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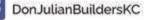
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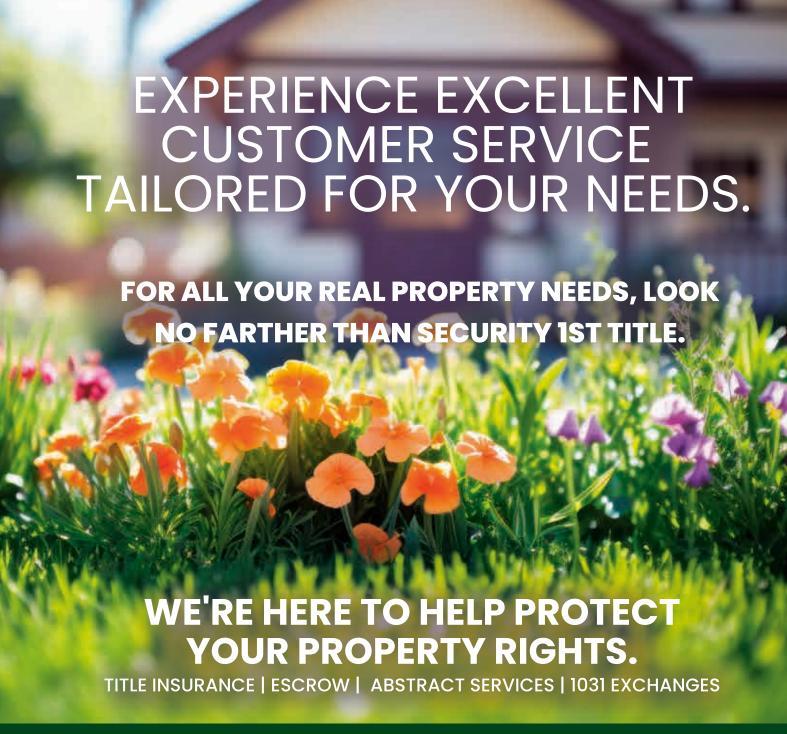
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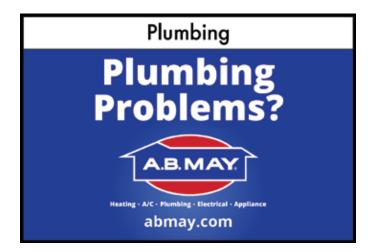




















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Chad & Leah TAYLOR

How this **power couple** refused to quit & became a standout real estate team

BY JOSEPH COTTLE PHOTOS BY TIFFANY MATSON

he term "Rock Star" gets thrown around a lot in this business, but Chad Taylor was actually in a rock band once upon a time. It was a dream and a grind, trying to get traction as a band but also working in food service to make ends meet. "Our schedules were opposite," says Leah, Chad's wife and business partner. "He would work almost all weekend, every evening, and holidays. We had just bought our first house together and we realized he needed a new career besides gigging and restaurant work."

Chad enjoyed the home-buying process, and he thought that real estate looked like an interesting career. With Leah's encouragement, he jumped into the industry in 2004. He found quick success, and Leah got her license soon after.

But of course, in 2008 the housing bubble popped, "And we knew right then that we needed to get good at what we were doing or get out and find a new business," Chad remembers. The couple leaned into their work ethic, refusing to quit. "We built our business every year during the recession," Chad says. "It grew through referrals and recommendations. We cared about our people, and we saw what they were going through. The recession made us good—I totally credit that to us learning how to get good at our trade."

The pressure of the great recession formed the diamond that is Chad and Leah, now called The Taylor-Made Team, one of the premier real estate teams in greater Kansas City. "We're not afraid to work hard," Leah says, "and we're not afraid to do stuff that maybe some other people wouldn't necessarily want to do—we've done everything from clean listings to blanket neighborhoods with hundreds of door hangers."

