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JUNE 2025

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to the team!



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Meet  
The  
Team



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Owner/Publisher



**Dave Danielson**  
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**Christina Kitchen**  
Ad Strategist



**Kim Stiffler**  
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**Jennifer Ruggles**  
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PUBLISHER’S NOTE

Hello, Real Producers family!

Summer is here, and Wichita’s real-estate calendar is about to catch fire. First things first, mark your calendar now for our own *June Networking Happy Hour* —**6.18.25 from 2-4 PM at Eaton Roofing** - your chance to swap market intel and make valuable connections over cold drinks before the busy season really heats up.

On **June 12**, bestselling author and BiggerPockets host **David Greene** lands at The Commerce Club for *An Evening of Real Estate, Wealth & Freedom*. Seats are vanishing fast, so grab yours now if you want a front-row master class on scaling your portfolio.

Mid-month, our friends at **Lange Real Estate** throw open the doors of their sleek Delano HQ for a community open house on **June 12** (yes, double-header day!). Expect live demos, local fare, and a first look at their newest development projects.

Commercial pros—circle **June 18**. *Women in Commercial Real Estate* hosts a downtown city tour that spotlights corridors ripe for adaptive reuse and fresh investment. Even if you

don’t build towers, you’ll leave with ideas you can apply to every listing.

Check out our Events section a few pages in for even more notable networking opportunities!

Whether you’re scaling to 100 doors, launching a first flip, or simply perfecting your client experience, remember this: the magic of Real Producers happens when you *show up*. Work the room, follow up, and the platform will work for you.

See you on the circuit—sunscreen optional, enthusiasm required.



With gratitude and grit,  
**Sam Lucciarini**  
Publisher, *Wichita Real Producers*

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# Upcoming Real Estate Events

**Tuesday, June 3**  
*9:00pm -12:00pm*  
**1st Annual Pickleball Tournament**  
hosted by Guild Mortgage Chicken N Pickle,  
1240 N Greenwich Rd, Wichita, KS 67206  
The tournament will feature teams of two. If you don’t have a partner, don’t worry! You can sign up individually, and they’ll pair you with another participant. Enjoy a delicious brunch and refreshments while you play or watch the matches. Prizes will be awarded to the top three teams. The folks at Guild Mortgage would love for you to invite other members of your office or real estate team to join them. It’s a great way to build connections and have a memorable time together.  
<https://www.eventbrite.com/e/1st-annual-guild-mortgage-pickleball-tournament-tickets-1284764147149?aff=oddtcreator>

**Thursday, June 5**  
*7:00pm - 9:00pm*  
**Pints & Properties**  
Wichita Brewing Company,  
112 N Handley St, Wichita, KS 67203  
Join us for a FREE monthly meetup where real estate investors, property managers, contractors, and enthusiasts trade deals, swap solutions, and forge lasting connections—all over great beer in a laid-back setting. Whether you’re a seasoned pro or brand-new to the game, pull up a chair and let the conversations power your next breakthrough. **Contact Joseph Hamer 316.213.4986**

**Saturday, June 7**

*2:00pm - 4:00pm*  
**Moms & Margaritas - Shop, Sip & Social**  
Wichita Boathouse,  
515 S Wichita St, Wichita, KS 67202  
Treat yourself to a fun-filled day of shopping, sipping, and socializing with an incredible lineup of over 20 local vendors. Whether you’re looking to unwind, explore something new, or just enjoy time with your besties, this is the perfect day out. Enjoy free tacos and margaritas just for moms, take Instagram-worthy photos, and vibe to good music that’ll keep the energy going all day long. **Amanda Jolley, 316.213.9043**

**Saturday, June 7**  
*5:00pm - 9:00pm*  
**Twilight Tour**  
Tanganyika Wildlife Park,  
1000 S Hawkins Ln, Goddard, KS 67052  
Raise a glass and funds for our animals! Anyone 21+ years old who loves animals and tasting local food and beverages. [twpark.com/twilight-tour](http://twpark.com/twilight-tour) or contact Ashton Abrams [aabrams@twfdn.org](mailto:aabrams@twfdn.org)

**Thursday, June 12**  
*7:00pm -10:00pm*  
**An Evening With David Greene**  
Commerce Club,  
150 N Main St, Wichita, KS 67202  
Join us for a special evening with David Greene, former co-host of the BiggerPockets Podcast and one of the most respected voices in real estate investing. This exclusive Wichita Area Real Estate Investors Association event will feature insights, stories,

and strategies from one of the industry’s most active investors and educators. Whether you’re just getting started or scaling up, you’ll walk away inspired and informed. **Contact Ely Randleas or Jake Henderson**

**Friday, June 13**  
*6:00pm - 8:00pm*  
**How To Become An Investor**  
Security 1st Title  
2127 N Collective Ln, Wichita, KS 67206  
Ever wondered how an everyday person can get started in real estate investing? Tired of the 9–5 grind and feeling stuck in the same place? This event is for you! Whether you’re a seasoned investor or just starting out, join us for a powerful, free evening packed with insight, strategies, and inspiration. Learn the full process—from securing funding, finding the deal (often the hardest part!), to selling for top dollar. And the good news? KS Home Solutions has the solution to help you find those deals—fast. Food will be provided, courtesy of Security 1st Title. Come ready to learn, grow, and level up your investment journey!  
**Contact Amanda Jolley or Jamie Brown**

**Wednesday, June 18**  
*12:00pm - 1:30pm*  
**ICT Investors Lunch Monthly Meetup**  
Strategic Workspace,  
5025 E Kellogg

Investor lunch packed with networking and tons of deals. Lunch is free, everyone is welcome. (park in back) Every third Thursday! **Contact Jason Lavender 316.641.5897**

**Wednesday, June 25**  
*5:30pm - 7:00pm*  
**Networking Night at Delano Lange Real Estate,**  
1101 W Douglas Ave, Wichita, KS 67213  
Join us for an evening of connection, community, and conversation featuring guest speaker Heather Schroeder with Downtown Wichita as she presents “A River Runs Through It: Creating Vibrancy Throughout Wichita’s Core.” Picasso’s Pizza will be provided. **Contact Lange Real Estate**

**Thursday, June 26 - Sunday, June 29**  
*10:00am - 6:00pm*  
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# KATIE GIDDEON & KRYSTIN SCHMIDTBERGER

## BEE GONE JUNK REMOVAL

Compassionate Cleanouts

WRITTEN BY DAVE DANIELSON

*When it comes to junk removal, most people think of hauling away old furniture and tossing it into the landfill. But for Katie Gideon and Krystin Schmidtberger, owners of Bee Gone Junk Removal, it's about so much more than clearing clutter—it's about compassion, community, and giving new life to old items.*



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### A Business Rooted in Care

Bee Gone Junk Removal was born from a shared vision.

