

COLORADO SPRINGS

# REAL PRODUCERS<sup>®</sup>

INFORMING AND INSPIRING REAL ESTATE AGENTS



Dean  
Weissman



*Capture Life Photography*

Pictures provided by Heidi Mossman with Capture Life Photography. To schedule your own portrait session, please call 719-789-5558.

OCTOBER 2019

Protect your investment and those who matter most.



**24/7**

ONLINE BOOKING AT  
[BandMhomeInspections.com](http://BandMhomeInspections.com)

Speak to our customer care team at  
**719-648-2835**

**Brick and Mortar**  
**HOME INSPECTIONS, INC**



# FALL FESTIVAL

Saturday, October 12 | 11am-3pm  
Gold Hill Mesa Community Center  
142 S Raven Mine Dr.



**Food TRUCKS** | **FREE CONCERT**  
featuring  
**Thunder & Rain**

**\$10 wristband for kid's activities**  
Includes one small pumpkin, pony rides, petting zoo,  
face painting, and more!

# TABLE OF CONTENTS



**08**  
Publisher's Note



**10**  
Top Producer  
Dean Weissman




**16**  
Empire Title



**20**  
What IS It?



**30**  
Hit Parade



**42**  
Up And  
Coming Real  
Estate Agent:  
Lisa Fisk



If you would like to inquire about advertising in Real Producers, contact [Mark.VanDuren@N2pub.com](mailto:Mark.VanDuren@N2pub.com), 720-384-4883. For stories, contact [Mark.VanDuren@N2pub.com](mailto:Mark.VanDuren@N2pub.com), 720-384-4883

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. NOTE: When community events take place, photographers may be present to take photos for that event and they may be used in this publication.



**TWO MEN AND A TRUCK.**  
"Movers Who Care."

- Free no-obligation estimates
- Moving & packing services
- Competitively priced boxes & packing supplies
- Local & long-distance moving
- Professional, trained, and uniformed movers

**TWO MEN AND A TRUCK.**  
719.576.6683 (MOVE) | [twomenandatruck.com](http://twomenandatruck.com)  
Each franchise is independently owned and operated.

- Lorson Ranch (Ft Carson) from the high 200's to the mid 300's
- Meridian Ranch (Peyton/Falcon) from the high 200's to the mid 400's
- Wolf Ranch (Briargate) from the high 300's to the high 400's
- Mountain Valley Preserve (next to BLR) from the high 200's to the high 300's
- Village Center (Monument) from the low 400's
- 4% commission!



Saint Aubyn Homes

212 N Wahsatch Ave # 201  
Colorado Springs, CO 80903  
(719) 304-4919  
[www.saintaubynhomes.com](http://www.saintaubynhomes.com)



First American Title is  
**Making Closing Fees Simple**

By including more services in our Closing fee, we've made it easier to quote settlement fees and understand closing costs.



Make the simple choice.

Choose First American Title  
for your next closing.

For more information or a quote on title rates and escrow fees, please contact Ben or visit [www.FirstAmRates.com](http://www.FirstAmRates.com).



**BEN GOSZ**  
SALES REPRESENTATIVE  
CELL 719.684.3695  
[bgosz@firstam.com](mailto:bgosz@firstam.com)  
[www.firstam.com/title/co](http://www.firstam.com/title/co)



First American Title™

Here is an example of fees that may be charged by other companies.

	OTHER COMPANY	FIRST AMERICAN TITLE
Basic Resale Escrow Closing Service	✓	✓
Recording Services	ADDITIONAL CHARGE	INCLUDED
Courier / Express Delivery	ADDITIONAL CHARGE	INCLUDED
Cashier's Checks	ADDITIONAL CHARGE	INCLUDED
Incoming / Outgoing Wire Services	ADDITIONAL CHARGE	INCLUDED
Release Tracking Fee	ADDITIONAL CHARGE	INCLUDED

Title premium charged separately. Applies to residential resale transaction only. Does not include third party fees or those imposed by a government entity.

COLORADO | Effective Dec 20, 2018

This is not a complete Schedule of Fees. All fees subject to state rates as applicable. Above pricing does not include recording fees, mortgage registration fee or commission for. As with any insurance contract, the issuing provisions govern the coverage afforded by the title insurance policy and there are exceptions, exclusions and conditions to coverage that first or reserve the coverage afforded by the policy. Also, some coverage may not be available in a particular area or transaction due to legal, regulatory, or underwriting considerations. Please contact a First American representative for further information. The services described above are typical basic services. The services provided to you may be different due to the specifics of your transaction or the location of the real property involved. First American Title Insurance Company and the operating divisions thereof, make no express or implied warranty respecting the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and firstam.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.

©2019 First American Financial Corporation and/or its affiliates. All rights reserved. (NYS) FRF (06/2018) 0219

**PREFERRED PARTNERS**



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**AUTO**

Lexus Of Colorado Springs  
(719) 358-0111  
[lexusofcoloradosprings.com](http://lexusofcoloradosprings.com)

**CATERING**

Salt of the Earth  
(719) 466-9004  
[sotecatering.com](http://sotecatering.com)

**FLOORING**

Carpet Direct  
(719) 930-4847  
[carpetdirectnow.com](http://carpetdirectnow.com)

**HANDMADE PENS**

Samuel Pen Co  
(719) 310-9394  
[samuelpenco.com](http://samuelpenco.com)

**HEATING & COOLING**

Springs Heating & Cooling  
(719) 235-3779  
[springshac.com](http://springshac.com)

**HOME BUILDER**

Classic Homes  
(719) 785-3309  
[classichomes.com](http://classichomes.com)

David Weekley Homes  
(480) 768-4944  
[davidweekleyhomes.com](http://davidweekleyhomes.com)

Keller Homes, Inc.  
(719) 388-2323  
[kellerhomes.com](http://kellerhomes.com)

Oakwood Homes  
(719) 380-5092  
[oakwoodhomesco.com](http://oakwoodhomesco.com)

Saint Aubyn Homes  
(719) 244-3645  
[saintaubynhomes.com](http://saintaubynhomes.com)

**HOME BUILDERS ASSOCIATION**

Housing & Building  
Association of Colorado  
Springs  
(719) 592-1800  
[cshba.com](http://cshba.com)

**HOME INSPECTION**

AmPro Inspections  
(719) 648-4098  
[amproinspections.com](http://amproinspections.com)

Brick and Mortar Home  
Inspection Inc.  
(719) 648-2835  
[bandmhomeinspections.com](http://bandmhomeinspections.com)

Compass Home Inspection,  
LLC  
(719) 351-4241  
[compasshicolorado.com](http://compasshicolorado.com)

Ground Floor Home  
Inspection  
(719) 641-1555  
[groundfloorhomeinspection.com](http://groundfloorhomeinspection.com)

**HOUSE CLEANING SERVICE**

Colorado Complete  
Cleaning  
(719) 522-1104

**INSURANCE**

Alliance Insurance of  
Colorado Springs  
(719) 573-4155  
[allianceinsurancecolorado.com](http://allianceinsurancecolorado.com)

American National Insurance  
(719) 776-9393

American National Insurance  
(719) 776-9393

Solid Rock Insurance  
(719) 574-0082  
[solidrockagency.com](http://solidrockagency.com)

**MARKETING**

Connect Grafiks & Marketing  
(719) 679-2626  
[connectgrafiks.com](http://connectgrafiks.com)

**MORTGAGE**

Integrity First Financial  
(719) 385-0777  
[iffhomeloans.com](http://iffhomeloans.com)

Movement Mortgage  
(719) 339-0744  
[movement.com/heather.kunce](http://movement.com/heather.kunce)

**MOVERS**

Two Men and a Truck  
(719) 551-5085  
[twomen.com](http://twomen.com)

**NEIGHBORHOOD**

Gold Hill Mesa  
(719) 900-1461  
[goldhillmesa.com](http://goldhillmesa.com)

**PAINTER**

Happy Painting, Inc.  
(719) 373-5550  
[happypainting.biz](http://happypainting.biz)

**PHOTOGRAPHY**

Capture Life Photography  
(719) 789-5558  
[capturelife.photo](http://capturelife.photo)

**RESUME WRITING SERVICE**

A Platinum Resume  
(719) 339-2659

**ROOFING**

TRITON Roofing  
(719) 322-3673

**TITLE COMPANY**

Empire Title of Colorado  
Springs  
(719) 884-5300  
[etcos.com](http://etcos.com)

First American Title  
(719) 208-8330  
[firstamcolorado.com](http://firstamcolorado.com)

Heritage Title Company  
(719) 592-9933  
[heritagetco.com](http://heritagetco.com)

North American Title  
(719) 578-4100  
[nat.com](http://nat.com)

Unified Title Company  
(719) 578-5900  
[unifiedtitle.com](http://unifiedtitle.com)

We can make owning a Lexus a reality. From a six-year, unlimited-mileage warranty to special financing and lease deals, it's now easier than ever to own a Lexus. Isn't it time that you experienced the luxury that Lexus drivers enjoy? Shop for a Certified Lexus at [LexusOfColoradoSprings.com](http://LexusOfColoradoSprings.com)

**LEXUS OF COLORADO SPRINGS**  
604 Auto Heights | Colorado Springs CO 80905  
SALES (719) 387-8927 | SERVICE (719) 425-4806 | PARTS (719) 387-9395



“  
SOMETIMES, JUST  
SOMETIMES, OUR  
JOB IS MORE THAN  
JUST A JOB. IT  
CAN BE A UNIQUE  
OPPORTUNITY  
TO CHANGE  
SOMEONE’S LIFE.

