

COLORADO SPRINGS

# REAL PRODUCERS<sup>®</sup>

INFORMING AND INSPIRING REAL ESTATE AGENTS



Top Producer: **JON  
ZIMMERMAN**

*Capture Life Photography*

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

FEBRUARY 2020

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

**BELONG TO AN AMAZING COMMUNITY**

BE NEIGHBORLY  
BE HAPPY  
BE ADVENTUROUS  
BE COMFORTABLE  
BE STRONG  
**BE GOLD HILL MESA**

David Weekley Homes   Hi-Point Home Builders   J Weston Homes   Vanguard Homes

Visit our masterful builders. Model homes open daily.  
For more info call (719) 633-2202 or go to [GoldHillMesa.com](http://GoldHillMesa.com).



# TABLE OF CONTENTS



**07**  
Preferred Partners



**08**  
Top Producer:  
Jon Zimmerman



**16**  
Up And Coming Real Estate Agent:  
Mary Sekowski



**28**  
What IS It?



**32**  
Big Branding



**42**  
"Building" upon our community's success

**RP** 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 [Bob.Obrien@realproducersmag.com](mailto:Bob.Obrien@realproducersmag.com), 719-930-3459.

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.



## Property Management

**\*AGENTS\* we will let you know when your clients are ready to sell!**

**Service You Can TRUST**

- Property Management
- Vacation Rental Management

**(719) 265-5600**  
[www.coloradobestrealestate.com](http://www.coloradobestrealestate.com)

Your Clients Are In Good Hands With Our Team



## Your Clients Don't Need to Stress When Downsizing!

Whether your customers are decluttering or relocating residences, Goodwill's "Things Forgotten, Not Gone" program offers a wide range of professional services managed by highly experienced and attentive staff.

Things Forgotten has been a household name in our community for 15 years. We are licensed, insured and have an A-Plus rating with the Better Business Bureau. Your clients can call or visit us online today for a free consultation ... and let us remove the worry, so they can move on with life.

### WE CAN PROVIDE CUSTOMIZED, FOLLOW-UP SERVICES TO YOUR CLIENTS:

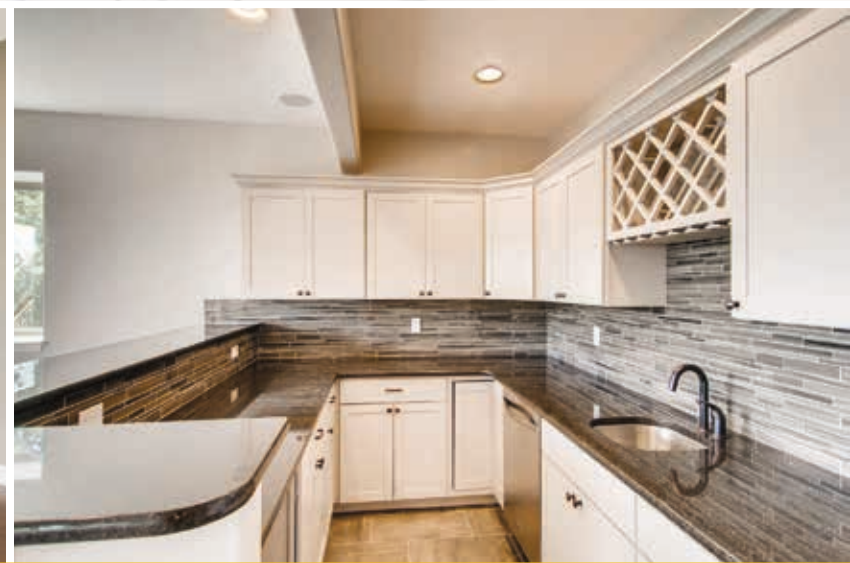
- **Full-Scale Move Management:** We will pack, unpack and organize their new home so they can unwind and enjoy it from day one.
- **House Clearings/Concierge Service:** Whether selling, giving away or donating no-longer-needed items, we will take care of all the details while handling their timeless treasures with "white glove treatment."
- **Estate & Consignment Sales:** We can manage all aspects of your clients' personal property sales—offering customizable services and pricing options.
- **Decluttering Projects/Light House Keeping:** When moving or downsizing, we can remove excess items and conduct a "clean sweep" of the home.



 Discover Goodwill's Senior Move Service  
**Things Forgotten**  
—Not Gone

**(719) 428-9271**  
[HLane@DiscoverMyGoodwill.org](mailto:HLane@DiscoverMyGoodwill.org)  
[ThingsForgottenNotGone.com](http://ThingsForgottenNotGone.com)





- 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

# 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

## CATERING

Salt of the Earth  
 (719) 466-9004  
 sotecatering.com

## COMMUNITY DEVELOPMENT

Cordera Community  
 (719) 867-2279

## The Farm

(719) 867-2279  
 thefarmcolorado.com

## Downsizing & Decluttering

Things Forgotten  
 (719) 428-9271  
 thingsforgottenotgone.com

## FAMILY FITNESS

YMCA Tri-Lakes  
 (719) 282-9622  
 ppyymca.org

## HANDMADE PENS

Samuel Pen Co  
 (719) 310-9394  
 samuelpenco.com

## HEATING & COOLING

Springs Heating & Cooling  
 (719) 235-3779  
 springshac.com

## HOME BUILDER

Classic Homes  
 (719) 785-3309  
 classichomes.com

## Keller Homes, Inc.

(719) 388-2323  
 kellerhomes.com

## Saint Aubyn Homes

(719) 244-3645  
 saintaubynhomes.com

## HOME INSPECTION

AmPro Inspections  
 (719) 648-4098  
 amproinspections.com

## Brick and Mortar Home Inspection Inc.

(719) 648-2835  
 bandmhomeinspections.com

## Ground Floor Home Inspection

(719) 641-1555  
 groundfloorhomeinspection.com

## INSURANCE

Alliance Insurance of Colorado Springs  
 (719) 573-4155  
 allianceinsurancecolorado.com

## Solid Rock Insurance

(719) 574-0082  
 solidrockagency.com

## MARKETING

Connect Grafiks & Marketing  
 (719) 679-2626  
 connectgrafiks.com

## MORTGAGE

Integrity First Financial  
 (719) 385-0777  
 iffhomeloans.com

## MOVERS

Two Men and a Truck  
 (719) 551-5085  
 twomen.com

## NEIGHBORHOOD

Gold Hill Mesa  
 (719) 900-1461  
 goldhillmesa.com

## PAINTER

Happy Painting, Inc.  
 (719) 373-5550  
 happypainting.biz

## PHOTOGRAPHY

Capture Life Photography  
 (719) 789-5558  
 capturelife.photo

## PROPERTY MANAGEMENT

Colorado Best Team @Pikes Peak  
 Dream Homes Realty  
 (719) 284-1900  
 www.coloradobestrealtestate.com

## 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

## First American Title

(719) 208-8330  
 firstamcolorado.com

## Heritage Title Company

(719) 592-9933  
 heritagetco.com

## North American Title

(719) 578-4100  
 nat.com



# JON ZIMMERMAN

---

“That’s my door.” Ahmad the General Manager of LA Fitness Boca West, in Boca Raton Florida said with a smile that looked like the cat that just ate the canary. “You see, any “walk in” that wants to buy a membership are to be directed to the General Manager first, if I am busy then they go to Aouse as the Weekend General Manager, and then they go to the Sales Counselors, but first you need to know what you are doing. So you’re going to drive traffic from outside in until you learn what you are doing from Aouse who will teach you.”

---

“Ok.” I said. “How am I supposed to drive traffic in?”

It was then Ahmad tossed what looked to be a long thin note pad from his drawer onto the desk just in front of me. The note pad was white with red lettering across it that read: “One Week Guest Pass” and just above that was: “Name (blank), and Phone Number (blank).”

“These are called your personal contacts or “PC Ones,” Ahmad said. “Jonathan, what you are going to do is go into the plaza and ask people walking around to come into our club and visit free for a week. What Aouse and I are going to do is have the people you give a pass to buy a membership and put the commission in your name as a result of generating the pass.”

That was it. The position of Sales Counselor was intended to generate new business. On April 10, 2007, my first day and weeks thereafter as a Fitness Sales Counselor were spent roaming the parking lot, and plaza of the Boca West LA Fitness in the South Florida heat and humidity in an attempt to give away guest passes in exchange for personal contact information of prospective fitness club members. This was undiluted, raw, marketing known as

“canvassing.” It is the most basic and pure form of sales; it is also the hardest. Door to door without the doors. You would think, giving people anything for free in exchange for just their name and number would be easy right? Nothing could be further from the truth. In my first few weeks, I was barely able to obtain two or three leads a week at all, and they never came into the club to check it out.

Every day I went to work, I literally was forced outside to face rejection, time and time again. I didn’t know or understand how this was benefiting anyone at the time. One day in Mid-July in front of a local electronics store, I met a man that wanted to just “check it out” but made abundantly clear to me he was not interested in a membership. I made the appointment for 6:45 pm that evening and informed Ahmad and Aouse that afternoon he would be coming in to the club to redeem the pass but did not want to join. Ahmad told me before he left to go home that day, for my guest pass appointment, he wanted me to watch Aouse sell the appointment a membership. I thought sure Ahmad, you have to think that because it is your job, but you don’t know what this guy told me earlier, under no circumstances is he going to join. He only wanted to check out the facility, or so I thought.