“We saw a need for junk removal with care,” Krystin explains. “We wanted to do more than just haul things away. We wanted to reduce the amount going into the dump and find ways to donate items to people who could use them.”

Both Katie and Krystin had prior experience helping family members through home cleanouts, often during emotional times like the passing of a loved one. That background shaped their approach to business today.

“These are emotionally charged moments,” Katie says. “Especially working with nursing homes and surviving spouses. We’re there not just to haul items away but to offer emotional support, too.”

### Q: Could you share the emphasis you and your team place on building relationships?

Katie: “My favorite part is meeting a need and giving back. It’s incredibly fulfilling to know we’re helping people during times that might otherwise feel overwhelming.”

Krystin: “I really enjoy meeting people and being part of their story in a small but meaningful way.”

### Q: Could you share your thoughts on finding a place for items that can be saved?

Katie: “A lot of things people think are trash are actually things that someone else would be thrilled to have. We love connecting those dots in the community.”

Krystin: “People often think no one wants a used mattress, but that’s not true. Organizations like His Helping Hands have a big need for clean, used mattresses.”

Katie: “Of course, there are limitations. We can’t take mattresses that are soiled, and tires or heavily damaged items may come with extra landfill fees, which we have to pass along to the client.”

### Q: Could you talk about your approach to your work with your team?

Krystin: “We operate with two full-time teams and a few part-time helpers. Typically, we have one team per job. But for bigger cleanouts, both teams will come together to get it done efficiently.”

Katie: “We work to make the process as simple as possible for clients. If it’s just a few items, we price by the piece. For bigger jobs, we charge by quarter, half, or full trailer load. People can even text us a picture of the items or

space. We’ll send back an estimate based on what we see. We work with both interior and exterior spaces.”

### Q: Do you have tips for people to make the process of junk removal even more streamlined?

Katie: “If people can sort their items before we arrive—separating what they want to keep, what can be recycled, and what’s truly trash—that saves time.”

Krystin: “And on bigger jobs, letting us know if there are a lot of items that can be donated helps, too. That way we can bring the right equipment, like a box truck, instead of assuming everything is junk. We offer flexible payment options for movers. If someone is selling a house and the move is within a month or so of closing, they can pay us at closing. It helps take one more worry off their plate during a stressful time.”

Katie and Krystin are proud of the impact they’ve made so far and excited about what’s ahead.

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The inaugural Wichita Real Estate Awards Gala was a night filled with celebration, recognition, and unforgettable moments! This exclusive, elegant event was something Wichita's real estate industry has never experienced before—a night dedicated to honoring the top-producing agents, industry leaders, and community trailblazers who make a lasting impact.

From the excitement of the awards ceremony to the high-energy after-party on the casino floor, the evening was nothing

short of spectacular. Guests enjoyed delicious food, live entertainment, an epic balloon drop giveaway, a 360° photo booth, and dueling pianos that had the crowd on their feet!

As we look back on this incredible evening, we Gala Girls can't help but feel grateful for everyone who made it possible—our sponsors, our attendees, and, of course, the rockstars of the Wichita real estate community! And if you thought this year was amazing, just wait until next year... because we're already planning something even bigger and better! Stay tuned, and enjoy reliving the magic through these party pics!

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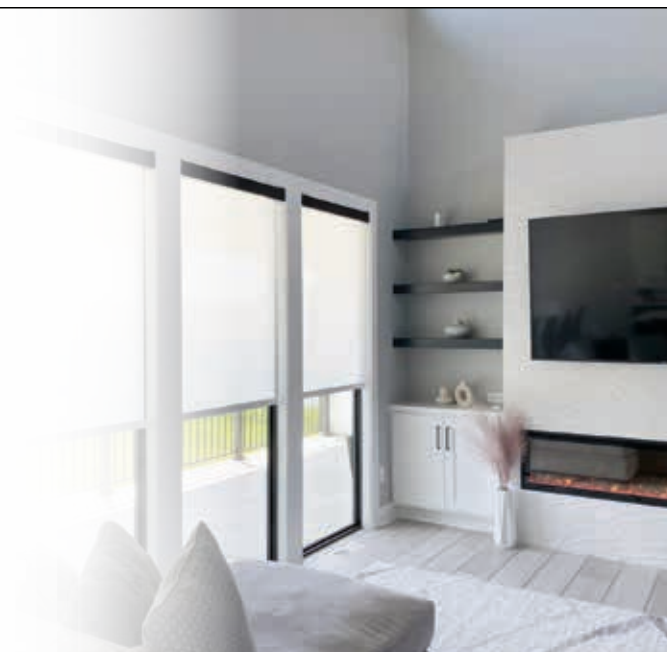
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# Shane Pullman

MAKING AN IMPACT

PHOTOS BY ALLIE HENWOOD  
WRITTEN BY DAVE DANIELSON

Whether helping a business owner expand their commercial footprint or guiding a family through the emotional process of buying a home, Shane Pullman sees himself as more than a Sales Associate and Commercial Advisor—he sees himself as a small, meaningful part of someone else’s story.