”  
Mark Van Duren

# PUBLISHER’S NOTE

I meet with agents every week and hear some very unique and interesting stories. Some good, some funny and some not so good. The stories I enjoy the most, however, are the ones that change the lives of their clients. Real Estate is your career and livelihood. At times, after much hard work, months or sometimes even years, a deal just doesn’t work out, it can be a huge blow and can really shake your outlook. That’s human nature and affects all of us at times.

I recently spoke to an agent who shared a story about a client she had worked with for over 18 months. After numerous showings, searches and counseling, the agent managed to get a new home under contract and secure a buyer for the client’s existing home. The client had enormous admitted trust issues in her personal life and just weeks before the closings, she terminated both deals! The seller just couldn’t get herself to close.

The inspiring part of this story was what the agent did NOT do. This agent did NOT storm off and threaten to sue the client, even

though that would have been totally legal. Nope, she met with the client, executed the client’s wishes and closed out the deals. While this was a huge financial blow, it was the professionalism of the agent that struck me.

The real outcome of this story was the agent demonstrated the VERY trust the client had been lacking in her life. The client was shocked the agent was not planning to sue her for a duly-earned commission. In fact, the client cried tears for her decision and admitted her lack of trust throughout life. The agent looked at this encounter as the right thing to do, the moral thing and convey trust and integrity to the client. Will it have a lasting impact? I wish I could say, but for the agent, she did it as much for the client as for herself; an honest attempt to restore trust to an individual.

This short overview does a poor job of giving all the details, but it demonstrates the impact agents can have on another life. Good or bad.

*Blessings,*

**MARK VAN DUREN**

Publisher

Mark.VanDuren@n2pub.com

*Real Producers*

RESORT-STYLE *living...*  
COMING SOON TO  
BANNING LEWIS RANCH.

**A NEW 55+ ONLY COMMUNITY**

Join the growing interest list for community details and more.

**MyOakwoodLife.com**

**COME TO LIFE WITH:**

- 10,000 sq. ft. Private Clubhouse • Swimming Pool
- Pickleball • Bocce Ball • Fitness Center • Entertaining Kitchen
- Community Lifestyle Director Offering Daily Activities
- Main Floor Living • Low Maintenance



**OAKWOOD** *Life*  
COME TO LIFE

# DEAN WEISSMAN



▶ top producer  
By Robert O'Brien,  
Real Producers Editor

## HUMBLE BEGINNINGS & LESSONS LEARNED

Born in Santa Barbara, California, you would think that we lived the California lifestyle, sounds fun right? Unfortunately, when I was only 1 year old we relocated out of the glamour and palm trees to a small town, Miles City, Montana, where I lived the first 4 years of my life by the Yellowstone River. Fishing, playing and doing all the fun things a toddler does. Then at 5, we moved back to my mom's hometown of Mandan, North Dakota to live with my grandparents. It was shortly thereafter that I learned the reason we moved back was because my parents were getting divorced. As a young kid, confused and scared about the future, I became the child of a single mom with very little communication with my dad from that time forward. We did the best we could to pretend we had a normal life, but as anyone who has gone through divorce, it is not always easy. Through my young years and into my teens, times were tough and I was raised in a strict household, after all, my mom was raising 3 boys on her own, so I guess I can't blame her. Realizing our family was constantly struggling financially, it was at the young age of 14, I got my first summertime job scraping gum off the bottom of desks and performing janitorial type work at the elementary school by our house. All of the paychecks went directly to my mom. While all of my friends were enjoying their summers, I was working full time with no access to my paychecks, no rewards for my efforts. I quickly realized the reason when my mom packed us up and we headed on a road trip destined for Colorado Springs it was August of 1978. We had everything we owned either in or on our car. As we settled in to our new lives, trying to make ends meet continued to be a struggle. The reality was that money was limited and

we found ourselves on food stamps with limited resources for school clothes, having to frequently shop at what was known as the "Nearly New" shop (now popularly called "Thrift" shopping). So as one of the pioneers of used wardrobes, I had to follow the limited fashion trends I would see on TV to try and fit in. After all, I had moved from a small town of 1,600+ people to the huge metropolis of Colorado Springs, or at least it seemed large to me. Due to our financial circumstances, I was always told growing up "When you are 18, you are on your own". It is truly this phrase that gave me the courage and determination to make my own way and work hard to not have to live in the circumstances I had been accustomed to. My grandparents were a huge support to us and my grandfather was a successful businessman that always encouraged me to be better, do more! He helped out financially and his influence turned out to be invaluable. The only reason I open this article with that information is to make sure I preface my life accomplishments with the struggles I faced growing up. It was the struggle and lack of privilege that has shaped me into the husband, father and man I am today.

Working many odd jobs constantly from the age of 14, including restaurants, retail and after school work in the library, I graduated from Doherty High School at the ripe age of 17. Two days after graduation, I decided to take a job and move back to North Dakota with an insurance company called Combined Insurance. I was proud to be one of the youngest new hires that would be learning all the ins and outs of selling Accidental, Health and Disability policies across the state of North Dakota. Sounds so glamorous, doesn't it? Traveling the

state, meeting all kinds of new people? Reality was that I was driving 30-40 miles between appointments as most of the sales calls were for small acreage properties with mobile homes on them. The owners were running small ranches, harvesting corn or wheat and I was the guy that would try and sell them insurance in the event they got "Hurt on the Job". Long story, short, I had my success, winning various awards and sales competitions, but quickly realizing that the transient life was not for me. The pay was weak, the hours and travel were long and lonely. The lifestyle did not promote any stability, I was now 18 and didn't know what stability even was. Not afraid of the work, I had an ambition to move on to bigger and better things. Life was still a struggle, trying to figure out who I was at such a young age. Money was slim, I had to make a change, so I made the decision to move back to Colorado after a short stint of even living in my brother's car.

Determined to "make it" when I got back, I landed a job at a local audio store here in Colorado Springs selling car stereos. Seemed cool, no travel, set hours, it was just what I was looking for. I worked hard and showed my skills quickly becoming one of the top sales associates, pay wasn't the best, but I felt accomplished. Work was going great! I was supporting myself, but wasn't really content, wondering what else I could be doing to enhance my lifestyle. I came across an ad in the paper looking for local talent, it was a modeling agency looking for new talent / models in our area. I had a mop of thick dark hair on my head, my blue eyes and I thought "I can do this!" So I went to the casting call at a local hotel, not knowing anything about what I was getting myself into and walked with confidence to the

...

table for registration. I paid my fee and was quickly put into a line of people and was told, “they would be with us shortly.” After waiting for what seemed like forever, it was our time to try out. Knowing nothing and feeling awkward, I walked a runway and was asked to “Strike a Pose”, I was SO out of my element. To my surprise, I was asked to come back the next day as I had made the cut. The next day, same drill, however, at the end I was chosen as one of the finalists that would be going to New York City. I couldn’t believe it, things were certainly looking up. I felt like this was the break I was looking for. Quickly I made my decision to quit my job and make a go of this. As ridiculous as this all sounds, it was very enticing given my upbringing and lack of anything luxurious. After quitting my job and explaining to my boss that I was headed to New York to pursue my newfound dream (new dream that I hadn’t really thought through) I was set to meet the following week to take off. I showed up on time with a bag packed, ready to go only to find out that our opportunity we had been promised was a scam. We had paid to try out at the registration table earlier in the week, there were literally hundreds of people there and the guy that set it up was a scam artist, police had arrested him and the police were there letting everyone know what was going on. I was very naive and couldn’t believe I had been victim of something so stupid. I immediately panicked and headed straight back to get my old job asking to be hired again. The position had been

filled and I was out of the job and HIGHLY embarrassed. Not knowing what to do, I had to kick in my instinct of survival which was becoming a familiar feeling. I knew the manager at another audio store in town, a store called US TECH. I got myself in front of the manager, and thankfully they hired me. I ultimately worked my way up to manager of the store and my days of uncertainty were seemingly behind me. Still feeling unsettled and wanting more, I got a job offer after being there about 2 years. Off to Denver I went to work for the emerging company US Sprint Communications. The job was located downtown Denver just off the 16th Street Mall, I once again felt like I was moving up. It was in Denver that I met my first wife Annette, I was quickly engaged after a short courtship, had my wonderful son Jordon about 1 year later, I was on top of the world. My sales career was well on track and I learned very well how to adapt (or accept) the corporate game. After nearly 3 years of working hard and producing sales well within the top of the sales force, I was asked to leave the company as they were transitioning a few of my larger accounts to the “Major Account Team”, of which the positions were full. I found myself out of a job and certain that corporate life was not for me, too much red tape!

