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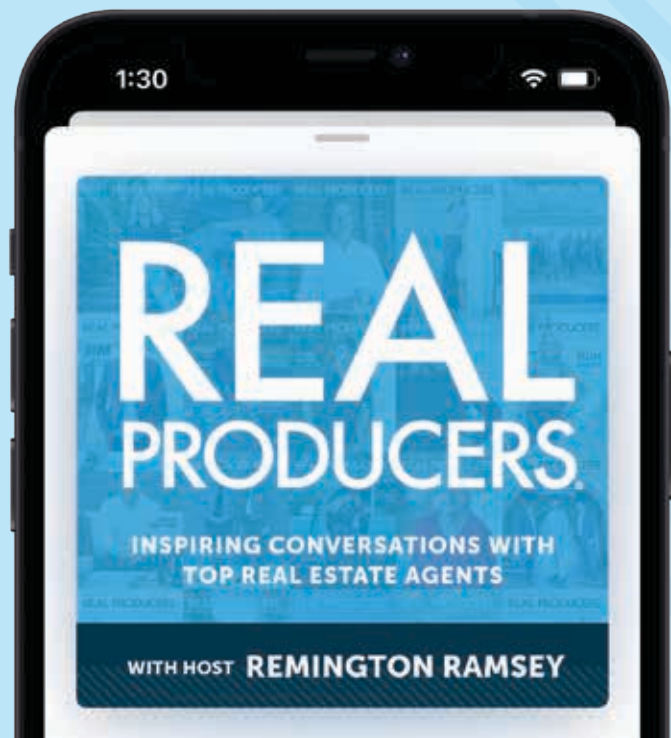
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ELI MEDINA

Company Name/Team Name:

ReeceNichols - The George Medina Team
What is a risk you have taken in your life? Backpacking Australia and New Zealand solo years ago. It of course ended with Bungee Jumping and Sky Diving.:)
What are you proud of in your career? KC Business Journal Top 25 list 7 times, Including #1 Selling Team Per Agent (by sales volume) in 2019
What is something you're excited about for 2024? New industry changes mean a

lot of evolving must happen! Excited to implement some new strategies as we navigate a different way of doing business.
What is important to you right now? Getting more listings!
What is your favorite Kansas City restaurant? The Russell On Main
What is one thing on your vision board or bucket list? I would love to own an investment property or beach property in a foreign country.
What are you most thankful for? The Kansas City Chiefs and winning Super Bowls!
What is a challenge you have overcome, personal or professional? Working with a family member is tough, especially with a parent. I've learned to accept that George (my dad) just does business in a different way than me and I

had to learn to accept that. He was never going to be cutting edge in certain areas but was also so "tried and true" in others. Now we see eye to eye on most work situations
What is your theme song for your life? Nelly - Country Grammar
What is one thing you can't live without? My cats, Diddy n Dre
Who do you admire and why? Arnold Schwarzenegger because he came from the most humble beginnings, but found a way to live life to the MAX and accomplished so much more than anyone thought was possible.
What is your superpower? Some would say I have the gift of gab. It has gotten me in and out of many situations.
When you were (say 12-15 years old), what did you dream of becoming? A pro athlete - first female in the NFL.

MICHELLE ISABELL

Company Name/Team Name: MI Homes - Keller Williams Realty Partners

What is a risk you have taken in your life? Stepping from a full-time 9-5 corporate job into real estate. I read the book "The 5 Second Rule" by Mel Robbins and I decided it was time to take action and make a change. I was in a job that had nowhere for me to progress upwards and I didn't like that aspect as I am constantly looking for ways to learn and grow.
What are you proud of in your career? I have enjoyed helping people realize that they can have a home, not just a place to lay their heads. On the other side of the spectrum, it is amazing seeing my clients faces when they step into their first home, that is all theirs and their hard work has equally paid off for them to have something of their own.
What is something you're excited about for 2024? I'm excited for 2024 to be the foundation of something bigger; bigger dreams, bigger goals, and bigger accomplishments.

What is important to you right now? Adjusting to changes and pushing through the discomfort. There are a lot of changes happening in our industry. Making sure that I am educated and continuing to recognize the shifts within our industry will help me push through and land on my feet with my head held high.
What is your favorite Kansas City restaurant? Milwaukee Delicatessen Company
What is one thing on your vision board or bucket list? Owning a house in Pismo Beach, CA
What are you most thankful for? My wife, Maegan, and my children, Kalam, Landan, and Nichole. My wife has been a huge support system for me. She knows the days to push me and the days to just be present with me while I'm processing. She makes me feel seen and heard and allows me the space to be my authentic self. I couldn't ask for better kids. Of course, they drive me



nuts some days, but I love them and will always be grateful to them for choosing me to be their momma.
What is your theme song for your life? Champion - Carrie Underwood
What is one thing you can't live without? Books. Any and all. Self-help, mystery, romance, fantasy. If I could read in my sleep, I would
Who do you admire and why? I admire people who do things that are uncomfortable in order to be their authentic selves. Coming out of the closet, going to the gym for the first time, changing your job, leaving a toxic relationship, asking for help. I can't pick one person because all of the people who have done these things have impacted my life.
What is your superpower? I'm a people pusher.
When you were (say 12-15 years old), what did you dream of becoming? I wanted to work in the FBI.

STACI ROWE



Company Name/Team Name:

Compass - Malfer
What is a risk you have taken in your life? Starting in real estate full time 8 years ago.
What are you proud of in your career? My confidence in learning and knowing the business.
What is something you're excited about for 2024? Having my best year yet

What is important to you right now? My daughter, my family & having a successful year with my career.
What is your favorite Kansas City restaurant? Paros Estiatorio
What is one thing on your vision board or bucket list? Visit Greece
What are you most thankful for? My daughter, Amora
What is a challenge you have overcome, personal or professional? I have always only liked doing the things I am comfortable with and know inside and out like sports. But I am so thankful to have had Alex as a partner the last four year to lead & guide me through this evolving business.

What is one thing you can't live without? My Anatolian, George
Who do you admire and why? My grandfather, Joe Jones. He started a window and door company with ten thousand dollars in his pocket and 5 employees. This company now makes and installs all of the windows for major commercial buildings not only throughout our metropolitan but multi-million-dollar company servicing the U.S.
What is your superpower? My connection with animals.
When you were (say 12-15 years old), what did you dream of becoming? Sports Reporter

MICAH ROOS

Company Name/Team Name:

Keller Williams Realty Partners - KC Homes 365 Team
What is a risk you have taken in your life? Moving to Kansas City and getting into real estate. I grew up in a small town in Iowa and went to college in the same town. Married my high school sweetheart a month after graduation and we moved to KC. I knew one person here and decided to dive into real estate. It was definitely a risk as you wake up every day unemployed. Looking back 8 years later, I am grateful to be where I am today.
What are you proud of in your career? The amount of first time homebuyers I have helped. Owning a home is such a big accomplishment for so many people and getting first time home buyers across the finish line and into a home brings so much joy for both the buyers and myself.
What is something you're excited about for 2024? Embracing the change of the ever-changing real estate world. Both the changing market conditions

and the change in relation to the NAR settlement.
What is important to you right now? The 3 F's: Faith, Family, Friends
What is your favorite Kansas City restaurant? Toss up between Eddie V's and Bristol
What is one thing on your vision board or bucket list? Golf trip to Scotland
What are you most thankful for? My family. I am very thankful for a supportive wife who is the rock of our growing family. I am thankful for my 2 girls and another baby on the way!
What is a challenge you have overcome, personal or professional? Moving to a new city fresh out of college where I knew only my brother, and starting my real estate career. This is an industry that is built on relationships and needing those relationships to help grow your business. Knowing only 1 person in the city and starting a brand new career certainly had its challenges. It was a slow start, but I am very thankful to be where I am today in my career.
What is your theme song for your life? Living My Best Life - Ben Rector



What is one thing you can't live without? Sports. I love watching sports and playing sports, especially golf.
Who do you admire and why? My dad. From as early as I can remember, my dad always showed an incredible work ethic. He worked hard to provide for our family, but was still always present in our lives and never let his work get in the way of having a good relationship with his kids.
What is your superpower? Math. I am a numbers nerd and always happy to dive into calculating anything.
When you were (say 12-15 years old), what did you dream of becoming? I always dreamed of working for a professional sports team.

TRAVIS SITZMAN

Company Name/Team Name:

Sanctuary Real Estate

What is a risk you have taken in your life?

Doing 3 large renovations in 2023 with a good portion of our working capital.

What are you proud of in your career?

I'm very proud of the team of incredible people that God has placed in our lives. The impact they are making on the lives they are connected with, myself included, has been incredible to witness.

What is something you're excited about for 2024?

I am most excited about the strategic relationships we have established and are continuing to establish for the future growth of the company.

What is important to you right now?

