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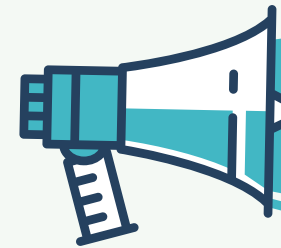
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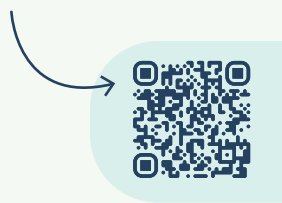


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JIM GAMBLE

FOUR DECADES DEEP & STILL CLIMBING HIGHER

BY JOSEPH COTTLE
PHOTOS BY CHRISTINE CASO WITH CC PHOTOGRAPHY

Although Jim Gamble is fast approaching his 40th year in real estate, he's just getting started.

After nearly four decades in Kansas City real estate, 2025 was his best year yet, a stat that earned him a spot at top 10 spot on the Business Journal's ranking of the top individual agents in the metro. For most people, that kind of career milestone would be a capstone. For Jim, it was more of a confirmation.

"Every real estate agent has their own unique recipe for success," he says. "For me, that recipe involves certain activities that you are going to do each and every day, such that doing those activities creates the life that you want to live."

Jim has been refining that recipe since June of 1986, when he got his license and went to work for Kroh Brothers. But the real origin story starts earlier, at the gas docks of Port Arrowhead Marina on Lake of the Ozarks, where a teenage Jim was pumping fuel for boats and learning, transaction by transaction, that people respond to genuine service.

"If you give good service with a smile, you make people like you, and it's not because of what you say, but because of what you do. You exceed their expectations," he says.

It was commission-based work before he even knew what a commission was. An economics degree from Mizzou came next, then



a marketing stint with RJ Reynolds, before he landed in Kansas City and eventually found his calling.

The path into real estate came through an offhand conversation. A friend told him he should look into it, and something clicked. Real estate wasn't foreign to him—his father and grandfather had both been developers at the lake, and he'd watched his parents build the home he grew up in. He got his license, joined

a church to plant roots in his new city, then plugged into the MU alumni chapter and started volunteering. That early instinct to get involved, work hard alongside people, and let them see who you are became the blueprint he still uses some forty years later.

Over the years, Jim has co-founded the Tiger Ball (now heading into its 27th year) and helped launch the Children's Mercy Red Hot Night, a charity gala that started as an idea scrawled



“When you give back, YOU GET BACK.”

on a legal pad and has grown to raise \$5.5 million at its most recent event.

“When you give back, you get back,” Jim says simply.

His approach with clients is equally straightforward, even if it runs against type. With buyers especially, Jim isn’t trying to sell anyone anything.

“I usually am trying to discover why we *shouldn’t* buy this house,” he explains. Every home a buyer walks through makes them smarter. Every showing sharpens their instincts. And when the right one comes along, Jim doesn’t manufacture urgency; he just tells the truth. “That’s not pressure,” he says. “That’s just facts.”

That long-view thinking extends to his own portfolio. Over 30 years, Jim has quietly acquired rental units in Kansas City, building a nest egg that will carry him well beyond his sales career if he decides to slow down. He’s also a CRS, a Certified Residential Specialist, a designation that puts him in the top two percent of agents nationally and gives him a trusted network to tap when clients are buying and selling all across the county.

These days, Jim is also serving as vice chair of the RPAC Federal Disbursements Committee through the National Association of Realtors, helping decide which congressional



candidates get real estate industry support across the country. He travels to D.C., Colorado, and Annapolis, usually bringing his golf

clubs. He’s a self-described “goer” married to Betsy, a self-described “stayer”. She prefers adopting senior dogs over traveling, which Jim

finds both endearing and logistically convenient.

At 60-something, with a partner in Paige Moyer covering the ground game by his side, Jim is in no hurry to wind down. The phone keeps ringing, the deals keep closing, and the work still brings him genuine satisfaction.

