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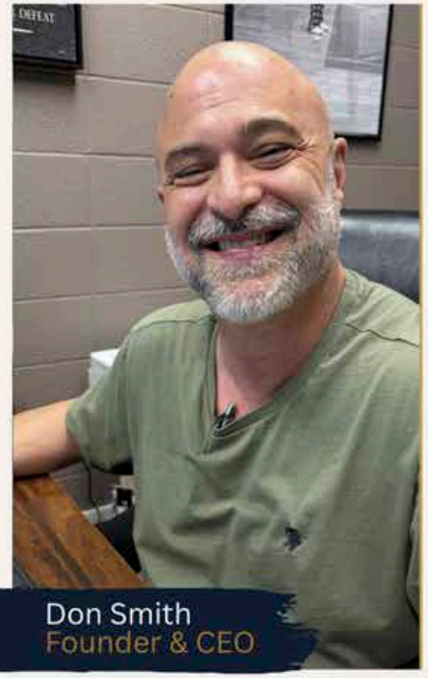
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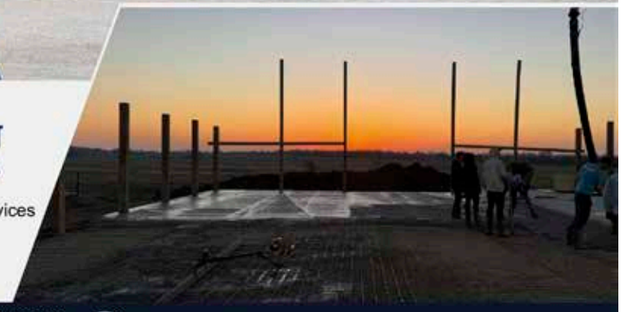
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Thank you
Kit Corby
for nominating Langley

All-In Achiever

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

For Langley Hallinger, real estate wasn't part of a carefully mapped-out career plan. In fact, when she first earned her license, she wasn't even sure she would stick with it.

Five years later, the Bricktown ICT Realty real estate agent has found a career she loves—one that allows her to serve others, support her family and remain present for the people who matter most.

And through it all, one principle has remained remarkably simple: Keep showing up.

An Unexpected Path

Before real estate, Langley spent 10 years doing what she calls her favorite job she has ever had: being a stay-at-home mom to her four boys.

As her youngest prepared to start school, however, Langley began considering what might come next.

She wanted work she would enjoy, but she also needed flexibility to remain available for her children. Initially, she thought she had found the answer in education.

A lifelong sports enthusiast, Langley began working toward becoming a physical education teacher. About two years into that process, conversations with teachers she knew prompted her to reconsider.

Then her friend and real estate agent Aimee Counce offered another idea: Why not try real estate?

Amy believed Langley would be good at it and



pointed to the flexibility, earning potential and ability to remain involved with her children.

Langley decided to give it a shot—but initially kept going to school as a backup plan.

"I was like, you know, this is just going to be one of those things that I do for six months and it doesn't work out," she remembers. "My goal was to make my money back."

Instead, something unexpected happened.

She fell in love with real estate.

After a few months, Langley decided not to return to school for the spring semester. She committed herself fully to her new profession, achieved the goals she established for her first year and never looked back.

Making Home Possible

Today, some of Langley's most meaningful moments come from helping clients who once believed homeownership was beyond their reach.

She has worked with people who have endured difficult seasons and assumed buying a home simply wasn't possible. Helping those clients secure financing, find the right property and navigate the transaction is especially rewarding.

Seeing their excitement when they realize they are going to have a home of their own makes all the behind-the-scenes work worthwhile.

Langley also takes pride in making the process feel as smooth as possible. Real estate transactions inevitably contain challenges, but she doesn't believe her clients need to carry the weight of every difficulty.

Sometimes that means handling complicated or emotionally draining situations behind the scenes so her clients can continue moving forward.

"I just want to be able to make this process seem as smooth as it can be," she says. "That's what makes me happy."

Family at the Center

Helping clients provides tremendous fulfillment, but Langley's greatest motivation is closer to home.

Her husband, Travis, supported their family during the decade Langley spent living her dream of staying home with their boys. Today, part of her motivation is returning that gift by helping create a future in which Travis can eventually scale back his own workload and enjoy more of the life they have built together.

Their four boys are heavily involved in school and sports, and Langley treasures being present for it.

With her oldest turning 18, she has become increasingly conscious of just how quickly those years pass.

"It's a daily reminder to slow down in my life and just try to take advantage of the time we have with everyone still at home," she says.

When she gets downtime, Langley enjoys exercising



in the family's garage gym, gardening, caring for her collection of indoor plants and spending time outdoors. The family also loves football—they're passionate Kansas City Chiefs fans—and much of their calendar revolves around watching the boys compete in sports.

Consistency Creates Opportunity

Ask Langley what advice she would give someone entering real estate, and one word rises immediately to the surface: consistency.

During her first year, she held an open house nearly every weekend. She also remained active on social media, creating opportunities to connect with people despite not considering herself naturally outgoing.

She has watched new agents try something briefly and then abandon it when immediate results don't appear. Langley believes sustainable success requires continuing to put yourself out there.

"It doesn't have to be perfect," she says. "You just have to show up."



A Calm Presence

That consistency is complemented by another quality Langley brings to her clients: calm.

She entered real estate during an extraordinarily competitive market. Her first client submitted 18 offers before finally getting one accepted. The experience taught Langley early that she couldn't allow every development in a transaction to control her emotions.

Problems will arise. Her job is to remain patient, work through them and reassure her clients that there is a path forward.

Langley hopes clients see her as kind, patient, laid-back and easy to work with—but also someone who will stand up for them when necessary.

It's an approach that has carried her farther than she initially imagined.

In fact, being featured in Real Producers represents a milestone Langley once viewed as a long-term career goal.

"This is pretty much like a dream come true," she says. "I'm just so grateful."

For someone who entered real estate simply hoping to earn back the cost of getting licensed, it's a meaningful reminder of what can happen when opportunity meets consistency—and you keep showing up.

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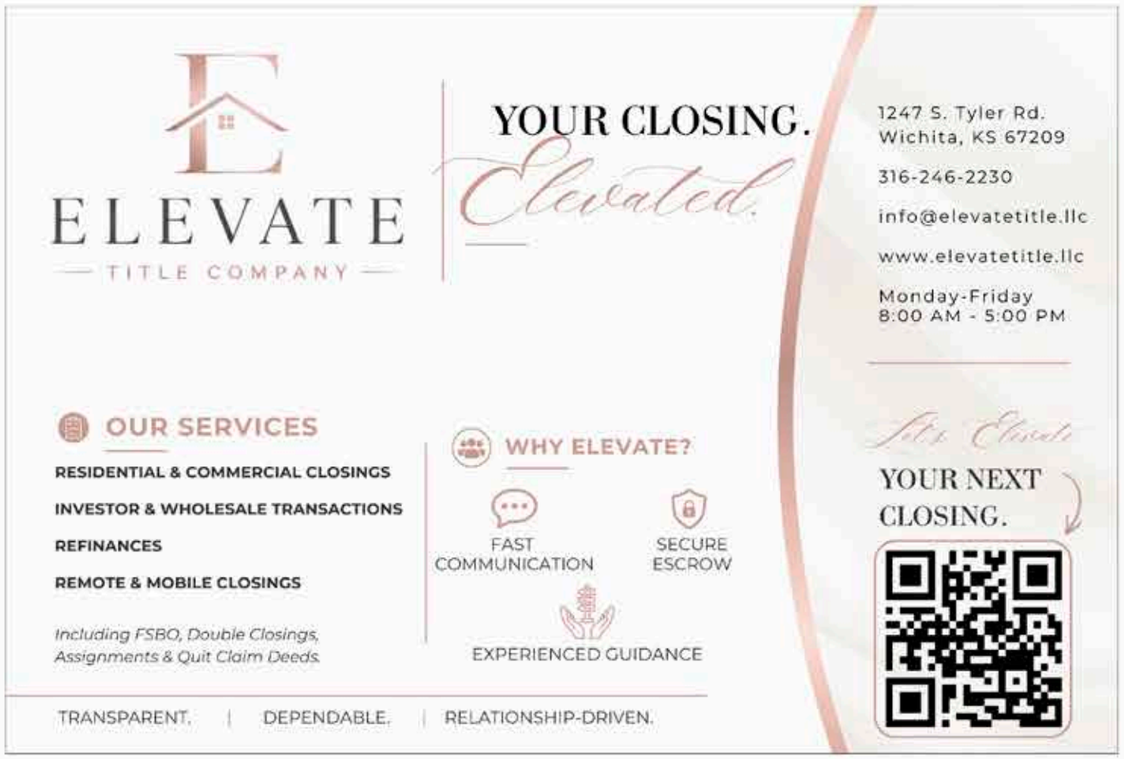
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TONY GIESEL CONSTRUCTION

Built on PASSION

Tony Giesel didn't exactly plan on starting his own construction company.

