



AAGW

APARTMENT ASSOCIATION OF GREATER WICHITA

**March
2017**

Oxi Fresh Carpet Cleaning

In October 2013, Eric Fahnestock brought the revolutionary Oxi Fresh Carpet Cleaning franchise to Wichita and the surrounding communities. The Oxi Fresh technology uses 20 times less water than an average steam cleaner for a fast, one-hour dry time. Their green, enzyme-based products are 100% safe for children and pets and can clean the dirtiest of carpets, including those with pet stains and odors. With an Oxi Fresh cleaning, your carpets are not saturated, your carpet pad stays dry, and it aids in preventing the growth of mold and mildew, all extending the life of your carpet.

Oxi Fresh does not push a ton of water down into the carpet and try to suck it back up again. Their machine has brushes that scrub and powerfully lift stains out with their potent enzymes, so there are no hoses to run throughout the units. Therefore, when a stain is gone, it is gone. It has not been pushed down into the carpet only to resurface again after it dries. So, before you look to spend the huge dollars to replace that dirty carpet, call Oxi Fresh to come "rescue" your carpets and save you thousands of dollars each year!

For a free estimate or to schedule an appointment, please call Eric Fahnestock directly at (316) 655-4303 or email him at Eric@OxiFreshKs.com. Or, you can always see him at an AAGW event or at a Board Meeting. An Oxi Fresh cleaning is like none you've ever seen before, and it dries in an hour! Give Oxi Fresh a try today. Eric, Matthew, Chris, and Devon very much appreciate the opportunity to serve you.



Member of the Month

By Ann Ballinger, CCM Countertops

This month, Ryan Farrell, with Sunstone Apartment Homes, is our latest Member of the Month. Ryan got involved by attending a few events, such as a Fair Housing class, and the Round for the Red tournament. When called upon, to represent his company at a board meeting, he signed on, and has been a valuable board member since.

Currently serving as co-chair of the Membership Committee, working to inspire non-member properties to join the AAGW. He is proud that Sunstone was one of the showcased communities for last year's bus tour and continues to find the AAGW to be a wonderful source for networking, finding new vendors and staying current with all of the latest changes to the industry - including legislation.

A family man, Ryan enjoys quality time with his wife and three children - and, of course, "the best dog in the world", Scout. His zest for life is reflected by his family values and we appreciate that this carries through into his work ethic. His thoughts on the subject - "Just when you think you have something figured out in this industry, it will change on you. So, be prepared, find ways to keep yourself motivated, and get away from your daily work zone occasionally to learn and stay sharp!" Good advice, Sir - so glad you came on board with us!



Ryan Farrell
**SunSTONE
Apartment Homes**



The Grapevine

Sherwin-Williams is pleased to announce that Brian Miller has been promoted to Store Manager of at 4040 W. Central effective March, 6th. Brian joined Sherwin-Williams in 2006 in San Diego as a Manager Trainee and has held the positions of Assistant Manager, Store Manager, Res Repaint Sales Representative and Commercial Store Manager. After experiencing years of success in the San Diego area Brian and his family will be relocating to Wichita. Sherwin-Williams and AAGW congratulate Brian on his new position!

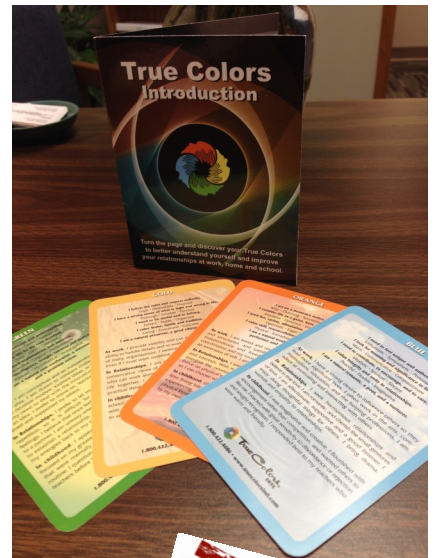
After 16 years of employment with Case & Associates, Jeff Harmon has taken the leap and joined the Key Management team. Jeff is the new Vice President of Property Management and excited to start his next journey!



By Lindsay Kirk, Communications Chair Builders, Inc.

