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Rachel JACKSON (COX)

Keller Williams
Kansas City
North RJC Team
Farm & Home

What are you proud of in your career?

I am most proud of building something that is not just supporting me. It created an income and a workplace for my family and the people I love, an environment they fit in, too.

What goal are you chasing that scares you a little?

Building a bigger team. It scares me because I care deeply about the culture we are building. Scaling without



losing it is the challenge that keeps me up and drives me forward.

Tell us about your community involvement.

Community, for me, isn't something that is served on the side, it's the life I live.

Between farming/agriculture, we're a part of a community that feeds people and works the land. Through real estate, I get to help build our neighborhoods and farms, one home or piece of land at a time. It is not a committee I sit on. It is the work itself. It is who we are.

What's a failure that ended up becoming one of the best things that ever happened to you?

My failure was impatience. It took me too long to learn it. I have witnessed what can be lost when you are in a hurry. Marrying a farmer taught me patience. You learn to wait and you learn to lose. You learn that God is in control. That lesson changed everything for me, in business and in life.

Tell us one thing you can't live without. (Family & phones don't count.)

Land. Without it we don't eat, we don't work, we don't have a life. I sell land and homes. In our farming or selling homes, it's about putting down roots.

If your 15-year-old self could see you today, what would surprise them most?

Everything. At 15, I had dropped out of high school. If I told that broken girl she would become who I am today and be considered a leader and a mentor, I would not have believed a word of it. She just hadn't found "her ground" yet!

Jace JOHNS

Keller Williams Realty Partners, Inc.
The Johns Family Team



Tell us about a risk you have taken in your life.

Taking on more responsibility.

When you hire someone, it becomes a reality that it's not just me that I have to provide for. I have to get it done so that multiple families can be fed. Risking/betting on me to grow is risky but rewarding.

Community Involvement

Not much at the moment. When our office has volunteer days, I participate frequently there.

What's something your friends know about you that most people don't know?

I am very shy. You will find me in the corner by myself at a party.

What's a failure that ended up becoming one of the best things that ever happened to you?

I had some heartbreak three years ago, and it has been the launching pad to my real estate career. I've had to learn a lot about myself, how to communicate and set clear boundaries. And it has helped me succeed going forward.

What is one belief you hold today that you didn't hold five years ago?

Think bigger. I started in the business four years ago and did one unit that

year. Think bigger and work harder. Also, "Take a gamble that love exists, and do a loving act."

If your 15-year-old self could see you today, what would surprise them most?

All that guy knew was being shy and playing baseball. He'd be very surprised that I never got that call from the MLB and be surprised that I got into real estate. I never wanted to.

Who do you admire and why?

My dad. The more and more I observe what he does, it's hard. There's betrayal, heartbreak, friends leave, new friends come. And I've learned that you can sit around and sulk over it, or you can get up and find another way to succeed.

Andrew HICKLIN

ReeceNichols
The Rob Ellerman Team

Tell us about a risk you have taken in your life.

Jumping into real estate.

What are you proud of in your career?

Having a strong team of agents (4) doing almost 100 units and \$25 million in volume in 2025.

What goal are you chasing that scares you a little?

Scaling my team and doing \$40 million in the Northland of KC.



What season of life are you currently in?

Married with three kids (13, 11 and 8).

Community Involvement

Kids activities.

What's something your friends know about you that most people don't know?

I coached high school wrestling for 15 years. Recently stepped away.

If you could instantly master one skill, what would it be?

A.I.

Tell us one thing on your vision board or bucket list.

Spend a month traveling in my camper while the business runs itself.

What are you most thankful for?

The support of my wife and kids.

What's a failure that ended up becoming one of the best things that ever happened to you?

The failure was missing one of my kids' events, but I was carrying the burden of trying to do everything. Once I realized I can't be everywhere all the time, I hired staff to support my business and things have never been better.

What is one belief you hold today that you didn't hold five years ago?

You can't get back time. Use it wisely.

What is your superpower?

My ability to solve problems.

Who do you admire and why?

Tom Brady - he is a prime example of an athlete who overcame adversity both in college and the pros to become what we know currently as the greatest quarterback in the NFL with wins and Super Bowls.

Cassidy WHEELER

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Q: What season of life are you currently in?

A: I'm in a season of growth and building. Professionally, I'm focused on growing my real estate business, expanding my team, and creating systems that allow me to serve more clients while maintaining a high level of care. I'm also investing in becoming a better leader and building a business that's sustainable for the long term. It's a busy season, but I'm grateful for it because I know I'm laying the foundation for the future I want.

Q: What's something your friends know about you that most people don't know?

A: Most people know me as someone who's driven and always on the go, but my friends know I'm the one who genuinely loves bringing people together. Whether it's hosting dinners, planning get-togethers or finding an excuse to celebrate, I enjoy creating opportunities

for people to connect. I'm happiest when everyone is around the table, having a good time and making memories.

Q: If you could instantly master one skill, what would it be?

A: If I could instantly master one skill, it would be public speaking. I love building relationships and sharing ideas, and being able to communicate with confidence in any setting would allow me to have an even greater impact, whether I'm speaking to clients, leading a team or presenting to a room full of people.

Q: Tell us one thing on your vision board or bucket list.

A: One thing on my bucket list is spending a summer exploring the East Coast, visiting places like Nantucket, Cape Cod and Newport. I've always loved the charm, history and coastal lifestyle, and it's a trip I've wanted to take for years.

Q: What are you most thankful for?

A: I'm most thankful for my husband. He's my biggest supporter, my sounding board and the person who encourages me through every challenge and celebrates every win alongside me. Having someone who believes in me the way he does is something I'll never take for granted.

Q: Who do you admire and why?

A: I admire Ella Langley because she's stayed true to herself while building her career. She has a unique style, isn't afraid to be authentic and has worked hard to get where she is. I respect the confidence and resilience she's shown, and I appreciate that she continues to create music that's genuine rather than trying to fit someone else's expectations.

Michelle NEELY

Keller Williams Kansas City North,
Nelson Home Group

Q: Tell us about a risk you have taken in your life.

A: One of the biggest risks I've taken was leaving a stable career in the dental field to pursue real estate full-time. It was a leap of faith with no guarantees, but it turned out to be one of the best decisions I've ever made. It challenged me to grow, pushed me outside my comfort zone and ultimately gave me the opportunity to build a career I'm truly passionate about.

Q: What are you proud of in your career?

A: I'm incredibly proud of what I've been able to accomplish in just three years in the real estate industry. Building a successful business in a relatively short amount of time has taken hard work, perseverance

and a commitment to continually learning and serving my clients well. It's rewarding to see that dedication reflected in the growth of my business.

Q: What's something your friends know about you that most people don't know?

A: That I'm sober. It's the accomplishment I'm most proud of because it changed every part of my life. More than anything, it taught me that no matter how impossible something seems, change is possible. That lesson has given me confidence, hope and a deep belief that with faith, perseverance and the right support, people can overcome far more than they ever thought they could.



Q: What's a failure that ended up becoming one of the best things that ever happened to you?

A: Being an alcoholic. For a long time, I thought it would be the thing that destroyed my life. Instead, recovery became the very thing that saved it. As painful as that chapter was, I'm genuinely grateful for it because it shaped who I am today. It gave me compassion, resilience and the ability to connect with and help others in a way I never could have otherwise.



Q: What are you proud of in your career?

