

WICHITA

# REAL PRODUCERS.®

CONNECTING. INSPIRING.

Photo By  
Jennifer  
Ruggles

TOP PRODUCER

# Traci TERRILL

RISING STAR

Loni Tabor

BEHIND THE SCENES

Pamela Anderson

FEATURED AGENT

Amanda Zorn

PARTNER SPOTLIGHT

Elite Electric

MARCH 2024

# Help Your Clients Spring Forward in the Homebuying Process

Meritrust is ready to help you and your clients save time this home buying season with:

- True pre-approvals
- On-time closings
- Possibility of a 21-day closing time frame

Spring forward confidently with the Meritrust Home Loans team and see your clients' dreams bloom.



Scan to contact us!

Subject to approval.



MeritrustHomeLoans.org



Gabe McKeever  
NMLS# 680676

Kari Gilmore  
NMLS# 442459

Malorie McGaffin  
NMLS# 488627

Stephanie Davis  
NMLS# 807315

Ayerianne Hibler  
NMLS# 442549

Vanessa Steward  
NMLS# 586091

Alyssa York  
NMLS# 2431098

Jordan Taylor  
NMLS# 1842699

# HOME VALUES HAVE ROCKETED

We Can Find Your Clients Out of This World Rates



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 Montañó**  
Photographer

*Powerful Partnership,  
Unmatched Results!*

Let's work  
together to get  
your client in a  
home they love!



**GET CLIENTS MARKET READY  
OR MOVE IN READY**  
KIHLE CAN DO BOTH!



**ROOFING &  
CONSTRUCTION**

Licensed & Fully Insured  
Value-Adding Results

**Scan**  
to easily  
schedule



**DANIEL KIHLE**  
316.202.6859  
KihleRoofing.com

Why Motto?

Because we are the full package.



Mortgage  
Professional



Competitive  
Rates



Loan  
Options



Easier  
Application



**MOTTO**<sup>®</sup>  
MORTGAGE

CHARGED

**316.680.1554**

steven.myers@mottomortgage.com | mottocharged.com

910 1/2 EAST DOUGLAS AVE | WICHITA, KS 67202

# 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

### ELECTRICIAN- RESIDENTIAL/ COMMERCIAL

Elite Electric Company  
(316) 258-2166  
eliteelectriccompany.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  
goodfellasproperty  
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 / LENDER

Academy Mortgage  
Brandy Mitchell  
(316) 990-2440  
academymortgage.com/  
about-us/branches/  
wichita/detail

### 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

	<p><b>10</b> Meet the Community</p>		<p><b>16</b> Top Producer: Traci Terrill</p>		<p><b>22</b> Partner Spotlight: Elite Electric</p>
	<p><b>28</b> Rising Star: Loni Tabor</p>		<p><b>34</b> Featured Agent: Amanda Zorn</p>		<p><b>40</b> Behind the Scenes: Pamela Anderson</p>



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

## Where Convenience Meets Quality Service!

YOUR ONE-STOP-SHOP FOR ALL REPAIR REQUEST

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

# A&L

Roofing, LLC



**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**

# Jennifer RUGGLES


PHOTOGRAPHY

[jenniferrugglesphotography.com](http://jenniferrugglesphotography.com)



SCAN TO BOOK YOUR NEXT SESSION

615-415-3029



## FORSHEE PAINTING

We Deliver Quality Painting





Interior & Exterior Painting  
Cabinet Refinishing  
Epoxy Flooring



Contact us today for a free quote!  
Phone: 316.263-7777 • [forsheepainting.com/](http://forsheepainting.com/)



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](mailto: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



# MEET THE COMMUNITY

CHECK OUT SOME OF WICHITA'S TOP REALTORS







• 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

**REAL PRODUCERS PODCAST**

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

Same Brand, New Reach – Tune in for free today

Listen on Apple Podcasts Spotify Amazon Music

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

**Looking to buy a new home?**  
**You're in luck!**  
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: NMLSCONSUMERACCESS.ORG | SHERRI NMLS: 1367758 | RICK NMLS: 2140196 | LISA NMLS: 2302146

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

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

**"The process to get our first home went so smoothly! All my questions were answered ASAP, and everyone was very organized."**

–Yesenia Arzate

**5.0** ★★★★★  
100 Google Reviews

The Wichita Eagle's 2023 Best Home Mortgage Company

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

**CM** **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 # BK0001973-BK003; Michael Gonzales NMLS #231988 KS LD 0091288, MO 14772-MLD, FL LO88825. (Branch) NMLS #5273201, 2290 N. Tyler Rd., Suite 200, Wichita, KS 67205. Equal Housing Opportunity Lender.