▶▶ top producers

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



Sure enough the appointment showed up and left with a membership exactly as Ahmad foretold. There was something illuminating in witnessing Aouse convert that first guest pass for me. It was a demonstration in rapport building, information was provided when requested, and an unseen very prevalent power and ability guided the process in a way that I never thought was possible. It was the art of persuasion, based in professionalism. At the end of everything, the gentleman thanked Aouse for his time and for giving him a discount on the initiation fee in exchange for turning in his guest pass the first day he redeemed it to become a member. Later on that same gentleman that came into the gym that day told me as a result of him becoming a member, he reduced his cholesterol, and had more meaningful moments with his family as a result of his commitment to fitness from that point on. I was proud to have played some small role in that initial event ultimately improving that man's health. I wanted to learn everything I could about Sales after that and help people.

I developed a voracious appetite for sales education in the evenings as a Sales Counselor, and welcomed the intellectual oasis reading offered as a pleasant change from the noisy parking lots I was frequenting so much during my days. Sales trainers and

personal motivational gurus such as: Zig Ziglar, Tom Hopkins, and Tony Robbins became my best friends. I especially enjoyed learning about the many different intellectual strategies of sales. My favorite work was "Secrets of Closing the Sale" by Zig Ziglar. These authors formed my thinking on what would become my mindset concerning Sales. I loved the way that Zig Ziglar so passionately defended the sales profession from the negative common stereotypes of our society, such as those seen in Arthur Miller's "Death of a Salesman." To Zig Ziglar the sales profession was a noble and laudable vocation. I began to think of my work in an honorable light for the first time. I was not a minimum wage Sales Counselor working on commission, but rather a Fitness ambassador that solved people's health problems and therefore deserved compensation as a result of the solution I represented.

There were two items of significance that became everyday staples of my persona at this time: one was a pair of Black Chuck Taylor high top sneakers that I used to walk all the different parking lots in the area; the other was a pitch counter used by coaches to count pitches thrown by a pitcher. I started to count all of the "no's" it would take me before I received a "yes" when I was canvassing. Thus, canvassing quickly became an enjoyable experience

and a numbers game. The more I played, the better I became. What that amount of rejection on a consistent basis did for me was make me immune to the negative emotional effects of rejection.

One day it happened. I remember, like it was yesterday. We were working a table set up outside of a local bank handing out guest passes and offering body fat testing and it was like a scene from the movie "The Matrix" when Neo decides to fight back instead of running-everything just slowed down and "I started to believe." I built rapport, information was provided when requested, and persuaded based in professionalism. That day I walked in from the table set up with my first outside membership I ever sold. It was a three year paid in full membership.

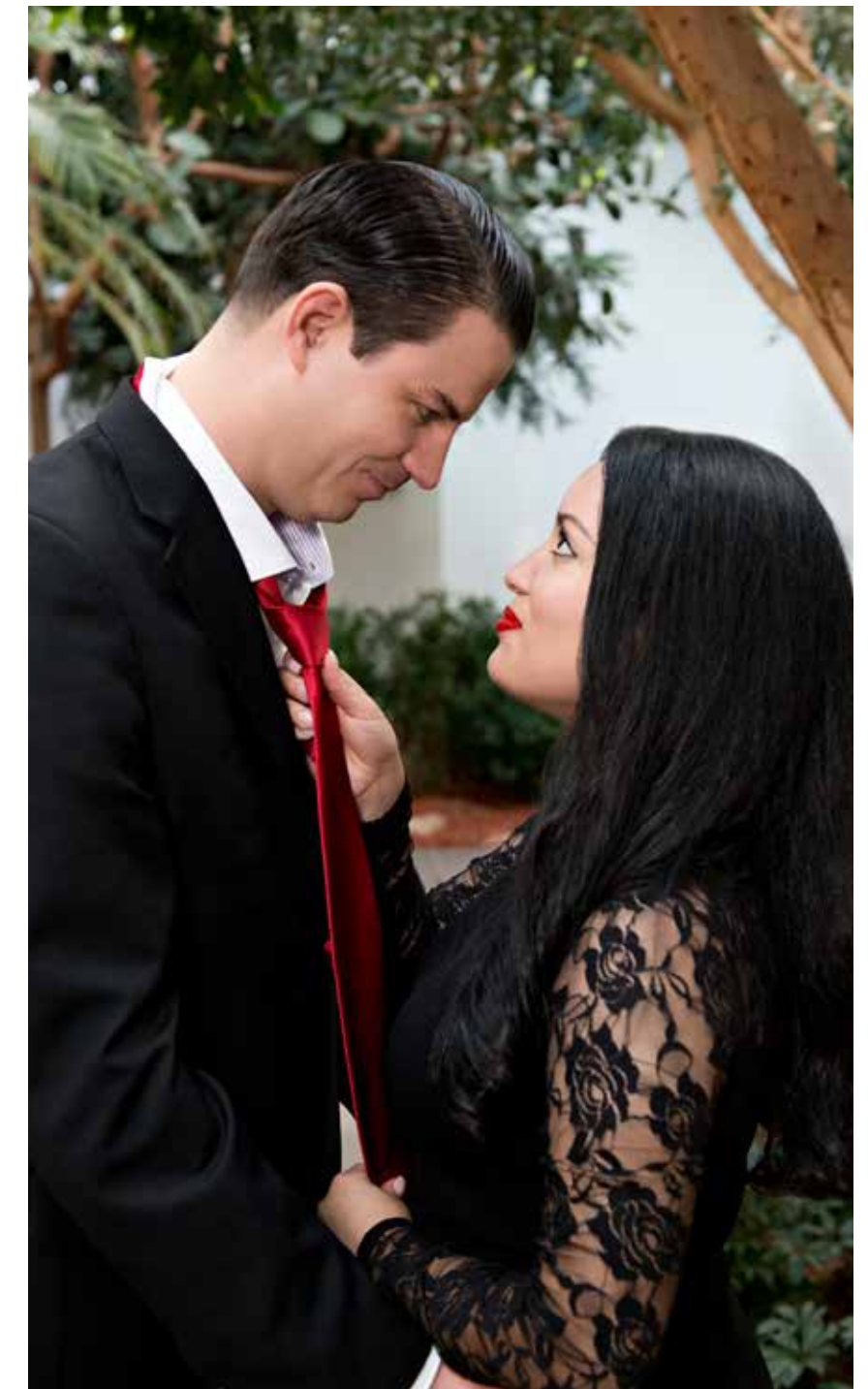
After that I was off. Instead of feeling sorry for myself about being outside of the gym during the day, I started feeling sorry for Ahmad and Aouse that they could not be outside with me having fun in the plaza parking lot talking to people, getting leads, and yes, even making outside sales. I felt like Mark Twain's Tom Sawyer when he made up his mind to have fun painting the fence. I became the highest-grossing Sales Counselor to hold that position since Aouse, and quickly received a promotion to go with Ahmad to the Coconut Creek LA Fitness as his Senior Sales Counselor in January of 2008.

At the Coconut Creek LA Fitness there was the most beautiful girl I had ever seen named Paulita that wore a pair of Black Chuck Taylor high top sneakers. She worked at the front desk in Operations. She ran the show; she was the princess of that club. She was highly respected by the sales, operations, training staff, and members of Coconut Creek. I noticed that when she would scan people in at the front desk she would get asked out more than anyone I knew. In her rejections, she was always so kind, and careful with her words when she let those would be suitors down. To a person, who was getting rejected over a hundred times a day due to my occupation, I really appreciated that. I could not help but fall deeply in love with Paulita just as everyone else had in Coconut Creek, but I couldn't let her know that because then she would think that I was just like everyone else she met there.

I really developed a crush on Paulita during those first few weeks and wanted to express my interest in her, but knowing the amount of attention she

was accustomed to receiving, I needed to be strategic in my advance so I wasn't seen as insignificant when I finally asked her out. Accessing the situation, I did the only thing I could think of, I kept my head down and just focused on my work for weeks in an attempt to seem mysterious.

Finally, when my heart could no longer be content with professional pleasantries, on February 27, 2008, I asked Paulita to dinner and to my delight she accepted my invitation. Our first date was on March 1, 2008, and on October 28, 2008, I proposed to her inside Butterfly World with butterflies circling us in a setting so enchanting I did not think it was possible to see on this side of heaven.





The Christian religion sees the butterfly as a symbol of the resurrection. The city of Coconut Creek is known as the butterfly capital of the world. When Paulita and I were married on August 8, 2009, at the end of our ceremony we went outside near a beautiful lake and did a live butterfly release of Monarch butterflies into the open-air sky to commemorate the sacred bond we made that day. It was absolutely magical.

My time at LA Fitness can ultimately be summed up as a four-year experience. Two years of first rate education, my awakening in Sales, the introduction and courting of my wife, and the other two years of living through the Great Recession. The Great Recession hit South Florida especially hard. As a newly promoted General Manager, at the age of 28, one of the youngest in the company, I was thrown for a loop when my salary that I had fought so hard to achieve in the years before was all but reduced to a pile of ashes in 2010 due to company cut backs. I needed to regroup and think fast about a new life for my bride and me, because the life that I thought would always be there for me professionally was beginning to evaporate before my eyes.