But in the end, he doesn’t credit himself with much.

“As I reflect on this journey,” Jim says, “I’m reminded that none of it happens alone. I’ve

been incredibly fortunate to have the steady support of my wife Betsy, my son Joey, the grit and loyalty of my team and staff, and the trust of clients who have allowed me into some of the most important decisions of their lives. Each has played a role in shaping not just my business, but who I am today. I’m grateful for the belief, the referrals, the conversations, and yes—even the challenges along the way. They’ve all lifted me up more than they know, and for that, I simply say thank you.”



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From the first introduction to final walkthrough, the team operates as an extension of the agent's brand. Communication is proactive. Expectations are clear. Timelines are transparent. The process is structured to eliminate surprises and minimize stress.

Agents aren't left chasing updates or acting as middlemen. Instead, they gain a reliable partner who values professionalism as much as they do.

The result? A smoother experience for clients — and an agent who looks exceptional for making the recommendation.

A Seamless Process That Clients Appreciate

New construction can feel intimidating for buyers. There are more decisions, more details, and more opportunities for confusion compared to purchasing resale.

Elevate eliminates that friction with a guided, concierge-style approach.

Their streamlined systems help clients navigate:

- Floor plan selection that fits their lifestyle
- Personalized design choices without overwhelm
- Transparent pricing and upgrade options
- Consistent build updates and milestone communication
- Clearly defined timelines from start to finish

Instead of feeling lost in the process, buyers feel informed and confident. They enjoy the creative journey of designing a home without the typical stress associated with building.

And when clients feel taken care of, they don't just remember the builder — they remember the agent who connected them.

Modern Design That Sells Itself

Today's buyers want more than square footage. They want homes that reflect how they actually live.



Elevate homes are intentionally designed around modern lifestyles, offering:

- Open-concept living spaces ideal for entertaining
- Gourmet kitchens that become the heart of the home
- Flexible rooms for remote work and multi-generational living
- Spa-inspired primary suites
- Seamless indoor-outdoor living spaces
- Striking curb appeal with clean architectural lines

For agents, this means easier showings and stronger emotional connections. Buyers don't have to imagine the potential — they feel it the moment they walk through the door.

Elevate homes photograph beautifully, show impeccably, and leave lasting impressions, giving agents a powerful product that practically markets itself.

Certainty in an Uncertain Market
One of the biggest advantages agents can offer clients is predictability — and Elevate has built its process around delivering exactly that.

With thoughtfully designed floor plans, and defined build pathways, clients avoid the chaos that can sometimes accompany custom construction.

Buyers know what they're getting. Agents know what to expect. And everyone benefits from fewer unknowns.

This consistency makes Elevate an ideal partner for agents working with:

- Move-up buyers seeking modern upgrades
- Downsizers wanting right-sized luxury
- Relocation clients needing clear timelines
- Busy professionals who value efficiency
- First-time luxury buyers wanting guidance

When the path is clear, agents can focus on advising and advocating — not troubleshooting.

A True Partnership With Agents
Elevate Design + Build doesn't just "work with agents." They invest in agent relationships.

Their team understands that high-producing Realtors operate at a different level. They need quick answers. Clear information. Reliable timelines. Professional marketing materials. And a builder partner who respects their role in the transaction.

Elevate supports agents with:

- Responsive communication

- Clear commission structures
- Private tours and client consultations
- Marketing assets to help promote available homes
- Educational resources to simplify new construction conversations

Instead of feeling like they're navigating a separate world, agents gain a collaborative partner that makes new construction feel familiar and manageable.

The relationship becomes less transactional and more strategic — built for long-term success.

Clients Who Become Advocates
The homebuilding journey should feel exciting, not exhausting.

Because Elevate prioritizes service, communication, and thoughtful design, clients walk away not only loving their homes — but grateful for the experience.

They remember how smooth the process felt.

They remember being heard. They remember the moment their vision became reality.

And most importantly, they remember who guided them there.