But the biggest game changer was taking care of people— "We tried to get out of what we call a 'commission-hungry agent mentality' as soon as possible," Chad says. "Obviously, you have to pay your bills, and you have kids to provide for, but as soon as you have reserves in the bank, it's







a much more pleasant experience both for you and the clients. At that point, whether the client closes in a month, or a year does not matter because you're going to sell houses in between. What we want is a client who loves their home and had a great experience." Despite their drive and stickto-it-ness, the couple strikes a remarkable balance between their strong work ethic and the ability to relax.

The Taylors are the parents of two teenage boys, and as much as the couple loves their work and their clients, the boys are the thing for them alongside traveling together, whether here in the States or abroad. The family bought a lake house at Table Rock, "And this will be our eighth summer there," Chad says. "I think it's the best decision we've ever made. That's often our escape—to get out of town, unplug, get the boys off devices, and float in the lake for a while. Table Rock is a little bit more remote, a little bit quieter."

Leah explains, "We like to get a little bit more off the beaten path during our downtime, with us being around people all of our work lives."

The Taylors are industry veterans, but Kansas City has yet to see everything this power couple has to offer. "It's been an adventure of figuring out what we do and don't want for our business even though the market has changed so many times. As Leah often says, and that hasn't changed over the years—we're a small but mighty team of highly motivated agents committed to delivering outstanding service," Chad says.



We like to get a little bit more off the beaten path during our downtime, with us being around people all of our work lives.



PARTNER SPOTLIGHT

Leann Dornes with Continental Title

The HR Pro Turned Title Industry Powerhouse

PHOTOS BY CHRISTINE CASO WITH CC PHOTOGRAPHY

By all accounts, Leah Dornes has never been one to sit still. From waiting tables in college to leading HR initiatives for a major law firm, she has embraced every opportunity with an open mind and an unstoppable work ethic. Now, as a key player at Continental Title Company (CTC), Dornes is all about growth—both personally and professionally.

"I knew I wanted a job with a lot of variety and people interactions," Dornes said. "I definitely got both."

From Small-Town Kansas to Big-City Success

Born in Eldorado, Kansas, and raised in Douglass, Dornes didn't waste any time carving out her own path. After graduating from Kansas State University in 2004 with a degree in Business Administration, she quickly learned that breaking into Human Resources was easier said than done.

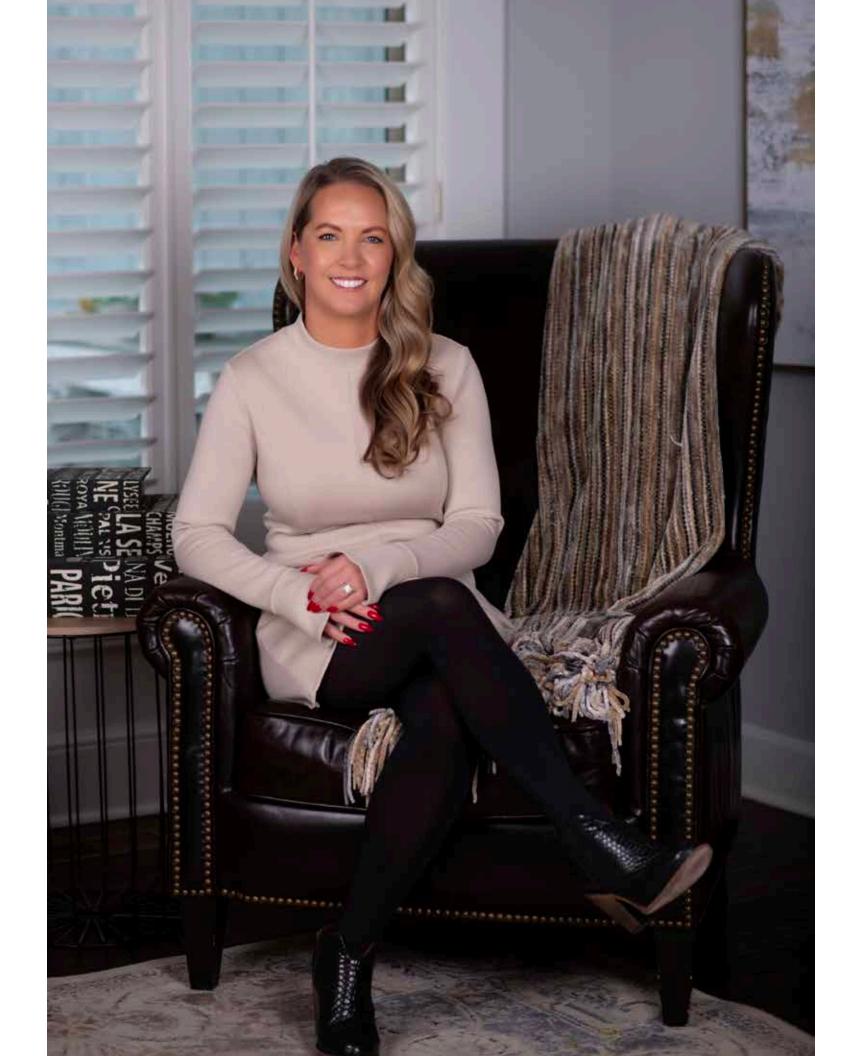
"Every HR job required experience," she recalled. "By some fate, I submitted my resume to SouthLaw and landed the job."

