



# TOP REAL ESTATE AGENT

LINDSAY SCHULZE

REECE NICHOLS REAL ESTATE



Just when you think the real estate world can't get any cooler, you meet Lindsay Schulze. She is an undeniable rock star in an arena with a different kind of audience. This top real estate agent hits the ground running every day, and she has no complaints about going the distance.

"It's been amazing," beamed Schulze when referring to her role as a Senior Sales Executive on the #1 Koehler Bortnick Team with Reece Nichols.

Since January 1st of this year, Schulze has sold \$20+ million in sales and \$140+ million overall in her career. Lindsay's can-do attitude is virtually unstoppable. A whiz at juggling multiple clients simultaneously, Schulze has the uncanny

ability to make sure every single one feels like royalty. Operating on extreme passion that fuels her to remain on task literally 24 hours a day, seven days a week, 365 days a year, Schulze understands this is a full-time job on steroids, but when you love what you do, why even call it a job?

"My clients are like family to me," she smiled. "And when they work with me, they get 110% of me. I want to make sure they are making the best decision financially, as this is their largest investment."

That's just how Schulze operates. Full throttle. Full steam ahead. Unwavering enthusiasm.

"I love every inch of this business," she noted. "I enjoy every aspect of it, and that is what makes it so fun for me. This does not feel like a job; this is my passion."

Blessed with the ability to handles many tasks at the same time with grace and ease, Schulze stands at the ready to help clients navigate the process of buying or selling a home, and a significant part of that success is due to her self-devised and seemingly flawless system of doing business.

"I developed my own system for buyers and sellers that I have used for the past 11 years. It's organized. It works. And I totally rely on it," Schulze said.

Now in her 11th year as a real estate agent, Schulze dove into the scene in 2005 and soon bore the title of Rookie of the Year, quickly escalating to becoming the top performing agent on the Koehler Bortnick Team, which is currently home to 45 agents.

"I push myself," she stressed. "I work hard and am constantly on the go. Giving the best service to my clients is what drives me to do this."

To that end, Schulze, who did \$23+ million in sales in 2015 (despite having a baby that year!), stood at \$20+ million in mid-July of this year and is on track to reach her goal of \$30+ million for 2016.

But why stop there? Already focused on her 2017 agenda, Schulze anticipates 100 transactions in the coming year with an estimated sales projection of over \$40 million.

How does she make this happen?

"My business is nearly all referral-based," she indicated. "I continually keep in touch with my clients, past and present, and I am willing to



jump through any hoops and hurdles that come my way. I know that my clients hire me to be there for them, and I am committed to their success and satisfaction. In turn, I don't have to look for business. My past clients do this for me."

Among Lindsay's many accomplishments include recognition by KC Magazine as Best in Client Satisfaction for 2007-2016; honored by Ingram's Business Magazine as one of the "20 in Their Twenties" for 2010; the cover agent for Top Agent Magazine with a six-page article in 2015; and Kansas City Homes & Style Magazine Top Real Estate Agent for 2015 and 2016. She is also a certified member of RELO, America's #1 relocation network that has given



her invaluable experience with assisting clients with the out-of-state relocation process.

Successfully wearing many hats, Lindsay is part Realtor, part contractor, part financial planner and more. Her overall goal for each client is to keep them in the know, educated and entirely comfortable with the process, from start to finish.

"Each person with whom I work definitely feels as if he or she is the only client I have," asserted Schulze, who is clearly a top-notch people person with a natural ability to endear anyone to her infectious personality and approachability. She is also known for her knowledge of the market and her ambitious and aggressive negotiating skills. She is a leader of the pack with a strong referral

base and her clear communication skills give people the opportunity to first become a client and then ultimately a friend. For Lindsay, success with each transaction is not just a goal; it's a promise. ■



FOR ADDITIONAL INFORMATION ON LINDSAY SCHULZE,  
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