▶▶ top producer

Photos By Jennifer Ruggles  
Written By Dave Danielson

# Traci TERRILL

OPENING NEW DOORS

SellingWichitaHouses.com



***When you think about it, so much of what this industry is about is opening doors — both literally and figuratively.***

Sure, there are the milestone moments when you hand the new set of keys to your buyers. But there are also the new chapters you are helping them prepare in their lives through that process.

That's an aspect of the business that drives Traci Terrill's achievements, as well as being the Team Leader of the Cultivate Group with eXp Realty.

"For me, the best part of what I do is finding the opportunities that are right out in the open for people," Traci explains.

"There are so many of them, whether they are related to growing wealth or knowledge. There are endless possibilities where each of us can grow. I love being part of that."



## BUILDING QUICKLY

Traci's adventure in real estate began when she earned her license in 2012. Around that time, she was delving into real estate investing.

Through that process, Traci remembered wanting to have access to information on the business.

"At the time for what we were doing, it was difficult sometimes to get people to answer the phone, so I decided to get my license," she remembers.

"Before I knew it, I was being asked to take on several transactions and I had my own business."

Over the next year, Traci continued her prior work, conducting real estate sales after hours and on weekends. By 2013, the decision was clear. She was ready to move forward full-time.

## LEADING THE CULTIVATE GROUP

Today, Traci leads the Cultivate Group, which includes Cultivate Leasing, Terrill Renovations, and Cultivate Solutions, which focuses on delivering out-of-the-box buying and reselling services.

Powering her efforts is her family, including her husband, Patrick, and their children— their daughter, Alexis, and their son, Aaron.


"Patrick has been such a huge part of what we do, and I am so very grateful," Traci says fondly.

"Aaron has his license and worked as a real estate agent while in college, and Alexis works on the back end of the business, as well. My big 'why' is very clear to me. I want to support my children in doing what they love."

In their free time, Traci and her family love to get away and go to the lake. Traveling as a family is a big passion for them. They also look forward to baseball games and spending time at the beach.

"In general, I think some of my favorite activities involve growing things, whether that be people, wealth, or a garden," Traci says with a smile.





FOR ME, THE BEST  
PART OF WHAT I  
DO IS FINDING THE  
OPPORTUNITIES THAT  
ARE RIGHT OUT IN THE  
OPEN FOR PEOPLE.



Traci likes to stay involved in supporting the needs of the community, as well. One organization that she and her husband pledge their support to is HumanKind, one of the largest homeless shelter operators and transitional housing providers in the greater Wichita area.

#### FOSTERING THE BEST IN OTHERS

Traci encourages the achievements of those around her. With that in mind, she offers helpful advice for those who are just entering real estate.

“First, I’d say that it’s important to start thinking about ways of being as efficient as possible from the beginning of your career. That’s very important. We

have an opportunity as agents to help others. In my prior corporate job, we masked our inefficiencies with our resources. And then when times weren’t going as well, those inefficiencies became more apparent,” Traci explains.

“If we can be efficient from the beginning, we can be more profitable and help more people. It’s important to have a SYSTEM to *Save Your Self Time, Energy and Money*, as well as streamlining processes to find ways to do things faster and easier.”

When you have a conversation with Traci, you can easily see the way she is dedicated to serving the best interests of those around her. She puts that ideal to work each day.

“As I was learning and gaining experience in real estate, I made some mistakes,” Traci says.

“I try to provide lessons through continuing education classes and other ways to help people avoid those mistakes that I made because I feel like if I can do that, I’ve lessened the overall ‘cost’ of those lessons.”

#### LIFTING OTHERS

While REALTORS® work to help their clients achieve their real estate ambitions, they are also accomplishing much more for the overall community. Traci says that is a role she takes very seriously.

“As REALTORS®, we are also leaders in our community, business and family. As part of that, we have the ability to advocate. Our main goal is to be solution providers. We can’t provide solutions if we don’t know what the issues are. That’s where we can facilitate and make those changes,” Traci says.

“It’s time for REALTORS® to go to the next level and be the change that our communities are looking to us for. We are here to help to grow others. As part of that, it’s important that we not stagnate. If we are focused on ourselves, we don’t have the opportunity to be focused on helping others. We can’t fix every problem but we can be community advocates. We can also serve as a conduit to bring people together.”

Traci Terrill certainly fulfills her role of advocacy with style, strength, and purpose. In turn, she continues opening new doors for her clients and “Cultivate” community.



