



Giving back to children has always been a focal point for Rachel and Dan Kendall. Before becoming a REALTOR® in 2008, Rachel was a schoolteacher and owner of a women's fitness studio. Real estate was an extension of teaching for Rachel and a way to impact more lives, not only through helping families into homes, but through larger philanthropy efforts.

Rachel is passionate about people. "I became a real estate agent because I wanted the opportunity to have an impact on people's lives. I love teaching, and real estate is just like my career in education—the subject just happens to be real estate," says Rachel. "I thrive on watching every member of our team achieve above average success. As a team, we have the highest sales per agent annually of the leading teams in the Triangle," she explains.

Rachel understands that although it may be their team's 2,000th transaction, it is often the first-time experience for her clients, and she prides her team in their professionalism. Rachel started her team as she believed in the concept of people with the same vision, care, and concern. This vision has helped The Rachel Kendall Team quickly become the number-one resale team in the Triangle.

Throughout their real estate career, Rachel and Dan have contributed a portion of each sale to many different children's charities, but have formed a partnership with the Ronald McDonald House of Chapel Hill (RMHCH) in particular. "Our partnership with RMH was our chance to help all children with health needs and their families," says Rachel.

The mission of the Ronald McDonald House of Chapel Hill is to provide a "home away from home" for families of seriously ill or injured children who must travel from across North Carolina and beyond for specialized medical care at area hospitals. The mission statement of the Rachel Kendall Team is "helping families create homes, one house at a time." "For me, our partnership with RMHCH closes the circle," says Dan.

On May 17, 2018, they celebrated RACH Kid's Toy Store at the Ronald McDonald House of Chapel Hill. The Rachel Kendall Team Family Foundation completely renovated a room at the House and transformed it into a "toy store." Every child that stays at the House has the opportunity to pick out a brand-new toy from the fully stocked room. For every house the Rachel Kendall Team sells, they contribute a brand-new toy to RACH Kids Toy Room. The Rachel Kendall Team Family Foundation was created to ensure this legacy would live on through fundraising and toy donations. Since opening the RACH Kid's Toy Store, 353 kids have received toys from the program.

"We are so grateful for Dan and Rachel Kendall, Mahala Landin (Managing Director), and their team. Their commitment to serving children and their enthusiasm for making things brighter for children going through an incredible challenge is inspiring. The Rachel Kendall Team comes to the House with toys, financial support, meals, and more," says Liz Snyder, Executive Director of the Ronald McDonald House of Chapel Hill.

Tying their business to such a meaningful cause has given the Rachel Kendall Team a new motivation. "We want to continue to achieve consistent growth in sales, but without sacrificing the care and quality of the service we provide our clients, and without compromising the qualitative results of our team members. This will help us live our culture to continue spoiling more families and giving back to more children simultaneously," says Rachel.

For more information about RMHCH and to learn how you can get involved as well, please visit <https://rmh-chapelhill.org>.