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TABLE OF CONTENTS

14
Top Producer:
Alex Owens

20
Partner Spotlight:
Radon Runner

26
Featured Team:
Travis and Amanda Sitzman

32
Event Recap:
Real Producers Luau!

36
Top 200 Standings

48
FAQ

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Landen Hawk, Global Real Estate Advisor



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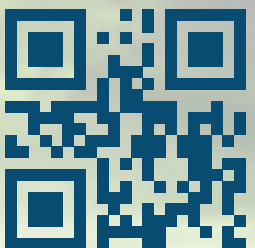
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Alex OWENS

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From Breaking News to Breaking Records

Photos by Tiffany Matson

IN THE BUSTLING HEART OF KANSAS CITY'S REAL ESTATE MARKET, THERE'S A NAME THAT RESONATES WITH TRUST, INTEGRITY, AND UNPARALLELED DEDICATION: ALEX OWENS. BORN AND RAISED IN THE VIBRANT CITY OF CHICAGO, ALEX'S JOURNEY TO BECOMING ONE OF THE CITY'S TOP-PRODUCING REAL ESTATE AGENTS IS NOTHING SHORT OF INSPIRING.

With a degree in Broadcast Journalism from the University of Missouri - Columbia, Alex initially found herself immersed in the fast-paced world of news production. "I loved the aspect of breaking news and being creative... but the pay and hours were tough," Alex shares, reflecting on her early career at Fox 4 in KC. Despite her passion for storytelling, she recognized the limitations of advancement without uprooting her life.

Determined to chart a new course, Alex pivoted to the realm of marketing, honing her skills in content and inbound marketing. However, it wasn't long before she felt the pull towards a new challenge, one rooted in her family's legacy: real estate.

"It's in your blood, you know you're going to do this someday, why not start now?" urged her mother and aunt, both seasoned REALTORS® in different markets. Inspired by their encouragement, Alex embarked on a journey that would redefine her career trajectory.

In 2016, armed with determination and a thirst for success, Alex obtained her real estate license, marking the beginning of a transformative chapter. Joining forces with Kristin Malfer at Malfer & Associates, Alex embraced the team dynamic wholeheartedly, seizing every opportunity to learn and grow.

"It was a slow start... but eventually, things started to click," Alex reminisces, recalling the challenges of building her clientele from the ground up. Far from expecting handouts, she immersed herself in the grind, earning each client's trust through sheer dedication and hard work.

Despite the obstacles, Alex's star began to rise, propelled by her commitment to excellence and unwavering integrity. From earning accolades like Top 40 Under 40 from *Kansas City Real Producers* to being recognized as one of the top Realtors on Instagram, Alex's stellar achievements speak volumes about her impact on the real estate landscape.

Yet, beyond the accolades lies a story of resilience and courage. In 2023, amidst her flourishing career, Alex faced her most formidable challenge yet: a diagnosis of Invasive Ductal Carcinoma Breast Cancer. Undeterred, she

“

Do it right or don't do it.
YOU LIVE ONCE AND
IT'S A SHORT RIDE.



“MY KIDS AND MY WORK WERE A GODSEND... *they kept me focused on fighting.*”

confronted the battle head-on, undergoing surgeries, chemotherapy, and radiation, all while continuing to serve her clients with unwavering commitment.

“My kids and my work were a godsend... they kept me focused on fighting,” Alex shares, reflecting on the profound motivations that sustained her through adversity. With every transaction, she found solace in knowing that her perseverance was shaping a legacy of resilience for her children.

Today, as Alex navigates the dynamic landscape of real estate, her passion for transparency and systemization shines through. “Transparency and systems are key... clients deserve to understand the value we provide,” she emphasizes, embodying her commitment to empowering clients through informed decisions.

For Alex, success transcends mere accolades; it’s about having the autonomy to prioritize what truly matters. “Having control of your time... that’s success,” she asserts, underscoring the importance of balance in a demanding industry.

As she looks towards the future, Alex’s aspirations are grounded in a simple yet profound desire: to continue making a difference in people’s lives. Whether it’s through her philanthropic endeavors or her unwavering dedication to her clients, Alex’s legacy is one defined by compassion, integrity, and tenacity.