In fact, when someone suggested that he should, Tony's immediate reaction was essentially: You're crazy.

More than 15 years later, Tony Giesel Construction is still going strong — built on decades of experience, lasting relationships, an uncompromising approach to quality and something Tony mentions repeatedly when discussing his work: Passion.

Whether he's building a new home, transforming a kitchen or bathroom, or creating an outdoor living space, Tony remains personally involved from the first conversation through the completion of the project.

For him, construction isn't simply about what gets built.



PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON



It's about helping people realize what they've imagined.

Learning the Business from the Ground Up

Tony's career began at just 16 years old when he started working at a lumberyard in Hesston.

He remained there for 15 years, spending his final four years in outside sales. One of his regular customers was a general contractor who repeatedly told Tony the same thing whenever he visited: Whenever you're ready, you can come work for me.

After hearing the invitation for several years, Tony finally accepted.

He spent the next several years in construction, eventually continuing to run the business after the contractor passed away.

Then came the recession.

By 2009, the company was being sold, and Tony began considering other career possibilities. He interviewed with a door and window company in Ohio, hoping for a position that would allow him to cover a large sales territory without the headaches

What felt as though it had "fallen in his lap" was actually backed by years of experience and relationships. Looking back, Tony isn't one to make grand statements about destiny.

"It appeared like maybe that's what I was supposed to do."

of managing employees and subcontractors.

Instead, the company's vice president gave Tony some unexpected advice.

Why work for us?

By then, Tony had been involved in building approximately 250 homes. The executive told him to return home, contact his previous customers and start his own company.

Tony wasn't convinced.

Then circumstances made the decision for him.

Seven Jobs by Noon

In September 2009, Tony unexpectedly lost his position.

He packed his belongings and began calling previous clients who weren't under contract with his former company.

By noon, Tony had seven jobs lined up.

"And I'm still going today," he says.

What felt as though it had "fallen in his lap" was actually backed by years of experience and relationships.

Looking back, Tony isn't one to make grand statements about destiny.

"It appeared like maybe that's what I was supposed to do," he says.

The years since have provided plenty of evidence that he found the right path.

Helping Clients Complete Their Dreams

Ask Tony what he enjoys most about construction and his answer isn't about buildings. It's about people.

"Meeting people, helping them fulfill their dreams, complete their dreams," he says.

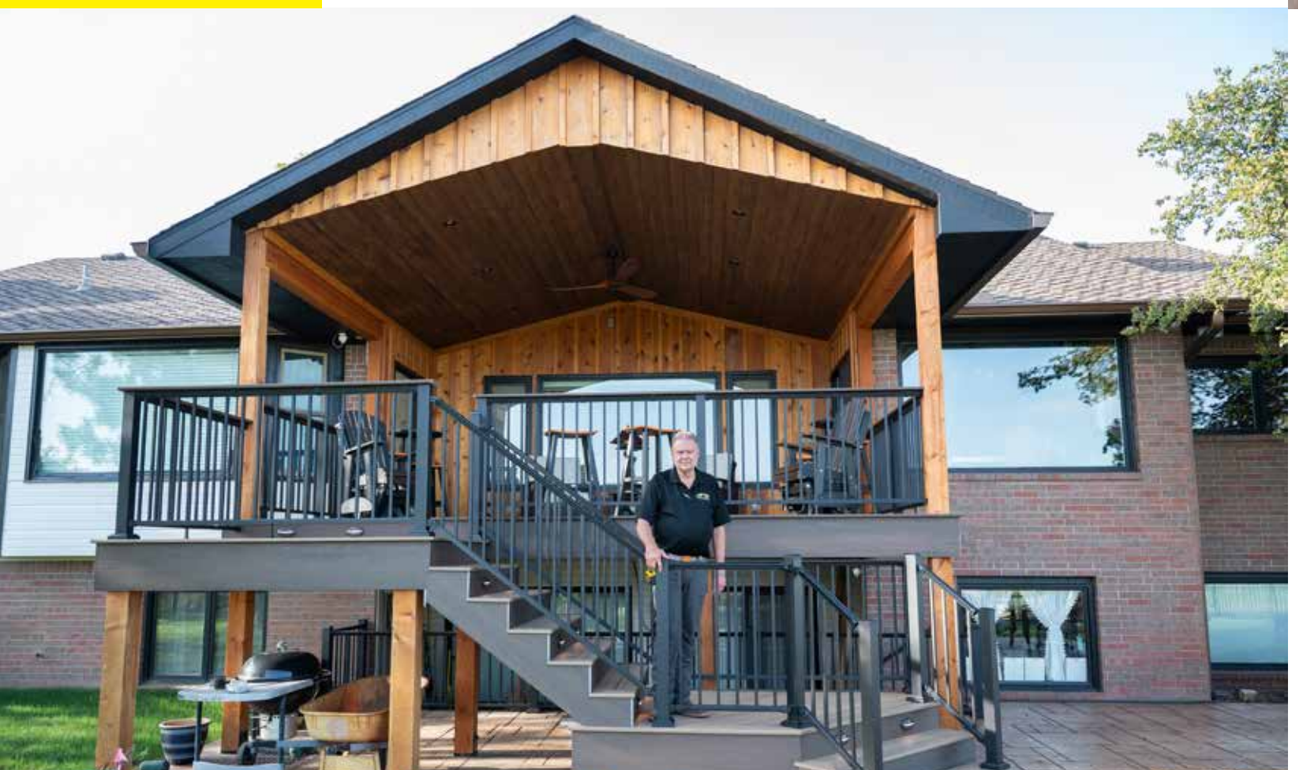
Even if Tony ultimately isn't the contractor selected for a project, he wants people to achieve what they set out to accomplish.

That customer-centered approach begins personally.

When someone contacts Tony Giesel Construction, Tony is typically the person who meets with them. He isn't sending a sales representative to make the initial call.

Clients sometimes express surprise when Tony himself arrives.





Tony wouldn't have it any other way.

Customers also know they can reach him. Whether it's early morning or evening, he generally answers his phone and talks through questions, ideas or problems that arise.

Doing It Right

Tony Giesel Construction concentrates primarily on new homes, kitchen and bathroom remodeling, and outdoor living projects. The company also handles window replacement, while its finished work, trim and cabinetry are areas of particular pride.

Tony is admittedly particular about how things are done. Quality takes priority over cutting corners for financial reasons.

"I'm not going to let something slide for the sake of money," he says.

For many years, Tony handled virtually every business function himself — sales, drafting, estimating, bookkeeping and project management.

He has since hired a bookkeeper, and his son is increasingly taking on responsibilities including quoting projects and preparing material lists as the company begins a gradual transition.

Another son previously worked alongside him before pursuing his own calling with the fire department.

Ideas, Follow-Through and Results

Tony hopes clients experience him as kind, considerate and willing to listen.

He wants to understand what people need, bring worthwhile ideas to the conversation and then deliver.

Years ago, one particularly demanding client gave Tony an assessment that has stayed with him.

At the conclusion of the project, the client said Tony had brought good ideas to the table, followed through and made them happen.

Coming from someone Tony knew was difficult to impress, the words meant a great deal.

They also provide a fitting description of how Tony approaches his work.

Listen. Bring ideas. Follow through. Make it happen.

Giving Credit to the Craftsmen

Tony is quick to deflect attention from himself.

He credits his son, subcontractors and the entire team surrounding Tony Giesel Construction for making the company's work possible.

"They are the craftsmen," he says. "They're the people that make it happen out on the job site."

Tony may make the initial call, meet the customer and get the project moving, but he knows successful construction requires people who work well together and care about the finished product.

He is deeply thankful for them.

