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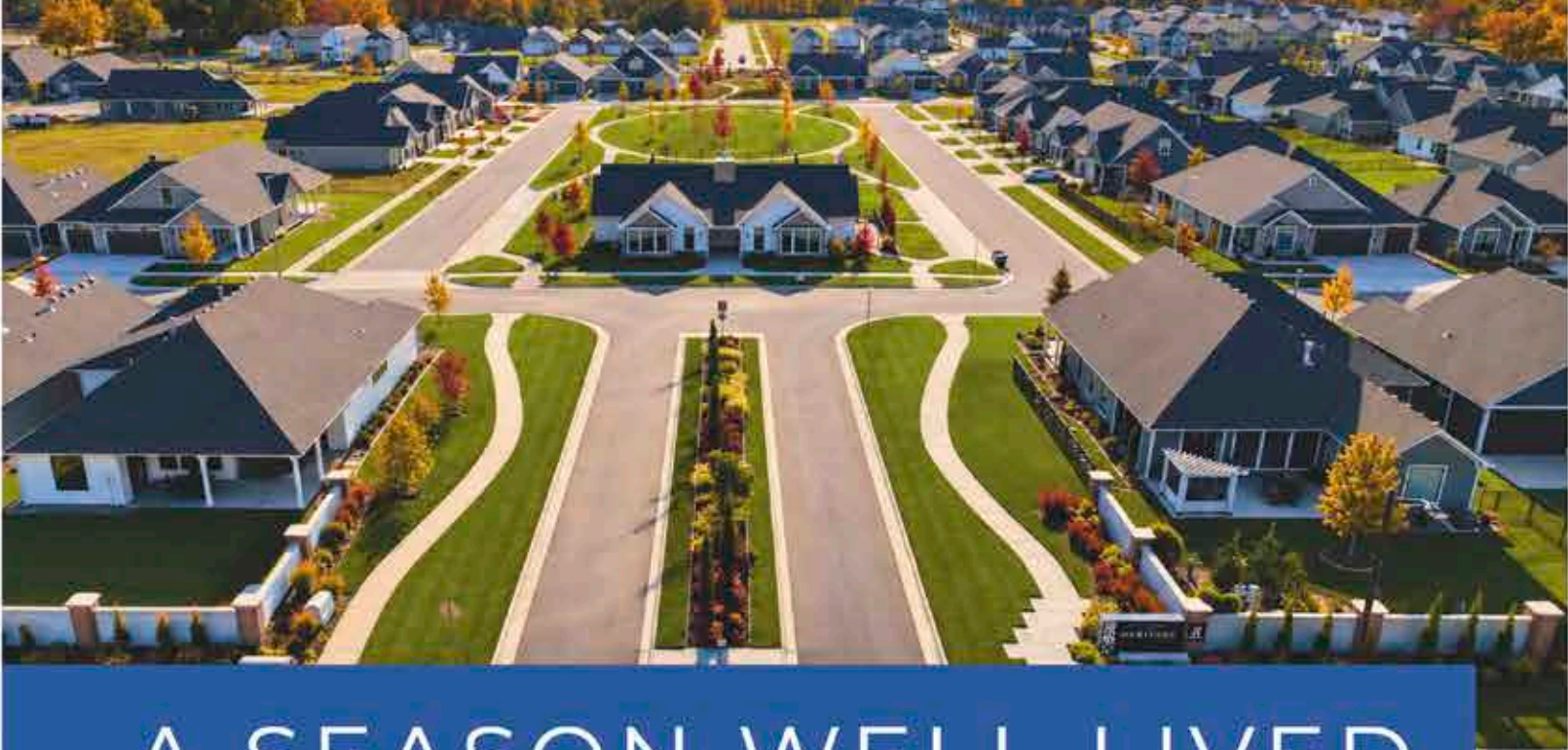


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MIKE ORR

BUILDING BONDS
& COMMUNITY

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

After 30 years in sales, Mike Orr has learned that success rarely comes down to a single transaction. It comes from relationships—the kind built through communication, consistency, honesty and taking care of people.

Today, as a Community Sales Specialist and REALTOR® with Perfection Builders, Mike applies those lessons while helping clients navigate an important transition in their lives. His primary focus is courtyard homes in communities popular with active adults, including empty nesters and those looking to downsize.

For Mike, helping someone find the right home for that next chapter has brought his career full circle.