For agents, that leads to the most valuable outcome of all: referrals, repeat business, and a reputation for delivering exceptional experiences.

Elevating What It Means to Build
In a market where clients have more choices than ever, the professionals they trust matter most.

By partnering with Elevate Design + Build, agents align themselves with a builder who shares their standards of excellence — and their commitment to client satisfaction.



It's not just about constructing homes. It's about creating an elevated experience that reflects positively on everyone involved.

And when clients thank their agent for introducing them to the right builder, that partnership becomes more than a transaction. It becomes a competitive advantage. 📌



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2025

BY THE NUMBERS

HERE'S WHAT THE TOP 500 AGENTS IN KANSAS CITY SOLD IN 2025



\$10,129,957,170

SALES VOLUME



21,477

TOTAL TRANSACTIONS



\$20,259,914

AVERAGE SALES VOLUME PER AGENT



43

AVERAGE TRANSACTIONS PER AGENT



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A MID-YEAR RESET YOUR TEAM ACTUALLY NEEDS PERSONAL USER GUIDES

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

Spring turned into summer.
Business picked up.

And now your team feels... off.

Communication is clunky. Small misunderstandings are slowing big progress.

Before you chalk it up to personalities, pressure, or poor performance, pause and ask:

- Do team members seem unsure how you like to work?
- Are you repeating yourself more than you should?
- Are small miscommunications dragging down momentum?
- Does it feel like your team should be moving faster... but isn't?
- Do you wish people just knew what works for you (and what doesn't)?
- If more than one of those hits, you're not alone. And more importantly, you're not stuck.

You're Not "Too Much." You're Just Not Documented. And Your Team Isn't the Problem.

It's the invisible gap between how people think they should work together and how they actually work best.

In small teams especially, that gap gets expensive. In many teams, hours each day are lost to clarifying and re-explaining work. Not because people aren't capable, but because they're guessing.

Guessing is slow. Clarity facilitates speed.

What If Your Team Knew Each Other's "Secrets"?

Not the polished, professional version of each of you. The real one.

- What energizes you
- What frustrates you
- How you process information
- How you prefer to communicate
- What you expect (but may not always say out loud)
- This is where Personal User Guides come in.

Think of them as your personal operating manuals. The clarity you wish people had... handed to them upfront.

A Smarter Way to Work Together:

After decades of hiring in the real estate and mortgage industries, plenty of wins and plenty of lessons, I decided to do something different when making a key hire.

Instead of hoping for alignment, I architected it by creating a detailed CEO User Guide.

It didn't happen overnight. It took time, reflection, and honest feedback from people who knew me well. The goal wasn't perfection. It was transparency.

I shared pieces of the guide during the interview process, then the full guide before finalizing the hire. And the new team member created her own guide within the first 90 days.

From day one, both of us understood how the other worked.

No guessing. No unnecessary friction. Just clarity. And that changed EVERYTHING.

What Goes into a User Guide?

The most effective ones are practical, not theoretical. They cover things like:

- Preferred communication (and what gets the fastest response)
- Response time expectations
- Availability and boundaries
- How you think and make decisions
- How you manage tasks and priorities
- How you like to give and receive feedback
- Strengths, growth areas, and habits in progress
- A glimpse of who you are outside of work

It's not about oversharing. It's about removing the guesswork that slows everything down.

What Changes When You Do This?

Teams that use Personal User Guides tend to notice a shift quickly:

- They move faster
- Conversations get more direct and productive
- Misunderstandings drop
- Trust builds naturally, faster and more deeply

And here's the part leaders don't always expect: it creates better relationships, not just better results.

Because when people feel understood, they show up differently.

Why Summer Is the Perfect Time:

Mid-year is a natural checkpoint.

You've got enough data from the year to know what's working and what's not. You've also got time to reset before the final push of Q3 and Q4.

Instead of pushing harder with the same communication gaps, this is the moment to clean them up.

A few hours spent creating and sharing user guides can save your team dozens of hours over the next six months.

