

# WENDY FOIL TEAM

## Family-Oriented; Committed; Go-Getters

*Making sure clients feel valued is a lifestyle for this accomplished real estate team.*

Did you know buying and/or selling a home can be an enjoyable and stress-free experience with a strong focus on the results you want and deserve? What if I told you there is an outstanding team of real estate agents right here in the metro area that fully embodies integrity, knowledge and trusted expertise in every transaction? Meet The Wendy Foil Team with ReeceNichols. When

they would all probably tell you that getting up to go to work every day is an honor and a privilege. The focus is less on the sale (yes, they do want to get the job done) and more on the full satisfaction of their clients. The Wendy Foil Team always makes it happen; makes it right; and makes it fun.

Owner Wendy Foil grew up in the real estate industry. Her grandparents owned a brokerage and her mother, aunt and uncle were all Realtors. So, while she never really expected it to happen, Foil just naturally followed in their footsteps, working first as a leasing consultant for new construction in Texas, then transitioning to a property management position here in town and eventually working on Kathy Koehler's team at ReeceNichols, where she honed her skills before establishing her own team. The team may be small in numbers, but it is definitely mighty in what it offers.

"We continually go the extra mile for our clients," expressed Foil. "We definitely work hard, but there is so much fun in what we do, and that's the best part about it."

That work pays off, too, both for the team and for the clients. The Wendy Foil Team has been the top producing team in the area, ranked #30 in the State of Kansas for sales volume and #31 for number of transactions. They have also been recognized as a 5-Star Best in Client Satisfaction for 13 years straight.

When clients partner with Wendy and her team, they will immediately feel a sense of family, a feeling they have been welcomed home, and that is exactly how Foil wants them to feel. After all, this is a true family business. Upon graduating from college, both of Foil's daughters, Hannah Shireman and Sarah Harnett, joined forces with their mom to create a cohesive team of dedicated, compassionate, and experienced agents. Sarah is now in her eighth year with the team and Hannah is in her fifth, solidifying the notion that this is truly in their DNA.

you partner with this group of dedicated professionals, you are sure to enjoy winning results. Not only are they passionate about what they do, they are also extremely enthusiastic about working with their clients, meeting new people, and forging lasting relationships along the way. Yes, this team works incredibly hard, but in reality,



COMING SOON

"We have a blast working together," reflected Foil, whose team diligently does whatever it takes to get the house sold and/or get the client into the right home. "We want to make the home buying and selling experience fun and not stressful."

Foil has been a strong example for her daughters, who continually sing her praises. As a result, each of them has a natural proclivity for delivering authenticity, compassion, integrity and honesty at every turn, something they learned from Foil while growing up.

"She has always given everything to her clients, being their



JUST SOLD

of trust with them and their friends and family as well."

And clients can feel secure in the decisions they make.

"We love to make our clients feel that we have taken care of them from start to finish," said Shireman. "We like to educate our buyers and sellers along the way as much as possible because we love to help people feel confident about their decisions when this is one of the biggest decisions they'll make."

Another highly integral individual on this team is Client Care Manager and licensed agent, Alicia Cabrera-Hill, who feels as if she is a true part of this family.

"I feel like a part of the Foil Family," she smiled. "We all work well together and support each other not only in this business but personally and spiritually. Plus, we truly care about our clients and always put them first. For us it is not about making the sale it is about making sure our clients are happy. In the end they become more than just clients, they become friends. We are always there for them any time of day. Even after closing they know they can always reach out to us."

The Wendy Foil Team is active in the community serving in their local churches as well as organizations like KC Serve and Kendra's Legacy Foundation. Each member of their team is proud to call Kansas City their home town. ■



JUST LISTED

biggest supporter and advocate and at the same time being our family's biggest supporter and advocate," expressed Harnett. "She gives 100% of herself and never complains."

That natural instinct for selfless generosity is easily translated into top-notch customer service for this team.

"We really try to listen, understand and know our clients' needs," continued Harnett. "Every transaction is different because every person is different, so we try to meet each client where they are at and cater to their needs based on their current situation. We look at our relationship and hope for it to be a lifelong relationship

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WENDY FOIL  
*real estate team*



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