Creating opportunities for others they wouldn't have had otherwise. Being a connector of high impact people and building something amazing with quality people.

What is your favorite Kansas City restaurant?

Rockhill Grille

What is one thing on your vision board or bucket list?

Owning real estate in Southern California and other places that we enjoy traveling to. Giving friends and family an opportunity to enjoy the properties to create core memories with their loved ones.

What are you most thankful for? I am most thankful for my relationship with my Heavenly Father, the impact He has made on me so that I can impact others.

What is a challenge you have overcome, personal or professional?

A personal challenge that I've overcome that I am proud of is the work that I had to put in to getting a baseball and academic scholarship to William Jewell. Especially with the amount of people saying I couldn't do it, proving them wrong felt really good.



What is your theme song for your life?

A Day To Remember - Rescue Me

What is one thing you can't live without?

CoffeEEEE.....

Who do you admire and why? I admire my wife for the amount of growth, change and personal development I've seen in her over the last 17 years of life. She is one of the best leaders who is authentic, she loves people at the highest level and constantly elevates everyone around her. She is a rockstar!

What is your superpower?

Perseverance

When you were (say 12-15 years old), what did you dream of becoming?

I have always dreamed of being an entrepreneur and building something that I could be proud of.

PORSCHÉ BROWN

Company Name/Team Name:

Porsche Brown Real Estate - KW KC Metro

What is a risk you have taken in your life?

The two risks that come to mind and also have had the biggest impact on my life are moving across country by myself at the age of 21 to a state I had never been too and starting fresh there. I did this every three years, for about a 12-year run, which is also how I ended up in Kansas City. Secondly, quitting my six-figure job at a company I had been at for 11 years to take a year off and pursue my real estate license felt like a huge risk at the time. Probably one of the better choices I have made. **What are you proud of in your career?** I am proud to say that I am within my fifth year as a full-time agent (and now single mom) and have been able to navigate and weather the storm that is real estate. I am proud that this is my career, as a whole.

What is something you're excited about for 2024?

I am excited that I am finally

leveraging my business in order to grow it. This year I have been able to hire a Virtual Assistant to and am working on adding an ISA to my team as well. This will free up my time (and mental space) in order for me to focus on building relationships and scale my business.

What is important to you right now?

Building a stable and consistent environment for my son. Ensuring we are mentally, emotionally, financially and physically healthy is the number one priority right now.

What is your favorite Kansas City restaurant?

Currently - Corvino's.

What is one thing on your vision board or bucket list?

Traveling out of the country at least ten more times is definitely on the bucket list. Top destinations include: Thailand, Japan, Ireland, Africa and Bali.

What are you most thankful for?

I am thankful to be able to say that I truly



feel blessed in my life.

From health, to my son, to the friends and community of support I

have around me,

there is very little to

complain about and I realize that not everyone is able to say that.

What is your theme song for your life?

She Works Hard for the Money - Donna Summers

What is one thing you can't live without?

God/Prayers/Meditation

Who do you admire and why?

Michelle Obama - She has always conducted herself with grace while still seeming to remain genuine and true to herself.

What is your superpower? Being able to recognize the needs of my clients and execute accordingly.

HANNAH MURRELL

Company Name/Team Name:

Murrell Signature Real Estate Group

What is a risk you have taken in your life?

Going from mortgages to real estate

What are you proud of in your career?

The accomplishments I have made in such a short amount of time on top of having 2 babies at the same time. And the relationships I have built with my clients - truly some life-long friends!! **What is something you're excited about for 2024?** I'm back out on my own with my own real estate branding. At the end of 2023, I joined a top team and soon found my passion was to build a legacy for my family and I!

What is important to you right now? Building the business but yet prioritizing time to be an amazing mom and wife!

What is your favorite Kansas City restaurant?

Lazia

What is one thing on your vision board or bucket list?

Vision Board - Taking the

whole family, kids and all, to Greece.

What are you most thankful for?

My husband. He truly supports me in this business and that's super important to have because this business is a wild one and unpredictable. He has always supported every entrepreneurial endeavor I had.

What is a challenge you have overcome, personal or professional?

Currently, I'm doing my first flip in KCK. That has been a learning curve for sure, but we should be on the market here in the next 3 months! We ran into a lot of problems and unknowns but I'm pushing through and having to get very creative.

What is your theme song for your life?

Just like magic - Ariana Grande

What is one thing you can't live without?

A front porch swing & fresh air

Who do you admire and why?

Josh Herron, Owner of Southward (a massive home service business in the area & country).



He has come up from absolutely nothing and is one of the greatest leaders I have ever seen. He always gives me advise and time when I come to him with questions regarding business/ entrepreneurship. He is a busy guy and owes me nothing, but is always willing to help a fellow entrepreneur.

What is your superpower?

The Hannah Touch. My husband says everything I do I enhance. I always have to put my touch on something.

When you were (say 12-15 years old), what did you dream of becoming?

Business Owner

VICKI FALLON

Company Name/Team Name:

ReeceNichols KCN - The Rob Ellerman Team

What is a risk you have taken in your life?

Quitting my 9-5 and entering real estate

What are you proud of in your career?

That I have taken the plunge to go into real estate and have built a career where I am able to help people. Being able to guide

my clients with no pressure and help educate them to make good decisions.

What is something you're excited about for 2024?

To continue to help my clients navigate the current changes in the market. Also, vacations are great.

What is important to you right now?

Raising my kids to know that giving back to the community is important.

What is your favorite Kansas City restaurant?

Cascones

What is one thing on your vision board or bucket list?

To own vacation rentals in multiple states

What are you most thankful for?

My husband and kids being healthy. Our oldest is in the Marine Core, so every day that he is safe we are thankful for that.

What is a challenge you have overcome, personal or professional?

I think in life,

the biggest challenge being a parent is learning to take time for yourself.

What is your theme song for your life?

Good Day - Nappy Roots

What is one thing you can't live without?

Chocolate, of course

Who do you admire and why?

Our oldest son, Thomas. He has known since he was little he wanted to do good in the world. He decided his senior year of high school to join the United States Marines. Every day, I can see his growth and that he wants to serve our country and be a positive light in the world.

What is your superpower?

Making Friends with everyone

When you were (say 12-15 years old), what did you dream of becoming?

A chef- and I still cant cook!



MCKENZIE CLARK-THOMAS

Company Name/Team Name:

The Clark Team

What is a risk you have taken in your life?

In 2023, our community was threatened with a landfill that negatively impact over 25,000 Cass County and Jackson County residents. I chose to work with local politicians and won a two-year battle to change legislation to protect the residence of our community. This risk allowed me to meet incredible community members and local and state leaders. Through community partnerships, we successfully changed legislation. It was a huge risk to our business, but I felt our community deserved community members to spearhead grass-roots efforts to protect our residents. Some risks are worth taking.

What are you proud of in your career?

I am incredibly proud and humbled that during a world pandemic, our team had a record-breaking year. We had two choices, wait the pandemic out, or go full throttle ahead to help as many families and clients as possible. We chose to go full throttle and helped over 50 families take advantage of record low interest rates while finding their dream homes.

What is something you're excited about for 2024?

I am excited to continue to educate clients, help families with home ownership, and travel.

What is important to you right now?

To continue to help our community through philanthropic efforts, be a present wife and mother, and support our clients through service that comes from the heart.

What is your favorite Kansas City restaurant?

Rye

What is one thing on your vision board or bucket list?

Attend a summer Olympic Games. In 1996 USA had a female softball team participate in the Olympic Games. I had the opportunity to watch them play in Oklahoma City. This experience alone inspired me as a young female athlete and motivated me to become a Division I athlete.

What are you most thankful for?

I am most thankful for my time as a military spouse. As a military wife, I had a unique experience of often moving around the country and meeting the most incredible people. This opportunity allowed me to love and support friends who were impacted by their spouse fighting for Operation Enduring

Freedom.

This experience gave me incredible perspective and allows me to become a better real estate agent as I continue to support those make life altering decisions during high conflict and/or life changing decisions.

What is your theme song for your life?

What a Wonderful World - Ray Charles.

What is one thing you can't live without?

Travel

Who do you admire and why? My mom was a single mother who had a terminal illness that resulted in an organ transplant. Not only did she put me through college during her sickest days, she also ran a top real estate team in Kansas City. Through all of the challenges life threw at her, my mom championed me, loved me and always held me to a very high standard. Without her, I'd be nothing.



Beyond the Blueprint

The Real Secrets to Homebuilding with Sean Flandermeyer, Owner of Elevate Design + Build

JACE JOHNS

Company Name/Team Name:

The John's Family Team - Keller Williams Realty Partners, Inc

What is a risk you have taken in your life?

Take on a bigger role on our team to grow. **What are you proud of in your career?** When taking that risk to take a more leadership position. I was able to grow more and be able to communicate at a high level and I'm proud of that, because I've grown tremendously from that.

What is something you're excited about for 2024?