With each transaction, Alex leaves an indelible mark. As she once said, “Do it right or don’t do it. You live once and it’s a short ride.” And for Alex Owens, every moment is an opportunity to make it count.



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PAVING THE WAY TO SAFER HOMES

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Radon Runner

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Jeff Yacos, a dynamic entrepreneur, is on a mission to revolutionize radon awareness through his company, Radon Runner. Born and raised in Overland Park, Yacos is no stranger to the Midwest's charm and its tight-knit community values. His journey from a landscape company owner to a real estate mogul, and now the visionary force behind Radon Runner, exemplifies a deep-seated commitment to his community's well-being.



A graduate of the University of Kansas with a degree in Sport Management and a minor in business, Yacos' journey into the world of real estate and, subsequently, radon awareness, was driven by a profound realization about the dangers of radon gas in homes. "I was made aware about the cancer-causing effects of radon gas when I started full-time in real estate back in 2017," Yacos explains. "I naturally became more educated with the topic as it related to the real estate industry."

His entrepreneurial spirit ignited, Yacos seized the opportunity to make a difference. In November 2022, together with his supportive spouse, Taylor Yacos, he acquired Radon Runner, a well-respected radon testing company. Despite the challenges posed by their busy careers and the arrival of their

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DELEGATE
OUT WHAT
YOU AREN'T
GREAT AT
& DON'T BE
SCARED TO
ASK FOR
HELP ALONG
THE WAY.

”



second child, Jack, Yacos and his wife embarked on a transformative journey to overhaul Radon Runner's operations. "The timing was not ideal," Yacos admits, "but we knew we had to seize the opportunity."

Under Yacos' visionary leadership, Radon Runner has flourished, attracting a dedicated team passionate about their mission. Lead Radon Tech Austin Bergeron, Operations Administrator Haley Steinbacher, and Radon Techs Jerry Hibbs and Andrew Kramer form the backbone of Radon Runner, bringing expertise and dedication to every project.

Reflecting on his mentors, Yacos highlights the invaluable guidance of Missy Gladstein, the former owner of Radon Runner, and Travis Siegfried, a pioneer in radon testing and mitigation in Kansas City. "Their mentorship and insight have been instrumental in shaping my approach to business," Yacos acknowledges gratefully.

Yet, Yacos' journey has not been without challenges. "We completely rebuilt the back end of the company," he recounts, "all while juggling family responsibilities and demanding careers." Despite

“

THE TIMING IS
NEVER RIGHT.

TRAIN
YOURSELF TO BE
ACTION-ORIENTED.

”

the hurdles, Yacos and his wife persevered, emerging stronger and more determined than ever.

Passionate about radon awareness, Yacos envisions a future where every homeowner is equipped with the knowledge to safeguard their loved ones. "This year is about radon awareness," he declares with enthusiasm, outlining his plans to educate both real estate professionals and the general public about the importance of radon testing.

For Yacos, success is defined by taking risks and surrounding oneself with talented individuals. "Delegate out what you aren't great at and don't be scared to ask for help along the way," he advises, encapsulating his philosophy of proactive collaboration and continuous improvement.

As he looks to the future, Yacos remains committed to his family and his community. "We cherish our weekends," he shares, reflecting on the joys of parenthood and the simple pleasures of spending time together.

Yacos leaves a poignant message for aspiring entrepreneurs: "The timing is never right. Train yourself to be action-oriented." With his entrepreneurial spirit and commitment to making a difference, Jeff Yacos is not just transforming homes; he's shaping a healthier, safer future for generations to come.

Through Radon Runner, he is not only raising awareness about the dangers of radon gas but also inspiring others to seize opportunities and make a meaningful impact in their communities. As Yacos continues to pioneer change and advocate for safer living environments, his legacy as a visionary leader and devoted family man is sure to endure.

