

Going the extra mile is a must when it comes to success in life. Lindsay Schulze goes the extra TEN. And she does it with a rare energy and vitality, that most of us could only dream of having.

recognized for her hard work. She thrived on the fast pace of the ad world, but her heart wasn't in it. She choose to try her hand in real estate, and the rest as they say, is history. She started her career in



Starting her career in the high-pressure environment of advertising, she quickly realized that she wanted something more fulfilling and where she would be

2005 and immediately stood out, taking home the Koehler Bortnick Team Rookie of the Year Award.

Though her hard work paid off for her



that first year, she says it isn't always the norm. "The first year can be tough. If I were to give a new Realtor just starting out in the business advice, it would be to make sure you have a solid year of savings built up to give them the buffer they need for that first year while they build their business. And then reach out to your circle of influence, the people that know you and trust you," says Schulze. "It also helps to have a strong team behind you with a great training program like the Koehler Bortnick team at ReeceNichols."

Her stellar training and driven tenacity certainly paid off. With dozens of awards and accolades under her belt, that isn't what drives her. It's the clients that inspire her to get up and going every single day.

"Working with clients and seeing how happy and excited they are — that's what I love more than anything. I am able to help them fulfill a lifelong dream — finding a home where they can make beautiful memories with their family. That's pretty special," she emphasized.

Her clients are her number one priority always. "I am 100% referral based, which I am so very grateful for. I feel strongly about providing exceptional service to my clients and treating everyone the same — regardless if they are selling a \$100,000 home or a \$2,000,000 home. My main goal is providing my clients with a completely satisfying, fun and memorable experience so when the time comes for their neighbor or family member to buy or sell a home, I am the first person they say to call. My approach is never 'one size fits all,' because each client and each situation is unique," she explains. "I create a custom



strategy for each buyer and seller so that I can manage their expectations from the outset with honesty and integrity."

Lindsay says she takes as many opportunities as she can to work with different clients, including sellers, luxury



buyers, property investors and developers, dedicating herself to their needs. "I think it's very important to be diverse in service as an agent, because it keeps you knowledgeable in many different facets," she said. She is also a certified member of

sold over 27 million, and the year isn't over. She is the #1 producer for the Koehler Bortnick team. Her impressive list of accolades include: Best in Client Satisfaction by KC Magazine for 2007-2017; honored by Ingram's Business Magazine as one of the "20 in Their Twenties" for 2010; the cover agent to Top Agent Magazine with a six-page article in 2015; and Kansas City Homes & Style Magazine Top Real Estate Agent for 2015, 2016 and 2017.

As her business has grown, so has her family. "With 3 little ones, 5, 2 and 10 months, it's critical to have structure at home that keeps everything organized. My husband is wonderful and so very helpful. We love it here. The Kansas City area is so warm, welcoming and vibrant, which I love. The people are amazing. I really can't see myself doing anything else." ■

RELO, America's #1 relocation network that has given her invaluable experience with assisting clients with the out of state relocation process.

Her hard work and passion shines through in her results. In 2017, she has



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