Around that time my father and mother moved to Colorado Springs, Colorado in 2009. In April of 2011, I visited them for a much needed Easter vacation and visit. I remember during that time I was working close to 90 hour weeks and was totally exhausted when we arrived. One afternoon while simply sitting outside in the cool Colorado climate of my parent's back yard near Cheyenne mountain listening to the birds sing along to the soothing tones of my mother's wind chimes, Colorado granted my soul peace. The rat race of South Florida life, the constant quota chasing, and everything that went with it, did not live here. Colorado called to me that afternoon and I gladly accepted the call.

In October of 2011, Paulita and I braved the cross country journey from South Florida to Colorado Springs. We had some memorable stops along the way, was elated to go back to my Alma Mater, Florida State University, in Tallahassee, and show her the "Unconquered" statue. It shows a Seminole Indian astride a rearing horse that captures the indomitable spirit of the Seminole people, which has been adopted as a symbol of the spirit of the university. We were blown away by the winds of the Plains in Oklahoma, and truly captivated by the majestic beauty of Santa Fe, New Mexico, at sunset.

In January of 2012, I was fortunate enough to land on my feet by finding a good job at the Colorado Springs Independent as an Account Executive in their advertising division. I enjoyed the work, and it was the perfect way for me to acclimate myself to my new surroundings. Where better than working at a local newspaper to find out where to go and what to do? Paulita and me would go to Seven Falls, Garden of the Gods, Cheyenne Mountain Zoo, and attend events at the Pikes Peak Center and World Arena.



During our first year in Colorado Springs, curiously Paulita and me also began to notice all of the different butterflies that were on display across the city from the University of Colorado at Colorado Springs "Butterfly Project." The "Butterfly Project" publicly displays different artistic renditions of butterflies in various areas of the city. It was as though all of the butterflies that we released the day of our wedding had traveled across the country before us and landed here in different areas of Colorado Springs to welcome us to our new home. To Paulita and me there was no better omen that we had made the right decision in coming to Colorado Springs.

After about a year with the Independent, I began to consider a career in Real Estate. Real Estate represented the highest echelon of Sales for me and I felt that I was at a point in my life where I was ready for the challenge and opportunity of self-employment. In February of 2013, I successfully passed the Colorado Real Estate exam, and in May of 2013 I began my career with Coldwell Banker Residential Brokerage. I read books such as "The Millionaire Real Estate Agent" and "Shift" by Gary Keller to prepare me for what I thought I would be encountering when I entered the ranks.





My first year of Real Estate, however, was blood, sweat, and tears. Aeschylus, the Greek playwright, tells us “Man must suffer to be wise.” Since I didn’t really have a sphere of existing relationships I could tap into in Colorado, I resorted to what I knew. I picked up the phone and cold-called. I sat in a cubicle at Coldwell Banker every day and called “For Sale Buy Owners” and “Expired Listings” until I could not call anymore. I worked countless Open Houses every weekend sometimes-both Saturday and Sunday as a way to meet buyers. Finally, in late 2013 the floodgates opened and I secured my first listing which also became my first buyer. This enabled me to gain other clients, and snowball my business.

I quickly realized that the Real Estate transaction is unlike any other sale in our society, as it is the most significant financial decision that people will make in their lifetime. There was a positive shift in my thinking on Sales during these initial years of Real Estate from that of a goal-orientated number chaser, to a con-



sultative advisor. I always approach each situation with the basic question of: “If this were me, what would I do and why?” As a result of this thinking, I have been able to earn and keep the trust of my clients. I also made the conscientious decision to learn and network as much as I possibly could.

I graduated from the Pikes Peak Association of REALTORS® Leadership Academy in 2014 as a way to become more familiar with the interworking of my local REALTOR® board. I also began to attend various Real Estate investor meetings held around town, because I realized the positive transformative effect Real Estate investing has on local communities. If a Real Estate investor can rehabilitate a distressed property in a neighborhood, and the new owner maintains and even improves that property, that new home owner can inspire a positive “Keeping up with the Joneses” mentality in that neighborhood and therefore has the power to transform entire communities for good.

Ultimately, I have persevered to become one of the top Real Estate Brokers in my Brokerage. I was inducted into the International President’s Circle, the top 5% of Coldwell Banker Brokers in 2016, 2017, 2018, and 2019. In 2017 I was honored as the top Navy Federal Credit Union agent in my office, and consider myself very privileged to serve those who serve us. While I am grateful for the success Real Estate has brought my family and me. What I am the proudest of, is the people I have been able to help become home owners when they never thought it was possible. Tenants who never thought they could qualify for a mortgage, ended up with keys to their new home as the owners. Buyers who were originally denied by one lender, kept at it, and cried tears of joy in front of me as they received the deed to the home of their dreams. These moments have given me so much more than professional or financial success, they allow me to say with firm conviction to my son, “Your Dad, helps people.”

I would like to thank my managing Broker at Coldwell Banker, Chris Lutyen for all of his insight and guidance, my fellow colleagues Jermaine Butler, Ken Reynolds, and Greg Luczak for their tutelage and friendship, and my fairy Godmother Alphie Hutmacher for sheltering me underneath her wings the first few years I was a new Broker. Finally, I am especially grateful to my wife Paulita and son Brantley, their love sustains my Soul and invigorates my Spirit forever and ever.

**the Y**  
FOR YOUTH DEVELOPMENT™  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

**Join a community where everyone belongs!**

**MEMBER BENEFITS**

- Access to All YMCA Branches**  
Includes access to nine Y centers in the Pikes Peak Region.
- 2.5 Hours of Learn & Play**  
We offer free play, crafts, stories and more for kids up to 6 years while you work out.
- State-of-the-Art Fitness Centers**  
Includes exercise machines, stretching areas, free weights and weight rooms.
- Pools, Gyms & Running Tracks**  
A safe environment for swimming, fitness and running for all ages and abilities.
- Free WiFi at All Centers**  
Enjoy music or stream your favorite show while you work out.
- Free Group & Water Ex Classes**  
With nearly 400 classes to choose from, you'll find something that's right for you.
- Free Jump Start Consultation**  
The Y's program to help you map out your plan to reach your wellness goals.
- No Annual Fee**  
We believe our services, not a contract, keep you coming back to the Y.

**YMCA OF THE PIKES PEAK REGION • ppmca.org**

**LEXUS**

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





# Mary Sekowski

## ►► up and coming real estate agent

The feeling I had at that moment can best be described as thankfulness at the closing table with this sweet family. They were such a deserving, hardworking family that could not get ahead in life with a good, stable home to raise their kids. Getting to this point was a long journey. When we met, they were stuck in an old single wide home that was falling apart. They shared an unreliable well with the neighbor and their septic system was failing. Years were spent in this home, with the possibility of one day owning it, so they treated it as their own by maintaining it as best as they could. Then it all fell apart. The home they thought they were buying was going to be taken from them because of a scheming landlord who had duped them, and they had nowhere to turn. Finding a way to help this family became a mission of mine, but it seemed like an impossible task. Their credit was in disrepair so mortgage approval was impossible and the soaring rent prices in the area were completely out of their budget.

So, my job was to find a solution—and it was a tall order. We started by getting the ball rolling with credit repair and setting a plan so they could be ready to obtain a mortgage within a couple of years. We then found a home they could rent, affordably, and buy as soon as they were financially prepared. Finally, they were able to

move into a home that was a suitable place to raise their family and to potentially build equity. They worked hard for three years to repair their credit, following the advice of the local mortgage lender I connected them with. Buying this home was something they thought wasn't a possibility for them and finding the way to do it gave them a new hope of future financial freedom.

As they closed on their very first home purchase I kept thinking this is exactly why I got into this career. These are the people I love to help by finding a path where they didn't think one would exist. As their Realtor it took a lot of dedication, faith and patience to see this through to closing. It was a long road of making sure they were getting on the track they needed to get to the finish line. But it was worth it!

My life has seen their side of the table before with a difficult life circumstance that created tremendous sadness and uncertainty. At 29 years old my husband of 10 years was at the end of a hard and painful cancer battle.

Prior to his illness we had it all together. I met John Turner in college in 1999 and we were inseparable from the start. He was a cancer survivor and having beaten very low odds for living he was full of life and wanted to live it to its fullest. We were married young in 2001, still in college, so we could see the world together before settling down with career and family. Traveling was a passion of ours and we had a wonderful time. I was a finance major and he a marketing major at the University of Georgia and after graduation we both began a career path in banking. Our careers were moving very fast and we both worked hard to build solid reputations with the bank.

**“As they closed on their very first home purchase I kept thinking this is exactly why I got into this career. These are the people I love to help by finding a path where they didn't think one would exist.”**

Six years after we were married we found out we were having a baby. This baby was a miracle! The prognosis from John's first battle with cancer said that children would not be possible. And we were OK with that. Eventually we would adopt or find another way to have a family, but here we were expecting a child of our own and we felt tremendously blessed! Nolan Patrick was born in October 2007 and was a beautiful, healthy boy and we were in love. Life was great.