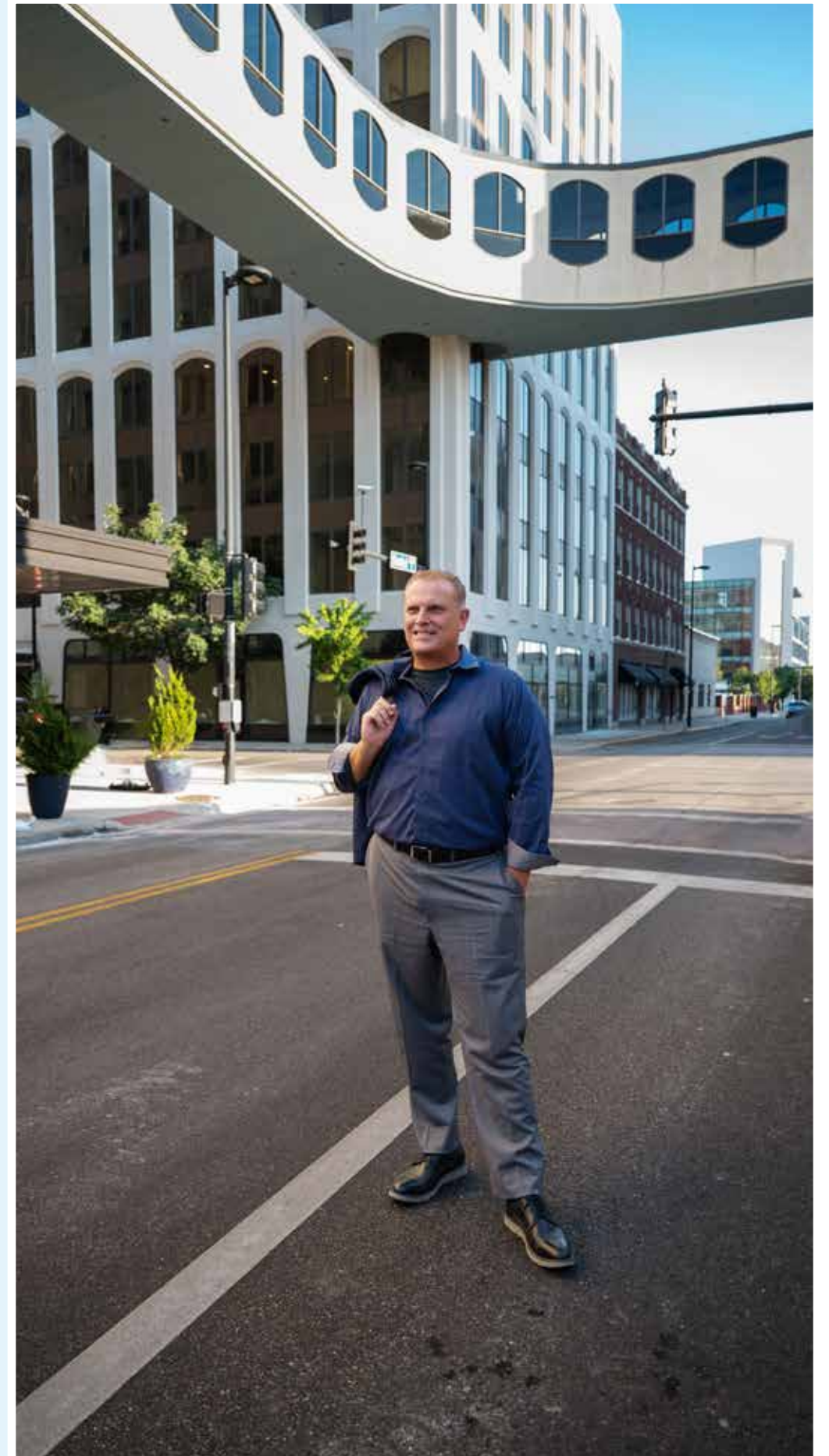
Learning Sales From the Ground Up

Mike's sales career began around 1996 when a friend convinced him to sell mobile homes in Wichita.

"I had no idea what I was doing," he remembers. "Scared to death. Never sold anything in my life."

Mike jumped in anyway, learning sales firsthand on a mobile home lot. He eventually gained management and regional experience working with dealerships in Kansas, Colorado and Wyoming.

In the early 2000s, he transitioned into media sales, spending approximately 12 years with Cox Media in





Wichita. Years later, another unexpected connection helped point him toward real estate. A neighbor Mike met during a transitional period in his life happened to be Jason, a builder with Perfection Builders. Jason encouraged Mike to earn his real estate license and join the company.

Mike became licensed in December 2020.

Helping People Through Change

Today, Mike works with many clients who are entering a different phase of life. Their children may be grown, their existing home may no longer fit

their needs, or they simply want a lifestyle with less maintenance and more freedom.

"I mean, it really is helping people through a transition," Mike says.

He has watched one development evolve from

"HOW MUCH THOSE PEOPLE HAD ALLOWED ME TO BE INVOLVED IN THEIR TRANSITION AND CHANGE THEIR LIFE. THERE WAS PLENTY TO BE THANKFUL FOR IN THAT ROOM."

six homes surrounded by open ground to a thriving neighborhood. At a community Christmas gathering, Mike found himself looking around the clubhouse at dozens of residents whose journeys he had been part of.

It was a powerful reminder that his work involves much more than selling houses.

"How much those people had allowed me to be involved in their transition and change their life," he says. "There was plenty to be thankful for in that room."

His success has followed. Mike says he has consistently ranked among the top 100 in the South Central Kansas MLS during the past five years, but he is quick to share the credit with the builder, team and product surrounding him.

For Mike, production is a byproduct of doing the work well.

Playing the Long Game

That perspective shapes Mike's advice to newer real estate professionals.



"COMMUNICATION, GRIT, STICK-TO-ITIVENESS, AND EVENTUALLY IT WILL ALL COME TOGETHER."



"Broadcast yourself on as many outlets as you can to bring the awareness, but also realize that it's a long game," he says.

Success requires work, responsiveness and a willingness to answer the phone when clients need you. Mike believes agents should communicate with fellow professionals the way they would want others to communicate with them.

He also stresses continual learning and immediate action. No two transactions are identical, and procrastination can allow important details to slip through the cracks.

"Communication, grit, stick-to-itiveness, and eventually it will all come together," he says.

Relationships Beyond the Closing

Mike hopes clients would describe him as honest, forthright and willing to admit when he doesn't know something.

"If I don't know something, I'll find out," he says. "But when I get back to you and give you an answer, it's going to be right."

Thirty years in sales have convinced him that relationships remain at the heart of the profession.

"You build a relationship with somebody, and you earn the opportunity to ask for their business," he says.

Ultimately, Mike hopes clients say working with him felt like "working with a friend."

Choosing a Fuller Life

Perhaps the most important message Mike has for

prospective buyers is not to wait too long to make a lifestyle change.

He sees clients hesitate because downsizing can feel like accepting a "lesser life." Once they make the move, however, he frequently hears exactly the opposite: "I don't know why I didn't do it sooner."

Part of that comes from the communities themselves. Neighbors embrace one another, watch out for each other and develop friendships that can become especially meaningful later in life.

One resident who moved from out of state after losing her husband told Mike she had made three of the best friends of her life—at precisely the time she needed them most.

Those moments are what stay with him.

Away from work, Mike enjoys golf and is a longtime Pearl Jam fan who has traveled to approximately 20 shows over the past decade. Most important, however, is his 22-year-old daughter. Being her dad and setting an example for her remain central motivations in his life.

His philosophy for her also describes the approach he has taken throughout his own journey: Life is hard, so choose the kind of hard that leads somewhere.

Work hard. Do the right thing. Take care of people.

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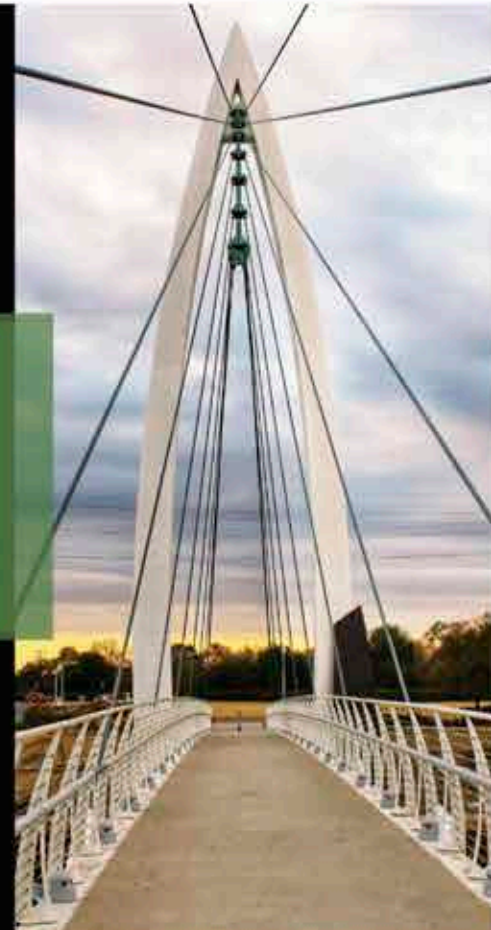
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A Mission of Second Chances

Don Smith doesn't describe Salt & Light Furniture Liquidations as simply a furniture business.