Shane, who joined Berkshire Hathaway PenFed Realty in 2022, brings a unique blend of experience, energy, and entrepreneurial spirit to the real estate world. His path to success began long before his real estate license was issued in June 2018.

“I was studying entrepreneurship at Kansas State,” Shane recalls. “But even before that, I was running a lawnmowing business in high school.” That early hustle opened the door to bigger responsibilities: one of his landscaping clients also owned rental properties, and Shane began helping to spruce up the landscaping and opened the door to his first internship. This hands-on experience sparked a passion that would lead him to internships in commercial appraisal and hospitality with NAI Martens—setting the



stage for a career that would bridge both commercial and residential markets.

### Getting His Start

Shane spent his first three years in the industry focused on commercial real estate, gaining deep insight into the investment side of the business. “Then I had a client who owned a large portfolio of single-family homes,” he says. “That opened the door for me to transition into residential real estate.” After a stint with Better Homes & Gardens, he made the strategic move to Berkshire Hathaway, where he now successfully juggles both commercial and residential clients.

“I love being able to make a difference,” he says. “Whether it’s someone moving into the next phase of life with a new home or a business owner expanding their operations, it’s incredibly fulfilling to play a part in that process.”

Shane thrives on the rhythm of real estate—from the first conversation to the final handshake. “There’s this sense of accomplishment when you see something through from start to finish,” he says. “I love the process—looking for the right property, making an offer, getting it under contract, and finally closing. It’s about more than a sale; it’s a story.”





“

**Answer your phone. Return calls. Not everything can or should be done through a text. Picking up the phone is one of the best things you can do in this business.”**



#### Gratitude

And his own story is deeply rooted in gratitude and grounded in family. “I have the best parents in the world,” Shane says. “They taught me about hard work, good ethics, and perseverance.” His father has since passed, but the lessons stuck. His mother, he says, remains his hero. “She’s faced adversity with a smile and always focuses on the positive.”

Shane’s twin sister is another source of inspiration. “She knows what she wants and goes after it,” he says. “That kind of determination motivates me.”

It’s no surprise that those who work with Shane describe him as positive, energetic, supportive, and resourceful. “I don’t rush people, and I don’t pressure anyone into a sale,” he emphasizes. “I want clients to feel comfortable and confident at every step.”

#### Wonderful Life

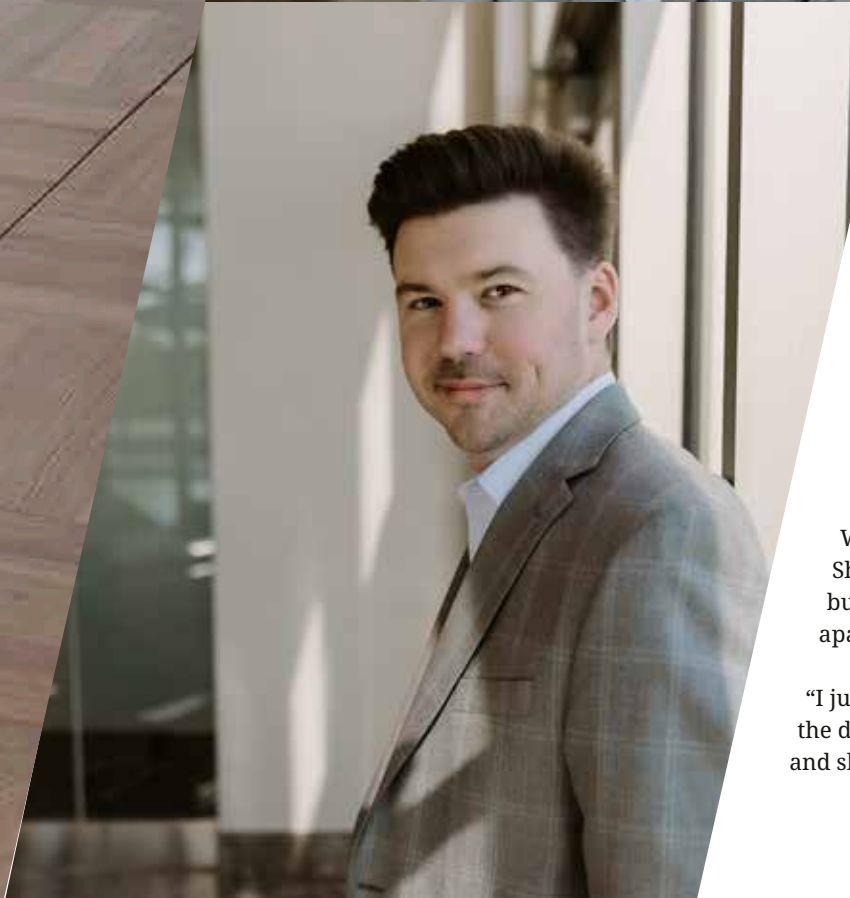
Outside of work, Shane finds joy in the little things—like catching a good movie or tackling house projects. “It’s my way of winding down and staying grounded,” he says. His community roots also run deep. As a high school student, Shane was active in the St. Vincent de Paul Youth Group in Andover, and he continues to volunteer with high schoolers today. He’s also found a strong sense of connection through the Rotary Club of East Wichita. “It’s been awesome being part of a group that cares about service and giving back,” he says.

When asked what advice he’d give to newcomers in the business, Shane offers something simple but powerful: “Answer your phone. Return calls. Not everything can or should be done through a text. Picking up the phone is one of the best things you can do in this business.”

And while Shane’s passion and drive are undeniable, he’s quick to credit those who’ve helped shape his journey. “Mentors have been huge for me,” he says, naming Tom Johnson, Linda Nugent, John Greenstreet, and Dave Brown—veterans in the field who’ve helped him sharpen his skills and expand his vision.

With a career rooted in hustle, heart, and human connection, Shane Pullman continues to build more than deals—he’s building trust, relationships, and a reputation that sets him apart in a competitive field.

“I just want to make a positive impact,” Shane says. “At the end of the day, if people remember me as someone who helped, supported, and showed up for them—that’s success.”