Away from work — when there is such a thing — Tony enjoys smoking and grilling meat in his outdoor kitchen. His wife might argue that his primary hobby is simply working. The couple has been married for more than four decades and has four children and eight grandchildren.

Perhaps that's fitting for someone whose career began in a lumberyard at 16 and who still genuinely loves what he does.

Tony never planned this particular path.

But through decades of experience, trusted relationships, quality craftsmanship and a willingness to personally stand behind the work, he has built something lasting.

And, appropriately enough, it has been **built on passion.**

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Amanda Treadwell

MORE Than Real Estate



For Amanda Treadwell, real estate has always been about helping others.

Her own first experience selling a home inspired her to become the kind of Realtor who provides exceptional communication, guidance and support. She also wanted to build a comfortable living while having the flexibility to be present for her children, care for her grandmother and manage debilitating migraines without worrying about losing her job.

From the beginning, it was about making a difference while being there for her family.

What Amanda couldn't have anticipated was how the relationships, knowledge and resources she developed through real estate would help her discover an even greater purpose in the community she loves.

Putting My Awesome Into Action

That purpose became deeply personal through Amanda's grandmother.

Grandma helped raise Amanda. Since 2017, she has lived with Amanda's family. Now 86 and living with Alzheimer's and dementia, she has given Amanda a firsthand understanding of the challenges facing older adults and their caregivers.

Amanda began recognizing gaps in the Goddard community—opportunities for connection, nutritious meals, transportation and caregiver support that simply weren't available to everyone who needed them.

Instead of accepting those limitations, she began asking a question that would become central to her approach:

"What has to happen?"

That question helped turn personal experience into community action.

Working alongside other residents, volunteers and community leaders, Amanda helped establish the Goddard Senior Center that now serves more than 700 seniors. When she encountered

PHOTOS BY ALLIE HENWOOD
WRITTEN BY DAVE DANIELSON

obstacles to bringing Friendship Meals and Meals on Wheels to Goddard, she continued asking questions and connecting people until those services became possible.

When transportation emerged as another need, Amanda wrote her first transportation grant—approximately 100 pages in less than a week. The successful grant helped make Goddard Go possible.

For Amanda, standing beside her grandmother in front of Goddard Go recently brought the journey full circle.

The services represented more than community improvements. They reflected the needs of someone she loves.

Give Where You Live

Along the way, Amanda found inspiration in Jordan Freed's message, "Activate Your Awesome." It encouraged her to recognize the unique gifts she could contribute. Through serving, Amanda discovered that her own "awesome" involved connecting people, identifying needs and bringing together individuals and resources to create solutions.





Real estate had helped her develop those abilities. But it was choosing to act that turned them into meaningful community impact.

Amanda created What's Up Goddard to connect residents, share local information and build community. She later purchased a commercial building on Main Street and opened the Goddard Area Welcome & Resource HUB, bringing that mission to life through a welcoming, boots-on-the-ground space where residents, seniors and business owners can find resources, make connections and get involved.

> Everything we've built started with people choosing to act. Your awesome becomes an impact when you **put it into action."**

Yet she emphasizes that none of these accomplishments happened alone.

Some people contributed knowledge. Others volunteered their time, shared resources, made introductions or stepped forward to lead.

"Everyone has something to give," Amanda says. "We don't all have to contribute in the same way. It's when we put our different strengths into action that we make a difference together."

Those individual contributions became something much bigger through collaboration.

"Everything we've built started with people choosing to act. Your awesome becomes an impact when you put it into action."

Inspiring Others to Act

Amanda believes that sharing the community's journey is important because people need to see what is possible.

When someone recognizes a need and takes action, others may discover ways to contribute. One person's involvement can inspire another, creating a ripple effect that extends far beyond the original effort.

That is the message Amanda hopes fellow Realtors, business owners and community members will embrace.

Building a successful business, caring for family and serving others can go hand in hand. "It takes intention, and I'm still learning," Amanda says. "You can design a life that makes room for all three." Amanda believes God has guided her experiences and given her opportunities to use what she has learned for a greater purpose.

"Combining my love for real estate with my love for my community has become More Than Real Estate: Connecting You to Home, Community & More."

A New Era of Purpose

As Amanda enters her second decade in real estate, she's becoming increasingly intentional about the next chapter.

Her focus is on serving the Goddard Area, including the broader USD 265 school district community, while continuing to assist repeat and referral clients throughout Wichita and surrounding communities. With continued growth in Goddard, she sees opportunities to welcome new residents, connect businesses and strengthen the community.

But her vision extends beyond her personal availability.

After years of balancing client service, family responsibilities and volunteer work, Amanda is building systems, adding support and sharing leadership to create a life by design.

She wants the efforts she has helped establish to remain sustainable, with people empowered to continue the work long after she is no longer personally involved.

For Amanda, that is what legacy looks like.

It isn't simply about what one person accomplishes. It's about what becomes possible when people recognize their gifts, put them into action and inspire others to do the same.

And she hopes readers will leave her story asking themselves three questions:

What is my awesome?

What has to happen for me to activate it?

And how can I give where I live while inspiring others to do the same?



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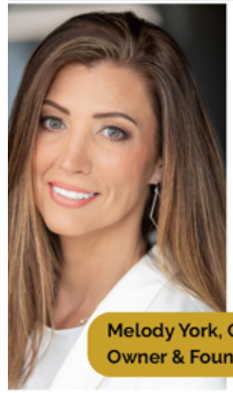
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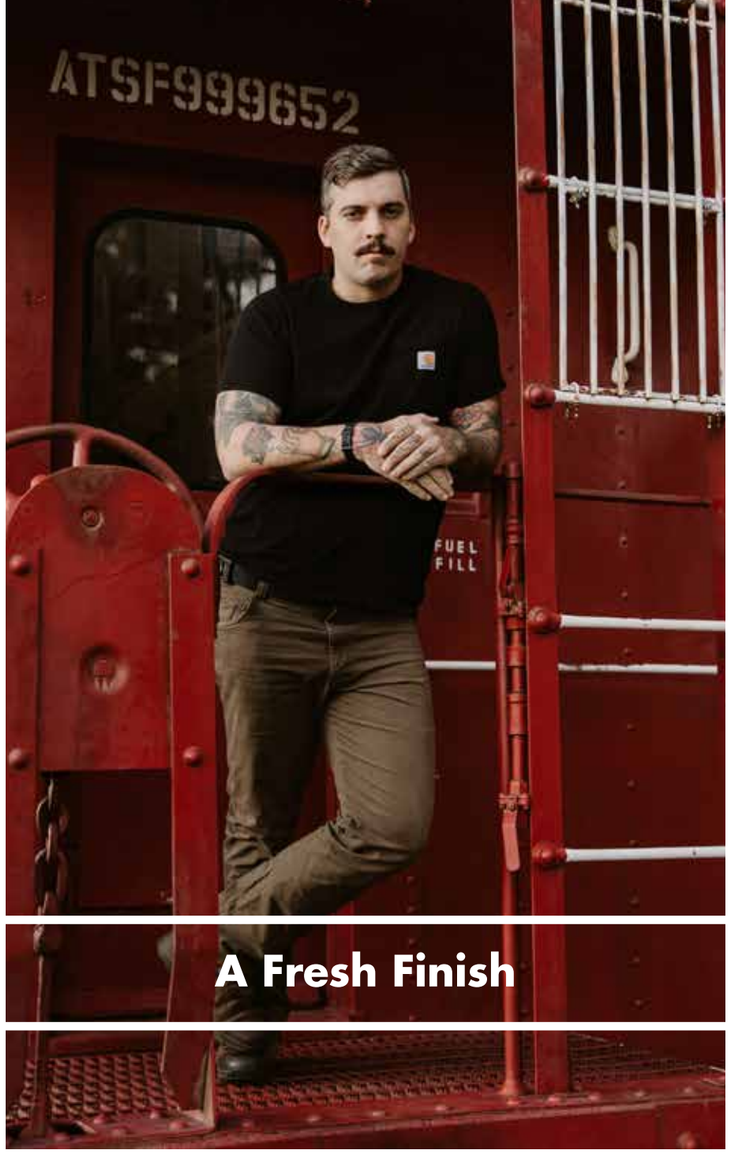
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H&L RESURFACING



PHOTOS BY ALLIE HENWOOD
WRITTEN BY DAVE DANIELSON



A Fresh Finish

Sometimes the difference between something looking worn out and looking brand new isn't replacement.