To understand the Wichita company—and the man who founded it—you have to understand something deeper. Don sees his work as an opportunity to serve people, create second chances and ultimately use business success to give back.

"This business isn't a business to me," he says. "It's a Jesus mission with a loading dock."

That philosophy is reflected in the company's name, inspired by Matthew 5 and the call to be the salt of the earth and light of the world. For Don, faith isn't a marketing strategy. It is the foundation.

Three Businesses Under One Roof

Salt & Light Furniture Liquidations operates at 1132 S. Santa Fe in Wichita, where Don describes the operation as three businesses stacked into one building.

The front is a public showroom featuring brand-new closeouts, overstock, canceled orders and open-box furniture. Behind it is a reverse-logistics and third-party logistics operation processing e-commerce



“

WE'RE IN THE SAME BUSINESS.

You put people in houses. We help make those houses feel like a home they can afford.”

returns. The company also wholesales inventory to more than 70 discount furniture stores across five states.

For REALTORS® and their clients, however, Don points to the company's Scan & Save department as an especially valuable resource.

Stagers and agents can shop for furnishings that help sellers prepare homes for the market, while buyers can find affordable furniture after making what may be the largest purchase of their lives.

“Your client just closed,” Don says. “We help them actually live in it.”

Starting Without a Seat

Don's education in the furniture business began during 15 years with The Mattress Hub under Ryan Baty.

He remembers starting as “the third man in a two-man store.”

“There wasn't a seat for me,” he says.

Over time, Don worked his way to Director of Sales, overseeing 13 stores and personally writing more than \$10 million in business. Along the way, he built relationships with furniture store owners and buyers throughout the region—connections that remain important today.

Salt & Light's liquidation business developed more organically. What began with Don purchasing liquidation trailers eventually grew into handling returns and logistics. A returns operation that started with only a handful of boxes now receives 30 to 40 trucks each month.

“We just kept saying yes and kept figuring it out,” Don says.

A Second Chance Put to Work

Don is equally candid about the path that brought him here.

He says he was in trouble as a young person, experienced incarceration as an adult and came through addiction. Rather than hide that history, Don talks

about it because he knows someone else may believe past mistakes have permanently determined their future.

“There's somebody working in a warehouse in this city right now who thinks their record is the end of their story,” he says. “It isn't. I'm the proof.”

That experience is also why supporting addiction recovery is central to Salt & Light's mission. Don and his wife, Kim, have supported recovery houses and other causes and intend to expand that impact as the company grows.

“If Salt & Light exists to fund any one thing, it's that,” he says.

Trusting the Referral

Don understands that when REALTORS® recommend a business, they are putting their own reputations behind that referral.

“We are a resource you can hand to a client without worrying,” he says.

Salt & Light keeps inventory available for clients who need furnishings quickly and offers delivery. Don also emphasizes honesty about product condition. If something is a return or has a flaw, the company discloses it and prices it accordingly.

And if something goes wrong, Don wants agents to know they can contact the owner rather than navigate a distant customer-service system.

“We're in the same business,” he says. “You put people in houses. We help make those houses feel like a home they can afford.”

The Balance Behind the Vision

Beside Don throughout the journey is Kim, his wife, co-founder and CFO.

Don describes himself as the accelerator—the person eager to chase the opportunity, buy the trailer and open the next lane. Kim brings financial discipline and operational balance. With a master's degree in nursing, experience as an APRN and 12 years running a Medi-Weightloss franchise, she brought considerable business experience of her own to Salt & Light.

“She is the single reason this company is still standing,” Don says.

Together, they are raising two young boys, another reminder for Don of what matters most.

Redefining Success

Don's definition of wealth is remarkably simple: being out of

debt and eventually having the freedom to give away his income.

For Salt & Light, success means building a company capable of functioning beyond its founder, paying its people well, earning partners' trust and generating enough profit to help fund recovery and help families affordably furnish their homes.

“If we did all of that and stayed honest, that's success,” Don says. “If we tripled the revenue and lost the mission, that's failure with a nicer parking lot.”

Ultimately, Don hopes his legacy isn't measured in furniture, trucks or revenue.

“I want to be remembered as somebody who made an impact on this world after spending a good part of his life trying to help destroy it and destroy himself,” he says.

And if people remember Salt & Light?

“I hope it's this: he built it to give it away.”

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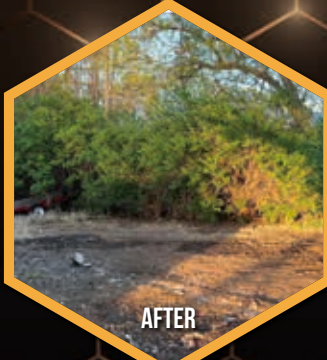
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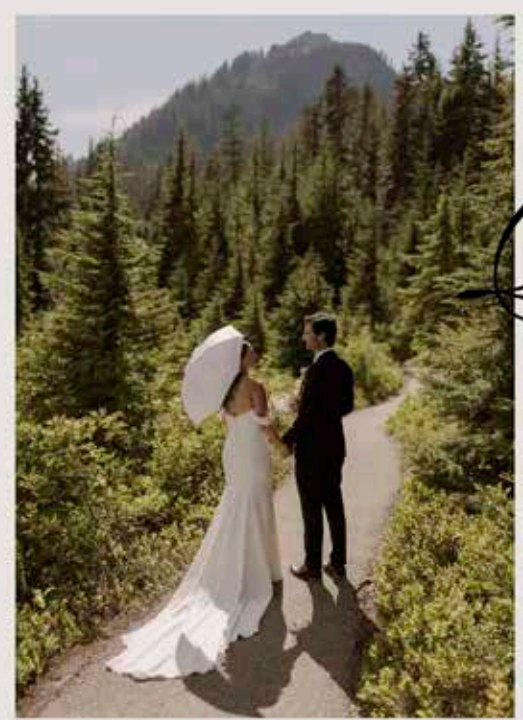


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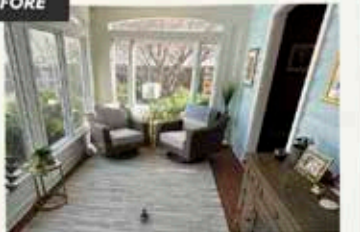
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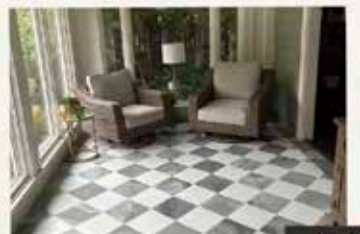
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Tiffany Clark

BRINGING Heart AND ENERGY

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

For Tiffany Clark, real estate is about far more than houses, contracts and closing tables. It is about people—their goals, their families and the excitement that comes with achieving something they may have spent years working toward.