*Allie Jael*  
PHOTOGRAPHY

COUPLES  
+  
WEDDINGS  
+  
ELOPEMENTS  
+  
BRANDING

WWW.ALLIEJAELEPHOTOGRAPHY.COM  
@ALLIEJAELEPHOTOGRAPHY  
316.633.5547

**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

**GLADIATOR**  
ROOFING - GUTTERS

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

**Don't Let Your  
Sale Fall Through  
the Cracks**

Meet Our  
Specialists

Taylor Ashpole  
Estimator

Bonnie 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

*Let Your Clients  
Control Their  
Own Court*

**Giving Your Clients  
the Power to Choose**

**ACHOSA**  
HOME WARRANTY, LLC

Finally, a home warranty that provides a better claims experience by allowing the homeowner to use their own service provider. Restoring Your Faith in Home Warranties!

George Brockman  
Senior Sales Executive  
**417.880.5513**  
georgeb@achosahw.com  
achosahw.com

**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

WELL BUY YOUR HOME GUARANTEE

Triple Certified, Bonded, and Insured

**ICT PRO**  
INSPECTIONS  
**(316) 535-0900**  
www.ictproinspections.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](http://www.hcu.coop/homeloans)

**Brett & Hayley K.**  
Members since 2013

**Heartland**  
CREDIT UNION

800.428.8472 | [www.hcu.coop](http://www.hcu.coop)  
NMLS# 571074



▶▶ partner spotlight

Photos By Andrew Montaña  
Written By Dave Danielson

# ELITE ELECTRIC

**CONNECTING WITH THE BEST**

As you work on having all of the pieces of a real estate transaction, the last thing you want to do is leave the details—and the success of the deal—to chance. In the same way, you expect the same level of detail and commitment on the part of your partners.

Elite Electric is a prime example of quality that you can count on to connect your clients with the best. And it all starts with Owners Stephen Reed and Luis Acosta and their team members.

**QUALITY THAT COUNTS**

Elite Electric serves its clients with an accelerated brand of quality service. That service comes naturally since Stephen and Luis both served the nation in the U.S. military.

“We were in the U.S. Army National Guard and were electricians in the military. We have been best friends for 15 years,” Stephen says.

“I was deployed for a year and did electrical work for a year in Afghanistan and then came back and went to trade school here in Wichita. After that, I broke out on my own. I started a construction company with Larry for a year and a half. We did mostly electrical and then I started Elite in 2019, bringing Luis in 2020.”

Elite Electric has built a reputation for results in the residential space and beyond. The company also works on commercial projects, including a new senior living project being constructed in Andover.



Contact  
Elite Electric  
Today! Phone:  
316-258-2166

That's just the start, Elite Electric also gets involved with other associated electrical work, including installing Tesla EV chargers and Tesla power walls for residential applications, as well as full solar system installations. They are also working with micro-grids and nano-grids, as well as low-voltage cabling, including ethernet installations for residential and commercial applications.

As Stephen says, he and the team have a passion for helping clients bring their ideas to fruition.

"We do a lot of consulting work. We work with customers to find the newest elements that are coming out. We find what they want and give them ideas," he says.

"Along the way, we also teach customers things they may not know. We like to provide options and walk them through the process."

#### PUTTING IT ALL TOGETHER

Originally, Stephen planned on working as a REALTOR® before he honed in and set his sights on electrical work. Since then, Elite Electric has grown substantially through its quality and the resulting word-of-mouth referrals that continue to come their way.

One of their primary areas of emphasis is supporting the needs of their real estate partners.

"We do a lot of home inspection repairs. In those cases, one of our REALTOR® partners will send over an inspection report and we send back pricing to them," Stephen says.

"From there, once approved we take on the job and see it through to completion."

**"We have a great team, and the clients we work with can feel comfortable with us being in their homes."**



**“ Along the way, we also teach customers things they may not know. We like to provide options and walk them through the process. ”**

#### WONDERFUL LIFE

Away from work, Stephen and Luis have rich lives.

Stephen looks forward to time with his family, including his daughters — 16-year-old, Monique; 14-year-old, Jojo; and 5-year-old, Stella. In his free time, Stephen likes to play golf, as well as spending time with his friends and family.

Luis enjoys time with his dog, Gizmo. In his free time, he likes to spend time with friends, as well as playing golf. Watching football is also a big favorite for him, as well.

#### ADDING VALUE

Elite Electric provides free estimates and consultations. Through each step, the team works with pride and quality.

"We have a great team, and the clients we work with can feel comfortable with us being in their homes," he says.

