

When you initially meet Megan Irvine, you are immediately drawn to her. Full of grace, charm and genuine warmth, she's just one of those people who you would be honored to call a friend.

Megan grew up in small Kansas town and it's important to her that her clients

relationship. It's easy to get caught up in the rat race of a large city. Often Realtors get so busy, they don't find time to keep in touch with clients after the sale is over and I think that's why there is so much client attrition. It's so very important for me to take time to visit them at least a few



feel that personal attention that you so often get in a small town. "Growing up in Phillipsburg, with its neighborly commitment, gives me an intense sense of loyalty and highly competitive drive." Throughout her childhood, Megan explains, she always had a striving, let's do this! attitude. "And I still give this same focus to my career, because I believe it's important to not forget your roots, what's shaped your personality, and to approach each client's unique situation with determination and devotion."

"I pride myself in that I grew up in a tiny town with one stoplight. It's important to me bring those small-town roots to Kansas City. I want to serve my clients in a way that brings real human nature to the

times a year, kiss their babies and watch their families grow. I believe that is why my clients are 98% referral based, because they know I value them."

Megan went on to explain, "You've got



to have a servant's heart in this industry and that's the way I lead our team and the way we run our business. We are not the kind of team that showcases faces up on billboards. We just rely on our hard work and treating our clients well, in return they provide for us," she said. "I feel most inspired about my career when clients refer their friends and family to me. I absolutely love what I do. We strongly feel that if we do the right thing and work with integrity, then people give back."

And the numbers speak for themselves. Her sales last year were over \$33 million and they served over 120 families in



Kansas City, positioning her team within ReeceNichols' Top 25.

Megan began her career in real estate, though that wasn't the plan originally. "I earned my degree in Elementary Special Education and planned only to sell houses in the summer to supplement the teaching income. I grew up with parents as teachers and knew we made ends meet with income from farming. However, I sold my first house that summer right out of college and never stepped foot in the classroom. That was it for me. I fell in love with the business — hook, line, and sinker."

Megan tells us how she became so successful. "All I have ever done is real estate, I have a kinesthetic style of learning, meaning I love to jump in and do it. I see life and real estate experiences as a petri dish. I love to walk through it with families and then analyze/think about what I have



learned and apply that toward the next family's moving experience. I am always looking for ways to grow my capacity and serve at a higher level. I look for mountains to climb and am not intimidated by difficult



or seemingly impossible obstacles."

And it's paid off. Megan doubled her business during the recession, something that was unheard of during that turbulent time in the industry. She credits her success to her team and the strong support of

tracking their numbers and forecasting their big-picture vision. "We don't buy into shenanigans like ads in a bathroom stall somewhere in town!" Megan laughs. "We do fundamental marketing, listing, and social media strategies, so we can cover the whole city. But at heart, we're face to face and word of mouth with current and past clients." ■



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