It was then, at the age of 26 that I realized I wanted to go into real estate. After all, we had never owned a home growing up and everyone that I met that was in real estate seemed to be pretty well off. With a new baby and very little

money, I attended real estate school in Denver and got my license 28 years ago. I thought my life was back on track, quickly getting a job with Coldwell Banker in Cherry Creek. I was in a unique training program with a company car, knocking on doors for senior agents to pass the leads off to them. I was on a salary which was unheard of in real estate, looking to further hone my skills and become an agent in the near future, again working hard to prove myself and my ability. Without much warning, the program ended abruptly after only 60 days and I was tasked with either becoming a full time agent or they would have to let me go. I had a good friend who was in the real estate business in Colorado Springs, I came down to have dinner with him and we ran into one of the owners of Prudential Patterson Group who quickly enticed me to come down and look at their firm. I was certainly intrigued by their company as they had all top agents and I was literally new to the

business. They said they wanted to take a chance on me, gave me an advance on my commission and I started commuting down to the Springs to sell real estate with Prudential. It felt like such an honor to be considered, much less hired. Life was good, I found a great place to land, to launch my real estate career and I was working on getting my family relocated to Colorado Springs. I was staying at my friend’s place to limit the commute, even borrowing his 4 door car for showings since I had a two door Honda. (He is still in

the business and I get to work with him daily, I am ever so grateful). Once again I thought I had it all figured out, sales were happening and things seemed back to normal, even better than normal. I loved my job and the people I worked with, I had finally moved my family down to the Springs and we were adapting to our new lives. Well, another twist was around the corner, my wife of 3 years decided 2 days after Christmas that she didn’t want to be married anymore and within 4 short months, I was a single dad with joint custody of my 2 1/2 year old son. Prudential ownership and agents rallied around me and told me it would be “OK”. I once again had to dig deep and persevere which I was able to do with the help of my wonderful real estate friends. Real estate became not only a job for me, but a family of support and encouragement that helped me to continue to strive to be the best, even with the circumstances of my own divorce. Business consumed my life when I wasn’t with my son, it was just easier that way. Jordon spent many evenings with me at the office playing cars on the floor while I was building a future for us. It was a few years later that I met the love of my life Lori. I was attending a PPAR function and this beautiful woman came walking in, I was smitten and had to get to know her, if you ask her she says it was more like “Stalk Her”. Fast forward, we have been married now for 21 years. Real estate saved me and gave me the confidence to do great things and go after what I wanted. I worked with all my friends at The Patterson Group for 13 and 1/2 years



until I was ultimately inspired in late 2004 to help start The Platinum Group, Realtors which I opened with my partners in January of 2005. The Platinum Group, Realtors was founded to make a difference, we specifically took all the great things we learned in our previous companies and rolled them into a powerful hybrid company which currently attracts the best agents in our industry. My partners and every agent around me are a constant reminder to be my best and perform to the highest level possible. My clients that have supported and referred us so generously over the years are so cherished. Lori and I, making up The Dean Weissman Team with the help of our licensed Assistant Tammy Lobato, achieved \$36,000,000 in residential sales last year. I am reminded everyday of the difference we can make in peoples lives, mainly by all of the hard working, ethical, high standard brokers I am so blessed to call The Platinum Group! Their dedication to being the best is an incredible reflection of success making all of the struggles I have gone through “for purpose”. I smile from

ear to ear whenever I have the chance to brag about them...

When I was down, it seemed like it would never get better, however over the last 28 years, I was brought up by this incredible industry and am blessed daily by the strength and talent of our wonderful company and the people I have met along the way. It is truly a privilege to be a part of our leadership team with Ed Behr, Mike MacGuire and Steve McFarlane. Our core values have transcended into a culture rich with talent, humble in spirit and a true force to be reckoned with. Our agents are simply the best! Through the struggles, my passion became clear. A passion to help others achieve greatness through their own diversity and challenges, encouraging them, as I was encouraged, and believing all things are possible. My current role as the Broker Manager allows me to continue the “best practice” way of teaching and directing. Education and self correction is vital for predictable longevity in this business.

As for my family life, I get to work alongside my wife Lori daily which is a true blessing,

she is so special to me. She has been the rock behind our success, a great mom and step mom who in her own right is a great Realtor (TM) among so many other things. We are so proud of our 3 kids as well, Jordon (my oldest) now 28, married his high school sweetheart Jessica 3 years ago, they are thriving in the Denver workforce. Jordon is a very successful Senior Account Executive for a digital advertising leader and Jessica continues her quest as a Digital Marketing Manager. Lori and I have a daughter Taylor, that is attending Barrett, The Honors College at Arizona State University as a sophomore, she is a great leader and an inspiration to all who know her. Our youngest son, Logan is a 4 time national champion gymnast that now has a passion for golf winning 2 league tournaments so far this year on the 2019-2020 Varsity Golf Team at Pine Creek High School as a junior.

As I have had the time to reflect while writing this article, I am ever indebted to the people that believed in me in my time of need, for those that supported me when things looked bad, for my continued faith and the strength of my family. I didn’t choose the journey, the journey chose me! I am who I am today because of the experiences, good and bad, and I wouldn’t change any of it because it has truly defined me as a man!

This could be a caption or bolded in the article margin somewhere.

I learned this recently, ironically it is how I not only survived, but thrived. “Take a moment to assess all things around you that promote you being “Average”. These are the things that keep you powerless to go beyond the “Limits” you arbitrarily set for yourself...”



Pictures provided by Heidi Mossman with Capture Life Photography. To schedule your own portrait session, please call 719-789-5558.



30+ years Experience | Licensed Colorado Electrician | Veteran Owned and Operated

*Straight Forward reports within 24 hours!*

**10% Discount** to Military, Nurses, Teachers and 1st Responders

**Call MARK to Schedule your 5 Star Inspection Today!**

719.351.4241 | WWW.COMPASSHICOLORADO.COM



David Weekley Homeowners Georgia & Rusty Hancock

MAKING ORDINARY MOMENTS EXTRAORDINARY

*That's The Weekley Way*

  
**Happy Painting Company**

- Interior and Exterior Painting
- Residential and Commercial Painting
- Window Replacements
- Stucco Repair
- Carpentry

[happypainting.biz](http://happypainting.biz) | (719) 373-5550



It's the little moments in your home that are the big things in life. Our collaborative approach helps us create a home that is tailor-made for the way your family lives. Regular meetings with your Personal Builder<sup>SM</sup> and our FlexSpace<sup>SM</sup> options ensure that you're getting the home you've always imagined. And, it's backed by our industry-leading warranty - which is something very extraordinary indeed. That's The Weekley Way!

[DavidWeekleyHomes.com](http://DavidWeekleyHomes.com)



Homes from the \$370s to \$420s+ in the Colorado Springs area

719-639-2722



- 1. Enclave at Wolf Ranch**  
From the low \$400s  
719-453-0169
- 2. Eastridge at Meridian Ranch**  
From the high \$300s  
719-453-0173
- 3. Gold Hill Mesa**  
From the high \$300s  
719-453-0172

**WAYS A COMPANY CAN SPEND \$3 MILLION:**



BUY A PRIVATE JET



UPGRADE THE OFFICE WITH FANCY FURNITURE AND GADGETS



GIVE THE C-SUITE A NICE RAISE



**ENABLE THE RESCUE OF THOUSANDS OF HUMAN TRAFFICING VICTIMS WORLDWIDE**

N2 Publishing - the company behind every Real Producers magazine - believes in a future where everyone is free. This year, we donated 2% of our revenue, or \$3 million, to support nonprofits that rescue and rehabilitate victims of sex slavery and forced labor. And it was only possible because of the support of our industry partners and engaged readers. **Because of you.**

TO LEARN MORE, VISIT [N2GIVES.COM](http://N2GIVES.COM)

See a David Weekley Homes Sales Consultant for details. Prices, plans, dimensions, features, specifications, materials, and availability of homes or communities are subject to change without notice or obligation. Illustrations are artist's depictions only and may differ from completed improvements. Copyright © 2018 David Weekley Homes - All Rights Reserved. Colorado Springs, CO (CSFA102378)



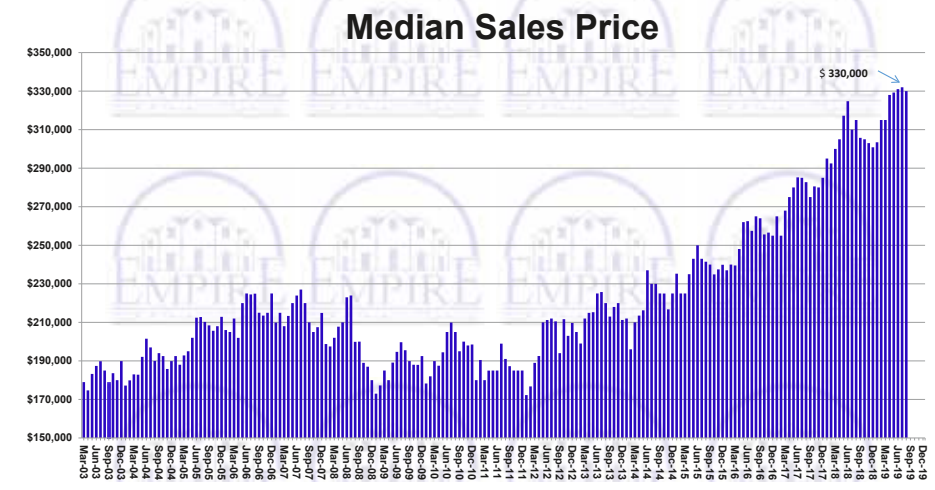
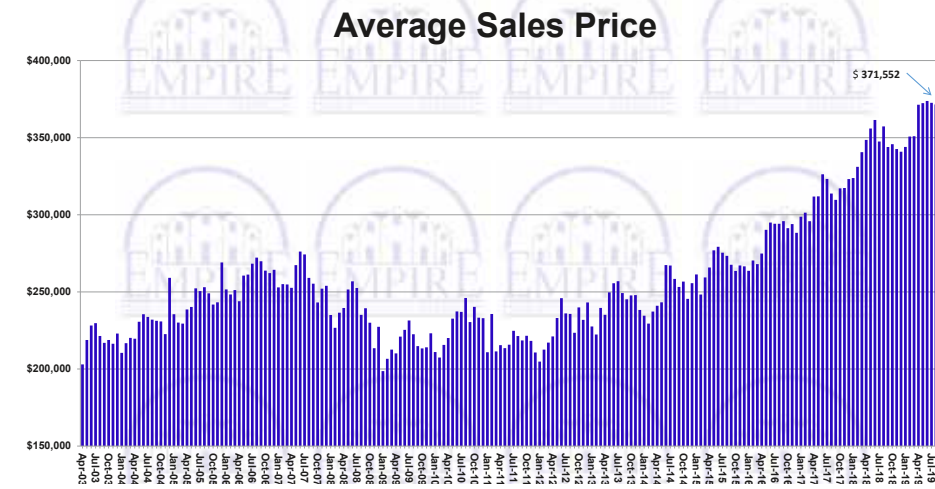


