

WICHITA

AUGUST 2026

REAL PRODUCERS[®]

Yesenia
Sandoval

PHOTO BY KIM STIFFLER

CONNECTING. ELEVATING. INSPIRING.

#1 HOME LOAN LENDER IN WICHITA

YOUR CLIENTS. OUR PURPOSE.



**Local underwriting.
Fast decisions.
Close in as little as 21 days.**

MeritrustHomeLoans.org

Check our rates:



Cassie Kilpatrick
NMLS# 1375615



Alana Miranda
NMLS# 2518341



Jordan Taylor
NMLS# 1842699



Stephanie Davis
NMLS# 807315



Malorie McGaffin
NMLS# 488627



Alyssa York
Mortgage Relationship Manager
NMLS# 2431090



Matt Wendling
Mortgage Sales Manager
NMLS# 492471



Subject to approval. NMLS#: 416701 Most home loan units - purchase, refinance and equity - according to InGenius.

We Roof America

SERVE, SACRIFICE, AND DELIVER

RestoreMasters is a Top 100 Roofing Contractor and Inc. 5000 Company. Our local presence and vast network gives you access to the nation's leading experts specialized in helping you recover from storm-related losses. With a robust production apparatus trained and certified by the best manufacturers in the industry, you can rest assured that your property is in good hands.

What We Specialize In

- Hail Damage
- Wind Damage
- Fire Damage
- Flood Damage

Services We Provide

- Roof Leaks
- Hail Damage
- Wind Damage
- Missing Shingles
- Broken Tiles
- Ponding Water
- Flashing Leaks
- Roof Punctures
- Blow-Offs & Blistering
- Heat Shrinkage
- Hurricane Damage
- Tornado Damage
- Flood Damage
- Water Damage
- Fire Damage
- Mold & Mildew
- Tree Damage
- Ice Dam Leaks
- Ceiling Leaks
- Gutter Issues
- Improper Installation
- Roof Degradation
- Insurance Claims Assistance
- Window & Door Leaks
- Siding Damage
- Attic Ventilation
- Facility Damage
- Sheetrock Damage
- Decks & Stairways
- Emergency Roof Sealing



Kyle Haas
Regional Manager
(405)880-4512
K.haas@weroofofamerica.com



Trey Dulaney
Account Executive
(316)305-2103
t.dulaney@weroofofamerica.com



Chad Blair
Account Executive
(316)361-1389
c.blair@weroofofamerica.com



Tahner Williams
Assistant Manager
(316)322-5909
T.williams@weroofofamerica.com



PAINT NOW

PAY AT CLOSING!

Sell your Home Faster. FOR MORE.

Your reputation is important and helping you is our top priority. You can rest easy knowing that our program was designed to sell the home faster
FOR MORE.



Our Services

- ✓ Interior & Exterior Painting
- ✓ Wallpaper Removal
- ✓ Popcorn Ceiling Removal
- ✓ Fence Finishing & Staining
- ✓ Deck Finishing & Staining

SCAN ME



Loans provided by Regions Bank d/b/a EnerBank USA, Member FDIC, (650 S. Main St., Suite 1000, Salt Lake City, UT 84101-2844) on approved credit, for a limited time. 19.99% fixed APR, effective as of 12/1/2022, subject to change. Minimum loan amounts apply. Interest starts accruing when funds are disbursed. Interest waived if repaid in 180 days. Repayment terms vary from 18 to 126 months. Actual loan term may be shorter if less than the full approved amount of credit is used. First monthly loan payment due 180 days after funds are disbursed.



316-799-8659



FRESHCOATPAINTERS.COM



RESPONSIVE MORTGAGE

a division of Gold Star
Mortgage | NMLS #3446

No boring suits.

No cookie-cutter deals.

**Just speed, innovation, and a team obsessed
with getting you the deal— not the runaround.**

CONNECT WITH US:

(316) 844-6633

responsivemortgage.com



Responsive Mortgage is a division of Gold Star Mortgage Financial Group, Corp. | Equal Housing Lender | NMLS ID #3446. Corporate office: 2350 Green Road, Suite 100B, Ann Arbor, MI 48105. The information provided is intended for real estate professionals and Gold Star borrowers for general informational purposes only. This is not a commitment to lend. All loans are subject to credit and underwriting approval. Additional terms, conditions, and restrictions may apply. Programs, rates, and terms are subject to change without notice. For a full list of licenses, visit: www.GoldStarFinancial.com/state-licenses.php. To access the NMLS Consumer Access database, visit: www.nmlsconsumeraccess.org.

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the real estate community!

AIR DUCT AND DRYER VENT CLEANING
Vortex
(316) 272-6849
www.vortexductcleaning.com

ARBORIST/TREE CARE
Huff's Tree Service
(316) 871-3841
huffstreeservice.com

ATTORNEY - ESTATE PLANNING, PROBATE
Coultis Law
(316) 260-9650
www.coultislaw.com

ATTORNEY - REAL ESTATE
Agnew Law
(316) 202-4003
www.agnewhealthlaw.com

AUTO BODY, PAINT & COLLISION
Andover Auto Body
(316) 925-5145
andoverautobody.com

BATHTUB RESURFACING
H & L Resurfacing
(316) 347-7388
hiresurfacing.com

BLINDS, SHADES, SHUTTERS, DRAPERY
Schammerhorn
(316) 265-8659
schammerhorn.com

CERTIFIED FINANCIAL PLANNER™
Northwestern Mutual
(316) 265-8139
northwesternmutual.com/
financial/advisor/sean-miller/

CLOSING GIFTS
Cutco Closing Gifts
Blaine Rodman
(316) 293-8701
sharpbrandingtools.com

COMMERCIAL SPACE FOR LEASE
Jenco LLC
(316) 644-7287

CONTRACTOR / REMODELING
Tall Guy Industries
(316) 399-5907
tallguyindustries.com

CPA/TAX/ACCOUNTING
Midwest CPA
(316) 364-4163
midwestcpallc.com

CUSTOM HOMES/ NEW/REMODELS
Tony Giesel Construction
(620) 747-0089
tonygieselconstruction.com

DUCT CLEANING
Vortex
(316) 272-6849
www.vortexductcleaning.com

ELECTRICIAN-RESIDENTIAL/ COMMERCIAL
Elite Electric Company
(316) 258-2166
eliteelectriccompany.com

EYEWEAR: RX/NON-RX/ SUNGLASSES
Specs RX
(316) 315-0066
specsrx.com

FENCING SOLUTIONS
TM Fencing
Tane Murphy
(316) 218-3450
tmfencingllc.com

FINANCIAL SERVICES
Sterling Edge Financial
(312) 858-8934
sterlingedgefinancial.com

FIND/KEEP CLIENTS
ExpressIt Messaging
(620) 506-1958

FLOORING/INSTALLATION
Designer's Home Gallery
Ben Henwood
(316) 440-8888
nouglyfloors.com

FLOORING/REMODELING
Jabara's Carpet Outlet
Jason Jabara
(316) 267-2512
jabaras.com

FURNITURE
Salt & Light Furniture Liquidations
saltandlightfurniture.com

FURNITURE RENTAL & STAGING SERVICES
Transitions Group
(316) 202-8119
www.transitionsgroup.net/

FURNITURE/INTERIOR DESIGN
Traditions Home
(316) 684-2177
traditionsathome.com

GARAGE - FLOORING/ ORGANIZATION
GarageExperts of Wichita
(316) 867-9720
www.garageexperts.com/wichita

GARAGE ORGANIZATION / STORAGE
Tailored Closet
(316) 669-0800
tailoredcloset.com/near-me/
wichita-ks

GLASS / SHOWERS / WINDOWS
Glass Guru
(316) 531-4437
www.theglassguru.com/locations/
wichita-ks/

HOME & PROPERTY INSPECTIONS
Bryant Home Inspections
Lisa Bryant
(316) 644-6545
thebryantsinspecthomes.com

ICT Pro Inspections
(316) 535-0900
ictproinspections.com

Pillar To Post
Jason Hancock
(316) 570-1444
jasonhancock.pillartopost.com

Professional Standard Home Inspection
David Christie
(316) 303-4266
proinspectionsks.com

HOME LOANS
Heartland Credit Union
Michael Lorimor
(800) 428-8472
www.hcu.coop

HVAC SERVICES
Balanced Mechanical Experience
(316) 243-8953
balancedmechanicalexperience.
business.site

INSULATION
Jordan Spray Insulation
(316) 943-6222
jordansprayinsulation.com

INSURANCE
Katie Bauer
(316) 202-4598
www.shelterinsurance.com/CA/
agent/KBAUER

State Farm Moriah
Birkle Agency
(316) 721-8181
wichitasf.com

Wheat State Insurance Group
(316) 776-0777
wheatstateinsurance.com/

INSURANCE AGENCY - VETERAN OWNED
Kris Pruner Agency
(316) 734-0191
agents.farmers.com/ks/wichita/
kristopher-pruner

INSURANCE BROKER
Conrade Insurance Group
(316) 249-2776
conradeinsurance.com/

Shepherd Insurance Group
(316) 869-1235
insurewithsig.com

INSURANCE/FINANCIAL
State Farm Insurance
Crystal McEachern
(316) 425-0925
callcrystalnow.com

INTERIOR DESIGN / REMODELING
Wendy Mayes Design
(316) 358-9672
wendymdesign.com/

INVESTORS
316 Home Buyers
316homebuyers.com

JUNK REMOVAL & MOVING SERVICES
Bee Gone Junk Removal
(316) 771-1383
beegonejunk.com

LANDSCAPE/OUTDOOR LIGHTING
Lume Outdoor Lighting
(316) 655-1270
lumeoutdoor.com

MEDICAL SPA & WELLNESS
Glow 365
(316) 425-0365
myglow365.com

MORTGAGE - HYBRID BROKER/LENDER
Hope Mortgage
(316) 744-5819

MORTGAGE / LENDER
Absolute Mortgage & Lending
(469) 247-1864
www.facebook.com/
FundedByKim

Gold Mortgage Company
Will King
(316) 312-2936
kansasloanman.com

Guild Mortgage
Brandy Mitchell
(316) 990-2440
guildmortgage.com

Meritrust Credit Union
meritrusthomeloans.com

Mortgage Punk
(316) 776-4125
mortgagepunk.com

RCB Bank
(316) 265-2437
rcbbank.com

Total Home Lending
(701) 730-6332
www.facebook.com/grant.
stauntonfinancial/

Union Home Mortgage
(316) 260-5656
www.uhm.com/branches/
wichita-e-21st-st/

MORTGAGE BANKER
Guild Mortgage
(316) 247-3665

LeaderOne Financial Corporation
(316) 559-2600
davidchittwood.
leaderonefinancial.com

MORTGAGE BROKER
Railtrust Mortgage
(316) 347-1045
railtrustmortgage.com

Responsive Mortgage
(316) 680-1554
www.mottomortgage.com/
offices/charged-wichita/

United Home Loans
(316) 260-5656
unitedhomeloans.com/

MORTGAGE LENDER
Planet Home Lending
Michelle Crubaugh
(316) 304-3910
planethomelending.com

MORTGAGE LENDING
Skyward Credit Union
(316) 440-9690
skywardcu.com

Where Illumination

20 Year limited fixture warranty | Free consultations & demos | Custom design and renders

Lume
OUTDOOR LIGHTING

(316) 655-1270 | drake@lumeoutdoorlighting.com | lumeoutdoor.com

Meets Imagination

- Lighting Design Consultation
- Installation of Outdoor Lighting Systems
- Smart Lighting & Automation
- Maintenance Plans
- Upgrades & Retrofits

Made In
UNITED STATES OF AMERICA

Preferred Partners

CONTINUED

**MORTGAGE LENDING /
REVERSE MORTGAGES**
MTG Family Mortgage
(316) 262-7766
MtgFamilyMortgage.com

MOVING COMPANY
American Movers
(316) 409-2846
americanmoverswichita.com

Two Men And A Truck
Renee Carrion
(316) 558-5588
twomenwichita.com

NEW HOME BUILDERS
Perfection Builders
(316) 729-1900
perfectionbuilders.com

**OUTDOOR LIVING /
HARDSCAPES**
Tony Giesel Construction
(620) 747-0089
tonygieselconstruction.com

PAINTING SERVICES
Fresh Coat
(316) 234-5432
freshcoatpainters.com/
locations/wichita/

