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FEBRUARY 2025

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Lisa  
Moore



**Partner Spotlight:**  
Cassini Inspections

**Coaching Corner**

**Top 200  
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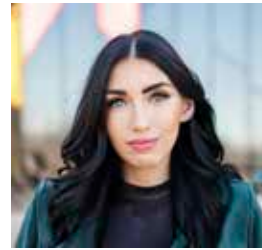
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# Lisa MOORE

## A STRONG WORK ETHIC & OUTRAGEOUS CUSTOMER SERVICE ARE HER KEYS TO SUCCESS

BY JOSEPH COTTLE  
PHOTOS BY TIFFANY MATSON



Having come from a customer service-oriented business before real estate, Lisa Moore was set up to understand what she believes is the fundamental law of real estate—"I knew that if I took care of my clients, they would take care of me," she explains. This guiding principle is anchored to her strong Christian faith and the words of Jesus who coined The Golden Rule, that we should treat others the way we would want to be treated.

"Do what you say you will do," Lisa prescribes. "If you say you'll call, call. If you say you'll be there, be there. Be a person of integrity."

That fundamental law guided her from the first days of a more than 25-year career. When she started, she did not wait for clients to come to her or for her broker to hold her hand; Lisa hit the ground and started finding clients. When she found them, she took care of them, and in turn, they took care of her.

"If you say you'll call, call. If you say you'll be there, be there.

**BE A PERSON OF INTEGRITY."**





“My team and I have created a business based solely on repeat clients and referrals. We don’t ‘buy’ leads; we earn them, and we strive to make all of our clients our raving fans,” she says.

This philosophy especially paid off when everything came to a grinding halt in 2008. Even though more than half of the Realtors® in the Kansas City market got out of the business for good, Lisa remembers, “My business actually grew. Although it was challenging, it forced us to get back to the basics.”

All of this means that her relationship with clients doesn’t end after closing. Lisa is proud of the relationships she and her team have formed with clients over the years. “We enjoy our jobs and take pride in guiding our clients through all of the complexities of buying or selling a home,” Lisa says. “Our goal is to make every transaction as smooth as possible. We are problem solvers and have a multitude of resources and connections to assist with the process. We stay in touch with our clients to provide helpful homeowner tips and keep them informed about current market trends that help protect their investments. Our team is diverse, too, offering services to first-time home buyers, empty nesters looking to downsize, or clients who are relocating, and we have three bilingual team members who are fluent in Korean and Spanish.”

“Although we are proud of our accomplishments, we are most proud of the clients who keep coming back to us for their real estate needs. It’s not about us; it’s about the client,” she says. “You are a client once, but a friend for life.”

If you meet Lisa, you will undoubtedly meet Tim, her husband. Beyond being her faithful life partner, Tim is her go-to for home repairs and other client needs after a sale. He shows up with a smile and the quiet confidence homeowners in need love to see.



“Traveling with Tim brings me so much joy. It’s one of my favorite things to do,” Lisa says. But the pair especially loves staying local to KC and doting on their grandchildren, three-year-old Callahan and two-year-old Camden. “I love holding the title of Glammy,” she laughs.

In the post-inflation market, “Other agents are leaving the business,” Lisa says, “But my team and I are gearing up for another successful year by implementing our tried-and-true way of doing business. Some people might be slowing down, but we’re gearing up for another busy real estate season.”

“We are problem solvers and have a **MULTITUDE OF RESOURCES & CONNECTIONS** to assist with the process.”







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# CASSINI INSPECTIONS

## ELEVATING EXPERIENCES TOGETHER

PHOTOS BY TIFFANY MATSON



**M**att Bergman didn't just stumble into the world of home inspections—he rode into it on two wheels, fueled by grit, determination, and a love for helping others.

Born and raised in Paola, Kansas, a cozy town about an hour south of Kansas City, Bergman embodies the spirit of small-town hustle. "I knew two things: I wanted to help people and avoid the

constraints of an office job," Bergman said, reflecting on his career path. In 2018, he packed his bags for Colorado, unsure of what lay ahead but driven by a desire to carve out a meaningful career.