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# MCCORMICK & PARTNERS

MOVING FORWARD WITH TRUST AND INTEGRITY

PHOTOS BY KIM STIFFLER WRITTEN BY DAVE DANIELSON

Benedictus McCormick—known simply as Ben to most—never set out to be a typical agent. As a hands-on entrepreneur and devoted father, Ben carved out his own path from the ground up; embodying a fresh, thoughtful approach to the business, built on integrity, family, and a deep commitment to helping people where they are.

Ben's journey into real estate & property management began in 2015 while he attended Newman University in Wichita, he worked for a local attorney & real estate investor, graduating in 2019 & shortly thereafter resigning upon co-founding a new company. In late 2020, after selling his half of the property management company, he decided to carve a different path with his brother.

"We started from scratch," Ben recalls. "Back then, we had zero clients and not a lot of resources. I even successfully sold cars for the first 6 months for some quick cash, before generating enough revenue to leave that. There was a recent political claim that you needed \$25,000 to start a business—but my brother and I made it work with \$5,000, a vision, and a lot of determination. No big seed funding, no golden parachutes—just grit, resourcefulness, and the willingness to do the work."

That spirit of perseverance has paid off. Today, Ben leads McCormick & Partners, a full-service real estate team that prides itself on fostering genuine relationships and serving clients at every stage of their real estate journey.

## A Family Affair

A new chapter began leading up to 2024 when Ben's father, John McCormick, joined the company turning us into a full family real estate team, after retiring from an extensive career as a professor at Newman University in May a year ago. Though newer to the real estate scene, John brought with him decades' of experience in education, teaching theology & some business classes; fostering a culture of entrepreneurship in Ben.

"It's been a blessing to work together," Ben says. "We're both lifelong learners. Real estate is constantly fluctuating, and it's important to stay curious, stay humble, and always prioritize the best interests of our clients."





Now partnered with Heritage First Realty after a few years elsewhere, Ben and John have focused on helping broker Bud & Sara in building an agent owned brokerage rooted in honesty, adaptability, and sincere client service.

**Loving the Life**

Real estate offers Ben the flexibility he values—something rooted deeply in his own upbringing. Having grown up several years on a farm in Butler County, homeschooled until high school, he then attended Bishop Carroll Catholic High School before heading to college.

“Classic ADD & APD, I can’t stand the idea of sitting in an office staring at a screen all day,” Ben laughs. “I love the variety of my work. One day I’m meeting with investors, the next I’m helping a young couple find their first home.”

Even more importantly, his career allows him to be a present father to his two



**BACK THEN, WE HAD ZERO CLIENTS AND NOT A LOT OF RESOURCES. I EVEN SUCCESSFULLY SOLD CARS FOR THE FIRST 6 MONTHS FOR SOME QUICK CASH, BEFORE GENERATING ENOUGH REVENUE TO LEAVE THAT.**

young sons, Marcus and Julian. “Growing up, my dad worked hard and made a lot of sacrifices for our family. I’m grateful that I can be there for my boys in a way that fits our family’s needs today.”

**A Laid-Back, Client-First Approach**

Ben’s approach to real estate is refreshingly low-key but rooted in accountability and service. “My style



has always been to help people, not to pressure them,” he says. “Whether I was selling cars for a few months early on or working in real estate, I believe in treating people the way I’d want to be treated... I was very low-key, not aggressive, and it worked for me... If it’s not right for them, it’s not right for them.”

He also emphasizes doing the hard work—especially for those just getting started.

“Young agents sometimes think they’re going to jump in and sell million-dollar homes right away,” Ben says. “My advice is: do the work others don’t want to do. Show properties for other agents, hold open houses. Get experience talking to clients even if you don’t have many yet. Connect with investors. That’s how you grow your skills and your reputation.”

And one piece of advice he gives often: find a mentor. “I was lucky to work for an extremely successful

real estate investor while I was in college. He became my mentor and helped shape how I work today.”

**Investing in the Future**

Beyond traditional buying and selling, Ben has carved out a strong niche working with investors. A proud practitioner of the BRRR method—Buy, Renovate, Rent, Refinance—he and his father have helped revitalize properties, including a building they own in Newton that houses an antique shop, a veterinarian clinic, and eclectically restored apartments upstairs.

“My passion for remodeling and investing stems from wanting to build something lasting,” Ben says. “It’s rewarding to turn something run-down into something beautiful and useful for the community.”

**A Foundation of Trust**

More than anything, Ben wants to be remembered as a man of integrity.

“I’m straightforward. I tell people what they need to hear, not just what they want to hear,” he says. “If I think a property isn’t right for you, I’ll tell you. If I see a better path, I’ll recommend it. Trust is everything in this business.”

And as an introvert, Ben has a message for others who may sometimes doubt themselves getting started: “there’s gonna be days where you fail and you get to the end of the day and you feel like you didn’t do anything productive. But then you get up the next day and you try harder and you make sure to focus on the right things, you know, those four, five, six things that you can accomplish throughout the day that really propel your life forward in the way that you want. And not to get bogged down by all the little momentary details that come into life that get in the way.”







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WRITTEN BY DAVE DANIELSON

**When Matthew Agnew returned to Wichita to open Agnew Law, he wasn’t just launching a firm—he was bringing home a wealth of national legal experience and a passion for service deeply rooted in his Kansas upbringing.**

Born and raised in Wichita, Matthew attended Northeast Magnet High School before earning his undergraduate degree at Wichita State University. He then pursued his law degree at the University of Kansas School of Law.

His career began in Amarillo, Texas, where he first dove into the healthcare sector, working with businesses heavily invested in real estate assets. From there, he moved to Dallas and spent a decade at a large firm specializing in private equity and real estate roll-ups, particularly in healthcare.

But after years of intense corporate work, the call to return to Wichita grew stronger—especially after he and his wife, Brandi, adopted their daughter, Isla, in 2019. The pandemic further confirmed their desire to be closer to family and community.