The continual growth and hitting my goals for the year.

What is important to you right now?

Building relationships, time with family with friends and family.

What is your favorite Kansas City restaurant?

Red Door

What is one thing on your vision board or bucket list?

Own 100+ rental properties

What are you most thankful for?

My lord and savior, Jesus Christ **What is a challenge you have overcome, personal or professional?** Working with family. It can be difficult at first, but it's good to talk it out communicate.



What is your theme song for your life?

The mockingbird and the Crow - HARDY

What is one thing you can't live without?

The gym

Who do you admire and why?

My dad. Being able to work with him, it definitely been able to help grow our relationship.

What is your superpower?

Connecting with people and connecting people with the right people. **When you were (say 12-15 years old), what did you dream of becoming?** Professional baseball player

RP: How is the revitalization of Kansas City's urban core influencing the popularity of Midtown, especially for new residents from major cities?

Sean: Elevate Design + Build has contributed significantly to the redevelopment of Kansas City's urban core. The area is becoming a vibrant hub, attracting new residents—particularly those from major cities—seeking an urban lifestyle over suburban living. Midtown, in particular, is a popular choice for young professionals and families who enjoy its proximity to local amenities like coffee shops, restaurants, and bars, all while being close to everything Kansas City offers.



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BRYAN HUFF

Company Name/Team Name:

Keller Williams Realty Partners Inc. - The Huff Group

What is a risk you have taken in your life?

Real estate

What are you proud of in your career?

I did build my business starting at age 20 and now 36 to become the #1 producing Keller Williams sales Group in the 5-state region.

What is something you're excited about for 2024?

My family travels

What is important to you right now?

God, family - children, my business

What is your favorite Kansas City restaurant?

810 Chophouse

What is one thing on your vision board or bucket list?

To win my NASA car racing series

What are you most thankful for?

My health and family

What is your theme song for your life?

Alabama - I'm in a Hurry

What is one thing you can't live without?

Adrenaline - I am an adventurer

Who do you admire and why?

Muhammed Ali - I am going to show you how great I am.



What is your superpower?

My energy and enthusiasm

When you were (say 12-15 years old), what did you dream of becoming?

Race Car Driver



KORBYN SHIREY

Company Name/Team Name:

Korbyn Homes, The Rob Ellerman Team - ReeceNichols

What is a risk you have taken in your life?

Almost 3 years ago, I embarked on a risky venture by entering the real estate industry without any family or professional connections, nor any prior knowledge of how to sell a home. At the time, I was a 22-year-old gal navigating life with limited resources, determined to carve out my own path. Opting out of the corporate world post-college, I chose to live at home and dive headfirst into unfamiliar territory.

What are you proud of in your career?

Persevering through the challenges of real estate—a field known for its highs and lows. It requires thick skin to weather the uncertainties and fleeting opportunities. By not giving up, I've reached the happiest point in my life to date.

What is something you're excited about for 2024?

Business growth, travel adventures, and hopefully, some well-deserved relaxation. Also, with industry changes on the horizon, I see opportunities to evolve my business strategies. I'm excited to implement small changes that will contribute to long-term career success.

What is important to you right now? To be honest, my top priority right now is to dedicate myself fully to advancing my career and turning my dream of owning investment properties into a reality. I strive to add value in every facet of my life—whether to my loved ones, clients, or the referrals I receive. Recognizing that I'm young and still have a lot to learn, I am committed to putting in the hard work necessary to establish myself as a successful businesswoman.

What is your favorite Kansas City restaurant?

Prime Social or Blue Sushi

What is one thing on your vision board or bucket list?

Last year, I had planned to visit Maui, Hawaii for my birthday. However, a month before we were supposed to leave, wildfires broke

out and destroyed the town we were staying in, forcing us to cancel our trip. Rescheduling that vacation is at the top of my bucket list.

What are you most thankful for? I am deeply grateful for my family and close friends. Having trustworthy people to lean on during both joyful and difficult times is invaluable. Life has its ups and downs, and we all face challenges along the way. I believe that no one achieves success alone; the support of my friends and family has been crucial to where I am today. I couldn't be more thankful for them.

What is your theme song for your life?

Put Your Records On - Ritt Momney

Who do you admire and why? I always have and always will admire my mom. She has consistently pursued her own happiness and taught me to do the same. Her hard work, determination, and compassion make her a role model I've looked up to my entire life.

What is your superpower?

Real talk and negotiating

When you were (say 12-15 years old), what did you dream of becoming? Nurse



BRIAN POLODNA

Company Name/

Team Name:

ReeceNichols - The George Medina Team

What is a risk you

have taken in your life?

I left a 6-figure corporate job after 10 years to start from scratch in real estate.

What are you proud of in your career? The feedback and testimonials from my clients provide of a true value-add benefit they previously hadn't experienced or known could exist in the business.

What is something you're excited about for 2024? An ever-changing market (likely with interest rates falling) and how that presents new opportunities to be

a pacesetter finding strategic solutions to a new set of challenges.

What is important to you right now?

Being present in any moment I find myself in (family, business, fun, etc.)

What is your favorite Kansas City restaurant?

Prime Social

What is one thing on your vision board or bucket list?

Taking a hot air balloon ride over the Grand Canyon

What are you most thankful for?

FAMILY

What is a challenge you have overcome, personal or professional?

My father had a life changing stroke a few weeks before our first child was born. My parents live in Omaha and my mother struggled intensely with this new life and responsibility. Trying to be there

for my parents and my own family during these major life events, along with a rather new career, was tough to manage and balance.

What is your theme song for your life?

It's a Great Day to be Alive - Travis Tritt

What is one thing you can't live without?

The CHIEFS

Who do you admire and why?

Tom Brady (although Mahomes is the real GOAT)

- Brady selected 199th in his draft and with confidence told the owner that was the best decision he's ever made.

What is your superpower?

A constantly running motor that never quits or overheats

When you were (say 12-15 years old), what did you dream of becoming?

Tornado Chaser



BRENT RODINA

Company

Name/Team

Name:

Keller

Williams

Diamond

Partners

What is a risk

you have taken in

your life?

I jumped into real estate full-time at 19 years old. I have had highs and lows, but over all I'm so thankful to have found a great career at a young age.

What are you proud of in your career? I am proud of my team and the people around me. I went from a solo agent, and it has been a huge learning curve for me to learn leadership and management skills.

What is something you're excited about for 2024? I'm excited to close on an RV Park in September and to add a new business to my passive income portfolio.

What is important to you right now? My family. I have an incredible wife and a 3-month-old daughter. I love spending

time with them from family walks to riding horses with my wife.

What is your favorite Kansas City restaurant?

Q39

What is one thing on your vision board or bucket list?

The biggest item on my bucket list is visit Croatia. My dad's grandparents immigrated from Croatia.

What are you most thankful for?

The people around me. Nothing in the world is more important to me than people and being in great relationships.

What is a challenge you have overcome, personal or professional?

I lost my little brother when I was 24 years old. He passed of an accidental fentanyl overdose at 21 years old. It broke me. That month was my biggest month in real estate at the time when my brother passed. I never experienced a loss like that. It took me from a business focus in life to a people focus and to be there for my friends and family.

What is your theme song for your life?

Cowboy Town - Brooks and Dunn

What is one thing you can't live without?

Socializing - I love going to events and just talking with everyone.

Who do you admire and why?

My Dad, He was the top sales man for Purina Mills, but more importantly than that, he one of widest networks of relationships.

He started a newspaper and grew it into a national radio and tv show.

He is the definition of your influence can't run wider than your character.

He was an incredible father and was always there for us growing up. He took incredible care of his friends and always stood for whats right. He was diagnosed with Lewy body dementia in May 2021. He stood strong in his faith and was still there for everyone in his life until he passed in July 2023.

What is your superpower?

Energy - I always want to go and be a round people. I don't like sitting still.

When you were (say 12-15 years old), what did you dream of becoming?

I wanted to restore classic cars. I still have a 1984 Chevy Silverado that was my grandpa's last truck.

MARIANNE LUFF



Company Name/Team Name:

Richey Real Estate Team -
ReeceNichols, Lee's Summit

What is a risk you have taken in your life? As a former business educator, I decided to leave teaching to stay at home with my family. This was going to be an adjustment on us financially, but I knew I wanted more time at home with my kids as they were young. When I had my son,

I realized I needed more and a name for myself and that is when I decided to get my real estate license and create a business that I never knew was possible. It has been a ride of a lifetime!

What are you proud of in your career? I am proud of the business I have built as a referral agent. I built my business on my compassion, love and my moral compass. I do everything with holding my reputation and client's best interest at the forefront of every transaction.

What is something you're excited about for 2024? I am excited that my husband and I will welcome baby #3 to our family.