"We like to make everything as easy as possible for people. They can trust us to go in and do a clean job and ... when we give you an estimate, you can expect to pay that amount unless there's something that you have added to the scope."

#### FOR ALL THE RIGHT REASONS

That type of trustworthiness coupled with quality and superior service has allowed Stephen, Luis, and the team to build strong relationships.

As Stephen emphasizes, "Being able to have that and sending us to one of your clients or friends is one of the biggest compliments we can get. We take those referrals very seriously."

When you're looking for a partner who will connect you with the best quality results, look to Elite Electric.



# \$500 CHECK AT CLOSING

FOR ALL ACTIVELY EMPLOYED:

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



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#2085326 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.

Looking for something easy?

You've found your match!



WSIG

- 👤 We/They
- 🏠 Insurance
- 📍 Wherever you need me

Looking for Long-Term partner +

About Me

Looking for someone easy to vibe with and who's in it for the long haul? You've found me! I'm the guy who plans ahead, always with you in mind. Look no further, swipe right!



**WHEAT STATE™**  
INSURANCE GROUP  
wheatstateinsurance.com

## The Ultimate Home Inspection



Featuring

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



**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.



**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

## 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



Veteran-Owned and Operated  
SE HABLA ESPAÑOL

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

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



SCAN TO JOIN OUR REALTOR PROGRAM TODAY



316-320-0443 | www.jabaras.com

1816 N. Broadway St., Wichita, KS. 67214 | HOURS Mon-Sat. 9am - 5pm



Photo by Kelly Remade Photography

# Loni

## TABOR

*BUILDING WITH BELIEF*



▶▶ rising star

Photos By Allie Henwood  
Written By Dave Danielson

If we wait around for some sense of permission from others to succeed, it will never come.

The hard truth is that if we aren't our own advocates and if we don't have confidence in our abilities, no one else will either.

It's a truth that REALTOR® Loni Tabor with Real Brokerage LLC speaks to as she reflects on her success in real estate and her advice for others who are looking to get their foot in the door as well.

"If we take a step back and look at this business, I think we can see that real estate is about so much more than just selling houses. There's a lot of time, energy, and emotion that go into this career," she says.

"The rewards are far greater than the disappointments. Along the way, it's vital to have self-confidence to know without a doubt that you are worthy of great things, no matter who says you aren't."

### FROM PROPERTY MANAGEMENT TO GAINING HER LICENSE

Before officially entering the business as a REALTOR® in 2019, Loni worked as an Assistant and Showing Partner with a property management company. In time, as the units were leased, she worked her way out of a job and her position was released.

"As I thought about the next steps that I wanted to pursue, my husband said he thought I would be great at real estate," she remembers.

Loni moved forward with the suggestion. As she dove in, she encountered challenges. Then she got connected with

Lesley Hodge Perrault and she's enjoyed her time with Real Brokerage LLC ever since.

"What we do is about changing lives ... introducing people to the potential of homeownership being possible," she smiles.



### GIVING THANKS TO HER MENTORS

Loni holds a great deal of gratitude for those mentors who were there to guide and believe in her in the beginning ... people like Lesley, Krystal Wyrick-Fleming, Pamela Anderson, and Candice Henning-Sippel.



While she has taken on the purpose of helping others reach their real estate dreams, Loni has received her share of accolades and honors, including qualifying for President's Circle over the past two years.

The primary driver in life and business for Loni is her family. She smiles as she talks about her three daughters.



"I want them to see you can be successful without going to a 9-to-5 job. The potential is far beyond what they can imagine," Loni says. "I wasn't educated when it came to wealth building and real estate. I'm excited to give that to them."

### FAMILY FIRST

Truly, family is at the heart of life for Loni. She looks forward to time spent with her husband, Roscoe, who is also a licensed REALTOR®, and a Certified Home Inspector, and their three daughters — Madison, Morgan, and Charlotte.



In her free time, Loni likes to stay active, working on renovation projects, traveling, and supporting her children in their activities.

Today, Loni's business is focused on communities in the outlying, smaller towns surrounding Wichita. That sense of community is something that she encourages others to build into their careers, as well.

"My biggest advice to new members of the business would be that the brokerage you choose is important because of the people there," she points out.

"Find your tribe that you resonate with. For that reason, I think that spending time on picking your brokerage is one of the most important aspects of success."

**THE POWER OF EMPATHY AND CARE**

When you can understand where someone has been and when you try to understand their situation, you are instantly equipped with a greater chance of being able to solve their issues.



“  
Find your  
t r i b e  
that you  
resonate  
with .  
”

That's something that Loni emphasizes through her work each day.

