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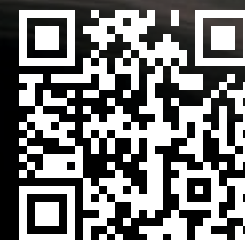
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Consider how the new flooring will complement your interior style and decorating scheme. Blending materials may solve your design dilemmas.

### 2. Will you have to redecorate?

Color is a major consideration when buying flooring because it impacts the entire room. Lighter can make rooms feel larger but show stains and reveal wear. Darker can make rooms feel cozy but show dust and hair. Neutral tones make it easy to change your home décor down the road.

### 3. Where is the room located?

Ground-level and basement spaces are more susceptible to moisture than those upstairs, so consider the impact on your flooring choice.

### 4. What is the traffic level in the room?

If it is an entry area or a play area for pets and kids, look for flooring that can handle wear.

### 5. Does anyone in your home have allergies?

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### 6. Do you have, or plan to install, a heated floor?

Not all flooring options are compatible with subfloor heating. Consult a flooring expert for help exploring the options best for you.

### 7. What level of floor care is required?

Ask what is involved in cleaning and upkeep and factor things like refinishing and steaming into your decision.

### 8. Can you refinish your existing floor?

You may be able to bring your floors up to date with a new stain.

### 9. Can you install the new flooring yourself?

New flooring installation is more than lining up boards and tiles. Know how to safely dispose of the old flooring and if you can return unused boxes or pieces to the store. Some flooring may require professional removal.

### 10. What is your climate?

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ask the expert

Written by Jason Jabara

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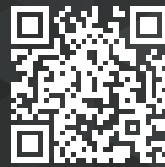




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Photos By Allie Henwood  
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CLEARING THE PATH

# Kelli Chrisco

One of the true givens in the course of crafting a real estate transaction is the fact that there will be hurdles. The only question is what will those challenges be.

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#### Mindset Matters

Kelli Chrisco brings that same mindset to her work. As a REALTOR® with Real Broker, LLC, Kelli knocks down the barriers and clears the path ahead for those she serves.

“My nature is to help. I’m great at pushing through challenges and paperwork,” Kelli explains. “I want to help people with their biggest financial decisions and help them invest in themselves. I truly believe that owning real estate is one of the best financial decisions you can make for your financial future.”

Kelli smiles as she recounts those golden moments when she’s showing a home and her clients get that look in their eyes and say, “I love this house.”

#### A Long-Held Desire

Kelli’s real estate journey kicked off in 2021. It was the culmination of a long-held desire.



“I’ve always wanted to be in real estate. Our family’s REALTOR® started in the 1950’s as the first female agent in a male dominated field in her area,” she says. “We were very close and I had always hoped she would be my mentor when the time came. When she passed in 2016, I bought her real estate signs and hung on to them with the idea that one day I could start working in this business, too.”

Prior to launching her real estate business, Kelli gained valuable experience with 25+ years in small business, state and corporate careers. Kelli’s husband, Jeremy Dean, has been with Spirit for 18+ years. When Spirit closed their plant in Oklahoma, they transferred to the Wichita location and now call Belle Plaine home. That transition seemed like the right time to get into the business.

As she remembers, “I decided I wanted to do real estate. Jeremy said, ‘I believe in you.’ So I quit my commute career with the State of Oklahoma and got my license.”

Kelli faced some normal hurdles as she got her license. To begin with, she had come to Kansas and didn’t know anyone here. But that didn’t stop her.

“I jumped in and was with one firm for a few months before running into Lesley Perreault, who was building a team at the time,” she recalls. “She has been a huge mentor for me. A team was the major contributor to how quickly I learned the business.”

#### Gaining Ground

Kelli dedicated herself to learning and growing. After about a year on a team, she made the decision to go out on her own — in March 2023. In September last year she opened her own office in Belle Plaine.

Steadily Kelli continues to gain ground for her clients and in her career. In fact, she has recorded career sales volume over \$8.2 million.

#### Family Foundation

Away from work, family makes life even more rewarding for Kelli. She and Jeremy enjoy time with their five adult children, parents, and their dog, Scotty.

In their free time, one of their favorite pursuits is riding motorcycles across the country. They also have a homestead where they enjoy raising chickens and growing a garden.

Another passion is attending concerts. In fact, Jeremy is a musician himself — singing and playing guitar. During quiet times at home, you’ll see them on the front porch singing and playing their favorite songs.