It was there that fate intervened. Bergman crossed paths with the owner of a home inspection company who took him under his wing. "He truly took me under his wing, guiding me

not only in the technical aspects of home inspections but also in understanding the importance of running a client-focused business," Bergman shared. By the time he left Colorado, he was the number two at the company, helping drive revenue from \$700,000 to \$2.5 million.

In 2022, Bergman returned to Kansas City, ready to bring his expertise home. "Launching Cassini

Inspections was a dream come true," he said. Cassini, a two-man operation with Bergman and his colleague Jay at the helm, has been in business for just over a year. While awards haven't filled his shelf yet, Bergman's proudest accolades come in the form of referrals and glowing reviews. "The trust and referrals I receive from Realtors® are the recognition I value most," he said. "They motivate



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”

me to continue providing outstanding service.”

Bergman’s journey hasn’t been without its hurdles. The challenges of the COVID-19 pandemic tested his strength. “The impact of COVID-19 affected me significantly,” he admitted. One of those impacts led to lung surgery, a chapter in his life not many know about. “It was a tough time, but it gave me a new appreciation for life, health, and staying active,” Bergman said. “That’s why I’m so passionate about mountain biking and making the most of every day.”

Cassini Inspections isn’t just about checking boxes; it’s about relationships. “Real estate is a relationships business, and I love connecting with agents and their clients,” Bergman said. “These relationships go beyond transactions—they foster trust and mutual growth.” His goal is simple: to be the go-to inspection partner for Realtors®. “I want to make their jobs easier while helping buyers make informed decisions,” he explained.

When Bergman isn’t inspecting homes, he’s likely out on the trails. Mountain biking is more than a hobby; it’s a way to stay grounded. “Staying active and challenging myself physically keeps me balanced and motivated,” he said.

Bergman lives with his girlfriend, Hadis, a data scientist, and their two dogs, Piper and Pongo. “We enjoy an active lifestyle and love spending time outdoors,” he said. Though Cassini Inspections is still young, Bergman has big plans for the future, including supporting local charities. “Supporting a good cause and giving back to

the community is definitely on my radar,” he added.

His advice for others is simple: “Focus on building relationships and adding value. Success is not just about achieving goals—it’s about the positive impact you make along the way.” For Bergman, success is about consistency and genuine connection. “I’d rather be consistently good than occasionally great,” he said with a smile.

At the end of the day, Bergman hopes people see him as someone who is “genuine, trustworthy, and always willing to go the extra mile.” As he puts it, “It’s all

about the relationships. I’m grateful to be a part of the Real Producers vendors and look forward to continuing to be a reliable go-to inspector for Kansas City Realtors®.”

His parting words? “Comparison is the thief of joy. Consistency compounds.” And if his journey is any indication, Bergman’s consistency is already paving the way for long-term success.

For more information, please call (913) 513-0234 or visit the website at: [www.cassiniinspections.com](http://www.cassiniinspections.com)





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# Quirky & Effective “PERSONAL RULES” for Growth

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

**If you’re like me, you’re constantly pushing yourself to grow. At Ops Boss Coaching®, we’re big on building a solid Growth Plan each year (we teach the LEAP Method™), but this time, I wanted to share one of my “quirkier” strategies for keeping growth front and center: setting “personal rules.”**

I’ve found that when I articulate these personal rules for myself, growth gets simpler and faster. It takes the overthinking out of it, turning growth into a habit that integrates seamlessly into my daily life.

If you’re ready to take things to the next level, try creating some personal rules of your own. Here’s a peek at some of mine, plus a few more ideas to get you started!

## A Few of My Personal Rules

1. Take one action step before leaving any class you attend.
2. Do one thing every day that scares you.
3. Say “I love you” to my husband just before closing my eyes each night.
4. When I teach a class, I write down 5 things that worked well BEFORE noting the fail-forwards & learning points.
5. Journal my notes & implement at least one action item after reading a book—and BEFORE starting the next book.
6. If I have a choice between the elevator & stairs, always take the stairs.
7. Every meeting must have a stated purpose.
8. Do what you say you’re going to do.
9. Always ride the carousel, preferably with your tiara on.