When Nolan was seven months old John received a big promotion at the bank that moved us three hours away from our home into a corporate apartment. We felt extremely happy for the promotion, but being uprooted from our home and moving to an apartment made us feel a little disconnected. It just wasn't home. But we made the best of it and for the first year we enjoyed what felt like a transient life in the apartment. Then the banking crisis happened in 2008. Our jobs were on the line because we both worked for Wachovia Bank and had a deep concern for how that could possibly turn out. We knew that our jobs could end at any minute if the bank wasn't bailed out somehow. Wells Fargo purchased Wachovia and our fears were eased as the corporate transition took place within the bank. John excelled with Wells Fargo. He was a natural born leader and good businessman. His employees respected him as did his peers and leaders. Our careers were back on a strong footing.

My career path with the bank was a little different than John's because I wasn't as interested in the management side of the industry, but rather the relationship side of being a financial specialist. I loved building rapport with my clients and helping them with their entire financial picture, from childhood savings to retirement planning. Educat-

ing my clients on future planning, financial stability, and the importance of credit is something I felt very passionate about. It was so rewarding for me to help a family identify and work to reach their financial goals. I excelled in my job at the bank branch and after a few years I was offered the opportunity to join a pilot program with the bank by being a banking specialist from home with clients all over the country. This was a really great job! I was able to help my clients just like I did in the branch, but because it was a telecommuting position I was able to keep my job through John's promotions.

Then came the devastating change. In April 2009 John began having a lot of pain in his lower back, which he thought at first was a pinched nerve. The pain got progressively got worse and his doctor advised an MRI. The cancer that he so bravely battled and survived twelve years earlier was back. It was a tumor in the base of his spine called Neurofibrosarcoma. His cancer battle was so hard and painful but he did everything he could to fight it. We spent months in Manhattan at Memorial Sloan Kettering Cancer Center where he survived a very long surgery and recovery. When we thought he might be out of the woods the scans showed more tumor growth so he endured excruciating chemotherapy and radiation. But it wasn't enough.

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

...

May 2011 we remained “uprooted” in our home situation. We still maintained an apartment that we would visit when we needed our personal family space but mostly spent time at his parents and my parents’ home so they could help with him and our son while I worked. John felt very strongly that he could not leave this earth with Nolan and me in that situation, so he wanted to begin a home search. We tried several offers with our very dedicated and patient Realtor, Vanessa, and none of them worked out. We were so frustrated and disheartened because we knew his time was short. One day we were leaving his parent’s home and the neighbor was placing a for sale sign in the yard. We had very specific needs for wheelchair access and we were shocked to find that this house was perfect! We found

our home and we moved in on John’s 33rd birthday. Our entire family rallied and got us moved in just in time to have a huge birthday celebration for John in our home that night. We had a few lovely months in the home and that time is a precious memory for me. John became our angel January 2, 2012. Our hearts were broken to lose him, but God gave me the profound gift of peace that John became our angel and would always look out for us.

The time following John’s passing was very dark for me. In the midst of the battle I had a purpose. I was his caregiver, our family provider, and a devoted wife and mother. Caring for John was an around the clock job in addition to my full time job at the bank. Spending time together as a family was of the utmost importance. We had friends and family around constantly. It was incredibly stressful and busy, but full of hope and purpose that John would be healed and would make it through the storm. After the funeral, it just seemed like everything stopped. The house was quiet, just Nolan and I. The

friends and family were no longer constantly around as they got back to their lives. The regiment that I was used to in caring for John was done. And I found myself struggling to stay engaged in the career that I had devoted so much time to. I had no idea what to do next, but knew that life had to go on.

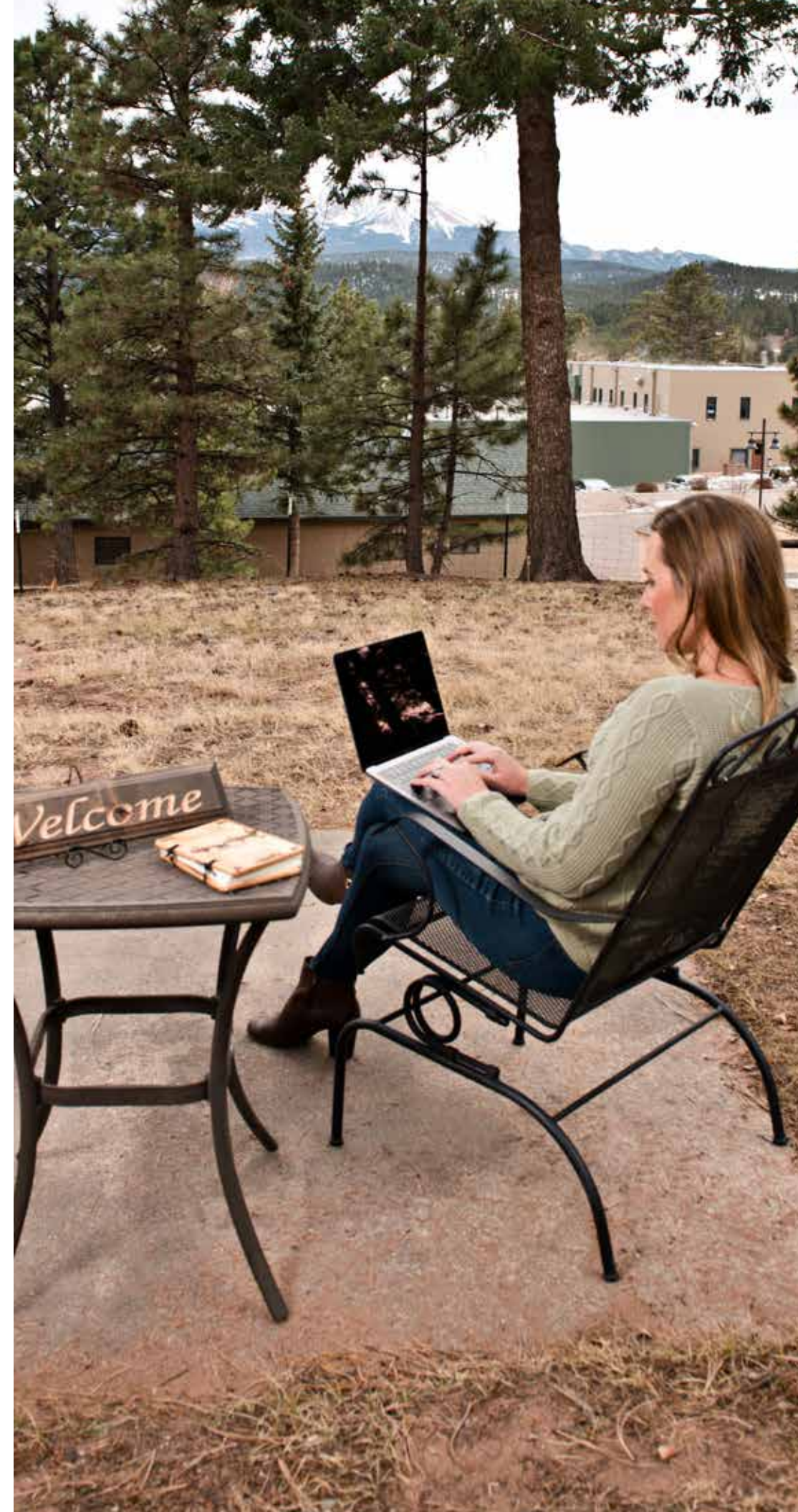
So, Nolan and I were left to start over in a new chapter of life together. I didn’t know what it would hold, but was optimistic it would be good. After all, if my journey with John taught me one thing it was to never take life for granted. I decided to leave my job in banking in order to spend more time with my son.

One day he said he wanted to go play in the snow. There was no snow in Georgia that year nor was there much

snow anywhere on the East Coast so I decided to visit a place I visited before in the summer, but not the winter: Keystone, Colorado. Right away Colorado seemed to be heaven on earth and I felt so thankful to be there with Nolan. During that short visit, I met a wonderful man named Alan Sekowski. He was the answered prayer in this new life chapter and after meeting him we were inseparable. Meeting him allowed me to move on, but never forget my life with John and I was so thankful. A couple of weeks after visiting Colorado Alan visited me in Georgia and I knew we were special. I made the decision to move to Colorado at the end of that summer and we were married the following year. The year after we were blessed to have our daughter Savannah Grace. I feel that God gave me this man, and that my guardian angel had something to do with it.

When settling into a new life in Colorado I knew I wanted to get back into a career I could be passionate about. The perfect place was something that would allow me to be there for my kids and not a set office schedule with long hours like I had at the bank. I also wanted to be able to resume something very important: helping my clients reach financial goals. It was 2013 and the real estate market seemed to be gaining momentum from the recession and I felt it was the right place for me. I met a wonderful and experienced agent, Mike Slaback and teamed up with him to begin my real estate career. Spending the first several years with him working mostly as a buyer’s agent was exactly where I needed to be. Helping clients with one of the largest financial steps they will make in life by buying a home or investing in real estate was a perfect way to apply the passion I have to help people achieve their financial goal, and a great way to utilize my experience in banking and finance. A particular soft spot for me has been working with a first

...





• • •

time homebuyer. The entire process around finding and buying a home is incredibly daunting to many and being able to walk them through each step with the understanding of what they need to do to get to closing on the right home is always a reward, and always leaves me with that strong feeling of thankfulness that I was chosen to help them get there.