A real estate professional with Heritage First, Tiffany has built her business around an outgoing personality, strong communication and a genuine enthusiasm for helping others. She even has a signature that captures her approachable style: “Your Favorite Homegirl.”

It is a fitting description for someone who wants clients to feel they have an advocate and friend beside them throughout their real estate journey.

Finding a New Direction

Tiffany earned her real estate license in 2020, but her journey began with a conversation about investment properties.

With her children still young, family members approached Tiffany about helping find investment properties and suggested she consider becoming licensed. At the time, she was working in the corporate world, where schedules were structured and flexibility was limited.



Real estate offered the possibility of creating a career that allowed her to be more available for her children.

Once she entered the business, however, Tiffany quickly realized she had found an opportunity that fit her personality and desire to serve others.

“I have too much of a personality and I had too much to offer not to actually have myself go into full-time real estate,” she says.

Born and raised in the community, Tiffany had already spent years volunteering through efforts such as food banks and Christmas gift programs. Real estate became another way to make an impact—this time by helping families accomplish important goals.

Embracing the Challenge

Making the transition wasn’t without uncertainty.

Leaving behind a corporate paycheck for a commission-based career required a significant mindset shift, especially while raising a family.

“It was a little bit scary for me, I’ll be honest,” Tiffany says.

She had to adjust to an entirely different financial rhythm while simultaneously learning the business and building a client base.

Her advice to new agents today reflects what she learned firsthand: “Be patient. Do not give up. Pray.”

Tiffany also encourages agents to have faith, put themselves in uncomfortable situations and become visible within their communities.

“The more people get to know you, the more you can tell them your story, what you can do and how you can help them,” she says.

The Joy of a First Home

Ask Tiffany what she loves most about her career, and one group



“BE PATIENT.
Do not give up.
Pray.”

holds an especially meaningful place in her heart: first-time buyers.

She loves all her clients, but there is something unforgettable about watching someone achieve the dream of homeownership for the first time.



Tiffany takes seriously her responsibility to guide buyers through one of life’s biggest decisions. She encourages them not to rush and works to ensure the home they choose meets their wants, needs and long-term goals.

“Just the excitement of the brand-new buyers is something that puts a huge smile on my face and warms my heart,” she says.

Communication That Creates Connection

Tiffany brings that same people-first approach to relationships with fellow real estate professionals.

She wants transactions to be collaborative rather than adversarial and prides herself on communicating effectively with agents on the other side. When challenges arise, her instinct is to help find a solution regardless of whether she represents the buyer or seller.

“We’re a team at the end of the day,” she says.

Some of the compliments that mean the most to Tiffany have come from other agents who appreciate her communication, positive personality and ability to help create smooth transactions.

Faith, Family and Community

Away from real estate, Tiffany’s greatest support system begins with her husband, Kelly, and children, Kamron and Savanna. Her extended family is substantial—Tiffany says her



father’s side alone has approximately 60 grandchildren—and family gatherings are an important part of her life. In fact, she says that being an aunt is one of her favorite things.

Free time often means lake days, camping and family trips involving siblings, nieces and nephews. When football season arrives, Sundays frequently revolve around football, food and family.

Faith is another cornerstone of Tiffany’s life. She also describes herself as deeply patriotic and passionate about supporting first responders and members of the military.

Those priorities—faith, family, service and community—are closely connected to the way Tiffany approaches real estate.

She wants people to remember the smile and outgoing personality behind “Your Favorite Homegurl,” but even more importantly, she wants them to remember someone who communicated, cared and was willing to help.

For Tiffany, that is what being at home in real estate is all about. ▀

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For Jill Crotty, wellness and beauty have never been two separate conversations. They are interconnected pieces of how people feel, function and move through their lives.

As founder and owner of Glow 365, Jill has created a destination where those worlds come together. From functional medicine and hormone health to medical aesthetics, IV wellness, massage and restorative experiences, Glow 365 is designed around a comprehensive philosophy: helping people look their best while also feeling their best.

It is an approach rooted in Jill's extensive healthcare background—and strengthened by a deeply personal appreciation for wellness.

Looking for the Root Cause
Jill has worked as a women's health nurse practitioner since 2010 and earned her doctorate as a nurse practitioner in 2018. Through the years, her interests expanded into medical aesthetics and functional health for women and men.

Functional medicine especially resonated with her because of its emphasis on understanding what may be happening beneath the surface.

Rather than simply addressing symptoms, Jill looks at factors such as lifestyle, mineral deficiencies and gut dysfunction to



identify potential root causes and opportunities to optimize health.

“I’ve really loved doing aesthetics and women’s health for a very long time,” she says.

As an entrepreneur, Jill also enjoys the creative side of building Glow 365—developing services, creating signature treatment experiences, strengthening her team and continually refining the brand.

Wellness and Beauty Under One Roof

What differentiates Glow 365 is the breadth of services available in one downtown location.

On the beauty side, clients can explore services such as lasers and injectables. Glow 365 also offers hormone consultations, an on-site lab for blood draws and well-woman exams.

The wellness offerings extend further with peptide therapy, IV wellness and iron infusions. Clients can relax in a salt cave, experience infrared and steam saunas or enjoy massage and facial services.

“It’s like inner wellness and outer beauty all under one roof,” Jill says.

Glow 365 also offers referral and membership programs that allow clients to select from a variety of services based on their individual wellness and beauty goals.

Helping Busy Professionals Recharge

For real estate professionals, Jill sees particular value in taking care of both sides of the equation.

REALTORS® work in a highly visible profession, so aesthetic services may help them feel confident in how they present themselves. Yet Jill believes what is happening internally deserves just as much attention.

Real estate can mean long days, unpredictable schedules and significant stress. Jill works with clients

on strategies involving stress management, lifestyle and sleep.

“Stress is very aging internally and externally,” she says.

The goal isn’t simply to add more things to an already crowded schedule. Instead, it is to help people find realistic ways to take better care of themselves while continuing to meet the demands of their careers and families.

Glow 365 is also open every other Saturday, providing another option for clients whose traditional work schedules make weekday appointments difficult.