That's not theory.
That's proven acceleration.

Start Simple:

You don't need a perfect document to begin.
Start with:

- How you like to communicate
- What you expect

- What helps you do your best work
- What throws you off
- Strengths & Blind Spots

Then have your team do the same.

Refine as you go.

If You Want Structure:

Some teams prefer a more guided approach, especially if they want consistency across roles. We have a hands-on workshop replay available online that walks you through the process, provides templates, and shows how to roll this out across an entire team without overcomplicating it. It can be a great way for your team to engage, have fun, and get to know each other better while setting everyone up for success in the second half of the year.

The Bottom Line:

Most teams don't have a performance problem. They have a clarity problem.

Personal User Guides close that gap.

They turn assumptions into alignment, friction into momentum, and busy teams into effective ones.

If the first half of your year felt heavier than it should have, this is your reset.

Not by working harder.

By leading clearer.



About Ops Boss® Coaching
Ops Boss® Coaching was founded by Christy Belt Grossman, former COO of one of the nation's first \$1 billion real estate teams. Now celebrating 10 years, Ops Boss® Coaching provides education, coaching, and community for operations leaders in real estate (known as Ops Bosses®). Learn more at OpsBossCoaching.com.

TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - Apr. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
1	Rob Ellerman	Team	ReeceNichols - Lees Summit
2	Koehler Bortnick	Team	ReeceNichols - Country Club Plaza
3	Eric Craig	Team	ReeceNichols-KCN
4	Bryan	Huff	Keller Williams Realty Partners Inc.
5	Dani Beyer	Team	Keller Williams KC North
6	Mike	Reilly	Reilly Real Estate LLC
7	Thrive RealEstate KC	Team	KW KANSAS CITY METRO
8	Ray Homes KC	Team	Compass Realty Group
9	Dan	Lynch	Lynch Real Estate
10	Sara	Bash Reda	Compass Realty Group
11	Spradling	Group	EXP Realty LLC
12	Brooke	Miller	ReeceNichols - Country Club Plaza
13	Taylor Made	Team	KW KANSAS CITY METRO
14	Ask Cathy	Team	Keller Williams Platinum Prtnr
15	Richey Real Estate	Group	Real Broker, LLC-MO
16	Cjco	Team	ReeceNichols - Leawood
17	Andrew	Bash	Sage Sotheby's International Realty

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Teams and Individuals Closed from Jan. 1, 2026 - Apr. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
18	John	Barth	RE/MAX Innovations
19	Kristin	Malfer	Compass Realty Group
20	Marti	Prieb Lilja	Keller Williams Realty Partners Inc.
21	Homeric	Group	KW KANSAS CITY METRO
22	Tamra	Trickey	ReeceNichols - Leawood
23	Nelson Home	Group	Keller Williams KC North
24	The Collective	Team	Compass Realty Group
25	Lauren	Anderson	ReeceNichols -The Village
26	BG	& Associates	BG & Associates LLC
27	Macoubrie	Zimmerman	Weichert, Realtors Welch & Co.
28	George	Medina	ReeceNichols - Country Club Plaza
29	Brice	Bradshaw	Compass Realty Group
30	Heather	Brulez	Weichert, Realtors Welch & Co.
31	Ken Hoover	Group	Keller Williams KC North
32	Wade	Fitzmaurice	Fitz Osborn Real Estate LLC
33	Michelle	Lutz	Lutz Sales + Investments
34	Mark	Maschger	Worth Clark Realty
35	Hendrix	Group	Real Broker, LLC
36	SBD	Team	SBD Housing Solutions LLC
37	Shannon	Brimacombe	Compass Realty Group
38	Jeremy	Applebaum	Real Broker, LLC
39	Jeff	Curry	Weichert, Realtors Welch & Co.
40	Benji	Lytle	Opendoor Brokerage LLC
41	Charles	Norton	The Next Door Agents, LLC
42	Mike	O Dell	Real Broker, LLC
43	Rothermel	Group	Keller Williams KC North
44	Hannah	Shireman	West Village Realty
45	The Small	Team	ReeceNichols-KCN
46	Dan	O'Dell	Real Broker, LLC
47	Krishna	Chinnam	Keller Williams Realty Partners Inc.
48	Breeze	Team	EXP Realty LLC
49	Austin Home	Team	KW KANSAS CITY METRO
50	Katherine	Lee	Sage Sotheby's International Realty