Home ownership, whether to build equity or generate cash flow can be a powerful investment. My family in Georgia taught me this from a young age. I grew up in the Northeast Georgia area in a beautiful town at the foothills of the Blue Ridge Mountains. My grandparents on my Mom's side were hard-working, honest southerners that built a deeply respected reputation as owners of the Brenau Tea Room, a restaurant located at a local college. They owned and operated that business for over 30 years and became a staple in their community, not only by providing wonderful food but also for their generosity and hospitality toward everyone they met. They were hard working, ambitious, and could see the importance of their real estate investments as a retirement plan. They converted real estate they owned into rental property as they progressed through life and changed homes. In retirement they had four rental properties that sustained them with a retirement cash flow and it remained a key to their financial freedom.

My parents are just as wonderful. They are honest and hardworking with a naturally genuine hospitable nature. My dad is a Navy veteran and mechanical engineer who devoted his whole career to hard work, smart investment, and the ability to balance that with a lot of family fun. He has always been good to people and has a heart of gold. And my mom, an amazing woman who showed me what it means to be warm, eloquent, and professional in the business world as

a travel agent. They raised my sister, brother and me in the country on a charming historic farm. It's a beautiful place they purchased when I was four years old. An old farmhouse (circa mid-1800's) that even in the late 1900's still had no indoor plumbing or electricity. It had the remnants of a functional working farm: smokehouse, corncrib, barns, chicken coop, and even an old outhouse! So, when I was a little girl they fell in love with this place and made it our home; a one bedroom farmhouse for a family with three children, and they renovated it into something suitable for all of us. It was and still is the epitome of modest life with a lot of soul. It's a place I can come back to and immediately feel peace and tranquility. My upbringing was good and as a kid I knew the sky was the limit to where I could go in life. My dad has always understood, and taught me the importance of careful financial planning. He showed me throughout life that one doesn't have to begin as a wealthy person to build a financially healthy life. But through creating and committing to a plan, and living within the means of that design financial stability is always attainable.

I have been fortunate enough in life to have a marvelous example to follow in my parents and grandparents. A forever love in my life that I will always hold dear is the ability to travel. This part of me could best be credited to my grandmother on my dad's side. Everyone called her "Honey" and she was a lovely woman, smart and kind with a beautiful gypsy soul. She loved to travel and I admired how she could constantly be on the move and always seem settled and content at "home" no matter where she landed. Her life taught me that as important as it is to have the financial stability of career, it is equally as important to see the world because the experiences gained by traveling are priceless. Through these combined influences in my life I wanted

to live in a way that would grant the ability to balance a stable home life for our family with a priority to travel and see the world. We found a way to do this through real estate.

Alan and I made our first non-primary real estate purchase in Keystone in 2013. Keystone was special for us as it's where our story began and we love spending time there. We purchased a two bedroom condo that we planned to use as often as we could. After the first year of owning it we realized that we were not able to visit as frequently as we thought and decided to try it out on the short term rental market. We quickly found out that the demand was huge! Within the first year the condo was turning a profit and we decided to grow the business, with our preferred travel destinations in mind. We expanded into the Big Island of Hawaii in 2015 and Steamboat Springs in 2017. Through these investments, we discovered a wonderful cash flow opportunity in places where we love to travel and our long term financial plan was discovered. We would continue to build equity in the homes through our primary careers and one day will have a steady income stream from the vacation rental real estate assets.

When Mom's mom passed away in 2017 my parents were faced with the task of figuring out what to do with her home and the real estate assets she left behind. They retained one property as a full time rental, but instead of doing the same with her primary house (a beautifully decorated and welcoming 1930's Tudor-style home) they decided to let me help them establish it as a short term rental. My dad was planning for his upcoming retirement and looking for a steady passive income stream from the properties. They also had a guesthouse at the farm that was recently built and no specific plans on how to make it work for them, which presented another opportunity. So, I helped them set up the two homes as short term rentals and what a fantastic result! They are receiving a steady monthly income enough to cover their living expenses while enjoying the work involved in the day to day operation of the rentals and they meet the most wonderful people from around the world who choose to stay in their homes.

Customer service and hospitality: that's what I love about my career in real estate and the short term rental market, and it's how I can tie the two together. My goal in pursuit of combining these two businesses is to help others that desire the same investment path to find success. I love consulting

with others to help them discover the opportunities and figure out how to make the dream a reality. It's not something that has to wait until retirement, but can be incorporated into a plan earlier with the right planning. Alan and I, as a joint venture with my parents expanded to one more property here in Woodland Park as a short term rental investment in the summer of 2019. It's a lovely historic cabin the heart of town that we can offer to anyone visiting the area. For me, it's a great way to be able to offer a place for out of town clients to see short term rental potential and have a comfortable place to stay.

So, here I am in 2020, thankful for life, family, friends, health, and happiness. I love to ski, play tennis (not well, but fun!), swim and take out my stand-up paddleboard at the beach. My kids, currently 12 and 5 are involved in swimming, Scouts, gymnastics, and ballet. I am involved with MOPS (Mothers of Preschoolers) at the local community church and volunteer with Junior Achievement. I serve on two Boards; President of the Quicksilver Condominium Association in Keystone and Treasurer of the Peak Swim Team in Woodland Park. I manage our vacation rental properties and work full time as a Broker Associate with Your Neighborhood Realty in the Pikes Peak region. Life is beautifully busy, and I feel very blessed with a wonderful husband and kids that I cherish and a good career in a field that I love. I am thankful that I can travel, and for the technology that allows me to stay on top of things when I am away. When I think about life I am often reminded of my favorite quote by Helen Keller "Optimism is the faith that leads to achievement. Nothing can be done without hope and confidence." I am optimistic about the future and have faith that I will be able to continue down a path to help others achieve their goals in real estate and that I can continue to build in the world of hospitality in the short term rental industry.

Ground Floor Inspected  
Safe and Sound  
Sleep Well

**GROUND FLOOR**  
HOME INSPECTION, LLC • 719-641-1555



## STRESSED ABOUT MARKETING?

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

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



**CONNECT**GRAFIKS  
& MARKETING

719.679.2626 | sara@connectgrafiks.com | connectgrafiks.com

**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



Title of Colorado Springs, LLC

### Empire Title of Colorado Springs

5555 Tech Center Drive, 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)

A locally-owned company in its 17th year of serving the local community.

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

# 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**

Victor Karns | Mortgage Loan Officer | NMLS # 296856 | CO License # 100023696 | IFF NMLS # 394990



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!

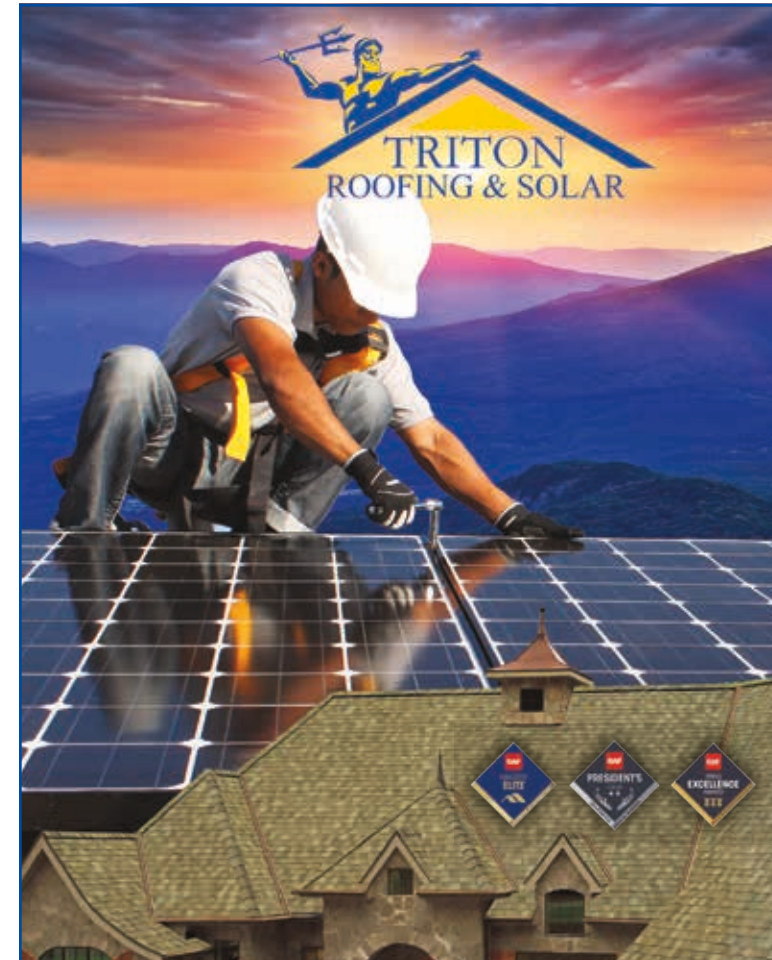
Call us for a free consultation - 719-339-2659

E-mail - info@aplatinumresume.net

www.APlatinumResume.com



Always a military discount



## 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

### TRITON ROOFING & SOLAR

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

TRITONROOFING.COM

## 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

## 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

Capture Life Photography



By Robert O'Brien

# What **IS** It?



Fireworks from Pikes Peak 2011

## AdAmAn = Ad A Man

For nearly 100 Years...this group of intrepid mountaineers has added one new “man” a year (sometimes that “man” has been a woman). Each year they defy all logic (and weather) and climb “America’s Mountain” and shoot off some fireworks. Their centennial celebration will be positively “explosive.”