A Personal Connection to Women’s Health

Jill’s passion for women’s health became even more personal through her own experience with breast

cancer. A survivor, she recently celebrated being one year cancer-free.

The experience has inspired her to think even more deeply about how she can help other survivors, particularly women navigating menopause who may not have access to all the same resources or treatment options as others.

That mission connects directly with the work Jill has wanted to do throughout her career.

“I’m very passionate about women’s health,” she says.

Her work in aesthetics is an extension of that calling. While cosmetic services are sometimes dismissed as superficial, Jill sees firsthand the emotional impact that feeling good about one’s appearance can have.

“We’re creating confidence and building confidence in people,” she says.

Honesty, Details and High Standards

Whether someone comes to Glow 365 for wellness, aesthetics or both, Jill wants the relationship to begin with honesty.

“We don’t push services or products that people don’t need,” she says.

Instead, Jill and her team look at long-term goals. Someone can begin with a single service and build a broader plan over time if that is what they want.

“I care about the details,” Jill says. “I feel like I combine clinical expertise with strong business instinct. I have very high standards, and I’m always trying to improve what I’m building.”

That commitment extends into the community. Glow 365 looks for opportunities to give back, including directing proceeds from event raffles toward community causes. The business also hosts special events throughout the year, including experiences for its VIP members.

For Jill, it all circles back to a simple but meaningful objective: creating a place where people can invest in themselves from the inside out.

At Glow 365, beauty may be part of the experience, but helping people feel healthier, stronger and more confident is the bigger vision. ▀

For More Information Please
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I feel like I combine clinical expertise with strong business instinct. I have very high standards, and I’m always trying to improve what I’m building.”





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RISING STAR

Melissa

ALVARADO

Dreams & Determination

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON

Thank you,
Antoine Agnew
FOR NOMINATING
MELISSA!

For some people, hearing the word “no” can stop a dream before it ever has a chance to begin. For Melissa, it has often had the opposite effect.

Throughout her life, there have been people who told her what she couldn’t do, what she wouldn’t accomplish and even what her future would look like. Rather than allowing those predictions to define her, Melissa transformed them into motivation.

That determination has become an important part of the person and professional she is today. Her journey is a reminder that sometimes the greatest source of motivation can come from deciding that other people don’t get to write your story for you.

As she says, “That same perseverance I have is what I use to my advantage when working with clients to get them where they need or want to be.”

Turning Doubt into Determination

Melissa remembers hearing discouraging messages from an early age.

“Ever since I was little, I remember being told, ‘You can’t do that. No, you can’t do that,’” she says.

Those words followed her into young adulthood. Melissa became a mother at a relatively young age, and once again, people around her were quick to predict what that would mean for her future.

She heard that she wouldn’t go to school. She was told she wasn’t going to accomplish anything. Perhaps most painfully, she heard that she wasn’t going to “be someone.”

Melissa could have accepted those assessments. Instead, each “no” became another reason to keep moving forward.

“That ‘no’ from everyone is kind of what always has pushed me to do what I want,” she says.



It is an outlook that speaks to resilience, but also to something deeper: a willingness to take ownership of her future regardless of what circumstances—or other people—might suggest is possible.

Creating Her Own Definition of Success

Becoming a mother young brought responsibilities and challenges, but Melissa refused to see motherhood as a reason to abandon her ambitions.

Instead, she continued pushing herself.

Her experience also shaped the way she approaches achievement. Success isn't simply about reaching a particular professional milestone. It is about knowing what she has overcome along the way and understanding that she has continued moving forward when others doubted her ability to do so.

That perspective has given Melissa an internal source of motivation that doesn't depend upon outside approval.

There is something powerful about proving someone wrong, but Melissa's story has evolved beyond that. What may have begun as a desire to show others what she was capable of has ultimately become something more meaningful: proving to herself that she can determine the direction of her own life.

A Lesson in Perseverance

Melissa's experience also offers an important lesson for others who may find themselves facing discouragement.

There will always be people willing to point out obstacles. Sometimes their

concerns may even sound reasonable. Life can be complicated. Responsibilities are real, and the path toward a goal rarely unfolds exactly as planned.

But Melissa understands that another person's prediction does not have to become your reality.

She has learned to keep going even when the easier choice might have been to accept someone else's limitations for her. Every step forward has helped reinforce the idea that determination matters—and that setbacks, challenges and criticism do not have to have the final word.

That mindset is particularly meaningful because Melissa isn't approaching success from the perspective of someone whose path has always been easy. She knows firsthand what it feels like to hear that the odds are stacked against you.

And she knows what it feels like to continue anyway.



Motivated by More

Today, Melissa can look back and recognize how much those early experiences helped shape her.

The young woman who was told she wouldn't go to school or accomplish anything continued building a future while also raising a family. Rather than seeing becoming a young mother as the end of her opportunities, she made it part of a much larger story.

Her children are also part of the motivation behind everything she continues to pursue. Building a meaningful life isn't simply about personal achievement; it is about demonstrating what perseverance looks like and showing that circumstances don't have to dictate possibilities.

That example may ultimately be among Melissa's most significant accomplishments.

Writing the Next Chapter

There is an unmistakable consistency running through Melissa's story. When she encounters a barrier, she looks for a way forward. When someone doubts her, she becomes more determined. And when life becomes difficult, she keeps working toward what she wants.

Her journey is still being written, and Melissa knows there will undoubtedly be more challenges ahead. But she also knows something today that perhaps she had to discover for herself years ago.

She is capable.

The voices that once said, "You can't," no longer get to determine what comes next.

Melissa does. ▼

There is an unmistakable consistency running through Melissa's story. When she encounters a barrier, she looks for a way forward. When someone doubts her, she becomes more determined. And when life becomes difficult, she keeps working toward what she wants.



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WALK YOUR PLANS WICHITA

For anyone who has ever stared at architectural plans and struggled to imagine what those lines will feel like in real life, Walk Your Plans Wichita offers an innovative solution: Don't just look at your plans. Walk through them.

Owners Cara McClenny, Sarah Milne and James Milne have brought technology to Wichita that allows homeowners, builders, architects, designers and others to experience plans at full scale before construction begins. The goal is simple—help clients make better decisions before changes become costly.

Bringing the Concept to Wichita

Sarah and James first discovered the concept on social media and immediately wished they had been able to use something similar when building their own home. Cara, who has a background in construction, had witnessed clients struggle to visualize spaces from traditional plans.

The three traveled to Cleveland to experience a facility firsthand and quickly decided they wanted to bring the concept home.

“We fell in love and decided we needed to bring it to Wichita,” Sarah says.

Q: What exactly happens at Walk Your Plans Wichita?

