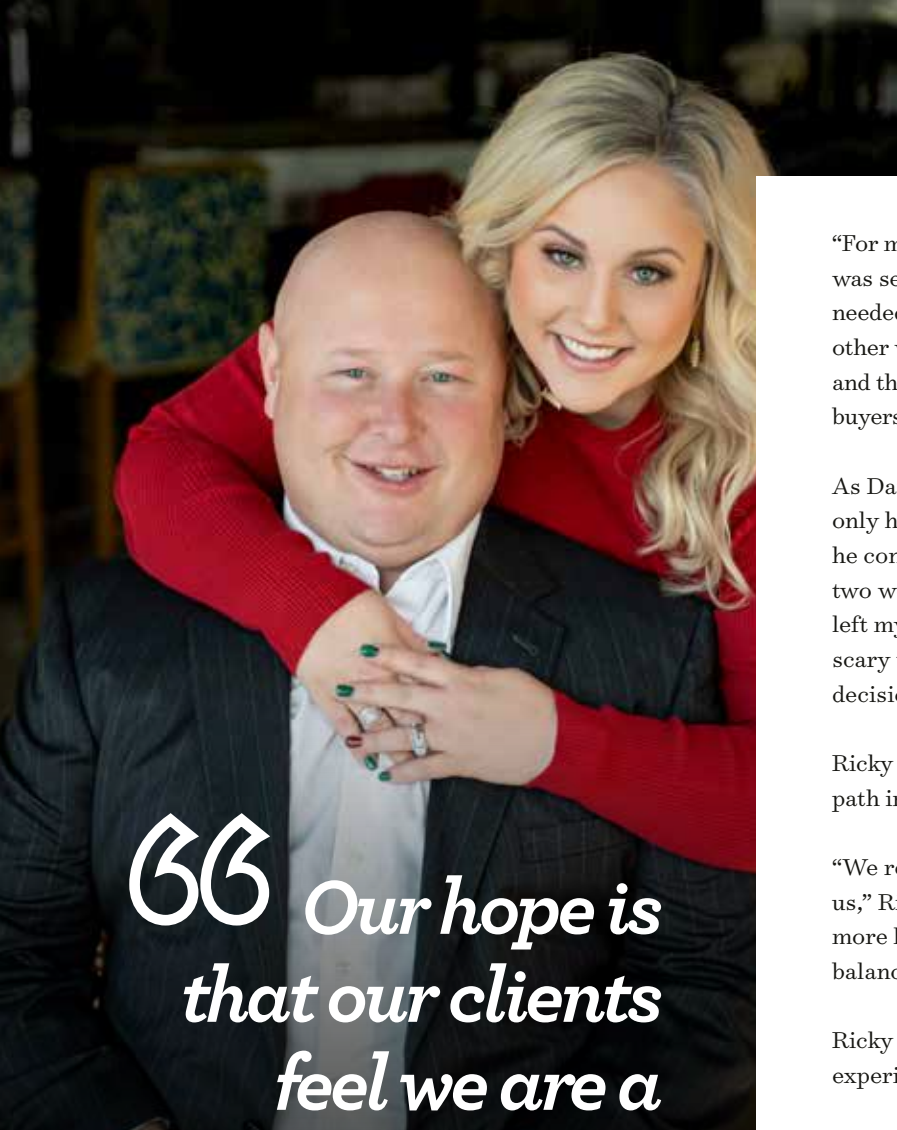
First Steps

Ricky remembers how he first got his start in real estate.

"My family had Jot-Em Down Appliances for nearly 45 years. We always had landlords and people who would buy appliances for their properties. My mother had her real estate license and worked part-time doing a few transactions with friends and family each year," he says.

“ it's about building relationships.”





“Our hope is that our clients feel we are a great team to work with and that we focus on buyer and seller education.”

“For me, I didn’t have an a-ha moment. My first job was selling life insurance and I told people that they needed life insurance. In real estate it was flipped the other way. People would come and ask for my help and that resonated with me. I really enjoy helping buyers and sellers navigate through the process.”

As Danielle says, “When I got my start, I was really only helping Ricky when he was really busy. Then he continued to get busier. And in March 2020, just two weeks before the start of a global pandemic, I left my job with benefits to join him full-time. It was scary to say the least but, in the end, it was the best decision we’ve ever made.”

Ricky and Danielle feel honored to share the same path in life and business.

“We really enjoy working together. It works for us,” Ricky says. “As part of that, our kids have seen more houses than most adults have. We have a good balance between us.”

Ricky and Danielle appreciate the variety they experience each day.