PHOTOGRAPHER
Allie Jael Photography
(316) 633-5547
www.alliejaelphotography.com

Kim Stiffler Photography
(316) 518-8884
kimstifflerphotography.com

**POST FRAME/STEEL
BUILDINGS/BARN HOMES**
Skyline Builders
(620) 747-0711
skylinebuilders-llc.com/

**PRIVATE HARD
MONEY LENDER**
Dynamo Capital
(316) 347-1409
dynamocapital.com/

**REAL ESTATE MANAGEMENT
& REPAIRS**
Property Management Inc.
(316) 461-5975
www.wichitaproperty
managementinc.com/

**REAL ESTATE PHOTOGRAPHY
/ VIDEOGRAPHY**
AEV Real Estate Photography
(850) 529-0529
www.aevrealestatephoto.com/

ROOFING & EXTERIORS
ICT Roofing & Exteriors
(316) 769-6722
ictroof.com

Kihle Roofing & Construction
(316) 239-9774
kihleroofing.com

ROOFING & RESTORATION
Restore Masters
(405) 880-4512
restoremastersllc.com/locations/
kansas-wichita

**ROOFING AND
CONSTRUCTION**
A & L Roofing
Art Lohrengel
(316) 721-5799
alroofing.org

ROOFING AND EXTERIORS
Rhoden Roofing
(316) 925-7956
rhodenroofing.com

**ROOFING/SIDING/
WINDOWS/DOORS**
Eaton Roofing & Exteriors
(800) 596-3326

SEWER INSPECTIONS
PB and Drains
(316) 636-7778
pbanddrains.com

TITLE & CLOSING SERVICES
Kansas Secured Title
(316) 262-8261
kstitle.com

Meridian Title Company
(316) 204-5088
www.mtc.llc/

TITLE COMPANY
Old Castle Title Company
(315) 358-7016
oldcastletitle.com

Security 1st Title
(316) 267-8371
security1st.com

TREE SERVICE / REMOVAL
Kansas Tree Experts
(316) 641-6090
kansastreeexperts.net/

**VIDEO PRODUCTION/
DRONE SERVICES**
Grand Frame Media
(316) 617-7620
www.grandframemedia.com/

**WALKABLE BLUEPRINTS/
PROJECTION STUDIO**
Walk Your Plans Wichita
(316) 364-7840
walkyourplanswichita.com

NEW FLOORS CAN MAKE ALL THE DIFFERENCE

LIFETIME INSTALLATION
WARRANTY ON ALL
WOOD, TILE & CARPET

PAYMENT AT CLOSING
ACCEPTED!

"I highly recommend Ben Henwood at Designer's Home Gallery. I first used them in a client's home that needed the entire home recarpeted prior to listing it for sale. I always shop around to get my clients the BEST deal and was shocked that Ben could get me the same prices that the factory outlets could, and the quality of the carpet was better. He came to me with the samples, they did the install, and got me the invoice promptly (which is so important to Real Estate Agents).

They really made the whole process so much easier than ANY other company I had ever used prior. I have been using Designer's Home Gallery ever since. I don't have to shop around; he knows what I like, and he gets the job done smoothly.

For the Real Estate Agents, Ben understands the "Allowance" process, they offer a Real Estate Agents rate, and he knows how to keep your clients happy! If you want to impress your clients, send Ben with Designer's Home Gallery!"

-Janiece Erbert, Real Estate Agent
Keller Williams Signature Partners

EATON ROOFING & EXTERIORS

HERE FOR THE LIFE OF YOUR HOME.

KRR#19-007451

EATONROOFING.COM

316-943-0600

MONDAY - FRIDAY 8:00 - 6:00PM
SATURDAY 9:00 - 3:00

nouglyfloors.com
530 N Hydraulic Street Wichita, KS 67214
316-440-8888 | ben@nouglyfloors.com



Designer'sHOMEGallery
"Saving the world from UGLY floors"

Meet The Team



Samantha Lucciarini
Owner/Publisher



Shae Regan
Videographer



Dave Danielson
Writer



Christina Kitchen
Ad Strategist



Allie Henwood
Photographer



Kim Stiffler
Photographer



Cameron McSwain
Videographer



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



Northwestern Mutual

Wealth Management Company®



Sean K. Miller, CFP®, ChFC®, RICP®, CLU®, CLTC®
Wealth Management Advisor

316-266-5083
sean.miller@nm.com

Helping You Build, Protect & Preserve What Matters Most

Strategic financial guidance for individuals, families, business owners, and professionals.

OUR SERVICES

- Financial Planning
- Investment Advising
- Business Benefits Planning
- Life, Disability, Long-Term Care Insurance
- Retirement Maximization



Eli Wohl, MBA
Financial Advisor

580-382-1304
eli.wohl@nm.com



Whether you're planning for retirement, growing your wealth, protecting your family, or building a business succession strategy, we're here to help you move forward with confidence.



8621 E. 21st St. N., Suite 150
Wichita, KS 67206



www.northwesternmutual.com

Sean K. Miller and Eli Wohl maintain separate financial representative practices, but frequently collaborate as Northwestern Mutual colleagues. View detailed disclosures regarding Sean at sean-miller.com and regarding Eli at eliwohl@nm.com. Northwestern Mutual is the marketing name for The Northwestern Mutual Life Insurance Company (NMLIC) and its subsidiaries.

Don Smith
Founder & CEO

SALT & LIGHT FURNITURE LIQUIDATIONS WICHITA, KS

Stage and Shop Smarter.

A hybrid 3PL with direct access to new, in-box furniture from Ashley, Wayfair and Amazon at up to 75% below wholesale. Open to the public - 50+ guests a day shop our showroom & warehouse.

Stagers, realtors and designers save clients to our Scan & Save department and furnish full rooms for a fraction of retail.

- In stock: sectionals, sofas & recliners • coffee & end tables nightstands & dressers • lamps & home décor area rugs in every size • and much more.
- In just 11 months: 4 warehouses, thousands of followers, and 75+ stores supplied across 6 states.

11 MONTHS

4 WAREHOUSES

75+ STORES

6 STATES

Kansas | Oklahoma | Arkansas | Missouri | Texas | New Mexico

WHO WE SERVE
Realtors • Stagers • The Public

Walk in. Scan. Save. Furnish full rooms for a fraction of retail.

316-358-9373

facebook.com/saltandlightfurnitureliquidations

1132 S. Santa Fe Wichita 67211

saltandlightfurniture.com

★ Thousands Informed. 🏠 Rooms Acclaimed. 🔒 Deals on Lock. ❤️ Drives by Intrigue.

INC. SAYS

THIS MAGAZINE IS A FORCE FOR GOOD

The N2 Company was named to **Inc.'s Best in Business list for Social Good** — the authoritative list of companies that make a meaningful impact beyond profit.

Here's the part we're most proud of: The magazine you're reading is part of that impact.

Read how THIS magazine is part of something bigger.

SUMMER MARKET IS HERE. ARE YOUR BUYERS READY TO WIN?

Grant Peterson
701.730.6332

OP mortgage

Call or text Grant today
Grant Peterson | 701.730.6332

DEALS SHOULDN'T LAG — LET'S KEEP YOUR PIPELINE HOT

The Ultimate Home Inspection

Featuring

- PTP360® Interactive 360° Visual Inspection Summary
- PTPEstimates® Cost estimate for Inspection Summary items
- PTPFloorPlan An accurate floor plan of the entire home
- PTPHomeManual The digital owner's manual for the home

Hancock Team
316-570-1444
hancockteam@pillartopost.com
jasonhancock.pillartopost.com

Request an inspection today!

*Where available. Not all services are offered by every office. Each office is independently owned and operated.

THE SUMMER OF MORE

MORE LIFE. LESS MAINTENANCE.



More Opportunities. More Rewards. More Closings.

This summer, help your clients enjoy more of what matters with a low-maintenance lifestyle they'll love and a limited-time offer designed to make moving easier.

On Quick Move-In homes, your clients can receive \$10,000 to Make Their Move Easier, including:

- \$5,000 with RightSize Moving Solutions to help simplify their move
- \$5,000 toward closing costs to ease their transition

More for your clients. More for you.

The select Quick Move-In homes featured below qualify for exclusive Summer of More incentives.

MORE Commission. Same Great Homes.

These select homes are eligible for a **4% commission**.

Earn MORE This Summer

These select homes qualify for a **\$3,500 bonus** in addition to regular **3% commission**

THE COURTYARDS AT CORNERSTONE

- 316 Pepper Tree
- 310 Pepper Tree
- 322 Pepper Tree

THE COURTYARDS AT JACOBS FARM

- 14105 Barn Owl
- 14109 Barn Owl
- 14007 Barn Owl
- 13917 Barn Owl

THE COURTYARDS AT THE MOORINGS

- 4516 Harborside
- 2834 Shearwater
- 2628 Shearwater
- 2722 Shearwater

HERITAGE COMMONS

- 409 Douglas
- 403 Park Place
- 141 Shay
- 419 Park Place
- 123 Sunset
- 131 Sunset
- 328 Park Place



THE SUMMER OF MORE

MORE FREEDOM.
LESS WAITING.



Help your clients discover
more this summer.

Call 316.661.6522
to explore available homes,
lifestyle amenities, current
offers, and exclusive
Realtor opportunities.

Ready for More?



Scan to discover this
season's offers, available
homes, and the lifestyle
your clients are looking for.



PUBLISHER'S NOTE

Happy August, folks! It's back-to-school month... how does that always come around so quickly?!

If you're ever in the market for a new vendor, I encourage you to check out our Preferred Partners list. Every single business that participates with *Wichita Real Producers* came highly recommended by a top Agent, and in most cases, several top agents.

And if you know of a business that isn't a part of the WRP community but should be, please share! There is always room for *quality* businesses. And if you already use one of our vendors, we encourage you to let them know you saw them in *Wichita Real Producers*.

Sincerely,
Your friend and publisher,
[Samantha Lucciarini](#)



Built for Top Producers.
Backed by Farmers.

As a dedicated, veteran-owned, Farmers Insurance Agency serving Wichita, I specialize in protecting what your clients value most — while helping you close with confidence.

Let's make sure every transaction is backed by:

- Fast, reliable home insurance quotes
- Coverage solutions for high-value homes
- Clear communication and on-time closings
- Local underwriting expertise
- A referral partnership that elevates your client experience

Pruner Agency | (316) 400-3200
pruneragency.com



TALL GUY
Renovations & Construction



Donnie Wallace
General Contractor
(316) 399-5507



Our Strength. Your Numbers.



(316) 364-4163

8020 E Central Ave Suite 155 | Wichita, KS 67206

Accounting is what we do best.

Whether you're a business owner, executive, or independent professional, we offer tailored services.

- Financial Planning
- Business Services
- Tax Services

Connect With Us!



SPECS

Different personalities.
Different styles.
One eyewear destination.



SAMANTHA
LUCCIARINI



KATHERINE
AMBROSE



ERICA
CHORIEGO

How's Your SPECS Life?

Curated eyewear for Wichita's most distinctive professionals.



1423 N. Webb Rd, Suite 129
Wichita, KS 67206

Tel: 855.SPECSRX

Mail: info@specsrx.com

Yesenia SANDOVAL

Driven by Service

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

For Yesenia Sandoval, helping families build their dream homes isn't simply a career—it's an opportunity to guide people through one of the most exciting and meaningful milestones of their lives.

As a New Construction Specialist with the J. Bias Group at Keller Williams Signature Partners, Yesenia has discovered that buying a home is about much more than blueprints, floor plans, and closing documents. It's about helping clients envision the future, navigate unfamiliar territory, and create a place they'll proudly call home.