Giving back to her community is something that energizes Kelli, as



“I jumped into the business not knowing anyone in the industry or in Kansas for that matter. Everything I’ve done to get where I’m at now has been all hard work and perseverance.”



well. One of her favorite groups to support is **Dress for Success**.

As she says, “I was a single mom who needed some help getting back into the workforce and I feel that organization is top-notch. Another one of our favorites is the **Down Syndrome Society of Wichita**. Our adult daughter, Jaylah, attends and has a lot of fun there learning life skills and volunteering.”

In addition, Kelli co-hosts the **Belle Plaine and Surrounding Area Business Network**.

“I believe small businesses are very important, so I like doing what I can to support them in whatever way I can,” she points out. “Our luncheons provide vital small business learning opportunities not normally found in the rural areas.”

#### Shining a Light Ahead

As she reflects on her own success,



Kelli shares valuable advice with others who are considering their own real estate career.

“I think it really begins with networking, collaborating and learning as much as you can from every aspect of the industry,” she says. “Also, be sure that you surround

yourself with others who are successful at achieving their goals in the business.”

With her straightforward, authentic, and helpful approach to life and business, Kelli is helping her clients move forward.

“I jumped into the business not knowing anyone in the industry or in Kansas for that matter. Everything I’ve done to get where I’m at now has been all hard work and perseverance,” she smiles.

“There’s no stopping me. It’s been a climb and I feel like I have accomplished a lot in the last few years. I hope others who have invested in me see that.”

It’s clear that they have. They continue to be appreciative of the way she takes the time and invests her efforts to clear the path for them.





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Photos By Jennifer Ruggles  
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# KELLIE Nesmith

## WIDE-OPEN OPPORTUNITIES

As Kellie Nesmith walks a property that she represents, she envisions all that can happen there.

While she works with all property types as a REALTOR® with SunGroup Real Estate and Appraisals, one of her favorites is working with large parcels. She thinks about the possibilities, as well as the aspects of it all that feels very familiar.

“I love selling, owning, and improving land. I grew up on a ranch east of El Dorado – in Rosalia – and the people and the way of life of the country are my passion,” Kellie says. “I love helping landowners of all sizes expand their operations or start their dream.”

### Making Her Way

As Kellie grew and completed high school, she went on to earn her Marketing degree at Kansas State University.

In 2001, she moved back to El Dorado and first earned her real estate license. She joined her family in real estate. After a couple of years, she met Seth, the man who would become her husband.

In 2003, she moved to Hawaii. While she was there, she earned her certified appraisal license and became Co-Owner of an appraisal company.

### Coming Back to the Midwest

She and Seth started their family and welcomed their first daughter, Isla, into the world. With their second child on the way, they moved back to Kansas in 2009—just two months before their daughter, Mahina, was born.

Eventually, Kellie eased back into the family business, working as an

Appraiser and leading marketing efforts. Then, around seven years ago, she teamed up with her father in their Farm and Ranch division.

“That’s where I felt like I really found my niche,” Kellie smiles.

### Learning and Growing

Through time she has continued building. In 2023 she took her place among the Top 25 Residential Real Estate Agents.

Kellie is quick to give credit to others around her who have mentored her along the way, including her father, David Sundgren, and her brother, Zac.

“They have taught me so much,” Kellie says. “Not only about the fundamentals of real estate – but about being a good person; a professional that can be trusted.”

As Kellie says that is an important element for everyone on the team.







In their free time, they enjoy supporting their kids in a variety of school and sports activities, as well as enjoying fishing on their ranch.

They also enjoy getting away together on excursions to Hawaii, and to Maine, to visit Seth's family. Another favorite destination is Cabo.

Kellie has a big place in her heart for Kansas State University. In fact, she is a fifth-generation alumnus of the university. Seth is equally involved in Kansas University.

When it comes to giving back, Kellie and Seth like to stay engaged. Seth has worked in the mental health sector for the majority of his career before recently changing his path.

They have enjoyed supporting groups such as Sunlight Children's Organization, as well as the Mental Health Association of South Central Kansas. In addition, when they lived in Hawaii, they provided respite to families with children with autism. They served as foster parents for one of them for a number of years.

#### Lifelong Love

Looking to the future, Kellie is definitely hooked on the path she is on.

"Real Estate is something I will always do - always be a part of - it's in my blood," Kellie says with a smile. "We have added some newer agents to our group and I am excited to help them grow and continue the next generation of SunGroup."