A: Walk Your Plans Wichita is a one-to-one scale projection facility. High-resolution projectors display plans onto approximately 2,500 square feet of floor space, while another projector can display imagery on a two-story elevation wall. That allows clients to physically walk through a future home or other space and experience dimensions, layouts and flow before construction.

Q: Why is seeing a plan at full scale so valuable?

A: Many clients aren't familiar with construction, and some are building their first—or forever—home. Seeing a life-size plan can reveal things that are difficult to recognize on paper.

“It's kind of just like having it before you have it,” Cara says.

At the time of the interview, every client session had resulted in at least one change. Some involved smaller adjustments, such as modifying a kitchen

island, while others resulted in significant changes to the orientation of a home.

Q: Can making those decisions beforehand save homeowners money?

A: Potentially, significantly. Cara and Sarah point to figures showing that the national average change order for a custom home is approximately \$4,600, with an average of about 6.3 change orders per home build. That is where the company derives its estimate that identifying changes ahead of construction could potentially save a homeowner around \$30,000.

Their philosophy sums it up well: “Walk your plans before you build.”

Q: How can REALTORS® incorporate the service into their businesses?

A: Walk Your Plans Wichita has created a REALTOR® program that rewards referrals and gives agents the opportunity to potentially pass those rewards along to clients. The owners believe offering the service can also help agents differentiate themselves by demonstrating that they care about how well a property ultimately works for a client and their family.

Technology Backed by Experience

The technology may initially attract attention, but the family behind the business brings valuable experience as well. James' construction background allows the team to provide additional knowledge when clients have questions and their builder or architect isn't present.

“We're bringing knowledge as well, more than just projectors,” Cara says.

Walk Your Plans Wichita is a three-person, family-owned and woman-owned company. Sarah and James are Cara's parents, and the family has roots in the Wichita area stretching back more than 40 years. They also enjoy giving back through charitable events and community involvement.

For REALTORS® and their clients, Walk Your Plans Wichita offers the opportunity to do something remarkable: step inside the future before building it.



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Stephanie LOWRY



For Stephanie Lowry, there is something special about watching a new home take shape from the ground up.

One day, there is an empty lot. Then a basement appears. Framing follows, selections begin arriving and, eventually, what once existed only on paper becomes the place where a family will spend the next 50 years making memories.

For Stephanie, a real estate professional with Preferred Properties of Kansas Inc., being part of that process never gets old.

“How cool is that, that I get to be even a little part of it?” she says.

A Foundation in Real Estate

Stephanie’s connection to real estate stretches back well before she began actively selling homes.

She initially received her real estate license in 2002 while working in Bank of America’s Urban/Farm & Ranch Real Estate Trust Department. Although she wasn’t selling at the time, her role exposed her to residential and commercial rentals, remodeling, inspections and other aspects of managing properties held in trust.



BENEFITS BEYOND THE HOME ITSELF

PHOTOS BY KIM STIFFLER
WRITTEN BY DAVE DANIELSON



Stephanie spent 11 years with Bank of America, much of that time in mortgage processing, before moving into the trust department. She later spent approximately four years working in the credit department of an agricultural company.

Those experiences gave her valuable perspective when she began actively selling real estate in 2017.

Her mortgage background, in particular, helped Stephanie understand the timelines lenders face during a transaction and the many moving pieces involved in getting buyers successfully to closing.

Finding Her Place in New Construction

Over the past nine years, Stephanie has developed a specialty in new construction, guiding buyers from lot selection through move-in day.

She helps clients understand floor plans, builder timelines, selections and the countless decisions involved in creating a new home. Currently, she is working in Phase 7 of Prairie Creek with Comfort Homes Inc. and Don Klausmeyer Construction.

One of her earliest ground-up construction experiences confirmed that she had found the right career.

After months of walking a family through each step, Stephanie finally reached closing day and handed them the keys.

“Their happiness makes it really worth it,” she says.

Her enthusiasm remains just as strong today. Stephanie loves watching buyers make selections and then seeing those individual choices come together in the finished home. She

also enjoys helping buyers discover move-in-ready spec homes, allowing them to enjoy everything new construction offers without waiting for the entire building process.

Earning Her Own Place

Real estate is also a family business for Stephanie.

Her mother, Judith Smith, owns Preferred Properties of Kansas Inc. Stephanie’s late stepfather, John Smith, was also an owner. When Stephanie decided to make a career change and work alongside family full time, she was determined to establish herself on her own merits.

She never wanted special treatment simply because she was the owner’s daughter.

Instead, she worked to earn her place—and gained invaluable knowledge from both Judith and John along the way.

Stephanie especially admires her mother, describing her as sharp, organized and an exceptional problem-solver.

“Watching her build and run a successful company has taught me more than any book ever could,” Stephanie says.

The results speak to Stephanie’s own accomplishments. With nearly \$39 million in career sales volume, she has ranked among the area’s Top 200 or 300 for several years and has earned Masters Circle and Presidents Club recognition multiple times.

Making Questions Welcome

For Stephanie, expertise also means making knowledge accessible.

New construction can feel overwhelming, especially to someone encountering contracts, selections, timelines and construction terminology for the first time. She wants buyers—and other agents—to always feel comfortable asking questions, regardless of how small they may seem.

“THERE ARE NO DUMB QUESTIONS WE HAVE ALL HAD OUR FIRST DAY ON THE JOB AND OUR FIRST NEW CONSTRUCTION CONTRACT.”



Her advice to agents entering new construction reflects that philosophy: visit job sites, attend walkthroughs, learn each stage of construction and ask questions.

“There are no dumb questions,” she says. “We have all had our first day on the job and our first new construction contract.”

Success Beyond the Closing

A Wichita native and Pittsburg State University graduate, Stephanie has three grown children—Morgan (Frank), Courtnee (Braeden) and Preston—and seven grandchildren, including two sets of twins. Family time often means movies, the zoo, Botanica or anything else the grandchildren can enjoy.

She also loves the Fourth of July, true crime, party planning, beautifully

wrapped presents and tacos. When Stephanie thinks about success, the answer returns to family, kindness, trust—and relationships. Stephanie’s background with interior design also comes in handy when making selections for spec homes.

Some former buyers continue stopping by the model home. Others invite her to block parties and family milestones. And years later, when life changes and they need another home, they call Stephanie again.

“For me, success in this business isn’t measured only in closings—it’s measured in the relationships that outlast them,” she says. “That continued trust is the truest measure of the work I do.”