“The people of Wichita took me under their wing when I was young and gave





me opportunities to succeed,” Matthew shares. “Returning to Wichita and helping raise the next generation of Kansans has always been important to me.”

**A Service-First Philosophy**

At the core of Agnew Law is a refreshingly client-focused approach.

“I’m very service-oriented,” Matthew explains. “I pick up my phone. I treat clients the way I would want to be treated.”

Matthew’s philosophy emphasizes constructive action: “Each day, a lawyer has the opportunity to do something constructive or destructive. I choose to be constructive—to help businesses move forward and contribute positively to the community.”

His approach is also deeply practical. “Sometimes a lawyer isn’t the answer,” he says. “Our inherent interest as attorneys is to solve problems, but



“ I bring a business-oriented advising perspective to the table,” he says. “It’s not just about the legal aspects; it’s about helping clients think strategically about their business decisions.”



our client’s best interest might be to resolve the issue quickly and without overcomplicating it. That’s where ethics and client loyalty come in.”

He doesn’t believe in nickel-and-diming clients either. Quick calls or check-ins? They don’t show up on a bill. His goal is to build long-term trust, not short-term gains.

**Expertise in Healthcare, Real Estate, and Business Advising**  
Agnew Law focuses on healthcare, real estate, and investment law—areas where Matthew’s background gives him a distinct advantage. His years working on large-scale mergers, acquisitions, and real estate portfolios have equipped him with insights many business owners find invaluable.

“I bring a business-oriented advising perspective to the table,” he says. “It’s not just about the legal aspects; it’s about helping clients think strategically about their business decisions.”

His experience spans from working with healthcare practices to representing HVAC companies and other trade businesses. This diversity of knowledge allows him to advise a wide range of clients with a level of understanding and practicality that’s rare in the legal field.

**A Community Focus**  
Matthew’s passion for giving back is evident both in and out of the office.

He’s involved in issues surrounding domestic violence and is a professor at Wichita State University. He also teaches chess at his daughter’s school, blending his love of strategy with mentorship.

At home, Matthew, Brandi, Isla, and their lively household—complete with three dogs, 20 chickens, bees, and a cat—enjoy a life connected to nature.

“When I’m not working, I love gardening, hunting, hiking, and exploring new restaurants,” Matthew says. “I’m a big foodie and love vacationing with my family.”

**Looking Ahead**  
Looking to the future, Matthew hopes clients see Agnew Law as a trusted partner, not just a service provider.

“I hope they think we’ve developed a relationship where they feel safe bringing both their current and future problems to me,” he says. “That trust is everything.”

In just under a year since its founding, Agnew Law has already made a name for itself thanks to Matthew’s unique blend of big-market experience, small-town accessibility, and unwavering commitment to doing right by his clients.

For those seeking a business-minded, service-driven attorney who truly cares about the community, look to Matthew Agnew and Agnew Law.

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# Jerry & Sam Jones

## FAMILY STRENGTH

PHOTOS BY JENNIFER RUGGLES  
WRITTEN BY DAVE DANIELSON

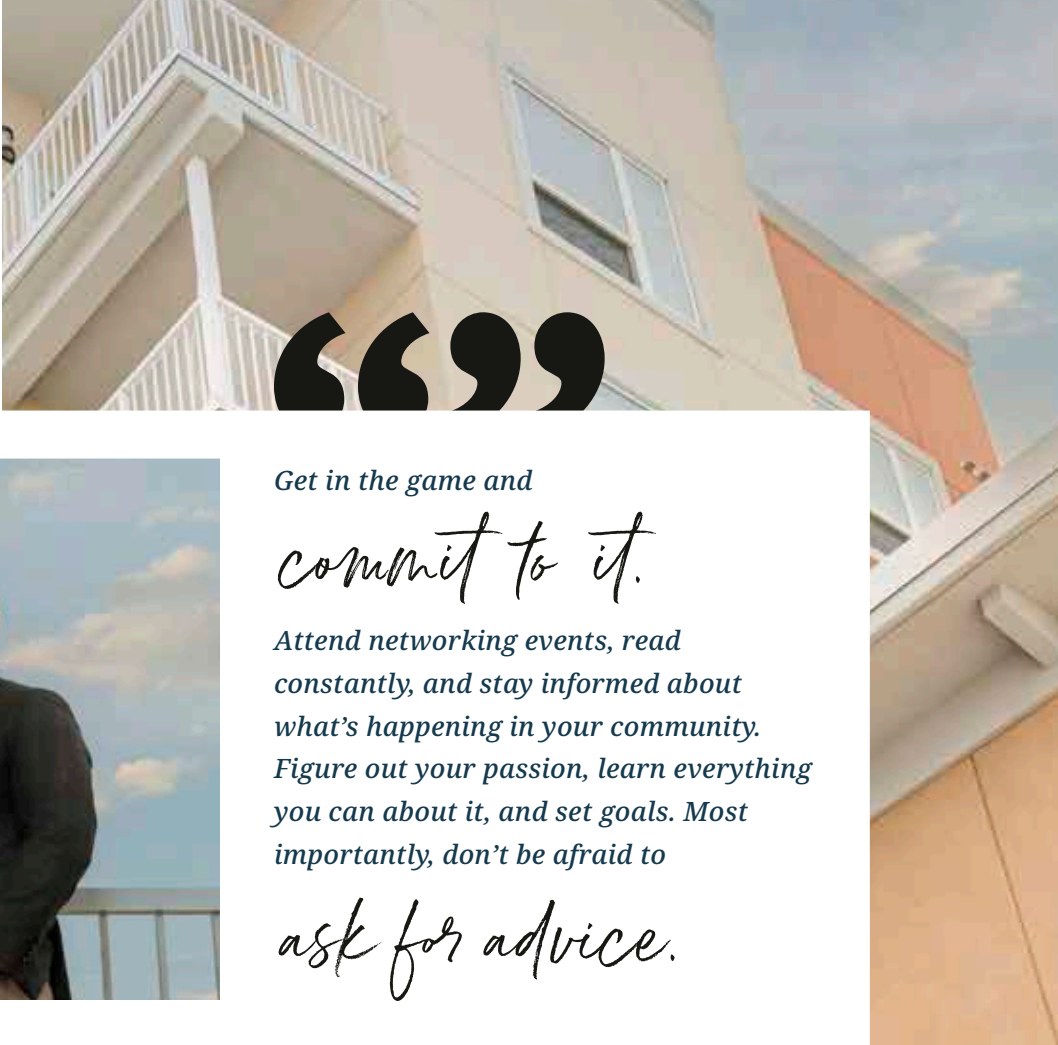
In the heart of Wichita's growing real estate scene, Jones Commercial Development Company is making a lasting impact—both on the skyline and in the community. At the helm are Jerry Jones, founder and owner, and his son, Sam Jones, vice president, whose partnership reflects not just shared professional goals but a deep family bond rooted in respect, collaboration, and vision.