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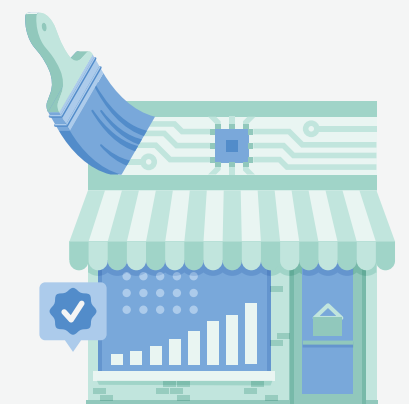
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SITZMAN



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EMPOWERING DREAMS AND BUILDING LEGACIES

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IN THE HEART OF KANSAS CITY, AMIDST THE VIBRANT REAL ESTATE LANDSCAPE, LIES A DYNAMIC DUO WITH A PASSION FOR HOMES, PEOPLE, AND THE PURSUIT OF EXCELLENCE. MEET TRAVIS AND AMANDA SITZMAN, A POWER COUPLE WHOSE JOURNEY FROM TRADITIONAL SALES TO THE BUSTLING WORLD OF REAL ESTATE IS AS INSPIRING AS IT IS REMARKABLE.

Both natives of Independence, Travis and Amanda's roots run deep in the community they serve. Travis, a former baseball scholar at William Jewell College, found himself drawn to the intricacies of business and entrepreneurship. Amanda, with a background in financial services, possessed a keen eye for negotiations and a burgeoning love for real estate and interior design. Little did they know, their individual paths would converge to form a formidable force in the real estate realm.

The genesis of their real estate venture traces back to a pivotal moment during the upheaval of the COVID-19 pandemic. Amidst the uncertainty, Travis and Amanda found themselves embarking on a new chapter of their lives, spurred by the impending arrival of their son. What began as a maternity leave for Amanda blossomed into a shared vision of creating something monumental in the real estate industry.

"I wanted to take my skills with negotiations to the next level and step into a more people-focused business," shares Amanda. "And of course, being my own boss and creating my own schedule sounded pretty appealing," she adds with a chuckle.

Their journey officially commenced in 2019 when Amanda obtained her real estate license, swiftly followed by Travis in 2021. From the outset, their sights were set on building not just a successful business, but a

legacy rooted in service, integrity, and empowerment.

"I made the decision to join Amanda with the goal of building a large team of people who serve others and make a positive impact in our community," explains Travis.

And serve they did. From humble beginnings as solo agents, the Sitzman's established Sanctuary Real Estate, laying the foundation for a thriving team dedicated to excellence and client satisfaction. "We saw the vision of having a team from the get-go," remarks Amanda. "Our goal was to create a culture where everyone thrives and succeeds, both professionally and personally."

Their dedication bore fruit as Sanctuary Real Estate soared to new heights, garnering accolades such as Real Producers 40 under 40 and surpassing impressive volume milestones year after year.

“

WHILE I STILL LOVE HELPING CLIENTS ACHIEVE MAJOR GOALS, SEEING OUR TEAM EVOLVE AND SUCCEED DURING TOUGH TIMES HAS BEEN INCREDIBLY REWARDING.

In 2023 alone, Travis and Amanda’s total volume reached a staggering \$9,708,000, proving their commitment to excellence and client satisfaction. However, beyond the numbers lies a deeper fulfillment derived from seeing others succeed. “While I still love helping clients achieve major goals, seeing our team evolve and succeed during tough times has been incredibly rewarding,” reflects Amanda.



“

REAL ESTATE IS NOT JUST A BUSINESS FOR US; IT’S A VEHICLE FOR EMPOWERING OTHERS AND BUILDING GENERATIONAL WEALTH.

”

For Travis, the true joy lies in the camaraderie and growth fostered within their team. “We’re building something special with some of the best people I’ve ever worked with,” he shares. “Seeing our agents develop into leaders and making a positive impact fuels our passion for what we do.”

The Sitzman’s envision a future where real estate not only serves as a cornerstone of their family’s legacy but also as a platform for nationwide impact. “We see ourselves expanding our presence beyond Kansas City and training agents across the U.S.,” says Travis. “Real estate is not just a business for us; it’s a vehicle for empowering others and building generational wealth.”

Beyond their professional endeavors, Travis and Amanda are ardent supporters of Tiny but Mighty, an organization dedicated to assisting

NICU families during challenging times. “We believe in giving back and supporting causes close to our hearts,” says Amanda. “It’s about making a difference in people’s lives, both within and beyond the realm of real estate.”

As a family, the Sitzman’s find joy in traveling, attending concerts, and nurturing quality time with their son, Iris, and beloved Pomeranian, Kingston.