It's knowing what's possible.

That's the transformation Jed Heersche gets to witness regularly as owner of H&L Resurfacing. A bathtub, shower or countertop that appears destined for demolition can often be revitalized in place — saving the property owner significant time, expense and disruption.

For Jed, the best part comes when customers see the finished product.

"There's almost like the wow phase," he says.

It's especially rewarding when someone hasn't seen resurfacing before. Something that began dingy, dirty or disheveled suddenly looks bright, clean and new again.

After approximately eight years in the industry, Jed still enjoys seeing that reaction.

Finding a Better Fit

Jed didn't necessarily set out to build a career in resurfacing.

He was working at Spirit AeroSystems when he came to a straightforward realization: factory life wasn't for him.

Then an unexpected opportunity appeared.

Jed met a couple of people from out of town who were in the Wichita area recruiting someone for their resurfacing company. He sent them his résumé and, about two weeks later, was hired.

After training in Oklahoma City, Jed returned to Wichita and began developing the market for the company.

In the process, he learned the trade, gained experience and saw firsthand the value resurfacing could provide customers.

Eventually, Jed left that company and launched H&L Resurfacing.

The move also carried forward an entrepreneurial spirit strengthened by another important part of his background: Jed is a Marine veteran, making H&L a veteran-owned and operated company.

Revitalizing Instead of Replacing

The concept behind H&L Resurfacing is relatively simple, but the results can be dramatic.



Jed and his team work with tubs, tub surrounds, showers and other surfaces made from materials ranging from porcelain to fiberglass. They thoroughly clean and prepare the existing surface before applying a new topcoat that produces a bright, white, shiny finish.

H&L also resurfaces countertops.

For homeowners and property professionals, the service can provide an appealing alternative to tearing something out and starting over.

“We’re a great option for people who need to fix something, but say they’re more on a budget where they can’t afford or they don’t have the timeline available to rip out a whole bathroom,” Jed explains.

That makes the service particularly useful for REALTORS®, investors and multifamily property owners.

Apartment communities represent a significant portion of H&L’s work. Instead of assigning maintenance employees to tear apart a bathroom for several days, resurfacing can often be completed in a matter of hours.

The same advantages can apply when preparing a home for sale. An aging tub or countertop can detract from an otherwise attractive property, while complete replacement may not make financial or logistical sense.

Resurfacing offers another possibility.

Keeping Things Straightforward

Jed also believes doing good work involves making the process easy for customers from the beginning.

In many cases, an estimate doesn’t even require an initial appointment.

Customers can call or text H&L’s company number and send photographs of the area needing attention. Jed can typically review the pictures and provide a bid remotely.

If the project appears more complicated or there are additional factors to consider, he’ll visit the property and provide an in-person estimate at no charge.

Transparency is important to him.



> **We’re a great option for people who need to fix something, but say they’re more on a budget where they can’t afford or they don’t have the timeline available to rip out a whole bathroom.”**

“We’re very open about our pricing,” Jed says.

He believes consumers are increasingly frustrated with processes that make it difficult to determine what a project will actually cost. Jed prefers to provide that information upfront so customers can quickly determine whether the project fits their budget.

From there, he explains the resurfacing process, how long the work should take, what customers can expect and how they should care for the finished surface.

Scheduling is generally straightforward as well, with H&L typically able to schedule projects within approximately one to two weeks.

Honesty at the Core

Asked how he hopes people describe him after working together, Jed doesn’t need a complicated answer. Honest.

That’s the reputation he wants personally, and it fits naturally with his straightforward approach to business.

Jed grew up with strong examples of service and commitment. His father is a firefighter in Mulvane, while his mother is a retired Mulvane teacher.

Away from H&L, Jed has an entrepreneurial side that keeps him busy as well. He is involved with another Wichita-based company alongside friends and enjoys recreational shooting and night-vision-related activities in his spare time.

But H&L remains built around a remarkably practical proposition: before assuming something old needs to be torn out, see whether it can be made new again.

For property owners, apartment managers and real estate professionals, that can mean less downtime, less expense and less disruption — with a finished product capable of producing that “wow” reaction Jed still enjoys.

After all, sometimes a fresh finish is all that’s needed.



To learn more or request an estimate from H&L Resurfacing, call or text 316-347-7388.


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AJ Jones

A Successful Bid. A Lasting Difference.

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

Andrew “A.J.” Jones didn’t necessarily set out to build a career in real estate and auctions. In fact, his path began in a very different place—with audio and video production and an unexpected encounter with a country song.

Today, A.J. is an auctioneer and REALTOR® with McCurdy Real Estate & Auction, where he has found a career that combines several things that come naturally to him: connecting with people, solving problems and helping others navigate important transitions.

Licensed in real estate in the fall of 2022, A.J. may still be relatively early in his career, but the values behind his work were established long before he entered the business.

An Unexpected Beginning

A.J. was studying audio and video production at Butler Community College and doing a radio show when he stumbled across the novelty country song “The Auctioneer.”

Something about it caught his attention.

Curious, A.J. reached out to family friends who owned Woody Auction in Douglas, Kansas. He went to work for them, and over the next year and a half, they became important mentors as he learned the auction business.

Eventually, his curiosity expanded to real estate.

A.J. wanted to understand how real estate and auctions could work together, so he reached out to the team at McCurdy. He sat down with them to learn more about selling real estate at auction, its advantages and how the process fit within the Wichita market.

“The rest is kind of history,” he says.

It Always Comes Back to People

Ask A.J. what he enjoys most about his career, and his answer is immediate: people.



For him, transactions represent significant moments in someone's life. A client might be purchasing a first home, moving into the next home for a growing family or selling a longtime property in order to pursue another goal.

Some situations are exciting. Others arrive during difficult periods when clients need someone they can rely on.

"It's friendships and relationships, and solving problems for folks," A.J. says. "There's a lot of reward in helping someone with a transition."

Particularly on the selling side, A.J. recognizes that selling a property often represents something much bigger. It may be the step necessary for someone to move forward toward another important life goal.

Finding the Right Solution

One advantage A.J. brings to clients is an understanding of both traditional real estate and the auction method.

People reach out to AJ in a variety of ways, including personal or business contacts that get in touch with him, or real estate professionals who contact A.J. because they have a client who might benefit from an auction or a call from someone who happened to see a McCurdy yard sign and wants to learn more.

A.J. views auctions as another tool available to solve a client's particular real estate challenge.

The first step is education. What are the advantages of selling at auction? How does it differ from a traditional listing? Most importantly, which approach makes the most sense for this particular property and seller?

"There are properties that are really phenomenal for an auction, and sometimes there are properties that may not be," A.J. explains.

Because he also handles traditional listings, his objective is to evaluate the circumstances and recommend the approach he believes gives the client the greatest opportunity for success.

A Foundation of Service

A.J.'s desire to serve others has deep roots.

His father spent 35 years in law enforcement in El Dorado, while his mother is a career social worker specializing in child welfare. Growing up, A.J. saw firsthand what it meant to put other people's needs first.

Family remains central to his life. He continues to gather with his parents and siblings on Sundays, carrying forward a tradition of staying close and making time for one another.

That upbringing also shaped the principles A.J. brings into business: honesty, trustworthiness, service and following through on commitments.





> "It's friendships and relationships, & **SOLVING PROBLEMS FOR FOLKS.** There's a lot of reward in helping someone with a transition."

"Just do the right thing," he says. "Be honest and trustworthy, and do what you say you're going to do."

Faith is another important part of that foundation. A.J. describes the direction of his career as a "divine series of events" and credits the Lord, his family and the many people who have encouraged him along the way.

Relationships First

Away from work, A.J. remains a people person who enjoys time with friends and family. He also likes mechanical and DIY projects, including working on a 1966 Mustang that started as a challenging project and gradually became something special.

Perhaps appropriately, his advice for someone beginning a real estate career has little to do with sales techniques.

Get out and meet people.

Attend industry events, church functions and other opportunities to connect. Talk with people without making every conversation about business. Be genuine.

"Don't be afraid to get out and talk to people," A.J. says. "Be honest, keep your word, do what's right, be trustworthy."

Those qualities also define how he hopes others will remember him.

