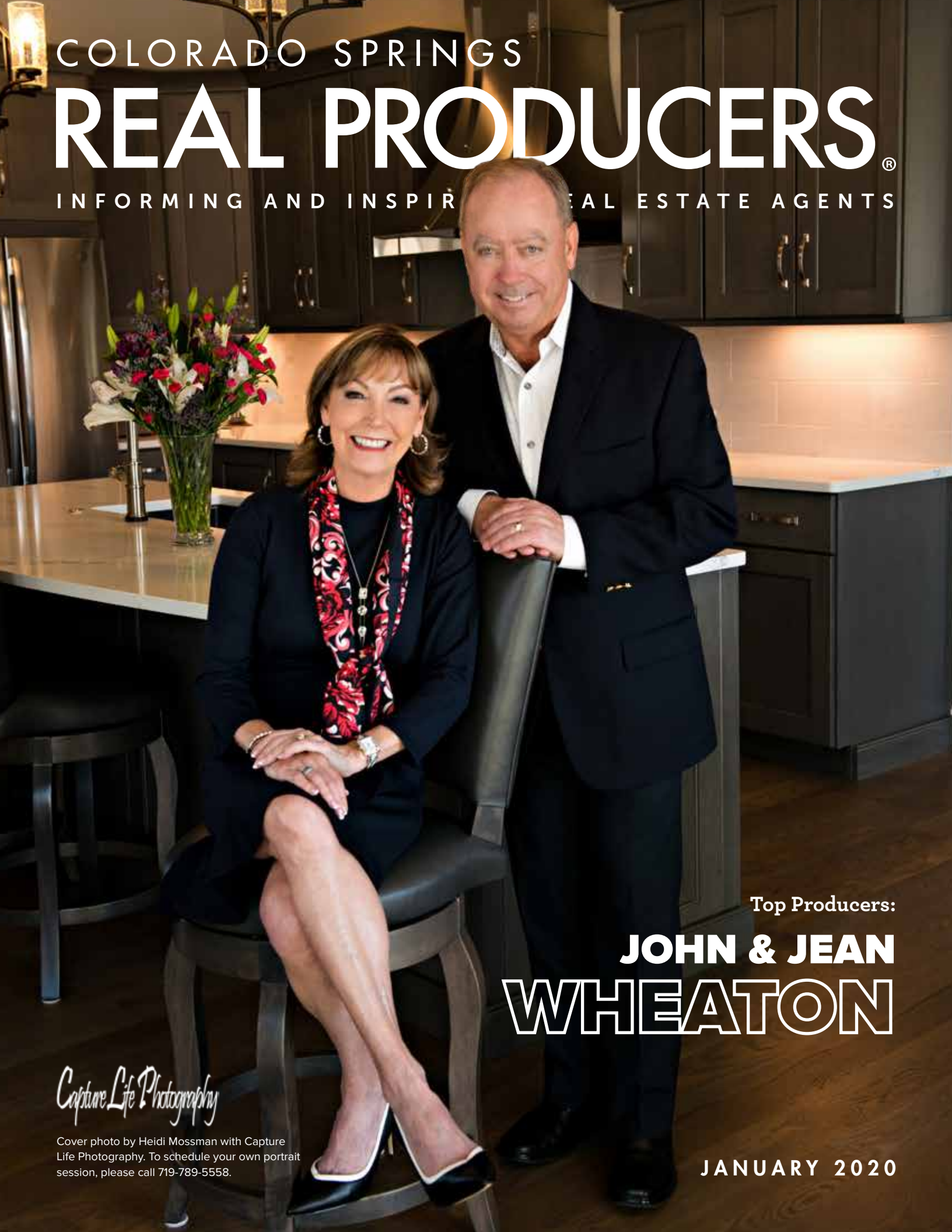


COLORADO SPRINGS

REAL PRODUCERS[®]

INFORMING AND INSPIRING REAL ESTATE AGENTS



Top Producers:

**JOHN & JEAN
WHEATON**

Capture Life Photography

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

JANUARY 2020

**HAPPY
New Year**
From Brick and
Mortar Home
Inspections.



24/7

ONLINE BOOKING AT
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



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



**GOLD
HILL
MESA**
ESTABLISHED 2005

TABLE OF CONTENTS



08
Publisher's Note



10
Top Producers:
John & Jean Wheaton




18
Meet The Managing Broker:
Bill Hayes



26
Up And Coming Real Estate Agent:
Corina Martin



34
IMPACT!



40
Empire Title: Is it going to stay hot through the winter?



David Weekley Homeowners Georgia & Rusty Hancock

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 BuilderSM and our FlexSpaceSM 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



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

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)



If you would like to inquire about advertising in Real Producers, contact Mark.VanDuren@N2pub.com, 720-384-4883. For stories, contact Bob.Obrien@realproducersmag.com, 719-930-3459.

RP

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.



Happy Painting Company

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

happypainting.biz | (719) 373-5550

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.



KellerHomes.com



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



**GROW REFERRALS.
SHOW YOUR GRATITUDE.**

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

SAMUELPENCO.COM

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

PREFERRED PARTNERS



This section has been created to give you easier access when searching for a trusted neighborhood vendor to use. Take a minute to familiarize yourself with the businesses sponsoring the publication. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the publication!

AUTO

Lexus Of Colorado Springs
(719) 358-0111
lexusofcoloradosprings.com

Keller Homes, Inc.
(719) 388-2323
kellerhomes.com

CATERING

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

Saint Aubyn Homes
(719) 244-3645
saintaubynhomes.com

FAMILY FITNESS

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

HOME INSPECTION
AmPro Inspections
(719) 648-4098
amproinspections.com

HANDMADE PENS

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

Brick and Mortar Home
Inspection Inc.
(719) 648-2835
bandmhomeinspections.com

HEATING & COOLING

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

Ground Floor Home
Inspection
(719) 641-1555
groundfloorhomeinspection.com

HOME BUILDER

Classic Homes
(719) 785-3309
classichomes.com

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

David Weekley Homes
(480) 768-4944
davidweekleyhomes.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