For Travis and Amanda, success transcends monetary achievements; it’s about leaving a lasting legacy of empowerment and belief. “People do not care how much you know until they know how much you care,” shares Amanda. “Our mission is to make people feel empowered and believe in themselves more after any interaction with us.”

Travis and Amanda Sitzman stand as beacons of inspiration, embodying the values of integrity, service, and relentless pursuit of dreams. As they continue to shape their legacy, their unwavering commitment to uplifting others serves as a guiding light for aspiring real estate professionals everywhere.



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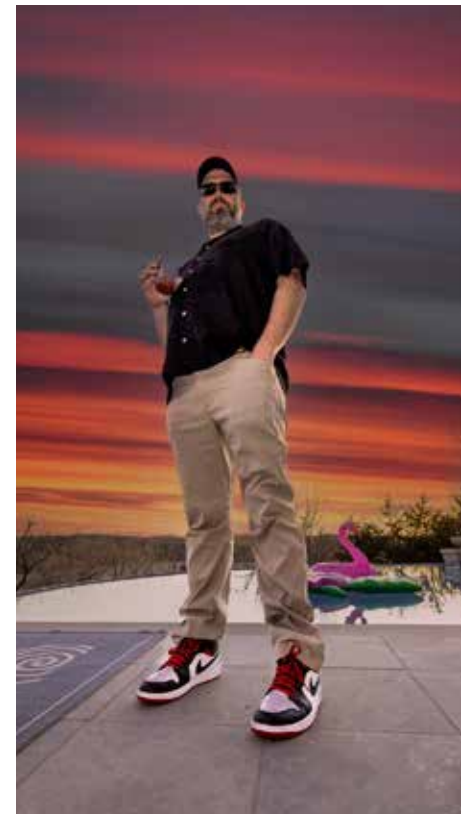
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#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	Reecenichols - Lees Summit
2	Eric Craig	Team	Keller Williams Kc North
3	Dan	Lynch	Lynch Real Estate
4	Spradling	Group	Exp Realty LLC
5	Thrive Real Estate K	Team	KW Kansas City Metro
6	Koehler Bortnick	Team	Reecenichols
7	Ray Homes Kc	Team	Compass Realty Group
8	Bryan	Huff	Keller Williams Realty Partner
9	Hern	Group	Keller Williams Platinum Prtnr
10	The Collective	Team	Compass Realty Group
11	Kristin	Malfer	Compass Realty Group
12	Edie Waters	Team - North	Keller Williams Kc North
13	Andrea	Wardell	Wardell & Holmes Real Estate
14	Dani Beyer	Team	Keller Williams Kc North
15	Reesemontgomery	Team	RE/MAX Heritage
16	Ask Cathy	Team	Keller Williams Platinum Prtnr
17	Brooke	Miller	Reecenichols - Country Club Pl

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Teams and Individuals Closed from Jan. 1, 2024 - Mar. 31, 2024

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Michelle	Lutz	Lutz Sales + Investments
19	Missy	Barron	Reecenichols - Lees Summit
20	Suzy	Goldstein	Bhg Kansas City Homes
21	Kevin	Hopkins	395 Realty LLC
22	Kim	Brown	Lynch Real Estate
23	Blake Nelson	Team	KW Kansas City Metro
24	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
25	John	Barth	RE/MAX Innovations
26	Hendrix	Group	Keller Williams Realty Partner
27	Benjamin	Lytle	Opendoor Brokerage LLC
28	Danny Howell	Team	Exp Realty LLC
29	Austin	Home Team	KW Kansas City Metro
30	Loughlin & Associate	Team	Keller Williams Kc North
31	Susan	Fate	Reecenichols -The Village
32	Aravind	Pentapati	Platinum Realty
33	Nancy Kirk	Matthew	Compass Realty Group
34	Jeremy	Applebaum	Real Broker, LLC
35	Dina	Gardner	Reecenichols -The Village
36	Dana	Benjamin	Reecenichols - Overland Park
37	Andrew	Bash	Element SothebyS Internationa
38	Marti	Prieb Lilja	Keller Williams Realty Partner
39	BG & Associates	Team	KW Kansas City Metro
40	Lauren	Anderson	Reecenichols -The Village
41	Brooke	Marsalla	Reecenichols - Lees Summit
42	Jeff	Tanner	Platinum Realty
43	Patty	Simpson	Crown Realty
44	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
45	Richey Real Estate	Group	Reecenichols - Lees Summit
46	Moore Homes	Team	Compass Realty Group
47	D & M	Team	Weichert, Realtors Welch & Com
48	Therese	Hinds	Reecenichols - Town Center
49	Katie	Christianson	Wardell & Holmes Real Estate
50	George	Medina	Reecenichols Brookside