Her work ethic and ability to juggle responsibilities soon led her to a seat at the shareholder's table, where she navigated the challenge of working with eight attorneys—all with different opinions and personalities.

"Finding common ground between them took immense creativity and patience," she said.







A Natural Leader in the Title Industry

Dornes spent a decade at SouthLaw before making the move to CTC in 2016, a transition that felt like the right next step.

"I felt as though I had done all I could to make SouthLaw better, and it was time to move on," she explained. "I had heard great things about CTC's leadership and the way the business was operated."

Now, she's been with the company for over eight years, working alongside a dynamic team that includes Sarah Perry, Kayla Harrelson, and Laura McBride.

"We make a great team," she said.
"We're always bouncing ideas off each other and motivating one another."

The Passion Behind the Work

Dornes doesn't take her work for granted. She finds immense satisfaction in the relationships she builds and the impact she has.

"Selling CTC and growing the business is what excites me right now," she said. "We have an amazing team with some incredible tools for secure and efficient real estate closing. We just need one contract or refinance file to prove it."

But her motivation extends beyond business goals.

"It's a privilege to work with anyone who is building their own business or book of clients in real estate," she said.
"It's very respectable, and we want to do all we can to be a great partner to these professionals."

Influences and Inspirations

Dornes credits much of her leadership philosophy to key mentors in her life, including her grandfather, Keith Lonberger.

"He was the hardest-working, self-made man I know," she said. "Getting to work with him and seeing how he treated employees was an incredible experience that taught me how I wanted to be as a leader."

She also looks up to Elizabeth Daniel, the President of CTC, whose steady demeanor and commitment to employees have left a lasting impression.

"She's a firm believer in treating employees how you want to be treated and leads by setting the example," Dornes said.

Life Beyond the Office

When she's not working, Dornes and her husband, Kevin—a police sergeant for the City of Olathe—spend as much time outdoors as possible.

"We love to go to the beach, hang out at the lake, or our favorite—floating down the river," she said.

At home, she finds relaxation in making things look nice, whether it's through yard work, cleaning her truck, or painting. She also has a passion for fitness and natural health.

"I wouldn't say that I love to work out, but I love the benefits of it," she said. "Most recently, I've started learning about what's in the food we consume and the products we put on our skin. It's shocking to discover how small choices can make a huge difference."

Defining Success

For Dornes, success is simple: "Being happy is success to me," she said. "As long as you are happy with your home life and happy with your work, you're doing something right."