10. Be yourself.
11. Choose what is right versus what is easy.
12. Do the hardest thing first each day.
13. Don’t say it to yourself if you wouldn’t say it to your best friend. (Self talk)

## More “Personal Rules” Ideas to Fuel Your Growth

1. **Speak Up Once in Every Meeting**  
Make it a rule to contribute at least one idea, question, or insight in every meeting. This builds confidence, visibility, and shows your leadership potential.
2. **Dedicate 15 Minutes Daily for Reflection or Learning**  
Spend a few minutes each day reflecting on your experiences or reading something that expands your skills or industry knowledge.
3. **Say Yes to a New Opportunity Monthly**  
Stretch your boundaries and build resilience by stepping out of your comfort zone at least once a month.
4. **Share One Resource or Insight with Your Network Weekly**  
Pass on an article, podcast, or book that inspired you. Sharing helps strengthen relationships and reinforces your own learning.
5. **Ask for Constructive Feedback Regularly**  
Seek specific feedback on an area you want to improve. Growth happens faster when you get insights from others.
6. **Plan Tomorrow’s Top 3 Priorities Before Ending Today**  
Set yourself up for success by outlining three action items for the next day. This keeps you organized and laser-focused.
7. **Celebrate a Small Win Every Day**  
Acknowledge one accomplishment or moment of

progress daily. It builds a habit of gratitude and keeps you motivated.

8. **Practice Saying “No” Gracefully Once a Week**  
Protect your time by turning down unnecessary commitments. Your energy is valuable—don’t waste it!
9. **Limit Screen Time 30 Minutes Before Bed**  
Unplug before sleep to clear your mind and recharge.
10. **Keep a “Growth Jar” of Lessons Learned**  
Write down lessons (big or small) and add them to a jar or notebook. Reflecting on these helps track and celebrate your growth journey.

## Additional Bold, Unapologetic Rules for Ops Bosses®

1. **If It Doesn’t Challenge You, It Doesn’t Change You**  
Embrace the hard stuff. Discomfort is a sign you’re on the right track.
2. **No Complaints Without Solutions**  
If you vent, also brainstorm at least one solution. Be a problem-solver, not a complainer.
3. **Keep Your “No” Stronger Than Your “Yes”**  
Say “yes” only to things that matter. If it doesn’t move the needle, let it go.
4. **Don’t Wait for Permission**  
If you have an idea or need to make a change, make it happen. Take the initiative and own your impact.
5. **Make “I’ll Figure It Out” Your Default Response**  
Face uncertainty with confidence. Don’t know the answer? You’ll figure it out.
6. **Speak Your Mind, Even If Your Voice Shakes**  
Your ideas are valuable, so share them even if it feels uncomfortable.

## 7. Set Boundaries Like a Boss

Guard your time and energy. A clear “no” is powerful.

## 8. Embrace the Chaos—It’s Where Magic Happen

Don’t wait for everything to be perfect. Often, growth happens in the mess.

## 9. No More “But I’m Too Busy” Excuse

You make time for what’s important. Clear out the clutter and focus on what matters.

## 10. Take a Risk Every Week

Growth is about stretching yourself. Big or small, do something each week that challenges you

## Final Thoughts

Creating personal rules can turn everyday moments into opportunities for growth, helping you stay on track without overthinking. Give it a try—pick a few rules that resonate, or create your own list. When growth becomes a daily habit, you’ll find yourself achieving more than you thought possible.



Ops Boss® Coaching was founded by Christy Belt Grossman. Christy is the former 23 year COO of one of the nation’s very first teams with \$1 Billion in sales. Ops Boss® Coaching is the premier provider of education, coaching & community ESPECIALLY for real estate operations professionals who we call Ops Bosses®! [www.OpsBossCoaching.com](http://www.OpsBossCoaching.com).