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Ken	Rosberg	Rosberg Realty
52	Cjco	Team	Reecenichols - Leawood
53	Jessica	Smotherman	RE/MAX Elite, Realtors
54	Malina	Group	Keller Williams Realty Partner
55	Klarissa	Skinner	Keller Williams Realty Partner
56	Lauren	Roush	Reecenichols - Lees Summit
57	Quinn	Whimley	Reilly Real Estate LLC
58	Crossroads Re	Group	KW Diamond Partners
59	Stephanie	Miller-Mccann	Miller Realty Inc.
60	Rothermel	Group	Keller Williams Kc North
61	Kaleena	Schumacher	Keller Williams Realty Partner
62	Hannah	Shireman	West Village Realty
63	Whitney	Stadler	Element SothebyS Internationa
64	Simmonsales	Team	RE/MAX Area Real Estate
65	Nelson	Group	Keller Williams Kc North
66	Linda L	Martin	Reecenichols - Leawood South
67	The Small	Team	Reecenichols-Kcn

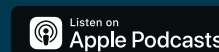
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#	FIRST NAME	LAST NAME	OFFICE NAME
68	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
69	Shannon	Brimacombe	Compass Realty Group
70	Kc Homes365	Team	Keller Williams Realty Partner
71	Explore Home	Group	Keller Williams Kc North
72	Becky	Brock	Reecenichols - Leawood
73	Tamra	Trickey	Reecenichols - Leawood
74	Steve	Cutshaw	Keller Williams Realty Partner
75	Bill	Gerue	Weichert, Realtors Welch & Com
76	Elizabeth	Knipp	Reecenichols - Lees Summit
77	Sundance	Team	Rodrock & Associates Realtors
78	Ken Hoover	Group	Keller Williams Kc North
79	Alex	Owens	Compass Realty Group
80	Tom	Matthews	Keller Williams Realty Partner
81	Dani	Thompson	Sbd Housing Solutions LLC
82	Roger	Deines	Reecenichols - Lees Summit
83	Kelli	Becks	Keller Williams Realty Partner
84	Sharp Homes	Team	Exp Realty LLC
85	Derek	Payne	Midwest Land Group
86	Bill	Allen	Bhg Kansas City Homes
87	Angela	Fitzgerald	Rodrock & Associates Realtors
88	Patty	Farr	RE/MAX House Of Dreams
89	The Gamble	Group	KW Kansas City Metro
90	Bret	Brown	Ucre Buckhorn Land And Home
91	Rita	Dickey	Reecenichols - Overland Park
92	John	Kroeker	Weichert, Realtors Welch & Com
93	Miles	Rost	Keller Williams Realty Partner
94	Zachary	Collard	Reecenichols Sunflower Realty
95	Vince	Walk	RE/MAX Realty Suburban Inc
96	Dakota	Chapin	RE/MAX Signature
97	Yfa	Team	Your Future Address, LLC
98	Matthew	Webb	Keller Williams Realty Partner
99	Danny	Watts	New Home Star
100	Sally	Moore	Keller Williams Platinum Prtnr

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#	FIRST NAME	LAST NAME	OFFICE NAME
101	Amy	Arndorfer	Premium Realty Group LLC
102	Steven	Roberts	RE/MAX Elite, Realtors
103	Bailey	Lyons	Lyons Realty Group
104	Aaron	Donner	Keller Williams Realty Partner
105	Jenny	Burkhead	Keller Williams Kc North
106	Jackie	Perez	New Home Star
107	Taylor Made	Team	KW Kansas City Metro
108	Rob	Lacy	Weichert, Realtors Welch & Com
109	Shelia	Hampton	Reecenichols - Granada
110	Mike	Smith	RE/MAX Heritage
111	Mary Beth	Schwartz	KW Kansas City Metro
112	Locate	Team	Compass Realty Group
113	Steve	Metarelis	Offerpad Brokerage, LLC
114	Thad	Snider	Rs Realty
115	Michelle	Hack	Reilly Real Estate LLC
116	Bill	Hightower	Reecenichols Excelsior Spgs
117	Renee	Amey	RE/MAX Elite, Realtors