# IT'S ALL ABOUT THE RATES

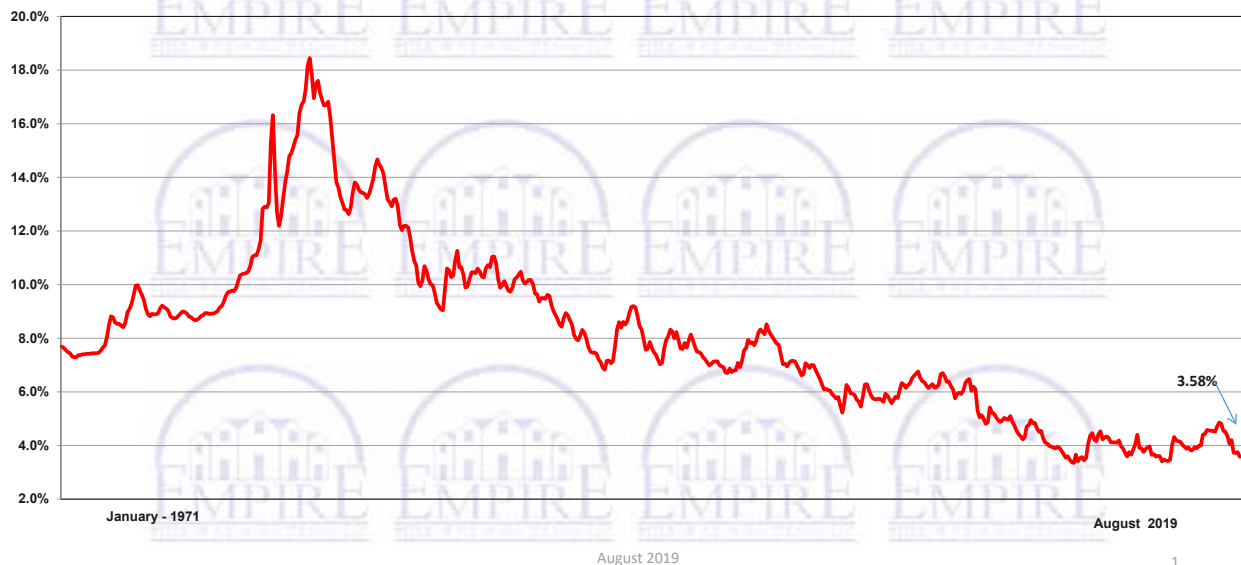


empire title By **Bill McAfee**, President of Empire Title of Colorado Springs LLC

The interest rate environment has totally changed since December. In December of 2018 they were 4.6% as of August they dropped to 3.6%. This drop in interest rates saves a borrower \$173.99 a month on a \$300,000.00 loan. Not only does a drop in interest rates save the borrower in monthly payments, it also increasing their purchasing power. This 1% drop in interest rates allows this particular borrower to increase their loan amount by \$38,000.00. A borrower who could borrow \$300,000.00 at 4.6% can now borrow \$338,000.00 at 3.6%. This increase in purchasing power is offsetting the increase in both average and median prices. So when I say "It's all about the Rates" in today's current market, this definitely holds true.



### Freddie Mac 30 Yr. Fixed Rate Mortgage



### 2019 YTD vs. 2018 YTD

- Average Price ▲ 4.8%
- Median Price ▲ 5.1%
- Residential Units Sold ▼ 0.4%
- Inventory Levels ▲ 7.3%
- Number of Listings ▲ 2.3%
- Foreclosures – No new data-July numbers
- Average Days on Market: 22
- Interest rates ▲ 3.58%

# Alliance Insurance of Colorado Springs

## The Alliance Advantage

**We get it and we got it.**

With 20 years of experience, we've been there and we've seen it. We know insurance isn't a fun thing to buy, but it doesn't have to be painful.

Here at Alliance, we want to be the ace under your sleeve when negotiating with insurance carriers. As an insurance broker, we are uniquely qualified.

- We shop the best insurance carriers all at once
- We're local
- Flexible Policies that Work for You
- Personal Agent Experience

**Darrell Wilson** ♦ 719-573-4155 ♦ [allianceinsurancecolorado.com](http://allianceinsurancecolorado.com)  
2630 Tenderfoot Hill St #203 ♦ Colorado Springs, CO 80906

Custom Catering for any event  
Award Winning Catering!  
Full Service or Drop Off  
Large or Small



We make it our goal to give you the menu and experience you want, in a budget you can afford.



719-466-9004 | [sotecatering@yahoo.com](mailto:sotecatering@yahoo.com) | [www.sotecatering.com](http://www.sotecatering.com)

Whether you're buying, selling, refinancing, or building your dream home, you have a lot riding on your loan officer.

As an experienced loan officer I have the knowledge you need to explore the many financing options available.



**MOVEMENTMORTGAGE**

1755 Telstar Drive | Suite 300 | Colorado Springs, CO 80920

**Heather Kunce**

Loan Consultant

NMLS#: 418598 / State License: 100041525

**719.339.0744**

[movement.com/lo/heather-kunce](http://movement.com/lo/heather-kunce)



# got grease?

*(buyers notice the details)*

Chosen by more Colorado REALTORS for pre-listing, move-in and move-out cleanings since 1987.



Call us today for a **FREE** estimate  
**719-201-1507** | **Valerie Hampton**

What IS It?

# GOIN' TO THE CHAPEL?



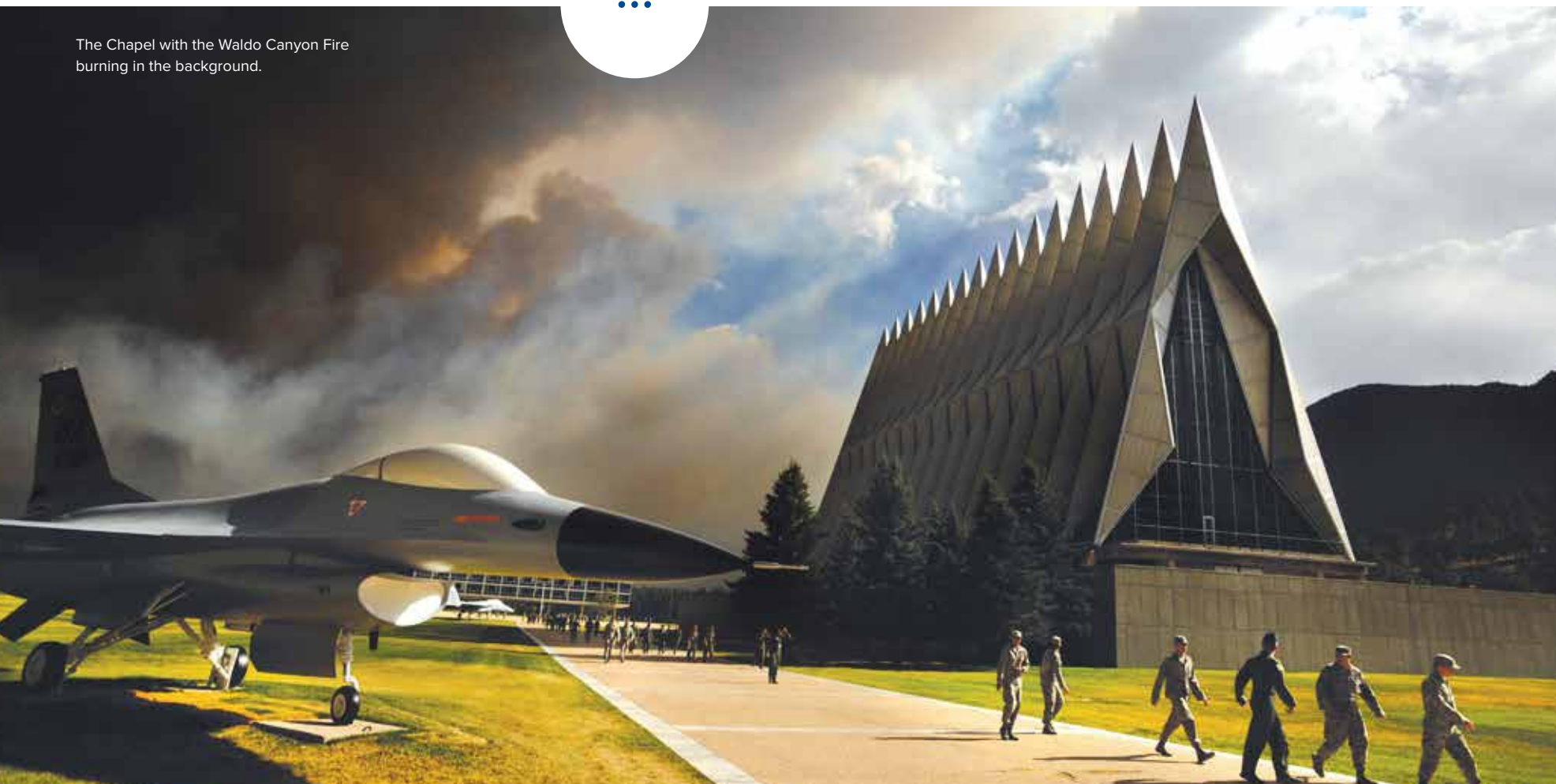
By Robert O'Brien,  
Real Producers Editor

## THINK THANKSGIVING-ISH 2023

*The delayed renovation of the iconic (but leaky) multi-faith Cadet Chapel at the United States Air Force Academy has begun. The building was closed early September and won't open its doors again to the public for a projected four years.*



The Chapel with the Waldo Canyon Fire burning in the background.