A: I'm proud of the intentional evolution of my brand and the balance I've created between entrepreneurship and motherhood. I originally built Hannah Murrell & Associates, then took a season in 2023 to join a top-performing team while preparing to welcome my second baby in early 2024. That pause gave me perspective and the clarity that I was ready to lead again. In July 2024, I rebranded and launched Murrell Signature Real Estate Group, built on the mission of The Red Bow Standard, a commitment to delivering exceptional, high-touch service at every price point. Today, both clients and agents recognize my listings by the red bow, a

Hannah MURRELL

Keller Williams Kansas City Metro
Murrell Signature Real Estate Group

signature that's become synonymous with luxury and results in my market. At the same time, my husband is building a fast-growing business here in Kansas City with the potential to become a household name. That's required me to carry a lot at home so he can build freely, all while growing my business, raising our children and showing up fully for my clients. Balancing it all has been a huge source of pride.

Q: If you could instantly master one skill, what would it be?

A: I would master piano!!!

Q: Tell us one thing on your vision board or bucket list.

A: Greece. Still is Greece! One day our family will go and it will be an amazing trip.

Q: What are you most thankful for?

A: I'm most thankful for my husband, my biggest supporter and sounding board. He stands by me no matter what, listens patiently to my constant stream of creative, entrepreneurial ideas, and never tries to dim my light. He gives me the space to be fully myself and flourish in what I'm good at, while building his own big dreams too. I truly couldn't do this without him.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?

A: A failed flip! It taught me so much. One, that I should focus on my real estate business, and two, I ended up finding amazing contacts to help me, and now I can give those to my clients!

Maggie HARRISON

Real Broker LLC



Q: Tell us about a risk you have taken in your life.

A: The biggest risk I took was leaving my team to become an individual agent, with a young son at home and no one to fall back on but myself. It was terrifying at first. But that was my best volume year yet. Turns out betting on myself was the smartest move I ever made.

Q: What are you proud of in your career?

A: Doing it as a single mom, building all of this while raising my son solo.

Q: What goal are you chasing that scares you a little?

A: The goal that scares me a little is growing my business to the point where I need to hire real help. Right now I do so much myself. Handing off pieces of it means trusting other people with my name and my clients. But I know I can't grow past a certain point alone. So I'm pushing through the fear and building a team around me, piece by piece.

Q: What season of life are you currently in?

A: Motherhood first over everything.

Q: If you could instantly master one skill, what would it be?

A: Public speaking.

Q: Tell us one thing on your vision board or bucket list.

A: Own a vacation beach house in 30A, Florida.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?

A: Not fitting into the traditional team model felt like I was doing it wrong. Turns out, going out on my own is exactly what let my business grow the way it has.

Q: What is one belief you hold today that you didn't hold five years ago?

A: Five years ago, I saw social media as just a fun extra. Now I believe it's one of the most powerful tools I have.

Q: Tell us about a risk you have taken in your life.

A: Going into real estate straight out of high school. While many of my friends went to college, I chose to take a risk starting with no guaranteed paycheck, no established network and very little money to my name. There were plenty of moments where it would have been easier to take a more traditional path, but I stayed committed. Today, that decision has allowed me to build a successful business, support my family and help dozens of families achieve homeownership. Looking back, taking that leap was the best decision I've ever made.

Q: What are you proud of in your career?

A: Helping more than 100 families through one of the biggest decisions of their lives is what I'm most proud of. No two transactions are ever the same, which is what makes this career so rewarding. It's also allowed me to support my family and create a lifestyle where I have the freedom to spend time doing what matters most.

Ashmir MEHANDI

Compass Realty Group
Ray Homes KC



Q: What goal are you chasing that scares you a little?

A: I'm chasing the goal of continuing to grow my business while eventually building my own real estate team. What excites me most is creating opportunities for young agents, helping them grow their careers and giving them the guidance I wish every new agent had. It's a big goal with a lot of responsibility, but that's what makes it worth pursuing.

Q: What's something your friends know about you that most people don't know?

A: I'm actually pretty quiet outside of work. People see me talking to clients and networking all day, but my friends

know I enjoy simple nights with family, playing pickleball, watching sports or hanging out with my dog.

Q: If you could instantly master one skill, what would it be?

A: Public speaking in a bigger crowd. I love connecting with people, and I'd love to become the kind of speaker who can inspire and educate others on a bigger stage.

Q: Tell us one thing on your vision board or bucket list.

A: To travel the world with my family while building a business that gives me the freedom to be present for the moments that matter most.

Korbyn SHIREY

ReeceNichols, Korbyn Homes
Powered by The Rob Ellerman Team



Q: What goal are you chasing that scares you a little?

A: A goal I'm chasing that scares me a little is consistently producing at a much higher level in my real estate career than I do today. What scares me isn't reaching that level, it's sustaining it year after year. I know it will require strong systems, consistent effort and learning to delegate as I grow both my business and my family.

Q: What season of life are you currently in?

A: The season of life I'm currently in is one of balance and fun. I'm focused on building my real estate career while also making time for fitness, travel, soaking by the pool, snuggling my puppy and

enjoying life with family and friends. Oh, and I'm in the exciting season of planning my wedding. We're getting married in Cabo, Mexico, in February 2027. Life is busy, but it's simple, exciting and full of things I'm grateful for.

Q: Community Involvement

A: My community involvement is currently centered around supporting the American Lung Association, a cause that is very personal to me. My dad battles emphysema, so I've seen firsthand how lung disease impacts not only the individual but their entire family.

Q: What's something your friends know about you that most people don't know?
A: Something my friends know about me that most people don't is how much I love live music. Whether it's a concert or a music festival, that's one of my favorite ways to spend my free time. If there's live music, there's a good chance you'll find me there.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?
A: A failure that ended up becoming one of the best things to ever happen to me was taking an event management job after college that I thought would be the start of my career. I moved home for it, but I quickly realized I hated it. I felt like I had failed and was embarrassed when I quit and found myself at square one. Looking back, that "failure" led me to real estate, and it turned out to be the best thing that ever happened to me.



Aubri BLAIZE

Keller Williams Kansas City North
Aubri Blaize Team

Q: Tell us about a risk you have taken in your life?
A: I left my home, my job, friends and family, with a broken arm to follow my dreams and move to Colorado to snowboard.

Q: What are you proud of in your career?
A: Helping others, and supporting other families.

Q: What goal are you chasing that scares you a little?
A: Investing, and having rentals so I can chill and enjoy life.

Q: What season of life are you currently in?
A: Hustle mode.

Q: Community Involvement
A: Helping families. Our team gifted \$50K last year to help those in need.

Q: What would your walk-up song be when receiving an award in front of a large crowd?
A: "Back in Black" by AC/DC.

Q: Tell us one thing you can't live without (family & phones don't count).
A: Energy drink.

Q: What is one belief you hold today that you didn't hold five years ago?
A: "The limits they put on you are not yours to carry. Break them. Rewrite them. Own them."

Q: What is your superpower?
A: DIY.

Q: If your 15-year-old self could see you today, what would surprise them most?
A: That I've built a successful career, a life worth having, and I keep chasing dreams.

Q: Who do you admire and why?
A: Any woman who has built an empire, helps and protects others, and doesn't let anyone drag her down. Someone who stands up for what is right.

Lauren ENGLE

Platinum Realty



Q: Tell us about a risk you have taken in your life.
A: I completely changed industries from social work to real estate three years ago.

Q: What are you proud of in your career?
A: I've continued to use the skills that I learned in social work, as far as listening, caring and solving problems, and related them to my real estate career.

Q: Community Involvement
A: My husband and I are both a part of the "Defenders of Potential," which is a group that supports Big Brothers Big Sisters. Last year, my husband and I donated over \$100,000 to Big Brothers Big Sisters.

Q: What's something your friends know about you that most people don't know?
A: I wear a size 5 shoe. So finding shoes that don't light up like little kid shoes can be a serious challenge. I also have to have every single pair of pants hemmed because they're all too long. My husband says that I'm 4'12" tall, which is kind of funny. That means I'm basically not 4 feet 11 1/2 inches and not 5 feet, so he just called it 4 feet 12. He says I'm a small package with a lot of drive.