Jerry's journey into real estate was a gradual evolution. After earning his degree in Landscape Architecture from Kansas State University, he headed west to Scottsdale, Arizona, where he worked in urban planning. Yet, it was the dynamic energy of working with developers that ultimately pulled him toward real estate. "I realized I enjoyed working alongside developers more than being on the regulatory side," Jerry reflects. This realization led him back to school for a master's degree, with a real estate focus, at Harvard's Graduate School of Design.





Returning to Kansas, Jerry took a role as Vice President for downtown development at the organization that would become the Greater Wichita Partnership for Growth. A turning point came when he was recruited by developer Don Slawson—a mentorship that launched Jerry fully into real



estate development. “I will forever be grateful that Don opened that door for me and the opportunity he provided to work with a top-notch team to develop NewMarket Square.”

Meanwhile, Sam carved his own path. A graduate of Washburn University’s Law School, Sam spent seven years practicing law, including time in-house at a real estate syndication company and working as a landman in Houston. Yet the entrepreneurial pull was strong. When the opportunity to join his father’s company arose in 2021, Sam made the leap. “I’m really happy to have the chance to work with my dad,” he says.

**A New Chapter**

For both Jerry and Sam, working together has been a gratifying experience. “I really enjoy brainstorming with Sam,” Jerry shares. “Looking at properties, evaluating the pros and cons, figuring out the highest and best use—it’s rewarding to do that together.”

Sam echoes the sentiment: “Growing up, I took for granted how sharp of

a business mind my dad has. As I matured, I began to appreciate how rare of an opportunity it is to be mentored and work with my father. Having the opportunity to learn from him every day is a blessing and something I don’t take lightly.”

The pair bring complementary strengths to the table. Jerry’s vast experience and Sam’s fresh legal perspective blend to create a dynamic team capable of tackling complex projects.

**A Passion for Community**

What sets Jones Commercial Development Company apart is its commitment to creating projects that add value to the community, not just the bottom line. “We really strive to develop projects that bring people together,” Jerry explains. “At the end of the day, it’s about building community.”

WAVE, a popular entertainment venue in Wichita, is one such project that the Jones family points to with pride. “It’s

been great for Wichita,” Sam says. “Our family loves music, and getting to see its impact has been amazing.”

Another major project is The Heritage in Andover—a 100-acre mixed-use development designed to create a downtown atmosphere the suburb had long lacked. Jerry expresses deep gratitude for his partner Mike Lies for making it possible. He also credits longtime friends Dave Burk and Dave Wells, for joining with him and Lies to develop Heritage Square – the 5-story luxury apartment and commercial project that anchors The Heritage.

Jerry and Sam are also developing in-fill apartments in and around downtown Wichita. They acknowledge the need for more affordable and quality workforce housing in Wichita. “The Mayor and City Council have been vocal in their desire for more affordable housing in Wichita, especially near downtown, and that has been a call to action for us and our partners,” Sam says.

lives outside of work. Jerry is passionate about cycling, particularly mountain biking, which keeps him fit and balanced. Sam, a talented guitarist, plays in the Dixon Knowles Band, a local cover group that has performed at Riverfest and other major events around town.

These outside passions provide a healthy balance to the high-stakes, high-reward world of real estate development. “When you work in this business, the stakes are higher,” Sam says. “But the rewards are more tangible too. We’re building things people can see and use.”

**Words of Wisdom**

For those looking to follow in their footsteps, Jerry offers simple but powerful advice: “Get in the game and commit to it. Attend networking events, read constantly, and stay informed about what’s happening in your community. Figure out your passion, learn everything you can about it, and set goals. Most importantly, don’t be afraid to ask for advice.”

Sam adds that the relationships you build along the way are among the greatest rewards. “Through this business, I’ve had the chance to meet incredible people I wouldn’t have known otherwise,” he says, citing partnerships with entrepreneurs like Erik Leschuk and involvement with organizations like the Wichita Wagonmasters.

**Building a Legacy**

Ultimately, Jerry and Sam hope to be remembered not just for the projects they completed, but for how they conducted themselves along the way.

“I want people to feel we are good partners and teammates,” Jerry says. “That we brought joy to the process and built something meaningful.”

Sam agrees. “I hope people are confident that we’re doing the absolute best job possible in executing every project.”

**Working as a Family**

Jones Commercial Development is truly a family affair. Jerry’s wife, Lisa Jones, is a real estate agent and a co-owner in the company’s projects, helping manage marketing efforts for developments like River Trail Village. Their daughter, Jessica, works for the City of Wichita and assists with branding and marketing materials.

“It’s really special to have the whole family involved,” Jerry says. “It adds another layer of meaning to what we’re building.”