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

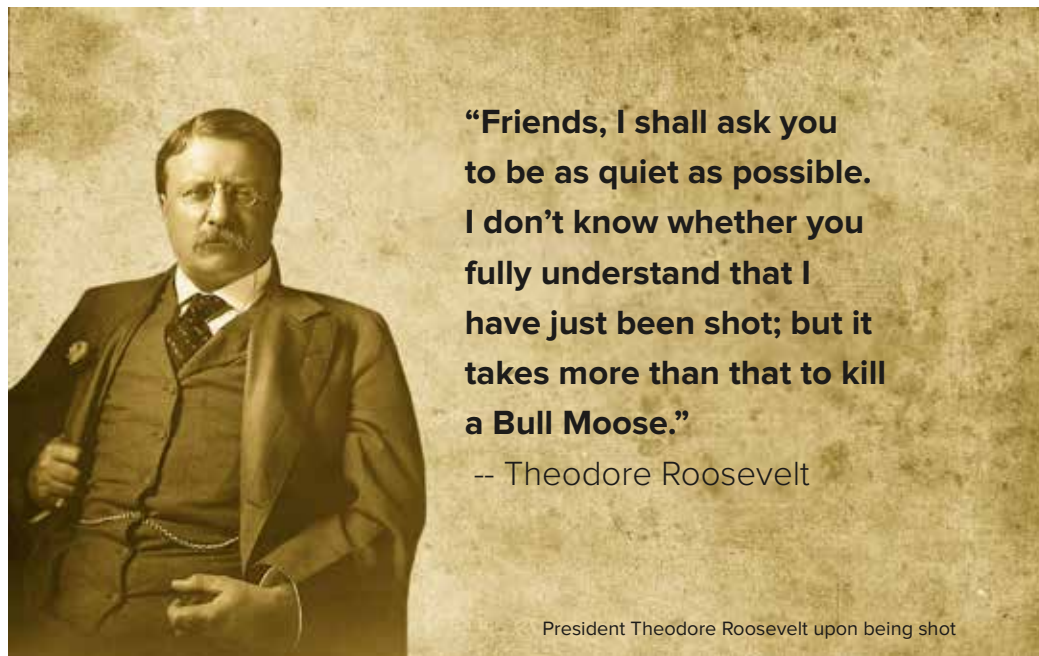
First American Title
(719) 208-8330
firstamcolorado.com

Heritage Title Company
(719) 592-9933
heritagetco.com

North American Title
(719) 578-4100
nat.com

Unified Title Company
(719) 578-5900
unifiedtitle.com

“When You Find Yourself in the Thick of It”



President Theodore Roosevelt upon being shot

Think of all the speeches given since April 23rd, 1910. How many are remembered more than 100 years later?

The one I'm thinking of was delivered by then-ex-US President Theodore Roosevelt (1901-1909 followed by Taft) on that date in Paris on at the Sorbonne, “before a crowd that included, according to the Edmund Morris biography, *Colonel Roosevelt*, “ministers in court dress, army and navy officers in full uniform, nine hundred students, and an audience of two thousand ticket holders,” The speech was titled “Citizenship in a Republic,” later to be known as “The Man in the Arena.” And it was part of a sort of world tour after leaving the Presidency.

Why am I thinking of this particular speech? Because I am struck, when I read the profile articles in Real Producers, “Top Producer,” “Up and Coming REALTOR®” and the new series, “Meet the Broker”, at how those who “make it” in Real Estate are “In the Arena” every day, battling it out, serving clients, worrying, employing, raising families, giving back...with no time to think much about the critics amongst them. I am always impressed and amazed at the personal life stories that are featured each month in this publication. These are the “in-progress” life stories of men and women who have all paid a price of some kind to have achieved what

they have and who know that in order to maintain and grow what they...you...have worked so hard for, they will have to get out of bed and get in the arena.

Portions of “Citizenship in a Republic,” by Theodore Roosevelt, April 23rd, 1910:

“The poorest way to face life is to face it with a sneer. A cynical habit of thought and speech, a readiness to criticize work which the critic himself never tries to perform, an intellectual aloofness which will not accept contact with life’s realities—all these are marks, not ... of superiority but of weakness.

“It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great en-

thusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat.”

According to his biographer, the speech was wildly successful. Look it up. YOU are “in the arena.” Well done.



Mark Van Duren, Publisher
mark.vanduren@realproducersmag.com



Bob O'Brien, Co-Publisher
bob.obrien@realproducersmag.com

Special thanks to Erin McCarthy’s article in *Mental Floss* April 23, 2015, Roosevelt’s “The Man in the Arena”, <https://www.mentalfloss.com/article/63389/roosevelts-man-arena>.

* “When you find yourself in the thick of it, help yourself to a bit of what is all around you.” “Martha My Dear,” Writer/s: John Lennon, Paul McCartney
Publisher: Sony/ATV Music Publishing
LLCLyrics licensed and provided by LyricFind

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

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 | www.sotecatering.com

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

JOHN & JEAN WHEATON

HAPPY NEW YEAR! WELCOME TO 2020!

John and I believe that 2020 is going to be full of excitement, change, continued business growth and success for all. As we begin the New Year, it is like we are writing the next chapter in our story. We want to start the New Year with a commitment to our resolutions! Our first resolution is to perform more acts of kindness as this world is so in need of people caring for others. Next, we want to read broadly and always continue learning. Third, we want to spend our time wisely, with family and friends. Fourth, we want to show our gratitude to our clients, our team, and our community as we realize how fortunate we are to have the business and personal relationships we enjoy each working day. Fifth, as my three-year-old grandson recently exclaimed, "I want to go outside and enjoy nature's beauty!" Finally, we want to spend more time doing the things we love: volunteering, hiking, skiing, golfing, tennis, and traveling.



We are humbled and honored to be asked to share our story with the Colorado Springs Real Producers. We have been very blessed by this business and the people with whom we have worked. Throughout the years, so many people have mentored us and encouraged us in the business of real estate and in broadening our skills. It has been the best decision of our lives, and now we have the opportunity to mentor others who join our team. Not everything has been easy, but we have a passion for helping people and real estate affords us an incredible opportunity to do just that.

Colorado has always been my home and that's really where my story and the foundation of my business start. Being able to share my deep roots in the area is one of

the reasons I so enjoy real estate. My parents, Mary and Bob Rissacher, met in a small town in upstate New York, came to Colorado on their honeymoon, and never looked back. My father, an Army veteran, used the GI bill to earn his B.A. from the University of Denver. My mother had also earned a B.A. at a time when that was quite unusual for women. She was always very independent, caring, and well read – traits I've tried to emulate and pass on to my daughters and which have served me well in business. My father started working

part-time as a salesman for George Berbet and Sons Medical and Surgical Supply while he was still a student. He excelled at sales, being a gregarious, happy, fun-loving man, and he received a full-time sales position at the company after he graduated from college.

With Mom and Dad we got to explore much of Colorado, leaving me with a rich knowledge of the area that I love to share with my clients. Dad traveled all over the states of Colorado and Wyoming for his work, often bringing us children along during the summers, as he called on doctors and small hospitals showing them the latest in medical equipment. I got to know the area well and also received my first education in sales techniques. Dad was all about being knowledgeable, honest, and showing the clients all their options. Just like what we do in real estate. He ended up buying the company with two other partners and they operated Denver Surgical Supply until he retired.