Q: If you could instantly master one skill, what would it be?
A: Probably playing the ukulele. I picked it up during COVID, but just never really finished it and still can't play.

Q: Tell us one thing on your vision board or bucket list.
A: I'd like to purchase a farm and open it up as a sanctuary for Great Danes and pit bulls who need homes or are in between homes.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?
A: I worked for an adoption company and I was fired because I couldn't "sell" babies. I was fired from that job. When I took the job, I didn't realize it was more of a sales job than a social work job. I thought I was going to help mothers decide if they wanted to give their baby up for adoption, but it ended up being that without the adoption, the company made no money..

Q: If your 15-year-old self could see you today, what would surprise them most?
A: I've wanted to be a social worker my entire life, and I think my 15-year-old self would be very surprised that I'm not a social worker, but I'm still helping people on a daily basis in a different way.

Brittany KENNEDY-MAJED

Keller Williams Realty Partners - KM Real Estate



Q: What are you proud of in your career?
A: I am most proud of what my husband and I have accomplished together as a team.
Building a successful business alongside your spouse comes with unique challenges, but we have learned how to balance our individual strengths, support one another, and maintain a healthy balance between our professional and personal lives. Watching our business grow while continuing to grow together has been one of the most rewarding parts of my career.

Q: What goal are you chasing that scares you a little?

A: A goal I am chasing that scares me a little is continuing to grow our real estate team into a business that can thrive beyond just my husband and me. Building something larger means learning to delegate, lead others, and trust the systems we have created while maintaining the personal, high-quality experience our clients know us for. It is intimidating to dream bigger, but I am excited to see how many clients, team members, and communities we can positively impact along the way.

Q: What season of life are you currently in?
A: I am currently in a season of growth, transition, and celebration. My husband and I are continuing to grow our business and team while preparing to celebrate our wedding and build our forever home. It is a busy season filled with big goals and exciting changes, but I am learning to be present, trust

the process, and appreciate how far we have come.

Q: Tell us one thing on your vision board or bucket list?
A: One thing on my vision board is to travel the world with my husband, experience new cultures, and create unforgettable memories together. In the future, we hope to grow our family and share that love of travel and adventure with our children.

Q: What are you most thankful for?
A: I am most thankful for my supportive husband. He is not only my partner in life but also my partner in business. His encouragement, belief in me, and constant support have given me the confidence to take risks, pursue big goals, and continue growing both personally and professionally.

Karim MAJED

Keller Williams Realty Partners
KM Real Estate



Q: Tell us about a risk you have taken in your life?

A: Leaving a stable W2 job to jump into a 100% commission-based career and bet on myself.

Q: What are you proud of in your career?

A: The service we provide to our clients.

Q: What season of life are you currently in?

A: Laying the foundation and getting ready for growth.

Q: What’s something your friends know about you that most people don’t know?

A: I’m trilingual. I speak English, French and Arabic fluently.

Q: If you could instantly master one skill, what would it be?

A: Mastering AI tools and using them to their absolute best potential.

Q: Tell us one thing on your vision board or bucket list?

A: Owning the building we operate out of as a team.

Q: What are you most thankful for?

A: My family and support system.

Q: What would your walk-up song be when receiving an award in front of a large crowd?

A: “Hate It or Love It” by 50 Cent.

Q: Tell us one thing you can’t live without (family & phones don’t count).

A: Nutella.

Q: What is one belief you hold today that you didn’t hold five years ago?

A: Be ambitious and beware of burnouts. Taking one step forward just to burn out and take two steps backwards is a net loss.

Q: What is your superpower?

A: Adaptability.

Q: If your 15-year-old self could see you today, what would surprise them most?

A: How out of shape I am.

Q: Who do you admire and why?

A: My wife and direct family. I admire and am very grateful for their unwavering support.



Nick LARSON

Keller Williams Realty Partners
Huff Group

Q: Tell us about a risk you have taken in your life?

A: Transitioning

into real estate full-time in a city where I wasn’t originally from required me to build my business from scratch. With a limited sphere of influence, I focused on creating lasting relationships, consistently exceeding client expectations, and letting referrals become the foundation of my business.

Q: What goal are you chasing that scares you a little?

A: The goal that scares me most is scaling my business without sacrificing the level of service and relationships that got me here. Growth is exciting, but maintaining a high standard while

expanding into investing, development and renovations requires constant learning, strong leadership and the willingness to delegate, something every entrepreneur has to master.

Q: What’s something your friends know about you that most people don’t know?

A: Most people know me as a driven real estate professional, but my friends would tell you I’m really just a big kid at heart. I love adventure, friendly competition, theme parks, sports and finding reasons to laugh. I believe life is meant to be enjoyed, and I try to bring that same enthusiasm into both my personal and professional relationships.

Q: If you could instantly master one skill, what would it be?

A: Patience. I’m naturally driven and always looking ahead to the next goal

or opportunity. While that ambition has helped me grow my business, I’ve learned that the best relationships, businesses and investments often take time to develop. Mastering patience would help me become an even better leader, business owner and husband by allowing me to trust the process while staying focused on the long-term vision.

Q: If your 15-year-old self could see you today, what would surprise them most?

A: My 15-year-old self would probably be surprised that my biggest priority isn’t career success, it’s creating a life where I have the time and freedom to be present with my family. Back then, I thought success was measured by accomplishments. Today, I see success as having the flexibility to make memories with the people who matter most.

Brock NIEMUTH

ReeceNichols
Eric Craig Real Estate Team



Q: Tell us about a risk you have taken in your life?

A: One of the biggest risks I’ve taken was choosing a career path that had nothing to do with the degree I earned from the University of Missouri. After graduating, I saw an opportunity in real estate, even though it came with no guarantees. I reached out to a successful local real estate agent and offered to work for free in exchange for the chance to learn from him. Looking back, it was certainly risky. I wasn’t asking for a salary, I was asking for an opportunity. I believed the experience and mentorship would be worth far more than an immediate paycheck. That decision completely changed the direction of my life. It taught me that the best opportunities usually come from betting on yourself, being willing to outwork everyone around you, and thinking long term.

Q: What are you proud of in your career?

A: The biggest accomplishment isn’t a sales number, it’s the relationships. Many of my clients have become repeat clients, referral partners and friends. Earning that level of trust means a lot to me because real estate is one of the biggest financial decisions most people will ever make. I’m also proud that I didn’t stay in one lane. I started as a residential real estate agent, but over time I’ve expanded into real estate investing and development. By 31, I’ve been fortunate to surpass \$100 million in career real estate sales. That’s a milestone I’m proud of, but I see it as a result of consistently taking care of people, continuing to learn, and always looking for ways to grow. I still feel like I’m just getting started.

Q: Community Involvement

A: Each year, my team organizes a holiday food drive in partnership with local churches that helps provide meals to thousands of families in our community. We also sponsor several local youth sports teams because we believe investing in kids and their development matters. In addition, we support a local boxing gym that provides mentorship, discipline and a positive environment for inner-city youth.

Q: What would your walk-up song be when receiving an award in front of a large crowd?

A: “The Nights” by Avicii.

Q: Tell us one thing you can’t live without (family & phones don’t count).

A: It has to be a tie between travel and golf.

Q: Tell us about a risk you have taken in your life?

A: Becoming a real estate agent because it was a significant change in career path for me. I got a master’s degree in chemistry in 2016, but was always stressed and did not enjoy working in a lab. It’s scary to start over, but now I can’t imagine not taking that leap.

Q: What goal are you chasing that scares you a little?

A: I have social anxiety, but my job and all of my hobbies tend to be very social. I’m constantly working to push my comfort level and do things I didn’t think were possible.

Q: What season of life are you currently in?