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BLOOD CANCER UNITED



Turning Leadership Into **HOPE**

For more than 70 years, an organization known to millions as The Leukemia & Lymphoma Society has worked to improve the lives of people facing blood cancer. Today, that organization has a new

name—Blood Cancer United—and one of its signature fundraising efforts has a new identity as well. Formerly known as Man & Woman of the Year, Visionaries of the Year is a

philanthropic competition bringing together community leaders who are willing to put their relationships, influence and generosity to work for a powerful purpose. In Wichita, nominations are underway for the next

group of Visionaries who will raise money and awareness while supporting patients, families and research.

For Development Director Jennifer Clark, the campaign represents what can happen when passionate people throughout the community rally around a common mission.

Ten Weeks to Make a Difference

Visionaries of the Year is built around an intensive 10-week fundraising campaign. Candidates assemble teams and reach into their professional and personal networks to raise money in honor of local blood cancer survivors.

At the conclusion, the candidate whose team raises the most receives the Visionary of the Year title—but the real victory is measured in the collective impact the participants create.

Funds support Blood Cancer United’s mission to improve quality of life for patients and their families through groundbreaking research, free support and education, advocacy for access to quality care and other resources.

The Wichita campaign will kick off March 13 and culminate May 22 with a formal Grand Finale gala, where participants will fundraise right up until the final moments before the new Visionary of the Year is announced.

Right now, however, the focus is on finding the leaders who will make it happen.





Blood Cancer United is seeking potential Visionary candidates as well as people interested in joining the campaign's leadership committee, becoming sponsors or supporting the effort in other ways.

A Mission With a Face

Behind every dollar raised are real people and families. Few stories illustrate that better than that of Eevie Mulloy.

Eevie was born with congenital acute lymphoblastic leukemia (ALL) and was given a 17 percent chance of survival. She became an honored hero for the organization in 2017. Today, Eevie is 12 years old and thriving, although she continues dealing with some of the aftereffects of what she endured.

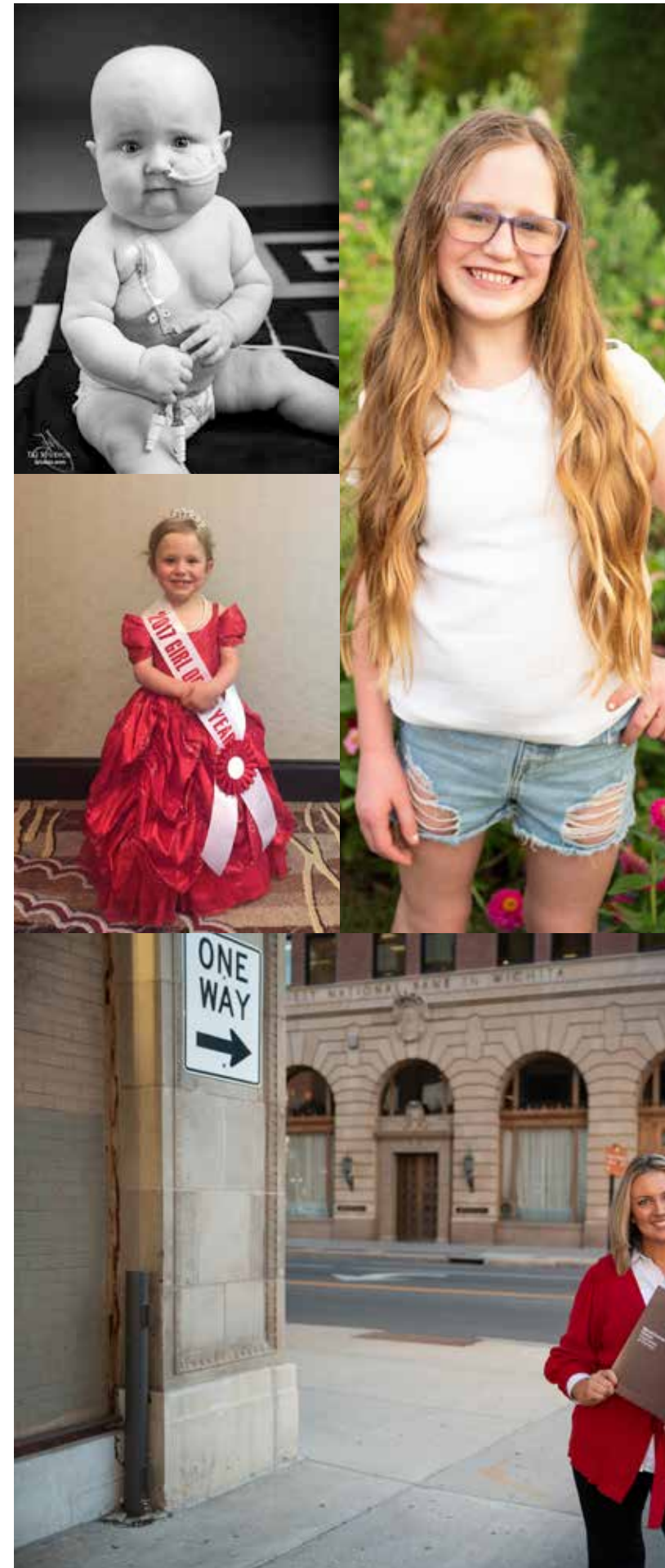
Her story puts a human face on a disease that continues to affect families every day.

According to information shared by Blood Cancer United, someone in the United States is diagnosed with blood cancer every three minutes. Leukemia ranks as the most common cancer among children, while lymphomas rank third.

For Eevie's family, Blood Cancer United became an important source of strength during an unimaginably difficult journey.

"Blood Cancer United has been an anchor when we needed support and a light when all we could see was darkness," her family shared.

Research, Resources and Real-World Support



The money raised through campaigns such as Visionaries of the Year helps fuel work on several fronts.

Jennifer notes that funds raised can help support specialized care in Kansas at institutions such as KU Medical Center and Children's Mercy. Blood Cancer United also provides travel grants designed to ease some of the additional burdens families can face when treatment requires repeated trips, including expenses for gas, hotels and meals.

Research represents another important component. Jennifer says Blood Cancer

"Blood Cancer United has been an anchor when we needed support and a light when all we could see was darkness."

United has helped fund over 80% of FDA -approved blood cancer treatments since 2017.

Those accomplishments reinforce why the organization continues looking for community members willing to lend their voices and connections to the cause.

A New Face for the Wichita Campaign

This year also marks a new chapter locally with Tasha McKeever stepping into the role of Campaign Development Manager for Visionaries of the Year in Wichita. As the staff partner and local face of the campaign, Tasha will work alongside candidates, committee members and supporters as they build momentum toward the spring campaign.

For Wichita-area real estate professionals and other community leaders, there are numerous opportunities to participate. Some may be ready to step forward as a Visionary candidate and rally their own network. Others may be natural connectors who can serve on the leadership committee, nominate someone, sponsor the campaign or support a candidate.