A.J. wants clients, colleagues and friends to see someone who is loyal—someone they can call when they need help and trust to follow through.

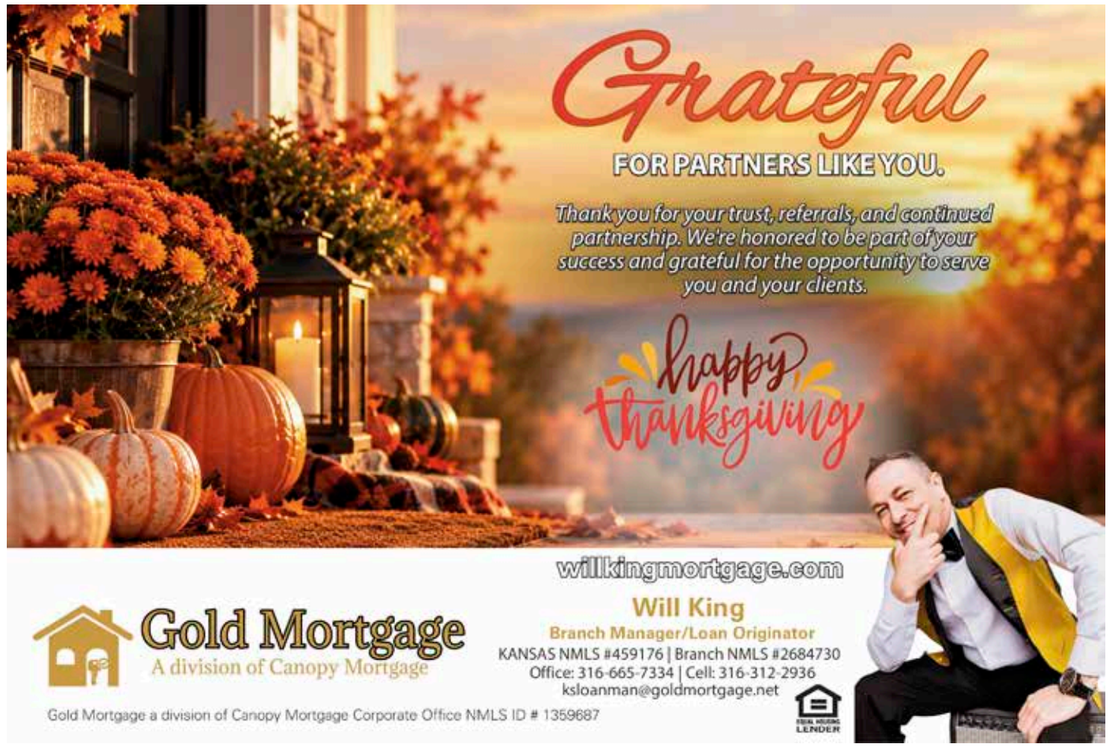
"Take care of the people who've taken care of you," he says.

For A.J., that combination of loyalty, faith, relationships and service isn't simply a way of conducting business.

It's the foundation on which he hopes to build an entire career.


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Making the Mortgage Process Make Sense

WRITTEN BY DAVE DANIELSON

For David Chittwood, helping someone finance a home isn't simply about finding a loan. It starts with understanding where that person is today—and where they hope to go next.

David is a Mortgage Banker with LeaderOne Financial and part of The Mortgage Squad, serving homebuyers and real estate professionals throughout Kansas. His work includes everything from conventional financing to FHA, VA and USDA loans, along with construction, renovation, jumbo, HELOC, down-payment assistance, reverse mortgage and other financing options.

With nearly a decade of mortgage experience following his graduation from Wichita State University, David has built his approach around education, communication and finding solutions that fit the individual borrower.

"Buying a home is a big decision, and financing can seem complicated when you don't deal with it every day," David says. "My goal is to simplify that process and help people understand the options in front of them."

Q: What should buyers do before they start looking at homes?
David recommends beginning with a conversation with a mortgage professional and getting pre-approved.

Pre-approval gives buyers a clearer picture of what they may qualify to borrow and allows them to establish a realistic price range before becoming emotionally invested in a particular property. It can also help REALTORS® understand the parameters of the search and position their clients more effectively when it comes time to make an offer.

"The earlier we can have that conversation, the better," David says. "Sometimes there are things we can work on before someone buys, and sometimes they're in a stronger position than they realized."

Q: What if someone's credit isn't perfect?
David says buyers shouldn't automatically assume imperfect credit means homeownership is out of reach.

The Mortgage Squad emphasizes working with borrowers from a variety of credit backgrounds and offers a credit-improvement approach that can examine different scenarios to determine what changes could potentially strengthen a borrower's position.

In some cases, the answer may be a different loan program. In others, it may mean taking some time to improve credit, reduce debt or strengthen another part of the financial picture.

"Not being ready today doesn't necessarily mean you can't become ready," David says. "Sometimes the most valuable thing we can provide is a roadmap."

Q: Are there financing options beyond a traditional mortgage?
Absolutely.

David has access to a broad range of programs, including conventional, FHA, VA and USDA mortgages as well as jumbo, construction and renovation loans, HELOCs, down-payment assistance and reverse mortgages.

The Mortgage Squad also works with first-time homebuyers and investors and offers non-QM financing options for circumstances that may not fit neatly within traditional lending guidelines.

That variety is important because two borrowers purchasing similarly priced homes may have very different financial situations and long-term objectives.

"The goal isn't to put everyone into the same box," David says. "It's to understand the borrower and then determine which options make the most sense."

Q: What makes a strong lender-REALTOR® relationship?
For David, communication is essential.

Mortgage lending and real estate are separate professions, but during a transaction they are working toward the same finish line. David believes keeping the agent informed, anticipating potential issues and being accessible when questions arise can make a significant difference.

He works closely with real estate agents, builders and other industry professionals, with the goal of creating a smoother experience for everyone involved.

"A REALTOR® is trusting us with someone who is important to their business," David says. "We want to take great care of that client and be a resource for the agent, too."

Finding the Right Path

Ultimately, David believes good mortgage lending combines financial knowledge with something much more personal: listening.

A mortgage may be a collection of numbers on paper, but behind those numbers is often a first home, a growing family, an investment opportunity or a long-awaited next chapter.

That is why David's focus remains on providing clear information and helping clients move forward with confidence.

"Every borrower has a different story," he says. "When you understand their goals, you can start putting together a plan to help them get there."

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TARYN TABOR



Thank you Jatena Leon for nominating Taryn

For Taryn Tabor, real estate is about far more than houses, contracts and closing tables. It is about people — understanding them, serving them well and helping them move confidently through some of life's biggest transitions.

Just two years into her real estate career with Heritage 1st Realty, Taryn has already discovered the kind of business she wants to build: one grounded in genuine relationships, integrity and a willingness to make the journey enjoyable along the way.

"I want my clients to know that they are never just a transaction to me," she says. "My goal is to build genuine relationships, serve with integrity, make the process enjoyable, and have fun along the way!"

An Early Fascination with Home

In some ways, Taryn's path toward real estate began long before she recognized it as a career.

Born and raised in Garden City, Kansas, she remembers growing up in a community where entertainment options could be limited. One of her favorite pastimes became simply driving around and looking at houses.

She enjoyed watching neighborhoods develop, businesses arrive and her hometown gradually change. Meanwhile, some of her favorite childhood memories came from spending time with her grandparents, who owned a feedlot and would take her horseback riding.

After attending Garden City Community College and earning her associate's degree, Taryn moved to Wichita at 20 and purchased her first home. That experience transformed a longtime interest into something more tangible.

She loved the process — and eventually realized how much she enjoyed helping other people navigate it, too.

Lessons That Translate

Before real estate, Taryn worked as an accounting clerk for a federal halfway house while also coaching. The experience strengthened skills she now uses every day.

She learned to manage important documents, remain organized in fast-moving situations and communicate with people from many different backgrounds. Just as importantly, she learned how to remain calm during difficult situations, de-escalate conflict and focus on solutions rather than allowing emotions to take control.

Those qualities have proven invaluable in real estate.

Today, Taryn is a solo agent who credits several mentors with helping her develop professionally. She has completed Ninja Installation and earned both Elite Certified Agent and Accredited Buyer's Representative credentials.

Much of her business involves first-time homebuyers and people relocating to the area. First-time buyers hold a particularly meaningful place in her work.