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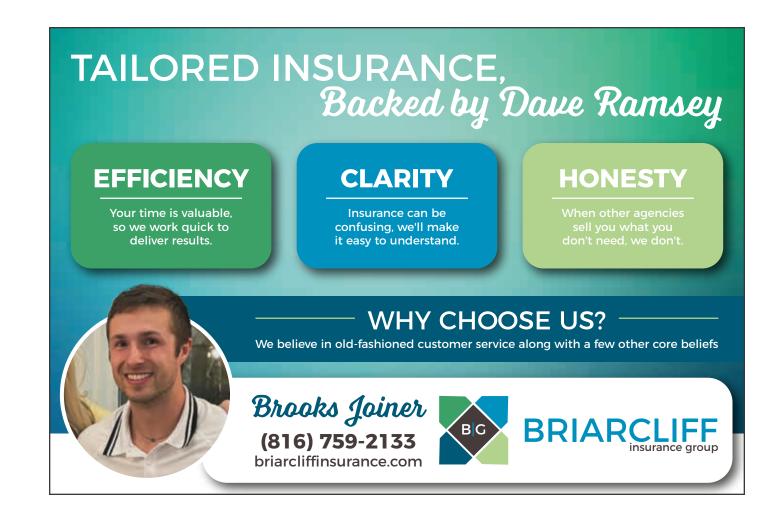
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SUBMITTED BY CHRISTY BELT GROSSMAN, CEO AND OWNER OF OPS BOSS COACHING™

Let's talk team meetings. You know the drill. You book a speaker, your team gets inspired, and you add value like the rockstar you are. But after a while, the well of ideas runs dry, and you find yourself scraping the bottom of the speaker barrel. Sound familiar? We've got you covered with 40 fresh ideas to shake things up.

But First, WHY?

Before we dive in, let's get crystal clear on why you should bring in guest speakers. Here are just a few reasons: Educate and uplevel your team

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- 8. Yoga Teacher or Meditation Guru Stress less, close more.
- 9. Financial Planner Smart money, smart moves.
- 10. Meal Planner Because "What's for dinner?" is a daily struggle.
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- A Down Syndrome advocate
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- A RAMMY Award-winning restaurateur
- A 10-year-old TEDx speaker who created his own nonprofit

The takeaway? Business, leadership, and success principles are universal. Learning from different industries brings fresh insights that stick.

Where do you find folks like this?

Look through your list of past clients and sphere of influence. Talk to business owners, teachers, neighbors, newscasters and people within your community. My experience with most people has been that they were flattered to be invited.

Pro Tips for Booking Speakers

- Clarify the goal. Are they there to teach, inspire, or reinforce values? Prep them ahead of time about your team's MVVBP so they can align.
- Make it a win-win. What's in it for them?
- Decide on format. Presentation or interview style? Mix it up! (Panels are fun too.
- Get materials ahead of time. No last-minute surprises.
- Leverage your own team. Script-off contests, "Fail Forward Fridays," and objection-handling battles can be gold!



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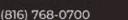
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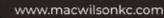


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| 66 | Ashley | Kendrick | Chartwell Realty LLC |
| 67 | Jake | Zillner | Modern Realty Advisors |

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Teams and Individuals Closed from Jan. 1, 2025 - Feb. 28, 2025