The tradition of exploring and celebrating Colorado continues with my sisters. I have a twin sister, Kathy, who also

•••

lives in Colorado Springs and is the merchandiser and buyer for the fabulous Terra Verde store in downtown Colorado Springs. Kathy inherited the creative and athletic genes. We are often asked to go on hikes (otherwise known as Forced Family Marches) exploring Colorado's stunning beauty with Kathy leading the way and the rest of us struggling to keep up with her! I also have a sister, Mary Jo, who continues to avidly cheer on the Broncos, though she now resides in Wilmington, N.C. She had a career as a fabulous interior designer, and her eye for beauty sparked some of my interest in real estate.

Besides my love of the area, my Colorado upbringing gave me another skill essential to my real estate practice: grit. For my family, growing up in Colorado meant horses and participating in a long Colorado tradition, the Westernaires. My parents worked very hard but also had a lot of fun and strove to give us girls every opportunity they could. My mother grew up on a farm and loved horses, so she got us started in The Westernaires Precision Riding Team in Lakewood, Colorado when we were young. My father, being from Brooklyn, had never had any experience with horses. He was terrified at first but gamely came around and eventually loved the horses as much as we did.



One of my most formative memories was when my horse and I were hit by another horse while in a full gallop in the opening grand entry of the National Western Stock Show in Denver during my senior year of high school.

The collision was so hard it knocked both horses over. I picked myself up and checked my horse, who thankfully was not injured, dusted myself off, and finished the performance. The next day my picture was on the front of the Denver Post with the headline, "Jean Rissacher Showed the True Grit of the American Cowgirl at the National Western Stock Show!" I was mortified by the publicity, as in high school being a cowgirl was not exactly cool. But that grit serves me well in real estate: you never give up, you get up and do the best you can, and you do the right thing!

Finally, my parents taught me the value of community and that is a value that has formed much in my life. In my experience with the Westernaires, I unwittingly found my calling for my first career. One day we were loading our horses in the trailer in the parking lot and I saw a boy being beaten with a belt by his father. I was helpless to come to his aid then, but I vowed to myself that I would fight to never again see or hear of another child abused. After graduating from Lakewood High School, I attended Colorado State University and earned my B.A. in Early Childhood Education and Social Work. I then worked for the Salvation Army and as a counselor for youth in a residential treatment center. I then went on to earn my M.S.W. from the University of Michigan. I loved living in Ann Arbor. I took sailing lessons and attended many football games at the Big House. I had a great job serving at the Real Seafood Company Restaurant, which paid my way through graduate school and gave me a fabulous education in customer service skills.

After graduation, Kathy and I backpacked through Europe for six weeks following the guidelines from the infamous book Europe on \$10.00 a Day. We had an amazing experience and met fantastic people and distant relatives, to whom we will always be grateful.

After my European adventure, I found my dream job in Glenwood Springs, Colorado working for the Department of Social Services in the Child Abuse and Neglect Division. I loved living there and felt like I was in heaven, as it was so beautiful, and I was able to enjoy the great outdoors. Reality hit hard when my work had me explaining to a mother that her husband had just killed their son. I then had to go to the county jail and evaluate the husband for being suicidal. In another case, I was shot at by a man who had badly abused his wife and children as I was leaving the home with his children. Though I saw so much tragedy in those years, there were also triumphs when I was able to successfully help children through the court system so they could live in safe, loving environments. I now find that my background in social work often comes in handy, as our client's moves are often coming during particularly stressful times in their lives, whether due to happy circumstances like a wedding

or a new baby, or sad circumstances like a divorce, job loss, or a death.

During this time period John and I met, fell in love, and married. John is a fellow Colorado lover. He grew up in upstate New York but came to Colorado as fast as he could! We have so much in common, including our passion for skiing. John was the alpine ski racing coach for the high school kids at Sunlight Ski Area and the Controller at Boise Cascade Lumber Yard in Aspen and Basalt. I was a Buddy Warner race coach for the young children at Sunlight Ski Area. Friends set us up on a blind date and, as they say, the rest is history. John is an unbelievably beautiful and talented skier who trained in France and Switzerland and was on the University of Colorado racing team, where he also earned an accounting degree. We married in Aspen, Colorado in 1983 and lived in a one-bedroom home on the Crystal River looking out over Mt. Sopris and a ranch with horses. It was a dream come true for me.

To my surprise, after a year of marriage, John told me he was getting promoted and we would need to move from Carbondale to Denver! I had spent my whole childhood in Denver dreaming of living in the mountains! However, if he were to advance his career, we had to go. We were both young and not making very much money, so in the end we decided it was the best thing to do. Ironically, our landlords in Aspen wanted us to stay and offered to sell us the land and small cottage, but we just couldn't afford it. Darn, that was a huge real estate mistake. If we had found a way to purchase that then I am sure we would have been set for life! As we all know, hindsight is 20/20 in real estate, but everything worked out in the long run.



We moved to Denver and I worked as a social worker for an elementary school. We had our first child, Sarah, which was an amazing gift. I then moved to a position as a medical social worker at St. Luke's/Presbyterian Hospital. We bought our first home in Lafayette, Colorado and enjoyed it there. Another opportunity came up for John to advance his career, so we moved to New Jersey and John began work in midtown Manhattan, NY. What a change of pace and environment! John is excellent at sales and service and his career kept moving up.

Childcare was so expensive that it didn't make sense for me to work, so, with another child on the way, I decided to stay home and provide in-home daycare. Our second daughter, Jenna, was another incredible blessing in our lives. I loved being able to stay home with my girls and my daycare business took off, as did the development of both our children. John's two sisters and his mother lived in New York and Connecticut, so it was great having his family in our lives back east.

Those were special years, but in the end we realized we both missed Colorado greatly. John hardly had any time to spend with our sweet girls, and if we were ever going to be able to buy a home and spend more time together as a family, things had to change. We decided that the girls and I would move back to Colorado, and John would join us as soon as he could find employment in Colorado.

The girls and I moved in with my parents in Woodmoor until John could join us. My father, Bob, had fallen in love with Woodmoor and he and my mother moved there from Lakewood in 1974. As my father loved to golf, he became one of the Woodmoor Country Club's original members. Everyone

who has been there for years will remember Bobby and his wife Mary. One of the many special things I love about the Monument area is the history and the sense of community that exists there and how people care for one another. It truly is a very special community and we have developed so many treasured friendships there over the years.