#	FIRST NAME	LAST NAME	OFFICE NAME
51	Tanya	Burns	RE/MAX Town and Country
52	DRH	Team	DRH Realty of Kansas City, LLC
53	Lauren	Engle	Platinum Realty LLC
54	LUX	Network	KW KANSAS CITY METRO
55	Chris	Guerrero	Platinum Realty LLC
56	Ellen	Murphy	ReeceNichols - Leawood
57	Billie Bauer	Network	Keller Williams Realty Partners Inc.
58	Whitney	Stadler	Compass Realty Group
59	Guide	Group	Compass Realty Group
60	Randi	Platko	Prime Development Land Co LLC
61	Alex	Owens	Compass Realty Group
62	Sharon	Barry	ReeceNichols -The Village
63	Trish	Shiever	Welcome Home Real Estate LLC
64	Lindsay	Sierens Schulze	ReeceNichols - Leawood
65	Rita	Dickey	ReeceNichols - Overland Park
66	Brent	Sledd	Weichert, Realtors Welch & Co.
67	Moving to KC	Team	KW KANSAS CITY METRO

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Teams and Individuals Closed from Jan. 1, 2026 - Apr. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
68	Ray	Hill	Nottingham Realty
69	Murray	Davis	BHG Kansas City Homes
70	Brenda	Youness	Weichert, Realtors Welch & Co.
71	Zachary	Kelly	ReeceNichols - Leawood
72	Blake Nelson	Team	KW KANSAS CITY METRO
73	Miles	Rost	Keller Williams Realty Partners Inc.
74	HCR	Team	ReeceNichols - Lees Summit
75	Dan	Couse	EXP Realty LLC
76	Loughlin & Associates	Team	Keller Williams KC North
77	Jared	Smith	Inspired Realty of KC, LLC
78	Sanctuary	Team	BHG Kansas City Homes
79	Kaleena	Schumacher	Real Broker, LLC
80	Hayley	Wildy	KW KANSAS CITY METRO
81	Lisa	Miller	Lynch Real Estate
82	Jodie	Brethour	Compass Realty Group
83	Locate	Team	Compass Realty Group
84	Majid	Ghavami	ReeceNichols- Leawood Town Center
85	Ashley	Kendrick	Chartwell Realty LLC
86	Sam	Blacksher	Aristocrat Realty
87	Katie	Fisher	Weichert, Realtors Welch & Co.
88	Rachelle	Moley	Weichert, Realtors Welch & Co.
89	Candi	Sweeney	ReeceNichols - Parkville
90	Lisa Ruben	Team	ReeceNichols - Country Club Plaza
91	Kim	Brown	ReeceNichols -Johnson County W
92	Hern	Group	Keller Williams Platinum Prtnr
93	Lynne	Matile	ReeceNichols - Overland Park
94	Amy	Arndorfer	Premium Realty Group LLC
95	Jeffrey	Quinn	Missouri Land and Farm LLC
96	Heather Lyn	Bortnick	ReeceNichols - Country Club Plaza
97	Molly	Hipfl	ReeceNichols - Lees Summit
98	Scott	Ventimiglia	Midwest Land Group
99	Sundance	Team	Rodrock & Associates Realtors
100	LeAnn	Hiatt	Huck Homes