“The climb from timberline (12,000 feet) to the 14,110-foot summit is often accomplished on icy and snow swept slopes with wind chills of -50 degrees,” from the AdAmAn website (1). That kind of says it all. Who does that? The folks who do that are 30 members and guests of the AdAmAn Club, that’s who.

From an article by By Eric Swab, “On December 22, 1922 Fred and Ed Morath, convinced 3 of their hiking friends, Fred Barr (who surveyed, labored on and supervised the construction of the Barr Trail), Willis Magee and Harry Standley, that they needed to do something exciting to celebrate the New Year. They settled on hiking to the summit of Pikes Peak. On December 31, 1922 they set out for the summit hiking the Cog Railway right-of-way and

carrying a dozen rockets, “one-pounders”, and several dozen flares. When they arrived they broke into the summit house, (not a new experience for Fred) built a fire in the stove and thawed out. At 9:00 PM they set off a couple rockets to let the folks at home know they had made it. Then at midnight they set off the rest of their

fireworks. On their return the “frozen five” decided to make this an annual tradition. They also decided to add one person to the group each year assuring that the tradition would last, and hence the group became known as the AdAmAn Club. This began a tradition that residents of the Pikes Peak region look forward to each New Years.”(2)

The experience in 1922 described above is preserved to this day by current members with basically the same schedule. As for setting off the pyrotechnics, four members of the Club are certified and licensed fireworks technicians. The fireworks are in place ahead of time at the summit. “Test” fireworks are set off at 9pm in honor of the founding member, known as the “frozen five,” then the “big show” is at midnight.

According to Club President (and former Mayor of Manitou Springs) Dan Stuart, the Club accepted its 101st member this year; that would be Stuart’s son, Tyler. According to Stuart, there are currently 40 living members. An invitation to become a member involves a somewhat convoluted process, including having experience climbing above 13,000 feet, winter mountaineering experience preferred and participating in the annual climb several times as a guest. The newest member leads the hike which is called “breaking the trail,” which, in snowy conditions, means blazing the way through deep snow; the newest member is basically in charge of the organizing the entire hike. The Club receives about 30 applications for membership per year.



The Big Show from the Peak 2016



1940 Climb



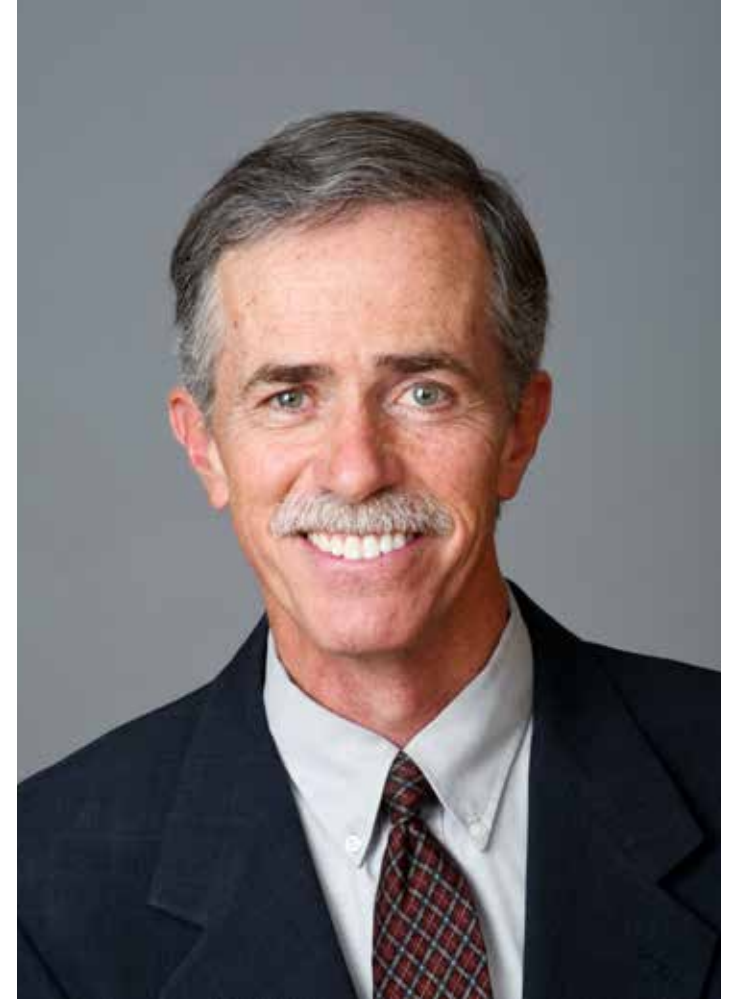
The Club's centennial hike in 2021 will coincide with Colorado Spring's sesquicentennial and there are plans to coordinate celebrations (the centennial and sesquicentennial are actually in 2022 but kicked off in 2021). One aspect of that will be a larger fireworks display in conjunction with the City. What was Mayor Suthers response when invited to join the group in the centennial hike? You'll have to ask the Mayor, but, according to Stuart, His Honor will be on hand at the summit for the dual celebration.

For much more information on the AdAmAn club, visit the group's website as well as the Pioneer Museum's AdAmAn archive.

Let's hope for clear weather above and below!



AdAmAn founder Fred Barr



**WHO IS DAN STUART:**

Dan Stuart practices law in Colorado Springs with the law firm Alpern Myers Stuart LLC. He is a former Mayor of Manitou Springs and former chair of the Colorado Transportation Commission. He has climbed all of Colorado's 14ers and has been hiking Pikes Peak on New Year's Eve with the AdAmAn Club since 1990. He has been President of the AdAmAn Club since 2018.

**A NOTE FROM THE CLUB:**

If you've enjoyed the AdAmAn Club's New Year's Eve fireworks over the years, we'd encourage you to support the Club's efforts to create a centennial documentary and a fireworks fund to ensure that this unique Pikes Peak tradition continues. Tax deductible donations may be made payable to: Peak Living Community Foundation, with "AdAmAn" in the memo line. Please send your donation to: AdAmAn Club c/o Ann Nichols, 208 Pawnee Ave, Manitou Springs, CO 80829. Thank you!



Historic Fireworks from the Peak - Undated



Climbing group 1936

**Special thanks:**

Thanks to Club President Dan Stuart for his interview for this article. Photo credits: Historic (b/w) photos courtesy of the Colorado Springs Pioneers Museum with special thanks to Hillary Mannion, Archivist, Starsmore Center For Local History. Color photos courtesy of the AdAmAn Club with special thanks to Dan Stuart and Cindy Bowles.

**Footnotes**

- (1) <http://adaman.org/>
- (2) <http://www.barrcamp.com/pdf/Fred%20Barr%20History.pdf>