A: I’m in the toddler dad stage of life. Our son Trey, we call him Trey because he’s the third Tommy, is 2 years old

Tommy JOHNSON

ReeceNichols, Stacy Porto Real Estate – Selling KC



and suddenly he’s talking, running and wanting to play basketball, tennis and musical instruments like his parents. Having a baby has been a life-changing experience.

Q: Community Involvement

A: Outside of real estate, I am involved in the music scenes in Kansas City and my hometown of Lawrence. I grew up in a musical family and have played music my whole life. Around 2017, I cofounded a 501(c)(3) nonprofit called Lawrence Friends of Jazz. We raised money and sponsored concerts featuring Lawrence and Kansas City musicians. During the pandemic, we sponsored a series of Facebook

Live concerts. I have performed during benefits for Juneteenth, Just Food and the Lawrence Public Library. My team lead, Stacy Porto, is very service-minded and rallies our community of clients to donate items to local schools and organizations like Big Brothers Big Sisters. We also participate in the Gold Key Program, which raises money for the Ronald McDonald House.

Q: What is one belief you hold today that you didn’t hold five years ago?

A: Being deliberate and consistent is better than raw talent. Many people are capable of doing things they don’t yet believe they can do, sometimes based on just one or two experiences, and therefore maybe don’t give themselves a chance to learn how to do it.

Jake HENSIEK

Keller Williams Platinum Partners

Q: Tell us about a risk you have taken in your life?

A: I left my small-town/agriculture background in my late 20s, which is all I really knew at that point in life, to move to the KC area to see what other possibilities life had to offer. I got into real estate shortly after, which led me to where I am today.

Q: What are you proud of in your career?

A: Just that I dove into this industry without a tie or connection in. Started



from scratch with not many connections in the KC metro area and a lot to learn about real estate. Was hungry, learned, networked and grinded to get to where I am.

Q: What season of life are you currently in?

A: I would say I'm in the "thick of it." Full-time real estate agent, full-time husband, full-time father of four (17, 5, 4 and 2).

Q: Community Involvement

A: Member of Lee's Summit Chamber of Commerce, elder at Beautiful Savior

Lutheran Church - Lee's Summit, youth sports coach - i9 Sports.

Q: What are you most thankful for?

A: My faith in God.

Q: Tell us one thing you can't live without (family & phones don't count).

A: Coffee.

Q: Who do you admire and why?

A: My wife, Ashley Hensiek. I joke with her and call her a "Superhero," but it's true. To be a full-time and present mom of four, be a loving and supportive wife to me, all while excelling at a corporate job at WellSky (health care IT), and doing it all while being the best human I know, I don't know how she does it. She continues to blow me away, as a person, on a daily basis.



Katy GAINES

Keller Williams Kansas City North
Nelson Home Group

Q: Tell us about a risk you have taken in your life?

A: The biggest risk I've taken was leaving a career in education to pursue real estate full-time. Teaching gave me stability, purpose and a predictable paycheck, but I knew I wanted to build something of my own. Starting over in a commission-only business was intimidating, especially during an uncertain market. It required faith, discipline and resilience. Looking back, it was the best decision I could have made. The skills I developed as a teacher now help me educate clients, build trust and guide them through one of the biggest financial decisions of their lives.

Q: What goal are you chasing that scares you a little?

A: I want to build a career that's remembered for making communities stronger, not just for selling homes. Whether that's supporting local businesses, creating meaningful events or helping people feel connected to where they live, I want my work to leave a lasting legacy.

Q: What's something your friends know about you that most people don't know?

A: Most people know me as a real estate agent, but my friends know I'm the planner. Whether it's organizing a trip, creating an itinerary or finding the perfect local spot, I genuinely love bringing people together and making experiences memorable.

Q: If you could instantly master one skill, what would it be?

A: If I could instantly master one skill, it would be the ability to speak multiple languages fluently. I love traveling and learning about different cultures, and there's something special about connecting with people in their own language.

Q: Tell us one thing on your vision board or bucket list?

A: One thing that has been on my vision board lately is a mountain retreat that becomes a gathering place for family and friends. I hope it's a home where life's best moments happen naturally. A place where traditions are passed down for generations.

Nick GADWOOD

NextHome Gadwood Group

Q: What are you proud of in your career?

A: The success that has come with taking great care of my clients and going the extra mile, which has led to repeat business, referrals and long-term relationships.

Q: What season of life are you currently in?

A: Wedding season. I have 10-plus weddings a year I attend.



Q: What's something your friends know about you that most people don't know?

A: That I am a great cook.

Q: If you could instantly master one skill, what would it be?

A: Singing.

Q: Tell us one thing on your vision board or bucket list?

A: Traveling to Europe with my wife for two weeks.

Q: What are you most thankful for?

A: Family and friends.

Q: What would your walk-up song be when receiving an award in front of a large crowd?

A: "Rockstar" by Nickelback.

Q: Tell us one thing you can't live without (family & phones don't count).

A: My truck.

Q: What is one belief you hold today that you didn't hold five years ago?

A: Time is valuable.

Q: What is your superpower?

A: Multitasking.

Q: If your 15-year-old self could see you today, what would surprise them most?

A: That he got to marry his smoking-hot best friend.

Q: Who do you admire and why?

A: My mom, Julie, as she is an amazing broker and now that I'm in the business and know what it takes timewise and the stress involved. It is impressive looking back on how she still gave all the love and time we needed as a family.

AJ GRAHAM

ReeceNichols
The Graham Nelson Group



Q: Tell us about a risk you have taken in your life?

A: Quitting my full-time corporate job with no savings, all kinds of debt and

giving up a guaranteed paycheck to get into real estate. This has always been my dream, a dream that I was terrified of chasing, especially the older I got.

Q: What season of life are you currently in?

A: I am in a season of growth, building and stepping into what's next. I've been working hard to grow my business, expand into a new market and build something that is truly my own. At the same time, I'm in a really exciting

season personally, building a life with the person I love and looking toward the future. It feels like a season of taking big risks, embracing new opportunities and laying the foundation for the life and career I've always envisioned.

Q: Community Involvement

A: Sponsor and donor for Young Friends of Kids With Cancer, ReeceNichols Real Estate Gold Key Project and the Community Agents in Action (CAIA) Initiative.

Q: What's something your friends know about you that most people don't know?

A: I am extremely introverted. I do not want to be in the center of attention. I would rather be at home rotting on the couch.

Q: If you could instantly master one skill, what would it be?

A: Patience.

Q: Tell us one thing on your vision board or bucket list?

A: Splitting time between Kansas City and New York.

Q: What is one belief you hold today that you didn't hold five years ago?

A: Circumstances are just the facts of the world. Your thoughts control your feelings, which drive your actions, and produce your results, whether that be positive or negative.

Q: What is your superpower?

A: Seeing the opportunity before everyone else does, and then actually doing something about it.

Q: If your 15-year-old self could see you today, what would surprise them most?

A: How I overcame and continue to overcome limiting belief systems.

Carol REYNOLDS

Keller Williams Platinum Partners

Q: Tell us about a risk you have taken in your life?

A: My first big career risk was leaving a comfortable corporate America job to pursue a role in the non-profit sector. In the Christian non-profit sector my pay was not guaranteed. I was tasked with what's called "raising support" - reaching out to donors to meet my living expenses so that I could pursue ministry vocationally full time. It was completely scary, especially because I was a single mom, but I knew it was what I was passionate for at that time.



Q: What are you proud of in your career?

A: I'm proud that my success is a byproduct of my eagerness to compete and win. I'm proud that my career in real estate has helped achieve things I never thought possible. I was raised by a single mom and was a single mom for 10 years, I am proud of how I can support my family and still be present in their lives. Real estate has helped me achieve that.