“Real estate is one of those professions where you don’t have the same day twice. We might have a schedule in our head, but then a house pops up and our day is completely changed. But that’s what we love about real estate, and what appeals to both of us,” Danielle says. “It’s always something different and every house sale and purchase are different and that keeps it fun. It’s not an office job where you are going in and doing the same thing every day.”

As Ricky adds, “We are always on call and work a lot of off hours. We pride ourselves on being available for our clients. Even if we’re on vacation, we figure out a way to serve our clients, because we truly enjoy what we do.”

Signs of Success

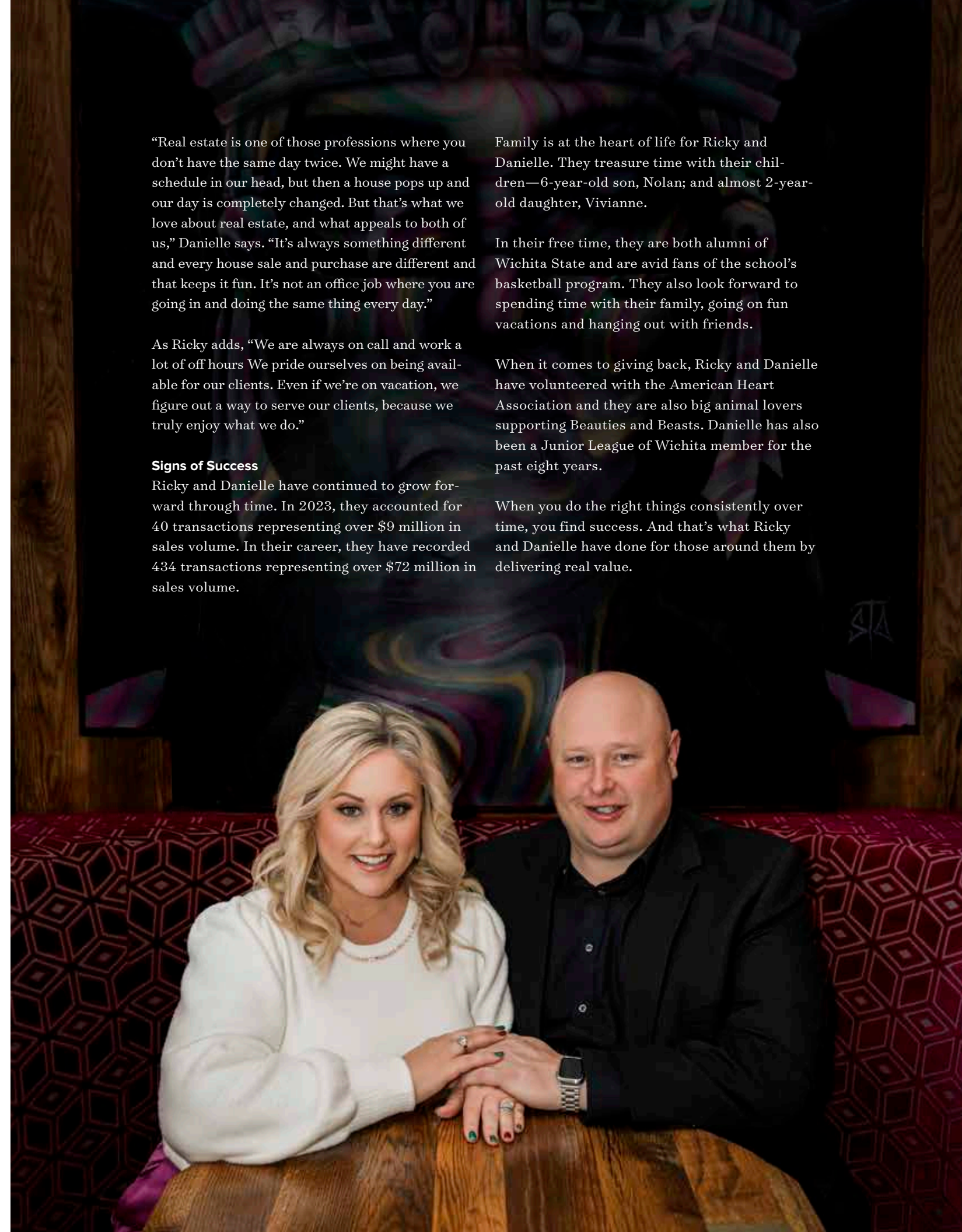
Ricky and Danielle have continued to grow forward through time. In 2023, they accounted for 40 transactions representing over \$9 million in sales volume. In their career, they have recorded 434 transactions representing over \$72 million in sales volume.

Family is at the heart of life for Ricky and Danielle. They treasure time with their children—6-year-old son, Nolan; and almost 2-year-old daughter, Vivianne.

