

# LINDSAY SCHULZE



For award-winning real estate agent Lindsay Schulze, her inner spirit and drive to be the best of the best is what allows her to not only accomplish things many of us may only dream of, but she does so with one single mission in mind: ***What can I do today to better serve my clients?*** The awards she wins are not just for her; they are a reflection of the outstanding experiences her clients can expect. Perfection in terms of delivering the best in client satisfaction is a difficult level to attain, but somehow Lindsay makes it seem like it's all in a day's work.

As an independent agent working on the #1 Koehler Bortnick Team/ReeceNichols, Lindsay's production in 2018 was nearly \$40 million, all of which was accomplished on her own. Now in her 15th year in the business, Lindsay continues to gain velocity as she continues to lead as the top agent, not only within her company but also in the metro area.

"It was an incredibly busy year," she reflected, perhaps in a bit of awe as to how she actually did this herself. But, to others, it comes as no surprise. She is a go-getter in the true sense of the word. As

a result of her efforts over the years, Lindsay has been beneficiary of countless awards, honors and recognitions, all of which she seems to take in stride. However, earlier this year, Lindsay was honored at a ReeceNichols awards banquet in such a fashion that truly tugged at her heart strings. Founder and owner, the Jerry Reece, took to the stage and enthusiastically sang Lindsay's praises before presenting to her the ...

## "TOP AGENT OF THE YEAR AWARD"

"It was so awesome," smiled Lindsay. "Throughout the years of working as an agent, it's nice to have the 'famous' Jerry Reece recognize you. His presentation of the award made me feel like a million bucks, and I truly appreciate the time he took to present this award to me. It meant a lot."

Before Jerry introduced Lindsay at the ceremony, he made sure to brief the audience on all that Lindsay has accomplished in her real estate career, all delivered with a genuine level of respect and adoration. Jerry emphasized Lindsay is ...

## "NOT JUST THE #1 AGENT WITH KOEHLER BORTNICK, BUT ALSO AS A SINGLE AGENT IN THE ENTIRE CITY"

"She did this on her own without a bunch of team members," he noted in his speech. He then emphasized how Lindsay was honored in the national Top Agent magazine with a six-page spread, bringing national attention not only to ReeceNichols and Koehler Bortnick, but to Kansas City as a whole. Additionally, he pointed out, Lindsay was selected as Top Agent from 2015-2019 by Kansas City Homes & Style magazine, and that for 13 straight years, she was honored as providing Best in Client Satisfaction Award by KC magazine.

One of the hallmarks of Lindsay's awards collection is one she received in 2010. Ingram's magazine recognized her as one of its Top 20 in Their Twenties winners, which is given for top business owners in any industry, not just in real estate.

So, how does Lindsay continue to push forward with such a competitive drive and a willingness to help others?

"I am always on for my clients," Schulze asserted. "I never stop working for them. I love my job and am committed to always being available to my clients to ensure they have the absolute best experience throughout the entire process."

That willingness to perform for her clients has led to Lindsay's business growing nearly 100% by referrals. Word about a real estate transaction as amazing as Lindsay provides just gets around, and to illustrate just how big of a heart Lindsay has for others, Jerry offered a touching – yet perfect – story that highlights the character from which Lindsay's heart is made.



He recalled how one day many years ago he was driving south on State Line Road, approaching 95th Street. All of a sudden, traffic had come to a complete stop. No one was moving in any direction. Soon, he noticed a head of blonde hair darting about the cars. Apparently, a small dog had been running in between the cars on the busy road, and Lindsay stopped her car and was chasing the dog to rescue it.



"From that point on, I knew big things were to come," Jerry smiled.

Great things continue to pour from Lindsay's work ethic and from her heart. While she is wholly devoted to her husband and three kids, she also is highly involved with the community and the city and enjoys giving back to a hometown that has given so much to her. Her strategies for success always include doing as much for others as she possibly can. Apparently, she is living up to her mission, as evidenced by the 70+ testimonial letters she has received justifying the significant amount of respect and admiration her colleagues, peers, friends and family have for her. Plus, she is just as fun-loving and down-to-earth as one could possibly be. That is probably her biggest draw. Making positive connections with people is an instinct for her. ■



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