Q: Community Involvement

A: I've recently gotten connected with the Lead to Read KC program where I

give my time to reading with students. Books have been a big part of my childhood and continue to play a huge role in my life. It's important to get inspired by stories so that you can foster dreams for your own life.

Q: What's something your friends know about you that most people don't know?

A: I'm an energizer bunny and loves to host and throw parties. You'll often find me the last one to leave a gathering and then the first to initiate the next party.

Q: If you could instantly master one skill, what would it be?

A: Discipline - the focus and dedication to doing a task over and over again until you've perfected it.

Q: Tell us one thing on your vision board or bucket list?

A: I want to spend time in Asia with my family for an extended time. It could be a couple months or up to a year.



Bri SKILES

Keller Williams Realty Partners, Inc.

Q: Tell us about a risk you have taken in your life?

A: Leaving the security of a steady paycheck to build a real estate business was the biggest risk I've ever taken. It meant betting on myself, building a business from the ground up, and knowing my income would depend entirely on the value I could provide. There were plenty of unknowns, but it taught me resilience, discipline, and that the biggest rewards usually come from taking calculated risks.

Q: What are you proud of in your career?

A: I'm most proud of the trust I've built with my clients. Real estate is one of the

biggest financial decisions people make, and knowing families continue to refer their friends and relatives to me means more than any award. Being recognized as one of the top-producing agents in the Kansas City area has been an honor, but the relationships I've built are what I'm most proud of.

Q: What's something your friends know about you that most people don't know?

A: Most people probably assume I'd rather go out, but my friends know I'd choose a backyard full of friends and all our kids over a fancy dinner any day.

Q: If you could instantly master one skill, what would it be?

A: I'd instantly master AI. It's changing every industry, and I think the people who learn to use it well will have a huge

advantage. I'd love to use it to create better systems, free up time, and deliver an even better experience for my clients.

Q: Tell us one thing you can't live without (family & phones don't count).

A: Definitely iced coffee. It's my daily non-negotiable, and yes, I drink it 365 days a year!

Q: What is one belief you hold today that you didn't hold five years ago?

A: Five years ago, I believed being busy meant being successful. Now I believe success is about impact, not hours worked. I'd rather build a business that supports the life I want than a life that's consumed by my business.

Noelle STEPHENS

Keller Williams Realty
- Summit Homes

Q: What are you proud of in your career?

A: One of the things I am most proud of in my career is building relationships and watching dreams come to life every day. Through my work in new construction, I've helped make homeownership more accessible for people who may never have thought owning a new home was possible, while also contributing to solutions for the housing affordability and inventory challenges.

What means the most to me is not just the sales success, but the impact. Guiding buyers through the process of building a home that fits their needs, budget, and future goals is incredibly rewarding, and helping families achieve something they once thought was out of reach has been one of the most meaningful parts of my career.

Q: What season of life are you currently in?

A: Right now, I'm in the grind. This is the season where I'm focused on learning, growing, and putting in the work to build a strong foundation for my future. I'm intentionally saying yes to opportunities that challenge me, investing in my career, and working toward making a meaningful impact for my clients and my community. I know this season requires hard work and sacrifice, but I'm excited because I believe it's setting me up for long-term success.

Q: Community Involvement

A: Community involvement is really important to me. I enjoy giving back through organizations like Big Brothers Big Sisters, VCP, and Girls on the Run because they each make a meaningful difference in people's lives. Whether



it's mentoring youth, supporting veterans, or helping young girls build confidence, I love being part of organizations that strengthen our community. It's important to me to use my time and talents to make a positive impact beyond my career.

Q: What are you most thankful for?

A: I'm most thankful for my family. They are my biggest source of love, support, and encouragement, and they've shaped who I am both personally and professionally. No matter what season of life I'm in, they're the people who keep me grounded, celebrate my successes, and remind me what truly matters. At the end of the day, every goal I work toward is ultimately about creating a life that makes them proud and allows me to spend meaningful time with the people I love.

Q: Tell us about a risk you have taken in your life?

A: Taking the leap into real estate and going all-in on building a career and business of my own.

Q: What are you proud of in your career?

A: The relationships that I have built. Having clients come back to me, refer me to their friends and family, and continue to be a part of my life long after closing is something that I am incredibly proud of.

Q: What goal are you chasing that scares you a little?

A: Becoming one of the top-producing agents in the Kansas City area without sacrificing being present for my family.

Q: Community Involvement

A: As a Kansas City native, specifically a Liberty Missouri native I have really enjoyed giving back to the community that has given so much to me. Specifically the Ronald McDonald House

Lindsay WOODBURY

ReeceNichols



in Kansas City. I support and help make meals for the facilities, donate food and goods.

I spent a few days in the house when my first was born and sent to the CMH NICU, so this organization means a lot to me.

Q: What's something your friends know about you that most people don't know?

A: I have a pet Emu named Darla.

Q: What are you most thankful for?

A: My family. They are my biggest motivation, my biggest support

system, and the reason behind everything that I do.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?

A: Being let go from the team that I started Real Estate with. I was 28 weeks pregnant with my first daughter and was told that there "wasn't enough Real Estate" for me to stay on the team. That was in September of 2022, I had my baby girl in November and sold 5 houses, being the top solo agent in my office in the month of December. I viewed the let go as a failure but used that motivation to create the thriving business that I have today.

Nicole SHIPLEY

ReeceNichols Lee's Summit

Q: What are you proud of in your career?

A: I was 3 years out of college and very unhappy in my position at a mutual fund company. I decided to quit my job with little to no savings to start in real estate. I started as an individual agent and have been individual for 13 years now. I am extremely proud of the business and sphere I have built all on my own. Being a one man operation is extremely difficult but rewarding in so many ways.

Q: What season of life are you currently in?

A: I am very much in the growth season of life in many ways. My business with real estate sales is growing along with

my rental property business. In my personal life I am currently pregnant with our third (and final) child. Life is currently in the fast lane but I wouldn't change it for anything.

Q: What's something your friends know about you that most people don't know?

A: That I played softball from four years old until I was pregnant with my first child. During college at Mizzou I was a member of our semi-competitive club team as well.



Q: Tell us one thing on your vision board or bucket list?

A: To travel the world for an entire summer with my family and see everything worth seeing.

Q: What are you most thankful for?

A: My husband. As a child from a very broken family with no male role model/father figure it was so important to me to find the right partner to fill the voids in my life. My husband Chris and his family have been the biggest blessing someone could ask for. He supports me in everything I do personally and as a business owner on top of being the best and most present father a child could ask for.

Q: What would your walk-up song be when receiving an award in front of a large crowd?

A: "Pretty Girls Walk Like This"

Kelsey HAWES

Compass Realty Group | RZ Team

Q: Tell us about a risk you have taken in your life?

A: When I was 20 years old I jumped into real estate by calling a top producing agent in my town. I picked up the phone and called her with no idea what I was going to talk to her about, basically just pitched myself to her offering her any kind of help for no return on pay. I just wanted to see what this world looked like and that one phone call started the rest of my journey.

Q: What are you proud of in your career?

A: Gosh, so much! I got licensed at the age of 23, left my 9-5 with maybe \$1,000 to my name and hit the ground running. I am in year 4 selling about \$8 million a year, have represented a neighborhood



and was the 2025 rising star for this article.

Q: Community Involvement

A: I grew up in Piper and went to Piper High School. I still participate in things the school is doing like the auction, golf tournament and offer my time to volunteer for anything that they need. I am still very involved with the school and keep in touch with so many people from my class, teachers and families I grew up with.

Q: What's something your friends know about you that most people don't know?

A: I cannot follow a GPS! I HAVE to have the GPS to get from point A to point B, however I will NOT listen to her! Every client that I take on a tour that follows me around town learns that very quickly! I miss at least one turn each trip and have even accidentally ran a red light with clients following me. I am not proud of it but it is the truth!