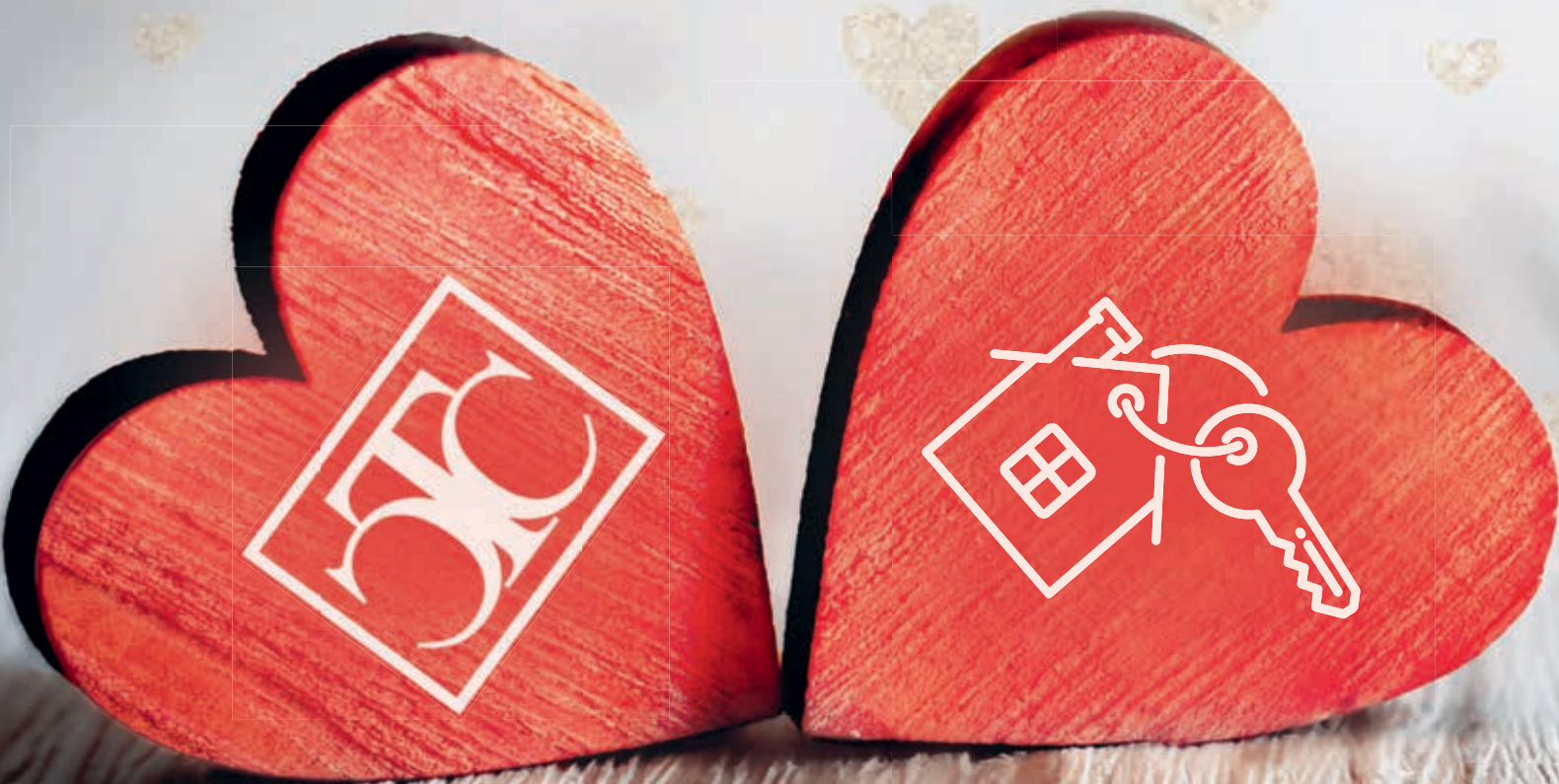




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*My name is Landen Hawk with Element Sotheby's International Realty and I've been working with Luke for about 5 years now. He's an absolute professional with unparalleled knowledge and a knack for finding creative solutions. Luke is also an excellent communicator and has always come through for my clients - and even my own real estate investments. His assistant Katrina is consistently on top of things and a total pleasure to work with as well. I personally and professionally hold Luke in the highest regard and would recommend him to anyone.*