The Great Spirit Window is 16 feet by 22 feet.





“

AFTER REMOVING THE CHAPEL'S FURNISHINGS AND OTHER PREPARATIONS, THE ACTUAL WORK ON THE \$158 MILLION PROJECT WILL BEGIN ON NOV. 1 AND CONSTRUCTION MAY TAKE FOUR YEARS TO COMPLETE.

...

According to Lt. Col Tracy Bunko, Director of Public Affairs of the Academy, “After removing the Chapel’s furnishings and other preparations, the actual work on the \$158 million project will begin on Nov. 1 and construction may take four years to complete.”

Opened in 1962, the design was originally controversial. Over the years, “the Cadet Chapel has become a classic and highly regarded example of modernist architecture. The Cadet Chapel was awarded the American Institute of Architects’ National Twenty-Five-Year Award in 1996 and, as part of the Cadet

Area, was named a U.S. National Historic Landmark in 2004.” (Wikipedia)

*Real Producers* will dig a little deeper for a second “What IS It?” article in an upcoming issue for those of us interested in the “nuts and bolts” of what is going into the renovation. We know it leaks...how

are they going to fix that and what else will the renovators be tinkering with? Inquiring minds want to know.

*Note: The “What IS It?” series is designed to highlight unique features of the Pikes Peak area. REALTORS® don’t just sell homes, they sell the community experience. We hope this series acts as either new information or a reminder of some of what makes the Greater Colorado Springs area so very special.*



# AMPRO<sup>®</sup> INSPECTIONS



**PERSONAL SERVICE.**  
**PROFESSIONAL QUALITY.**



### 18 Month Warranty

Get an extra 6 months of coverage with a 12 month warranty purchase, at no additional cost, courtesy of Residential Warranty Services.



### RecallChek

Runs the model and serial numbers of all household appliances to let you know if there has ever been a recall.



### MoldSafe

If you move in to your new home and mold is present that was not found when inspected, you're covered for remediation up to \$2000.



### 90 Day Warranty

We back all of our inspections with a 90 Day Limited Structural and Mechanical Warranty.



### SewerGard

Protects the home for 90 days against any sewer/waste line issues.



### 5 Year Roof Protection Plan

Warranties the roof for 5 year for leaks.

719.581.7227 • [www.AmProInspections.com](http://www.AmProInspections.com)

SO MUCH TO  
LOVE IN NORTH  
COLORADO SPRINGS.



Keller Homes builds a full range of home styles in the best neighborhoods of Northern Colorado Springs. You'll find family-friendly homes in Wolf Ranch. In Cordera, we're building historically-inspired homes as well as the low-maintenance mid-century styles of élan. And there's plenty of comfort and craftsmanship in Cumbre Vista. Prices range from the high \$300s to the low \$600s. Follow your heart north, and let your new home be your favorite destination.



**Keller Homes**

[KellerHomes.com](http://KellerHomes.com)

## THANK YOU

FOR YOUR PARTICIPATION IN THE  
**65th ANNUAL  
PARADE OF HOMES**



### PARADE BUILDERS

All About Home Design	Hi-Point Home Builders
Alliance Builders	Jayden Homes
Antelope Ridge	Kimber Construction
Black Oak Homes	Level 1 Homes
Calton Homes	Murphy's Custom Homes
Classic Homes	Oakwood Homes
Covington Homes	Reunion Homes
David Weekley Homes	Saddletree Homes
Eagle View Construction	Vanguard Homes
Gallant Homes	Vantage Homes
Goetzmann Custom Homes	Villagee Luxury Homes

### THANK YOU TO OUR SPONSORS



### FEATURED COMMUNITIES

**Banning Lewis  
Ranch**



**Flying Horse**



**Wolf Ranch**



PLUS 14 COMMUNITIES  
THROUGHOUT  
EL PASO COUNTY

Save the dates for  
the 2020 Parade

Aug 7 - 23, 2020

**GROW REFERRALS.**  
**SHOW YOUR GRATITUDE.**

Custom. Engraved. Executive-quality pen.  
Your Name. In their hand every day.

**SAMUEL PENCO.COM**

Support local. Handcrafted in Colorado.  
Volume discounts. Gift box and shipping included.

# Closing costs holding your clients back?

# HOW DOES \$0 CLOSING COSTS SOUND?

## Mortgage Lenders in Colorado Who Care

The name says it all. No high pressure sales people. Just people who care. We have professionally trained, licensed, bonded, and insured residential mortgage loan originators standing by to assist your clients with all of their mortgage needs! VA loans in Colorado are our specialty!



**VICTOR KARNS | 719-360-3767**

**HTC** Heritage Title Company  
Making Transactions Personal



FORTUNE 500  
NYSE: FNF

**LOCAL EXPERTISE**  
**NATIONAL STRENGTH**



**SHELLY Farmer** 719.330.1624  
**EILEEN Wolff** 719.963.5273  
**KERYN DeRubis** 719.930.3447  
**ILLEISE Casares** 719.334.5075

1975 Research Parkway, Suite 105  
Colorado Springs, CO 80920  
ph 719.592.9933

[www.heritagetco.com](http://www.heritagetco.com)

90 S. Cascade Ave., Suite 950  
Colorado Springs, CO 80903  
ph 719.639.7810

Continuing Education for Realtors

New Class

2CE - Marijuana and the Real Estate Industry

Other Classes

- 1CE - Self Defense Part 1 - Situational Awareness
- 2CE - Self Defense Part 2 - Practical Application
- 4CE - ASHI Home Inspection Standards and Practices
- 2CE - The Standard Home Inspection Agreement
- 1CE - When Does the Inspection Start?
- 1CE - Eliminating Common Home Inspection Write-Ups

All classes are complimentary and can easily be scheduled in your office.  
We'll even bring the snacks!  
Call us at 719-641-1555 to schedule!



*"Education is the passport to the future,  
for tomorrow belongs to those who prepare for it today." ~ Malcolm X*



**The Carpet Direct Process:**  
there's a reason we do the things we do...  
to bring you unbeatable flooring value!



719-930-4847  
CarpetDirectCO-Springs.com

Saving you up to 60% off big box retail flooring prices Carpet Direct is your complete brand name flooring source.

We bring the showroom directly to you, so you can bring your unique vision for your home or office to life at your convenience.

**SOLID ROCK INSURANCE**  
Dare to Compare

What makes us different from the "big" insurance companies? "CHOICE." The big insurance companies can only sell insurance for that one company. If their product isn't competitive, there is not anything that they can do! By representing numerous companies, we can present numerous quotes. You will have the ability to CHOOSE which company you want to work with.



719-574-0082 | [www.SolidRockAgency.com](http://www.SolidRockAgency.com)  
2918 Austin Bluffs Parkway Suite 200, Colorado Springs, CO 80917



By Robert O'Brien,  
Real Producers Editor

# HIT PARADE

## ...AND THE WINNERS ARE... IN THE CATEGORIES OF:

The People's Choice Awards  
The Industry Awards  
of Excellence

From the HBA's Shirley Rouse's press release: "This year's featured homes ranged in price from the mid \$200,000's to \$2,800,000. Twenty-two builders presented 28 homes located among 16 communities throughout the Pikes Peak Region for the 65th Annual Parade of Homes."

"Models were once again scattered throughout the region, which included the featured communities at Banning Lewis Ranch, Flying Horse and Wolf Ranch. Homebuilders showcased in this year's Parade were:

- ALL ABOUT HOME DESIGN
- ALLIANCE BUILDERS
- ANTELOPE RIDGE
- BLACK OAK HOMES
- CALTON HOMES
- CLASSIC HOMES
- COVINGTON HOMES
- DAVID WEEKLEY HOMES
- EAGLE VIEW CONSTRUCTION
- GALIAN HOMES
- GOETZMANN CUSTOM HOMES
- HI-POINT HOME BUILDERS



**The 2019 Housing & Building Association of Colorado Springs Parade of Homes Winners Announced...**

**as substance and style once again dominate the "runway" in this home fashion show as one of the oldest continuous Parade's in the U.S. turns 65.**

Industry Award winner Antelope Ridge  
– The Buckhorn Best Kitchen II



People's Choice Award winner Black Oak  
Homes The Grand Royal



Industry Award winner Classic  
Homes Midtown 220 Best  
Architectural Exterior



JAYDEN HOMES  
KIMBER HOMES  
LEVEL1 HOMES  
MURPHY'S CUSTOM HOMES  
OAKWOOD HOMES  
REUNION HOMES  
SADDLETREE HOMES  
VANGUARD HOMES  
VANTAGE HOMES  
VILLAGREE LUXURY HOMES"

As of this writing (those darn publishing deadlines!), there was no official count of the number of attendees for this year's event.

*Real Producers* visited many of the Parade homes and crowds were impressive. Builder reps told us that crowds varied but that traffic remained robust throughout the Parade. Some

reported up to 1,500 at some locations...that's in one day. Visitors with whom we spoke were universally impressed with the variety and quality of the models. Many attending were looking for ideas for their existing homes: Paint colors, wood types, furniture, space design, outdoor patio furniture, water features...the goals for attendees was varied. Of course, many visitors were prospective buyers, some local, some from out of state making the rounds with their local relatives and friends in anticipation of a move here.

According to the HBA, "As for the awards, industry professionals from around the state judged the homes for the Industry Awards based on criteria established for that award category. The People's Choice Awards is voted on by Parade of Homes attendees who visited each home in that price category.

Both the People's Choice and the Industry Awards are broken out into multiple price categories. Industry Awards are then further divided among the following six categories: Best Kitchen, Best Master Suite, Best Interior Design, Best Exterior, Best Architectural Exterior and Best Overall Home."

Awards are presented each year at the Parade of Homes Awards Banquet hosted by the HBA of Colorado Springs, held this year at the Colorado Springs Marriott.