What is important to you right now? My family and friends, without the support of them, I would not be able to grow my business and continue to provide the best support to my clients.
What is your favorite Kansas City restaurant? Jaspers

What is one thing on your vision board or bucket list? To own a convertible

What are you most thankful for? My family
What is a challenge you have overcome, personal or professional? Both personally and professionally, I had to believe in myself. I have always been a self-doubter but through great mentorship, I know I can achieve anything I want to.

What is your theme song for your life? Happy - Pharell

What is one thing you can't live without? Ice Cream

Who do you admire and why? Kristena Richey - She is the most loving, giving, kind and passionate person I know. She is always giving to others and willing to step up any time it is needed.

What is your superpower? Listening to others

When you were (say 12-15 years old), what did you dream of becoming? Cheerleading Coach

JOE BALESTRIERI

Company Name/Team Name:

Keller Williams Realty Partners,
The Huff Group

What is a risk you have taken in your life? I left a stable career to jump into real estate at 33 with a wife, 2-year-old and baby on the way!

What are you proud of in your career? I'm proud of the fact that I've been able to grow my business while maintaining my focus on helping my clients achieve their goals. I take a lot of pride in holding myself to a high ethical standard and always doing things in the best interest of my clients. This has also helped me grow my business 100% by referral.

What is something you're excited about for 2024? I'm excited about the opportunity to navigate all the industry changes with the NAR settlement and to grow my business during a year when a lot of the industry is seeing a drop off in production.

What is important to you right now? Right now, it's important to me that I be the

trusted real estate advisor to my current and past clients and make sure they are educated on the industry changes and how they will affect them going forward.

What is your favorite Kansas City restaurant? V's Italiano

What is one thing on your vision board or bucket list? One thing on my bucket list is to become a real estate coach and help guide agents to grow their business.

What are you most thankful for? I'm most thankful for my wife and 3 kids.

What is a challenge you have overcome, personal or professional? The biggest challenge I have faced in my life was during the process of trying to grow a family with my wife. We experienced 4 pregnancy losses and had some overwhelming feelings of hopelessness and doubt. But fortunately, with the help of several fertility treatments and lots of prayer, we have been blessed with 3 children who have changed our lives



in every way for the better.

What is your theme song for your life? Simple Man - Lynyrd Skynyrd

What is one thing you can't live without? Ice Cream

Who do you admire and why? I admire my wife. She has been through an incredible amount of physical and emotional pain in the process of building our family and she has done it with an incredible amount of grit and toughness. She's also a full-time working mom who's excelling in her career and in the process of opening a physical therapy clinic in Olathe.

What is your superpower? Mental toughness
When you were (say 12-15 years old), what did you dream of becoming? Lawyer

BAILEY GOODMAN



Company Name/Team Name: The Novel Group - Compass Realty

What is a risk you have taken in your life? Truly, deciding to leave my steady & successful career in marketing and deciding to go into real estate with my mom - the first few years I had to set benchmark goals for how much money I had to make in order to continue with my real estate career - I kept hitting the benchmarks and now as they say, the rest is history.

What are you proud of in your career? My ability to be a matchmaker. For the past 3 years, about 40% of our transactions have been done off-market and these transactions have happened because we were able to find the perfect match for both buyer and seller.

What is something you're excited about for 2024? Going to Napa in October. Another great year: my kids will turn 8 and 5 this year and I will turn 3-8. My mom just turned 7-1. The years go by

so fast and this year especially I want to enjoy the process.

What is important to you right now? Finding work life balance. It is a blessing (and maybe sometimes a curse!) that my work is so intertwined with my family life. Being partners with my mom allows for lots of time with her and that is a win/win.

What is your favorite Kansas City restaurant? French Market, Earls & Bacaro Primo

What is one thing on your vision board or bucket list? A trip to Italy: colors, textiles, food

What are you most thankful for? Family: My two children

What is your theme song for your life? Ants Marching - Dave Matthews Band

What is one thing you can't live without? Sparkling water - Specifically Topo Chico and La Croix & live music

Who do you admire and why? My mom and partner. She is 71 years old and the hardest working person I know.

She began her real estate career after an incredible 30 years teaching in the SMSD school district. Being a realtor was always a dream of hers and she fulfilled her dream in her late 50s. She works hard, she is dedicated, she has tons of energy, she is always optimistic, and I am grateful she motivated me to join her in real estate.

What is your superpower? Listening and observing, then match-making!

When you were (say 12-15 years old), what did you dream of becoming? Fashion Designer, a mom, a teacher

ERICA WICHMAN

Company Name/Team Name:

ReeceNichols - Country Club Plaza

What is a risk you have taken in your life? Definitely quitting a full time job with amazing benefits to become a Realtor. It was worth it though.

What are you proud of in your career? I am really proud of myself for making



a commitment to my job as a Realtor.

There are some hard days and processes are always changing but I really love what I do. I am proud for not giving up when things are hard.

What is something you're excited about for 2024? I am excited about the NAR settlement taking effect. I know that's weird to be excited about, but I look forward to a new challenge.

What is important to you right now? My family and friends, and my puppies!

What is your favorite Kansas City restaurant? Farina

What is one thing on your vision board or bucket list? I would love to go on a safari in Africa someday.

What are you most thankful for? My husband, Anthony

What is a challenge you have overcome, personal or professional? My biggest professional challenge just happened this year! I had spent the first 7 years of my career working on a team and a few times along the way I could have left, but always decided against it feeling

like I wasn't prepared enough to work as a solo agent, I thought it might be scary or lonely, or I couldn't financially take that risk yet. But this year I was ready; it wasn't scary, and I am definitely not lonely!

What is your theme song for your life? Dog Days Are Over - Florence and the Machines

What is one thing you can't live without? My mom

Who do you admire and why? I really admire Taylor Swift for uniting the entire world and bringing people together.

What is your superpower? This question has been the hardest to answer! This isn't a superpower but more of a party trick: I can wiggle my ears!

When you were (say 12-15 years old), what did you dream of becoming? I dreamed of owning a tanning salon.



ASHLEY DWYER

Company Name/Team Name:

ReeceNichols Real Estate

What is a risk you have taken in your life?

Jumping into real estate. Leaping into this business when I was 23 years old was a HUGE unknown for me. I worked 80 hours a week to keep my current paycheck flow while working real estate. My career kicked off fast with selling 35 homes my first 9 months in real estate. I was able to go full time in a short amount of time.

The gratitude I have in this lifetime for finding my passion at such a young age, as well as the success that came with it is in my heart day to day.

What are you proud of in your career?

Making a name for myself. One thing I can say about my success is that I did it 100% on my own. I can walk into a

store or restaurant in my hometown and people as well as other agents or people in the industry know me and my business. Building my name/network on my own is a huge accomplishment of mine knowing I did it 100% on my own as an individual agent.

What is something you're excited about for 2024?

Growth. This industry has been a roller coaster of changes this past year. From the market/rate changes, NAR settlement, office relocations (personally) and industry hurdles, it has caused me to push myself to learn and adapt. I get comfortable easily and when something pushes me to change my ways or business, it causes me to grow and learn. I love that about this year while others seem to see it as more of a downfall, I think it's great.

What is important to you right now?

Peace. Personally, I have gone through a lot these past few years. Learning to find peace within has caused me to grow as a person as well as my business. Overall being a better person in general spreading kindness in this world is my main goal.

What is your favorite Kansas City restaurant?

Slaps BBQ

What is one thing on your vision board or bucket list?

To be debt free before 30.

What are you most thankful for?

The sunrise every day. We all get caught up in our own small problems and forget what others have in their lives. I am so thankful for the small things; a body that moves, a career that is a hobby to me, a roof over my head and friends and family surrounding me. Waking up another day is my first gratitude every morning.

What is your theme song for your life?

I Love This Life - LOCASH

What is one thing you can't live without?

Sunshine

Who do you admire and why?

My Mother. She has been through so much in life and still is someone who cares about others the most, celebrates life the most, and is the happiest person I know.

What is your superpower?

Intuition

When you were (say 12-15 years old), what did you dream of becoming?

Lawyer



LINDSEY PRYOR

Company Name/Team Name:

Novel Group - Compass

What are you proud of in your career?

Helping to create and brand my team - The Novel Group, when we moved to Compass in September of 2023. I have a spectacular group of friends and colleagues, and we are like family.

What is something you're excited about for 2024?

I am so happy with the way this year has gone personally and professionally!

What is important to you right now?

Learning how to delegate and trust others to help.

What is your favorite Kansas City restaurant?

Antler Room

What is one thing on your vision board or bucket list?

My kitchen remodel

What are you most thankful for?

My family. My kids are at the best ages (7 and 10) and they are my favorite. My husband could not be more supportive, and my mom got her real estate license to help me and takes care of all my TC work.

What is a challenge you have overcome, personal or professional?

I am constantly striving for a healthier work/life balance.

What is your theme song for your life?

Don't Stop Me Now - Queen

What is one thing you can't live without?

Jack Black Lip Balm

What is your superpower?