**Beyond Business**

When they’re not busy shaping Wichita’s future, both Jerry and Sam have rich







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# BME

## HEATING & COOLING

### *Leading with Comfort and Integrity*

PHOTOS BY AARON PATTON WRITTEN BY DAVE DANIELSON

*When you're in the heating and cooling business, delivering comfort is the obvious goal. But at BME Heating & Cooling, owners Adam Morris and Brent Jewell take that mission several steps further—focusing not just on comfort, but on trust, education, and proactive care for every customer they serve.*

### **A Chance Meeting, A Powerful Partnership**

Adam established the company in 2017. Since then, BME Heating & Cooling has quickly grown into a trusted name in both residential and commercial HVAC services across the region.

“I had been in the heating and air industry for 15 years before deciding to start my own company,” Adam Morris recalls. “Life threw a few challenges my way, and I realized there’s never a perfect time to start something new.”

At the same time, Brent Jewell, whose mechanical background stemmed from his work in the aircraft industry, discovered his passion for HVAC after a personal experience with a broken AC system.

“I’ve always been fascinated by how things work,” Brent shares. “That curiosity led me here, and meeting Adam was the perfect spark to get started.”

### **Building on Integrity**

From the beginning, Adam and Brent wanted BME Heating & Cooling to stand apart. One major way they’ve achieved that is by leading with integrity.

“In this industry, where trust can sometimes be hard to find, integrity is everything,” Adam explains. “Most people don’t know how to fix an HVAC system. They’re putting their faith in us. We take that responsibility seriously—doing things the right way, not the cheapest or quickest way. That’s how you build lasting relationships.”

Their honesty shines through, especially during their popular \$99 home inspections for HVAC systems—a service crucial during real estate transactions when clarity about a home’s heating and cooling setup can make or break a deal.

“We’re not just there to sell something,” Brent says. “We’re there to educate and empower homeowners. We explain the ‘why’ behind our recommendations, helping customers understand their systems and make informed decisions.”

### **A New Approach to Protection and Peace of Mind**

In keeping with their commitment to innovation and customer-first service, Adam and Brent have introduced a new approach to preventative maintenance. It’s not just about tune-ups anymore—it’s about truly protecting homeowners.

“We’re trying to come up with unique ways to take care of the homeowner,” Adam shares. “We now offer a protection plan with a ‘pay it forward’ concept. Common replacement items are prepaid as part of the monthly cost, so you’re not hit with surprise expenses.”





This forward-thinking plan not only maintains systems but also proactively addresses issues before they arise, bringing peace of mind to clients. It reflects BME's broader philosophy: taking care of people before a problem becomes a crisis.

**A Comprehensive Service Model**

Their comprehensive service agreements include seasonal tune-ups designed to keep HVAC systems running smoothly and efficiently all year long.

“We urge people not to wait until something breaks,” Adam emphasizes. “A well-maintained system isn’t just about comfort—it’s about saving money, too. Efficient systems reduce utility bills and extend equipment life.”

In addition to routine maintenance and repairs, BME also specializes in larger residential and commercial projects, always with the same commitment to quality and customer education.

“Sometimes we get customers who initially balk at our prices,” Brent admits. “But later, they see the difference. Our work stands the test of time because we don’t cut corners.”

**Staying Rooted in the Community**

Adam and Brent are proud to call Kansas home, and they’re committed to serving their community with excellence and transparency.

“We’re not looking to be the biggest,” Adam says. “We want to be the best for our customers. Our goal is to continue growing at a pace that allows us to maintain our high standards and personalized service.”



“Most people don’t know how to fix an HVAC system. They’re putting their faith in us. We take that responsibility seriously—doing things the right way, not the cheapest or quickest way. That’s how you build lasting relationships.”

That local-first mentality is a big reason why customers return to BME Heating & Cooling—and why they recommend the company to friends and family.

**Trust Built Over Time**

Ultimately, BME’s success comes down to the trust they build with each homeowner and business they serve.

“I hope people think of us as their trusted advisors,” Adam says. “We want them to feel confident that their current and future HVAC needs are in safe hands with us.”

By focusing on integrity, proactive care, and honest education, Adam Morris and Brent Jewell have turned BME Heating & Cooling into much more than just another service provider.

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# Pardo Tulio

## CREATING A STRONGER COMMUNITY

PHOTOS BY KIM STIFFLER  
WRITTEN BY DAVE DANIELSON

When Tulio Pardo arrived in Wichita from Colombia 28 years ago, he never imagined he would one day help hundreds of families in the community achieve their dream of homeownership.

Today, as a real estate agent with Better Homes & Gardens, Tulio has built a thriving business based entirely on trust, hard work, and heartfelt service.

### **A Journey of Hard Work and Courage**

Tulio's path into real estate wasn't a straight one. While working another job, someone suggested he consider becoming a real estate agent. At first, he hesitated—his English skills weren't strong, and the idea of navigating such a complex, communication-heavy profession seemed intimidating.





“But I decided to give it a try,” Tulio recalls. “I got my license in September 2004, and it changed my life.”

Since then, Tulio has carved out a niche for himself, focusing almost exclusively on serving the Hispanic community in Wichita. About 95% of his business comes from helping Spanish-speaking families understand the often complicated home buying process.

**Educating and Empowering First-Time Buyers**

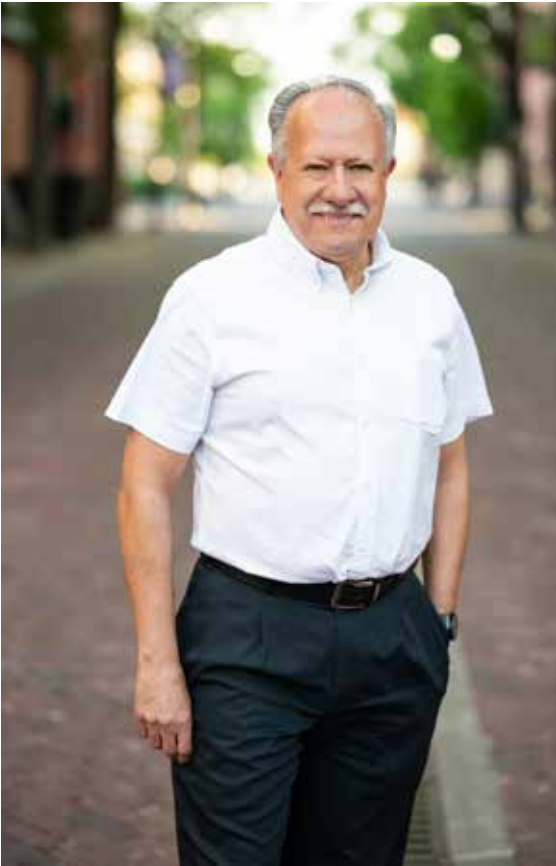
One of Tulio’s greatest passions is educating his clients. He has seen firsthand how a lack of knowledge about things like credit, loans, and paperwork can discourage people from even trying to buy a home.