And this year's "OSCARS®" go to...well, not quite the Academy Awards®, but the winners of the 2019 Industry Awards of Excellence and People's Choice Awards are a coveted recognition within the industry. This year's winners are:

Industry Award winner  
Calton Homes The  
Masterson Best Kitchen





People's Choice Award winner  
Jayden Homes The Rampart

• • •

(Note: Winner photos are representative;  
not all winners are pictured)

**INDUSTRY AWARDS OF EXCELLENCE  
UNDER \$300,000**

**ANTELOPE RIDGE – THE BUCKHORN II**

- Best Kitchen
- Best Master Suite
- Best Interior Design
- Best Floor Plan
- Best Architectural Exterior
- Best Overall Home

**\$305,000–\$350,000**

**CLASSIC HOMES – MIDTOWN 220**

- Best Kitchen Best
- Master Suite
- Best Interior Design
- Best Floor Plan
- Best Architectural Exterior
- Best Overall Home

**\$444,000–\$475,000**

**OAKWOOD HOMES – CRESTONE**

- Best Master Suite
- Best Architectural Exterior

**OAKWOOD HOMES – BRANSON**

- Best Kitchen
- Best Interior Design
- Best Floor Plan
- Best Overall Home

**\$525,000–\$580,000**

**VANGUARD HOMES – FALKIRK**

- Best Architectural Exterior

**REUNION HOMES – SUNLIGHT PEAK**

- Best Master Suite

**OAKWOOD HOMES – VICEROY**

- Best Kitchen
- Best Interior Design
- Best Floor Plan
- Best Overall Home

**\$590,000–\$635,000**

**HI-POINT HOME BUILDERS – GRAYS PEAK**

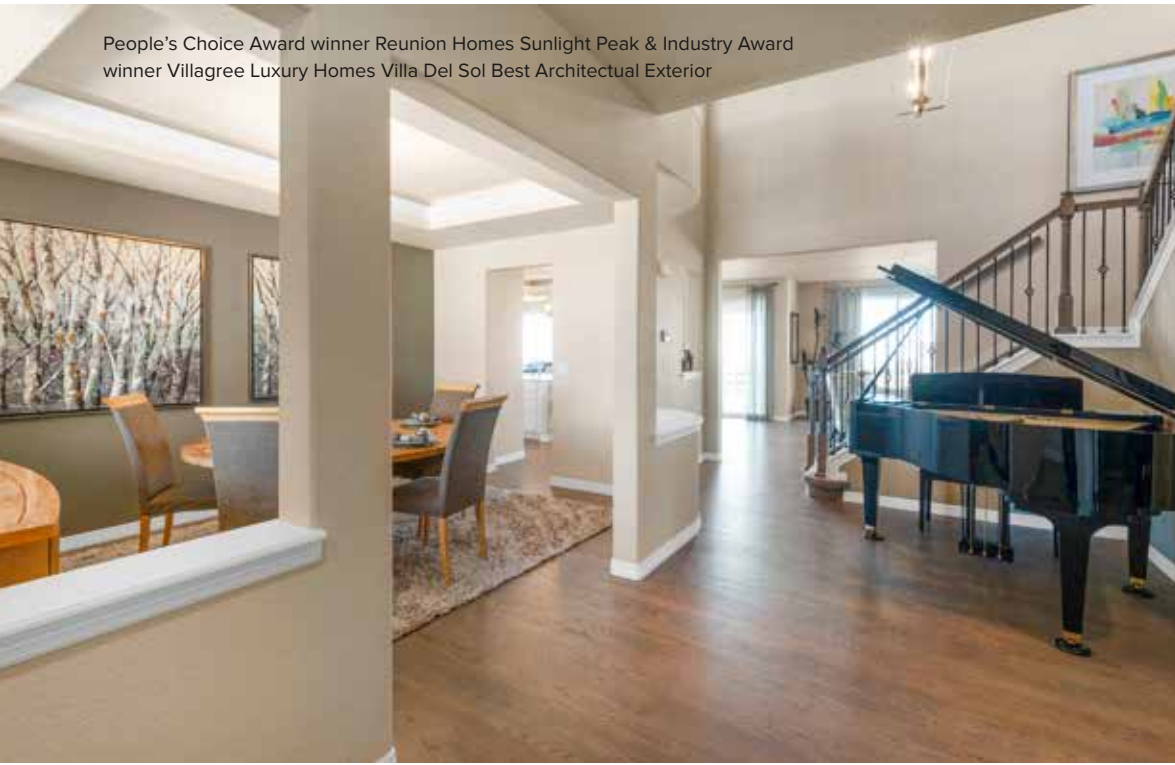
- Best Kitchen

**DAVID WEEKLY – COLETON**

- Best Floor Plan

• • •

People's Choice Award winner Reunion Homes Sunlight Peak & Industry Award winner Villagree Luxury Homes Villa Del Sol Best Architectural Exterior



“AS FOR THE AWARDS, INDUSTRY PROFESSIONALS FROM AROUND THE STATE JUDGED THE HOMES FOR THE INDUSTRY AWARDS BASED ON CRITERIA ESTABLISHED FOR THAT AWARD CATEGORY.”

•••

**OAKWOOD HOMES – WESTIN**

- Best Master Suite
- Interior Design
- Best Architectural Exterior
- Best Overall Home

**\$640,000–\$700,000**

**KIMBER HOMES – VISTA VIEW**

- Best Interior Design
- Best Floor Plan
- Best Architectural Exterior

**CLASSIC HOMES – THE MONARCH**

- Best Kitchen
- Best Master Suite
- Best Overall Home

**\$775,000–\$850,000**

**CALTON HOMES – THE MASTERTSON**

- Best Kitchen
- Best Master Suite
- Best Interior Design
- Best Floor Plan
- Best Architectural Exterior
- Best Overall Home

**\$875,000–\$950,000**

**LEVEL 1 HOMES – THE CALAIS**

- Best Interior Design

•••



Industry Award winner Villagree Luxury Homes Villa Del Sol Best Architectural Exterior



Industry Award winner Oakwood Homes Crestone Best Architectural Exterior

Industry Award winner Vanguard Homes Falkirk Best Architectural Exterior





People's Choice Award winner All About Home Design Amazing Grace

**MURPHY'S CUSTOM HOMES  
– THE TIMBER RIDGE**

- Best Master Suite
- Best Interior Design
- Best Floor Plan
- Best Architectural Exterior
- Best Overall Home

**\$1,875,000–\$1,925,000  
ALL ABOUT HOME DESIGN  
– AMAZING GRACE**

- Best Master Suite
- Best Architectural Exterior

**ALLIANCE BUILDERS  
– GLENWOOD**

- Best Kitchen
- Best Interior Design
- Best Floor Plan
- Best Overall Home

**MORE THAN \$2,250,000  
VILLAGREE LUXURY HOMES  
– VILLA DEL SOL**

- Best Kitchen
- Best Master Suite
- Best Interior Design
- Best Floor Plan
- Best Architectural Exterior
- Best Overall Home

**VANTAGE HOMES – COPPERWOOD**

- Best Kitchen
- Best Master Suite
- Best Floor Plan
- Best Architectural Exterior
- Best Overall Home

**\$1,000,000–\$1,200,000  
JAYDEN HOMES – THE RAMPART**

- Best Kitchen
- Best Master Suite
- Best Interior Design
- Best Floor Plan
- Best Architectural Exterior
- Best Overall Home

**\$1,300,000–\$1,500,000  
GALIAN HOMES – THE VANDERBILT**

- Best Kitchen

**PEOPLE'S CHOICE AWARDS**

Under \$300,000  
Antelope Ridge – The Buckhorn II

\$305,000–\$350,000  
Classic Homes – Midtown 220

\$440,000–\$475,000  
Oakwood Home – Crestone

\$525,000–\$580,000  
Reunion Homes – Sunlight Peak

\$590,000–\$635,000  
Hi-Point Home Builders  
– Grays Peak

\$640,000–\$700,000  
Black Oak Homes – The Grand  
Royal

\$775,000–\$850,000  
Calton Homes – The Masterson

\$875,000–\$950,000  
Vantage Homes – Copperwood

\$1,000,000–\$1,200,000  
Jayden Homes – The Rampart

\$1,300,000–\$1,500,000  
Murphy's Custom Homes  
– The Timber Ridge

\$1,875,000–\$1,925,000  
All About Home Design  
– Amazing Grace  
More than \$2,250,000  
Villagree Luxury Homes  
– Visa Del Sol

*Special Thanks to Shirley Rouse of the Housing and Building Association of Colorado Springs for very kindly supplying press releases and the award winners in time to meet our publishing deadline! Every year, she comes through with patience and (usually) a smile. We will do a follow-up story with photos from the Awards Banquet in our next issue.*

Parade attendees moving to the Springs and looking for their next home.



While their new home is being built, this family is looking for decorating and style ideas.

# YOUR REAL PRODUCERS PHOTOGRAPHER

Professional Headshots

Family Portraits

Real Estate Listings



Do it  
right  
the first  
time!

CALL TODAY! 719-789-5558

[www.capturelife.photo](http://www.capturelife.photo)

Capture Life Photography

Unlock your potential with...



Professional resume writing and career services  
by a 4X Certified Professional Resume Writer

**Add value for your clients:** We can provide a competitive 'value added' service for your clients - offer our career services to relocating clients and their families. We provide 15% commission for secured clients. Ask about our promotional packets customized for your prospects and clients.



Kara Varner

MAOM, CARW, CPRW, CRS-MTC, CEIC

**Elevate YOUR presence with professional branding:**

Our modern, professional and cutting edge Biographies, Resumes, and LinkedIn Profiles provide that competitive touch in any industry.