My creativity

When you were (say 12-15 years old), what did you dream of becoming?

Singer



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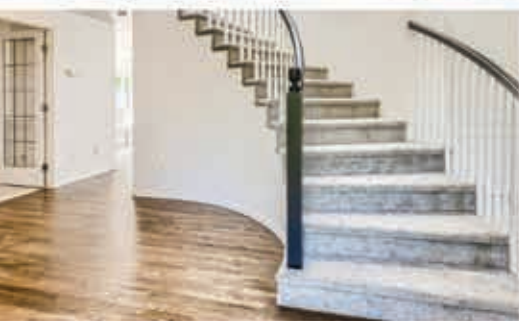


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MARTI LILJA

Company Name/Team Name: Keller Williams - The Lilja Team
What is a risk you have taken in your life? Hiring a TC and not controlling my paperwork anymore.

What are you proud of in your career? Successfully adjusting during Covid
What is something you're excited about for 2024? A smaller team that all has such success
What is important to you right now? Enjoying my kids before they go to college
What is your favorite Kansas City restaurant? Corvino Supper Club
What is one thing on your vision board or bucket list? Travel
What are you most thankful for? Family

What is a challenge you have overcome, personal or professional? Having children and balancing time
What is your theme song for your life? Fight Song - Rachel Platten
What is one thing you can't live without? Dogs
Who do you admire and why? Mom - She has the balance of life and work.
What is your superpower? Time management
When you were (say 12-15 years old), what did you dream of becoming? A mom

RACHEL KILMER

Company Name/Team Name: ReeceNichols - Rach the Realtor
What is a risk you have taken in your life? Leaving a well-paying, comfortable, steady job that I loved to pursue real estate full time during a pandemic with a 6-month-old baby. It was a total leap of faith in myself and I'm so grateful it has played out the way it has.
What are you proud of in your career? I'm so proud of how far I've come in just 4 short years. I look around at my clients and this little community we've built and am overwhelmed with gratitude. It's so exciting because we're just at the start of this thing. I can't wait to grow alongside my clients and walk them through the many life stages and changes to come.
What is something you're excited about for 2024? With 2024 wrapping up, here at the tail end, I'm really excited to start laying the groundwork for 2025. I've learned that a successful year really starts with planning in Q3 the year prior. This year has gone almost exactly according to plan so I can't wait

to take what we've learned, adjust, get better, and have an even better 2025.
What is important to you right now? I'm really in a moment of bringing it all back to center, both with my business and my family. I am simplifying and streamlining everywhere I can so I can show up in the best way possible where it's most important. In my business, that's for my clients and my marketing and anything else can take a back burner. In my personal life, it's being really present for my daughter and my household.
What is one thing on your vision board or bucket list? I want to take my daughter on an African safari! I think we're still a few years out from that being a reality, but I look forward to it all the time.
What are you most thankful for? Being alive at the same time as Taylor Allison Swift.
What is a challenge you have overcome, personal or professional? I went through some major hurdles in my personal life in 2022 which was only my 2nd year in real estate. I had a 2-year-old



daughter and was basically rebuilding my life. I had a great year professionally and am so proud to be on the other side of those challenges.

What is your theme song for your life? The Man - Taylor Swift
What is one thing you can't live without? Fairlife Protein Shakes
Who do you admire and why? Sarah Allen Preston, the CEO of Afloat. She's a KC native and also a single mom and such an impressive business mind. I love watching what they're building and looking for ways to replicate it in my own business.
What is your superpower? Follow through and delivery
When you were (say 12-15 years old), what did you dream of becoming? Either the President of the United States or a WNBA player.

JENNA HALVORSON

Company Name/Team Name: Halvorson Homes - The Andy Blake Group
What is a risk you have taken in your life? Stepping into real estate. When I decided to pursue getting my real estate license, I was a stay-at-home mom with 4 kids ages 6 and under. I wasn't sure if the timing was right or how I would balance stepping into a new industry with four small children, but I have a very supportive family, and we learned how to adjust to the demands of a crazy realtor schedule. Looking back, I am so thankful I took the leap when I did.
What are you proud of in your career? I'm proud of how I've built my business and the path I took to get here. My husband and I flipped homes to get ourselves out of student loan debt when we were newly married and that grew into an interior design business. I consulted with design clients for years before getting my real estate license. Real estate has been an organic and natural progression and never felt

forced in my life. I have applied that to building a network of clients and referral partners that are genuine relationships and am so thankful for the amazing community of clients I get to serve in a city I love.
What is important to you right now? Balance - As my business grows it's a constant juggle learning how to balance work and family life. I love being a mom and I love that my kids get a chance to see me work hard and help provide for our family. I am trying to incorporate them into my business whenever I can and rarely miss a sports game or kids' event. But it's a hustle and juggle every day, putting the miles on the minivan making it all happen.
What is your favorite Kansas City restaurant? McClains
What is one thing on your vision board or bucket list? A little sappy, but I would love to see one of my kids step into real estate with me. Mother/daughter or Mother/son team would be a dream of mine.



What are you most thankful for? My family
What is a challenge you have overcome, personal or professional? I homeschooled my kids for a year and I'm a terrible teacher. It was a lot to balance but we preserved and survived and came out better on the other side... or so at least I say but probably don't ask my kids the same question.
What is one thing you can't live without? KC summers - 95 degrees and sunny is my perfect temperature.
Who do you admire and why? Women who have balanced faith, family and work always inspire me.
What is your superpower? The ability to dress in only the colors black and white.
When you were (say 12-15 years old), what did you dream of becoming? Meteorologist

BETH BENEDICT BORDERS



Company Name/Team Name: ReeceNichols
What is a risk you have taken in your life? Getting into real estate, also moving to LA to follow a career in acting.
What are you proud of in your career? Becoming an assistant broker of an office of 150 and working for a builder.
What is something you're excited about for 2024? I had a baby Nov. 2023 so just seeing her grow!!!
What is important to you right now? Growing my business and being a good mom

What is your favorite Kansas City restaurant? Anton's or Garozzos
What is one thing on your vision board or bucket list? Rolex and house in Colorado
What are you most thankful for? My family and friends
What is your theme song for your life? Don't Rain On My Parade
What is one thing you can't live without? Chapstick
Who do you admire and why? Taylor Swift - There is nothing she can't do. She spreads love and light everywhere she goes and to all she meets.
What is your superpower? Positivity
When you were (say 12-15 years old), what did you dream of becoming? Actress

CALAWAY MCQUEENY

Company Name/Team Name:

McQueeney Goodwin

What is a risk you have taken in your life?

Throughout my entire life, school and society had instilled structure into me. Work hard, show up, get a good job, and in your 60s you'll retire happily. I agreed with this mentality... for the most part. I did work hard, really hard. I showed up every day and on weekends for anything I set my mind to throughout life. I got a great job out of college as a Mechanical Engineer at one of the most prestigious firms in the country, Burns & McDonnell. But this wasn't enough for me. Sure, the safety net of working a 9-5 was great, but I wanted to get further faster and learned that in the corporate world you had to "wait your turn" for lack of better words. Seven months into the corporate world, I jumped into real estate full time with no back up plan. Within my first 12 months (Jan-Dec 2022), I closed over 80 real estate transactions for my investment brokerage I worked for. This decision to risk everything,

leaving the safety net of the corporate world behind, has changed my life forever and for the best.

What is something you're excited about for 2024? I'm most excited about getting our retail team built and out there in the business world. We have started with nothing being born as a team at the end of last year with just my business partner Jack and I, to now having 7 agents in total with an office location inside of the Keller Williams Overland Park office. We can't wait to further establish our presence in the Kansas City market in the years to come and are planning to continue this rapid growth.

What is important to you right now? Right now, the most important thing to me is consistency. Starting a business from scratch, you have to create everything from nothing. Its 0 to 1. The only way to do so is by showing up every day, constantly putting in the work to separate yourself from the rest. We inherently have an investment focus as a company, so we've sought out to buy 2 houses a week this year and so far, we have met



that goal with 65 closed acquisitions and 12 more in escrow currently.

What is your favorite Kansas City restaurant?

Third St Social

What is one thing on your vision board or bucket list? Travel

What are you most thankful for?

The upbringing my parents gave me

What is your theme song for your life?

Fly Over States - Jason Aldean

What is one thing you can't live without?

The gym

What is your superpower?

My ability to understand people

When you were (say 12-15 years old), what did you dream of becoming?

A top litigation attorney



ANDY BLAKE

Company Name/Team Name: The Andy Blake Group - Real Broker

What is a risk you have taken in your life?

Got into real estate in 2008 at age 22. Everyone told me it was terrible idea with the market crashing. So glad I took the leap of faith of have never looked back.

What are you proud of in your career? I'm proud that I've been able to keep my marriage, family and friendships a priority while selling real estate at a high level for 18 years. While I love

this business, it can be very demanding and difficult on your personal life. Real estate is a priority, but it will never be the top priority in my life.

