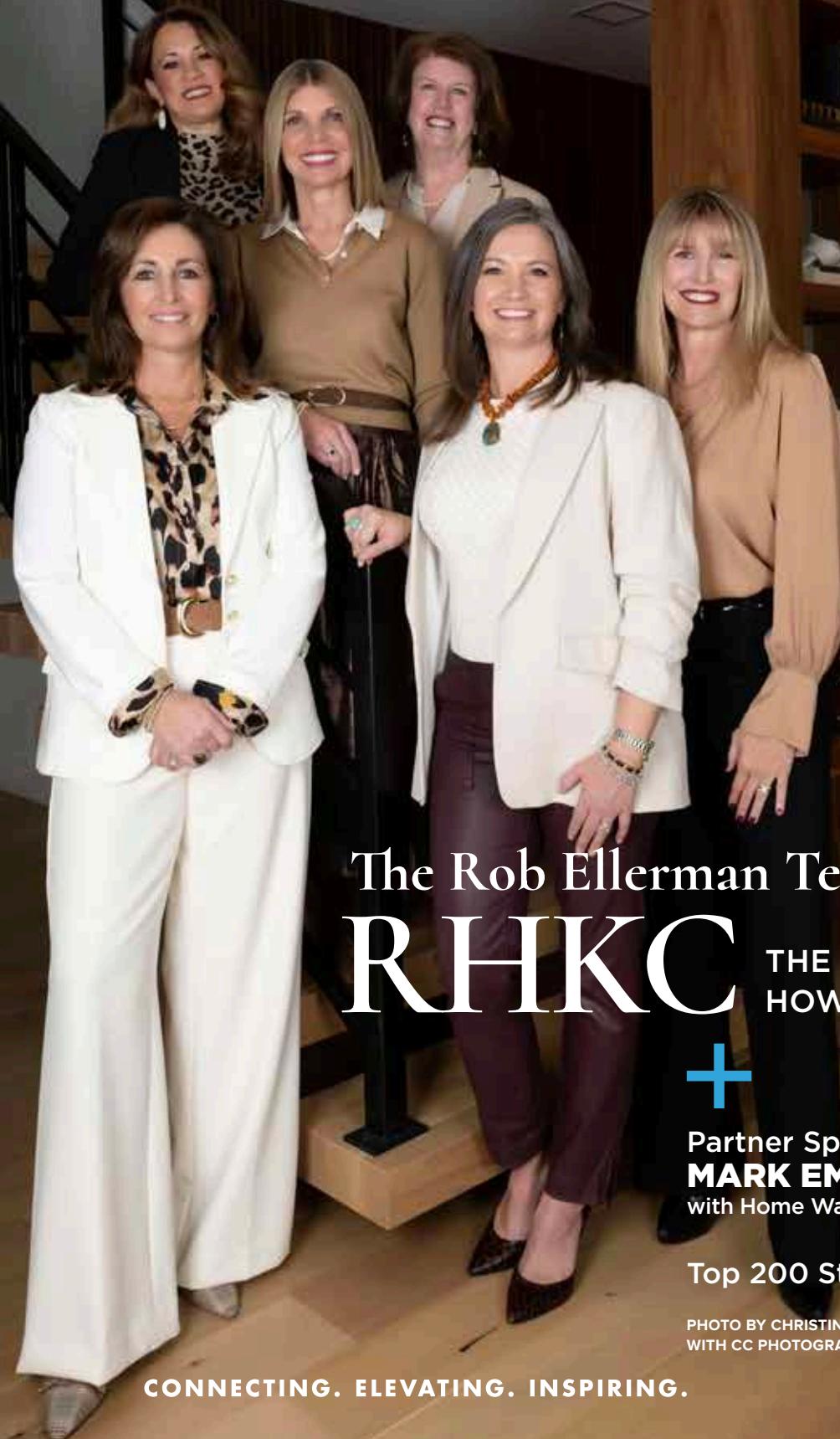


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Contents



18

COVER STORY

The Reid-Howell Team

PROFILES



24 Mark Emerick



28 Coaching Corner

IN THIS ISSUE

- 6** Preferred Partners
- 8** Meet the Team
- 10** Trusted Trades
- 18** Cover Story: The Reid-Howell Team
- 24** Partner Spotlight: Mark Emerick with Home Warranty, Inc.
- 28** Coaching Corner
- 30** Top 200 Standings