Q: If you could instantly master one skill, what would it be?

A: Read people's minds. I like to think I can read just about anyone and it is a skill I already have, but to really be able to hear what people were thinking in real time would be amazing!

Q: Tell us one thing on your vision board or bucket list?

A: To buy a lot and build my own house! Me and my husband have been together since we were 17 and that is something that we have always talked about.

Carlos MADEROS

New Life Realty of Kansas City

Q: Tell us about a risk you have taken in your life?

A: One of the biggest risks I took was my first custom-built home was a million-dollar property! It was a major leap of faith, but through hard work and commitment, it sold for \$1.1 million this past May. That experience reinforced my belief that growth comes from stepping outside of your comfort zone!

Q: What goal are you chasing that scares you a little?

A: I wouldn't say that it scares me, but it definitely challenges me. My goal is to continue growing my business while helping even more individuals and families begin their New Life. With growth comes greater responsibility and I embrace that challenge.



Q: What's something your friends know about you that most people don't know?

A: Those closest to me know that I genuinely want to help others in any way I can. Whether it is offering advice, lending a hand, or simply being available. I strive to make a positive and lasting impact in the lives of the people that I meet.

Q: If you could instantly master one skill, what would it be?

A: Working with people. Of course, in this industry we run into all sorts of people. So I think an important skill to

master is to be able to deal with anyone and try to help!

Q: Tell us one thing on your vision board or bucket list?

A: Change a stranger's life. I have always had the urge to bring someone up that has not had an opportunity that they deserve.

Q: What are you most thankful for?

A: I am most grateful for life and my family. God has blessed me and continues to do so. I am thankful for every opportunity I encounter.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?

A: Every setback has taught me something valuable. I've learned that failure isn't the opposite of success. It is a part of the journey! My mindset is simple, embrace it, learn from it, adjust, and keep moving forward.

Paul GALBRECHT

Keller Williams Kansas City



Q: What season of life are you currently in?

A: I feel like I'm in a season of intentional growth and gratitude. Professionally, I've had the privilege of selling well over \$85 million in real estate and building a strong, loyal client base that continues to support and trust me. Reaching this level of stability has given me something I didn't always have earlier in my career - margin.

Today, I'm focused not only on growing my business but also on growing as a person. I'm prioritizing relationships,

personal well-being, and becoming a more balanced version of myself. This season feels less about proving what's possible and more about appreciating what I've built, investing in myself, and creating a life that's successful both professionally and personally.

Q: If you could instantly master one skill, what would it be?

A: If I could master one skill, it would be the ability to wake up every day with unlimited energy and enthusiasm, ready to tackle whatever comes my way. Like everyone else, I have days when I'm fully energized and bring my best, and other days that require a little more effort. I've learned that consistency matters more than perfection, but having the ability to show up every day with the same

level of energy and drive would be a superpower I'd gladly take.

Q: Tell us one thing on your vision board or bucket list?

A: One thing on my bucket list is traveling to Tokyo. I love traveling because it allows me to step into different environments, experience new cultures, and see the world from a broader perspective. Tokyo, in particular, represents a unique blend of tradition and innovation, and I'd love the opportunity to experience it firsthand.

Q: Tell us one thing you can't live without (family & phones don't count).

A: Hands down my Nespresso maker!

Rachel BAER

Keller Williams Kansas City North
- Baer Homes

Q: Tell us about a risk you have taken in your life?

A: Becoming a real estate agent! Leaving my corporate, salary job with a newborn at home.

Q: What are you proud of in your career?

A: The business that I've built. My business is 100% referral-based and I'm so proud that I've never paid for a single lead. My whole business has been organic growth and I'm so proud of that.

Q: What season of life are you currently in?

A: I'm in a young, active kids at home and trying to balance a business as well. Balancing a present home life, but still achieving business success.

Q: Community Involvement

A: We partner with several charities throughout Kansas City for our events. The main charity we work with is Cornerstones. We do a lot of donation work with them.

Q: What's something your friends know about you that most people don't know?

A: I love to be home. I'm a home body through and through! I do not have a problem saying no either.

Q: If you could instantly master one skill, what would it be?

A: Not care what people think of me. Confidence in all situations.

Q: Tell us one thing on your vision board or bucket list?

A: Travel. Lots of experiences with my kids while they're young.

Q: What are you most thankful for?

A: My husband. He is the best partner and I'd choose him over and over again.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?

A: I've fired a few clients who weren't a good fit for me. I don't think I'd call them a failure, but those experiences have helped me learn to value myself and know that in this business you can really choose who to work with. No disrespect is ever worth a check.



Joe BALESTRIERI

Keller Williams Realty Partners, Inc. - Huff Group

Q: Tell us about a risk you have taken in your life?

A: I quit my job and jumped into real estate in 2020 with a 2-year-old and baby on the way.

Q: What are you proud of in your career?

A: I have built my business 100% by referral.

Q: What goal are you chasing that scares you a little?

A: I want to continue to grow my business while also spending more time with my family, and it scares me to think about how I can do both at the same time.

Q: Community Involvement

A: My family and I are active members of the Church of the Resurrection West and

I help coach basketball at Blue Valley Northwest High School.

Q: What's something your friends know about you that most people don't know?

A: I was student manager at The University of Kansas from 2007-2010.

Q: Tell us one thing on your vision board or bucket list?

A: I want to go on an African Safari.

Q: What are you most thankful for?

A: I'm most thankful for my wife and three kids.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?

A: During our journey to becoming parents, my wife had four miscarriages. Each one was more painful than the previous, but each one also brought us closer together as a couple. They also shaped us to be the parents that we are today and have given us a deeper appreciation for the blessing of parenthood.

Q: If your 15-year-old self could see you today, what would surprise them most?

A: 15-year-old me would be surprised that I am self-employed.

Q: Who do you admire and why?

A: My wife, Brooke. She works extremely hard as a physical therapist growing a new clinic, while still being the best mom to our three kids and keeping our whole family on track. Everything about me is better because of her.



Michael MORRIS

Big Mike Sells KC



Q: Tell us about a risk you have taken in your life?

A: Jumping into real estate full time with \$10K in my account and no pipeline, just having to figure it out.

Q: What are you proud of in your career?

A: Not giving up.

Q: What goal are you chasing that scares you a little?

A: \$100M business.

Q: What season of life are you currently in?

A: Peaceful.

Q: Community Involvement

A: Heavy into church and giving to kids' sports teams.

Q: What's something your friends know about you that most people don't know?

A: I used to be severely obese, 376-260 lbs.

Q: If you could instantly master one skill, what would it be?

A: Communication.

Q: Tell us one thing on your vision board or bucket list?

A: To find a peaceful wife.

Q: What are you most thankful for?

A: God giving me the desire to always learn more.

Q: What's a failure that ended up becoming one of the best things that

ever happened to you?

A: An ex shattered my heart and vowed to get revenge by massive success.

Q: What would your walk-up song be when receiving an award in front of a large crowd?

A: "Holy Motion" - Lighthouse.

Q: Tell us one thing you can't live without (family & phones don't count).

A: God.

Q: What is one belief you hold today that you didn't hold five years ago?

A: Anything is possible with enough time.

Q: What is your superpower?

A: My ability to build rapport.

Q: If your 15-year-old self could see you today, what would surprise them most?

A: How educated I became.

Q: Who do you admire and why?

A: Solomon from the Bible.

Jack ALLEN

Better Homes and Gardens - The Allen Team



don't know?

A: That I really care about our country.

Q: If you could instantly master one skill, what would it be?

A: Communication.

Q: Tell us one thing on your vision board or bucket list?

A: To buy a lake home or investment property.