Although real estate has become her passion, it wasn't the career she originally expected to pursue.

From Banking to Building Dreams

Before entering real estate, Yesenia spent nine years in the banking industry, enjoying the stability and routine of a traditional career. Looking for additional income,

she accepted a part-time position hosting open houses for Judy Bias, leader of the J. Bias Group.

At first, she viewed it simply as a side job.

"I loved banking," Yesenia says. "I really wasn't sure real estate was something I could commit to full time."

As the years passed, however, she became increasingly fascinated by the new construction process. Every weekend she watched families tour model homes, ask questions, and imagine what their future might look like.

Judy Bias continually encouraged her to earn her real estate license, believing she had the personality and work ethic to succeed.

Eventually, curiosity became conviction.

"I finally decided to get licensed, joined Judy's team, and absolutely loved it," Yesenia says.

She credits both Judy Bias and longtime director of operations Mary Longstaff with providing the mentorship that helped launch her career.

"They taught me everything I needed to know about new construction and selling homes," she says. "I learned so much from both of them."

For several years, Yesenia balanced banking and real estate before making the leap into the profession full time.

Last year marked her first full year working exclusively in real estate.

"I realized I couldn't reach my full potential doing it part time," she says. "I wanted to be there for my clients every step of the way."

Making New Construction Understandable

While many buyers find new construction intimidating, Yesenia sees opportunity where others see uncertainty.

One of her greatest passions is educating people about what's possible.

"A lot of people think building a home is only for someone buying a million-dollar house," she says. "That's simply not true."

She enjoys showing buyers that new construction can be surprisingly attainable, even for first-time homeowners.

"There really is a budget for everyone," she explains. "We sit down, look at their goals, and find what fits their needs."

She loves walking clients through the countless customization options available during the building process—from floor plans and finishes to design selections that transform a house into a home.

Watching clients realize they can personalize nearly every aspect of their future home is one of the most rewarding parts of her work.

"They're making their dreams come true," she says. "I love being part of that."

A Trusted Guide Through the Process



A lot of people think building a home is only for someone buying a million-dollar house. That's simply not true."

Building a home is exciting, but it can also be emotional.

Construction timelines, contractor coordination, inspections, financing, and countless decisions can quickly become overwhelming.

That's where Yesenia believes her role becomes most valuable.

"I really try to be my clients' advisor," she says. "I want to be their rock throughout the process."

Whether helping families build from the ground up or assisting buyers with existing homes, she focuses on educating clients so they can make confident decisions.

She and her team regularly host free first-time



“

We want people to understand what’s involved and be prepared. Buying a home is one of the biggest decisions they’ll ever make.”



homebuyer seminars and partner with organizations such as the Urban League to help educate future homeowners about every stage of the buying process.

“We want people to understand what’s involved and be prepared,” she says. “Buying a home is one of the biggest decisions they’ll ever make.”

Even when emotions run high—as they sometimes do during construction—Yesenia strives to remain calm and positive.

“I always try to remind everyone what we’re working toward,” she says. “This should be an exciting experience.”

That steady presence has earned appreciation from clients who value having someone they can trust throughout the journey.

Supported at Home

Behind every successful real estate professional is often a strong support system, and Yesenia is grateful for hers.

Her entire family has encouraged her throughout her career, especially as she transitioned away from the predictability of banking into the ever-changing world of real estate.

Her husband, Christian Sandoval, has been one of her biggest supporters.

“He really gave me the confidence to go full time,” she says. “Having that support at home makes such a difference because this career doesn’t operate on a normal eight-to-five schedule.”

With evening appointments, weekend showings, and unexpected client needs, flexibility becomes essential. Knowing her family understands those demands allows her to remain fully committed to serving her clients.

When she does find free time, Yesenia enjoys spending it with family and friends. Whether they’re playing board games, cards, pickleball, fishing, visiting the arcade, or simply enjoying friendly competition together, those moments help her recharge.

“I’m a kid at heart,” she says with a laugh.

As she continues growing her career, Yesenia remains focused on what has mattered most from the beginning: serving others with positivity, compassion, and integrity.

For her, success isn’t measured only by homes built or transactions closed. It’s measured by the confidence families gain, the relationships that grow along the way, and the privilege of helping people turn the dream of homeownership into reality. 🏡

SKYWARD
CREDIT UNION

ON TIME MATTERS.

So does communication. Follow-through. And doing things right the first time to protect your reputation.

On-Time Closings



Responsive Service



Trusted Partnership



**Congratulations, Yesenia Sandoval,
on your continued success in real estate!**

NMLS # 401957



WHEN A LISTING DOESN'T
FIT THE MARKET,
WE'RE YOUR
Backup Plan.

A RELIABLE CASH SOLUTION FOR TOUGH PROPERTIES
SO YOU CAN KEEP MOVING FORWARD.

WE BUY HOUSES IN ANY CONDITION
From cosmetic updates to major repairs,
we'll take the property as-is.

QUICK & HASSLE-FREE PROCESS
Our streamlined process means your client
gets a cash offer quickly and can close on
their timeline.

SIMPLE, TRANSPARENT OFFERS
We provide a clear, straightforward cash offer
so your clients know exactly what to expect
from day one.

FLEXIBLE CLOSING DATES
We work around your client's needs—choose
the closing date that works best for them.

316 HOME BUYERS
LOCAL. TRUSTED. HERE FOR WICHITA.

**WE HELP YOU SOLVE PROBLEMS
FOR YOUR CLIENTS.**
Tough property? We've got an answer.

✓ Divorce ✓ Inherited Properties ✓ Vacant Homes
✓ Behind on Payments ✓ Relocation ✓ And More

A trusted local buyer
you can count on to
help your clients
move forward.
*Let's build more
wins—together.*

(316) 712-4173

Austin@316homebuyers.com

FOLLOW US
ON FACEBOOK

Scan to visit
OUR WEBSITE!

A PARTNER YOU CAN TRUST. A SOLUTION YOUR CLIENTS WILL APPRECIATE.

ALLIE JAEL
Photography

CAPTURING COUPLES, WEDDINGS, &
ELOPEMENTS WORLDWIDE

WWW.ALLIEJAELEPHOTOGRAPHY.COM
ALLIE@ALLIEJAELEPHOTOGRAPHY.COM
@ALLIEJAELEPHOTOGRAPHY
@BYALLIEJAELE
316.683.5547

**Agents Help Their Clients
With So Much!**

We Want to Help YOU!

- Education & Communication
- Same Day Reports
- Online Scheduling
- Supra Key Holder, RSCK Member

Triple Certified, Bonded, and Insured

ICT PRO
INSPECTIONS
(316) 535-0900
www.ictproinspections.com

Your Palette, Our Passion
Let's Paint Your Story

Contact us today for a free quote!

25

FORSHEE
PAINTING

Interior & Exterior Painting | Cabinet Refinishing | Epoxy Flooring
Phone: 316.263-7777 • forsheepainting.com

ILLUMINATE YOUR LISTINGS

Luis and Stephen, Owners

ELECTRICAL REPAIRS AND UPGRADES
Standby Generators | Security Systems | Inspections
Energy Efficiency | Smart Home Installation | Power Surge Protection
Electric Car Chargers | Child Proof Outlets | Smoke Detectors

ELITE
ELECTRIC COMPANY

Veteran-Owned
and Operated

SE HABLA
ESPAÑOL

Partner With Us Today
(316) 258-2166 | eliteelectriccompany.com

*"Mike and his team at
MTG Family Mortgage are
so knowledgeable, but
even better, they are all
thoughtful and kind! As a
first time home buyer, I
was nervous to begin this
process of looking for my
first house, but Mike and
everyone at MTG Family
Mortgage made it
seamless for myself."*

—Jill

MTG
FAMILY MORTGAGE
Member of American International Bank

Michael Gonzales
Certified Mortgage Advisor &
Certified Reverse Mortgage Professional
Call or text 316-262-7786
MTGFamilyMortgage.com
Mike@MTGFamilyMortgage.com

VOTED #1
Best of Wichita
The Wichita Eagle

5.0 ★★★★★
190+ Google Reviews

MTG Family Mortgage is Powered by American Mortgage Bank, Inc. (NMLS #115140, nmlsconsumeraccess.org).
Michael Gonzales NMLS #122988, 2200 N. Tyler Rd., Suite 200, Wichita, KS 67205. Equal Housing Opportunity Lender.

Moriah

BIRKLE

P A S S I O N F O R P E O P L E



Life has a way of presenting unexpected opportunities, and sometimes the most rewarding journeys begin with a season of change.

For Moriah Birkle, a midlife career transition became the doorway to discovering a profession that perfectly aligned with her passion for serving others. Today, as an agent with State Farm, she helps individuals and families protect what matters most while building relationships.

For Moriah, it's about earning trust, understanding people's lives, and being there when they need someone most.

A New Beginning

Before entering the insurance and financial services industry, Moriah spent 38 years in retail, working her way from sales associate to regional manager. Throughout those decades, she developed a deep appreciation for customer service and learned how meaningful it could be to help people feel valued.

Following a major life transition, however, she found herself asking what the next chapter should look like.

PHOTOS BY
KIM STIFFLER
WRITTEN
BY DAVE
DANIELSON



"I really wanted to own my own business," Moriah says. "I loved customer service and helping people, but I wanted to make an even greater impact on someone's life."

When the opportunity to become a State Farm agent presented itself, she approached the decision thoughtfully and prayerfully.

"I trusted God to guide me in the right direction," she says.

That decision required a significant commitment. Returning to school after many years away from the classroom wasn't easy, especially with an intensive nine-week program that led to multiple professional licenses.

Moriah earned not only her State Farm agency credentials but also became securities licensed, allowing her to serve customers as a financial advisor specializing in retirement planning.

"It reminded me what I was made of," she says with a smile.

More Than Insurance

Today, Moriah's work extends well beyond home and auto insurance.

She helps customers with homeowners, automobile, life, and health insurance while also assisting individuals and families with retirement planning and financial guidance.

The ability to serve customers across multiple areas allows her to provide comprehensive solutions tailored to each family's unique situation.

"I always tell people I'm not in the business of selling things," she says. "I'm in the business of building relationships."

That philosophy shapes every customer conversation.



Rather than recommending the same coverage for everyone, Moriah takes time to understand each person's goals, concerns, and priorities before developing a plan designed specifically for them.

"I want to understand their needs," she explains. "Then we can build something that

truly fits their family without overinsuring or overselling."

Her goal is simple: create an experience that exceeds expectations while giving customers confidence that they're properly protected.

Serving Her Community

Born and raised in Wichita, Moriah considers the community more than simply the place where she works.

It's home.

Although her previous career gave her opportunities to live in several different states, Wichita has always remained close to her heart.

"I've traveled and lived in different places," she says, "but Wichita will always be home."

That connection fuels her desire to stay actively involved throughout the community.

Whether she's meeting new people, supporting local organizations, or simply building meaningful relationships with neighbors, Moriah believes investing in her community benefits everyone involved.

"It fills my cup," she says.

For her, success isn't measured solely by business growth but also by the opportunity to contribute to the city that has given so much to her throughout her life.

Relationships That Last

Ask Moriah what she hopes customers remember most after working with her, and the answer has little to do with policies or premiums.

She hopes they remember the relationship.

"I want them to see me as more than just their agent," she says.

That perspective is one of the reasons State Farm felt like such a natural fit.

"The phrase 'Like a good neighbor, State Farm is there' really resonates with me," she says. "I want people to know they can depend on me."

Whether customers experience a claim, have questions about retirement, or simply need advice, Moriah wants them to feel comfortable reaching out.

She hopes they describe her as reliable, dependable, knowledgeable, and someone who always has their best interests at heart.

"I want them to know I'll be there when they need me," she says.

It's an approach rooted in integrity, compassion, and genuine concern for others.

Life Beyond the Office

Outside of work, Moriah treasures time with her two sons and three grandchildren.

Family remains at the center of her life, providing both inspiration and perspective.

When she's not spending time with loved ones, you'll often find her at the barn caring for her horses.