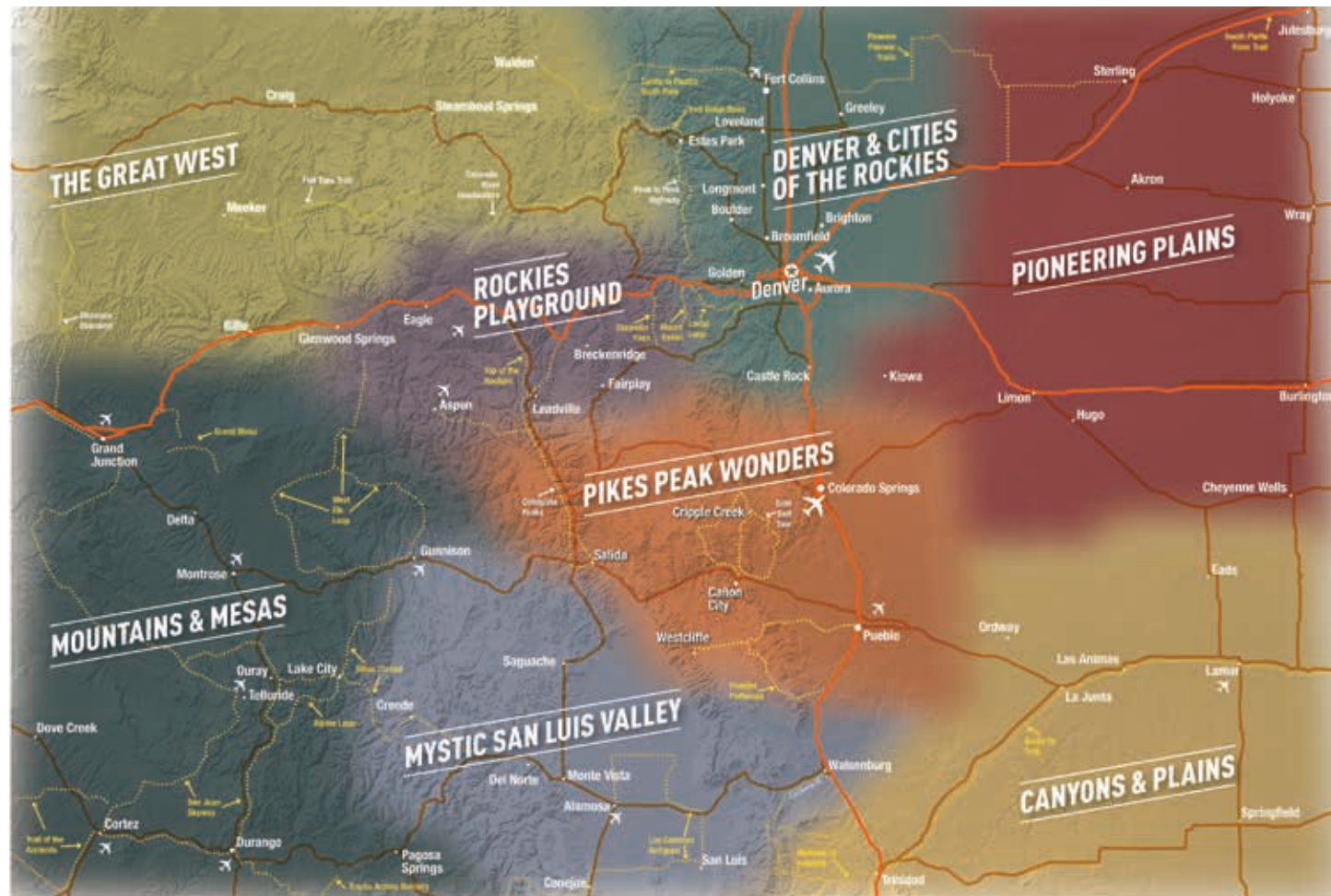


By Robert O'Brien

# BIG BRANDING

...and we're not talking cattle

Our neck of the woods went from "South Central" to "Pikes Peak Wonders"  
(Walt Disney, step aside)



Colorado Springs, Colo. – October 2, 2018 – (Visit COS)“The part of Colorado known for the past two decades as the South Central region is now known as Pikes Peak Wonders, following more than a year of work by the Colorado Tourism Office (CTO) to shape and brand new Colorado travel regions to inspire travelers, tourism collaborations and creation of new visitor experiences.”

We were “South Central?” Really? That sounds like a section of Los Angeles, not the Pikes Peak region. “Pikes Peak Wonders?” No mistaking *that* for the part of “any city USA” you might want to avoid.

And indeed, wonders abound.

The press release goes on to say “Pikes Peak Wonders is one of eight new regions described in an 89-page recommendation adopted unanimously on Sept. 26 by the Colorado Tourism Board. In the coming months (remember, this press release was written Fall of 2018), the new travel regions will be incorporated into CTO (Colorado Tourism Office) offerings, including the Colorado Welcome Centers, the Official State Vacation Guide and development of a new statewide hospitality training program.

The eight new regions of the State are: Pioneering Plains, Canyons & Plains, Pikes Peak Wonders, Mystic San Luis Valley, Mountains & Mesas, Rockies Playground, The Great West and Denver & Cities of the Rockies. As for our little slice of the State tourism pie, “It’s a place where visitors can easily check off bucket-list wonders such as Garden of Gods Park, the Royal Gorge, Pikes Peak - America’s Mountain and the Sawatch Mountain Range,” says Visit COS.



Museum of WWII Aviation



Pikes Peak or Bust Rodeo, Colorado Springs



Carriage Museum



Labor Day Lift Off



Garden of the Gods - Balanced Rock



Whitewater Rafting



Cheyenne Mountain Zoo

•••

As an elite REALTOR® and/or Broker, you are a de facto tour guide for out of town buyers looking to move to the Pikes Peak Region. It helps to be reminded of what's here...and the "what's here" aspect of this region is constantly being updated and added-to; for instance, the under-construction US Olympic and Paralympic Museum opening next year. The City for Champions initiative. The new Air Force Visitors Center. The 126-year-old Cog Railroad now under total renovation with brand new trains and infrastructure. The new Summit House atop Pikes Peak. On it goes. Have you ever visited the WWII Museum?

So much to see and do, so little time! Remember the name: Pikes Peak Wonders.

•••

**Happy Painting Company**

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

**happypainting.biz | (719) 373-5550**

...

### WHO IS DOUG PRICE

Douglas P. Price, IOM  
President & CEO  
Visit Colorado Springs

Doug is the leader of Visit Colorado Springs (VCOS), the official travel and tourism Destination Marketing Organization (DMO) for Colorado Springs and the Pikes Peak region, encompassing El Paso, Teller and Fremont counties. Doug and his team are responsible for promoting the city and region to leisure travelers as well as meeting and event planners through advertising, online marketing, PR, social media, direct sales and trade shows.

He has more than 35 years of leadership experience in sales and professional development. Doug is a recognized public speaker and the author of three books -- License to Sell, a book on "high touch" selling in a "high tech" environment; License to Serve, a how-to guide for creating exceptional customer service, and

Change It!, a book on helping people change themselves and others.

Since its inception, Doug has served as co-chair of the team that developed and implemented the new brand "Olympic City USA" for the City of Colorado Springs. He is an original member of the City for Champions project and a graduate of Colorado Springs Leadership Institute, Leadership Pikes Peak, US Air War College National Security Forum and US Chamber Institute of Organization Management (IOM). Doug currently serves on Boards of Directors of the Colorado Tourism Office, Colorado Springs Chamber & EDC, Colorado Springs Sports Corp, Regional Leadership Forum, Downtown Partnership, Pikes Peak Lodging Association, Tourism Industry Association of Colorado and Colorado Association of Destination Marketing Organizations. He earned his BS degree in Hospitality Management from Florida International University.



Seven Falls



Manitou Springs



Olympic Training Center



Segway Tour,  
Garden of the Gods



Cripple Creek & Victor Railway

...



**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.

...

### WHO IS CHELSEY OFFUTT

Chelsey Offutt  
Director of Communications, Visit Colorado Springs

Chelsey Offutt is a Colorado Springs native and University of Colorado Colorado Springs alum. She's served as Visit Colorado Springs' Director of Communications for more than a decade specializing in PR and social media. She's a graduate of the Leadership Pikes Peak's LNOW program as well as the Colorado Tourism Office's Leadership Journey. She is among the finalists for the 2019 Mayor's Young Leaders.

When she's not working, she's playing dog mom, stand up paddleboarding, traveling or discovering the region's newest hot spots.

#### Special Thanks

Photo credits: VisitCOS.com  
Thanks to Doug Price, IOM, President & CEO, Visit Colorado Springs  
Chelsey Offutt, Director of Communications, Visit Colorado Springs



You're gonna LOVE this app!



FORTUNE 500  
NYSE: FNF



#### HTCAgent ONE MOBILE APP FEATURES:

GEO Specific Reports, iBUYER Calculator, Smart Compare, Holding Costs Calculator and more!  
Contact one of our Sales Executives to get signed up!!

**HTC** Heritage Title Company  
Making Transactions Personal



**SHELLY FARMER**  
719.330.1624

**EILEEN WOLFF**  
719.963.5273

**KERYN DERUBIS**  
719.930.3447

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

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

90 South Cascade Ave., Suite 950  
Colorado Springs, CO 80903 • 719.639.7810



Pikes Peak International Hill Climb



Pikes Peak framed as seen from America the Beautiful Park



Money Museum

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



Salt of the Earth

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)

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.



