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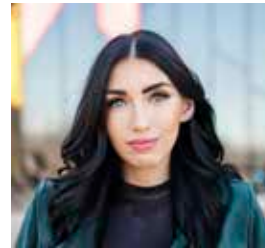
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Brooke Marsalla

How This **Upstart Realtor®** Took Her Career From Zero to Sixty in **No Time Flat**

BY JOSEPH COTTLE

PHOTOS BY TIFFANY MATSON

PHOTOS TAKEN AT CASA BELLA CONSTRUCTION

In 2020, Brooke Marsalla found herself in a career crisis. She was in her fifteenth year with Jack Black, a men's skincare company, and she knew that the ice was getting thin. COVID-19 restrictions had all but destroyed foot traffic at retail centers that sold Jack Black products, which meant her B2B sales income was about to tank.

"The company kept hanging on and hanging on, but I was the only one providing for my kids," Brooke remembers. "I thought, 'This is not going to work.' My boyfriend, Kareem, started to encourage me towards real estate. He was my biggest supporter, and I thought, 'That's funny, because I've actually always loved real estate, but I've just never been in a position where I could make the transition.'"

Brooke bought her first home at the ripe age of 21 and then leveraged increasing home values over the years to level up into better properties, which meant she'd developed a familiarity with the real estate process. She had a hunch that her fifteen years of outstanding sales experience would make sense in real estate.

"Buying a home is an exciting journey, but it can also feel overwhelming without the right guidance," Brooke says, "which is why I'm committed to providing exceptional client care. Clients trust me to promptly answer

"Clients trust me to promptly answer questions, address concerns, and keep them informed throughout the process."





“Know that nothing’s
impossible.
You can do anything.”

questions, address concerns, and keep them informed throughout the process. My goal is to make the home-buying process smooth, straightforward, and, ultimately, a positive experience they’ll always remember.”

Her hunch was right; taking care of people in sales translated directly to taking care of people during the home-buying process. Brooke quickly found success, specializing in new construction, resale, and relocation. “Last year was my best year yet,” she says. “I closed 106 homes in 2024 at a little over \$35.9 million in volume.”

Brooke is effusive about her experience on The Rob Ellerman Team at ReeceNichols and how it’s helped her business thrive—“I’ve loved being on the Rob Ellerman team. The overall support and everything that comes along with being on the team has been amazing. Rob is just such a great guy and is so humble. You can call him or you can text him, and he’s always there to listen or help or give you an idea. I also owe so much to Missy Barron who’s also on the Ellerman Team. She’s been a mentor to me, is always encouraging, and has lots of ideas that are outside of the box.”

At the end of the day, when Brooke goes home to her girls, all the success finds its meaning. “I’m a single parent with three daughters, and I want them to be strong, successful, independent, and to know that you can build an amazing life for yourself on your own. It’s important to me for my girls to know how much I love them, support them, and want the absolute best for them. That’s really why I work so hard.”

Brooke has no plans of slowing down in the future. Most people might hang their hat on this success and milk it for all it’s worth, but she has more ideas, like her little side project called “Haven Designs.”

“It’s just in the beginning stages, but I’ve come up with a concept to help clients with design and staging alongside curating gift ideas for Realtors® and other businesses involved in real estate who want to add a special touch of gratitude for their clients. It is a huge passion of mine and something that I love—to talk with someone, get their ideas, and then bring it all to life,” she says.

Along the way, Brooke has developed a passion for helping new agents find their bearings. Despite her success, Brooke didn’t have anyone holding her hand for her first year or so in the business. “I had to take charge and figure it out on my own, which is kind of my personality anyway. So, every day, if I wasn’t selling a house, I was digging in, trying to figure out different things about the floor plans or the contracts, working to grow as an agent, learning everything I could about the business, and expanding my capacity for transaction volume. Pretty soon, when new agents would come on to sell homes, they started to reach out to me and ask questions,” she remembers. She realized she had a knack for coaching them, and it’s muscle she intends to flex more in the months and years to come.

Brooke Marsalla has cemented her spot in Kansas City’s real estate elite, and she’s ready to stay there. “The most important thing,” she says, “is to know that nothing’s impossible. You can do anything. You just have to be willing to put in the work, put in the effort, and have confidence in yourself.”





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Andrew *Hampson*

with Goosehead Insurance

PHOTOS BY TIFFANY MATSON

When you ask Andrew Hampson about his path to owning his own insurance agency, he'll tell you it wasn't exactly a straight line. Born in Chadron, Nebraska, Andrew moved to Kansas City with his family when he was just two years old and grew up in Blue Springs, Missouri. After graduating from the University of Missouri-Kansas City in with a degree in Communication Studies, Andrew embarked on a winding insurance industry journey starting in 2003 that eventually led him to Goosehead Insurance.