| # | FIRST NAME | LAST NAME | OFFICE NAME | _ |
|-----|----------------------|-------------------|-------------------------------------|---|
| 68 | Jayne | Fincher | Reecenichols - Leawood | |
| 69 | Concierge Real Estat | Group | Worth Clark Realty | |
| 70 | Greg | Bemboom | Sage Sotheby's International Realty | |
| 71 | Drew | Yarkosky | Midwest Land Group | |
| 72 | Dan | Quinn | Quinn Real Estate Co | |
| 73 | Christine | Dunn | Keller Williams Realty Partner | |
| 74 | Conrad | Mays | RE/MAX Advantage | |
| 75 | Lauren | Anderson | Reecenichols -The Village | |
| 76 | Ken Hoover | Group | Keller Williams Kc North | |
| 77 | Danna | Brown | Realty Executives | |
| 78 | Simmonssales | Team | RE/MAX Area Real Estate | |
| 79 | Derek | Payne | Midwest Land Group | |
| 80 | Darren | Merlin | Reecenichols - Lees Summit | |
| 81 | Stacy | Curtis | Compass Realty Group | |
| 82 | Amanda | Moses | Platinum Realty LLC | |
| 83 | Linda | Clemons | RE/MAX Innovations | |
| 84 | Patrick | Pearce | Compass Realty Group | |
| 85 | Wade | Fitzmaurice | Fitz Osborn Real Estate LLC | |
| 86 | Leann | Hiatt | Huck Homes | |
| 87 | Brian | Freeman | Homesmart Legacy | |
| 88 | Jackie | Perez | Inspired Realty Of Kc, LLC | |
| 89 | Debbie | Coe | Compass Realty Group | |
| 90 | Alex | Olson | Legendary Apartment Brokers | |
| 91 | Christina | Auch | Chartwell Realty LLC | |
| 92 | David | Slawson | Reecenichols - Country Club Plaza | |
| 93 | Renee | Priemer | RE/MAX Heritage | |
| 94 | Kathleen | Bishop | Reecenichols - Lees Summit | |
| 95 | Brett | Budke | Reecenichols -Johnson County West | |
| 96 | Maribeth | Samenus | Platinum Realty LLC | |
| 97 | Dennis | Prussman | Real Broker, LLC-Mo | |
| 98 | Brad | Korn | Jason Mitchell Real Estate Mis | |
| 99 | Carla | Jones Le La Cheur | American Homes Realty | |
| 100 | Barnett Sells Homes | Team | Chartwell Realty LLC | |





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Teams and Individuals Closed from Jan. 1, 2025 - Feb. 28, 2025

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| # | FIRST NAME | LAST NAME | OFFICE NAME |
|-----|------------|-----------|-----------------------------------|
| 101 | Teresa | Brenner | John Moffitt & Associates |
| 102 | Paige | Jenson | KW Kansas City Metro |
| 103 | Kim | Taylor | RE/MAX Innovations |
| 104 | Chuck | Davis | RE/MAX Professionals |
| 105 | Locate | Team | Compass Realty Group |
| 106 | George | Medina | Reecenichols - Country Club Plaza |
| 107 | Charles | Moretina | Bhg Kansas City Homes |
| 108 | Kim | Brown | Lynch Real Estate |
| 109 | Nancy | Ward | Compass Realty Group |
| 110 | Lonnie | Branson | Keller Williams Southland |
| 111 | John | Ward | Compass Realty Group |
| 112 | Katherine | Gregg | Compass Realty Group |
| 113 | Sbd | Team | Sbd Housing Solutions LLC |
| 114 | David | Barraza | Real Broker, LLC |
| 115 | Jeff | Manning | Reecenichols - Country Club Plaza |
| 116 | Dawn | Riggins | Offerpad Brokerage LLC |
| 117 | Melissa | Irish | Reecenichols -Johnson County West |

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Teams and Individuals Closed from Jan. 1, 2025 - Feb. 28, 2025

