



AAGW

APARTMENT ASSOCIATION OF GREATER WICHITA

April
2017

RentPath originally started as K-III Communications in the late 80s. The company later adopted the name Primedia in 1997 and focused primarily on print multi-family consumer guides. In 2011 the company was bought and renamed "RentPath". It was also this same year that RentPath went all digital for its listing services.



Rentpath is based in Atlanta, GA and offers four listing sites, apartmentguide.com, rent.com, rentals.com and lovely.com. Mark May has been with the company since December of 2015 and has thoroughly enjoyed building relationships with all the properties in Wichita! "It's exciting to visit all the diverse communities and learn what each one's specific challenges are. I love to customize solutions that make the most sense for each site." RentPath focuses on generating leads but they also work to provide additional business tools such as market insight reports, Media Center by which to reach residents via text or email, and Certified Residential Ratings.

Being a Wichita native, Mark understands the strong sense of the hometown feel we have and after having lived in other states now has an even stronger appreciation of how great Wichita is. Being in the market daily gives him a great perspective to help each property in their marketing needs. He loves that he can sit down face to face and have conversations. By living here, he feels he has an extremely strong sense of the multi-family market specific to Wichita and the business environment we face. RentPath is a forward moving company, having put new leadership in place that come from such companies as Google, Expedia and Vonage. The past 15 months Mark has also gotten involved heavily with AAGW and is currently the Suppliers Council vice president. He especially enjoyed helping lead the AAGW Give Back event this past December. "What a humbling experience to see everyone come together in effort to help those in our community in need." Thanks Mark, we are very happy to have you!

Member of the Month

By Ann Ballinger, CCM Countertops

The AAGW is pleased to announce that Tom Stewart, an outside sales rep for Sherwin-Williams, is our Member of the Month for April. Tom started out strong in his involvement with the Supplier's Council three years ago, and has been a steadfast asset to the organization ever since. He has invested much of his "spare time" serving on the Board of Directors for the last 1 ½ years, and being involved in the Round for the Red, Maintenance Mania, the Trade Show, and many committees. Not bad for a guy with a wife and four children, who also keep him on his toes, with sporting events and other family responsibilities!

His plan for meeting all of these challenges is to keep it simple - attend the meetings, get involved, learn all you can, and enjoy the experience. All of the friendships you will make along the way will ultimately help to boost your business, and enhance your social life.

Obviously, here is a man who could simply say - like so many of us do - "I just don't have the time!" He is proof that we could all be more involved if we choose to. Thank you, Tom, for making a choice to join us - we truly appreciate all of your hard work!



Tom Stewart
Sherwin Williams



The Grapevine

By Lindsey Kirk, Communications Chair, Builders, Inc.



SunStone Apartment Homes at Fox Ridge has hired Abby Dumler as their new leasing agent!

HAPPY ANNIVERSARY ALLISON!

Congratulations to Allison Blake of Real Estate Personnel, Inc., who has been bringing people together for over 10 years now! When Allison was hired as a staffing consultant in February 2007, the Wichita branch of REP was still relatively unknown within the local apartment scene. She was promoted to general manager just a few months later. Under her leadership, Allison helped brand Real Estate Personnel as THE staffing agency to call for all property management's hiring needs. She credits much of her success with REP to the relationships she formed through her involvement with the AAGW. Cheers to Allison for her milestone and for her continued dedication to the apartment industry!

BABIES, BABIES, BABIES!

Key Management is happy to announce some new additions on the way. Emily Hazen, with Morgan's Landing, is expecting a baby boy, named Gabriel, this July and Cody Stout, with Prairie Villa/Beacon, is also expecting a baby girl, named Macy, this May. Congratulations!

American Pest

Marshall Merritt has joined the Wichita team of American Pest Management. Marshall has already passed his Kansas Department of Agriculture General Exam and will be hitting the streets on his own very shortly.

SAYING GOODBYE

By Josh Turner, Treasurer, Builders, Inc.

Albert Einstein once said, "Life is like riding a bicycle. To keep your balance you must keep moving." AAGW's long-time Executive Director, Tisha Cannizzo, is taking that advice and will soon be embarking on a great new journey to begin a new chapter in her life. April 28th will mark an end to a chapter in Tisha's life and the beginning of a bright new chapter filled with exciting new opportunities.

Tisha has been part of the AAGW team for more than 13 years and her skills, dedication and hard work have taken our Association to levels our founders never imagined possible. AAGW sponsors events of the same caliber as much larger markets, with much larger staffs and we always do it right, much of that credit goes to Tisha. She has been the heart of AAGW for many years and she will be sorely missed but we are all excited about the great opportunities that await a person of her great talents. We appreciate all of her hard work and all that she has helped us to accomplish over the last 13 years.

Tisha, your friends at AAGW wish you all the success and happiness that this world has to offer. You have truly been an asset and we have no doubt that your future is bright wherever you land. Thank you for all your years of service to our industry. You have impacted many lives and careers. GOOD LUCK!



Trade Show, Maintenance Mania & Seminars



AAGW's Trade Show, Maintenance Mania and Education Seminars are just weeks away. Make plans now for your staff

to attend. There's something for everyone! Visit www.myaagw.com/trade-show.html for more information.

**MAINTENANCE
MANIA!**

Katie Rigsby Seminars

8:30 - 10 am - What Did You Call Me? I Do More Than Lease
10:15 - 11:15 am - Handling the Haters
12:30 - 2 pm - Are You Packing Too Much In Your Life's Luggage?

Maintenance Mania?

1 pm - Participant Check-in and Practice
2 - 4 pm - Competition

Trade Show 4 - 7 pm

Thursday, April 27
Cessna Activity Center
2744 George Washington Blvd.

UPCOMING EVENTS

Register Today at myaagw.com!

Thursday, Apr. 13, 11:30 am - 1 pm

Furniture Options
Board of Directors Meeting

Wednesday, Apr. 19, Noon - 1 pm

Furniture Options
Suppliers Council Meeting

Tuesday, April 18, 11:30 am - 2:30 pm

Abode Venue
IREM Monthly Meeting with Police Chief, Gordon Ramsay
Register at www.iremwichita.com

Thursday, Apr. 27

Cessna Activity Center, 2744 George Washington Blvd.
8:30-10 am - *What Did you Call Me? I Do More Than Lease!*
10:15-11:15 am - *Handling the Haters*
12:30-2 pm - *Are You Placing Too Much In Life's Luggage*
2-4 pm - Maintenance Mania (participants check-in at 1)
4-7 pm - Trade Show

Thursday, May 11, 11:30 am—1pm

Furniture Options
Board of Directors Meeting

Wednesday, May 17, Noon- 1pm

Furniture Options
Suppliers Council Meeting

Friday, May 26

Tallgrass Country Club



REFER
REFER
REFER

When you refer a new member, invite them to the next monthly meeting with you. At the meeting you will get to pop a balloon with the chance to win a prize of \$25 - \$100 value. Additionally, the person with the most referrals at the end of the year will be recognized at the annual meeting for helping the AAGW grow.

Please help us welcome our new members!

Park Place Pratt

Commercial Lawn Management

U.S. Signs & Screenprinting



www.myaagw.com Tips

1. Click on the front page photo of the Trade Show to see details about April 27.
2. Send us property pictures to use on the header.
3. Click on the scrolling pics at the bottom of the home page to see and download event photos.

YOUR AAGW AMBASSADORS

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