John joined us in Woodmoor and, twenty-six years ago, we bought our first home. We loved raising our two daughters there. Our children received an excellent education from the schools and had the added benefit of having their grandparents close by. I started working as a preschool teacher at Tri-Lakes Chapel when the girls were young and then substitute taught in District 38 for years while our girls were in school, which provided invaluable memories and experiences for me. We were grateful for the community we had built when my dear mother died 15 years ago, with all of the family at her side. She had great hospice support; they were truly angels for her. The asthma my mother had suffered with for so many years took its toll on her lungs and there was nothing else that could be done for her. We were so grateful for all the time we had together and the positive impact that she and my father had on our daughters' lives.

It was then that I began thinking about real estate. I started to look at homes to move up because John's job was going very well. I am so proud of him as he always exceeded his companies' expectations. My REALTOR® at the time was Cindy Fuhr. She asked me to join her and her husband Rich in real estate as a salesperson. They took me under their wings and educated me greatly. I remember that my second day of real estate school

•••

was September 11, 2001. The Twin Towers were horrifically coming down and I called into Jones Real Estate College making sure that classes were canceled. I was told, "Oh no, classes are on!" This was my first clue that real estate, indeed, never stops.

I so appreciate the education and knowledge of the business I received from Cindy and Rich Fuhr and then Darrel Wass, when I subsequently joined his team. Starting and working on a team is an invaluable experience. I am forever grateful to them and to Joe and Tony Clement at RE/MAX Properties for the priceless education, training, and mentoring they provided me over the years.

John joined me in real estate in 2005. I was getting so busy I needed more help and we both decided we could be better together! Our girls were in high school and middle school and he and they would all sit at the kitchen table every night and do their homework together. I was always worried about the impact on our daughters of me being constantly on the phone or on the computer working and not being totally present. But Sarah and Jenna have told me that my work modeled for them the values of independence, hard work, and commitment, just as my mother modeled those traits for me.

Since then our daughter Sarah has graduated from Notre Dame, studied a semester in Ireland, served in nonprofits in Bangladesh and Egypt, and began her own non-profit assisting refugees. She earned a J.D. from Harvard Law School and is currently working for the U.S. Consulate in Ciudad Juarez, Mexico as a diplomat for the United States. Sarah and Paul have two young sons, Auggie, 3, and Leo, 11 months. They are the joys of our life! The greatest pleasure I have is watching those boys experiencing the simple things of the world: a blue sky, a bird singing, belly laughing at a funny song!

Jenna is an incredibly talented and fun young woman who is an archaeologist based out of Denver. She graduated from Mercyhurst College and then, like my father, attended the University of Denver and earned her master's degree. She works for an international consulting firm performing archaeological surveys and writing environmental impact statements for land use planning and environmental permitting compliance. Jenna adores traveling and history. She always loved



to make mud pies and be outdoors as a child, I should have known she would end up in archeology! She and her partner, Pablo, both enjoy living in Denver and keep active skiing, hiking, and traveling.

These two amazing, caring, and talented women are the best things in my and John's lives. We are so proud of how they live their lives and give back to their communities. They are our proudest accomplishment!

“
These two amazing, caring, and talented women are the best things in my and John's lives. We are so proud of how

they live their lives and give back to their communities.

They are our proudest accomplishment!

”



For the past 18 months John and I have lived with and cared for my father, who is now 94 and unfortunately has had dementia for several years. We moved in with him as he needed more care. Caring for a parent can be grueling, especially given the long hours real estate work demands, but we have enjoyed being able to be there for him.

We are truly grateful for all the blessings we have received in our lives and the friendships we have made throughout the years. Through our involvement in the community with tennis friends, book club buddies, lotto ladies group, Tri-Lakes Women's Club, St. Peter's Catholic Church and with the Tri-Lakes Chamber of Commerce, we have received so much love and support and have friendships that will last forever! We try to repay some of the blessings over the years through giving back and volunteering through organizations such as; CASA, (Court Appointed Special Advocates) The Children's Miracle Network, Tri-Lakes Cares and The Springs Rescue Mission.

As my parents taught me, and as I've learned throughout the years, community is the biggest secret to both our success and

“I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.”

-- Maya Angelou

our happiness. We are amazed every day about the quality, talent and kindness of the people on our team. We truly embrace that TEAM stands for Together Everyone Achieves More. We see our role as mentors to help agents have a better work-life balance, earn more money with less work hours and be true professionals in the real estate community. Kristin Dionne is an extremely caring, knowledgeable agent who we are thrilled to have! Cassidy Jones is also a very talented and hard-working superstar who goes above and beyond for her clients and the team. We are forever grateful to our amazing listing coordi-



nator Tricia Stack, to Lori Pitcher who is our fantastic marketing director and to Tanya Bingham, our wonderful licensed transaction coordinator! With this staff in place, our agents can really focus on giving quality service to their clients.

Real estate, as you all know, is constantly changing and we face new challenges every day. We always want to do the right thing and foster a fun-loving family culture that always has our client's best interests at heart. We embrace change and technology, however we also realize how important the basic fundamentals are. Being involved and giving back to our communities is crucial in our business and our happiness. It is great having

this vehicle to learn about other agents and teams in our area so we all can work together for the clients' benefit.

My favorite quote is from Maya Angelou who said, "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel." Our goal is to always give our clients exceptional service and extraordinary results!

We truly hope that 2020 will be an amazing year for all with great health, happiness, and growth in all opportunities everyone seeks out, as we embrace change and challenges.



- 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

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 • ppymca.org

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.

BEN GOSZ
 SALES REPRESENTATIVE
 CELL 719.684.3695
 bgosz@firstam.com
 www.firstam.com/title/co

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 narrow the coverage afforded by the policy. Also, some coverages 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.

©2019 First American Financial Corporation and/or its affiliates. All rights reserved. | NPS: FAF | 06206410219

▶▶ meet the managing broker

BILL HAYES

My entry into real estate was very unintentional. At the time my wife, Judy, and I owned and operated Qualitech Repair Solutions, in Dallas, Texas. We were a logistics, computer networking and hardware repair company. In 2004 we decided to sell the company and were looking for our next adventure. A very good friend and REALTOR® suggested that we purchase income property and we purchased our first rental. As we were looking for the best deal, he suggested that I get my real estate license and work with him servicing investors. Over the next two years we built a team of six agents, with two part-time assistants, working primarily with real estate investors.

Like many good partnerships, our relationship ended when we had a difference of opinion on how we should conduct business. So, I started working my own book of business and continued until in 2007. Judy and I came to Colorado Springs to help our oldest son and family move into their home, with our only grandchild at the time. That little baby girl was more than we could resist and we made plans to move to the Springs. In 2008, I started my new business in Colorado Springs only knowing my son, and Judy's sister and brother-in-law. Of course, the market really suffered in 2008 and we really questioned our decision to move. We weathered a couple of really ugly years, but then our business started doing very well.