| # | FIRST NAME | LAST NAME | OFFICE NAME |
|-----|-------------|-----------------|-------------------------------------|
| 118 | Sheri | Long | Keller Williams Realty Partner |
| 119 | Nadia | Fray | RE/MAX Central |
| 120 | Travis | Heman | Whitetail Properties Real Esta |
| 121 | Kathryn | Thomas | Reecenichols - Leawood |
| 122 | Sanctuary | Team | Bhg Kansas City Homes |
| 123 | Alan | Williams | Bhg Kansas City Homes |
| 124 | James | Mclay | Keller Williams Southland |
| 125 | Johnny | Youssef | Platinum Realty LLC |
| 126 | Bill | Gerue | Weichert, Realtors Welch & Com |
| 127 | J.J. | Curtis | Curtis & Sons Realty |
| 128 | Shane | Tyler | Kc Local Homes |
| 129 | Sharp Homes | Team | Epique Realty |
| 130 | Nick | Gadwood | Nexthome Gadwood Group |
| 131 | Hilary | Baldwin | Platinum Realty LLC |
| 132 | Rob | Lacy | Weichert, Realtors Welch & Com |
| 133 | Ashley | Dwyer | Reecenichols - Lees Summit |
| 134 | Andrea | Sullivan | Rodrock & Associates Realtors |
| 135 | Andrew | Bash | Sage Sotheby's International Realty |
| 136 | Dana | Allen | Reecenichols- Leawood Town Center |
| 137 | Laura | Miller | Reecenichols - Leawood |
| 138 | Amanda | Crossley | Sage Sotheby's International Realty |
| 139 | Lisa | Nelson | Reecenichols - Leawood |
| 140 | Lora | Anstine | Anstine Realty |
| 141 | Chris | Rowe | Cedar Creek Realty LLC |
| 142 | Lindsay | Sierens Schulze | Reecenichols - Leawood |
| 143 | Eddie | Davis | Orenda Real Estate Services |
| 144 | Jeannine | Webb | Platinum Realty LLC |
| 145 | Susan | Palmer | Reecenichols - Country Club Plaza |
| 146 | Curtis | Schultz | Chartwell Realty LLC |
| 147 | Steve | Larue | Mcgrew Real Estate Inc |
| 148 | Stacey | Saladin | Keller Williams Realty Partner |
| 149 | The Clark | Team | KW Kansas City Metro |
| 150 | Amy | Schuler | Keller Williams Realty Partner |
| | | | |

| # | FIRST NAME | LAST NAME | OFFICE NAME |
|-----|-------------|-----------------|-----------------------------------|
| 151 | Tracy | Jackson | Reecenichols - Country Club Plaza |
| 152 | Suzanne | Wessel | KW Kansas City Metro |
| 153 | Rodney | Boxley | Platinum Realty LLC |
| 154 | The Rucker | Group | RE/MAX Revolution |
| 155 | Ramseier | Group | Keller Williams Kc North |
| 156 | Brandon | Gregersen | Chartwell Realty LLC |
| 157 | Sirenna | Beyer | Reecenichols - Country Club Plaza |
| 158 | Telina | Shepperd | Reecenichols - Lees Summit |
| 159 | Sarah | Boston | Boss Realty |
| 160 | Kristi | Soligo Fleshman | RE/MAX Revolution Liberty |
| 161 | Austin Home | Team | KW Kansas City Metro |
| 162 | Randi | Platko | Prime Development Land Co LLC |
| 163 | Matt | Rumans | Reecenichols-Kcn |
| 164 | Therese | Hinds | Reecenichols- Leawood Town Center |
| 165 | Cassidy | Wheeler | Reecenichols - Leawood |
| 166 | Cheryl | Minor | Platinum Realty LLC |
| 167 | Suzy | Goldstein | Bhg Kansas City Homes |
| | | | |

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Teams and Individuals Closed from Jan. 1, 2025 - Feb. 28, 2025