"I always have to clarify that," she laughs. "People think I say I spend my time in a bar. It's actually a barn."

She also enjoys gardening, growing her own vegetables, and spending as much time outdoors as possible. Nature provides the



“

I'VE
TRAVELED
AND
LIVED IN
DIFFERENT
PLACES,
BUT
WICHITA
WILL
ALWAYS BE
HOME.”

perfect balance to a career built around serving people every day.

As Moriah reflects on her professional journey, she's grateful for the unexpected turns that led her to where she is today.

What began as a courageous career change has become a calling centered on faith, service, and relationships.

By listening first, leading with integrity, and treating every customer like a neighbor rather than a transaction, Moriah Birkle continues to make a lasting impact—helping families protect not only their homes and finances, but also the futures they've worked so hard to build. ▀

PUT THE **POWER OF PLANET** TO WORK FOR YOU!



\$0 Down Payment
with Assistance
Programs for
qualified buyers



**Manual and upfront
underwriting
options** to help more
clients qualify



**\$130+ Billion
servicing portfolio** —
strength and stability
you can trust



**Ranked #11 Top
Overall Lender by
Scotsman Guide**
2025



**Recognized as a Top
Military Lender by
National Mortgage
Professional Magazine**
2024

TOGETHER, WE CAN EMPOWER YOUR CLIENTS — **REACH OUT TODAY!**



MICHELLE CRUBAUGH
Retail Branch Manager
NMLS ID# 1201530
316-304-3910
MCrubaugh@PlanetHomeLending.com



PATTIE DURHAM
Mortgage Loan Originator
NMLS ID# 2320155
316-249-3540
PDurham@PlanetHomeLending.com



KRISTA ROSSON
Mortgage Loan Originator
NMLS ID# 1747436
316-680-4802
KRosson@PlanetHomeLending.com



SAM HANSON
Mortgage Loan Originator
NMLS ID# 2163636
316-299-9140
SHanson@PlanetHomeLending.com



ANABELLA RUIZ
Mortgage Loan Originator
NMLS ID# 2411758
316-992-2641
Anabella.Ruiz@PlanetHomeLending.com



Planet Home Lending
WE'LL GET YOU HOME

2020 N Webb Rd, Suite 203 Wichita, KS 67206 | Branch NMLS ID# 1733529 | Equal Housing Lender. © 2026 Planet Home Lending, LLC | 321 Research Parkway, Suite 303, Meriden, CT 06450 (203) 265-5090 | NMLS ID# 17022 | For licensing information, go to: www.nmlsconsumeraccess.org. This is a business to business communication meant for use by mortgage professionals only. It is not intended for distribution to consumers or other parties. It is not an "advertisement" as defined in Section 1026.2(a)(2) of the Truth-in-Lending Act. Product information is subject to change without notice.





GARAGE MAKEOVER

DURABLE FLOORS & CUSTOM CABINETS



GET MORE OUT OF YOUR GARAGE. BUILT TO LAST. DESIGNED TO IMPRESS.

What We Offer

- Industrial-strength floors
- Adjustable custom-cabinets
- Floor & Cabinet colors to match any decor

316-867-9720 | www.GARAGEEXPERTS.COM/WICHITA

WICHITA'S PREMIER PRIVATE LENDER.

CLOSE FASTER. SCALE QUICKER. WIN MORE DEALS.
OVER \$150 MILLION IN LOANS FUNDED.



316.247.6894
DYNAMOCAPITAL.COM
WICHITA, KS

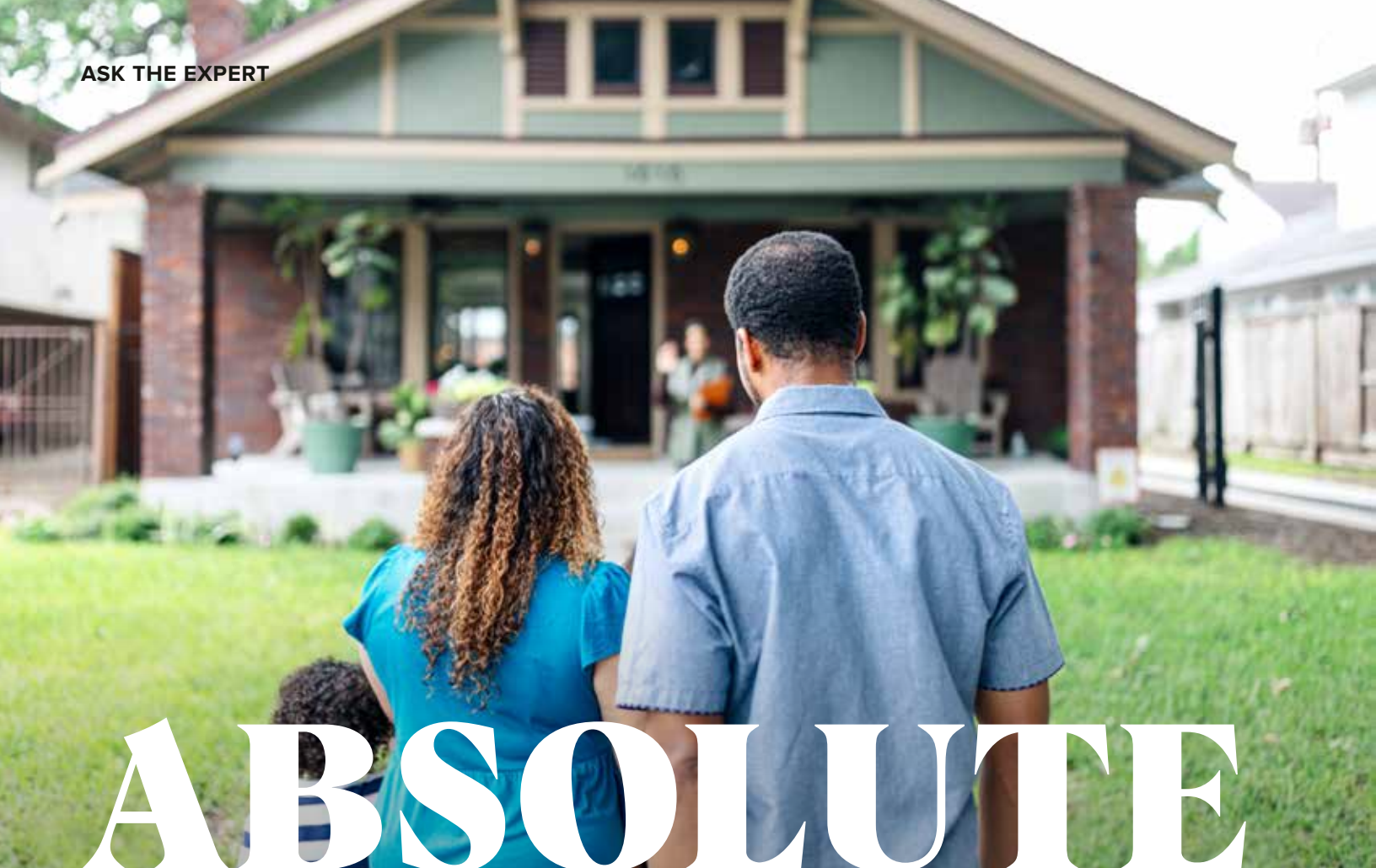
Empowering Agents, Protecting Clients!



Moriah Birkle
Insurance Agent
KS-20458232



316.721.8181 | WichitaSF.com
2121 N Tyler Road Suite 203, Wichita



ABSOLUTE

MORTGAGE & LENDING

Every Mortgage Has a Story

WRITTEN BY DAVE DANIELSON

For many homebuyers, the mortgage process can seem intimidating. Questions about interest rates, loan approvals, and financing options often create anxiety before the home search even begins.

For Kimberly Luong, Mortgage Loan Originator with Absolute Mortgage & Lending, the goal is to replace uncertainty with confidence. She believes every borrower deserves clear answers, personalized guidance, and someone who genuinely enjoys helping them navigate one of life's biggest financial decisions.

Kimberly's own journey into the mortgage industry began unexpectedly during the COVID-19 pandemic. While home with her second child, a Realtor friend introduced her to an experienced

loan officer in Houston who needed a remote assistant. Although Kimberly had no mortgage experience, she embraced the opportunity.

Within a year, she realized she had found her calling.

She earned her mortgage license and joined Absolute Mortgage & Lending in 2023, where she continues helping buyers achieve their dream of homeownership.

"I love every part of the loan process," Kimberly says. "It's stressful at times, but seeing clients receive the keys to their new home makes everything worthwhile."

Every Buyer Is Different

One of Kimberly's favorite parts of her job is helping clients understand their financing options.

Whether she's assisting a first-time homebuyer, an investor, someone relocating, or a family moving into a larger home, she enjoys structuring loans that fit each client's unique financial situation.

"There really isn't a one-size-fits-all mortgage," she explains.

That's why education is such an important part of every conversation.

Q: What's the most common question you receive from buyers?

Kimberly: "What will my interest rate be?" It's by far the question I hear most often—but it's also one of the most difficult to answer without first understanding the borrower's complete financial picture.

Interest rates depend on many factors, including credit score, income type, occupancy (whether you're buying a primary residence or an investment property), debt, and the type of loan you're seeking.

"I can't give someone an accurate interest rate without reviewing their specific situation," Kimberly says. "Every borrower is different."

Q: How do you determine how much someone can qualify for?

Kimberly: It's about looking at the complete financial picture. Many buyers assume approval is based solely on income, but lenders also evaluate monthly debts, credit history, employment, tax returns, W-2s or pay stubs, and overall debt-to-income ratio. "Your borrowing power depends on how all those pieces

fit together," she explains. By carefully reviewing each client's finances, I can recommend loan options that best support their goals while helping them understand exactly what they can comfortably afford.

Fast Answers Matter

Buying a home often moves quickly, which is why Kimberly places a high priority on responsiveness.

When clients provide all requested documentation promptly, she's often able to complete a pre-approval review within just two to three hours.

That quick turnaround helps buyers begin shopping with confidence while giving Agents the information they need to write competitive offers.

"I know timing matters," she says. "Once I have everything I need, I get right to work."

Q: What's one thing buyers can do to make the mortgage process smoother?

Kimberly: Be prepared. Having financial documents organized—including pay stubs, tax returns, W-2s, bank statements, and information about existing debts—helps move the process forward much more efficiently. The sooner I receive complete information, the sooner I can provide accurate answers and help buyers move confidently toward homeownership. Preparation also helps eliminate surprises later in the transaction.

Education Builds Confidence

Outside of working directly with clients, Kimberly enjoys educating consumers about mortgages through informational videos and online content. Many of her educational videos are currently produced in Vietnamese, allowing her to serve and educate members of the Vietnamese community who may be navigating the mortgage process for the first time.

Regardless of the audience, her goal is always the same: helping people understand their options so they can make informed financial decisions.

FINANCING SOLUTIONS

for every Situation

LOAN PROGRAM OFFERED:

- Conventional, FHA, VA, USDA
- Non-Qualified Mortgage / NO INCOME CHECK:
 - ✓ DSCR
 - ✓ Profit & Loss
 - ✓ VOE / Stated Income
 - ✓ Bank Statements
 - ✓ 1099

KIMBERLY LUONG
Loan Originator | NMLS# 2453324
(316) 285-0887
kimberly.luong@AbsoluteML.com
www.absoluteML.com/kimberly-luong

Bilingual in English and Vietnamese
4230 Lyndon B. Johnson Fwy, Ste 626, Dallas, TX 75244

ABSOLUTE MORTGAGE & LENDING, A DBA OF AML FUNDING, LLC NMLS #1910591



Contact Kimberly Luong Absolute Mortgage & Lending Mortgage Loan Originator 316-285-0887

— INTRODUCING —
XERF™

THE NEXT GENERATION OF
 NON-SURGICAL SKIN TIGHTENING

Lift. Tighten. Tone.

FACE & BODY NO SURGERY NO NEEDLES NO DOWNTIME

Advanced RF technology that stimulates collagen production deep beneath the skin to improve firmness, definition, and tone.