“I love to help people,” Tulio says. “The Hispanic community often doesn’t know much about the real estate process. I take the time to explain what they need to do, how important credit is, and what steps they need to take. It feels good to guide them.”

Because of this commitment, Tulio’s business has grown steadily—not through purchased leads or flashy marketing, but through word of mouth.

Every buyer he works with is a referral from a previous client or their relatives. Now, he’s even serving the second generation, helping the children of the families he originally assisted.

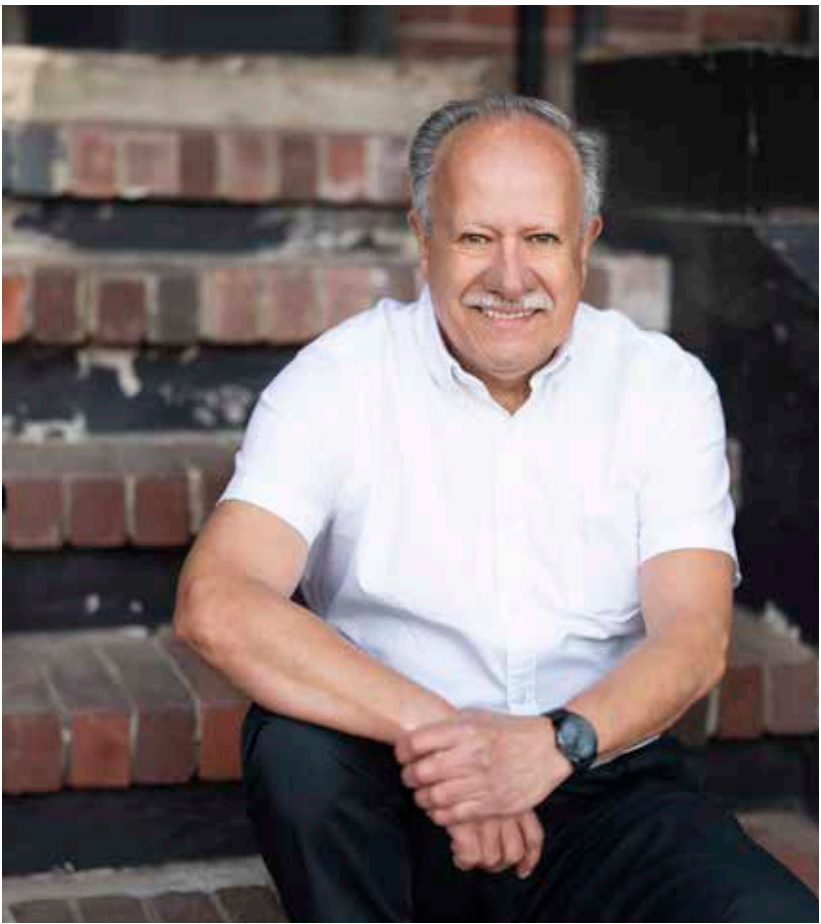
“It’s an incredible feeling to help the next generation



“

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AND BE  
HONEST.**

**MY GOALS  
ARE ALWAYS  
ABOUT  
HELPING  
PEOPLE,  
MAKING  
SURE  
THEY GET  
EVERYTHING  
THEY NEED  
FROM ME.”**



buy their first home,” he says proudly.

**Serving Wichita with Heart**

As a solo agent, Tulio manages everything himself. He covers the entire Wichita area, balancing appointments, showings, and contracts with a work ethic that has earned him deep loyalty among his clients.

At the heart of it all is a simple philosophy: “Work hard, be active, and be honest,” Tulio says. “My goals are always about helping people, making sure they get everything they need from me.”

His clients agree. Ask anyone who has worked with Tulio, and you’ll hear the same thing: he is helpful, conscientious, and dedicated. He doesn’t just sell homes; he builds trust and lasting relationships.

**Family, Fitness, and Finding Joy in Wichita**

Tulio credits much of his success to his family, especially his wife, Betty.

“She supports me and helps me so much,” he says. “Sometimes we have to work Saturdays and Sundays, and I miss my grandchildren’s sports events, but she understands and stands by me.”

Tulio and Betty have two daughters and six grandchildren, and they make the most of their time together. When he’s not working, Tulio enjoys tending to his garden, working out at the gym, and exploring

all the fun activities Wichita has to offer.

“It’s a great city with so much to do,” he says.

**Building a Legacy of Trust**

Looking back over his career, Tulio is proud of what he’s built—not just a business, but a legacy of service.

“I want to be remembered as someone who was very helpful, who worked hard, and who always did a conscientious job,” he says.

And it’s clear that Tulio’s impact extends beyond the homes he sells. By educating and empowering Wichita’s Hispanic community, he’s helped open doors to opportunity, security, and stability for countless families.

**Advice for the Next Generation**

For those considering a career in real estate, Tulio’s advice is simple but powerful: “Work hard. Stay active. Be honest. And most importantly, always keep the needs of your clients first.”

It’s a philosophy that has served him—and his clients—well for over two decades.

**A Bright Future**

As Wichita continues to grow and change, one thing is certain: Tulio Pardo will be there, helping families build their futures, one home at a time. His story is a testament to what can happen when hard work, heart, and a commitment to service come together—and Wichita’s community is stronger because of it.



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