I can honestly tell you that I am blessed being married to the most wonderful person in the world. Judy and I went to the same high school and once we started dating it just felt natural to be together. In July, we celebrated our 46th anniversary and if I am lucky, she will keep me around. Since 1994 we have always worked together in business, and she still assist me in my real estate business when need.

We are also blessed with two sons, that have very successful careers. Daniel, the older son, is a LT Col in the Air Force. He is currently stationed in the Washington DC area with his wife Christa, and children Anna and Jackson. He has just completed his twenti-

eth year and hopes to be assigned to the Colorado Springs area to finish his Air Force Career. Garrison lives in New Braunfels, Texas with his wife Francesca and their blended family of Colton, Carter, Clayton and her son also named Colton (big Colton). Garrison is a police officer, K-9 handler and a member of the SWAT team. You can tell I'm proud of my family.

I started my various careers as an electronic bench technician with NCR in Dayton Ohio. Once Judy and I were married we moved to Fond Du Lac, Wisconsin. I was hired as a retail field technician for Toledo Scale Company, primarily working in the food industry. Working my way through the ranks with Toledo



Scale, my next position was as a service manager in Dayton, Ohio, where I managed a team of eleven technician supporting a wide range of industrial clients. This was where I honed my management skills and concentrated on the service industry.

I have always taken those lessons with me to each position that I have held since then. My belief is that the real estate industry is basically another service opportunity. We assist our clients' search for that perfect home to purchase, or we develop a plan to help them sell the property that no longer meets their needs.

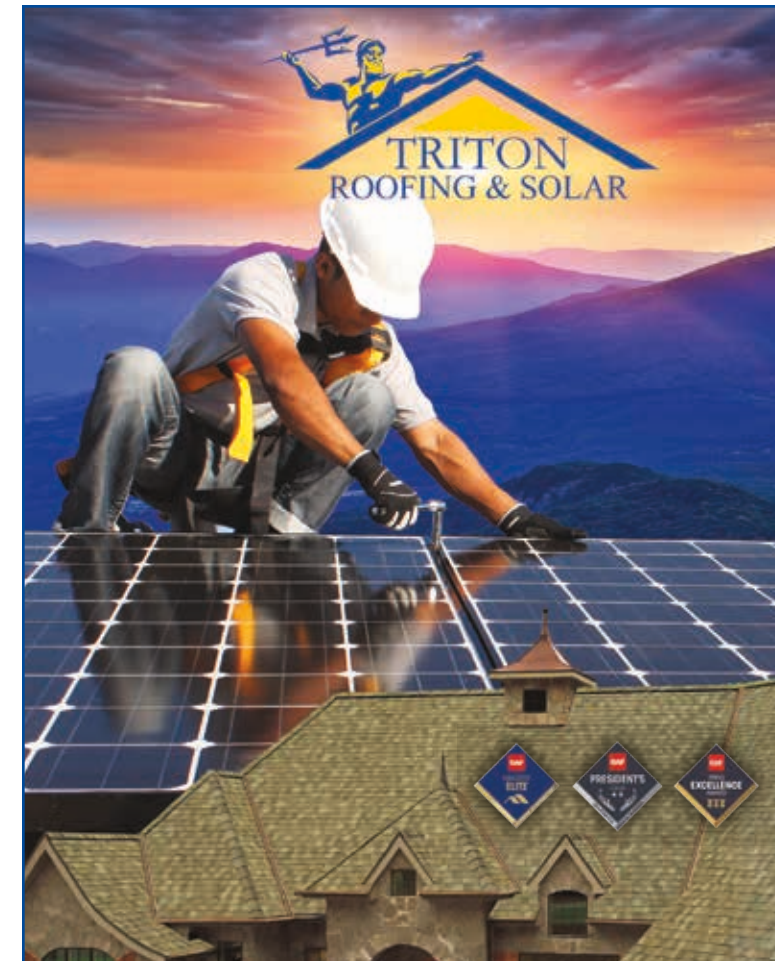
Towards the end of 2018, I was thinking of setting out to retire. My plan was to find a brokerage that I could hang my license and pay a transaction fee for each closing and slow down. As it got closer to the holidays, I mentioned my plans to a very close friend, Kelly Miller. A couple of days later, I received a call from Kelly, and she told me that her plan was to open her own brokerage. I said great, and asked if I could place my license with her. Her response was unexpected, and she invited me to be her employing broker. I asked if I could have a little time to think about it, and after about 30 seconds, I made the leap back into full-time employment. Over this last 10 months we have built a team of talented agents who are a pleasure to work with every day.

I have approached this new position as I have approached every other job-one of service. My clients are now the agents in our office and it is my responsibility to train, coach, mentor and sometimes even advise like a father. Our business is one of service and I am blessed to be in this position.

“

My belief is that the real estate industry is basically another service opportunity. We assist our clients' search for that perfect home to purchase, or we develop a plan to help them sell the property that no longer meets their needs.

”



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



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

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

Heritage Title has **2020** vision
for **YOU** and **YOUR** business.

FORTUNE
500
NYSE: FNF



HTC Heritage
Title Company
Making Transactions Personal



SHELLY FARMER
719.330.1624

EILEEN WOLFF
719.963.5273

KERYN DERUBIS
719.930.3447

Let's navigate the New Year together!

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

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

www.heritagetco.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



LEXUS OF COLORADO SPRINGS

604 Auto Heights | Colorado Springs CO 80905

SALES (719) 387-8927 | SERVICE (719) 425-4806 | PARTS (719) 387-9395



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



up and coming
real estate
agent

Corina Martin

I grew up in a small town in Minnesota, just outside of St. Paul. My family had a long history as one of the better-known families in the small town of Lake Elmo. Perhaps it was because my great-grandfather was a bootlegger back in the day, or maybe because my great-uncle owned the local bar for several years. It may have been because our family had lived there for decades or it could have been because my grandmother was very charismatic and well known throughout the community as a funny, caring and eccentric woman. Regardless, it was a fun place to grow up and being raised by a hard-working, blue collar family on a farm taught me everything about discipline and dedication. But there was a deep-rooted problem with another long history in my father's family as a result of the drinking, generations suffered through addiction, alcoholism and domestic violence. I won't go into all of the details of the strained parts of my upbringing, but I can tell you that witnessing those effects early on taught me the value of many things. First, it taught me the importance of not judging a book by its cover. Just because something looks great from the outside, doesn't always accurately represent what is happening below the surface. And addiction is very real and incredibly devastating to everything and everyone in its wake. It also taught me the relevance of independence and the importance of standing on your own two feet.