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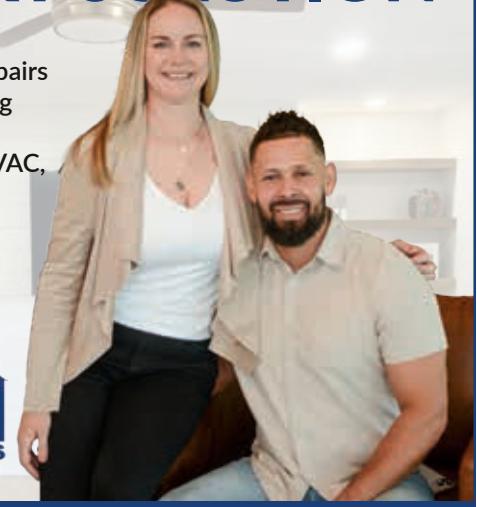
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The Rob Ellerman Team's

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The Reid-Howell Team



Building Something Better Together

BY JOSEPH
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The Reid-Howell Team began with a simple idea: real estate works better when people work together. For Cyndi Reid and Jamie Howell, that idea wasn't theoretical. It was the through-line of their individual careers long before they ever met. Both ladies work with Rob Ellerman's renowned team, Cyndi for many years while Jamie joined in

October of 2025, and Rob realized how naturally their strengths aligned. He decided to play matchmaker, and the partnership clicked immediately

"I think we have a lot of similarities, and there are a lot of differences too," Jamie says. Jamie finds herself working with acreage properties for more than half of her transactions and doing so many acreage properties has allowed her to become an acreage expert across greater Kansas City. "We both wanted someone to collaborate with and bounce ideas off of." Cyndi had been feeling the same pull. After 28 years in real estate as an individual agent, a team leader, and then an individual again, she realized she missed having a true partner. "I'd always had at least one business partner or a team," she says. "I loved Rob's team, but the only thing I was missing was that partner."

By the time they officially formed the Reid-Howell Team, something unexpected had already happened: agents gravitated toward them. "All of a sudden we had six people," Jamie says with a laugh. "It was before we had even really launched anything." Cyndi adds, "We must have put something out into the universe, because people who were looking for the same things just showed up. "They love their team—Jackie Presson, Traci Porter, Kristie Sanchez, and Linda Degraeve all bring specific strengths and decades of experience to meet the needs of any client the team serves. Working under Rob Ellerman's leadership prepared Cyndi and Jamie for this moment, even if they didn't realize it during their years working with him. They feel prepared and eager to serve greater Kansas City, and they are serious about that motivation towards service.

"People have a certain image of real estate agents with 'Selling Sunset,'" Cyndi says. "That really isn't who we are. We're down-to-earth, approachable, and service-minded. We love what we do because we're helping families"



That motivation for service began early for Jamie. Raised by builders, she grew up around floor plans and job sites and then studied mechanical engineering at K-State, building a career in technical sales before realizing she was exhausted by the corporate grind. Real estate offered what she cared about most: relationships. "I love connecting with people and connecting people," she says. Her husband jokes she's only "two degrees of separation" from everyone in Kansas City.

For Cyndi, real estate began almost by accident. With a business and marketing degree from William Jewell, she first landed in the auto auction industry before circling back to her love of design. A realtor friend asked if she'd consider becoming a buyer's agent. "I didn't think I would sell, but I said sure," she remembers. "That's when I launched my career, and I never looked back." She's a helper at heart, and that

“

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“A happy buyer
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instinct shaped nearly three decades of work, including many years spent balancing a demanding real estate business, a family car business and 3 children.

Joining Rob Ellerman’s team helped her rediscover the part of the job she loved most. With administrative support she’d never had before, she could be with clients again. “It was a game changer,” she says. “I was able to be in front of my clients, instead of behind the computer.”

Both women share the belief that real estate should feel fair for everyone involved. “A win-win always makes for the best transactions,” Jamie says. Cyndi agrees. “A happy buyer and a happy seller—that’s what we’re after. It’s a relationship business.”

Outside of work, Cyndi is a pickleball enthusiast, a traveler, and a mom who loves spending time with her adult kids. Jamie lives on a 10-acre horse property in south Johnson County where she and her family raise and show reining horses. She mountain bikes, skis, and embraces an outdoorsy lifestyle.