NOW SCHEDULING
COMPLIMENTARY
 XERF™ CONSULTATIONS

Reserve your personalized assessment today!

REAL RESULTS.
Real Confidence.

BEFORE **AFTER**

Results may vary.

GLOW 365
 MED SPA & WELLNESS CENTER
 LUXURY 2-FLOOR MED SPA & WELLNESS EXPERIENCE
 WWW.MYGLOW365.COM

Find us on IG/FB @MYGLOW365

ANYTHING WORTH DOING IS WORTH DOING WELL!

TONY GIESEL
 CONSTRUCTION

620-747-0089
 wichita@archadeck.net
 10507 N. Hoover
 Hesston, KS. 67062

CUSTOM NEW HOME CONSTRUCTION • WINDOWS
 KITCHEN RENOVATIONS • BATH RENOVATIONS
 OUTDOOR LIVING
 DECKS/PATIOS • OUTDOOR KITCHENS • FIREPLACES
 PAVILIONS • PERGOLAS • SCREENED IN PORCHES

Security 1st Title

FOR ALL YOUR
 REAL PROPERTY NEEDS

EXPERIENCE EXCELLENT CUSTOMER SERVICE
 TAILORED FOR YOUR NEEDS

WE'RE HERE TO HELP PROTECT YOUR PROPERTY RIGHTS.
 TITLE INSURANCE | ESCROW | ABSTRACT SERVICES | 1031 EXCHANGES

YOUR INDUSTRY LEADERS JUST DOWN THE ROAD
 VISIT US ONLINE TO SEE ALL OUR LOCATIONS
 WWW.SECURITY1ST.COM/KANSAS

Guild mortgage
 429 S 119th St W, Ste 105
 Wichita, KS 67235

Own What Matters

Call us today for your next home purchase or refinance!

 Steven Michels Loan Officer NMLS #265702 316.371.3097	 Linda Noder Loan Officer NMLS #434559 316.348.9032	 Cade Liby Loan Officer NMLS #2055409 316.993.9977	 Brandy Mitchell Loan Officer NMLS #556729 316.925.6341	 Aaron Clark Loan Officer NMLS #1770738 316.925.5889
 Marcus Foster Loan Officer NMLS #522022 316.619.9233	 Grace Peterson Loan Officer NMLS #459177 316.992.7003	 Tina Hamm Loan Officer NMLS #1159772 316.208.4559	 Christy Barnett Originating LOA NMLS #720062 316.677.7483	 Keith Stareck Branch Manager NMLS #260485 316.214.8835

Guild Mortgage Company, Equal Housing Opportunity, Company NMLS #5274 (www.nmlsconsumeraccess.org). For more licensing information, please visit www.guildmortgage.com/loanofficers. For use by Real Estate Professionals only. Not intended for public use or distribution. Guild Mortgage is not affiliated with Real Producers Magazine.

meet the community





**MORTGAGE
PUNK! #**



Neighborhood Loans, 1333 Butterfield Rd. Suite 600 Downers Grove, IL 60515 1 800.207.8595 Neighborhood loans is an Illinois Residential Mortgage Licensee. Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. Neighborhood Loans is an approved FHA lender. Not an agency of the federal government. All loans are subject to credit approval. Programs, rates, terms, and conditions are subject to change without notice. Other restrictions apply. Licensed by the Illinois Department of Financial & Professional Regulation. Company NMLS#222982, IL MB.6759826, California DBO Lic/Reg #41DBO-118971



MORTGAGE SQUAD

A DIVISION OF LeaderOne

Honest Answers, Smarter Loans.



David Chittwood
Mortgage Banker
NMLS ID # 1868247
(253) 341-2193
DavidChittwood@leader1.com



Randy Pitts
Mortgage Banker
NMLS ID #846677
(316) 644-4948
RandyPitts@leader1.com

Let's connect




leaderonefinancial.com




Elevated Interiors. Personalized Service. Locally Owned.

Traditions is a family-owned home furnishings and interior design boutique in Wichita's College Hill neighborhood. Owned by husband-and-wife team Taylor and Sara Lewis, the shop offers heirloom-quality furniture, curated decor, and design services rooted in timeless style and thoughtful craftsmanship.

hello@traditionsfurniture.com
316.684.2177
traditionsathome.com



SCAN TO LEARN MORE ABOUT OUR REALTOR REWARDS PROGRAM







Real Estate Preferred Partner Program

ROOF CERTIFICATION
Qualifying listings "12-Month Leak-Free Certified by Rhoden Roofing", backed by a 12-month warranty document guaranteeing up to \$5,000 in eligible warranty repairs.



FAST PASS ACCESS
Prioritized scheduling for all roof repairs and replacements related to real estate closings or financing deadlines.

20%* DISCOUNT

* Exclusive 20% discount on all roof repairs and replacements for home buyers or sellers.




DON'T RELY ON YOUR BUYER'S IMAGINATION MAKE YOUR CLIENT'S HOME "MOVE-IN READY"

Back To Style
SALE
SPECIAL FINANCING

On Select Flooring Including Shaw
AUG 4 - SEPT 10



SCAN TO JOIN OUR REALTOR PROGRAM TODAY



Photo by Kelly Remacle Photography



316-320-0443 | www.jabaras.com
1816 N. Broadway St., Wichita, KS. 67214 | HOURS Mon-Sat. 9am - 5pm





LANE

MERCADO

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

Courage, Kindness & the Heart of Service

When Lane Mercado entered the real estate profession nearly three years ago, she knew she was stepping into unfamiliar territory. Unlike a traditional career with predictable hours and a steady paycheck, real estate required faith, determination, and a willingness to embrace uncertainty.

It wasn't an easy transition.

But for Lane, the decision has become one of the most rewarding chapters of her life.

Today, as a real estate agent with Berkshire Hathaway HomeServices PenFed Realty, she has discovered that success isn't simply measured by homes sold. Instead, it's found in the relationships she builds, the people she helps, and the trust she earns along the way.

An Unexpected Beginning

Lane's journey into real estate began with a simple conversation.

Her nephew, a real estate broker in El Paso, Texas,

introduced her to the profession and sparked an interest she hadn't previously considered.

"My nephew is a broker, and he really piqued my interest," Lane says. "Since we live in Kansas, I decided to take the classes here and begin the journey myself."

That decision led her into an entirely different career than the one she had known before.

Leaving the security of a traditional job wasn't easy.

"It was very challenging," she admits. "I went from having a steady job where you clock in, clock out, and know you'll receive a paycheck every two weeks to a career where you're always working."

Unlike many professions, real estate doesn't fit neatly into business hours. Clients need guidance during evenings, weekends, and sometimes at the most unexpected moments. It requires flexibility, persistence, and a

"It's very rewarding. People are grateful for the help you've provided, and that's what makes this career so MEANINGFUL."

genuine commitment to serving others.

Lane quickly discovered that she was ready for the challenge. As she says, "I feel that my experience of 20-plus years of service in the airline industry played a role in preparing me for connecting with people."

People Make the Difference

Ask Lane what she enjoys most about her work, and she doesn't hesitate.

"It's the people," she says.

Whether she's helping first-time buyers, guiding sellers through an important life transition, working alongside fellow agents, or collaborating with lenders, inspectors, and contractors, every day brings opportunities to build new relationships.

Helping clients successfully navigate one of life's biggest financial decisions is something she doesn't take lightly.

"It's very rewarding," she says. "People are grateful for the help you've provided, and that's what makes this career so meaningful."



Rather than focusing on sales numbers or production goals, Lane prefers to keep her attention where it belongs—on the people she serves.

Her success, she believes, naturally follows when clients know they have someone who truly cares about their experience.

A Heart for Helping

Long before real estate became part of her life, Lane recognized something about herself.

“I’ve always been a helper,” she says.

That simple statement explains much about the way she approaches her business today.

Helping people isn’t simply part of the job description—it’s what motivates her to keep showing up every day.

Whether she’s answering questions, explaining complicated paperwork, or simply listening during a stressful transaction, Lane wants every client to know they have someone standing beside them throughout the process.

“I want people to feel supported,” she says.

That desire to serve extends well beyond the closing table.

Lane hopes clients see her not only as their real estate agent but also as someone they can continue turning to whenever they need guidance or advice.

“I want them to feel like they can trust me,” she says. “Someone they



can call if they have questions or need help.”

Support Behind the Scenes

While Lane spends her days helping others pursue their dreams, she is quick to acknowledge the people who have supported hers.

Her family has been her greatest source of encouragement from the very beginning.

“My kids are very supportive, and so are my parents,” she says. “They’re proud of what I’ve accomplished and continue to cheer me on.”

Having that unwavering support has made a tremendous difference as she’s built a new career from the ground up.

Starting any business requires courage, but knowing that loved ones

believe in you makes even the most difficult days a little easier.

Outside of work, Lane enjoys spending time outdoors whenever possible. Hiking allows her to recharge, and she treasures simple moments with her family, whether they’re watching a movie together or simply enjoying each other’s company. She also loves to travel.

Those experiences remind her why she works so hard in the first place.

Growing Through Courage

As Lane reflects on the past three years, one lesson stands above all the rest.

Growth begins with courage.

“I think when you first start out, you have to have the courage to step out there and attempt something you’ve never done before,” she says.

That willingness to embrace uncertainty has allowed her to build a career she genuinely enjoys.

Although she remains humble—often uncomfortable talking about her own accomplishments—others clearly recognize the impact she has made.

“I just do what I do,” she says. “I’m not someone who likes to boast.”

Instead, she believes in putting in the work and allowing the results to speak for themselves.

It’s a philosophy rooted in kindness, consistency, and service.

For Lane Mercado, real estate has never been about chasing recognition. It’s about helping people navigate important moments in their lives with confidence, compassion, and honesty.

And if clients walk away feeling they gained not only a trusted professional but also a genuine friend, then she considers her work a success. 🍷





By learning about a client’s goals, concerns, and financial situation, he gains valuable insight before discussing loan options.

“Every situation is different,” he says. “I don’t believe in treating people like numbers.”

That approach allows clients to feel informed, understood, and confident from the very beginning.

Q: When should buyers talk with a lender?
Matt: As early as possible. Many buyers begin looking at homes before speaking with a lender. Matt recommends reversing that process. An early conversation helps buyers understand their budget, identify potential challenges, and avoid surprises later. It also allows Realtors to confidently guide clients toward homes that truly fit their financial goals.

Q: Why is communication so important during the mortgage process?
Matt: Clear communication builds confidence. Matt believes one of a lender’s most important responsibilities is eliminating uncertainty. By answering calls promptly, providing proactive updates, and explaining financing in plain language, buyers can focus on finding the right home instead of worrying about the loan process. His goal is always to answer questions.

Working as One Team
Matt also places tremendous value on the relationships he builds with Realtors.

Rather than functioning as an outside vendor, he strives to become an extension of each agent’s business.

That means quick communication, fast turnaround on financing scenarios, proactive updates, and helping create stronger, more competitive offers.

“I want Realtors to feel like I’m part of their team,” he says.

When agents and lenders communicate well, buyers benefit from a smoother, more confident experience from contract through closing.

Q: How does a strong lender-Realtor relationship benefit clients?
Matt: It creates a seamless experience.

When both professionals communicate consistently, buyers receive better guidance, stronger advocacy, and fewer surprises along the way. According to Matt, trust between the lender and Realtor ultimately creates greater confidence for everyone involved in the transaction.

Serving with Purpose
While experience has shaped Matt’s business, his faith shapes how he serves people.

He says his Christian faith influences every client interaction and every professional relationship.

“I want the love of Christ to come through in the way I serve people,” he says.

That commitment has become the foundation of RailTrust Mortgage and the relationships he continues to build.

Q: What’s your best advice for today’s homebuyers?
Matt: Start with trusted professionals—and start with a conversation.

Buying a home begins long before signing paperwork. It begins by surrounding yourself with knowledgeable people who genuinely care about your success. When buyers work with professionals who prioritize relationships over transactions, they gain more than financing—they gain trusted advisors who will guide them every step of the way.