| # | FIRST NAME | LAST NAME | OFFICE NAME |
|-----|----------------------|--------------------|---|
| 168 | Holly | Bond | Keller Williams Realty Partner |
| 169 | Clare | Bowen | Rival Real Estate |
| 170 | Mike | O Dell | Real Broker, LLC |
| 171 | Sanctuary Real Estat | Team | KW Kansas City Metro |
| 172 | Lauren | Roush | Reecenichols - Lees Summit |
| 173 | Scott | Cox | Berkshire Hathaway Homeservices All-Pro |
| 174 | Sherry | Fuller | Weichert, Realtors Welch & Com |
| 175 | Jonell | Cvetkovic | Rodrock & Associates Realtors |
| 176 | The Fisher Hiles | Team | Reecenichols - Country Club Plaza |
| 177 | Sandy | Mccray | Reecenichols - Leawood |
| 178 | Ginger | Doerflinger | Reecenicholswarrensbrgwhiteman |
| 179 | Holly | Renfro | Platinum Realty LLC |
| 180 | Shannon | Rixson | Sage Sotheby's International Realty |
| 181 | Ashlee | Whittington-Duncan | Curtis & Sons Realty |
| 182 | lvy | Home | KW Kansas City Metro |
| 183 | John | Barth | RE/MAX Innovations |
| 184 | Travis | Sitzman | KW Kansas City Metro |
| 185 | Dan Long | Real Estate Team | Keller Williams Platinum Prtnr |
| 186 | Mendy | Jarman | Keller Williams Realty Partner |
| 187 | Veronica | Morris | Keller Williams Realty Partner |
| 188 | Debi | Weaver | Reecenichols - Overland Park |
| 189 | Murray | Davis | Bhg Kansas City Homes |
| 190 | Chris | Matthews | Reecenichols - Leawood |
| 191 | Alison | Zimmerlin | Reecenichols - Leawood |
| 192 | Cambridge | Cates | Cates Auction & Realty Co Inc |
| 193 | Rothermel | Group | Keller Williams Kc North |
| 194 | Moving | То КС | KW Kansas City Metro |
| 195 | Kathy | Stevens | RE/MAX State Line |
| 196 | Brenda | Youness | Weichert, Realtors Welch & Com |
| 197 | Dave | Campbell | Keller Williams Kc North |
| 198 | Bryan | Parrish | Keller Williams Realty Partner |
| 199 | Bob | Winney | Keller Williams Realty Partner |
| 200 | Benjamin | Carter | Keller Williams Kc North |

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FAQ about Kansas City Real Producers

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

Q: Who receives this magazine?

A: The top 500 agents of Kansas City. We pulled MLS numbers (by closed volume) in the Kansas City market. We cut off the list at number 500. The list will reset in early 2025 based on 2024 totals and continues to update annually.

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

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

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

A: It's really simple — one

or multiple peers have first

nominated every featured

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

Q: What does it cost to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away!



This is NOT a pay-to-play model whatsoever.

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

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

Q: Who are the Preferred Partners?

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

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

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

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

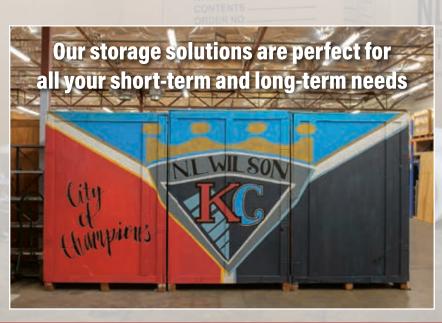
A: Two primary ways: First of all, if you have not already, be sure to join our private Facebook group specifically for the top 500 real estate agents and our preferred partners. To request to join, simply search on Facebook the keywords "Kansas City's Top 500 Real Producers Community," and it will pop right up. Request to join, and we will promptly accept you into the group. This online community is a space for further connection, contribution, and curiosity to be shared among our members. Secondly, be sure to attend our events. We currently plan to host events throughout the year, a couple of golf outings, and some VIP social events throughout 2025. We promote these events via email and Facebook, so if you haven't been receiving invites, please email me immediately at reece.hale@ realproducersmag.com.



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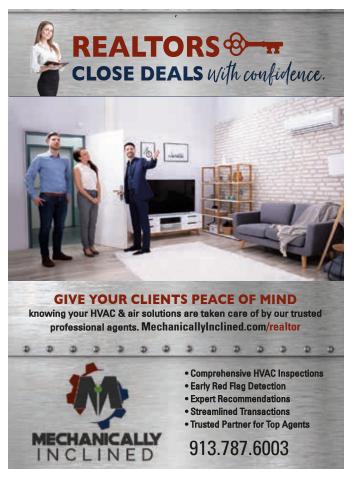




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