Their personalities and backgrounds differ, but the core is the same: service over spotlight, people over production. “We’re building a team with great culture,” Jamie says. Business, they believe, will follow.



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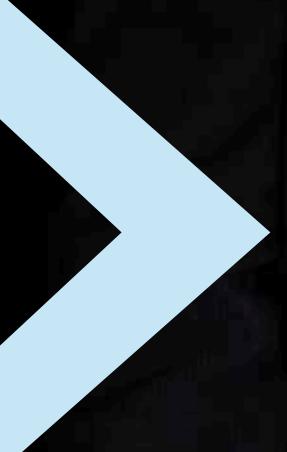


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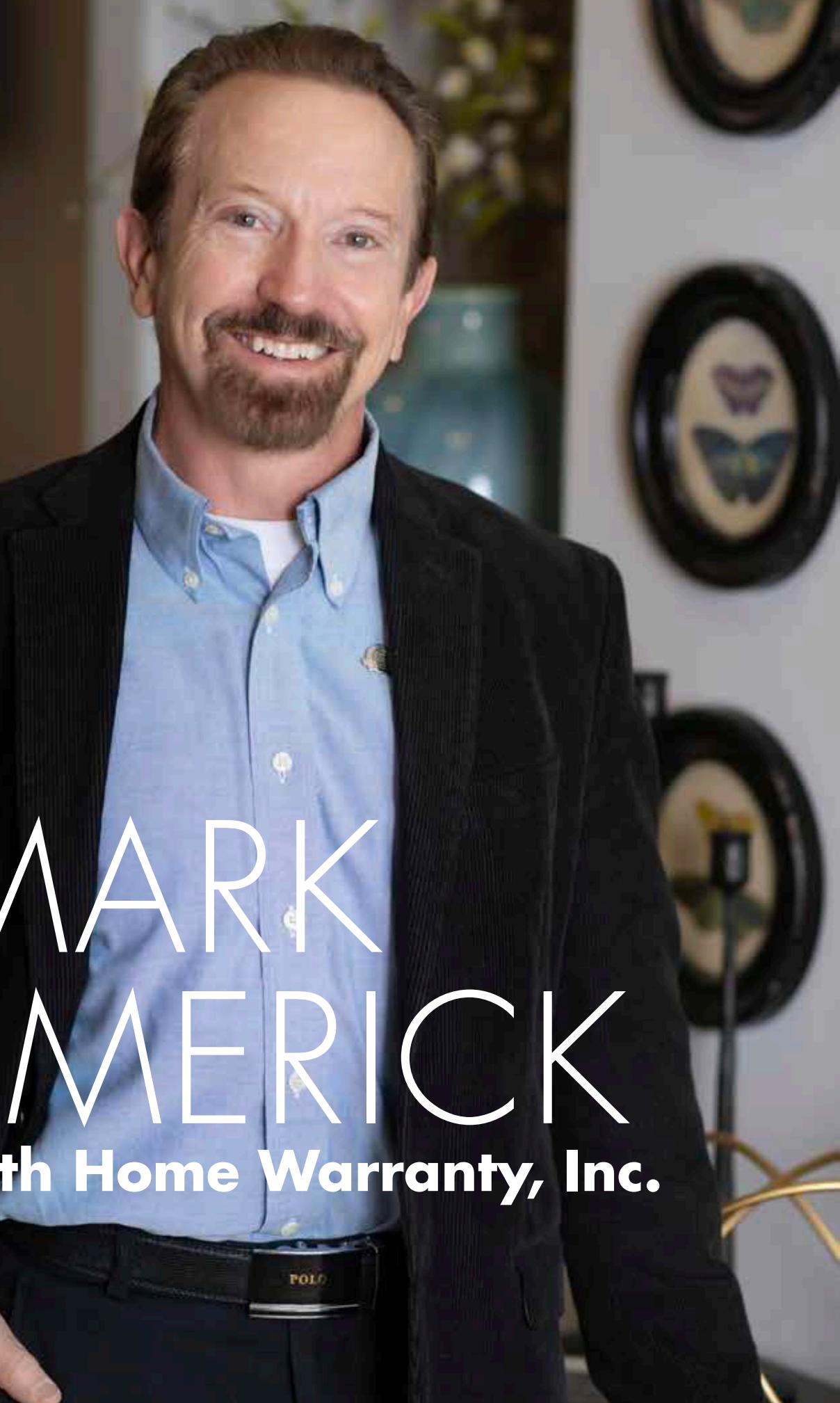
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MARK EMERICK

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FROM Chemistry TO Comebacks



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Mark Emerick doesn't have a neat, one-town origin story. In fact, staying put was never really part of the plan, or even an option.