For Matt Hamm, that’s what great mortgage lending is all about. Contact Matt Hamm RailTrust Mortgage Founder & Chief Mortgage Originator 316-347-1045 Matt@RailTrustMortgage.com



For Matt Hamm, Founder and Chief Mortgage Originator of RailTrust Mortgage, the answer isn’t simply knowing loan programs—it’s building relationships first.

With more than 25 years of mortgage experience, Matt has worked in nearly every area of the business, from origination and underwriting to executive leadership. After spending nine years as Chief Asset Officer for a Colorado-based

For many homebuyers, the mortgage process can feel overwhelming. Questions about financing, credit, and affordability often create unnecessary stress before the home search even begins.

mortgage bank, he launched RailTrust Mortgage in 2023 with a clear mission: provide a more personal, service-driven lending experience.

“I felt there was a better way to treat people,” Matt says. “I wanted to get back to serving clients directly.”

Rather than treating mortgages as transactions, Matt believes every client deserves a conversation before an application.

Relationships Come First
While many lenders begin by discussing rates or pulling credit reports, Matt starts somewhere much simpler.

He listens.

YOU FIND THE HOUSE THEY LOVE.
I'LL HANDLE THE MORTGAGE.

Helping Realtors Get Buyers to the Closing Table.

✓ Reliable pre-approvals ✓ Clear communication ✓ Smooth closings

Matt Hamm: 316-347-1045
Founder | Chief Mortgage Originator
NMLS: 398331 | Office NMLS: 2455196
316-347-1045 | matt@railtrustmortgage.com
railtrustmortgage.com

Scan Here for Fast Pre-Approval





**\$1,000
LENDER CREDIT**

Purchasing your dream home?

Receive a **\$1,000 lender credit for closing costs** when you finance your new construction home. Ask us how to qualify!



Offer available for new construction purchases only. With approved credit. Must meet minimum loan and program underwriting requirements. Lender credit must be used toward borrower closing costs. Not redeemable for cash or down payment funds. This offer is not valid with any other RCB Bank Mortgage incentives, promotions or discounts. Some exclusions apply. This offer is subject to change or termination without notice. Other loan terms and restrictions apply.



The Deal Doesn't End at Closing.
Your Clients Need a Plan - Not Just a Property.

Estate Planning Made Simple for Your Clients

Trusts | Wills | Power of Attorney | Probate
Medicaid Planning | Special Needs Trusts



Kari Coultis
316.260.9650 | info@coultislaw.com | www.coultislaw.com
1861 N. Rock Rd., Ste. 202 | Wichita, KS

Making estate planning simple and convenient.

LIFE'S A BEACH!
AEV HELPS EVEN SANDCASTLES UP THEIR ASKING PRICE!



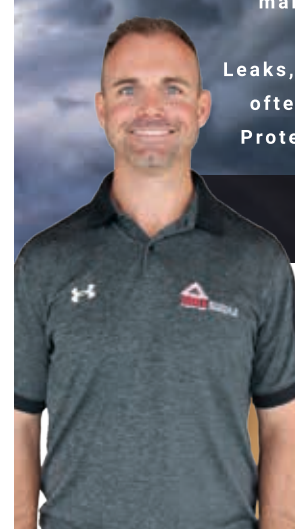
AEV
REAL ESTATE PHOTOGRAPHY

850-529-0529 | AEVrealestatephoto.com



STORM SEASON IS HERE. IS YOUR LISTING READY?

Summer storms can turn small roof issues into expensive surprises. Before your next showing or inspection, make sure the roof protecting your listing is ready. Leaks, lifted shingles, and winter damage often go unnoticed until it's too late. Protect the deal before the storm hits.



Licensed & Fully Insured
Value-Adding Results

CALL US TODAY FOR A FREE QUOTE

DANIEL KIHLE
316.202.6859 | KihleRoofing.com



Bundle home & auto. It's easy.

Call me for a quote today



McEachern Ins and Fin
Crystal McEachern, Agent

3636 N Ridge Rd, Suite 555
Wichita, KS 67205

Bus: 316-425-0925
www.callcrystalnow.com
crystal@callcrystalnow.com



Availability and amount of discounts and savings vary by state.
State Farm Mutual Automobile Insurance Company, State Farm Indemnity Company, State Farm Fire and Casualty Company, State Farm General Insurance Company, Bloomington, IL.
State Farm County Mutual Insurance Company of Texas, State Farm Lloyds, Richardson, TX.
State Farm Florida Insurance Company, Winter Haven, FL.

LESS DOWN, MORE POSSIBILITY.

Take advantage of 3.5% or 5% down payment assistance with Union Home Mortgage's Arrive Home Program!

Contact us today to learn more!



UNIONHOME MORTGAGE

316-260-5656
10111 E 21ST ST, N STE 200
WICHITA, KS 67206

Union Home Mortgage Corp. | NMLS 2229 | nmlsconsumeraccess.org | 8241 Dow Circle West, Strongsville, Ohio 44136

PARTNER SPOTLIGHT

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

GLASS GURU OF WICHITA

EDUCATION AND TRANSPARENCY AT WORK

For Michael and **Valarie Gomm**, owning a business was never simply about becoming entrepreneurs. It was about creating a life centered on purpose, family, and serving people in a way that reflected their own values.

As owners of **The Glass Guru of Wichita**, they have spent the past several years building a company known not only for repairing and replacing glass but also for educating customers, simplifying complicated situations, and earning trust one relationship at a time.

Their philosophy is refreshingly straightforward: be authentic, solve problems, and always put the customer's needs first.

A NEW CHAPTER
Before opening The Glass Guru of Wichita in October 2019, both Michael and **Valarie** enjoyed long, successful careers in the aerospace industry. Like many professionals entering a new season of life, they began asking themselves whether the corporate path was still the future they wanted.

Their children had grown, their roots were firmly planted in Wichita, and they knew they wanted to remain close to family. Rather than relocating for another corporate opportunity, they began exploring businesses they could build together.

“We spent a lot of time evaluating different opportunities,” Michael says. “We wanted something that fit our strengths, offered a real opportunity in the Wichita market, and allowed us to stay where our family was.”

After researching numerous franchise concepts, one opportunity stood apart.

They recognized a growing need for specialized residential glass repair and replacement, along with a company whose philosophy aligned with their own commitment to customer



service. They took the leap, opening The Glass Guru of Wichita just months before the world changed during the pandemic.

More than six years later, they continue to grow while remaining committed to the principles that inspired them from the beginning.

EDUCATION BEFORE SALES
Ask Michael what he enjoys most about the business, and his answer has little to do with glass itself.





today’s problem and become the company they trust enough to call again years from now.”

That perspective shapes every customer interaction.

The Gomms don’t approach appointments with predetermined sales goals. Instead, they focus on listening carefully, identifying the true issue, and recommending the solution that makes the most sense for the customer.

“We don’t have an agenda,” Michael says. “We’re simply here to educate, help people, and be completely authentic.”

That authenticity has earned the company an outstanding reputation throughout the Wichita area, fueled by referrals, positive online reviews, and repeat customers who appreciate straightforward advice and honest communication.

SUPPORTING THE REAL ESTATE COMMUNITY

The Glass Guru has also become a trusted resource for Realtors throughout the Wichita market.

Michael understands that real estate transactions involve numerous professionals working together under tight deadlines. Home inspectors, lenders, buyers, sellers, contractors, and agents all play important roles in moving a transaction toward a successful closing.

“When a Realtor calls us, we consider ourselves part of their team,” he says.

Rather than creating unnecessary obstacles, Michael and **Valarie** work to provide practical solutions while helping buyers and sellers understand what inspection reports actually mean.

Valarie notes that many homeowners—and even some agents—can become overwhelmed by unfamiliar terminology surrounding glass and windows.

“We like to boil it down into simple language,” she says. “Often it’s not nearly as complicated as it sounds.”

By explaining problems clearly and outlining realistic solutions, they help reduce anxiety while keeping transactions moving forward.

Their goal is simple: help everyone involved make informed decisions with confidence.

AUTHENTICITY ABOVE ALL

Ask Michael and **Valarie** how they hope customers describe them, and neither mentions sales numbers or business growth.

Instead, one word comes up repeatedly.

Authentic.

“We’re just us,” Michael says.

That means honest conversations, clear recommendations, transparent communication, and no unnecessary drama.

It also means treating customers the way they themselves would want to be treated.

While they have successfully built a growing business, they remain focused on something much larger than replacing broken glass.

They’re building lasting relationships.

For Michael and **Valarie Gomm**, every repair represents another opportunity to educate, serve, and earn trust. One customer at a time, they’re proving that sometimes the clearest view isn’t just through a window—it’s through honesty, authenticity, and a genuine desire to help others. ▀

He enjoys helping people understand their homes.

“Most homeowners don’t spend much time thinking about their windows until something goes wrong,” he says. “Our job is to explain what happened, why it happened, and what their options are.”

Whether homeowners are dealing with fogged insulated glass, broken windows, damaged shower doors, or other glass-related issues, Michael and **Valarie** believe education creates confidence.

Rather than rushing to recommend the most expensive solution, they first listen.

Every home has its own story, and every customer’s situation is different.

Sometimes clients simply want the problem fixed as quickly as possible. Others appreciate learning about seal failures, glass technology, and how certain issues develop over time.

“We’re very education-forward,” Michael says. “We want people to understand what’s happening with one of their largest investments—their home.”

That approach has become one of the company’s defining characteristics.

RELATIONSHIPS OVER TRANSACTIONS

While technical expertise is important, Michael believes relationships ultimately determine long-term success.

“Our goal isn’t to sell someone an entire house full of windows,” he says. “Our goal is to solve



JENCO OFFICE PARK

1500 E. 81ST N. PARK CITY, KS 67219 (FRONT BUILDING)
1504 E. 81ST N. PARK CITY, KS 67219 (NORTH BUILDINGS)

PREMIUM FLEX SPACES
BUILT FOR BUSINESS

MODERN FLEX BUILDINGS
Designed for commercial, flex, and service-retail use.

PROFESSIONAL FRONTAGES
Individual storefront glass entry doors with protective awnings for your branding.

AMPLE PARKING
Expansive concrete parking pads for customers and employees.

IDEAL FOR CPA, INSURANCE, FINANCIAL, LEGAL, MEDICAL, SALONS, BARBERSHOPS, AND MORE.

A PROFESSIONAL ENVIRONMENT TO GROW YOUR BUSINESS.

PROFESSIONAL ATMOSPHERE
HIGH-VISIBILITY LOCATION
CONVENIENT PARKING
FLEXIBLE SPACE OPTIONS

(316) 644-7287

OVER 90 YEARS OF LOCAL EXPERTISE

Specializing in custom shades, blinds, shutters, drapery, motorization, and more. From traditional to modern and everything in between.

Schammerhorn has you covered.

schammerhorn
RESIDENTIAL | COMMERCIAL | DESIGN TRADE
Schammerhorn.com | 316.265.8659

WHO HOW MANY

Savvy businesses know it's all about *who many* you reach – not how many.

Our niche publications, exclusive events, and targeted digital marketing get your brand in front of ideal clients affordably.

Let's talk!
Reach out to the publisher of this magazine today.

Jon Garrelts, Owner

AMERICAN MOVERS

Maximize Your Client's Satisfaction with American Movers!

Get a FREE Estimate Today!
316.409.2846
AmericanMoversWichita.com

Family Owned & Operated

THE BEST INVESTMENT ISN'T JUST THE HOUSE. IT'S THE LIFE YOU BUILD INSIDE IT.

Helping families finance the moments that matter most.

willkingmortgage.com

Gold Mortgage
A division of Canopy Mortgage

Will King
Branch Manager/Loan Originator
KANSAS NMLS #459176 | Branch NMLS #2684730
Office: 316-665-7334 | Cell: 316-312-2936
ksloanman@goldmortgage.net

Gold Mortgage a division of Canopy Mortgage Corporate Office NMLS ID # 1359687

JAKE HENDERSON

DRIVEN BY PURPOSE

PHOTOS BY ALLIE HENWOOD
WRITTEN BY DAVE DANIELSON

Sometimes life changes with a carefully crafted plan. Other times, it starts with an accidental click.