Congratulations to Kellie Nesmith for the way she embraces every opportunity on behalf of her clients ... in turn, helping them discover wide-open possibilities.

"My dad and Zac also stress that our job is to inform and educate our clients so that they can make choices they can feel good about ... not for us to make the decisions for them," Kellie explains.

"I am also fortunate to be surrounded by a great group at SunGroup. I am constantly learning new things and lessons. I truly enjoy my job and love going to work."

#### Wonderful Life

Away from work, Kellie treasures time with her family, including her husband, Seth, who is Assistant Director of Sales and Operations at Wichita Open.

Seth and Kellie look forward to time with their children—16-year-old daughter, Isla; 14-year-old daughter, Mahina; and 12-year-old son, Nash.

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## ROOFING & CONSTRUCTION



### ▶ partner spotlight

Photos By Andrew Montaña  
Written By Dave Danielson

## BUILDING WITH FAITH AND INTEGRITY

You don't have to look too far to find examples of negativity in the world. But, despite what some would have you believe, there are people who care about giving you the best quality and value possible.

One of those positive role models is Owner Daniel Kihle and his company — Kihle Roofing & Construction. As those who have partnered and worked with them know, they are built with faith and integrity.

“The roofing industry as a whole hasn't had the best reputation in the past,” Daniel says.

“We make it our mission to change people's minds on that through the work we do. We do that with high integrity, honesty and by delivering a good-quality product at the end of the day. We all really enjoy helping the people we work with.”

### WINNING WAYS

As Daniel came of age, he was a standout baseball player in high school who went on to further perfect his craft on the diamond at the collegiate level—at Wichita State University.

Once his college days were complete, Daniel started working with a roofing company. After learning and growing for several years, he made the decision to go into business for himself.

### WIDE RANGE OF PROJECTS

Today, Kihle Roofing & Construction takes on a wide range of projects, including roofs, siding, windows, decks and more.

A leading ingredient to producing quality outcomes and helping people win is with top-notch teamwork. And that's what Daniel is proud to have with his team, including his sales pros — Mike Zalzman, Micah Cowen and Clay Winter; and his Project Manager — Derek Neumann.



### MADE FOR REAL ESTATE

One of the strengths that partners who work with the company get is a solid service experience that works well with the real estate industry.

That doesn't come by accident. Daniel grew up around real estate. In fact, his father, Willie Kihle, had owned Prudential Dining-Beard Realty, which later became Berkshire Hathaway HomeServices.

“I don't have all the knowledge that REALTORS® have, but I know a lot more about real estate because of my upbringing and the fact I've been around it. I know the end goal and how to get there,” Daniel says.

“We really like to help REALTORS® get to the end goal. We know multiple ways to get there. We have





a passion for real estate, since that was my upbringing. We really enjoy the real estate community.”

#### **FAMILY TIME**

Life is made even more fulfilling for Daniel by his family, including his wife of five years, Hannah, and their children — 2-year-old son, Brooks; and 5-month-old son, Tucker.

He also is very appreciative of others in his family, including his parents — Willie and Sondi. In fact, Sondi, is an integral part of the team at Kihle Roofing & Construction.

In their free time, Daniel and his family like to spend a lot of time enjoying the outdoors. One of their favorites is spending time at the lake. Daniel also has a passion for fishing and hunting.

#### **WORKING WITH TRUE PURPOSE**

It doesn't take long when you talk with Daniel to see the impact that his faith and integrity have in his life and business. Those who work with the team at Kihle Roofing & Construction appreciate the honesty that the team puts to work in getting clients and partners to the closing table on time.

“As a whole, our company is very faith-based. We pride ourselves on that. The Lord is going to take care of us,” he emphasizes. “That’s the number one thing is trusting the Lord and doing the right things.”

When you're looking for a partner you can count on to be there for your clients with faith and integrity, look to Daniel at Kihle Roofing & Construction.

---

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Photos By Allie Henwood | Written By Dave Danielson  
celebrating leaders

## ON THEIR SIDE WITH SERVICE

*The real estate landscape is built on helping people achieve their goals and finding their next place to call home. But the road to get there can be dotted with unforgiving potholes.*

Tammy K. Schmidt takes immense pride in helping people around those hazards. As a REALTOR® with Berkshire Hathaway HomeServices PenFed Realty, Tammy’s clients know without a doubt that she will be on their side throughout the process.

“One thing I’m passionate about these days is helping the elderly in finding affordable housing solutions and navigating the complexities of the real estate market, ensuring they are not taken advantage of, as well as helping people learn to invest,” Tammy says.