Born in Spirit Lake, Iowa, Emerick moved just three months later and spent his childhood "all over the Midwest," rarely settling anywhere long. "The longest I lived in one town was five years," he said. "And the longest I lived in one house was three." That early experience of constant motion shaped a mindset that would follow him into adulthood with adaptability, resilience and a comfort with uncertainty.

Emerick attended Central Missouri State University, earning a degree in chemistry in 1994. His college path wasn't linear either. He took a break midstream to start a framing and remodeling crew, an early glimpse into the hands-on work that would reappear later in his life. After graduation, he spent 12 years working as a chemist, a career that looked stable on paper but didn't fully satisfy his deeper motivations.

"I went into a ministry role after chemistry, coming alongside people and helping them do what they are called to do," Emerick said. The work aligned with his values, but the inconsistent pay eventually forced him to supplement his income with construction jobs. "Eventually I had to look for something else," he said.

That "something else" came unexpectedly when Home Warranty, Inc. reached out and suggested he would be a good fit for their sales team. Seventeen years later, Emerick is still there, and still doing what he says he's always been driven to do.

"It still aligns with my 'why' of coming alongside people and helping them do what they are called to do," he said. "And it pays better."

Emerick's career hasn't been without hardship. Nearly three decades ago, while still working as a chemist, he began buying low-end investment properties. He leveraged heavily, often buying with little to no money down. One deal in particular seemed like a golden opportunity: if he fixed up a family farmhouse, he would receive two additional homes.

The plan was to sell one property to pay down the debt. But the market had other ideas.



"It wouldn't sell," Emerick said. "Then I tried all my properties, and nothing would sell." A major employer in the small town shut down, the market collapsed, and Emerick was left with no viable exit. He ultimately declared bankruptcy and lost every property he owned.

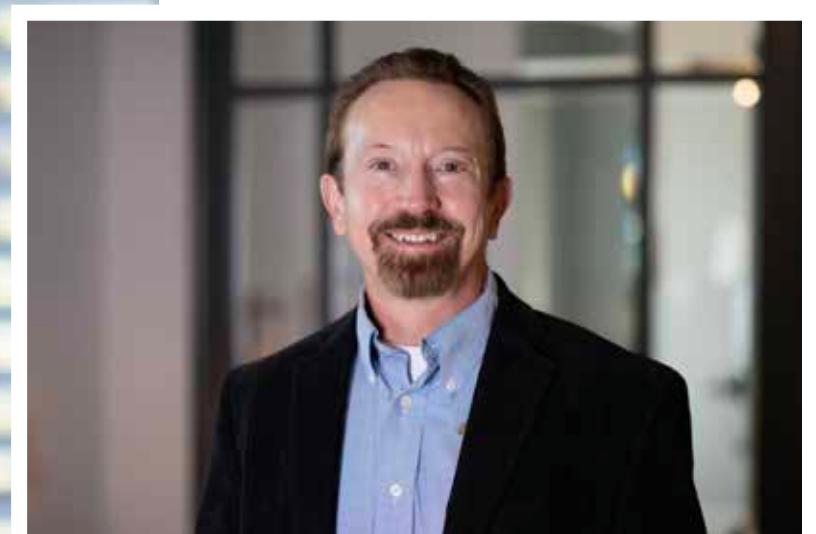
"I learned not to hold money so tight and not to leverage so much when buying properties," he said. The experience, while painful, became a foundational lesson in humility and wisdom.

Today, Emerick is passionate about education and support, particularly within the real estate community. "I'm constantly looking for ways to help others with their business," he said. That mindset has earned him respect among peers, including recognition as Affiliate of the Year from the Kansas City Regional Association of Realtors and selection into the inaugural class of its Leadership Academy.

For Emerick, the most meaningful rewards aren't plaques or titles. "The most rewarding part is when



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as someone
who strived to
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THE BEST
HE COULD.”**



I'm recognized for trying to do the best for all parties involved, even if it costs me," he said.

Family plays a central role in his life. He married his wife, Yuehua, in March 2007 in China. The process of bringing her to the United States took a year and a half. Later, when she became a U.S. citizen, she changed her name to Anna. She now works for State Street Bank, "moving money around in some of its funds," Emerick said.