For Jake Henderson, that seemingly insignificant moment ultimately launched a career that has grown into more than \$35.5 million in sales, a thriving investment portfolio, leadership of a successful real estate team, and a passion for helping others build wealth through real estate.

Ironically, becoming a Realtor was never part of the original plan.

“I was working at QuikTrip and feeling burned out,” Jake recalls. “One day I Googled, ‘How do I retire early?’”

The answer kept pointing him toward one common theme: income-producing real estate.

That discovery sparked an entirely new direction.

Jake immersed himself in learning about rental properties and house hacking. Determined to purchase a duplex using an FHA loan, he spent countless hours driving neighborhoods and browsing Zillow. Whenever he found a property he liked, he clicked the “Contact Agent” button, assuming he was reaching the listing agent.

Instead, Zillow connected him with Nate Kirk of At Home Wichita Real Estate.

Looking back, Jake laughs about the misunderstanding.

“We all know that’s not how Zillow works,” he says. “But I’m incredibly grateful it happened.”

Halfway through purchasing his first investment property, Nate encouraged Jake to earn his real estate license. That conversation changed everything.

Jake left QuikTrip that same year and has remained with At Home Wichita Real Estate ever since.

Lessons That Last

Although his career path shifted dramatically, Jake still credits QuikTrip

for helping shape the professional he is today.

“The biggest lessons were customer service, consistency, and working hard even when nobody is watching,” he says.

Those values continue to define how he approaches every client relationship.

Rather than viewing transactions as isolated events, Jake focuses on creating trust, delivering consistent communication, and serving clients with integrity long after the closing table.

That mindset has become one of the foundations of his growing business.

Helping Others Build Wealth

While many agents simply enjoy selling homes, Jake discovered something that motivates him even more.

“I realized I loved helping people build wealth through real estate just as much as I enjoyed investing myself.”

Whether helping first-time homebuyers purchase their very first home or assisting investors in expanding their portfolios, Jake enjoys watching clients gain confidence as they achieve long-term financial goals.

His own career has naturally evolved alongside those passions.

What began as helping buyers and sellers gradually expanded into investment properties, property management, and eventually leading a team of agents.

Today, Jake leads three Realtors at At Home Wichita Real Estate—Nicole Roberts, Alex Colon, and Jake Baldwin.

Watching those agents succeed has become one of the most fulfilling aspects of his career.

Perhaps no story illustrates that better than Nicole Roberts.



Originally one of Jake’s most consistent house-flipping clients, Nicole eventually decided to earn her own real estate license and join his team.

“Seeing my mentorship pay off for someone else has been incredibly



“I realized I loved helping people build wealth through real estate just as much as I enjoyed investing myself.”



rewarding,” Jake says. “She’s absolutely crushing it.”

Building More Than a Business

Jake’s entrepreneurial spirit extends well beyond traditional real estate sales. In addition to owning and operating a growing rental portfolio, he co-owns the Wichita Area Real Estate Investors Association (WAREI), where he enjoys educating, mentoring, and connecting local investors. His passion for teaching continues to influence both his business and his leadership style.

“I’m passionate about building systems, developing people, and educating investors.”

He also returned to school after already becoming a successful Realtor, earning a Bachelor’s degree in Business Education.

“My wife kind of pushed me to go back and finish my degree,” he says with a smile. “I’m thankful she did”.

Playing the Long Game

When Jake offers advice to newer agents, it doesn’t center around flashy marketing or overnight success. Instead, it focuses on consistency.

“Become excellent at consistently doing the fundamentals,” he says. “Build relationships, follow up, keep learning, and play the long game.”

He also believes Wichita’s close-knit community makes integrity especially important.

“It seems like everyone knows everyone,” Jake says. “Having integrity in business allows you to stay in this business for the long run.”

Life Beyond Real Estate

Away from work, Jake enjoys life alongside his wife, Madelyn, who supported him wholeheartedly as he transitioned into full-time self-employment. Together they enjoy traveling, discovering new restaurants, working out, hiking, skiing, and spending time with their two Golden Retrievers, Finn and Gabby.

Of course, even while relaxing, Jake admits his entrepreneurial mind rarely turns off.

He still enjoys analyzing real estate deals whenever he gets the chance. He’s also an avid reader, currently revisiting *Buy Back Your Time* by Dan Martell, although his favorite remains *Greenlights* by Matthew McConaughey.

Relationships Above All

Ask Jake what he hopes people remember most about him, and the answer comes quickly.

As he says, “I hope people remember that I genuinely cared about helping others succeed.”



Special thanks to our Veterans and Active Service members.

Guild mortgage

Get schooled on smarter mortgage options.

August is the perfect time to do your homework and save.

810 Douglas Ave Ste B & D Wichita KS, 67203



Sherri Rangel
Branch Manager
NMLS: 1367758
M: 316.350.9729
srangel@guildmortgage.net



Rick Rangel
Senior Loan Officer
NMLS: 2140196
M: 316.806.4892
rrangel@guildmortgage.net



Frank Herrera
Loan Officer | Hablo Español
NMLS: 2635249
M: 316.670.0363
fherrera@guildmortgage.net



Diana Cortina
Loan Officer | Hablo Español
NMLS: 1838315
M: 316.633.5303
dcortina@guildmortgage.net

Guild Mortgage Company; Equal Housing Opportunity; NMLS 3274. nmlsconsumeraccess.org; guildmortgage.com/licensing.
Rick Rangel is authorized to do business in IL, KS, MO, OK; Sherri Rangel is authorized to do business in KS, MO, OK, TX; Frank Herrera is authorized to do business in KS.
Diana Cortina is authorized to do business in KS, MO. Guild Mortgage is not affiliated with Real Producers Magazine. All loans are subject to underwriter approval.



Walk Your Clients' Plans Before They Build

Help your clients experience floor plans at full 1:1 scale before construction begins.

Elevate Your Client Experience

Walk Your Plans Wichita lets agents, buyers, tenants, investors, and owners walk a design plan at true scale before a building is built or renovated.

Offer Your Clients a Way To:

- ✓ Experience design plans at full scale
- ✓ Build exactly what they want
- ✓ See their furniture in their space
- ✓ Save time and money by eliminating costly change orders

The average change order on a new home is \$4,600, with a national average of 6.3 changes per build, or roughly **\$30,000 on the average build.**

Bring your team and clients to see the space yourself.



Walk Your Plans Wichita

Schedule a free discovery call today

walkyourplanswichita.com

(316) 364-7840

**5160 N. Webb Rd., Suite 500
Wichita, KS 67226**

Keep Your Clients Comfortable.

Close More Deals.



BME
Balanced Mechanical Experience

Partner with Wichita's leading HVAC experts. We provide exceptional service to ensure your clients move into a comfortable, worry-free home.

316.655.7197

BEE FREE OF CLUTTER!

OPTION TO PAY AT CLOSING.



AFTER

Moving Clean Outs
Yard Debris Removal
Hot Tub Removal & More!



BEFORE

BEE GONE
JUNK REMOVAL

LOCAL & WOMEN OWNED | THE QUEENS OF JUNK REMOVAL

316.771.1383  **BEEGONEJUNK.COM**

You've Gotten Them to Closing...



**Now We'll Take Them From Here...
To Anywhere**

Local & Long Distance • Home & Business • Packing Services & Supplies

Scan to Get Moving On Your Client's Quote



 **TWO MEN AND A TRUCK.**
"Movers Who Care."

316.558.5588 • twomenwichita.com

Each franchise is independently owned and operated. | U.S. DOT No. 2244955

**MODERN FENCING.
BUILT TO LAST.**

CUSTOM FENCE INSTALLATION
REPLACEMENT & REPAIR

 **QUALITY YOU CAN SEE**
 **ON TIME. EVERY TIME.**
 **LOCAL. RELIABLE. TRUSTED.**

TM Fencing LLC

FENCE INSTALLATION • FENCE REPLACEMENT • FENCE REPAIR

 **RESIDENTIAL**
 **COMMERCIAL**
 **REPAIR & MAINTENANCE**

SCAN FOR A FAST ESTIMATE!



Open your camera and scan to get started.

TANE MURPHY, OWNER
(316) 218-3450

 **TMFENCINGLLC.COM**  

FEATURED AGENT

PHOTOS BY KIM STIFFLER WRITTEN BY DAVE DANIELSON

SANDRA *Haugen*

Building from the Ground Up

For Sandra Haugen, helping someone purchase a home is about much more than closing a transaction. It is about helping people build the next chapter of their lives while guiding them through one of the most significant investments they will ever make.



As a Licensed Agent with Preferred Properties of Kansas, Sandra has built a reputation for exceptional service, extensive knowledge of new home construction, and an unwavering commitment to her clients. During her eight-and-a-half years in real estate, she has generated more than \$18 million in career sales while earning numerous honors, including Rising Star, multiple President's Club awards, and several Master's Circle recognitions.

Her success, however, didn't happen overnight.

It was built over decades of learning, relationship-building, and embracing every opportunity to grow.

A CAREER BUILT ON EXPERIENCE

Sandra's professional journey has been anything but ordinary.

After graduating from dental assisting school, she spent 12 years in the dental profession while attending night classes at Wichita State University. Determined to graduate without student loan debt, she paid for college as she went, eventually earning a Bachelor of Arts degree in Journalism with a minor in Business Administration.

That education opened the door to a successful career in advertising before another unexpected opportunity led her into radio advertising,

where Coca-Cola became one of her largest clients.

Her ability to build relationships soon attracted the attention of Sprint PCS, where she helped launch digital cellular technology to businesses throughout Wichita. Later, she was recruited into the pharmaceutical industry, spending nearly two decades with Bristol Myers Squibb and Novartis Pharmaceuticals in increasingly specialized sales roles.

The work was rewarding, but extensive travel eventually inspired her to seek a career that would allow her to stay closer to home while continuing to work with people.

Real estate became the perfect fit.

FINDING HER PASSION

Although Sandra officially entered real estate less than a decade ago, the industry had always been part of her life.

Growing up, she watched family members build homes, develop neighborhoods, and operate construction businesses throughout the Wichita area. Those early experiences sparked an appreciation for the craftsmanship, planning, and vision behind every new home.

When a financial planner introduced her to the owners of Preferred Properties of Kansas, she hadn't even earned her real estate license.

She quickly changed that.

After passing her licensing exam on her first attempt, Sandra joined the brokerage and began specializing in new home construction—a niche she continues to enjoy today.

“I love helping buyers build a new home from the plans all the way through completion,” she says.

That enthusiasm is evident throughout every stage of the process.

GUIDING BUYERS EVERY STEP OF THE WAY

Building a home can be exciting, but it can also feel overwhelming.

Sandra understands that firsthand.

She believes one of her most important responsibilities is helping buyers understand every step of the construction process—from reviewing floor plans and contracts to explaining timelines, selections, inspections, and final walkthroughs.

“I want buyers to understand the entire process,” she says. “Whether it’s their first home or their twentieth, building can be stressful, and I want them to feel informed and comfortable throughout the journey.”

Her patience and attention to detail have become hallmarks of her business.

Rather than rushing clients through decisions, Sandra believes education creates confidence.



“

**EVERYONE HAS A STORY,
I ENJOY GETTING TO KNOW
PEOPLE AND HELPING THEM
ACCOMPLISH THEIR GOALS.”**



She also credits organizations such as the Wichita Area Builders Association for expanding her knowledge and helping her better serve buyers throughout her career.

RELATIONSHIPS ALWAYS COME FIRST

Ask Sandra what has

contributed most to her success, and she quickly points to relationships.

Throughout every stage of her career—from dental assisting and advertising to pharmaceuticals and now real estate—she has discovered that genuine interest in people creates lasting trust.

As a graduate of the Dale Carnegie program, many of her guiding principles continue to shape the way she serves clients today.