Taryn loves helping young people who assume homeownership is beyond their reach understand their options and discover what may actually be possible.

Watching someone progress from "I don't think I can do this" to receiving the keys to a first home is among her greatest rewards.

Perspective Through Life's Challenges

Taryn's commitment to being present for others has also been shaped by experiences away from real estate.

One of her greatest challenges was helping care for her father during a difficult season. It required putting other things on pause and concentrating on family. Her father passed away in January 2026.

The experience deepened Taryn's understanding of patience, responsibility and the importance of being present.



Her dad enjoyed hearing about her real estate victories and even wanted to be her assistant. Today, those memories — along with thoughts of her grandfather and the pride he would have in what she is accomplishing — remain part of the meaning behind her career.



Her faith provides another foundation. Taryn points to Ruth from the Bible as an inspiration because of the loyalty, courage, humility and trust represented in her story.

One philosophy Taryn carries into both business and life is simple: “Control what you can control.”

She knows she cannot dictate every outcome, another person’s response or the unexpected events that inevitably arise. She can control her preparation, effort, attitude and treatment of others — and trust God with the rest.

A Life of Service and Adventure

Service extends well beyond Taryn’s profession.

She supports Sarah’s Love, an organization that helps children in Uganda receive an education. Taryn traveled to Uganda in January 2026 and plans to return.

She also remains active in a longtime passion: basketball. Taryn is an assistant coach for Campus High School girls basketball and serves as a head coach for a summer league.

Away from work, she enjoys traveling, discovering local shops and restaurants, trying new crafts and playing sports such as pickleball with friends. The oldest of three sisters, she treasures time with Taylee and Teegan, particularly because they don’t live in the same city.

Exploration comes naturally to her. Whether discovering a hidden restaurant, taking a spontaneous trip or simply trying something new, Taryn would much rather be making memories than sitting on the sidelines.

Freedom to Live Fully

As Taryn looks five to 10 years ahead, she envisions a growing real estate business, deeper involvement in her community and opportunities to mentor and coach newer agents.

Her definition of success provides a roadmap.

Success, to Taryn, means freedom — the ability to control her schedule, travel, eventually attend her children’s sporting events without worrying about work and have the resources to generously help others.

It isn’t simply about income. It is about creating a life that allows her to be present.

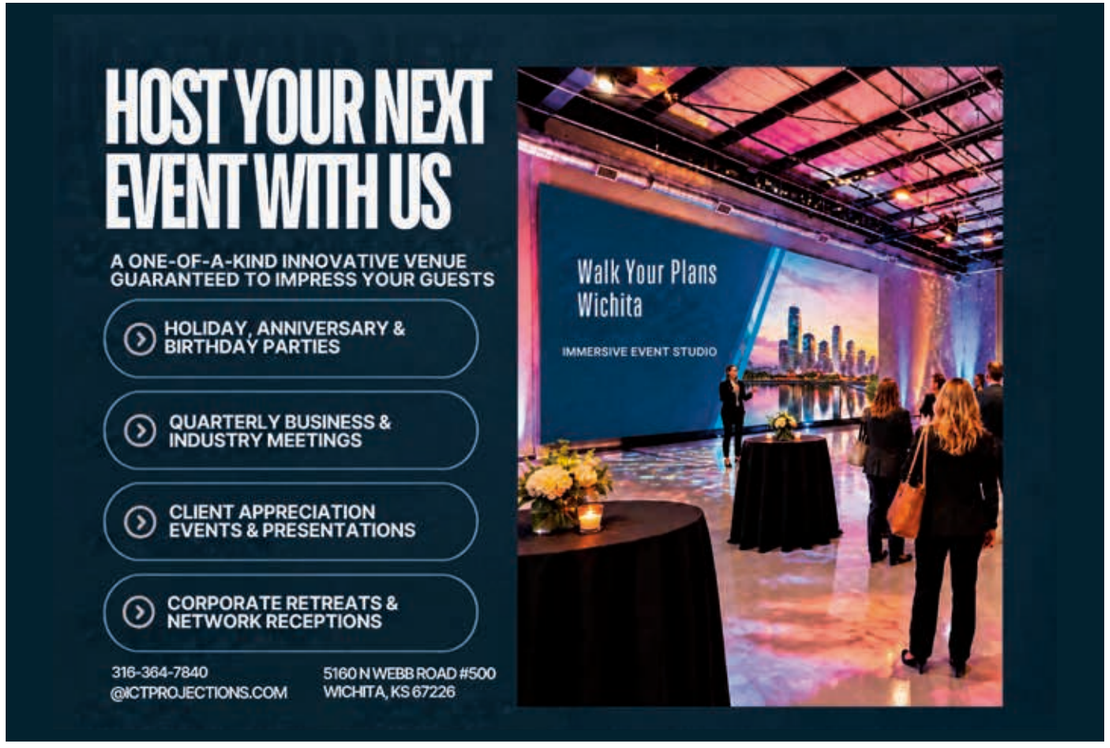
That philosophy can perhaps be distilled into two ideas Taryn carries with her: get busy living, and live life to the fullest.

For Taryn, that means working hard, taking chances, serving people, spending time with those she loves and making memories whenever possible.

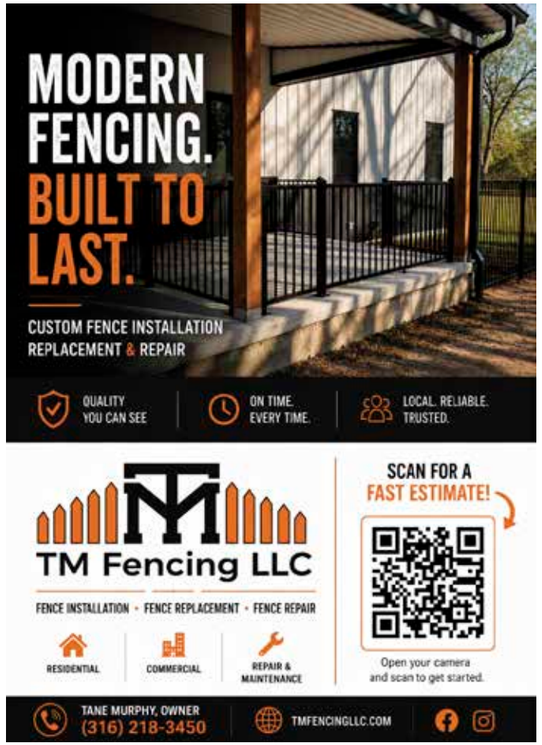
And whether she’s coaching from the sideline, exploring somewhere new or handing a first-time homeowner their keys, she intends to enjoy the journey.




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NO AGENDA BUT **LOVE**

Family Promise
OF GREATER WICHITA

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

For Beth Schafers, some of the most meaningful change begins with a remarkably simple idea:

Live with no agenda but love.

As Director of Development and Community Engagement for Family Promise of Greater Wichita (FPGW), Beth has the opportunity to see that philosophy put into action every day — through donors, volunteers, community partners and others who step forward to help families experiencing homelessness and housing insecurity.

It is work Beth describes as both an honor and a joy.

And as Family Promise of Greater Wichita celebrates 10 years of serving the community this October, its mission continues to grow.

An Invisible Crisis

Compared with some Wichita nonprofits that have been serving the community for a century or more, Family Promise is still relatively young.

That makes awareness especially important, because the issue at the center of its mission is one that can easily go unseen.

Family homelessness, Beth explains, is often an "invisible crisis."

Families experiencing housing instability don't necessarily fit the image people may have when they hear the word homelessness. Some may be staying temporarily with friends or relatives. Others may be moving between unstable living situations while trying to keep their children safe and maintain some sense of normalcy.

Yet the crisis is very real in Wichita.

Family Promise serves families with children who are overcoming homelessness and housing insecurity, approaching the challenge from multiple directions.

"We're really supporting families by looking at the whole family, taking a holistic approach," Beth says.

Reaching Families Earlier

Emergency shelter remains an important part of Family Promise's work, but the organization increasingly focuses on reaching families before their circumstances reach that point.

That means working "upstream."

When possible, FPGW provides prevention services designed to keep families from becoming homeless in the first place.

If a family has already lost its housing but is temporarily staying somewhere relatively safe — perhaps with friends or relatives — Family Promise looks for opportunities to help them move directly into stable housing rather than first entering shelter.