He has two older daughters, Sarah and Rebekah, each with two children of their own, making Emerick a proud grandfather. At home, life is full and busy with his 8-year-old twin boys, Joseph and Joshua. "Between them and fixing up the latest rental, there isn't much free time," he said. When he does get a quiet hour or two, he enjoys watching a show or playing a game.

Asked what advice he would give others, Emerick doesn't hesitate. "Consistency, and keep pushing through," he said. "You can't control what is going on around you, but you can do the correct actions and always look to see how you can help others. Whether they can reciprocate or not does not matter."

If there's one thing he wants people to understand about how he operates, it's simple. "If there is a way I can help or make something happen, that will be my desire," he said.

And when all is said and done, he hopes his legacy reflects service over success. "I want to be remembered as someone who strived to serve God and others the best he could," he said.

For a man who's lived in countless places and worn many hats, that constant "helping others move forward" mentality has never changed.

TOP OF MIND

ONE POP AT A TIME

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



In a world full of emails, social media ads, and digital noise, real estate teams need ways to stand out that are personal, memorable, and relational. Pop-bys—small, thoughtful gifts delivered in person—are one of the most effective ways to build client relationships, encourage referrals, and stay top-of-mind all year.

The only way to drown out the noise is to stop being transactional; and start being relational. And when you combine creativity, humor, and strategy, pop-bys become a powerful marketing tool for real estate teams and Directors of Operations.

It's not about what you drop off, how clever your marketing is, or how expensive the item—it's about the connection, the relationship, and the preparation you do for engaging with each person.

That said, you still need fun ideas. So here are some we've done:

2026 Month-by-Month Pop-By Calendar for Realtors®

January – New Year, New Home

Tagline: "Fresh year, fresh home—ready when you are!"
Contents: Mini succulent or small plant, packet of flower seeds, or small home freshener

February – Candy Love

Tagline: "Home is Where the Heart Is"
Contents: Candy hearts or chocolates

Tagline: "We're suckers for referrals."
Contents: Swirl sucker

March – Spring Growth

Tagline: "Bloom Where You're Planted. Give us a call if it's time to plant a new garden."
Contents: Flower seeds

Tagline: "Thanks for helping us bloom."
Contents: Small flowering plant

April – Measure Up

Tagline: "Does your home still measure up? Let's measure your options for a perfect home!"
Contents: Mini tape measure, notepad with inches marked

May – Bright Ideas

Tagline: "Shining a light on your next home adventure!"
Contents: Mini flashlight, candle

June – Summer Pop

Tagline: "Popping up to remind you I'm here for your next move!"
Contents: Small bag of popcorn, mini bottle of pop, pop rocks candy

July – Summer Fun

Tagline: "Need the SCOOP on the real estate market? I've got you covered."
Contents: Ice cream scoop

August – Summer Heat

Tagline: "Things are heating up! Don't let your friends get burned in this market."
Contents: Sunscreen, mini fan, sun hat

September – Crunch Time

Tagline: "Ready to buy or sell? Let's crunch the numbers!"
Contents: Crunch bar, granola bar, or small snack

October – Spooky Season

"Don't Be Spooked"
Tagline: "Don't be spooked by the market—we've got you covered!"
Contents: Mini ghost candy bag, Halloween treat

"Carve Out Time"

Tagline: "I'll always carve out time for your referrals!"
Contents: Pumpkin carving knife + Halloween card

November – Gratitude

"Grateful for Your Referrals"



Tagline: "Thank you! Your referrals make our business grate!"
Contents: Mini cheese grater

December – Joy & Cheer

Tagline: "That's a Wrap! Thanks for a great year!"
Contents: Roll of gift wrap

Pro Tips for Ops Bosses®

CRM Tracking: Use tags to track what was sent, when, and to whom.

Batch Buying: Purchase in bulk and store with tags ready. Buy post-holiday items on sale to use next year.

Seasonal Planning: Align gifts with holidays, seasons, and client milestones. Have a grab & go shelf with pop brys ready for house-aversaries, new babies and other milestones.

Delegate Execution: Create a simple checklist so any team member can handle pop-bys AND maximize their results. (For example – make sure you have multiple touches built around the drop off. Perhaps a text before and after if they are not home.)

Personal Touch: Include a handwritten note. Read the CRM notes before you go in. Know their spouse, kids, and pets!