"Who grows up dreaming of being an insurance agent?" he quipped with a laugh. "Like many people, one opportunity led to another. I was drawn to the client-focused aspect of helping people solve problems and building long-term relationships."

But Andrew's path wasn't without its challenges. A serious mountain biking accident, the passing of his older brother, Chris, and major life transitions all played pivotal roles in shaping the man he is today. "When all those things happened in such a short

time, I realized life is way more fragile and shorter than I thought," he shared. "That propelled me to take the leap of faith and chase my dream of owning my own business."

Andrew officially launched his Goosehead Insurance agency two years ago, building it from scratch with a "people-first" philosophy. His mission is clear: to provide seamless, tailored insurance solutions that make the home-buying process smoother for clients and real estate professionals alike. "I'm passionate about being a trusted resource for real estate professionals," he said. "My goal is to help them, and their clients get to the closing table with confidence."

Andrew's personal life is just as vibrant as his professional one. He recently married his wife, Janessa, on October 4th, describing her as "amazing." Janessa works as a legal analyst for Lockton and devotes much of her time to supporting women who have been victims of trafficking. "She's incredible," he said. "Her work inspires me every day."

Andrew is also the proud father of three sons: Cole,

22, who is in college and preparing for his own wedding next October; Jack, 18, a senior at Lee's Summit West High School; and Mark Asher, 15, a freshman. The family loves spending time together cooking, traveling, and exploring history-rich destinations like Washington, D.C., or nature-filled retreats like the Rocky Mountains.

"We're foodies," he admitted. "Whether it's trying out new restaurants or experimenting with recipes at home, food brings us together."

Andrew's older brother, Chris, remains a guiding influence in his life. Describing Chris as "everyone's big brother," Andrew recalled countless



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Success to me is about growing every day—personally and professionally—and **creating a legacy of service and trust.**



acts of kindness, like giving his shoes and belt to a homeless man during a family vacation. Inspired by his brother's generosity, Andrew and Janessa recently launched "Chris's Belt," a volunteer initiative and fund dedicated to serving the homeless. "We just had our first day of service on his birthday, December 1," he said. "It's a way to honor his legacy and give back to those in need."

Andrew credits much of his success to mentorship. Professionally, he draws inspiration from his former boss, Jim at Lockton, who taught him the importance of building trust, listening to clients, and leading with vision. "His leadership style and work ethic continue to inspire me," Andrew said. Personally, he looks up to Chris, whose perseverance and compassion set a high bar for what it means to make an impact.

Navigating the transition from the corporate world to entrepreneurship wasn't easy, but Andrew

embraced the challenges as opportunities for growth. "Consistency and follow-up are everything in business," he explained. "Showing up, listening, and following through on your promises is what sets you apart."

As he continues to grow his agency, Andrew remains focused on building meaningful relationships with real estate professionals and clients. "Success to me is about growing every day—personally and professionally—and creating a legacy of service and trust," he said.

Outside of work, you might find Andrew tackling woodworking projects, traveling with his family, or trying not to injure himself on a mountain bike. "Apparently, I'm old and find ways to hurt myself," he joked.

When asked what people might not know about him, Andrew revealed his passion for personal growth and mentorship. "I've invested a lot in my own development

and love helping others discover their strengths," he said. "I believe personal growth strengthens teams, businesses, and communities."

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- Up to 100% Loan to Value (LTV)
- Credit score minimum of 580

CONVENTIONAL:

- Loan that is not backed by a government agency
- Down payment minimums of 5% and 3%
- Credit score minimum of 620
- Cash-Out Refinance up to 80% LTV
- Available on primary, secondary, and investment homes

VA CASH-OUT REFINANCE:

- Up to 100% LTV
- Credit score minimum of 580
- Debt consolidation
- Home improvements
- Combine 1st and 2nd mortgage/HELOC

FIRST RESPONDER:

- \$0 down payment options available
- Offered to Police, Firefighters, Paramedics, Nurses, EMS, ATG, and FBI
- Fixed Rate and ARM available
- Competitive interest rates

HERO:

- \$0 Lender Origination Fees
- Offered to Law Enforcement, Firefighters, Paramedics, EMTs, Nurses, K-12 Teachers and school staff
- Qualifying loan types: VA, Conventional, FHA, Jumbo, USDA

PREMIER CHOICE:

- Up to 100% LTV with no Mortgage Insurance
- Offered to Medical Professionals, Legal Professionals, Military Officers (O4 and above)
- Multiple down payment and loan amount options available
- Credit score minimum of 720

SECOND HOME:

- Borrow up to 80% of the purchase price
- Available for single family homes, townhomes and condos
- Your loan will not be sold to secondary markets after closing
- Competitive second home interest rates

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All loans are subject to credit approval. Program terms and conditions apply. Fees apply. Loan programs are subject to change without notice. *VA Cash-Out Refinance not available in Texas.