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#	FIRST NAME	LAST NAME	OFFICE NAME
118	Shelli	Seeger	Reilly Real Estate LLC
119	Hcr	Team	RE/MAX Heritage
120	Sherry	Westhues	Reecenichols - Eastland
121	Laurie	Barnds	Reecenichols -The Village
122	Brenda	Youness	Weichert, Realtors Welch & Com
123	The Butler	Group	Keller Williams Realty Partner
124	Sherri	Cole	Reecenichols-Kcn
125	Just Say Home	Kc Team	Keller Williams Platinum Prtnr
126	Majid	Ghavami	Reecenichols - Town Center
127	Stroud & Associates	Team	Real Broker, LLC
128	Dan	O Dell	Real Broker, LLC
129	Brandon	Mcgininis	Clinch Realty LLC
130	Eva	Norton	Real Broker, LLC
131	Jennifer	Barth	RE/MAX Auction House, LLC.
132	Eli	Medina	Reecenichols Brookside
133	Spencer	Lindahl	Main Street Renewal, LLC
134	Angie	Scherzer	RE/MAX State Line
135	Georgiane	Hayhow	Seek Real Estate
136	Sarah	Harnett	West Village Realty
137	Gina	Walton	Keller Williams Realty Partner
138	Stephanie	Brown	Reecenichols-Kcn
139	Nikie Jo	Glasbrenner	Reecenichols-Kcn
140	Jeff	Taylor	Reecenichols-Kcn
141	Cami	Jones	Reecenichols - Leawood
142	Concierge	Real Estate Group	Worth Clark Realty
143	Jonas	Barrish	Compass Realty Group
144	The Fisher Hiles	Team	Bhg Kansas City Homes
145	Michelle	Cook	Keller Williams Kc North
146	Debi	Donner	Rodrock & Associates Realtors
147	Heather	Brulez	Weichert, Realtors Welch & Com
148	Lance	Tomlin	RE/MAX Heritage
149	Stacy	Porto	Reecenichols -The Village
150	Sarah	Page	KW Kansas City Metro

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Eddie	Davis	Orenda Real Estate Services
152	April	Trout	Rodrock & Associates Realtors
153	Jessica	Burch	Reecenichols Brookside
154	Sal	Termini	Platinum Realty
155	Amy	Robertson	Reecenichols - Lees Summit
156	Molly	Martinez	United Real Estate Kansas City
157	Jim	Henderson	Compass Realty Group
158	Steve	Ashner	Reecenichols Wilshire
159	Tom	Matthews	Keller Williams Realty Partner
160	Brooke	Marsalla	Reecenichols - Lees Summit
161	Paul J	Kranker	Settlers Realty Co
162	Blythe	Roberts	Advance Realty Group LLC
163	Melissa	Irish	Reecenichols -Johnson County W
164	Christine	Dunn	Keller Williams Realty Partner
165	Cjco	Team	Reecenichols - Leawood
166	Danna	Brown	Realty Executives
167	Rita	Dickey	Reecenichols - Overland Park

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Teams and Individuals Closed from Jan. 1, 2024 - Mar. 31, 2024