Two-Tier Pop-Bys: Higher budget for heavy referrers, lower budget for others to maximize ROI.

At the end of the day, Pop-Bys aren't about stuff—they're about staying connected, showing heart, and keeping your business top of mind, one thoughtful touch at a time.



Ops Boss® Coaching was founded by Christy Belt Grossman, former COO of one of the nation's first \$1 Billion sales teams. Ops Boss® Coaching is celebrating their 10th Anniversary of being the premier provider of education, coaching, and community for real estate operations professionals (we call them Ops Bosses®). Learn more at www.OpsBossCoaching.com.

TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob	Ellerman	ReeceNichols- Leawood Town Center
2	Koehler	Bortnick Team	ReeceNichols - Country Club Plaza
3	Kathy	Koehler	ReeceNichols - Leawood
4	Eric	Craig	ReeceNichols-KCN
5	Spradling	Group	EXP Realty LLC
6	Dan	Lynch	Lynch Real Estate
7	Thrive RealEstate KC	Team	Kw Kansas City Metro
8	Bryan	Huff	Keller Williams Realty Partners Inc.
9	Kristin	Malfer	Compass Realty Group
10	Dani	Beyer	Keller Williams KC North
11	Taylor Made	Team	Kw Kansas City Metro
12	Lauren	Anderson	ReeceNichols -The Village
13	BG	& Associates	BG & Associates LLC
14	Shannon	Brimacombe	Compass Realty Group
15	Tamra	Trickey	ReeceNichols - Leawood
16	Hern	Group	Keller Williams Platinum Prtnr
17	Marti	Prieb Lilja	Keller Williams Realty Partners Inc.

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
18	Blake	Nelson	Team
19	Austin	Home	Team
20	Richey	Real Estate	Group
21	Brooke	Miller	ReeceNichols - Country Club Plaza
22	Cami	Jones	ReeceNichols - Leawood
23	Stephanie	Bulcock	Compass Realty Group
24	Jaimie	Macoubrie	Weichert, Realtors Welch & Com
25	Brent	Sledd	Weichert, Realtors Welch & Com
26	Mike	O Dell	Real Broker, LLC
27	Katherine	Lee	Sage Sotheby's International Realty
28	Cathy	Counti	Keller Williams Platinum Prtnr
29	Nelson	Home	Group
30	Jeffrey	Quinn	Missouri Land and Farm LLC
31	Ed	Stroud	Real Broker, LLC
32	Kim	Brown	ReeceNichols -Johnson County W
33	Michelle	Lutz	Lutz Sales + Investments
34	Moore	Homes	Team
35	Chad	Taylor	Kw Kansas City Metro
36	Hannah	Shireman	West Village Realty
37	Dan	O'Dell	Real Broker, LLC
38	Andrew	Bash	Sage Sotheby's International Realty
39	Lux	Network	Kw Kansas City Metro
40	Dennis	Prussman	Real Broker, LLC-MO
41	Ken	Hoover	Keller Williams KC North
42	Lindsay	Sierens Schulze	ReeceNichols - Leawood
43	The Gamble	Group	Kw Kansas City Metro
44	Sara	Bash Reda	Compass Realty Group
45	Wardell &	Holmes	Wardell & Holmes Real Estate
46	Cory	Ward	Compass Realty Group
47	Billie Bauer	Network	Keller Williams Realty Partners Inc.
48	Lindsey	Pryor	Compass Realty Group
49	David	Barth	RE/MAX Innovations
50	Lauren	Engle	Platinum Realty LLC

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Pam	Hendrix	Real Broker, LLC
52	Kaleena	Schumacher	Keller Williams Realty Partners Inc.
53	LeAnn	Hiatt	Huck Homes
54	Rothermel	Group	Keller Williams KC North
55	Hcr	Team	RE/MAX Elite, REALTORS
56	Austin	Short	KW Kansas City Metro
57	John	Barth	RE/MAX Innovations
58	Tabb	Reese	Aristocrat Realty
59	Jeremy	Applebaum	Real Broker, LLC
60	Heather	Brulez	Weichert, Realtors Welch & Com
61	Aaron	Donner	Keller Williams Realty Partners Inc.
62	Peter	Colpitts	ReeceNichols- Leawood Town Center
63	Moving to KC	Team	Kw Kansas City Metro
64	Debbie	Sinclair	Chartwell Realty LLC
65	Jennifer	Weaver	Compass Realty Group
66	David	Van Noy Jr.	Van Noy Real Estate
67	Ryan	Hubbard	United Country American Heartl