"I want people to know that I genuinely care and empathize and put myself in their shoes daily," Loni explains.

"I take those thoughts about what happened during a particular day to bed with me and it affects me. I truly care about people, their feelings, and their success."

Indeed, those who have the opportunity to know and work with Loni Tabor know without a doubt that she is on their side and will treat their transaction as if it were her own. Along the way, they know that she builds with belief in herself — and in them.







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

YOUR CLIENT'S HAPPINESS IS AT THE **HEART OF WHAT WE DO**



**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.nmlsconsumeraccess.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.



**Off-Kilter Due to Tax Stress?**  
**Let Me Bring Balance Back to Your Life!**



"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



Ryan Phelps, Owner

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

**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

**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

**GoodFellas**  
TRUST • LOYALTY • RESPECT



**MODERN REPORTS  
AGENTS & CLIENTS  
APPRECIATE!**

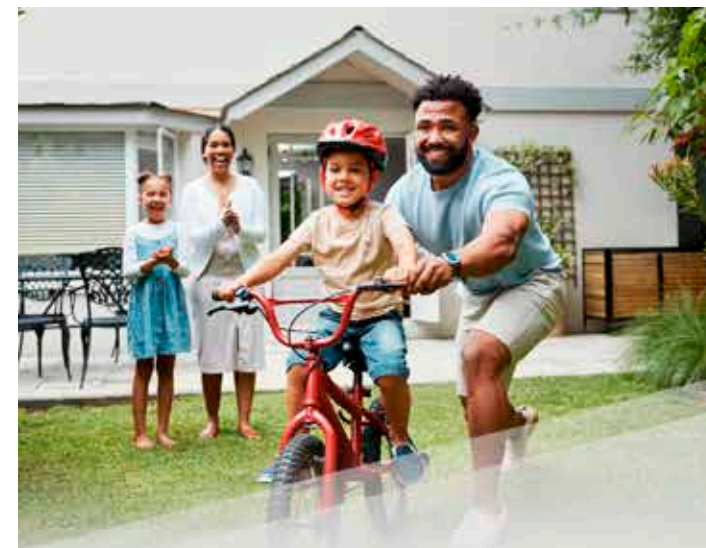
- CLIENT-FRIENDLY SERVICE
- ADVANCED TECHNOLOGY
- CLEAR COMMUNICATION

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](http://goodfellaspropertyinspection.com/for-agents)



**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](http://RCBbank.bank/Mortgage)



**Jake Baird**  
Senior Mortgage Loan Originator  
NMLS #757540  
316.247.7725  
[jake.baird@rcbbank.bank](mailto:jake.baird@rcbbank.bank)  
10501 E. Berkeley Square Pkwy

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



▶▶ featured agent

Photos By Allie Henwood  
Written By Dave Danielson

# AMANDA ZORN

RESILIENCE TO RESULTS



It's no small thing to reach the goals you have in life. On the way to our plans, life can throw challenges, setbacks, and even other opportunities our way.



Amanda Zorn has kept moving ahead toward the kind of real estate career she wanted to have.

#### REACHING HIGHER

As a REALTOR® with LPT Realty, Amanda provides a clear picture of using resilience to keep reaching for the results you want.

"I originally had the idea of going into real estate in 2009. I got my license and tried for a few months. But I didn't have the needed resources and training at the time, and the market crashed, I gave up for a time and went into graphic design," she remembers.

Amanda worked in a variety of roles through time, including in human services and other jobs that she said offered a "cut-and-dry paycheck," including working with the state of Kansas in the Parole office.

"At the time, I just felt like I wasn't using my potential," she recalls. "I wanted to do something that would strengthen my kids' future because they truly are my 'why' in life."

That's when real estate came to mind.

"Real estate really opens a lot of doors in so many aspects of life, including financially, making connections, and networking," she says. "And in real estate, I enjoy the fact that you get to still help people overcome obstacles that they face in life so that they can get where they want to be."

#### BECOMING A REALTOR®

Amanda earned her real estate license on December 23, 2021. Looking back, she feels a deep sense of gratitude for her Team Leader, Steven Myers.

"I attribute a big part of my success to Steven. He has provided resources, training, and opportunity," Amanda emphasizes.

"The fact I was able to take on the Production Partner position with a salary allowed me to learn the position without the financial stress while transitioning into the business. I wouldn't be where I am without him and my other team members, Anna and Erin."

#### CAN-DO MINDSET

Amanda also likes having the chance to help others overcome doubt and disbelief.

As she says, "I love interacting with people and helping them figure out that the things they think aren't possible are doable. I like educating buyers to help them meet their goals."