What is something you're excited about for 2024? Very excited about the growth here locally with Real Broker.

What is important to you right now? The last few years of real estate have been insane! I'm prioritizing slowing down and delegating more.

What is your favorite Kansas City restaurant? Rye

What is one thing on your vision board or bucket list? 100 rental properties. Not there yet but I'm on my way.

What are you most thankful for? My family

What is a challenge you have overcome, personal or professional? I'm determined to rarely work a night or weekend.

Realtors are the worst about working 24/7. It's possible to run a successful

real estate business Monday-Friday. Keep your weekends/nights free to recharge your battery.

What is your theme song for your life?

Under Pressure - Queen

What is one thing you can't live without?

Football

Who do you admire and why? Brandon

Turner. He is a real estate guru that runs "Bigger Pockets". They do podcasts, seminars, books, etc. on real estate investing and personal wealth. Incredibly smart and successful but he's very outspoken about his faith and family. I admire his drive and work ethic while still maintaining balance in his life.

What is your superpower?

I've been told I'm an eternal optimist
When you were (say 12-15 years old), what did you dream of becoming? I wanted to be a builder or real estate investor. I never had intentions of becoming a Realtor.

NICK WAGONER

Company Name/Team Name:

The Andy Blake Group - Real Broker

What is a risk you have taken in your life?

Truthfully, it's been not taking enough risk. This year my goal is to push myself more to try different things and most importantly take more risk. To get out of my comfort zone. I took a risk this year by leaving a broker.

I've been a part of for years and joined a new and upcoming broker at Real Broker, and I'm going to buy a rental property this year.

What are you proud of in your career?

To be working exclusively by referral
What is something you're excited about for 2024? Taking a risk and buying my first rental property.

What is important to you right now?

Being intentional and spending time with my kids.

What is your favorite Kansas City restaurant?

Taj Mahal authentic Indian cuisine

What is one thing on your vision board or bucket list?

Doing stand-up comedy

What are you most thankful for?

My wife, Kelly

What is a challenge you have overcome, personal or professional?

In 2018, my wife was diagnosed with postpartum depression and psychosis. It was a pretty life or death situation. I had to learn a lot in a very short amount of time. By the grace of God, I found doctors in Chicago that saved her life. But it was a pretty rocky year. I learned a lot about myself, my family and what was most important.

What is your theme song for your life?

My Way - Elvis



What is one thing you can't live without?

Pranking my coworkers

Who do you admire and why?

My wife. There's

a lot of reasons. But

the ones that come top to mind is she's incredibly strong, resilient, talented, and loves me and our kids so well. She's been through so much, but is still the same beautiful person. She's a beacon of hope for those struggling with mental health. And this helps so many through her own personal story.

What is your superpower? My wife says I eat fast and can fall asleep on command.

When you were (say 12-15 years old), what did you dream of becoming? Being on tv

KARA MCGRAW

Company Name/Team Name:

ReeceNichols Leawood

What is a risk you have taken in your life?

Transitioning to a new

career in real

estate. I was

looking for a

new career

path and

was uncer-

tain what

the future

would hold

for me. I didn't

have any friends

or family members in

the business, so it was a leap of faith on my part that my personality and drive would be a good fit in this industry. I'm so happy I went for it, but it was a real risk for me as someone who loves planning and having some certainty for what the future holds for me.

What are you proud of in your career? The lasting relationships I've formed with so many of my clients. I love learning

people's stories - what's important to them, where they're from, where they're going. Getting the opportunity to help them find a home along their journey, and creating a lasting relationship is a privilege and thrill I never take for granted. I'm proud to count so many of my clients as friends as well.

What is something you're excited about for 2024? Seeing how the new real estate laws impact our business. Like any major change to an industry, there will be growing pains and a lot of uncertainty. But being there for my clients and forging ahead in this new environment will be a great challenge I look forward to taking head on.

What is important to you right now?

The most important thing to me will always be my family. Spending time with my three daughters and my husband is something I never take for granted. Seeing our daughters learn and grow is a thrill, and I want to be a part of as many moments as possible before they're "too cool" for mom and dad.

What is your favorite Kansas City restaurant?

The Antler Room.

What is one thing on your vision board or bucket list? I've always wanted to visit Greece - I may mention it every couple months or so to my husband. It's a beautiful country and I love history. I will definitely embark on a long, fabulous trip to visit someday.

What is your theme song for your life?

Girls Just Want to Have Fun

What is one thing you can't live without?

Coffee

Who do you admire and why? My mother.

Being a parent to 7 children isn't for the weak! Her work ethic, drive, love for her family, and ability to manage it all with grace is what I attempt to emulate. I also admire her ability to create a home that was inviting for everyone! We always had friends, neighbors, and extended family over for holidays as well as regular weekend gatherings spent laughing and feasting on some of her homemade pasta.

What is your superpower?

My ability to keep going.



KEVIN HOLMES

Company Name/Team Name:

The Holmes Group - ReeceNichols

What are you proud of in your career?

Building a team and being able to mentor team members to be successful.

What is something you're excited about for 2024?

Growing my social media following/ production

What is your favorite Kansas City restaurant?

3rd Street Social

What are you most thankful for?

Family, health, faith

What is one thing you can't live without?

Dr. Pepper

When you were (say 12-15 years old), what did you dream of becoming? Entrepreneur

KATE DANIELS

Company Name/Team Name: ReeceNichols

- Richey Real Estate Group

What is a risk you have taken in your life?

One of the most significant risks I've taken in my life was transitioning into the real estate industry. After going through a divorce, I made the bold decision to leave a stable, salaried position and embark on a career that relied entirely on commission. It was a leap into the unknown, especially since I had no safety net to fall back on—my success depended solely on my own efforts. Reflecting on that journey, I wouldn't change a thing. The experience taught me invaluable lessons about resilience, determination, and the power of seizing opportunities. I embraced every challenge that came my way, working tirelessly and refusing to turn down any chance to learn and grow. Looking back, I realize that it was not just about the hard work; it was about believing in myself and my ability to thrive in a new environment. Ultimately, that risk has shaped who I am today and has opened doors I never thought possible.

What are you proud of in your career?

What I take the most pride in throughout my career is the business I've built and the meaningful relationships I've developed with my clients. It brings me immense joy to become a trusted part of their lives during such a pivotal moment—helping them navigate one of the most significant decisions they will ever make. I find great fulfillment in staying connected with my clients long after the transaction is complete, offering continued support and guidance whenever they need it. Additionally, I am equally proud of the relationships I've cultivated with industry professionals in Kansas City. These connections are invaluable, and I cherish the opportunity to nurture and collaborate with such a talented network. Together, we strive to elevate the industry and provide the best possible experience for our clients. Ultimately, it's these



relationships—both with clients and colleagues—that make my career truly rewarding. **What is important to you right now?** What is most important to me right now is the strong foundation of relationships in my life.

What is one thing on your vision board or bucket list? To assist my team leaders, Travis & Kristena Richey, in growing RREG on the KS side.

What are you most thankful for? Hands down, my relationships in life.

What is a challenge you have overcome, personal or professional?

I have conquered my struggle with self-doubt.

Who do you admire and why? Truly anyone who works hard for what they want in this life because we only have one shot at it.

What is your superpower? Intuition
When you were (say 12-15 years old), what did you dream of becoming?

An interior designer and a mom

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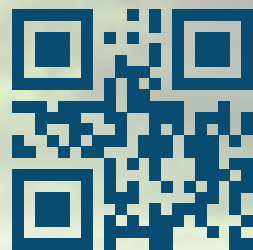
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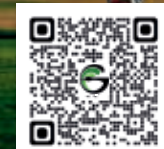


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HANNAH HEINZ

Company Name/Team Name: Quinn Real Estate Company

What is a risk you have taken in your life?

About 10 years ago, my husband and I took a risk and started flipping houses as a side hobby! We had two young kids and not much experience but it lead me to my dream career in real estate.

What are you proud of in your career? I am proud that I stuck with it in the early years when it was hard to get going but I am so proud to be where I am now and have the return clients and referrals that I do.

What is something you're excited about for 2024? Growth! In the last 6 months, I have brought on 3 new agents under me, and I am loving mentoring them and building a team.

What is important to you right now?

My family! I have the most supportive husband and partner in life as well as 2 pretty awesome kids.

What is your favorite Kansas City restaurant?

Rye - Mission Farm

What is one thing on your vision board or bucket list?

Buying an investment property in the pan handle of Florida.

What are you most thankful for? My family

What is a challenge you have overcome, personal or professional? Our daughter was diagnosed with type 1 diabetes a few years ago. It is something I wouldn't wish upon anyone. After 2 days in ICU at Childrens Mercy, we returned home giving full time care and monitoring to our sweet girl. I considered quitting my job but with encouragement from family and friends I decided to continue on. At times it is hard to balance but so thankful I kept going.