“It’s fulfilling to provide support and guidance to this vulnerable demographic, helping them secure comfortable and safe living arrangements without facing exploitation or financial strain.”

### Crossing a New Threshold

Tammy was born and raised in Wichita. Prior to real estate, she worked as a transportation and inventory manager for a highline dealership in Wichita. She made the decision to pursue real estate professionally after she made her first home purchase. As she recalls, the process was a rewarding one for her.

“Within just a few years, I had made improvements and turned my home for a profit. I called my REALTOR®, Terry Tweed, we put it on the market and sold it for a profit. I was hooked! I have a strong passion for investing in real estate. For example, I believe that if you don’t own a home, buy one,” Tammy says. “Also, the best time to buy a home is always five years ago. Don’t wait to buy real estate, buy real estate and wait. As I mention to others, landlords grow rich in their sleep, and 90% of all millionaires become so through owning real estate.”

Terry encouraged Tammy to get her license. At the time, she was a single mother of three.

“The idea of being self-employed was terrifying to me,” she remembers. “Fast forward I purchased my second home, updated it over a period of about five

years with paint, flooring and more. And In 2006 I remarried and decided now that I was a two-income family it was time for a career change.”

In 2017, as she continued to grow, Tammy made the decision to start her own team.

“Currently my daughter, Jessica Stilwell, my husband, Larry Schmidt, Lori Bair and Mike Beyer are on my team,” she says. “Starting a team has pushed me to grow and find my weakness.”

### Signs of Success

Through time Tammy has received a number of awards, including Master Circle, Top-10 individual agent status, Chairman Gold, as well as Top 5 among large teams and Million in a Month. In the process, she recorded over \$10 million in sales volume in 2023.





“

I ENVISION REAL ESTATE AS A FOUNDATION

FOR MY FAMILY'S FUTURE AND A MEANS

TO CREATE A LASTING LEGACY.

”

She is quick to shine the spotlight on those who have mentored her through time, including Willie Kihle.

“Willie was my broker for 12 years before retiring. He recognized potential in me that I didn't see in myself at the time,” she smiles. “Willie wasn't just a mentor but a really good friend who taught me a lot about the industry.”

#### Family Fulfillment

Away from work, life is even more fulfilling for Tammy by her family, including her husband of 18 years, Larry, her children, Ashley, Jessica and Collin, and six grandchildren.

“Larry is my rock and better half. I found true success when he entered my life in 2004. Having the right support system is very important, and he embodies the true meaning of unconditional support and love. Larry left Union Pacific Railroad after 23 years to help assist in the management of our rental properties and flips,” Tammy says.

“In 2023 we decided adding a commercial division to the team would be a great benefit to our clients. Larry obtained his license to assist me on the residential side and learn the commercial side of real estate.”

In her free time, Tammy loves spending time with her grandchildren by the pool or at their lake house. Traveling is another favorite. She also likes to spend time with her goldendoodles, Sadie and Finley.

“Outside of business, I devote time to prayer daily, which strengthens my faith and helps me grow as a person,” Tammy says. “I'm passionate about contributing to my community and strive to make a positive impact on those around me. My faith has transformed



me into a better person, enriching my roles as a mother, friend and community member.”

When it comes to giving back, Tammy has been engaged through time — including opening One Day at a Time in 2018, providing a safe haven for those embracing a new life in recovery. She also does community outreach for the homeless and volunteers at the Lord's Diner.

#### Grateful for the Journey

She feels a deep sense of gratitude for her journey in life and the rewards of her life today.

“As a single mom for many years, finances were tight, and we encountered many challenges. One funny memory my kids often recall is our ‘going out to eat’ tradition, where we'd bring home a \$1.99 chicken fried steak meal from KFC on Wednesday nights because that's all we could afford,” Tammy remembers.

“Looking back, we laugh at those moments and appreciate how far we've come. Overcoming these challenges wasn't easy, but it taught me resilience and the importance of perseverance. I learned to embrace opportunities, push past my fears, and

pursue my goals with determination. Today, I'm grateful for the journey and the lessons learned along the way.”

Tammy has a strong passion for supporting and empowering women in real estate. As she points out, 62% of real estate agents are women.

“I am passionate about helping them achieve homeownership and success in this industry,” Tammy says. “Together, we are stronger, and by lifting each other up, we can create a more inclusive and supportive community for all. Let's continue to build each other up and strive for greater equality and opportunity in real estate!”