**Talk with us today!**

Call us for a free consultation - **719-339-2659**

E-mail - **info@aplatinumresume.net**

[www.APlatinumResume.com](http://www.APlatinumResume.com)

Always a military discount



## STRESSED ABOUT MARKETING?

QUIT TRYING TO DO IT YOURSELF!  
WE SPECIALIZE IN MARKETING SPECIFICALLY  
FOR REAL ESTATE PROFESSIONALS!

- ZZ Logo Design/Branding
- ZZ Just Listed/Sold Postcards
- ZZ Home Flyers/Brochures
- ZZ Text/Email Marketing
- ZZ Marketing Plans
- ZZ Social Media Services
- ZZ Lead Generation
- ZZ Website Services



**CONNECTGRAFIKS**  
& MARKETING

719.679.2626 | [sara@connectgrafiks.com](mailto:sara@connectgrafiks.com) | [connectgrafiks.com](http://connectgrafiks.com)



**"We Don't Succeed  
Unless You Do"**

### Empire Title of Colorado Springs

5755 Mark Dabling Blvd., Suite 110, Colorado Springs, CO 80919

Phone: (719) 884-5300 - Fax: (719) 884-5304

[www.etcos.com](http://www.etcos.com)

### Empire Title of Woodland Park

350 N. Pine St., Woodland Park, CO 80863

Phone: (719) 686-9888 - Fax: (719) 686-8208

[www.empirewp.com](http://www.empirewp.com)

### Empire Title of Canon City

1220 Main St., Canon City, CO 81212

Phone: (719) 275-4900 - Fax: (719) 235-5029

[www.empirecanon.com](http://www.empirecanon.com)



▶▶ up-and-coming real estate agent

# LISA FISK

Life is full of twists and turns, and looking back, it has been quite a journey! Today, my day-to-day is a whirlwind that includes leading a growing real estate team with my husband Nathan and our business partner Nathan Rains, and being a mom to our two girls, ages five and seven. Between those two big jobs, it doesn't leave a lot of time for much else, but I have discovered that striking a healthy balance between work and family is critical!

That is life today. My story starts with growing up as the daughter of a career Air Force officer whose job took us from Oklahoma to Ohio back to Oklahoma and then to Alaska. My dad, who retired as a Colonel after 28 years of service, served in several capacities, first as an AWACS navigator, then as a Wing Commander, and finally in a senior support role at Peterson Air Force Base. My mom was an amazing role model who balanced her job as a corporate tax investigator and auditor for the IRS, as well as raising me and my

...





...

## DO NOT MERELY LOOK OUT FOR YOUR OWN PERSONAL INTERESTS, BUT ALSO FOR THE INTERESTS OF OTHERS

sister. Many times, she raised us by herself as my dad was TDY (temporary duty assignment) to different parts of the world. She also had a third job, if you will. As the wife of a commander, she was required to lead support groups not just to help spouses but also when family or squadron emergencies occurred. My mom is extremely compassionate, yet strong.

It was a joy to move around the country, but Colorado was always a state that called to me. Growing up we would vacation here. Skiing in the mountains during winter and hiking in places like Ouray during the summer. Ouray is still one of my favorite spots in the entire country especially when the wildflowers are blooming and blanketing the mountains in a flood of color and beauty. I always knew I'd live in Colorado, but it was living in Alaska where I truly grew to love the outdoors.

My family and I hiked and camped a lot in Alaska. We traveled everywhere from Seward, Alaska, where we caught halibut, to flying a puddle jumper out to the Aleutian Islands to visit Katmai National Park. After graduating high school in Anchorage, Alaska, I knew this was my opportunity to go to Colorado where the summers are longer,

the winters are more mild, yet still offered many outdoor adventures. This is why Colorado is where I chose to go to school. Two months before I was scheduled to leave Alaska, my dad was told he was getting PCS'd to Peterson Air Force Base. I spent two years at Colorado State University and then transferred to UCCS where I finished my BA in English with a minor in Spanish. While attending UCCS, I had the opportunity to study abroad in Spain. I attended the Universidad de Madrid for a summer and fell in love with the people, the culture, and the language.

I thought the path for my future was to be a high school English teacher and maybe also teach an ESL class (English as a Second Language). However, I had been worked in a fine dining restaurant for a few years while finishing up college and a few months after I graduated college, I met an amazing woman who would change my life forever. She was one of my regulars and a very successful real estate agent. She and her husband would come into the restaurant and always request me as their server. This agent is petite and always cold, so I always had a hot drink ready for her. One day she asked me if I'd ever considered real estate. I told her I hadn't ever thought about it and she asked me to

come in for an interview. After I met with them, they prayed about whether to hire me as an administrative assistant. They did end up offering the job to me and I learned so much from her. Throughout that first year I saw this agent try to be in 40 places at once, so I offered to get my license to help her out where I could.

All of the life experiences up to that point melded into a cohesive point-of-view where I could serve people and create relationships that were lasting. In addition, I learned to help buyers and sellers with some of the largest financial transactions of their lives.

I have been extremely blessed to work with some of the top agents in El Paso County who would take me under their wing and help me to not try and reinvent the wheel. They taught me how to stay objective yet listen and make sure the buyer or seller knows that you truly hear and understand them. Learning from these mentors on how to take care of clients was a crucial next step in my development from a career perspective. While learning the nuts and bolts of Real Estate was valuable, learning that our job is really about relationships and community was invaluable.

The work/life balance is definitely challenging, but I find that I am most focused when I make a few

moments for myself each day either to spend time in the Bible or running. I have been an avid runner ever since the age of 10. My dad and I would run 10K races in Oklahoma together and I fell in love with running at that time. I ran competitively with track and cross country throughout middle school and high school. (Running in Alaska was interesting because cross country is in the fall and we would often have to stop races to wait for bull moose to stop fighting and move on.)

After graduating college and before starting my career in real estate, I trained to compete in the Pikes Peak Ascent. Training for the Ascent was a challenge that year. The Hayman Fire started on June 8, 2002, and the mountain was closed down for much of the summer. Running that race was a big goal for me and I found a way to train every day, sleep above tree line when I could, and dedicate myself to running the best race I could, in spite of the challenges — maybe even because of them! I had never competed in a larger or harder race, but that year things worked out and I managed to win. It was a seminal moment because I didn't start the race to beat the field, I competed against myself and the mountain. And that day, I won.

That's a story and a lesson that stays with me. In the field of real estate, you are competing for business. You are competing for the

...





listing, competing to win over a buyer... clients have lots of choices on who to trust. But the reality and the lesson I learned that day as I ran up a 14,000-foot mountain is that you are your own best competition. I learned that having a team is important. I learned that even in a business full of hungry lone wolves, we all need a team and support.

Fast-forward sixteen years, three real estate teams, one marriage and two kids later and you find me...leading a small team at RE/MAX Properties with my husband Nathan (who I met at that same restaurant way back when!) and our business partner Nathan Rains. We're not perfect by any means, but we try to work together as a cohesive team. I know that we're stronger together than when we're trying to do everything on our own. Nathan Fisk and Nathan Rains are both very competitive and athletic.

Nathan Fisk was a soccer player and now is a fisherman, avid camper, and a swimmer. Nathan Rains is a great softball player, and also an avid outdoorsman with his wife and two sons, also taking them camping and fishing, and skiing in the winter. Our team means everything to me, and we try to help each other not only to achieve work/life balance, but to hold each other accountable, and work together through challenging real estate situations.

We have many stories of helping each other out, like running flyers for each other if someone is going to be on that side of town, or relying on each other for expertise. I absolutely love that Nathan Rains grew up in Calhan and knows eastern El Paso County extremely well; not just in what to watch out for and how to guide clients

but in development of these areas and future growth. I admire how Nathan Fisk knows everyone in town, so when we have a client who has stepkids trying to cut her out of the deal, or a seller passes away inside a property that is supposed to close in four days, he not only knows the people to call, but he presses on them until the situation is handled. Both Nathan Rains and Nathan Fisk always put the client first. Nathan Rains once drove from Breckenridge within 30 minutes of arriving in Breckenridge to put a key in a lockbox that he had forgotten was in his pocket. Nathan Fisk will stay up until 2am if we ran out of time during the crazy weekday but had promised a client we would get a CMA or other important information to them. [NF1]

We launched our team in 2014 and I

wouldn't be where I am today without the mentors that God has graciously placed in my life and the amazing team that is around me.

I remain a highly competitive person; it's in my character. That said, "winning" has taken on a different perspective. Today — for me and our team — winning is getting that first-time homebuyer into a home that will serve their family. It's taking on the listing that multiple other agents failed to sell and working hard to line up the perfect buyer. When we focus on helping people, the financial and business aspects take care of themselves. I compete against the mountain and myself far more than the field. It's a lesson that has served me well.

In closing, a verse I love is from Phillipians 2:4: "Do not merely look out for your own personal interests, but also for the interests of others." [NF1]

Pictures provided by Heidi Mossman with Capture Life Photography. To schedule your own portrait session, please call 719-789-5558.

# WAYS A COMPANY CAN SPEND \$3 MILLION:

Buy a private jet

Upgrade the office with fancy furniture and gadgets

Give the C-Suite a nice raise

Enable the rescue of thousands of human trafficking victims worldwide

N2 Publishing – the company behind every Real Producers magazine – believes in a future where everyone is free. This year, we donated 2% of our revenue, or \$3 million, to support nonprofits that rescue and rehabilitate victims of sex slavery and forced labor. And it was only possible because of the support of our industry partners and engaged readers. **Because of you.**



TO LEARN MORE, VISIT N2GIVES.COM



Sale of real property  
Principal], of \_\_\_\_\_ [street  
county of \_\_\_\_\_  
date and appoint

719.578.5900

We are a full-service provider of title insurance, escrow and related products for residential and commercial real estate transactions across Colorado.