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Branigan	Barnett	Keller Williams Southland
169	Ron	Henderson	Keller Williams Kc North
170	Cindy	Dicianni	RE/MAX State Line
171	Alexis	Mirakian	Parkway Real Estate LLC
172	Leslie	Stelzer	Compass Realty Group
173	Darcy	Roach	Homes By Darcy LLC
174	Beth	Ham	Realty Executives, Hedges Real
175	Robert	Chew	Gateway Real Estate & Auction
176	Natasa	Gacpar-Helixon	Reecenichols - Overland Park
177	Stephanie	Bulcock	Compass Realty Group
178	Hobie	Reber	Keller Williams Realty Partner
179	Steve	Larue	Mcgrew Real Estate Inc
180	Rollene	Croucher	KW Diamond Partners
181	Jeff	Yacos	Real Broker, LLC
182	Mike	Botkin	Bhg Wostal Realty
183	Monica	Lazkani	Compass Realty Group
184	Jenell Boley Crooks	Crooks	Chartwell Realty LLC
185	Tara	Myers	Coldwell Banker Distinctive Pr
186	Tony	Long	Real Broker, LLC
187	Joe	Woods	John Moffitt & Associates
188	Peter	Colpitts	Reecenichols - Leawood South
189	Anamaria	Miller	Compass Realty Group
190	Kenneth	Johnson	RE/MAX Heritage
191	Brenda	Shores	RE/MAX Heritage
192	The Carter	Group	Keller Williams Platinum Prtnr
193	Murray	Davis	Bhg Kansas City Homes
194	Ashley	Kendrick	Chartwell Realty LLC
195	Shane	Tyler	Kc Local Homes
196	Linda	Clemons	RE/MAX Innovations
197	Sandi	Reed	Chartwell Realty LLC
198	Amy	Robertson	Reecenichols - Lees Summit
199	Manley Home	Team	RE/MAX Area Real Estate
200	Journey Home	Team	Compass Realty Group

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FAQ

ABOUT *Kansas City* REAL PRODUCERS

Ever since we launched *Kansas City Real Producers* in July 2017, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community — this publication is 100% designed to be your voice!

Q: Who receives this magazine?

A: The top 500 agents of Kansas City. We pulled MLS numbers (by closed volume) in the Kansas City market. We cut off the list at number 500. The list will reset in early 2024 based on 2023 totals and continues to update annually.

Q: Why am I not listed on the top 200 standings/why are my numbers showing differently?

A: There are a number of reasons why that could be the case. First, be sure to read the disclaimer in its entirety. We pull the data on the exact date listed, so if the closed transaction is not submitted by that date, it will not be included. User error or BRIGHT error is always a possibility. The most common reason is that for any deal with an alternate agent listed, the production gets divided in half between the lead agent and the alternate. There are a few other factors at play, so if you have a question about the Standings,

please contact me, and we can take a look: reece.hale@realproducersmag.com.

Q: What is the process for being featured in this magazine?

A: It's really simple — one or multiple peers have first nominated every featured agent you see. You can nominate or be nominated by other agents, affiliates, brokers, owners, and office leaders. A nomination currently looks like this: you email us at hale@realproducersmag.com with the subject "Nomination: (Name of Nominee)." Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. Once the timing is right, the next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion.

Q: What does it cost to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! This is NOT a pay-to-play model whatsoever.

Q: How can I write an article to be printed?

A: If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to the *Kansas City Real Producers* community, please email me at hale@realproducersmag.com. Even if you don't consider yourself a prolific writer, let's talk!

Q: Who are the Preferred Partners?

A: Anyone listed as a "Preferred Partner" in the index at the front of the magazine is an integral part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our Facebook group. We don't just find these businesses off the street, nor do we work with all businesses that approach us. One or many agents have personally referred every single Preferred Partner you see. We won't even take a meeting with a business that has not been vetted by one of you and is "stamped for approval," in a sense. Our goal is to create a powerhouse network not only of the best agents in the area but the best affiliates, as well, so we can all grow stronger together.

Q: How can I refer a local business to join KCRP as a Preferred Partner?

A: If you know and want to recommend a local business that would like to work with more top real estate agents, please email me at reece.hale@realproducersmag.com and introduce us! This is the only way we can grow and strengthen this community, through your referrals. It's much appreciated!

Q: How might I get more involved in this community?

A: Two primary ways: First of all, if you have not already, be sure to join our private Facebook group specifically for the top 500 real estate agents and our preferred partners. To request to join, simply search on Facebook the keywords "Kansas City's Top 500 Real Producers Community," and it will pop right up. Request to join, and we will promptly accept you into the group. This online community is a space for further connection, contribution, and curiosity to be shared among our members. Secondly, be sure to attend our events. We currently plan to host events throughout the year, a couple of golf outings, and some VIP social events throughout 2024. We promote these events via email and Facebook, so if you haven't been receiving invites, please email me immediately at reece.hale@realproducersmag.com.

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