**GROW REFERRALS.  
SHOW YOUR GRATITUDE.**

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

**SAMUEL PEN CO. COM**

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

AMERICA'S BEST REAL ESTATE AGENTS  
**RP RECOGNIZED**

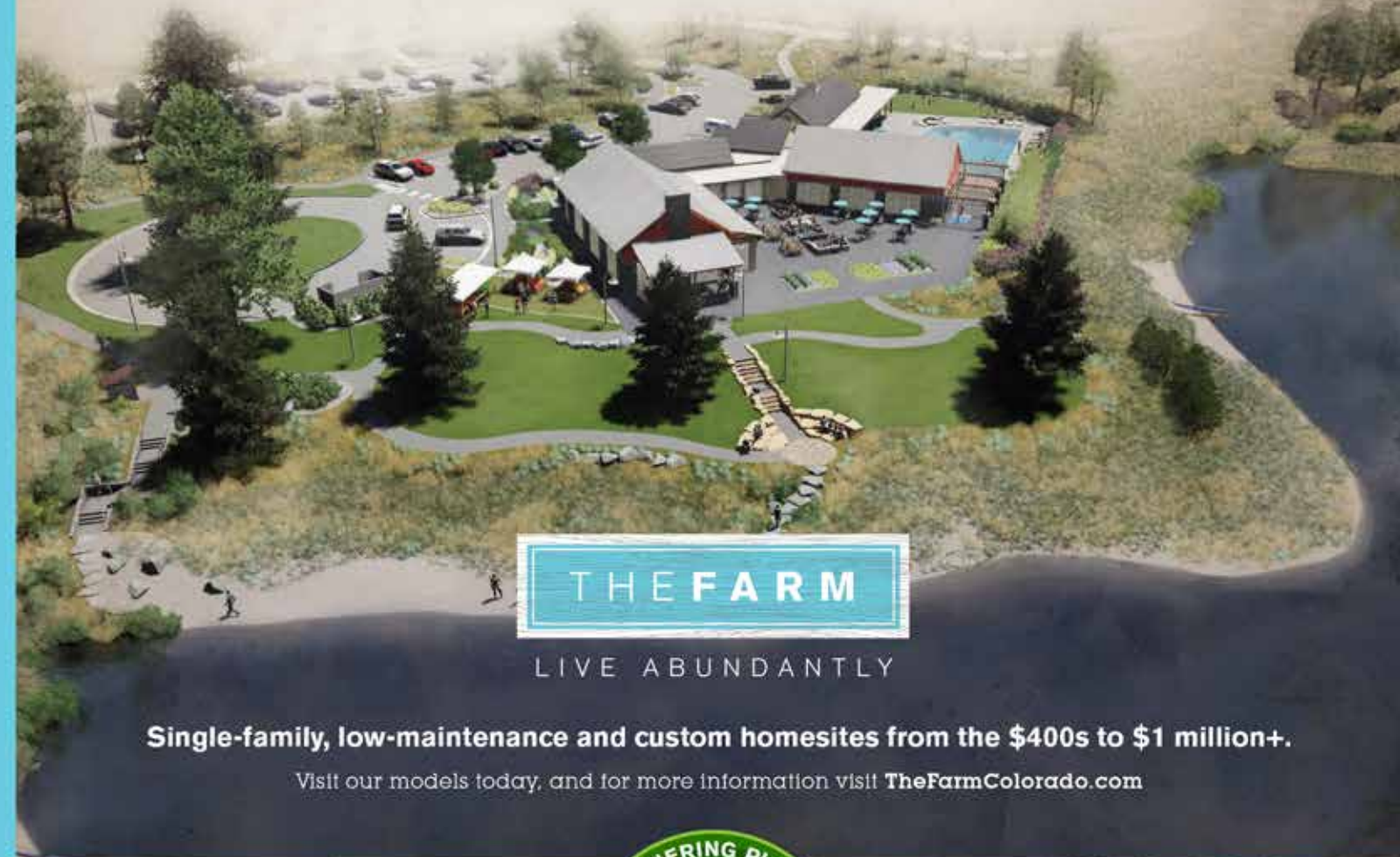


BE PART OF THE NATIONAL REAL PRODUCERS MOVEMENT  
FOLLOW US ON INSTAGRAM TODAY

@realproducers

# THE GATHERING PLACE

At the heart of the Farm community in Colorado Springs is the Gathering Place—where canoes and kayaks will be launched, events enjoyed, hikes and bike rides begun, and stories spun about fish that got away. It's a special place where you can recharge with a swim in the pool, workout in the fitness rooms, or relax with friends on the outdoor patio. In other words, the Gathering Place will offer all sorts of ways to connect with nature, family, and neighbors. One more reason you will live abundantly here.



**THE FARM**

LIVE ABUNDANTLY

**Single-family, low-maintenance and custom homesites from the \$400s to \$1 million+.**

Visit our models today, and for more information visit [TheFarmColorado.com](http://TheFarmColorado.com)



**VANTAGE HOMES**  
719.597.6373  
vhco.com

**GOETZMANN CUSTOM HOMES**  
719.548.1338  
goetzmannhomes.com

**SADDLETREE HOMES**  
719-BUILDER  
saddletreehomes.com

**VANGUARD HOMES**  
COMING SOON

The views shown on the Farm parks, trails and facilities are not exact representations of how they will actually appear. All renderings are the designer's conceptions and are subject to change. Details, colors, variety of materials and placements of materials and structures may vary from what is shown. Vegetation is depicted as it might look after several years of growth, not at the time of installation. Actual facilities and details may vary from what is shown and some planned facilities may not be built. Prices, specifications and availability subject to change without notice or obligation. ©2019 The Farm Colorado



empire title

By **Michael Podoyak**,  
Executive Manager Empire  
Title of Colorado Springs, LLC



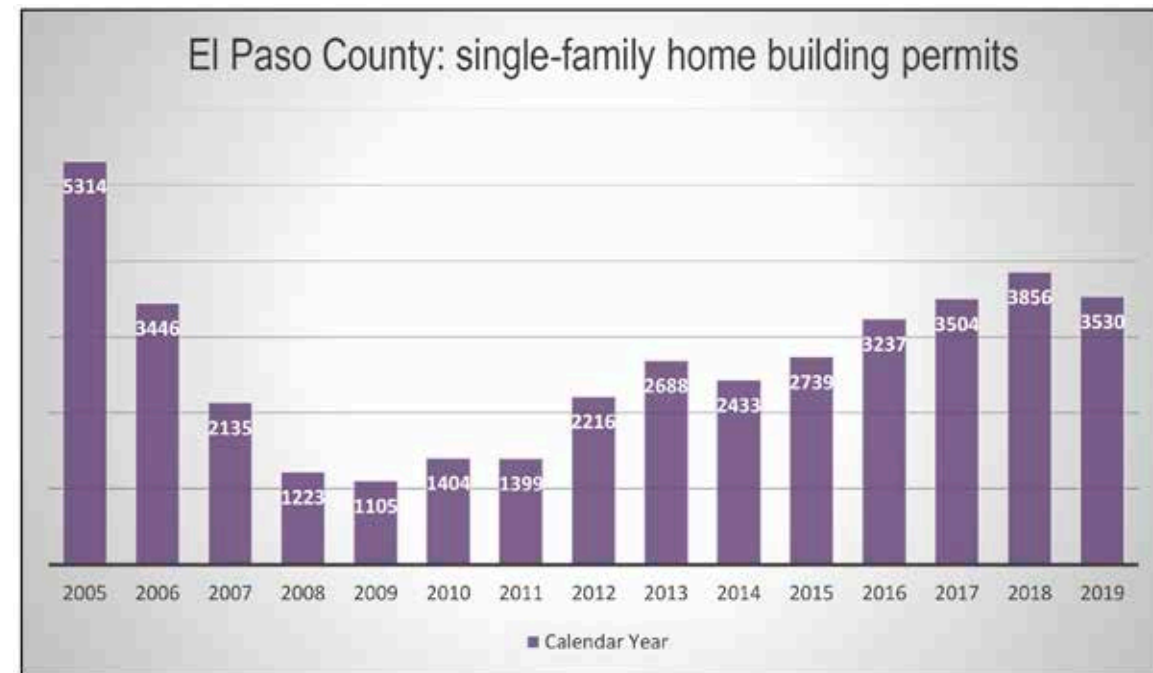
# “BUILDING” UPON OUR COMMUNITY’S SUCCESS

The local housing market has been building momentum toward another strong year in 2020. Last year finished as one of the top four in Number of Sales per Month, one of the lowest ever for Number of Months of Inventory and the best ever for Median Sales Price, having at least eight months with the highest median sales prices in the history of the Pikes Peak Region.

Those three aspects of our real estate market worked in unison to make 2019 one of the biggest sellers’ market on record – if not THE biggest. The

classic tale of limited supply and increased demand has driven up sale prices and with it has built additional interest in newly constructed homes.

Though slightly less than the year before, the number of permits issued in 2019 were the second highest since the Great Recession. With historically low interest rates expected to stay where they are, anticipation should continue to build over another stellar year for our real estate market and especially for new residential construction within it.



*Find yourself in the right place!*

## Welcome home to Cordera.

Homes from \$450's to \$900's • Family clubhouse  
Acclaimed Academy School District 20.

See homes, connect with builders and learn more at [cordera.com](http://cordera.com)





**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**

**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**  
2630 Tenderfoot Hill St #203 ♦ Colorado Springs, CO 80906



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).

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 fee. As with any insurance contract, the insured provisions explain the coverage afforded by the title insurance policy and there are exceptions, exclusions and conditions to coverage that first or name 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 regarding 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.

©2018 First American Financial Corporation and/or its affiliates. All rights reserved. (NPS) FAF (062018) 0219



**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™**

# 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.

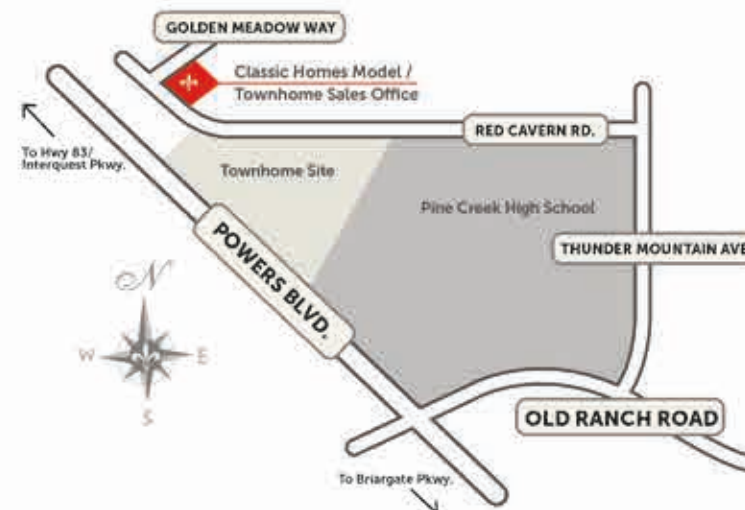
Get the Classic style, Classic quality, and Classic value you've always wanted.

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**



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

**We Have You Covered**