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Michael	Hern	Keller Williams Platinum Prtnr
69	Jennifer Fallon & Associates	Team	Kw Kansas City Metro
70	Katie	Yeager	Your Future Address, LLC
71	Krishna	Chinnam	Keller Williams Realty Partners Inc.
72	Patty	Simpson	Crown Realty
73	Charles	Small	ReeceNichols-KCN
74	Tommy	Needles	Keller Williams Platinum Prtnr
75	Rachelle	Moley	Weichert, Realtors Welch & Com
76	Amy	Howell	Weichert, Realtors Welch & Com
77	Ashley	Kendrick	Chartwell Realty LLC
78	John	Kroeker	Weichert, Realtors Welch & Com
79	Jared	Smith	Inspired Realty of KC, LLC
80	Heather Lyn	Bortnick	ReeceNichols - Country Club Plaza
81	Quinn	Whimley	Reilly Real Estate LLC
82	Sherri	Hines	Weichert, Realtors Welch & Com
83	Whitney	Stadler	Compass Realty Group
84	Rebekah	Schaaf	ReeceNichols - Overland Park
85	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
86	Shannon	Stumpenhaus	Compass Realty Group
87	Jodie	Brethour	Compass Realty Group
88	Jody	Shewmaker	ReeceNichols Shewmaker
89	George	Medina	ReeceNichols - Country Club Plaza
90	Zac	Morton	Keller Williams KC North
91	Tanya	Burns	RE/MAX Town and Country
92	Christopher	Mather	Compass Realty Group
93	Renee	Amey	RE/MAX Elite, REALTORS
94	Jim	Fussell	Kw Kansas City Metro
95	Stacy	Porto	ReeceNichols -The Village
96	Rachel	Kilmer	ReeceNichols - Lees Summit
97	Jeff	Tanner	Platinum Realty LLC
98	Tim	Seibold	Coldwell Banker Regan Realtors
99	Megan	Wampler	Keller Williams KC North
100	Teresa	Hayes	Twaddle Realty, Inc.

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Steve	Ashner	ReeceNichols - Overland Park
102	Jenny	Burkhead	Keller Williams KC North
103	Jessica	Smotherman	RE/MAX Elite, REALTORS
104	Alex	Owens	Compass Realty Group
105	Hilary	Baldwin	Platinum Realty LLC
106	Nancy	Ward	Compass Realty Group
107	Crystal	Metcalfe	United Real Estate Kansas City
108	Ken	Rosberg	Prime Development Land Co LLC
109	David	Barraza	Real Broker, LLC
110	Teresa	Acklin	Prime Development Land Co LLC
111	Chris	Austin	Kw Kansas City Metro
112	Stephanie	Murphy	ReeceNichols - Leawood
113	Becca	Kyger	ReeceNichols - Leawood
114	Ryan	Kennedy	ReeceNichols - Lees Summit
115	Peggy	Holmes	ReeceNichols - Lees Summit
116	Sherry	Westhues	ReeceNichols - Lees Summit
117	Steve	Cutshaw	Keller Williams Realty Partners Inc.

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Amy	Arndorfer	Premium Realty Group LLC
119	Brooke	Marsalla	ReeceNichols - Lees Summit
120	Matthew	Palmquist	Whitetail Properties Real Esta
121	Terry Madden	Myers	Compass Realty Group
122	Denise	Sanker	ReeceNichols - Lees Summit
123	Sbd	Team	SBD Housing Solutions LLC
124	Alex	Thome	ReeceNichols - Leawood
125	Micah	Thomas	Lutz Sales + Investments
126	Kristi	Soligo Fleshman	RE/MAX Revolution
127	Shelly	Balthazor	ReeceNichols- Leawood Town Center
128	Kelli	Becks	Keller Williams Realty Partners Inc.
129	Lee	Ripma	Lutz Sales + Investments
130	Homeric	Team	KW Kansas City Metro
131	Lorrie	Ramseier	Keller Williams KC North
132	Eli	Medina	ReeceNichols - Country Club Plaza
133	Jackie	Stahl	KW Diamond Partners
134	James	Asher	Asher Real Estate LLC
135	Lisa	Ruben	ReeceNichols - Country Club Plaza
136	Nick	Gadwood	NextHome Gadwood Group
137	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Com
138	Laura	Miller	ReeceNichols - Leawood
139	Rhonda	Ahern	Premier Realty Group
140	Cassidy	Wheeler	ReeceNichols - Leawood
141	HB	Group	KW Kansas City Metro
142	Lonnie	Branson	Keller Williams Southland
143	Audrie	King	Platinum Realty LLC
144	Abby	Powers	Worth Clark Realty
145	Angela	Fitzgerald	Rodrock & Associates Realtors
146	Brenda	Youness	Weichert, Realtors Welch & Com
147	David	Gundersen	RE/MAX Realty Suburban Inc
148	Alexander	Koburov	Weichert, Realtors Welch & Com
149	Vicki	Smith	RE/MAX Innovations
150	Aravind	Pentapati	Platinum Realty LLC