Landen Hawk, Global Real Estate Advisor

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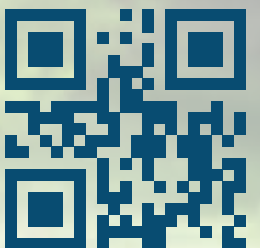
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# TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	Reecenichols - Lees Summit
2	Koehler Bortnick	Team	Reecenichols - Leawood
3	Eric Craig	Team	Keller Williams Kc North
4	Bryan	Huff	Keller Williams Realty Partner
5	Dan	Lynch	Lynch Real Estate
6	Spradling	Group	Exp Realty LLC
7	Thrive Real Estate K	Team	KW Kansas City Metro
8	Kristin	Malfer	Compass Realty Group
9	Dani Beyer	Team	Keller Williams Kc North
10	Ray Homes Kc	Team	Compass Realty Group
11	Brooke	Miller	Reecenichols - Country Club Plaza
12	The Collective	Team	Compass Realty Group
13	Marti	Prieb Lilja	Keller Williams Realty Partner
14	Ask Cathy	Team	Keller Williams Platinum Prtnr
15	Cjco	Team	Reecenichols - Leawood
16	Hern	Group	Keller Williams Platinum Prtnr
17	Blake Nelson	Team	KW Kansas City Metro

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#	FIRST NAME	LAST NAME	OFFICE NAME
18	John	Barth	RE/MAX Innovations
19	Richey Real Estate	Group	Reecenichols - Lees Summit
20	Shannon	Brimacombe	Compass Realty Group
21	Wardell &	Holmes	Wardell & Holmes Real Estate
22	Hannah	Shireman	West Village Realty
23	Tamra	Trickey	Reecenichols - Leawood
24	Andrew	Bash	Element Sotheby,ÃoS International Realty
25	Katherine	Lee	Element Sotheby,ÃoS International Realty
26	Michelle	Lutz	Lutz Sales + Investments
27	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
28	Austin	Home Team	KW Kansas City Metro
29	Dan	O'Dell	Real Broker, LLC
30	Benjamin	Lytle	Opendoor Brokerage LLC
31	The Small	Team	Reecenichols-Kcn
32	Malina	Group	Keller Williams Realty Partner
33	Ken Hoover	Group	Keller Williams Kc North
34	Loughlin & Associate	Team	Keller Williams Kc North
35	Moore Homes	Team	Compass Realty Group
36	Brent	Sledd	Weichert, Realtors Welch & Com
37	LUX	Network	KW Kansas City Metro
38	Lynne	Matile	Reecenichols - Overland Park
39	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
40	Billie	Bauer Network	Keller Williams Realty Partners Inc
41	Jeremy	Applebaum	Real Broker, LLC
42	Brooke	Marsalla	Reecenichols - Lees Summit
43	Hendrix	Group	Real Broker, LLC
44	Reesemontgomery	Team	Aristocrat Realty
45	Locate	Team	Compass Realty Group
46	Taylor Made	Team	KW Kansas City Metro
47	Lindsay	Sierens Schulze	Reecenichols - Leawood
48	Hcr	Team	RE/MAX Heritage
49	Cory	Ward	Compass Realty Group
50	Missy	Barron	Reecenichols - Lees Summit

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Yfa	Team	Your Future Address, LLC
52	Lauren	Anderson	Reecenichols -The Village
53	John	Kroeker	Weichert, Realtors Welch & Com
54	Jonas	Barrish	Compass Realty Group
55	Jenny	Burkhead	Keller Williams Kc North
56	Kim	Brown	Lynch Real Estate
57	Aravind	Pentapati	Platinum Realty LLC
58	Rothermel	Group	Keller Williams Kc North
59	Sharp Homes	Team	Epoque Realty
60	Kaleena	Schumacher	Keller Williams Realty Partner
61	Explore Home	Group	Keller Williams Kc North
62	Andy	Blake	Real Broker, LLC
63	Patty	Simpson	Crown Realty
64	Danny Howell	Team	Exp Realty LLC
65	Rachelle	Moley	Weichert, Realtors Welch & Com
66	Audrah	Team	Real Broker, LLC
67	Spencer	Lindahl	Main Street Renewal, LLC