Scaling WITH Heart:



Strengthening Team Connections Through Pecha Kucha



Ops Boss® Coaching was founded by Christy Belt Grossman, former COO of one of the nation's first \$1 Billion sales teams. Ops Boss® Coaching is the premier provider of education, coaching, and community for real estate operations professionals—our Ops Bosses®! Learn more at www.OpsBossCoaching.com.

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

One night over dinner, my husband and I sat with a team photo, trying to remember details about our team members' spouses, kids, and pets. Our real estate team had grown rapidly, and while we prided ourselves on being a "family team," maintaining those personal connections became harder. These personal touches made our team special, but scaling made them challenging to sustain.

Fast forward a decade to Ops Boss® Coaching, where we faced a similar challenge as our coaching company grew. Whether you're leading a real estate team or a coaching company, keeping that personal touch while scaling is no small feat.

At our Gathering of Unicorns (our annual Ops Boss® Coaching team offsite), we tackled this challenge with a creative exercise: Pecha Kucha. Guided by 20 simple prompts, we discovered how this concise storytelling format could strengthen team connections. It's

also perfect for brokerages, small teams, or offsite retreats.

What Is Pecha Kucha?

Pecha Kucha (pronounced peh-CHA koo-CHA) is a storytelling format from Japan. It's simple yet impactful: 20 slides, each displayed for 20 seconds, totaling 6 minutes and 40 seconds per presentation. Using mostly visuals, it challenges presenters to distill big ideas into concise, meaningful narratives. For growing teams, it's a fun way to foster personal connections while staying focused.

The 20 Prompts We Used

To make our Pecha Kucha exercise meaningful and fun, we gave our team these 20 prompts:

1. Name and Role: Who you are and what you do.
2. Hometown: Where you were born or raised.
3. Education: Alma mater or interesting achievements.
4. Hobbies: Interests outside of work.
5. Favorite Book: Share a favorite read.
6. Favorite Movie/TV Show: What you love to watch.

7. Travel Experiences: A memorable destination or bucket-list trip.
8. Family: Introduce your family or pets.
9. Last Year's Achievements: Highlight a major personal or work milestone.
10. This Year's Goals: Share your aspirations for the year ahead.
11. Favorite Quote: Something meaningful or inspirational.
12. Fun Facts: Something unique about you.
13. Role Model: Someone you admire and why.
14. Bucket List: One thing you'd love to do.
15. Food Preferences: Your favorite food or restaurant.
16. Languages: Any languages you speak or want to learn.
17. Favorite App/Tool: A tool or app you can't live without.
18. Favorite Music: Your go-to artist or genre.
19. Hidden Talents: Something unexpected you're great at.
20. Closing Slide: A wrap-up and intro to the next presenter.

Why This Exercise Works

- These prompts created space for stories all weekend long. Here are some fun things we learned:
- One person has a motorcycle license
- Two people can study in their sleep.
- One team member suspended a whale skeleton from the ceiling in art school.
- Another is an online minister and has performed 11 weddings for friends.
- Multiple people had the Northern Lights on their bucket lists, and one recently fulfilled that dream.
- One person visited the Oval Office, sat in the President's chair, and spun around in circles as a kid.

1. It Builds Connection

You see the person behind the title. Learning someone's favorite food, hidden talent, or bucket-list goal fosters empathy and creates bonds.

2. It Reinforces Team Culture

Whether your team values collaboration, innovation, or family-first principles, Pecha Kucha strengthens those values by celebrating individuality and commonality.

3. It's Scalable

This exercise works for teams of five or fifty. Do it all at once or break it into smaller groups monthly. New hires? No problem. Pecha Kucha makes onboarding personal and fun.

4. It's Fun!

The prompts add playfulness, turning team-building into something people look forward to.

How to Incorporate Pecha Kucha Into Your Business

Here's how you can make Pecha Kucha work for your team:

1. Choose the Right Setting: Host it during a retreat, offsite, or team lunch—any relaxed setting.

2. Provide Clear Guidelines: Use our 20 prompts or tailor them to your team. Encourage creativity.

3. Simplify the Process: We used JotForm to collect answers and images from the team. For those short on time, our operations team helped find visuals.

4. Reflect and Celebrate: After the presentations, celebrate the stories shared. Highlight the connections and insights that emerged.

The Impact on Our Team

At Ops Boss® Coaching, this exercise had an incredible impact. We rediscovered our "family" culture, learned surprising things about each other, and laughed—a lot. Whether it was a favorite book or a hidden talent, the stories shared reminded us that we're not just colleagues. We're a collection of people with unique passions, quirks, and dreams—united by shared values and a vision to change the world, one person at a time.

Ready to Strengthen Your Team Culture?