Looking to the future, Tammy looks forward to continuing to genuinely serving others.

“I envision real estate as a foundation for my family's future and a means to create a lasting legacy. It will enable us to expand our portfolio and investments,” she says. “Moreover, real estate will remain the conduit through which I can assist others in realizing their aspirations and dreams. I embrace opportunities, push past my fears, and pursue my goals with determination. Today, I'm grateful and blessed for the journey and the lessons learned along the way.”



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# VERONICA

▶▶ making a difference

Photos By Andrew Montaña Written By Dave Danielson

# GILLETTE

LIFTING THE BAR

As we all know, in real estate, as in other fields, good enough doesn't stay that way for long. In the process of your career, you are continually adapting, improving and enhancing the value you bring.

Veronica Gillette is someone who personifies that ideal, as well.

### SERVICE AND RESULTS

As a REALTOR® with Heritage 1st, Veronica dedicates herself to providing

the highest levels of service and results to her clients. In turn, she lifts the bar for the profession.

"My favorite parts of what I do in the business are connecting and communicating with people," she emphasizes.

"I like to be a trusted resource and someone that's reliable. I like touching base with clients whether they are past or present and be able to bring a piece of mind and the communication part of it."

### OPENING A NEW DOOR

Veronica began her path in the profession in 2021. That's when she earned her real estate license.

"I think it really started for me in 2020. I wanted to continue to learn and grow. My partner at that time was going through the process of buying," she recalls.

"His agent was great, and I thought with my work in education and







teaching, that I also had the skills that would allow me to break things down in a way where people could understand them.”

Her drive is easy to spot, and it’s centered around education and advocacy. As Veronica says, she is energized by helping others and making a positive impact, whether that may be supporting other REALTORS®, clients or the community at large.

“As soon as I became a licensed REALTOR®, I found real estate very rewarding. I thrive on serving a purpose and figuring out how to make a larger impact in addition to helping people buy and sell,” she says.

#### MAKING A REAL DIFFERENCE

Veronica works with the Diversity, Equity and Inclusion committee with the South Central Kansas Board of Realtors.

As she points out, “I am passionate about fair housing and redlining history. I want to better educate and support our clients to make our housing, neighborhoods and community more inclusive.”

When she has free time, she looks forward to time spent with her family, including her parents — Diana and Gary — and her siblings, Andy and Devin, as well as her sister-in-law,

Genevieve, and her two nephews — Hank and Owen.

“I’m blessed to have a loving family,” she smiles. “Both of my parents are retired and my mother is a fantastic baker, and my father is a knowledgeable handyman.”

#### LIFE ON THE GO

Away from work, Veronica stays very active. She is a self-admitted nutrition and gym “nerd.”

“I like exercising and I’m passionate about having a nutritionally dense diet with natural foods. I really enjoy local eateries and coffee shops,” she says.

She also makes her presence known in positive ways with her volunteering and advocacy efforts for the community.

Veronica sits on the city of Wichita Diversity, Inclusion and Civil Right Advisory Board. Plus, she works as a State Political Coordinator with the Kansas Association of Realtors, keeping members of the Kansas state legislature apprised about ongoing real estate issues.

In addition, she is active with the local Chamber of Commerce and volunteers with the Impact Team of the Wichita Young Professionals organization.

On top of all of that, she maintains her rewarding, full-time position with Wichita Public Schools. In her federally funded role, she supports the Native American population academically and culturally.

#### SERVICE IN LIFE AND BUSINESS

Along the way, she has been recognized for her impact. One example of that came in 2023 when she received the Young Professionals Network award from RSCK, which is awarded to a REALTOR® who exemplifies leadership in their involvement at RSCK, supports RPAC, and contributes their time to bettering the community. She also received the Good Apple Award with Wichita Public Schools.

As she reflects on her career and plans for the future, Veronica is quick to recognize those who have helped her along the way. One of those is current RSCK President, Samar Edenfield.

As she says, “Samar is selfless and passionate about our association and community, and she empowered me to share my voice and has encouraged and supported my growth as a leader.”

Congratulations to Veronica Gillette for her all-in efforts and contributions that lift the bar, and make a tangible, positive mark on the lives of her clients, as well as her community.



I am passionate about **FAIR HOUSING** and redlining history. I want to better educate and support our clients to make our housing, neighborhoods and community **MORE INCLUSIVE.**







*Congratulations, Drake!*

*Jennifer*  
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PHOTOGRAPHY

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