What is one thing you can't live without? Chiefs football and KC Current soccer

Who do you admire and why? My dear friend Taylor Penrod! I have been honored to represent Taylor in purchasing



multiple commercial buildings in KCK where she runs her non profit to reduce youth homelessness here in KC! She is selfless and driven to bring true meaningful change to the city we love! **What is your superpower?** Multitasking **When you were (say 12-15 years old), what did you dream of becoming?** The next Erin Andrews! Even into college I dreamed of being on a sports broadcast!



BRYAN FISH

Company Name/Team Name:

The Andy Blake Group - Real Broker

What is a risk you have taken in your life?

Getting my real estate license. I was a general manager with Marriott for 12 years and then made the jump to real estate. I did not have enough cash saved up at the time I maxed out every credit card and drove Uber to help pay the bills and practice my scripts on people who were stuck in the car with me. I got through it built a business and paid off all my credit card debt.

What are you proud of in your career?

I am very happy that I have been able to provide my clients with the same level of service that I learned in hotels and have created a referral business. I'm also proud that the fire to keep learning and growing is still alive and burning.

What is something you're excited about for 2024? I got Married in April, bought a new home in January, flipped my first home and got my first rental. All of my 2024 excitement has already happened.

What is important to you right now?

As a newlywed, I try to focus on a work life balance and not letting my business consume my personal life. I have been fortunate so far to have a wife that is understanding and flexible but also blocking out time for her has been great.

What is your favorite Kansas City restaurant? Chef J BBQ

What is one thing on your vision board or bucket list? I try to take at least one trip out of the country per year and see different cultures. I really want to go to Greece but have not been able to yet.

What are you most thankful for? I am grateful to be part of the Andy Blake Group. In my first full year with the team, I have not only learned a lot about business but also received coaching and help in my business to help me grow. As well as selfless guidance in both personal and professional matters.

What is a challenge you have overcome, personal or professional? While I have already experienced many difficult transactions and clients that have been beyond a challenge the challenge that I am most proud of is how I have handled this year as a whole. While planning a wedding and buying a home I helped replumb our rental home and get that ready to rent, buy and moved into the new home, tackled projects that have come up here, managed my business to sell 17 homes YTD and navigate through the changing market that has been this year. It has been a lot but have taken each day in stride and have gotten through it all with a level head.... for the most part.

What is your theme song for your life?

All of Me - John Legend

What is your superpower? The ability to bring a bad dad joke to all situations and uplift the mood with humor.

When you were (say 12-15 years old), what did you dream of becoming? I always wanted to open a sports themed hotel. I even made drawing and a 3D model of how it would look.

DAVID SANDVIG III



Company Name/Team Name: Keller Williams - KC Metro

What is a risk you have taken in your life?

I left working for a friend's dad to go work for a developer to then join a team and then left the team to go out on my own. Each move made my stomach turn but ultimately was the best decisions for me because it forced me to grow into a better professional.

What are you proud of in your career?

I am proud of myself for staying the

course with real estate and not giving in to "shiny object syndrome" and jumping ship for other "opportunities".

What is something you're excited about for 2024? I am so excited about the friendships I've made in 2024 in and out of the real estate business.

What is important to you right now?

The single most important thing in my business right now is being the most trusted and reliable resource to my past, current, and future clients.

What is your favorite Kansas City restaurant?

Charlie Hoopers

What is one thing on your vision board or bucket list?

I want to have the most anticipated charity golf tournament in Kansas City.

What are you most thankful for? I am most thankful for my parents who have raised me with a sense of pride, morals, and worth ethic. Life is about

working hard, doing what is right, and standing up for the people who cannot defend themselves. Treat people right.

What is a challenge you have overcome, personal or professional?

Being a babyface 19-year-old real estate agent when I got my license. Still have the babyface. LOL

What is your theme song for your life?

Amarillo by Morning - George Strait

What is one thing you can't live without?

My putter

Who do you admire and why?

I admire the person who made their breakthrough by never giving in to the challenges life throws their way. They get up time and time again despite having zero success, but they know that eventually it is going to work out.

What is your superpower? Empathy

When you were (say 12-15 years old), what did you dream of becoming? Pro Golfer

KIM FLANNER

Company Name/Team Name:

Atlas Home Group - ReeceNichols

What is a risk you have taken in your life?

I've purchased 21 properties in 3.5 years. Pretty risky, yet quite rewarding too.

What are you proud of in your career?

Growing my team to a \$40,000,000 per year producing team.

What is something you're excited about for 2024? Watching Atlas Home Group continue to grow, and we are looking into building a commercial building this year.

What is important to you right now? My family is number one. My WHY is whatever I can do to make our twin boys happy, healthy and create generational wealth for them for when they grow up.

What is your favorite Kansas City restaurant?

801 Chophouse

What is one thing on your vision board or bucket list?

Building a commercial building in the near future.

What are you most thankful for?

My family, health and ambition

What is a challenge you have overcome, personal or professional? I broke my neck, skull, punctured my right lung, tore my rotator cuff and bicep tendon and had staples and stitches all throughout my scalp 4.5 years ago... almost died in a very serious accident and rolled three times. I survived, and every single day



is truly a blessing. I make sure I make every single day count.

What is one thing you can't live without? Our 3 dogs

Who do you admire

and why? My husband.

He grew up very poor (without city water even) and his ambition and drive motivate me daily.

What is your superpower? Self-discipline

When you were (say 12-15 years old), what did you dream of becoming? Attorney

PAUL MICHAEL GALBRECHT

Company Name/Team Name:

Paul Michael Homes

What is a risk you have taken in your life?

One of the most significant risks I've taken was transitioning into real estate. Coming from a background in healthcare with no prior sales experience, I decided to obtain my real estate license, leave my job, and dive head-first into a completely new field. The first year was particularly challenging, and there were moments when I nearly lost my home and seriously doubted whether I would succeed in this industry. However, this experience taught me resilience and adaptability, and it ultimately shaped my approach to overcoming obstacles.

What are you proud of in your career? I'm particularly proud of how I've built my career from the ground up. The journey has required me to adapt and overcome numerous challenges, which has profoundly shaped who I am today. The personal growth I've experienced through these challenges is something that few other life experiences could have offered, especially at my age.

What is something you're excited about for 2024?

What excites me most about 2024 is the opportunity to leverage the strong foundation I've built to navigate and thrive amid the upcoming industry changes. I'm confident that this adaptability will position me to effectively capitalize on emerging opportunities and expand my market share.

What is important to you right now?

Currently, the most important priority for me is achieving a balance between my personal and professional life. Over the past year, I've been on a journey to better understand my true desires and goals. It's crucial for me to continue this self-discovery process, focusing on how I operate and gaining deeper insights into my own needs and aspirations.

What is your favorite Kansas City restaurant?

Tailleur

What is one thing on your vision board or bucket list?

One of my key goals on my vision board is to purchase a home near the Plaza. I've been actively searching for a Tudor-style property that aligns with my budget and aspirations for quite some time.

What are you most thankful for?

It's difficult to pinpoint just one thing I'm most thankful for, but I can say that I deeply appreciate the family and friends in my life. Their support and presence are incredibly meaningful to me.

What is a challenge you have overcome, personal or professional?

One of the biggest challenges I've faced in my life has been embracing my true self. Accepting my identity took time and effort, as I had to move past others' opinions and focus on what genuinely makes me happy.

What is one thing you can't live without?

my dog and bubbles

What is your superpower?

Knowing when to pause and listen

When you were (say 12-15 years old), what did you dream of becoming?

House Flipper



CAITLIN FLYNN

Company Name/Team Name:

Compass Realty Group - GRID

What is a risk you have taken in your life?

I moved to Chicago for 5 years after graduating college and started my real estate career there. It was fun and exciting time where I learned so much.

What are you proud of in your career?

I am incredibly proud of the diverse range of clients I've had the privilege to assist in achieving their real estate goals. Whether it's helping someone buy their first home, guiding a family through the purchase of their second or third property, or advising investors, I find immense satisfaction in being a trusted partner in these significant life decisions. Seeing their success and knowing I've played a role in it is what makes my job truly rewarding.

What is something you're excited about for 2024?

I'm thrilled to see the growth of Kansas City and the exciting

opportunities it brings

to the real estate market. Being part of this vibrant community as it evolves is incredibly motivating.

I'm eager to explore different strategies that will allow me to help even more people achieve their real estate goals.

What is important to you right now?

Family, friends and continuing to grow both personally and professionally.

What is your favorite Kansas City restaurant?

Earl's Premier

What is one thing on your vision board or bucket list?

Traveling abroad

What are you most thankful for?

I am most thankful for my two boys, James and Connor. They remind me every day of what truly matters, and they push me to work hard and set an example for them.



What is a challenge you have overcome, personal or professional?