I learned to be compassionate towards others because you really never know what someone else has been or is currently going through. But most importantly, I learned how to forgive, process through the challenges and move forward in life with even more passion and vigor.

It makes me think about this quote I discovered recently, "how we attach meaning to events in our lives has a large influence on the quality of our life".

As a result of many factors in my childhood, I believed I would never have children for fear that I might damage them. Never would I have imagined that I would grow up, marry a wonderful man and have two kids that would become the most important purpose in my life. But in hindsight, it actually makes a lot of sense because I learned how to love and care for others through examples that I did not want to emulate as well as many that I did. If we ever speak in person, you should know that it's highly unlikely you'll get out of a conversation with me without hearing about one or both of my children. They are my pride and joy and I believe being a parent is not only one of life's greatest gifts, but also one of life's greatest responsibilities.

Despite the hours I spent in a bar as a young child, perhaps it was out of habit or familiarity, but I took my second job at the age of 15 at the local bar. (My first job was at a driving range, working for a family friend at the age of 14.) The owner of the bar knew my family well and I'm sure at the very least he knew he would have a hard worker on his hands. And work hard I did! I worked there for the next seven years, to put ...

•••

myself through college. First every weekend, as a stocker, cook and waitress. Then in my senior year I did a half work day instead of sitting through lunch and afternoon classes at the high school. I then continued to work there every break and summer until I graduated from college and made my way west.

I was the first one in either of my extended families to go to college. I was driven and had bigger plans to do the most with the opportunities and confidence I was given and to tell the truth, I couldn't wait to escape the family dynamic that had existed. I had greater plans, although I'm not entirely sure I knew what those plans were. Being the first to ever go to college, I had no one to guide me about tests, applications, or good schools. The only college visit I had was a result of an invitation to join a friend and her parent to tour one school. I managed to figure it out in my own, and end up graduating from the University of Minnesota- Morris with a degree in Liberal Arts for Human Services and Sociology with a minor in psychology. Which to be honest, comes in quite handy in real estate.

I've always believed in destiny. Being someone who trusts their intuition and gut to lead them right where they are supposed to be. I was 22 when I decided to pack up my things and head out West. I didn't have a job, I just knew from a trip I had taken the prior year to Colorado Springs, that I loved it here. Based on that trip and an earlier trip I had taken to Montana; I had come to the realization that I was a mountain girl. Never did I feel happier than when I was in or near the mountains. It was 1998 and happened to be the same year the Dixie Chicks came out with their song, "Wide Open Spaces" and I was ready to make my "big mistakes" out west. And I certainly made a few. It wasn't quite the easy transition I was expecting. I had a hard time finding a job, despite my recent acquisition of a degree. I moved here in August and worked part-time at Foley's department store and part-time as a waitress at the local comedy club. I loved watching the acts each weekend. And while the other waitresses would take their breaks at the bar smoking cigarettes, I would sneak back into watch the show and laugh. Laughter to me is more than medicine, it's a priority in my daily existence and has helped usher me through a lot of tough times. By October, I was paying for groceries with my credit card. I went back to Minnesota to visit my family for Thanksgiving, courtesy of my mother and I promised her that if I didn't have a job by Christmas, I would move back to Minnesota. Luckily, I got two job offers between Thanksgiving and Christmas and I chose to head into the financial services industry. Little did I realize the path that laid before me had always been the one pre-determined. That job led me into the world of business, which wasn't really part of the bigger plan, considering my major was in Sociology and Human services. But it introduced me to a world that I really enjoyed.



More importantly it allowed me the ability to polish up on my customer service skills, utilize my degree in managing people and lead me to the love of my life. Talk about fate, my husband, Scott was hired at the same company in October of 1999. I had told everyone how I had moved here with some friends that were former teammates on my wrestling team in college. Yes, you read that right, I was part of the first women's collegiate wrestling program at the University of Minnesota - Morris. Fatefully, so was my husband's sister, Aimee. So, when Scott got hired, my manager told me about one of the new hires, stating that he moved to Colorado Springs to help support his brother and sister who were both wrestlers at the Olympic Training Center. After ironing out the details and determining who this person was, I also came to realize that it was his sister that I knew and had gone to Morris with. Ironically, the first time I met his sister, she said to me, "you have to meet my oldest brother, Scott. The two of you would totally hit it off." I didn't think much of it at the time. My 20-year-old self didn't think her brother and I would cross

paths. But fast forward two and a half years and we had both moved to Colorado, me from Minnesota and him from Wisconsin, and got jobs at the same financial institution. We went on our first date and have been together, ever since. That was 20 years ago last November!

I spent nine years working at the financial institution. I learned a lot about how people misunderstand money and investments and I also learned in managing people that everyone has a lot going on in their personal lives. I left corporate America, but it was just over a year after my first child, Brianna was born. That year of working after she entered this world was the toughest year of my life. I begged Scott to let me quit work. I told him I'd sell all of my investments, do whatever necessary. But instead we made a one-year plan to pay off debt and free me up to be a full time stay at home mom. I loved being a stay-at-home mom! Don't get me wrong, it was the hardest job I've ever had, but it was by far the most fulfilling. Now I look back on those long days and

think about how lucky I was to spend all my time and energy with the most important people in my life.

I had my son Zane just two years and four months later - second kids are great! They are all the fun, with none of the "new parent" worries that you had with the first one. We knew it would be our last, so we really relished in all of the little milestones and enjoyed all the aspects of parenting. But something happened in those four years of staying home full time. For all the wonderful moments I had with my kids, there was a disconnect with reality. All my friends were other stay at home moms. I lost touch with a lot of people that were no longer in my circle. I lost confidence in myself and my ability to be productive. I didn't know what I should do for a career as my youngest was preparing to enter school full time. It's a scary place that I don't think

•••



"How we attach meaning to events in our lives has a large influence on the quality of our life".

anyone can fully understand unless you've given up a career to stay home as a caretaker to children or parents. I felt like I needed to reinvent myself, but how?

It started with a trip to the dentist. I helped one of the elderly patrons who came in with a walker hang up her coat. And based on that one small act of kindness, and my relentless research on my own dental benefits, the wife and office manager of the dental office offered me a job. She said it was the way I engaged to help someone, that made her want to ask me to greet patrons and help with some front desk work. She said I could work when my son was at pre-school, just 3 hours a day, three days a week. It was empowering! It was like baby steps back into the "real world". I was the happiest front desk person at any dental office, I guarantee you! I got to interact with adults again. I was able to greet them, make them feel welcome, have conversations and remember why I loved talking to people and helping them. I was able to research complex insurance issues, file paperwork and make new work friends again. But it was short-lived, as the dentist I was working for decided to retire.