And finding housing isn't the end of the relationship.

Through stabilization programming, Family Promise continues walking alongside families for approximately a year after they emerge from crisis, with additional follow-up afterward.



The objective isn't simply solving today's emergency.

It is helping families establish lasting stability.

Multiplying the Impact

Beth's role centers largely on connecting the community to that mission.

One of her personal prayers is that her efforts will be multiplied.

A donation can become assistance for a family. A volunteer's time can create another point of support. A conversation can connect someone facing housing insecurity with resources they didn't know existed.

Beth gets to see how those individual acts multiply over time.

"I really enjoy getting to help other people do that — to live out with love," she says.

There are many ways to participate. Some people give financially. Others volunteer. Still others simply learn about Family Promise and connect a family with the organization when a need arises.

Each represents another person showing up for a neighbor.

Creating a Community Hub

Now, Family Promise is preparing for an important next chapter.

The organization is nearing the completion of a major campaign supporting the renovation and expansion of its building. The project will provide additional space for outreach services and allow FPGW to serve families and engage the community in new ways.

A centerpiece will be a large community room.

The space is envisioned as much more than another room inside the building. Family Promise plans to use it for classes, family programming and gatherings involving volunteers, donors and supporters.

Just as importantly, it will provide a place where community partners can come together.

Resource fairs can bring multiple services into one location. Partner organizations can conduct classes or host events. Families can connect with several resources without having to navigate numerous locations across the city.

Beth sees Family Promise increasingly becoming a hub — a place where people, organizations and resources intersect around families.

Those touch points matter.

"It's hard to get everybody in the same room," she says.

Soon, Family Promise will have a room specifically designed to do exactly that.

A Source of Neighborhood Pride

The physical transformation carries another important purpose.

Beth and her colleagues want their neighbors to be proud that Family Promise is there.

Rather than a "homeless shelter" being viewed with apprehension, they envision a beautiful, welcoming property that demonstrates what is possible when a community cares for its neighbors.

They want someone living nearby to be able to point toward Family Promise and proudly say: They're part of our neighborhood, and families are getting what they need there.

That sense of community ownership reflects the larger vision behind the organization.

Linking Arms

Beth hopes greater awareness of family homelessness doesn't leave people discouraged.

Quite the opposite.

She wants people to recognize that the challenge can be addressed — but it will require many hands.

"Solving this crisis is going to take each of us," she says. "We each have a role in that."

When people link arms, resources multiply. Families gain support. Children have greater opportunities for brighter futures.

And an invisible crisis becomes something a community is willing to see — and determined to address.

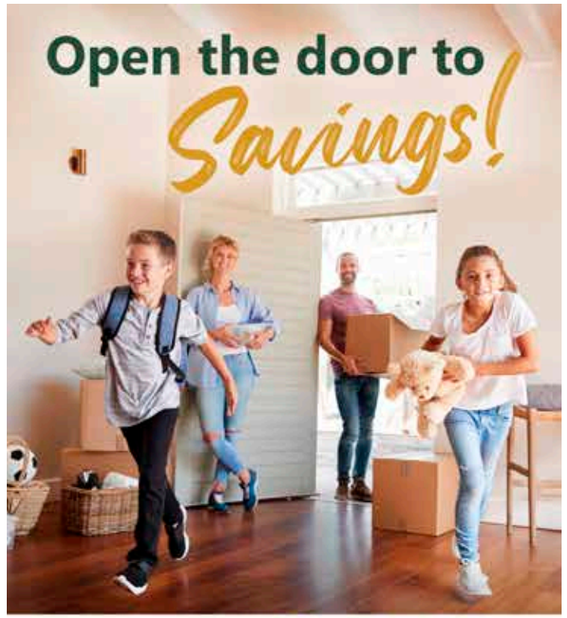
For Beth, that's what it means to live with no agenda but love.

To learn more about Family Promise of Greater Wichita, volunteer, support its expansion or connect a family with resources, email office@familypromisewichita.org.

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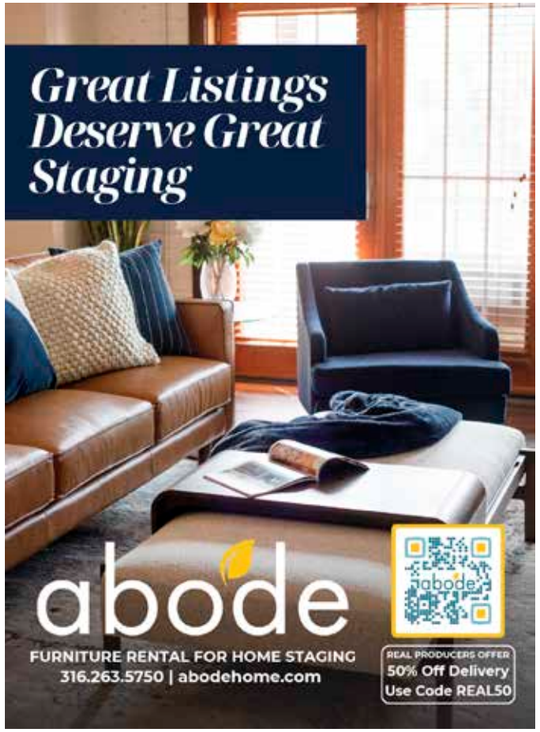
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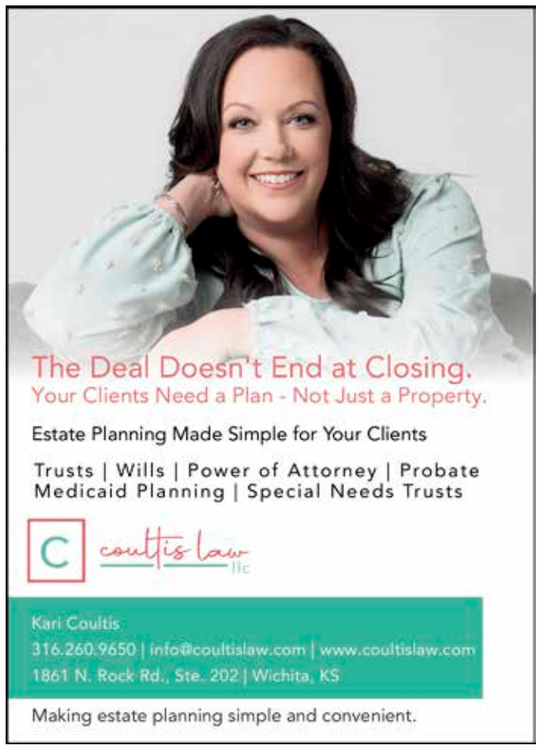
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Helping Homeownership Happen

Michelle Post

WRITTEN BY DAVE DANIELSON

Annie Mac

HOME MORTGAGE

After nearly three decades in the mortgage industry, Michelle Post has seen plenty of change.

Interest rates rise and fall. Loan programs evolve. Markets shift. Yet as Michelle celebrates her 29th year in mortgage lending, one thing remains at the heart of her work: meeting people where they are and helping them find a path toward homeownership.

As Area Branch Manager with AnnieMac Home Mortgage, Michelle combines decades of experience with a broad range of financing options designed to meet the needs of today's buyers.

"The most important thing is helping the client where they are and helping get them to a place where they can achieve homeownership," she says.

More Options for Today's Buyers

Michelle and her team offer conventional, FHA, VA and USDA financing, along with several programs designed for borrowers with different circumstances.

Among them is Cash2Keys, a program with appraisal assurance that can help certain homeowners purchase their next property before selling their current home. Bank-statement programs may provide options for self-employed borrowers who don't show significant profit on their tax returns, while DSCR loans can help investors qualify based on a property's rental income.

The objective isn't simply having more programs. It's finding the right solution for the individual.

For Michelle, that begins with answering the questions buyers ask most often.

Q: How do I know how much home I can afford?

Michelle starts by examining existing obligations such as auto loans and credit-card payments and comparing those debts with the borrower's income. Overtime and bonus income may sometimes be considered when its continuation can be documented.

She then estimates a mortgage payment that includes items such as property taxes and homeowners insurance.

But Michelle also asks what payment actually feels comfortable.

People often have monthly obligations that don't appear on a credit report. Understanding those expenses helps establish a price range that works both on paper and in everyday life.