#	FIRST NAME	LAST NAME	OFFICE NAME
101	Stroud & Associates	Team	Real Broker, LLC
102	ReeseMontgomery	Team	Aristocrat Realty
103	Bridget	Brown-Kiggins	Weichert, Realtors Welch & Co.
104	Sara	Tarvin	ReeceNichols - Leawood
105	Explore Home	Group	Keller Williams KC North
106	Ben	Robbins	Reilly Real Estate LLC
107	Rebekah	Schaaf	ReeceNichols - Overland Park
108	Jenna	Halvorson	Real Broker, LLC
109	Rachel	Kilmer	ReeceNichols - Lees Summit
110	Andy	Blake	Real Broker, LLC
111	Magnolia KC	Group	Compass Realty Group
112	Jennifer	Messner	ReeceNichols - Lees Summit
113	Rob	Lacy	Weichert, Realtors Welch & Co.
114	Michelle	Marquez	ReeceNichols - Lees Summit
115	Ivy Home	Group	KW KANSAS CITY METRO
116	Skyler	Wirsig	Midwest Land Group
117	Audrie	King	Platinum Realty LLC

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Teams and Individuals Closed from Jan. 1, 2026 - Apr. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
118	Teresa	Hayes	Twaddle Realty, Inc.
119	Chris	Austin	KW KANSAS CITY METRO
120	Sherri	Hines	Weichert, Realtors Welch & Co.
121	Kelly	Heaven	KW KANSAS CITY METRO
122	Katie	Yeager	Your Future Address, LLC
123	John	Kroeker	Weichert, Realtors Welch & Co.
124	Taylor	Reese	Compass Realty Group
125	Michael	Yeates	The Real Estate Store LLC
126	Larry	Eckhoff	RE/MAX Innovations
127	Aaron	Donner	Keller Williams Realty Partners Inc.
128	Todd	Burroughs	Crown Realty
129	Sharp Homes	Team	Epique Realty
130	Kyle	Talbot	KW KANSAS CITY METRO
131	Tommy	Needles	Keller Williams Platinum Prtnr
132	The Carter	Group	Keller Williams Platinum Prtnr
133	Wardell	& Holmes	Wardell & Holmes Real Estate
134	Steve	Ashner	ReeceNichols - Overland Park
135	Tim	Seibold	Coldwell Banker Regan Realtors
136	Lindsey	Pryor	Compass Realty Group
137	Adam	Stein	BHHS Stein & Summers
138	Crystal	Metcalfe	United Real Estate Kansas City
139	Hightower Heritage	Team	Jason Mitchell Real Estate Mis
140	James	Asher	Asher Real Estate LLC
141	Aimee	Miller	ReeceNichols - Lees Summit
142	Jeff	Yacos	Real Broker, LLC
143	Eli	Medina	ReeceNichols - Country Club Plaza
144	Moore Homes	Team	Compass Realty Group
145	Carly	Estes	United Real Estate Kansas City
146	Dakota	Chapin	Remax Signature
147	Veronica	Jaster	ReeceNichols - Country Club Plaza
148	Stacy	Porto	ReeceNichols -The Village
149	Sharon G.	Aubuchon	RE/MAX Premier Realty
150	Shaleen	Grabill	Coldwell Banker Distinctive Pr

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - Apr. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
151	Nicole	Westhoff	ReeceNichols - Lees Summit
152	Joey	Zarrillo	RE/MAX Heritage
153	Lisa	Fitzpatrick	ReeceNichols - Overland Park
154	Christine	Dunn	Keller Williams Realty Partners Inc.
155	Kristi	Soligo Fleshman	RE/MAX Revolution
156	Teresa	Acklin	Prime Development Land Co LLC
157	Chris	Rowe	Cedar Creek Realty LLC
158	Carrie	Hyer	Cedar Creek Realty LLC
159	HB	Group	KW KANSAS CITY METRO
160	Lola	Block	ReeceNichols - Leawood
161	Chris	George	Weichert, Realtors Welch & Co.
162	Vinny	Monarez	Keller Williams Platinum Prtnr
163	Andrew	Hicklin	ReeceNichols-KCN
164	Dave	Campbell	Keller Williams KC North
165	Brian	Pine	Heck Land Company
166	Heavenly Homes	Team	KW KANSAS CITY METRO
167	Dee	Rolig	EXP Realty LLC