Amanda has continued building forward during her relatively early real estate career. In fact, she has recorded \$11 million in sales volume, including \$4 million during her time as a Production Partner.

#### Family Foundation

Family time is truly rewarding for Amanda. She cherishes time spent with her three daughters — Chloe, Aspen, and Karalea.

In her free time, one of Amanda's favorite activities is going on mini road trips with her daughters.

"We enjoy getting away to do some sightseeing together," she says. "As part of that, one of our favorite things is visiting unique stores. We also like to watch movies and play video games together."

**“Real estate really opens a lot of doors in so many aspects of life, including financially, making connections, and networking.”**



#### LIFTING OTHERS

As Amanda looks at the early stages of her career and continues to look ahead to the future, she shares some helpful tips with others who may be just starting their journey in the business.

"My biggest piece of advice is to take advantage of the lessons that others have learned. Sometimes we go into things thinking we know how it's going to be and then find out that it's something completely different," she says.

"Find a coach or mentor that has a business model or lifestyle that you are striving for and do what they tell you to be successful. That's been the contributing factor to my success. Also, always be yourself."

Another trait that has earned Amanda the respect of her clients and peers is the caring and kind nature she brings to each interaction.

"I'm going to do for them as much as I can to help them be in a better position," she explains.

It's all part of helping to lift others closer to their dreams ... and beginning with a single step.

"I want people to know that no matter where you are in life if you have a goal in life you can achieve it," she points out.

"I was a single mom. But that didn't define what I wanted to do. I want to set that example for my kids and for others. The mental piece of overcoming obstacles is difficult but very important and doable."





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

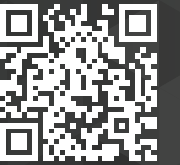
Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit usbank.com to learn more about U.S. Bank products and services. Mortgage, home equity 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