Now life was saying to me, you need a career. You need something that fulfills all of your work and social needs. I thought long and hard about my options. What career could I start that would be engaging, help people, allow me to use my business acumen and still make a difference in people's lives. After some serious consideration, I decided to start studying for my real estate license. It was a risk. My husband had recently made a job change and was making significantly less than he had been earning previously. When I say significantly less, I mean about a third of what he was making in the past. It was stressful, it was intense and it was scary. To try and keep some income coming in, I decided to become a paraprofessional at the elementary school that both my children were attending, while studying on the weekends. That became the most demanding job I had ever done! Working with children with severe special needs is rewarding, but it is exhausting! Many of the children were non-verbal and I found that despite my high level of patience, by the time I got home, I had nothing left in the tank for my own children. I passed my real estate exam in January of that school year, but finished out the school year as a PARA because I believe in following through on your commitments. I'm thankful for that experience for so many reasons.



Anyone can tell you that the first few years in real estate are pretty crazy. I've been juggling my real estate career while I continued to play a very active role in raising my children. The year after I started my real estate career, my daughter started having troubles in school. She was in third grade and up until then, she had done fine in school. She was a strong, average student, a very positive, and engaging child. When she started complaining about how hard school was and worksheets that should take 10-15 minutes to complete started becoming hour long battles with lots of tears shed, I knew something was "off". We started with a tutor. We wanted to see if that would help build her confidence back-up and help connect some things she had maybe missed in school. After three months of tutoring and seeing little to no improvement, I trusted my mommy instinct and took her for a private evaluation to

try and determine what was going on. I had an inkling that she might be dyslexic. I didn't know a lot about dyslexia, but what I had read seemed in-line with a lot of the characteristics that I was noticing in her. After a full evaluation, the child psychologist confirmed that Brianne was in fact dyslexic. It was enlightening to realize that there was something more going on that was preventing my bright child from performing her best in school. As soon as I got the diagnosis, I started doing as much research as possible to determine how to best support her

and help her be successful. Unfortunately, what I learned in my research is that the mainstream school system does not currently support dyslexics in the way they need to be taught to read. Why is this disappointing? Because it is estimated that dyslexic children represent between 15-20% of the population. That is approximately one in every five children. That means, most children that are dyslexic are not getting the services they need in order to be able to read. Which in turn prevents them from being successful in school. I was very fortunate, as I was able to find a school for Brianne locally, that was doing a full-blown dyslexia intervention within the school day. They give children 50 minutes of daily intervention to help train their brains how to read. Brianne benefitted from this program

for two years and the remainder of the program was completed through private tutoring. Watching your child struggle through adversity is a huge motivator for any parent who wants to do better. Someone, who wants to show their child how to be successful in life! My daughter and her dyslexic friends work five times harder than other children just to get through all the school work and the school day. So, because of her, and the numerous undiagnosed children, I spend a lot of time advocating in Colorado Springs for more dyslexia awareness. Any platform for awareness is wonderful in my opinion, so if you are reading this and you are wondering about your own child or a friend's child or would like to know more, please do not hesitate to contact me. It is definitely a passion of mine.

Another passion of mine is yoga. I started my own yoga journey about 20 years ago when I was introduced to Bikram yoga at a local studio. I loved everything about it but sort of gave it up after I had kids. Not entirely, but I definitely wasn't as active as I had been in my mid-20's. During my third year in real estate, with both of the kids in school full-time, I decided to set a new goal for myself and get certified to teach yoga. I did my certification at a studio here in town - Cambio, which allowed me to get certified in both Vinyasa and Hot Yoga. It was a ten-week intensive course, but absolutely worth it. I was only one of two students who studied both styles in that training. Before I was even through training, a former client of mine called and told me they were looking for activities to do at their recreation center and she told management that I could teach yoga. It was so rewarding that she thought of me! I did more training for chair yoga, so I could make a class that could accommodate those with limitations in balance or strength. The chair allows everyone to participate and I give



variations for postures so everyone that wants to participate can enjoy the benefits of yoga. Yoga is amazing because it really does meet the person where they are at both physically and mentally. Teaching chair yoga has been a real gift to me. It allows me to connect and guide beautiful souls to a better physical and mental state. I hope to continue to teach yoga well into my golden years.

During the last five years I've been adjusting to life with "big kids" and realizing the foundation I'm creating on this slow and steady pace, is hopefully setting me up for my long-term goal of being a REALTOR® for many years to come. As I continue to learn and evolve, I am learning how to best serve people within this industry. I pride myself on meeting my clients where they are at in their own journey and helping support them in making one of the biggest financial commitments they will make in their lives. It's rewarding for me to see which chapter my clients are

"At the end of the day it's not about what you have or even what you've accomplished... it's about who you've lifted up, who you've made better."

in in their own lives and I strive to be a bridge that makes a new home transition seamless.

After all of that experience and life's wild journey, this year marks the beginning of my sixth year in real estate. I have learned so much, gained so much insight through the experience and made a lot of wonderful friends along the way! I can't wait to see what the future holds for me in parenthood, in life and in real estate! I leave you with this, which I believe encapsulates my spirit; at the end of the day it's not about what you have or even what you've accomplished... it's about who you've lifted up, who you've made better. It's about what you've given back.

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

Ground Floor Inspected
Safe and Sound
Sleep Well

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

BBB A+ ACCREDITED BUSINESS
RecallChek
AHIT CERTIFIED
ASHI CERTIFIED INSPECTOR
FULL CONCIERGE SERVICE
MONSTER FREE

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

Empire Title of Woodland Park
350 N. Pine St., Woodland Park, CO 80863
Phone: (719) 686-9888 - Fax: (719) 686-8208
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

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

"We Don't Succeed Unless You Do"

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
2918 Austin Bluffs Parkway Suite 200, Colorado Springs, CO 80917

►► impact!

a championship season



By Robert O'Brien, Real Producers Editor

A sparkling new southwest downtown stadium just a few blocks south of the under-construction United States Olympic and Paralympic Museum is set to be the next jewel in the long-planned “City for Champions” crown

It took about six years of planning and finding the money, but the dirt is now flying downtown Colorado Springs with the under-construction 10,000-seat, \$35 million multipurpose stadium, approved by City Council in November. According to the Colorado Springs Gazette, “the outdoor, rectangular-shaped stadium, to be built on about 5 acres southwest of Cimar- ron and Sahwatch streets ... will be home to the Colorado Springs Switchbacks soccer team...the council’s vote clears the way for a Dec. 7 stadium groundbreaking and an opening targeted for March 2021.” The now bare-dirt construction site is just east of the 80-year-old Martin Drake Power Plant and across the street from The Warehouse Restaurant (excited about the stadium as a new neighbor and the business it will bring, sad to



Stadium entrance



Stadium interior



The new downtown stadium

be losing their “overflow parking lot”). For concerts and “other events,” the stadium will have a 15,000 person capacity.