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#	FIRST NAME	LAST NAME	OFFICE NAME
68	Jeff	Tanner	Platinum Realty LLC
69	George	Medina	Reecenichols - Country Club Plaza
70	Shaun Ashley	Team	RE/MAX Heritage
71	Kristi	Soligo Fleshman	RE/MAX Revolution Liberty
72	Stroud & Associates	Team	Real Broker, LLC
73	Danielle	Sapienza	Reecenichols- Leawood Town Center
74	Stacy	Porto	Reecenichols -The Village
75	Sherry	Westhues	Reecenichols - Eastland
76	Joe	Woods	John Moffitt & Associates
77	Krishna	Chinnam	Keller Williams Realty Partner
78	Steve	Ashner	Reecenichols Wilshire
79	Jeff	Curry	Weichert, Realtors Welch & Com
80	Candi	Sweeney	Reecenichols - Parkville
81	Nelson	Group	Keller Williams Kc North
82	Amy	Arndorfer	Premium Realty Group LLC
83	Miles	Rost	Keller Williams Realty Partner
84	Majid	Ghavami	Reecenichols- Leawood Town Center
85	Aaron	Donner	Keller Williams Realty Partner
86	Vince	Walk	RE/MAX Realty Suburban Inc
87	Lisa	Rater	Weichert, Realtors Welch & Com
88	Lonnie	Branson	Keller Williams Southland
89	Lauren	Engle	Platinum Realty LLC
90	Crossroads Re	Group	KW Diamond Partners
91	Brenda	Youness	Weichert, Realtors Welch & Com
92	Sally	Moore	Keller Williams Platinum Prtnr
93	Alex	Owens	Compass Realty Group
94	Terry Madden	Myers	Reecenichols -The Village
95	Sarah	Page	KW Kansas City Metro
96	Jessica	Smotherman	RE/MAX Elite, Realtors
97	D & M	Team	Weichert, Realtors Welch & Com
98	Bill	Gerue	Weichert, Realtors Welch & Com
99	David	Van Noy Jr.	Van Noy Real Estate
100	Therese	Hinds	Reecenichols- Leawood Town Center

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#	FIRST NAME	LAST NAME	OFFICE NAME
101	Darren	Merlin	Reecenichols - Lees Summit
102	Austin Short	Group	KW Kansas City Metro
103	Ashley	Kendrick	Chartwell Realty LLC
104	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
105	Dan	Quinn	Quinn Real Estate Co
106	Sundance	Team	Rodrock & Associates Realtors
107	Linda L	Martin	Reecenichols - Granada
108	Rebekah	Schaaf	Reecenichols - Overland Park
109	Mikki	Armstrong	Reecenichols - Lees Summit
110	Brenda	Shores	RE/MAX Heritage
111	Lisa Ruben	Team	Reecenichols - Country Club Plaza
112	Suzy	Goldstein	Bhg Kansas City Homes
113	Quinn	Whimley	Reilly Real Estate LLC
114	Molly	Hipfl	Reecenichols - Lees Summit
115	Lindsey	Pryor	Compass Realty Group
116	Mary Beth	Schwartz	KW Kansas City Metro
117	Debbie	Sinclair	Prime Development Land Co LLC

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118	Peter	Colpitts	Reecenichols- Leawood Town Center
119	Jeff	Yacos	Real Broker, LLC
120	Kelli	Becks	Keller Williams Realty Partner
121	Brandon	Mcginnis	Clinch Realty LLC
122	Peggy	Holmes	Reecenichols - Eastland
123	Susan	Fate	Reecenichols -The Village
124	Shelly	Balthazor	Reecenichols- Leawood Town Center
125	Madison	Moss (Harpst)	RE/MAX Innovations
126	Jared	Smith	Inspired Realty Of Kc, LLC
127	Bill	Hightower	Reecenichols Excelsior Spgs
128	Simmonsales	Team	RE/MAX Area Real Estate
129	Just Say Home	Kc Team	Keller Williams Platinum Prtnr
130	Betsy	O Brien	Compass Realty Group
131	Tony	Long	Real Broker, LLC
132	Breeze	Team	Exp Realty LLC
133	Jason	Rains	RE/MAX Elite, Realtors
134	Hilary	Baldwin	Platinum Realty LLC
135	Crystal	Metcalfe	United Real Estate Kansas City
136	Denise	Sanker	Reecenichols - Lees Summit
137	Christine	Lies	Reecenichols-Kcn
138	Tami	Lewis	Chartwell Realty LLC
139	Eva	Norton	Real Broker, LLC
140	Sherri	Hines	Weichert, Realtors Welch & Com
141	Manley Home	Team	RE/MAX Area Real Estate
142	Katee	Porter	RE/MAX Advantage
143	Kc Homes365	Team	Keller Williams Realty Partner
144	Kelly	Heaven	KW Kansas City Metro
145	Tradition	Home Group	Compass Realty Group
146	Bailey	Lyons	Lyons Realty Group
147	Bill	Allen	Bhg Kansas City Homes
148	John	Simone	Reecenichols-Kcn
149	Vicki	Smith	RE/MAX Innovations
150	Stephanie	Bulcock	Compass Realty Group