*Excellence In Work. Integrity In Everything.*

101 South Sahwatch Street, Suite 212  
Colorado Springs, CO 80903



# We Use Rheem Products



From industry-leading innovations to next generation energy efficiencies, Rheem's been producing award-winning heating and cooling solutions for more than 65 years.



## Time to get that furnace inspected and serviced!

The snow isn't flying yet, but no one wants to get caught with a furnace that doesn't fire when you need it.



### LICENSED. INSURED. HONEST. RELIABLE.

- Heating
- Indoor Air Quality
- Air Conditioners
- Humidifiers
- Evaporative Coolers
- Water Heaters



We answer our phones 24 hours a day! 719-235-3779 | SpringsHAC.com



## BECAUSE YOUR ROOF DOESN'T COVER EVERYTHING

With AMERICAN NATIONAL HOMEOWNERS insurance, you'll get an array of exceptional features not offered by many insurers, including automatic coverage for home systems breakdowns, buried service lines and the replacement cost of personal belongings.



**MARVIN MULLINS**  
Associate General Agent

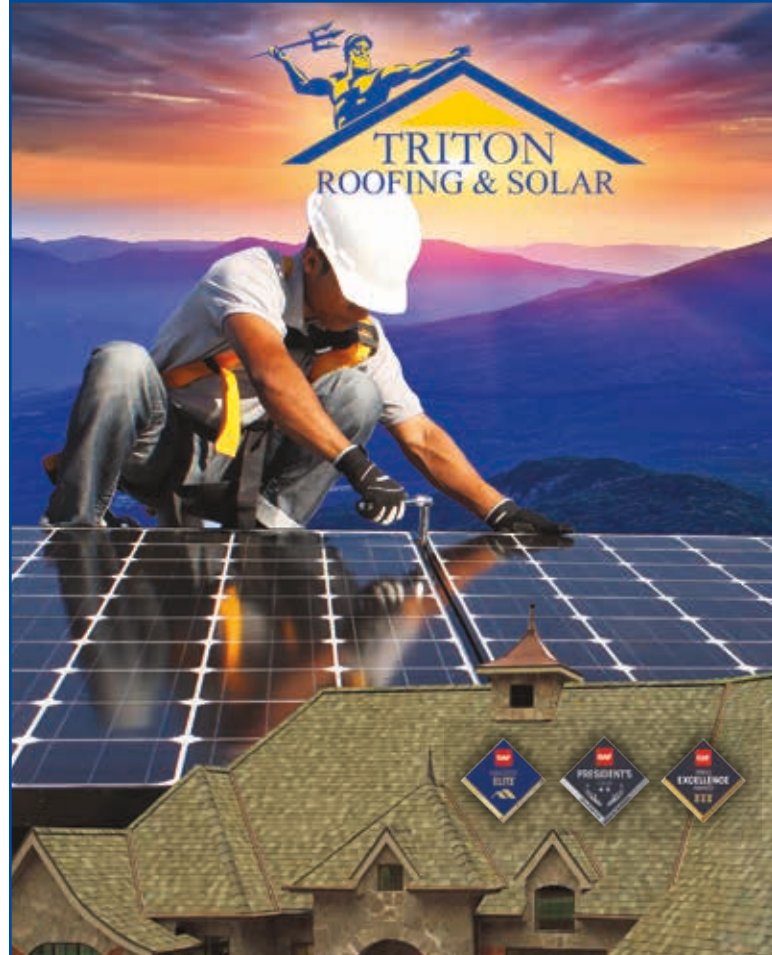
5155 N Academy Blvd Suite 100  
Colorado Springs, CO 80918-4053  
SMART THINKING, REWARDED®

✉ mullins.agency@american-national.com  
☎ 719.776.9393



Products and services may not be available in all states. Terms, conditions and eligibility requirements will apply. Property and casualty products and services may be underwritten by American National Property And Casualty Company, or American National General Insurance Company, both of Springfield, Missouri.

14-065.87651.V2.12.2016



## SERVICE THAT'S OVER AND ABOVE

At Triton Roofing & Solar, we work tirelessly to provide you with a knowledgeable experience and reliable roofing products that will leave your home and family protected for years to come.

- ▲ 10 Years in the roofing and solar business exceeding our customers' expectations
- ▲ We are a GAF Master Elite Contractor
- ▲ Our former military owners offer high standards of quality and attention to detail
- ▲ We are the only Southern Colorado roofing company to earn the GAF President's Club and Triple Crown Awards 6 consecutive years
- ▲ Our HAAG Engineering Certified inspectors ensure a smooth and seamless experience

Call us today for a FREE estimate: 719-322-3673  
Or email: [cos@tritonroofing.com](mailto:cos@tritonroofing.com)

### TRITON ROOFING & SOLAR

5170 North Union Boulevard, Suite 200  
Colorado Springs, CO 80916

[TRITONROOFING.COM](http://TRITONROOFING.COM)

# 500 MILLION DOLLARS

## Cashback<sup>SM</sup> REWARDS



## IT'S AS SIMPLE AS 1, 2, 3... GET REWARDED WITH CASH FOR YOUR SMART DECISIONS

It's as simple as...

1. Maintain a homeowner and auto policy with American National,
2. Remain claim free for three consecutive years, and
3. Receive 25 percent of your first year auto and home premiums back after your third year.

**BONUS:** Your 25 percent reward continues every year as long as you remain claim free!



**MARVIN MULLINS**  
Associate General Agent

5155 N Academy Blvd Suite 100  
Colorado Springs, CO 80918-4053

SMART THINKING, REWARDED®

✉ mullins.agency@american-national.com  
☎ 719.776.9393



Products and services may not be available in all states. Terms, conditions and eligibility requirements will apply. Property and casualty products and services may be underwritten by American National Property And Casualty Company, or American National General Insurance Company, both of Springfield, Missouri. American National reserves the right to discontinue the Cashback program at any time. Cashback is not available in all states. Homeowner premiums used to calculate Cashback reward do not include earthquake, equipment breakdown, service line coverage and Identity Theft Protection endorsement premiums. Claim free means no paid claims of any type, other than roadside assistance, windshield repairs, homeowner earthquake, equipment breakdown, service line coverage and/or stolen identity claims.

14-065-87131.V3.5.2017

# Where Do Smart Home Buyers Go for Quality, Selection, and Style?

CLASSIC, FOR STARTERS.

## TOWNhome COLLECTION

NORTH FORK

BY CLASSIC HOMES



Whether it's your first home or your last, it doesn't mean you have to settle for second best.

At Classic, compromising quality isn't in our nature. Nor is it in our homes.

We put the same quality materials, the same professional craftsmanship, and the same attention to detail into every home we build. So whether you're starting out in the world or moving toward your dream of retirement, you enjoy the same hallmark quality that makes every home we build a classic.

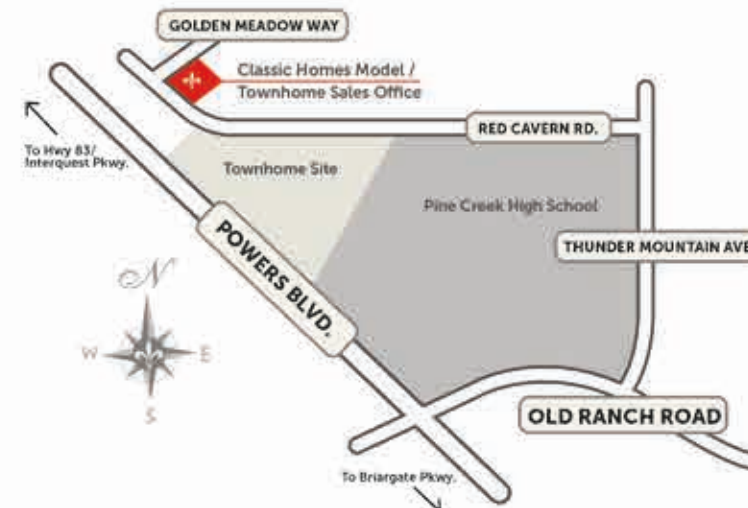
Get the Classic style, Classic quality, and Classic value you've always wanted.

Call 719-888-3711

Sold from the Classic Homes North Fork Model Home:

2903 Golden Meadow Way  
Colorado Springs, CO 80908

[ClassicTownhomes.com](http://ClassicTownhomes.com)



### INTRODUCING THE TOWNHOME COLLECTION BY CLASSIC HOMES

STARTING FROM THE UPPER \$200S

2-story townhomes

Four Floorplans

1,255 - 1,695 sq. ft.

Attached 2-car garages

HOA maintained, including snow and trash removal

Located in D20



*The Difference Really Hits Home.*



\*Pricing and availability subject to change.



PRSRT STD  
US POSTAGE PAID  
WILMINGTON, NC  
PERMIT NO. 40



*At North American Title*

# **YOUR** Next Transaction is **OUR** Most Important Transaction

You've done the hard part; you've got the signed contract in hand. Relax and let us guide your client's real estate transaction to a successful close. At North American Title, you have access to knowledgeable and dedicated title and escrow professionals to answer your questions and follow up on the details.

*Count on us. We have you covered!*

**COLORADO SPRINGS – DOWNTOWN**  
102 North Cascade | Suite 330  
Colorado Springs, CO 80903  
**t: 719.578.4100**

**COLORADO SPRINGS – NORTH**  
8610 Explorer Drive | Suite 105  
Colorado Springs, CO 80920  
**t: 719.598.5355**

**NORTH  
AMERICAN  
TITLE  
COMPANY**

[www.nat.com/CO](http://www.nat.com/CO)

**We Have You Covered**