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TOP 200 STANDINGS

Teams and Individuals Closed from Jan. 1, 2026 - Apr. 30, 2026

#	FIRST NAME	LAST NAME	OFFICE NAME
168	Heather	Walker	ReeceNichols - Lees Summit
169	Jackie	Schierlman	EXP Realty LLC
170	Rob	Lacio	ReeceNichols - Overland Park
171	Aimee	Jacobson	Seek Real Estate
172	Mikki	Armstrong	ReeceNichols - Lees Summit
173	Tiffany	Kelsey	ReeceNichols - Lees Summit
174	Christine	Lies	ReeceNichols-KCN
175	Pamela	Chyba	ListWithFreedom.com Inc
176	Becca	Hageman	Compass Realty Group
177	Stacy	Anderson	ReeceNichols - Leawood
178	Liz	Jaeger	ReeceNichols - Leawood
179	Doser	Group	LPT Realty LLC
180	Stephanie	Bulcock	Compass Realty Group
181	David	Van Noy Jr.	Van Noy Real Estate
182	Ryan	Hubbard	United Country American Heartl
183	AgentRoc	Group	Keller Williams KC North
184	Steven	Roberts	RE/MAX Elite, REALTORS
185	James	Edwards	United Country Real Estate Buckhorn Land and Realty
186	Kelly	Weyer	ReeceNichols - Leawood
187	Dana	Allen	ReeceNichols- Leawood Town Center
188	Brooke	Reinertsen	Redfin Corporation
189	Terri	Carter	Platinum Realty LLC
190	Suzanne	Vaughan	Rodrock & Associates Realtors
191	Jo	Chavez	Redfin Corporation
192	Karen	Baum	Weichert, Realtors Welch & Co.
193	Michaela	Hagan	West Village Realty
194	Dennis	PRUSSMAN	Real Broker, LLC-MO
195	Cassidy	Wheeler	Real Broker, LLC
196	Fidelity RE	Group	Keller Williams KC North
197	Jaylenn	Wong	Platinum Realty LLC
198	Colton	Messner	Platinum Realty LLC
199	Jo	Kleinsorge	Keller Williams Realty Elevate
200	Sandra	Kenney	Chartwell Realty LLC

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

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FAQ about Kansas City Real Producers

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

Q: Who receives this magazine?

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

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

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

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

A: It's really simple — one or multiple peers have first nominated every featured agent you see. You can nominate or be nominated by other agents, affiliates, brokers, owners, and office leaders. A nomination currently looks like this: you email us at reece.hale@realproducersmag.com with the subject "Nomination: (Name of Nominee)." Please explain WHY you are nominating them to be featured. It could be that they have an amazing story that needs to be told, perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way, etc. Once the timing is right, the next step is an interview with us to ensure it's a good fit. If all works out, then we put the wheels in motion.

Q: What does it cost to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! This is NOT a pay-to-play model whatsoever.

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

A: If you are interested in writing an article to contribute your ideas, experience, knowledge, expertise, or stories to the *Kansas City Real Producers* community, please email me at reece.hale@realproducersmag.com. Even if you don't consider yourself a prolific writer, let's talk!

Q: Who are the Preferred Partners?

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

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

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

Q: How might I get more involved in this community?

A: Two primary ways: First of all, if you have not already, be sure to join our private Facebook group specifically for the top 500 real estate agents and our preferred partners. To request to join, simply search on Facebook the keywords "Kansas City's Top 500 Real Producers Community," and it will pop right up. Request to join, and we will promptly accept you into the group. This online community is a space for further connection, contribution, and curiosity to be shared among our members. Secondly, be sure to attend our events. We currently plan to host events throughout the year, a couple of golf outings, and some VIP social events throughout 2025. We promote these events via email and Facebook, so if you haven't been receiving invites, please email me immediately at reece.hale@realproducersmag.com.



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