In their free time, they are both alumni of Wichita State and are avid fans of the school’s basketball program. They also look forward to spending time with their family, going on fun vacations and hanging out with friends.

When it comes to giving back, Ricky and Danielle have volunteered with the American Heart Association and they are also big animal lovers supporting Beauties and Beasts. Danielle has also been a Junior League of Wichita member for the past eight years.

When you do the right things consistently over time, you find success. And that’s what Ricky and Danielle have done for those around them by delivering real value.



20 YEARS

of creating community connection through magazines like this, for readers like you.

#N20anniversary



n2co.com



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.

AUGUSTA | CHANUTE | COFFEYVILLE | DERBY | EL DORADO | HOLTON | HUTCHINSON | INDEPENDENCE | LAWRENCE
LEAVENWORTH | MANHATTAN | MCPHERSON | OSKALOOSA | SALINA | TONGANOXIE | TOPEKA | WICHITA | WINFIELD

ksitle.com

Your Trusted Lending Partner:

Because Your Clients Deserve the Sweetest Deals!



Will King | Branch Manager/Loan Officer
NMLS #459176
Office: (316) 665-7343 | Cell: (316) 312-2936
ksloanman@usmortgage.com | kansasloanman.com



Branch Office: (NMLS ID#1405053) 405 S. Holland, Suite B, Wichita, KS 67209. Kansas License Mortgage Company, License #MC.0025044-BR.002. US Mortgage Corporation is not an agent of or acting on behalf of or at the direction of HUD/FHA/VA/USDA or the Federal government. Rates, fees, and program guidelines are subject to change without notice. Some loans arranged through third party providers. Certain restrictions may apply. This is not intended as an offer to extend credit nor it is a commitment to lend. Corporate Office (NMLS ID#3801): 201 Old Country Road, Suite 140, Melville, NY 11747; (800)LOANS-15. Kansas Licensed Mortgage Company, License #MC.0025044.

DON'T RELY ON YOUR BUYER'S IMAGINATION
MAKE YOUR CLIENT'S HOME "MOVE-IN READY"



Special Financing Available*
*With approved credit. Ask store for details.

LOVE YOUR Floors

February 1 - March 11

Photo by Kelly Remacle Photography

2023 WINNER BEST OF WICHITA
By Wichita Eagle

SCAN TO JOIN OUR REALTOR PROGRAM TODAY

JABARA'S carpet galerie
Designer Flooring At Affordable Prices!

316-320-0443 | www.jabaras.com
1816 N. Broadway St., Wichita, KS. 67214 | HOURS Mon-Sat. 9am - 5pm

You've Gotten Them to Closing...



Now We'll Take Them From Here... To Anywhere

Local & Long Distance • Home & Business • Packing Services & Supplies

Scan to Get Moving On Your Client's Quote



TWO MEN AND A TRUCK.
"Movers Who Care."

316.558.5588 • twomenwichita.com

Each franchise is independently owned and operated. | U.S. DOT No. 2244955

ILLUMINATE YOUR LISTINGS



Luis and Stephen, Owners

ELECTRICAL REPAIRS AND UPGRADES
Standby Generators | Security Systems | Inspections
Energy Efficiency | Smart Home Installation | Power Surge Protection
Electric Car Chargers | Child Proof Outlets | Smoke Detectors

ELITE ELECTRIC COMPANY

Veteran-Owned and Operated
SE HABLA ESPAÑOL

Partner With Us Today
(316) 258-2166 | eliteelectriccompany.com

Home is Where the Heart Is



Your Trusted Partner for Securing the Sweetest Loans for Your Clients!

Why Motto?

Because we are the full package.

-  Mortgage Professional
-  Competitive Rates
-  Loan Options
-  Easier Application

MOTTO MORTGAGE | **CHARGED**

316.680.1554
steven.myers@mottomortgage.com | mottocharged.com
910 1/2 EAST DOUGLAS AVE | WICHITA, KS 67202

NMLS #2263902



20 YEARS OF THE N2 COMPANY

Where Convenience Meets Quality Service!

A&L

Roofing, LLC

YOUR ONE-STOP-SHOP FOR ALL REPAIR REQUEST

Hand Over Your Completed Inspection Sheet and We'll Take it From There

ART LOHRENGEL, OWNER
CALL OR TEXT | 316-721-5799



A+ Rated Member of the BBB since 1997
Serving Wichita, El Dorado, and Wellington, KS

AVAILABLE 24/7

GoASB.com



Christy Almquist
NMLS #754429

You need a home. We've got the loan.



Andover
511 N. Andover Rd.
Andover, KS 67002
316.733.1375

Wichita
1718 N. Webb Rd.
Wichita, KS 67206
316.219.1600