Q: What are you most thankful for?

A: That God always sustains me in difficult seasons of life.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?

A: Not being able to compete in college athletics - helped me focus on other opportunities.

Q: What would your walk-up song be when receiving an award in front of a large crowd?

A: "Billie Jean."

Q: Tell us one thing you can't live without (family & phones don't count).

A: Running and exercise.

Q: What is one belief you hold today that you didn't hold five years ago?

A: Doing the right thing will always bring you peace.

Maria KOCH

Keller Williams
Realty Partners - No
Coast Real Estate



Q: What are you proud of in your career?
A: I work with so many different types of clients, but one of my proudest moments and one of my biggest passions is working with the elderly. I've been able to help many clients who are over 80 years old and are wanting to sell to either give the money to their family or make plans for care for the end of their life. It is such an honor to be trusted with that. Every time I'm able to help an elderly person, it feels very close to my heart and somewhat similar to what I was doing in my role as a nurse.

Q: What goal are you chasing that scares you a little?
A: One of my big goals is to own 20 rental properties. I currently own 12

and am on my way to buy the next eight, and it is something that excites me and scares me at the same time. Similar to when I got my real estate license, it's a big risk that I'm taking, but being able to build the wealth and passive income for my family is what lets me take action.

Q: What's something your friends know about you that most people don't know?
A: Most people don't know that my husband and I actually lived in an RV for two years. In 2020, we decided to take jobs as travel nurses and traveled all over the country for two years. This decision is actually what propelled us into real estate and allowed us to

start buying rentals. It gave me the inspiration to get my real estate license and live a life on my own terms rather than being stuck to one specific job.

Q: If you could instantly master one skill, what would it be?
A: Hands down, it would be speaking another language. I would love to be able to speak Spanish or French!

Q: Tell us one thing on your vision board or bucket list?
A: One thing on my bucket list is to spend 30 days consecutively out of the country with my children. My husband and I were able to travel quite a bit before we had kids, and we want to make sure that travel is something that they are comfortable with and passionate about as well. One of our big goals is to be able to spend 30 days in Central America with our children.

Jesse TAITT

Keller Williams
Realty Partners, Inc.



Q: Tell us about a risk you have taken in your life?
A: I once traveled to Romania alone for 3 months. I was staying with Romanian friends who tried their best to keep me in the loop since I didn't know the language, but after about a week or two, they got exhausted with it so it was up to me to use my broken Romanian to understand conversations and engage. It was a fun and wild 3 months.

Q: What goal are you chasing that scares you a little?
A: I'm beginning to pursue real estate investment opportunities that are a bigger lift than what I can do alone. It's exciting, and terrifying at the same time.

Q: Community Involvement
A: In previous years I've been heavily involved in community activities, but I have intentionally taken time to step away and rest, build my business, and focus on my family.

Q: What's something your friends know about you that most people don't know?
A: In the right setting and at the right time, I'll tell my friends the hard things I think they need to hear because I think it will help them, and because I love them. They know I'm loyal to the end.

Q: Tell us one thing on your vision board or bucket list?

A: A year or two ago, my oldest child and I wrote a list of countries we want to go to as a family. I intend to do it!

Q: What would your walk-up song be when receiving an award in front of a large crowd?
A: I'd probably write my own.)

Q: What is your superpower?
A: Decision making. I process information freakishly fast, and make decisions with my gut. It allows me to have a high capacity to get a lot done.

Q: If your 15-year-old self could see you today, what would surprise them most?
A: I grew up in a beautiful town in North Carolina. I was 2 hours from the beach, and 2 hours from the mountains. We would travel to MO for family reunions, because I had an aunt who lived here who was afraid to fly. I always thought, "I will NEVER live in MO." LOL... GOT 'EM!!!! 2 decades later, and it still surprises me.

Amber RYAN

Keller Williams Kansas
City North



Q: Tell us about a risk you have taken in your life?
A: Literally real estate. I started real estate knowing that I loved the idea of it but never really knew the ins and outs of what it meant to be an agent. I came from a mental health background and knew that I could have a very stable career with that field but knew it was fully taking everything away from who I was as a person. When I joined the team I am on I was recently engaged and almost a month on the team I found out I was pregnant with my first child. I was decently successful before finding out I was pregnant but I knew that now I was growing a life, it

was a make-it-or-break-it moment and I didn't have a choice but to make it work.

Q: What are you proud of in your career?
A: I am really proud of the ethics that I hold in real estate. I am not an agent who will lie, try to hide anything, or convince someone that the home is for them. I really just want my clients to find the best home for them because I want the next chapter of their lives to be incredible.

Q: What's something your friends know about you that most people don't know?
A: I'm dyslexic and wasn't able to read until the 3rd grade. It was something that was really challenging growing up but I think now it helps me think about things differently.

Q: If you could instantly master one skill, what would it be?

A: Language. I would love to be able to speak other languages to better understand other cultures. There is so much more out there than just what we see in the areas we service and I love when I can connect with people on deeper things. Language would make this so much easier to connect with others.

Q: Tell us one thing on your vision board or bucket list?
A: Traveling! I so want to take my kids to see places all across the U.S. and other countries.

Q: What is one belief you hold today that you didn't hold five years ago?
A: The commission is not worth it if they are not a nice person to work with. I am not going to spend all my energy on people who don't respect me as an agent. I learned that once I started spending more of my time focused on clients who did respect me I sold more and got more referrals from those clients.



Meckenzie TAYLOR-BELL

Keller Williams Kansas City North
Jeff Taylor Team

Q: Tell us about a risk you have taken in your life?
A: Jumping into real estate before graduating high school.

Q: What are you proud of in your career?
A: I'm proud to be a second-generation Realtor to carrying on my father's legacy of serving others with integrity, compassion, and heart.

Q: What goal are you chasing that scares you a little?
A: Filling my father's shoes in real estate.

Q: What season of life are you currently in?
A: Young adult with two years of marriage with a new baby girl.

Q: Community Involvement
A: Helping in our children's church and Kids Camp. I donate to help with preventing human trafficking, as well as team outreaches for the homeless and the hungry.

Q: What's something your friends know about you that most people don't know?
A: I've enjoyed renovating houses.

Q: If you could instantly master one skill, what would it be?
A: Sewing!!

Q: Tell us one thing on your vision board or bucket list?
A: I've always wanted to travel to Ireland!

Q: Tell us one thing you can't live without (family & phones don't count).
A: The Bible.

Q: What is one belief you hold today that you didn't hold five years ago?
A: I used to believe everything had to go according to plan. Today, I believe life's unexpected challenges often lead to the greatest growth.

Q: What is your superpower?
A: My Team Leader says I bring energy and light to the room.

Q: If your 15-year-old self could see you today, what would surprise them most?
A: How far I've come and how much life has changed in a short timeframe.

Q: Who do you admire and why?
A: My mother because she has shown me that you have grace without giving up your backbone; leading with kindness while standing firm in your values.

Mason MARRS

Keller Williams Kansas City North - The Marrs Group

Q: What goal are you chasing that scares you a little?

A: I have a number of goals both personally and professionally. I think the one that scares me the most is getting to the point of complete financial freedom. My wife and I recently started an 8-year plan to pay off our mortgage and then move on to paying off our rental properties. This goal would allow us to focus fully on the life we want to build and allow us the freedom to pursue the things in life either professionally or personally that we want without worrying about how it may impact the monthly budget. This goal is going to require years of focus and intentionality



toward a shared goal but something I know can be accomplished.

Q: What season of life are you currently in?

A: I have been married for almost 7 years. My wife and I have two kids. Our daughter is with Jesus and our son is 8 months old. This stage is so fun. Raising kids is challenging but the most rewarding thing I have done and will do. I am excited to see what the future holds for my family.