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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Mindy	Methner	ReeceNichols - Lees Summit
152	Ivy	Home	Kw Kansas City Metro
153	Benjamin	Lytle	Opendoor Brokerage LLC
154	Matthew	Webb	Keller Williams Realty Partners Inc.
155	Brooke	Reinertsen	Redfin Corporation
156	Missy	Barron	ReeceNichols - Lees Summit
157	Haley	Epps	Boardwalk Realty
158	Micquelyn	Malina	Keller Williams Realty Partners Inc.
159	Sherry	Timbrook	BHG Kansas City Homes
160	Connie	Curran	Compass Realty Group
161	Bailey	Lyons	Lyons Realty Group
162	Christina	Brown	Sage Door Realty, LLC
163	Majid	Ghavami	ReeceNichols- Leawood Town Center
164	Murray	Davis	BHG Kansas City Homes
165	Jake	Zillner	Genstone Realty
166	Darcy	Roach	Homes by Darcy LLC
167	Megan	Osborn	Fitz Osborn Real Estate LLC

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TOP 200 STANDINGS

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

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Jeff	Manning	ReeceNichols - Country Club Plaza
169	Randi	Pereira	Kw Kansas City Metro
170	Aly	Plunkett	ReeceNichols - Johnson County W
171	Tami	Lewis	Chartwell Realty LLC
172	Sarah	Page	Compass Realty Group
173	Aaron	Olla	Real Broker, LLC
174	Karen	Baum	Weichert, Realtors Welch & Com
175	AudraH	Team	Real Broker, LLC
176	Lynne	Matile	ReeceNichols - Overland Park
177	Madison	Moss (Harpst)	RE/MAX Innovations
178	MBS	Group	Kw Kansas City Metro
179	Christine	Dunn	Keller Williams Realty Partners Inc.
180	Jennifer	Barth	RE/MAX Realty and Auction House LLC
181	Adrienne	Fisher	ReeceNichols - Country Club Plaza
182	Molly	Hipfl	ReeceNichols - Lees Summit
183	Austin	Short	Kw Kansas City Metro
184	Rampy	Group	Kw Kansas City Metro
185	Rob	Lacy	Weichert, Realtors Welch & Com
186	Ellen	Murphy	ReeceNichols - Leawood
187	Brenda	Shores	Real Broker, LLC
188	Leah	Taylor	Kw Kansas City Metro
189	Denise	Markworth	Action Realty Company
190	Linda	Clemons	RE/MAX Innovations
191	John	Simone	ReeceNichols-KCN
192	Julie	Weaver	Aristocrat Realty
193	John	Waltmon	Main Street Renewal, LLC
194	Suzy	Goldstein	Hallbrook Realty
195	Dan	Couse	EXP Realty LLC
196	Candi	Sweeney	ReeceNichols - Parkville
197	Amber	Shawhan	CEAH Realtors
198	Kerrie	Shumate	Midwest Realty & Auction
199	Jason	Patterson	Whitetail Properties Real Esta
200	Tony	Long	Real Broker, LLC

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FAQ about Kansas City Real Producers

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

Q: Who receives this magazine?

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

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

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

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

A: It's really simple — one or multiple peers have first nominated every featured agent you see. You can nominate or be nominated by other agents, affiliates, brokers, owners, and office leaders. A nomination currently looks like this:

you email us at reece.hale@realproducersmag.com with the subject "Nomination: (Name of Nominee)." Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. Once the timing is right, the next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion.

Q: What does it cost to be featured?

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

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

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

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

Q: Who are the Preferred Partners?

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

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



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