Q: Should I get pre-approved before I start looking for a home?

Absolutely. Michelle recommends talking with a lender before becoming attached to a particular property. Pre-approval gives buyers a clearer understanding of their purchasing power and anticipated monthly payment. Instead of finding the perfect home and then trying to make the financing fit, buyers can begin their search knowing what works for their financial situation.

Q: How much money should I have available to buy?

Even when buyers plan to utilize down-payment assistance, Michelle recommends having approximately 1% to 3% of the purchase price available to help cover expenses such as earnest money and inspections.

AnnieMac also offers several down-payment assistance options, including grant and bond programs. Some are designed for first-time homebuyers, while others have broader eligibility. Michelle says qualifying first-time buyers may have access to grant assistance of up to 20%. Another program offers up to 4% assistance without requiring the borrower to be a first-time buyer, subject to income limits and other qualifications.

Q: Is this the right time to buy?

It may be. Michelle believes opportunities can exist even when interest rates are volatile. Buyers may sometimes be able to negotiate a more favorable purchase price in that environment. If rates decline later, refinancing could potentially become an option, while the homeowner may already be building equity if property values rise. Rather than trying to perfectly time the market, Michelle encourages buyers to look at their individual circumstances and long-term goals.



Supporting Real Estate Partners

Michelle's focus extends beyond borrowers to the real estate professionals working alongside them.

Agents frequently ask about interest rates and how quickly a loan can close. While every transaction depends on multiple parties—including appraisers and title professionals—Michelle says her team can typically close a loan in approximately three weeks.

She and her colleagues also enjoy supporting REALTOR® partners through open houses, broker opens and marketing assistance.

"Working hand in hand with real estate professionals has always been the backbone of creating a successful home buying experience for our mutual clients. I genuinely see tremendous value in how real estate agents and lenders mutually support each other. Whether it be through supporting open houses, showcasing properties for brokers opens or solving the lending puzzle, we as lenders can bring the transaction to life. I am always eager for realtors to reach out to me if I can be of service in any way," she says.

After 29 years, Michelle knows markets and mortgage products will continue to change. What hasn't changed is her commitment to helping people understand their options and move toward their goals.

For Michelle, it comes down to meeting clients where they are—and helping them take the next step toward a place to call home.

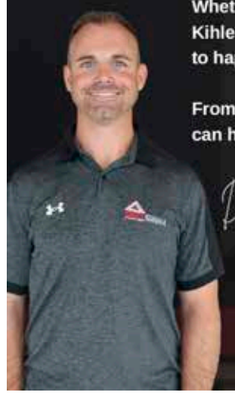
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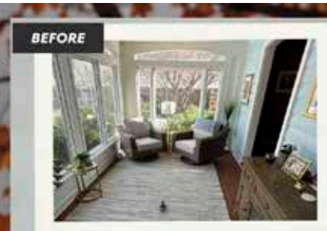


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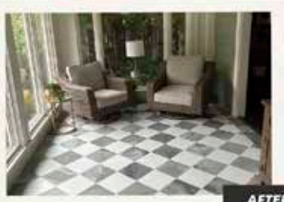
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meet the community









































Whether she's running into Agents & REALTORS® out in the community, connecting with agents at our monthly events, or attending industry gatherings across Wichita, Sam always enjoys building new relationships and reconnecting with familiar faces. These moments are a big part of what makes the *Wichita Real Producers* community so special. If you'd like Sam to attend one of your upcoming events, she'd love the opportunity—just reach out!

Check out some of Wichita's Real Estate Networking Opportunities!

Tuesday, November 3
11:00am -12:00pm
COFFEE & CONVERSATIONS
The Vagabond, 614 W Douglas
All are welcome, no RSVP required, also occurring on November 10th, 17th and 24th | **Contact Michelle Crubaugh**

Tuesday, November 3
10:30am -12:30pm
THE COLLECTIVE NETWORK
The Commerce Club, 150 N Main
Membership required | **Contact Trent Barney**

Thursday, November 5
5:00pm - 7:00pm
DAM - DRINKS & MINGLE
The Rusty Nail, 1155 S Washington
All are welcome, no RSVP required, occurs the first Thursday each month | **Contact Patty Savage**

Thursday, November 5
7:00pm - 9:00pm
PINTS & PROPERTIES
Wichita Brewing Company, 901 W Douglas
All are welcome, no RSVP required, occurs the 1st Thursday each month | **Contact Joseph Hamer**

Thursday, November 12
6:30pm - 9:00pm
WAREIA - WICHITA AREA REAL ESTATE INVESTORS ASSOCIATION
The Hub On Lewis, 1518 E Lewis
All are welcome, no RSVP required | **Contact Jake Henderson or Ely Randleas**

Tuesday, November 17
10:30am -12:30pm
THE COLLECTIVE NETWORK
THANKSGIVING FESTIVUS
The Commerce Club, 150 N Main
Anyone may attend, but RSVP is required | **Contact Trent Barney**

Wednesday, November 18
12:00pm - 1:30pm
ICT INVESTORS LUNCHEON
The Hub On Lewis, 1518 E Lewis
All are welcome, no RSVP required, occurs the third Wednesday each month | **Contact Jason Lavender**

Thursday, November 19
5:30pm - 8:30pm
OCCIDENTAL HOLIDAY OPEN HOUSE & CASINO NIGHT
Occidental, 165 S Rock Island Suite 300
All are welcome, FREE, please RSVP to **Bob Ale-Ebrahim at bob.ale-ebrahim@occmgmt.com**

Friday, November 20
10:00am - 4:00pm
PEACE OF MIND PLANNING DAYS (Financial Power of Attorney, Health Care POA, Living Wills, etc)
Law Office of Kari Coultis, 1861 N Rock Road Suite 202
All are welcome, this does require RSVP and payment.
| **Contact Kari Coultis at kari@coultislaw.com**

Have an Idea?

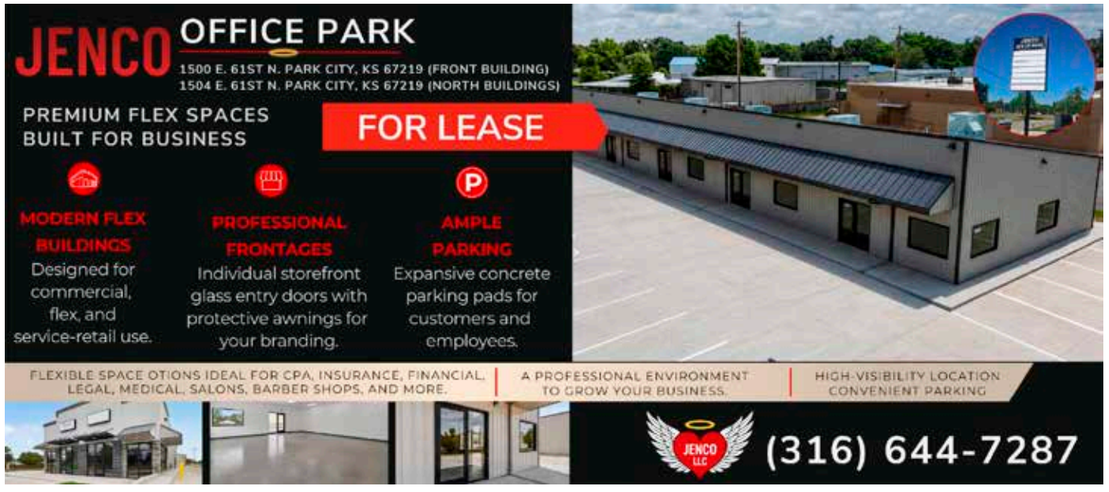
Contact Sam to discuss how to have *your* real estate events listed here!






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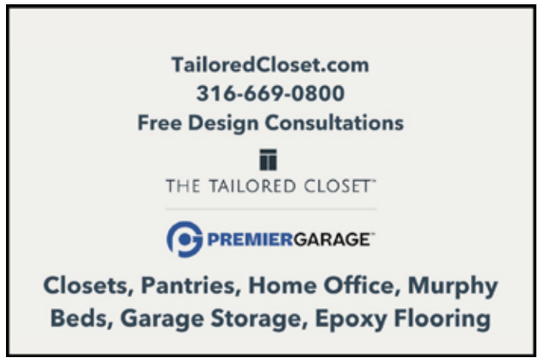

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