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



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

Client: Academy Mortgage  
Size: 1/4  
Location: Standard

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



316-869-1235  
insurewithsig.com



▶▶ behind the scenes

Photos By Andrew Montañó  
Written By Dave Danielson



# PAMELA

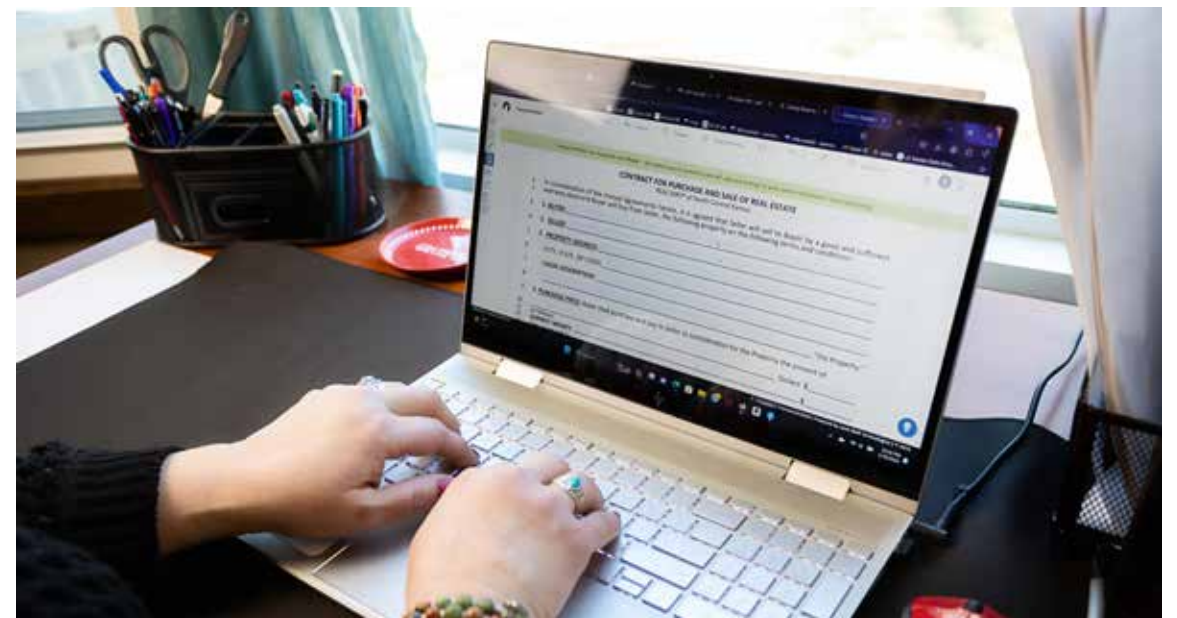
ANDERSON

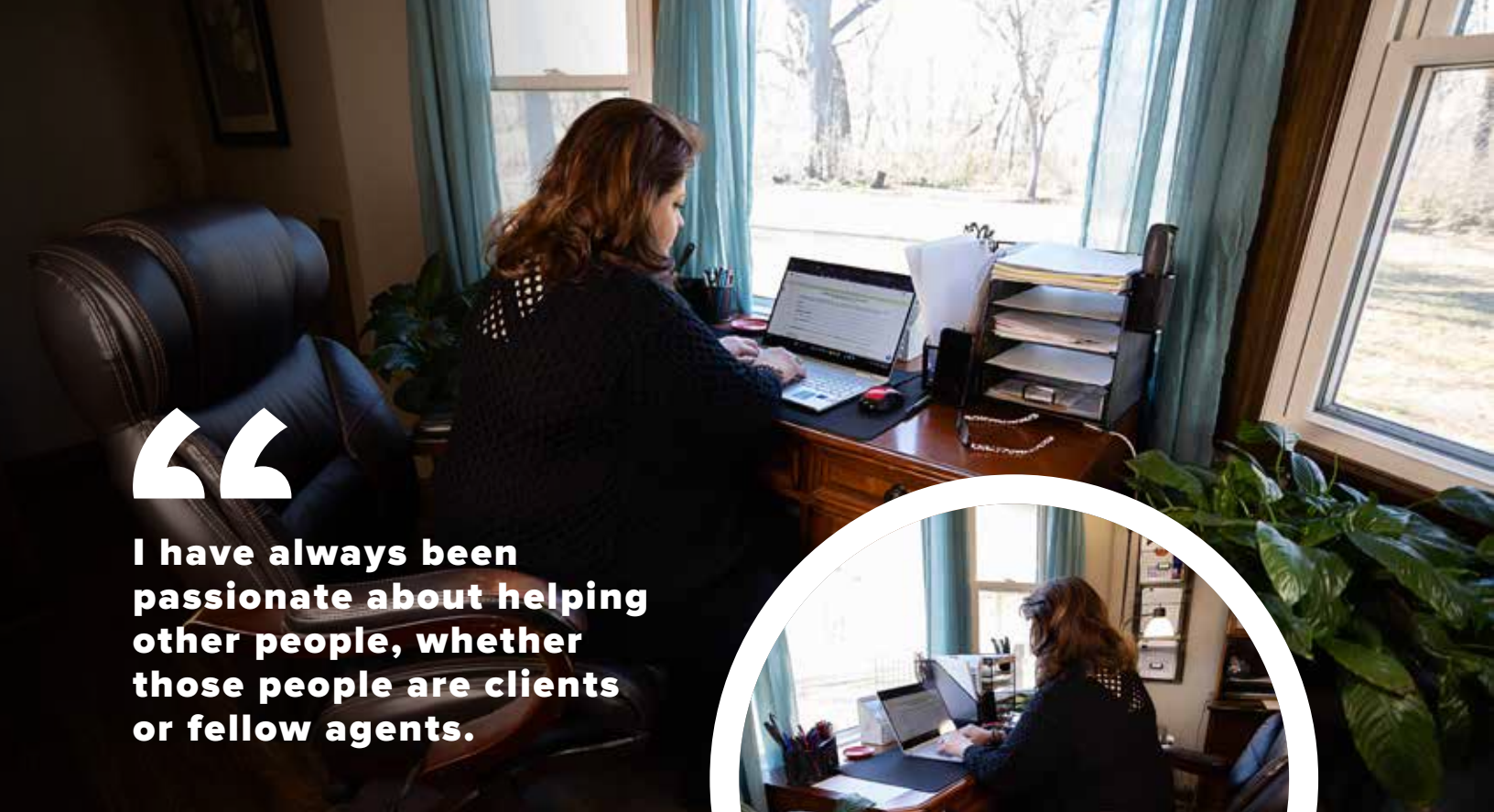
## MAKING IT ALL WORK



Toward the end of the Wizard of Oz classic movie, Dorothy finally got a true view of the magic that made Oz work. The curtain was literally drawn back and she saw Oz running all of the gears and levers that created his successful world.

Of course, in real life it takes a village of dedicated, like-minded professionals to make it all work ... it takes committed experts like Pamela Anderson, a licensed Real Estate Agent and Transaction Coordinator and pivotal part of many of her fellow agents at Real Broker, LLC.





**I have always been passionate about helping other people, whether those people are clients or fellow agents.**



**ALL-IN APPROACH**

Those who know her can tell that her heart is fully engaged in her work.