Scaling doesn't mean losing personal connections. Pecha Kucha can help your team stay personal and connected. Looking for more ways to scale with heart? Check out our coaching programs at Ops Boss® Coaching. We'll help you Dream BIG, Achieve BIG, and IMPACT lives!

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2025 - Jan. 31, 2025

#	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	Dan	Lynch	Lynch Real Estate
5	Steve	Cutshaw	Keller Williams Realty Partner
6	The Collective	Team	Compass Realty Group
7	Bryan	Huff	Keller Williams Realty Partner
8	Kim	Nofsinger	Keller Williams Realty Partner
9	Aaron	Donner	Keller Williams Realty Partner
10	Shelly	Balthazor	Reecenichols- Leawood Town Center
11	Ripley Assoc	Team	Engel & Volkers Kansas City
12	Ray Homes Kc	Team	Compass Realty Group
13	Jason	Meier	Weichert, Realtors Welch & Com
14	Alex	Thome	Reecenichols - Leawood
15	Spradling	Group	Exp Realty LLC
16	David	Van Noy Jr.	Van Noy Real Estate
17	Moore Homes	Team	Compass Realty Group

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2025 - Jan. 31, 2025

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Will	Wiest	Midwest Land Group
19	Hern	Group	Keller Williams Platinum Prtnr
20	Malina	Group	Keller Williams Realty Partner
21	Reesemontgomery	Team	Aristocrat Realty
22	The Small	Team	Reecenichols-Kcn
23	Jennifer	Barth	RE/MAX Auction House, LLC.
24	Kristin	Malfer	Compass Realty Group
25	Terry Madden	Myers	Compass Realty Group
26	Brooke	Miller	Reecenichols - Country Club Plaza
27	Austin Short	Group	KW Kansas City Metro
28	Brandon	Edlin	Keller Williams Kc North
29	Danette	Baker	Weichert, Realtors Welch & Com
30	Jason	Patterson	Whitetail Properties Real Esta
31	Doug	Adam	Loch Lloyd Residential Re
32	Candi	Sweeney	Reecenichols - Parkville
33	Danielle	Sapienza	Reecenichols- Leawood Town Center
34	Dani Beyer	Team	Keller Williams Kc North
35	Dan	O'Dell	Real Broker, LLC
36	Christopher	Mather	Compass Realty Group
37	Jody	Shewmaker	Reecenichols Shewmaker
38	Eric	Jaynes	Keller Williams Kc North
39	Blake Nelson	Team	KW Kansas City Metro
40	Brent	Draper	Loch Lloyd Residential Re
41	Richey Real Estate	Group	Reecenichols - Lees Summit
42	Sally	Moore	Keller Williams Platinum Prtnr
43	Ask Cathy	Team	Keller Williams Platinum Prtnr
44	Lynne	Matile	Reecenichols - Overland Park
45	Sundance	Team	Rodrock & Associates Realtors
46	Teresa	Acklin	Prime Development Land Co LLC
47	Stroud & Associates	Team	Real Broker, LLC
48	Peter	Colpitts	Reecenichols- Leawood Town Center
49	Denise	Sanker	Reecenichols - Lees Summit
50	Robbie	Smart	Weichert, Realtors Welch & Com

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Billie Bauer	Network	Keller Williams Realty Partners
52	Jan	Bleakley	Parkway Real Estate LLC
53	Trenton	Johnson	Crown Realty
54	Jan	Aylward	Weichert, Realtors Welch & Com
55	Meredith	Vertreese	Coldwell Banker Uplife Realty
56	Kitt	Halterman	KW Kansas City Metro
57	Macoubrie	Zimmerman	Weichert, Realtors Welch & Com
58	Aravind	Pentapati	Platinum Realty LLC
59	Thrive Real Estate K	Team	KW Kansas City Metro
60	Adam	Massey	Greater Kansas City Realty
61	Brent	Sledd	Weichert, Realtors Welch & Com
62	Jenny	Burkhead	Keller Williams Kc North
63	Brett	Roberts	Midwest Land Group
64	Courtney	Filing	Reecenichols - Leawood
65	Shannon	Brimacombe	Compass Realty Group
66	Ashley	Kendrick	Chartwell Realty LLC
67	Jake	Zillner	Modern Realty Advisors

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Teams and Individuals Closed from Jan. 1, 2025 - Jan. 31, 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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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2025 - Jan. 31, 2025

#	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 - Jan. 31, 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	Epoque 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	Sirena	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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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2025 - Jan. 31, 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	Reecenicholswarrensbgrwhiteman
179	Holly	Renfro	Platinum Realty LLC
180	Shannon	Rixson	Sage Sotheby's International Realty
181	Ashlee	Whittington-Duncan	Curtis & Sons Realty
182	Ivy	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	To KC	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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