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Janie	Snider	Keller Williams Realty Partner
152	Sarah	Harnett	West Village Realty
153	Tim	Seibold	Coldwell Banker Regan Realtors
154	The Rucker	Group	RE/MAX Revolution
155	Lisa	Larson	Realty Executives
156	Dottie	Bradley	Platinum Realty LLC
157	Jennifer	Barth	RE/MAX Auction House, LLC.
158	Susan	Renschler	Keller Williams Kc North
159	Cami	Jones	Reecenichols - Leawood
160	Lee	Ripma	Lutz Sales + Investments
161	Ivy Home	Group	KW Kansas City Metro
162	Valerie	Mcclaskey	Keller Williams Realty Partner
163	Brian	Pine	Heck Land Company
164	Laurie	Barnds	Reecenichols -The Village
165	Kitt	Halterman	KW Kansas City Metro
166	Sherri	Cole	Reecenichols-Kcn
167	Chris	Rowe	Cedar Creek Realty LLC

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#	FIRST NAME	LAST NAME	OFFICE NAME
168	Sal	Termini	Platinum Realty LLC
169	Kbt Leawood	Team	Reecenichols - Leawood
170	Teresa	Acklin	Prime Development Land Co LLC
171	Melissa	Irish	Reecenichols -Johnson County West
172	Kathryn	Thomas	Reecenichols - Leawood
173	Rita	Dickey	Reecenichols - Overland Park
174	Aly	Plunkett	Reecenichols -Johnson County West
175	Veronica	Jaster	Reecenichols - Country Club Plaza
176	Ewn	Group	Real Broker, LLC-Mo
177	David	Barraza	Real Broker, LLC
178	Guide	Group	Compass Realty Group
179	Rollene	Croucher	KW Diamond Partners
180	Andrea	Sullivan	Rodrock & Associates Realtors
181	Michael	Wellman	Sell Well Realty
182	Georgiane	Hayhow	Seek Real Estate
183	Tami	Froehlich	Reecenichols - Lees Summit
184	Shelia	Hampton	Reecenichols - Granada
185	Christine	Dunn	Keller Williams Realty Partner
186	Murray	Davis	Bhg Kansas City Homes
187	Derek	Payne	Midwest Land Group
188	Annie	Kennedy	Realty Executives
189	Sara	Bash Reda	Compass Realty Group
190	Rachel	Kilmer	Reecenichols - Lees Summit
191	Haley	Epps	Compass Realty Group
192	Jo	Chavez	Redfin Corporation
193	Mikki	Sander	Redfin Corporation
194	Michelle	Hack	Reecenichols- Leawood Town Center
195	Brice	Bradshaw	Compass Realty Group
196	Todd	Burroughs	Crown Realty
197	Jodie	Brethour	Compass Realty Group
198	Jennifer	Edlin	Keller Williams Kc North
199	Scott	Swaggart	Keller Williams Southland
200	Aaron	Olla	Real Broker, LLC

Disclaimer: Information is based on reported numbers to the Kansas City REALTORS® through the MLS, as indicated above by the date range listed on the actual date the numbers were run. Transactional reporting is not static, as numbers vary based on the way they are reported by the REALTOR®. Accuracy is also affected by the date transactions are reported, which affects all parties involved in a transaction. New construction or numbers not reported to Kansas City REALTORS® through the MLS within the date range listed are not included. Kansas City REALTORS® is not responsible for submitting this information.



## Beyond the Blueprint

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

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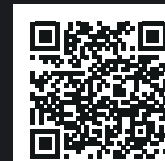
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## FAQ about Kansas City Real Producers

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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