She believes in listening more than talking, making people feel seen, heard, and remembered, following through on commitments, and always leading with kindness.

“Everyone has a story,” Sandra says. “I enjoy getting to know people and helping them accomplish their goals.”

Those values have helped generate repeat business and referrals while establishing her reputation as a trusted advisor rather than simply a salesperson.

LOOKING AHEAD

Sandra has no plans to slow down.

She intends to continue doing what she enjoys most—helping buyers build new homes throughout Wichita and the surrounding communities while continuing to learn something new every day.

She also enjoys giving back by supporting organizations such as the Alzheimer’s Association, Cancer Research initiatives, and St. Jude Children’s Research Hospital, causes that hold special meaning for her family.

When asked how she hopes to be remembered, Sandra’s answer reflects the philosophy that has guided her throughout her career.

She wants people to know she followed through on her promises.

For Sandra Haugen, that’s more than good business.

It’s the foundation of lasting relationships—and the reason so many buyers trust her to help build not just a house, but a place they are proud to call home. ▼



KEEPING THE ELEMENTS WHERE THEY BELONG...OUTSIDE!

**YOUR ONE STOP SHOP
FOR INSULATION NEEDS FOR
RESIDENTIAL & COMMERCIAL STRUCTURES
BATTING, CELLULOSE, FOAM AND HYBRID**

**CELEBRATING OVER
50 YEARS IN BUSINESS**

**JORDAN
INSULATION**
• WE DO IT ALL SINCE 1974 •

NEW & EXISTING HOMES • METAL BUILDINGS • COMMERCIAL
FREE ESTIMATES • SEND US YOUR BLUEPRINTS

316.943.6222 | jordaninstall.com

QR CODE: SCAN FOR MORE INFORMATION

**Where Convenience
Meets Quality Service!**

**A&L
Roofing, LLC**

YOUR ONE-STOP-SHOP FOR ALL REPAIR REQUEST

Hand Over Your Completed Inspection Sheet and We'll Take it From There

ART LOHRENGEL, OWNER
CALL OR TEXT | 316-721-5799

**AVAILABLE
24/7**

A+ Rated
BBB
ACCREDITED BUSINESS

A+ Rated Member of the BBB since 1997
Serving Wichita, El Dorado, and Wellington, KS

**SCHEDULE A
FREE ESTIMATE**
HUFFSTREESERVICE.COM

316-871-3841

**Tree Service
HUFF'S**

✓ TREE TRIMMING & REMOVAL ✓ CERTIFIED ARBORISTS ✓ BAGWORM TREATMENTS ✓ DEEP ROOT FEEDINGS ✓ LAWN FERTILIZATION

**WE'RE
FRIENDLIER
THAN WE LOOK!**

**H&L
RESURFACING LLC**

- Cost-effective alternative to removal/replacement
- Minimally invasive process
- Faster project timeline: takes a few hours to complete compared to days or weeks for alternative methods
- Affordable bathtub and countertop restoration services

HLResurfacing@gmail.com • (316) 347-7388
www.hlresurfacing.com • Service-Disabled Veteran-Owned Small Business

**Up To
\$15,000**

Kansas Aviation Grant

- 0% Down Payment Conventional & FHA Options
- No Payback, No Penalty, No Multi-Year Lock-In
- 600 Minimum Credit Score
- Kansas Aviation Industry Exclusive

hope
MORTGAGE SOLUTIONS
WILLY STREET

Protecting Your Passion

SHELTER INSURANCE
AUTO • HOME • LIFE

Katie Bauer Agency
316-685-0101

Scan Here For A Free Quote

www.shelterinsurance.com/CA/agent/KBAUER

**B
Bryant
HOME INSPECTIONS**

Residential Home Inspection
Multi Unit and Investment Properties

316-644-6545 | www.thebryantsinspecthomes.com

**ATTENTION
IS THE NEW CURRENCY**

@GRANDFRAMEMEDIA
GRAND FRAME MEDIA
GRANDFRAMEMEDIA.COM

FREE DRYER VENT CLEANING
When scheduling air duct cleaning

Services provided:
Mold Remediation • Water Restoration • Air Duct Cleaning • Dryer Vent Cleaning • Bio Cleanup • General Construction

VORTEX
Air Duct Cleaning • Restoration • General Contractor

TALK TO US
(316)-272-6849
VortexDuctCleaning.com
VortexDuctCleaning@gmail.com

**SEAL FAILURE?
BROKEN WINDOWS?**

We understand the Real Estate Transaction. You can trust your clients are in good hands.

Realtor Tested • Realtor Approved

THE GLASS GURU

Michael & Valarie Gomm

316-368-2325 | TheGlassGuru.com

**Your Partner
in Property
Management and
Repair Requests**

- Maintain Long-Term Client Relationships
- Expert in FHA/VA Loan Repair Requirements
- Licensed Professional Company
- Generous Referral Fees

PMI Property Management
PMI WICHITA

316.416.5975 | WichitaPropertyManagementInc.com

OLDCASTLE TITLE

**Move Faster with Title Services
Built for Busy Agents**

Title Officer
Ashley Coffman
316-358-7016
ashley@oldcastletitle.com

Escrow Officer
Callie Moore
316-358-7016
callie@oldcastletitle.com

oldcastletitle.com




**SIMPLIFY
YOUR
CLOSINGS**

*Seamless Insurance Solutions
for Home, Auto & More*

**CONRADE
INSURANCE GROUP**

CONTACT US
316.999.8012
conradeinsurance.com

Ciana Hernandez
Personal Lines Agent



Integrity, Precision, and Peace of Mind
in Every Inspection.

Certified & Insured

**PROFESSIONAL STANDARD
HOME INSPECTION**

David Christie
316.303.4266 • ProInspectionsKS.com




Easy as 1...2...3...

1. We Guide. Your Clients Decide.
2. We Make It Easy and Shop Around for the Best Rates
3. 6-Star Service

Heidi Holle-Williams
Tats Shepherd

**Closing Time Never
Looked So Good!**

Shepherd Insurance Group
316-869-1235
insurewithsig.com



**ICT
ROOFING & EXTERIORS**

Roofing | Siding | Guttering
ictroof.com
316-796-7622

The family that takes care of your Home.



**STERLING EDGE
FINANCIAL**

William (Ben) Benjamin
Wealth Management Advisor
Sterling Edge Financial

(316)308-6118

Registered Representative, Securities offered through Cambridge Investment Research, Inc., a Broker/Dealer, Member FINRA/SIPC. Investment Advisor Representative, Cambridge Investment Research Advisors, Inc., a Registered Investment Advisor. Cambridge and Sterling Edge Financial are not affiliated.



• Best In Class Quality Gifts
• Branding That Lasts Forever
• Save Time with a Gifting System

CUTCO
Closing Gifts

AMERICAN MADE | TAX BENEFITS

Blaine Rodman
316.293.8701 | BlaineRodman@knivesforlife.com




TailoredCloset.com
316-669-0800
Free Design Consultations

THE TAILORED CLOSET™

PREMIER GARAGE™

**Closets, Pantries, Home Office, Murphy
Beds, Garage Storage, Epoxy Flooring**



UMortgage
NMLS 1457759

**Local Experts.
Proven Results.**

Travis Tannahill
Loan Originator
913-909-0613
Travis.Tannahill@umortgage.com

Coby Onk
Loan Originator
575-825-5976
cconk@umortgage.com

Competitive Rates
Fast Closings
Guidance You Can Trust




KANSAS SECURED TITLE
SERVICE BEYOND EXPECTATION

YOUR TRUSTED PARTNER AT THE CLOSING TABLE

- Title Insurance
- Title Reports
- Escrow
- 1031 Exchange
- Lot & New Construction Closings
- Purchase & Refinance Closings

ksitle.com | 316-262-8261



**STOP RELYING ON MEMORY.
BUILD A SYSTEM
THAT KEEPS YOU TOP OF MIND.**

The best referrals don't happen by accident. They happen because your clients never forget you.

1 TRIGGER
• Birthday
• Home Anniversary
• Closing Anniversary
• Holiday

2 AUTOMATED FOLLOW-UP
Personalized cards and gifts are printed, packed, and mailed automatically.

3 RESULT
Clients remember you. They call you first. They refer their friends.

STAY CONNECTED WITHOUT ADDING ANOTHER TASK TO YOUR DAY.
Automated email alerts will ensure you consistently stay on top of your clients and your business. No more forgetting. No more stress. No more headaches.

ExpressIt MESSAGING

Mark McGuigan
620.506.1958 | ExpressIt316@gmail.com

ExpressIt316.com



**Seamless Closings,
Happy Clients Daily.**

mtc Meridian Title Company

316.778.4040 | MTC.LLC | 144 N. Oliver Suite #303 Wichita KS



TRUST MATTERS.

Quick quotes.
Real answers.
Coverage that performs.

WHEAT STATE
INSURANCE GROUP

wheatstateinsurance.com | 316-776-0777

TURN-KEY METAL BUILDING CONTRACTOR

From Design to Finish — We Handle It All

At Skyline Builders, we specialize in turn-key metal building sales and construction, delivering quality craftsmanship and a seamless client experience from start to finish.

OUR SERVICES INCLUDE:

- ✓ Steel Frame Metal Buildings
- ✓ Post Frame Metal Buildings
- ✓ Concrete Foundations & Flatwork
- ✓ Permits & Site Work
- ✓ Interior Build-Out & Finishes

WHY CHOOSE SKYLINE?

- ✓ 5-Year Workmanship Warranty
- ✓ Backed by Nucor Building Systems & Express Barns
- ✓ Personalized Design & Build Process
- ✓ Proven Quality & Reliability

SKYLINE

LET'S BUILD SOMETHING SOLID TOGETHER

We partner with you every step of the way—handling everything from planning and permits to construction and final finishes—so you can focus on what matters most.

CHAD HOLDEMAN
(620) 747-0711
chad@skylinebuilders-llc.com
skylinebuilders-llc.com

WENDY MAYES DESIGN

VISIT OUR STUDIO AT:

519
E. Douglas Ave.
WICHITA, KS

CONSIDER IT *Found.*

CELEBRATING THE INDIVIDUAL WITH EXCEPTIONAL INTERIOR DESIGN

UNIQUE EXPRESSION REQUIRES SOURCES FAR BEYOND THE "EVERYDAY". FROM REMODELING TO DESIGN TO RESOURCES TO BUILDING, -WMJD IS YOUR SINGLE SOURCE SOLUTION. REPRESENTING ORIGINAL, UNCOMMON AND HARD-TO-FIND INTERIOR MATERIALS, OBJECTS AND MAKERS. -**BESPOKE INTERIOR SOLUTIONS.**

Wendy Mayes,
ASID, CKD
316.358.9672
WENDYMDDESIGN.COM

Welcome Home Loans

We offer a wide variety of loans to fit anyone's needs, including government loans. Plus, experts to help through the home-buying process.

It's the Heartland Way.

Learn more at:
www.hcu.coop/homeloans

Brett & Hayley K.
Members since 2013

800.428.8472 | www.hcu.coop
NMLS# 571074



ANDOVER
AUTO BODY

We make it easy.



**YOUR ONE STOP SHOP
FOR ALL COLLISION AND
HAIL REPAIR.**

We handle everything from a
minor door ding to major
collision repairs.

SERVICES AVAILABLE



5 Stars
OVER 1,000 ★★★★★ GOOGLE REVIEWS



Your Local, Certified Collision Center



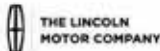
Jeep



2025 MEMBER



CERTIFIED
COLLISION REPAIR NETWORK
INFINITI



Mercedes-Benz
Certified Collision Center



HYUNDAI
CERTIFIED COLLISION
REPAIR CENTER



316.925.5145



**115 W CLOUD AVE
ANDOVER KS 67002**



**WORK WITH ALL
INSURANCE COMPANIES**
We make the process
simple and stress-free.



**LIFETIME WARRANTY
ON ALL REPAIRS**
Quality you can trust for as long as you own
your vehicle.

QUALITY REPAIRS. HONEST SERVICE. EVERY TIME.