

2013 **SBA**

BUSINESS RECOGNITION

## Healthcare Real Estate Group



**Owner**  
**Nature of Business**  
**City, County**  
**Website**  
**Structure**  
**Began**  
**Employees**  
**KSBDC Consultant**

**Austin R. Kinzle**  
**Commercial Real Estate Broker**  
**Wichita, Sedgwick County**  
**www.hcreg.net**  
**Limited Liability Company**  
**November, 2010**  
**3**  
**Alan Badgley**

Merging his education, training and background in healthcare with his new found interest in real estate, Austin Kinzle began his quest to become a successful entrepreneur.

In 2007, Austin contacted the KSBDC to discuss his idea to engage the healthcare community from a real estate perspective. His initial thoughts were much broader in scope; i.e. real estate, practice management services and business solutions, etc. Alan Badgley of the KSBDC helped him to see the need to refine the scope of services to a more manageable entry point into the market place.

According to Austin, the main challenge he faced as a new entrepreneur was not having a clear understanding of the many fundamentals of starting up a new business. "Freedom" is the one word Austin uses to describe the best thing about being a small business owner. "Seeing the fruits of your hard labors manifested into a reality that has relevance for your intended clients is the satisfaction."

Austin was also recognized in 2012 as a Wichita Business Journal '40 under 40' honoree which distinguishes individuals in the community for business accomplishment and community service.

"Go see the KSBDC for genuine, unbiased service! They are highly confidential with information provided to them about your business ideas. Their consultants will listen to you and provide you with relevant information specific to your industry interest." – Austin



**Wichita State University**  
**Kansas Small Business**  
**Development Center**

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### SECRET TO SUCCESS

**Persistence and having a genuine passion**  
**for seeing your ideas go from conception**  
**to completion. – Austin R. Kinzle**