One significant challenge I've overcome in my career was navigating the uncertainty and rapid changes in the real estate market during the pandemic.

Like many in the industry, I faced the challenge of quickly adapting to new ways of doing business, including virtual showings, remote closings, and shifting client needs.

What is one thing you can't live without?

My dog, Benny

What is your superpower?

My ability to deeply connect with clients and understand their unique needs and dreams.

When you were (say 12-15 years old), what did you dream of becoming?

Nurse

LAUREN PIERCE



Company Name/Team Name:

Keller Williams - KC Metro

What is a risk you have taken in your life?

I left the corporate world and dove headfirst into real estate full-time with no experience.

What are you proud of in your career?

I'm proud to help first-time homebuyers reach the goal of homeownership.

There's nothing like the excitement of seeing someone accomplish something they thought was impossible.

What is something you're excited about for 2024?

I'm most excited to watch my children continue to grow up and to spend our first holidays in our new home.

What is important to you right now?

My family is the most important thing to me at all times. Right now, it's important for me to be a role model to my two young daughters and to build a foundation for them to follow their dreams. Through myself they will see that women can do anything.

What is your favorite Kansas City restaurant?

Tiki Taco

What is one thing on your vision board or bucket list?

Bucket list #39474- Go to Ireland for St. Patrick's Day.

What are you most thankful for?

Aside from my children and fiancé, I'm most thankful for my parents. Without their love and support I wouldn't be able to accomplish the things I have accomplished. They are my #1 Fans.

What is your theme song for your life?

That's What I Love About Sunday - Craig Morgan

What is one thing you can't live without?

Coffee

Who do you admire and why?

I admire my two older sisters. They are fierce, kind and smart.

What is your superpower?

I can make anyone feel comfortable just by talking to them.

When you were (say 12-15 years old), what did you dream of becoming?

A Realtor!



ASHLEY STAMBAUGH

Company Name/Team Name:

Stambaugh & Associates - Real Broker

What is a risk you have taken in your life?

Becoming a Realtor! I changed careers after earning my master's in public administration and serving as an analyst at the Federal Reserve Bank of Kansas City. My manager reminded me how difficult it was to "make it" in real estate on my way out the door, and I'm proud to have proven to myself and her that I could be successful early in my real estate career.

What are you proud of in your career?

I feel so proud when I feel the small and large impact I've made in my client's

lives. Building relationships for life, seeing my client's move into homes, and watching their families grow is so sweet and has made this a life-changing career for me. I truly love what I do, and I'm grateful to support people as they walk through unique seasons of their lives.

What is something you're excited about for 2024?

With the post-NAR settlement changes in the industry, there is a lot of unrest and anxiety in the real estate industry about our roles going forward. I'm reinvigorated to leverage these changes to become a better Realtor and show my clients the value I bring to their real estate home buying/selling experience. Change can be scary, but I'm ready for it!

What is important to you right now?

Mentoring and coaching is becoming a big piece of my real estate journey, as I feel this is a way I can give back and help others be successful and

support their families. I'm excited to be growing our team of agents, and I'm working on the systems and processes necessary to support a burgeoning real estate business.

What is your favorite Kansas City restaurant?

The Campground

What is one thing on your vision board or bucket list?

I love Europe and haven't been able to go in over 10 years. I'm excited to get back to doing some international travel soon!

What is your theme song for your life?

Brand New - Ben Rector.

What is one thing you can't live without?

Coffee

What is your superpower?

I'm an Enneagram 3, so being competitive and an achiever is my bend. If you want an obsessive agent who cares (too much, ha!), that's me.

When you were (say 12-15 years old), what did you dream of becoming?

The President



BRITTANY KENNEDY

What is something you're excited about for 2024? Continuing to grow our new real estate business and climb to the top.

What is important to you right now? My view of life. Looking at changes as an opportunity vs. a burden has been a powerful shift for my business.

What is your favorite Kansas City restaurant? Kata Nori

What is one thing on your vision board or bucket list? Visit Lebanon/Egypt

What are you most thankful for? I am most thankful to have a spouse who pushes me to be my best and comforts me at my lows. He truly understands me and the field of real estate and that's sometimes hard to find in a partner!

What is a challenge you have overcome, personal or professional? Learning to

control my emotions - both personally and professionally! I grew up in an environment where emotional intelligence was non-existent. Having to un-learn what felt to be normal was extremely hard to conquer and some days are still a battle.

What is your theme song for your life? Who's Afraid of Little Old Me?

What is one thing you can't live without? Dirty Diet Coke from Sonic

Who do you admire and why? Billie Eilish. She's never changed her style to fit in with the crowd. Her music, personality and wardrobe has stayed uniquely hers and I love that!

What is your superpower? Empathy
When you were (say 12-15 years old), what did you dream of becoming? Actress

Company Name/Team Name: KM Real Estate - Keller Williams Realty Partners
What is a risk you have taken in your life?

In September of last year, I left my full-time job at Saint Luke's to pursue real estate full-time. I was hit with 8% interest rates and a national lawsuit but continue to find business despite what the media has to say!

What are you proud of in your career? Sold over \$5,000,000 in my first year as a full-time agent. Formed a team with my husband.

KELSEY BRADLEY

Company Name/Team Name: Haymond Bradley Group - Keller Williams KC Metro

What is a risk you have taken in your life? I followed my high school sweetheart to KU, even though I had sworn I'd never go there or follow a boy. It turned out to be a great decision—12 years of marriage and almost 20 years together!

What are you proud of in your career? I've built my business entirely through referrals, which I believe is a testament to the quality of my work and the integrity I uphold.

What is something you're excited about for 2024? Heading to London to see Taylor Swift with one of my best girlfriends.

What is important to you right now? Being present in all areas of my life and setting boundaries when I'm not achieving that balance.

What is your favorite Kansas City restaurant? Farina

What is one thing on your vision board or bucket list? Travel to Europe with my husband - he's never been.

What are you most thankful for? At the top of the list is my family and the life we've built together.

What is a challenge you have overcome, personal or professional? Leaving full-time teaching while pregnant with my first child to fully commit to real estate came with significant challenges, but building a business from the ground up was worth it.

What is your theme song for your life? Anything by Taylor Swift seems to resonate with my life. Can you tell I'm a Swiftie?!

What is one thing you can't live without? My husband suggested I mention KU football, but it seems we have a difference of opinion on that topic. On a different note, I absolutely need coffee every morning to fully function.



Who do you admire and why? I deeply admire my mom, a fellow agent and mother of four. She

taught me the importance of maintaining balance in life.

What is your superpower? Balancing a successful career as a full-time agent with being a mom of four littles—if that's not a superpower, I don't know what is!

When you were (say 12-15 years old), what did you dream of becoming?

I always aspired to be a special education teacher, a goal I accomplished before transitioning into real estate. I was also honored to be named New Teacher of the Year. The skills I developed in education have proven invaluable in my real estate career.



TARNU MULBAH

Company Name/Team Name: Malfer & Associates

What is a risk you have taken in your life? There have been a few risks I have taken in my life, such as dropping out of school to pursue pro athletics, launching business etc. Most recently, I exited my executive job at an up-and-coming start up to pursue real estate.

What are you proud of in your career? There's a lot I could say that I'm proud of. From helping with the launch of Compass Realty group and leading growth to watching other businesses. But what I'm most proud of is a fact that I haven't wavered to my commitment of having integrity, even if that means not doing the popular thing.

What is something you're excited about for 2024? I'm excited for everything God has in store for me. Made some significant adjustments and pivots, that I feel were God inspired. Excited to see the outcome.

What is important to you right now? Legacy. To me legacy is not "making a name for yourself". It's property spiritually, relationally and financially. I'm locked into those 3 things right now and doing it with excellence.

What is your favorite Kansas City restaurant? 801 Chophouse

What is one thing on your vision board or bucket list? It's hard to choose!! Family compound. My siblings and I wrote in our dream books years ago that we will have a compound for the fam. The dream is still alive!

What are you most thankful for? My relationship with Jesus! He's the foundation for everything for me.
What is a challenge you have overcome, personal or professional? My father passed away when I was 6. Growing up without him there was hard. Honestly it created a lot of doubt in who I was and made me incredibly nervous to be a father. It also made me question myself constantly causing me to seek attention

and affirmation in others. Through it all we made it through. By the grace of God this fatherless father is fathering! My confidence in who I am and what I can become has been secured! I have no doubt in who I am and "who's" I am!

What is your theme song for your life? Hakuna Matata

What is one thing you can't live without? Purpose

Who do you admire and why? My Mom! Came to this amazing country with a dollar and a dream. Raise 5 knuckle-headed, big dream having, competitive kids while pursuing her dream as an entrepreneur is nothing short of a miracle. All of her kids are pursuing purpose in big ways! Hard to top that.
What is your superpower? Optimism
When you were (say 12-15 years old), what did you dream of becoming? Pro Soccer Player



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