Q: Tell us one thing on your vision board or bucket list?

A: One thing on my vision board would be to one day start a nonprofit to help families who have lost children pay for

medical expenses and burial expenses. I strongly believe that every child deserves a proper resting place and the family should be free from the financial burdens that come from that. We were so blessed to have a lot of that taken care of for us when we walked through that and I would love to help run something that could help do the same for others.

Q: Who do you admire and why?

A: I admire my dad the most. He is someone who growing up was strongly committed to not only his job but to his family. He didn't let work get in the way and was very intentional with his time with us. It wasn't until having kids myself that I think I really grasped the sacrifice that it took to try and be present with your family while also accomplishing professional goals. Growing up I never had a doubt that he would be there when we needed him. He is the kind of person that would put his personal life on hold to help us reach our goals and that is something I strive to be for my family.

Breanne EGGERS

Keller Williams Kansas City North

Q: What are you proud of in your career?

A: Being a top-producing agent on my team while also being a full-time stay-at-home mom to two little kids with a third on the way. Family is absolutely everything and having a very successful career while not compromising time with my kids at such a young age is something I take huge pride in.



my family regularly and not worry about income. I want my money to work for me, not me work for money.

Q: What's something your friends know about you that most people don't know?

A: I married my middle school sweetheart. My husband and I met when we were 12 and 13 years old and we have been completely inseparable ever since. Everyone claims their spouse is their best friend but mine truly is!

Q: Tell us one thing on your vision board or bucket list?

A: Once my children are all in school, and my days look different. I WILL break 100

closings in one year. I know with more time and dedication I can absolutely achieve that goal. My time is coming!

Q: What are you most thankful for?

A: My health and the health of those around me. Something so simple but often taken for granted until you're face-to-face with a scare or serious issue. I am endlessly grateful to have a happy, healthy family.

Q: What is one belief you hold today that you didn't hold five years ago?

A: The power of manifestation. Believe you deserve it and the universe will serve it!

Q: What is your superpower?

A: Empathy. I can put myself in just about anyone's shoes. Step outside of my own perspective and really feel what someone else is experiencing. I think this is a huge superpower of mine when it comes to serving my clients.

Cathryn BYROM-SCHNEIDER

Keller Williams Kansas City Metro - Moving to KC

Q: Tell us about a risk you have taken in your life?

A: One of the biggest risks I have taken in my life was making a complete career change and becoming a real estate agent. I chose to step away from stability and familiarity to pursue a new path that would better support my family and create long-term financial growth. Starting over in a new industry required me to learn new skills, build confidence, and push through uncertainty. Although it was a risk, it has been one of the most rewarding decisions I've made, as it has given me the opportunity to grow personally and professionally while working toward a better future for my family.



Q: What season of life are you currently in?

A: I am in a season of growth and stepping into more confidence.

Q: What's something your friends know about you that most people don't know?

A: Something my friends know about me that most people don't is that I am very sensitive. I care deeply about people and often feel things on a deeper level, which helps me connect with others and be more empathetic in both my personal and professional life.

Q: If you could instantly master one skill, what would it be?

A: If I could instantly master one skill, it would be becoming a master electrician.

Q: What's a failure that ended up becoming one of the best things that ever happened to you?

A: One failure that became one of the best things for me was not finding my career path right away. Exploring different roles gave me experience and clarity, and ultimately led me to real estate, where I've found my passion and purpose.

Q: What is one belief you hold today that you didn't hold five years ago?

A: One belief I hold today that I didn't fully understand five years ago is that boundaries are a good thing. I used to think being available, helpful, and saying yes all the time was the best way to show care and commitment. Over time, I've learned that healthy boundaries actually protect my energy, improve my relationships, and allow me to show up as my best self for others.

Caitlyn LACY

Keller Williams Southland Partners - Lacy Land & Homes

Q: Tell us about a risk you have taken in your life?

A: Quitting my steady-paying job to start a career in real estate.

Q: What are you proud of in your career?

A: Being a top-producing agent so early on in our career.

Q: Community Involvement

A: Lion's Club member.

Q: What's something your friends know about you that most people don't know?

A: I can talk to anyone and be completely comfortable.

Q: If you could instantly master one skill, what would it be?

A: Relationship building.

Q: Tell us one thing on your vision board or bucket list?

A: Bucket list is travel to Scotland in the next couple of years.

Q: What are you most thankful for?

A: The support from my friends and family.

Q: What would your walk-up song be when receiving an award in front of a large crowd?

A: "Unstoppable."

Q: Tell us one thing you can't live without (family & phones don't count).

A: My dogs.



Q: What is one belief you hold today that you didn't hold five years ago?

A: People like to hear from me. I used to think I was bothering people by reaching out.

Q: What is your superpower?

A: My energy.

Q: If your 15-year-old self could see you today, what would surprise them most?

A: I think 15-year-old me would be surprised that I am a successful business owner.

Q: Who do you admire and why?

A: I admire my parents. They have always supported me and been my biggest cheerleaders.

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JOE FLANNER

NMLS # 1142971 / Branch Manager





2025

BY THE NUMBERS

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



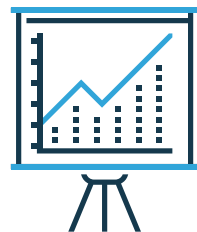
\$10,129,957,170

SALES VOLUME



21,477

TOTAL TRANSACTIONS



\$20,259,914

AVERAGE SALES VOLUME PER AGENT



43

AVERAGE TRANSACTIONS PER AGENT



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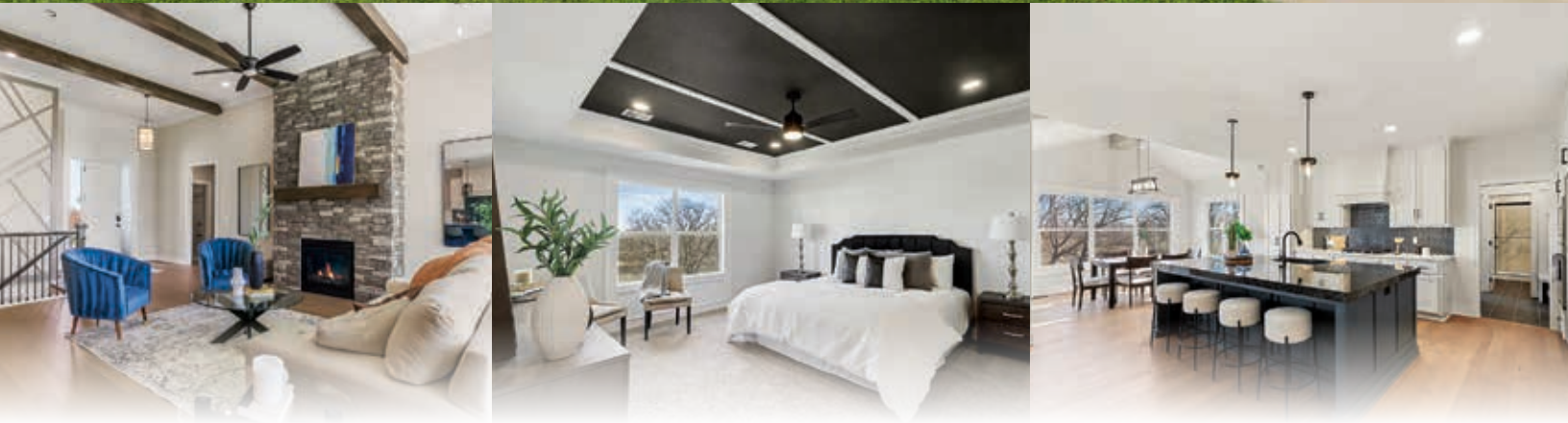
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FAQ about Kansas City Real Producers

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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