“I have always been passionate about helping other people, whether those people are clients or fellow agents,” Pamela says. “I enjoy utilizing my organizational skills to build a business that not only pays my bills but also provides some income to my assistant.

Pamela was born in Slidell, Louisiana, growing up between Louisiana and Kansas. She had a brush with calamity early on. When she was just 5 months old, she came down with a serious case of spinal meningitis. The prognosis was bleak, but she beat the odds.

**LEARNING AND GROWING**

As she came of age and finished high school, she began her working career. She served as a Bookkeeper for a steel fabrication company, as an Insurance Agent, and for 21 years as a school Secretary and Board Clerk at USD 357, Belle Plaine — the same school where she and her husband had graduated. After their son graduated high school, Pamela and her husband moved to Derby where she pursued her passion for real estate, earning her license in 2009.

**RISING ABOVE**

After beginning her real estate career with JP Weigand & Sons, she moved to Realty World Alliance which rebranded as Better Homes & Gardens Real Estate Alliance, and then moved to eXp Realty, LLC to begin working as Lesley Perreault’s Transaction Coordinator.

“Two days after I transferred my license, my husband of 32 years died suddenly. I took several months off work to wade through the mountains of paperwork that came with his death and to deal with my loss,” Pamela remembers. My mom was also struggling with Alzheimer’s and I helped take care of her. Sadly we lost mom three months later.”

Amidst all the pain and sorrow, she kept moving forward. “I updated our large marital home on acreage, sold it and bought a smaller home in town and completely remodeled it. My son also got married during this time.

I eventually found my way back to Lesley. She kept me busy with her own files but suddenly the word was out and I had more agents coming to me for help. At my highest point, I was serving as a Transaction Coordinator for 10 agents and was typically juggling 30 files at any one time.”

**SIGNS OF SUCCESS**

In the last few years, Pamela has helped to close an average of 150 transactions a year, along with squeezing in some of her own clients and transactions. Last year she played an integral part in closing 151 deals, representing over \$27.4 million in sales volume.

Pamela’s career has definitely been rewarding. Along the way she earned the Double UP Award in 2014 and 2016; the Customer Satisfaction Award in 2016 and the Excellent Service Award in 2017.



As Pamela reflects on her career that she continues to build upon, she is thankful for those who have supported her success along the way, including Debby Purvis (Berkshire Hathaway PenFed) who was her mentor when she first started at Weigand and Lesley. As she says, “I have learned so much from working Lesley’s files the last six years!”

**WHAT MATTERS MOST**

Family makes life much richer for Pamela. She treasures time with her father, who is 91 years old, and her siblings, as well as her son, his wife, and her two grandsons.

In her free time, Pamela enjoys refinishing old furniture, cooking, decorating, crafting, and sewing/quilting.

When it comes to supporting the needs of the community, Pamela has volunteered on a couple of Habitat for Humanity builds in Wichita. She also volunteered for the Extreme Makeover: Home Edition in 2009. “I have a picture of me in front of the bus and a picture rubbing elbows with Ty Pennington and Pauly,” she says with a smile. “My claim to fame that night was staining the massive bookcase in the basement that housed all of Carl Hall’s trophies.” Most recently she helped organize and run a Prom dress drive for Derby high school students.

**TIDY ORGANIZATION**

Those who know Pamela appreciate the way she keeps her world, including her life and business, tidy and organized.

“It’s the way that I like to run things ... uncluttered and as organized as possible,” Pamela says. “With that in mind, if I had some advice for new agents, I would encourage them to make lists. Start each day with a clean to-do list. Also, with each file or piece of paper that crosses my desk, I ask myself ‘Who besides me needs to know about this?’”

That’s the way Pamela approaches her dedicated work on behalf of those around her ... with calm, care, and a desire to make all the pieces work together. Congratulations to Pamela Anderson for clearly demonstrating why she is a true behind-the-scenes rockstar!





# 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.

## 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 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.

## 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 | WICHITIA | WINFIELD

kstitle.com



## NEW HOMES | NEW AMENITIES | NEW PHASE



LOCATED OFF OF 183RD & PAWNEE



NEW PHASE JUST RELEASED WITH HALF ACRE LOTS AVAILABLE!

*Two Thumbs Up*  
For a Partner That  
Will Help Get Your  
Client Approved  
*in a Pinch!*



**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#3901): 201 Old Country Road, Suite 140, Melville, NY 11747; (800)LOANS-15. Kansas Licensed Mortgage Company, License #MC.0025044.



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



ARBOR | CREEK





**20** YEARS OF  
THE N2 COMPANY



# 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**