True Colors was held on February 22nd from 9-12 at ABODE Venue. The AAGW course consisted of breakfast, a knowledgeable instructor, and a three hour course to help you discover your True Colors. This class was intended to help yourself learn and grow in all areas of life and to have a better understanding of yourself and others. Each color card described a personality type, and the goal was to determine your color as well as others' colors. By doing so you were able to better understand the different types of personalities and learn how to adapt to personalities that may be different from your own. The knowledge from this course could be used at work, home or school and truly enables you to better understand and therefor adapt to different types of people and situations. We encourage everyone to attend the next True Colors class and benefit from this exciting and interactive course!

Thank you to our breakfast sponsors:



Maintenance Mania 2017



MAINTENANCE MANIA!

By Betty Wares, Metro Appliances and More

This year's Maintenance Mania kick off was held Thursday, February 23rd at Metro Appliances and More. Cox Communications sponsored a wonderful lunch, a big thank you to them for the delicious grub! We had a great turn out of 48 maintenance professionals! They were able to register as well as pick up their supplies to build their cars. For those of you who didn't get wheels, they are in and can be picked up by calling Betty at 316-461-7472. The competition will be held before the Trade Show on April 27th at Cessna Activities Center, 2744 S. George Washington Blvd, at 2-4 pm. Participants can check-in and practice, beginning at 1 pm. A big thank you to all of the Suppliers for their support, as well as to Dave Pfaff with Indian Hills Ace Hardware for all of his help as co-chair!

UPCOMING EVENTS

Register Today at myaagw.com!

March 4-8

NAA Capitol Conference
Washington D.C.

Thursday, Mar. 9, 11:30 am - 1 pm

Builders, Inc.
Board of Directors Meeting

Wednesday, Mar. 15, Noon - 1 pm

Furniture Options
Suppliers Council Meeting

Thursday, Mar. 16, 11:30 am - 1 pm

Abode Venue, \$25/member
Membership Meeting
Curb Appeal

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

Thursday, Apr. 27

Cessna Activity Center
Seminars - 8:30 am—2 pm
Maintenance Mania - 2-4 pm (1 pm practice)
Trade Show - 4-7 pm



**REFER
REFER
REFER**

The AAGW is looking for new suppliers, management companies and apartment communities to join the Association. If someone you know is interested in the benefits of being a member of your local apartment association, please refer them to our website to complete an application. Make sure they tell us you referred them!

Once the new member is approved, invite them to the next monthly meeting with you. At the meeting you will notice a bouquet of balloons, just waiting to burst. Each balloon will contain a prize of \$25 - \$100 value. As the recruiter, you will get to pop a balloon and collect the prize inside. 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. Now, get to popping!



www.myaagw.com Tips

1. Use the icon that looks like 2 dots to view and download event photos.
2. To find a vendor contact, click on Member Center at the top. Go to Supplier Guide, Directory Search. Type in your own search info. or click on a member category type.

YOUR AAGW AMBASSADORS

<p>GERON SMITH • General Manager Phone: (316) 761-0057 GSmith@actcat.com ADVANCE CATASTROPHE TECHNOLOGIES, INC.</p>	<p>JAMES CARLOS • Branch Manager Phone: (316) 943-1400 wichita@cbcarpets.com C&B CARPETS & SERVICES</p>	<p>TARYN HALL • Office Manager Phone: (316) 201-6264 Taryn@ACUTEconstruction-ict.com ACUTE CONSTRUCTION SERVICES, INC.</p>
<p>BETTY WARES • ARD Sales Phone: (316) 941-4040 B.Wares@metroappliancesandmore.com METRO APPLIANCES & MORE</p>	<p style="text-align: center;">We need your help. If you have been a member for a year or more and have time to visit 10-15 properties each month, give Allison a call at 316-665-6575.</p>	<p>MARK MAY • Sales Executive Phone: (316) 210-2155 mmay@rentpath.com RENTPATH</p>
<p style="text-align: center;">Get in the door at apartments. Build relationships with apartment staff.</p>	<p>DAVID PFAFF • Commercial Sales Manager Phone: (316) 259-4876 David@IndianHillsHardware.com INDIAN HILLS ACE HARDWARE</p>	<p style="text-align: center;">We need to fill these spots with Ambassadors! What suppliers do you know who are</p>
<p>ERIC FAHNESTOCK • Franchisee Phone: (316) 655-4303 Eric@OxiFreshKS.com OXI FRESH CARPET CLEANING</p>	<p>JEREMY PARKS • Business Development Phone: (316) 670-9722 JParks@FurnitureOptions.com FURNITURE OPTIONS</p>	<p style="text-align: center;">personable, love AAGW and want an opportunity to network with apartment staff?</p>

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Who consistently go Above and Beyond
To support the AAGW!

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