Whatever the role, Jennifer hopes people will recognize the difference their involvement can make.

At its heart, Visionaries of the Year is about transforming leadership into action—and action into hope for families such as Eevie's. ▀

The invitation to Wichita is simple: Be a connector. Be a supporter. Be a Visionary.

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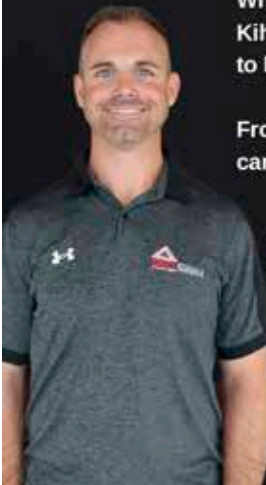
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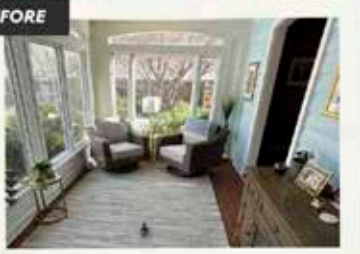
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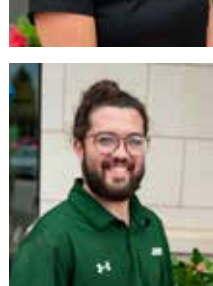


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meet the community



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!



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Networking Opportunities!

Thursday, October 1

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, October 1

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**

Tuesday, October 6

11:00am -12:00pm

COFFEE & CONVERSATIONS

The Vagabond, 614 W Douglas

All are welcome, no RSVP required, also occurring on October 13th, 20th and 27th **Contact Michelle Crubaugh**

Tuesday, October 6

10:30am -12:30pm

THE COLLECTIVE NETWORK

Speaker: Damon Young of Lead Wichita

The Commerce Club, 150 N Main

Membership required, **Contact Trent Barney**

Thursday, October 8

6:30pm - 9:30pm

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, October 20

10:30am -12:30pm

THE COLLECTIVE NETWORK

Halloween Costumes encouraged

The Commerce Club, 150 N Main

Anyone may attend, but RSVP is required: **Contact Trent Barney**

Wednesday, October 21

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**

Saturday, October 24

3:00pm - 6:00pm

BOO AT THE BOATHOUSE

The Boathouse, 515 S Wichita

All are welcome, FREE, no RSVP required, **Contact Amanda Jolley of Luxe Living ICT**

Have an Idea?

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

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SAMAR Edenfield

WRITTEN BY DAVE DANIELSON

A New Chapter for REAL and RE/MAX

Samar Edenfield has seen plenty of change during nearly two decades in real estate.

She earned her license in February 2007, just before the housing crash, and built her career during one of the industry’s most difficult periods. Today, she is the Kansas State Broker for Real Broker LLC, overseeing approximately 640 to 650 agents across the state, while also leading the nine-person Samar and Associates team.

Now, Samar has a front-row seat for another major evolution: Real’s acquisition of RE/MAX.

For Samar, the opportunity is exciting because it brings together two organizations with different histories, strengths and business models. Just as importantly, she believes it creates possibilities for agents while allowing both brands to retain their identities.

Built Through Change

Change has been part of Samar’s career from the beginning.

Entering real estate just before the 2008 crash meant learning through adversity. She remembers reaching a point when she was making so little that she told her broker she needed to quit. Instead, he encouraged her to remain in the business, assuring her that those who survived the downturn would benefit when the market returned.

She stayed, worked other jobs around the office, learned everything she could and eventually became a top producer.

“I always say we grow through what we go through,” Samar says.

That experience helped shape how she views change today—including the Real and RE/MAX venture.

Q: What excites you most about Real and RE/MAX coming together?

A: Samar believes each organization brings something valuable to the relationship. She describes Real as a high-tech company with core values including “work hard, be kind” and “collaboration over competition.” RE/MAX, meanwhile, brings a powerful name, a long history in real estate and a strong tradition of client service. For Samar, the possibilities come from bringing the people and ideas behind those strengths together. “All of these great minds at the top of these two companies [are] coming together to build something just beyond imagination for the agents at both companies,” she says.

Q: Will the Real and RE/MAX brands remain separate?

A: According to Samar, that is what agents have been assured. “Real will stay Real, and RE/MAX will stay RE/MAX,” she says. The two companies have distinctly different models. Real operates as a cloud brokerage and one company rather than a franchise organization, while RE/MAX operates with a brick-and-mortar franchise model. Samar says the expectation is that both models will remain intact while gaining opportunities to learn and grow from one another.

Q: What would you tell agents who are uncertain about the changes?

A: Samar understands why change can create questions, particularly in an industry that has already experienced significant transformation. She believes some of that uncertainty will naturally diminish as people see how the organizations work together. “Once the dust settles, the excitement will set in for those that might have a little unsurety right now,” she says.

For her part, Samar says Real is embracing its newly expanded RE/

MAX family and looking forward to seeing what increased collaboration can bring to the industry.

Q: With technology and business models changing, what still matters most for an agent?

A: Relationships. “The most important thing in this business is relationships, connections,” Samar says. “Take care of people, and they will take care of you.” That philosophy extends to how she defines an agent’s role. Buying and selling a home can accompany major—and sometimes difficult—life transitions. Samar believes great real estate professionals understand the responsibility that comes with helping clients through those moments. “You are a consultant. You are an advisor. You are never a salesperson,” she says.

Energy for the Future

Nearly two decades after beginning her career during a historic downturn, Samar remains energized by what comes next.

Companies may evolve. Technology will continue advancing. Business models may change.

But for Samar, the foundation remains the same: keep learning, embrace change and never lose sight of the people at the center of the business.



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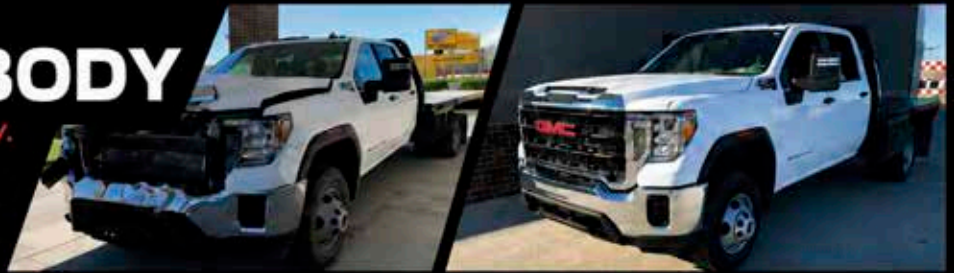
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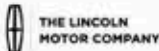
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