The soccer team’s website, <https://www.switchbacksfc.com/downtownstadiumC4C> describes their future stadium home, in part, this way: “Located at the CityGate property, the Downtown Stadium site is bordered by Cimar- ron St. to the north, Moreno Ave. to the south, Sierra Madre St. to the west and Sahwatch St. to the east. The strategic downtown location allows for high visibility, access to amenities, and special experiences for participants and spectators. Much of the land is currently vacant and open for development following environmental work related to its long-term use as a steel and iron foundry since the beginning of 1900 until it closed in the early 2000’s. It is also in close proximity to several other sports-related facilities, specifically the new U.S. Olympic Museum, America the Beautiful Park, the administration building for several National Governing Bodies, and the headquarters building for the U.S. Olympic Committee.”

It goes on to tout the “mixed-use” goals of the property, “It will encompass an artificial turf field for competition and an approximately 145,500-square-foot stadium overall. Olympic related events, tournaments, and camps will

create a synergy between the U.S. Olympic Museum, outdoor stadium, indoor arena, and the U.S. Olympic Training Center that will set Colorado Springs apart nationally as a destination for amateur sporting events.” The lead architects for the stadium is the Denver office of the international firm of Perkins&Will, with GE Johnson as the general contractor.

Actually, dirt *has* been flying for a while now, with the construction of the US Olympic and Paralympic Museum, along with a reconstruction/repurposing of both Vermijo Avenue and Sierra Madre Street; Sierra Madre will be the primary connection point between the two new venues. According to the City’s web site, City Council President Richard Skorman and Bob Cope, the City’s Economic Development Officer, “heading from east to west, the streetscape for each block of Vermijo



Coming soon

will culminate into a rich gathering place at the foot of the museum. The new street design, which will become the downtown’s second Signature Street after Tejon Street, will accommodate both pedestrians and vehicles while offering the opportunity to host festivals and plaza-type events.

Speaking of new downtown connections, installation of a new elevated pedestrian walkway is underway to span the railroad tracks that now separate the Museum from America the Beautiful Park, bringing that treasured greenspace into the massive new development. According to Cope, “Design elements of the 250-foot pedestrian bridge include an





Where Vermijo will meet the new Olympic Museum

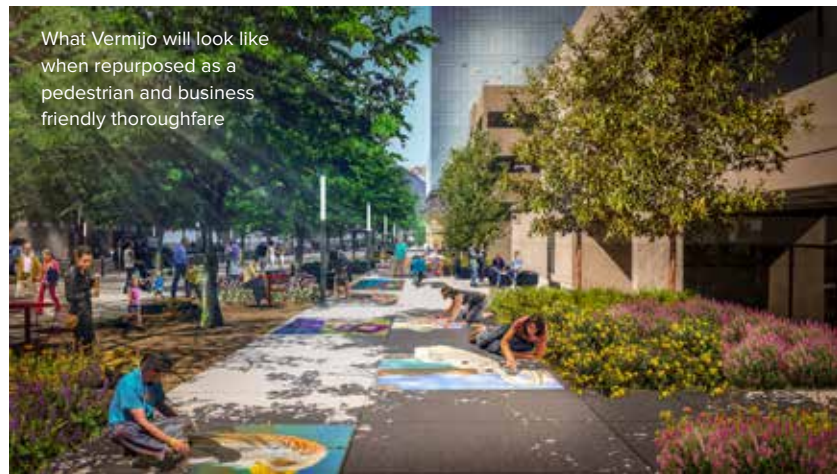
elevator, staircase with bicycle wells and an overlook at the west end of the bridge with views of Pikes Peak.”

Other elements of the City For Champions include

- The 3,000-seat Edward J. Robson Arena to be constructed on the campus of Colorado College,
- A new visitor center (Gateway Visitor Center) at the Air Force Academy
- The UCCS William J. Hybl Sports Medicine and Performance Center

According to the Gazette, “the stadium and an indoor arena planned for Colorado College’s campus make up the sports and event center component of City for Champions - four Colorado Springs projects designed to enhance state tourism. In December 2013, the Colorado Economic Development Commission awarded the projects as much as \$120 million in state funding over 30 years.

In the stadium’s case, its cost of just over \$35 million will be financed with \$13 million in bonds scheduled to be issued



What Vermijo will look like when repurposed as a pedestrian and business friendly thoroughfare

next week (November 2019) by the Colorado Springs Urban Renewal Authority. State sales tax revenues collected in the Springs and rebated to the city will repay the bonds.

The rest of the stadium’s price tag will be funded by the Switchbacks and partner Weidner Apartment Homes, a suburban Seattle developer, owner and manager of nearly 270 multifamily communities, mostly in the western United States and Canada. Weidner has 18 projects in the Springs, according to its website; company founder and Chairman Dean Weidner grew up in the city.

Many city leaders, both in the public and private sectors, have been “drivers” in making the City For Champions initiative a reality, including the City Council, Mayor Stephen Bach (2011-2015), Mayor John Suthers (2015-Cur-rent), City Council President Richard Skorman, Economic Development Officer Bob Cope, Switchback’s owner Martin Ragain and family, founder and chairman of Weidner Apartment Homes Dean Weidner, who is a Colorado Springs native, and Nor’wood Development Group.

“We know that this is a major catalyst, a major moment,” said City Council President Richard Skorman. Skorman told *Real Producers* that it was important the “downtown stadium” be multi-functional, and that the original concept of a baseball stadium wouldn’t work because a baseball diamond doesn’t have the flexibility of say, a soccer field. Interestingly, and via some level of serendipity, the Skysox ended up leaving and the Switchbacks were able to step-in... great timing! Switchbacks President and Nick Ragain commented “It’s hard to put into words...what it means is we have a long-term professional soccer team in Colorado Springs.”



Economic Development Officer for Colorado Springs, Bob Cope

It is estimated the stadium will help generate \$2 billion in downtown investment over the period of the next several years. Weidner plans to build a 200-unit apartment project on the stadium’s south end. Nor’wood Development Group, the Springs real estate company and southwest downtown’s master developer, plans apartments, offices and a hotel in the area, among other new uses.



City Council President Richard Skorman in his City Hall office

Sometimes “future development” estimates get enthusiastically inflated. After fits and starts over the years, it looks as if City for Champions is looking a lot like “A Championship Season” for the City of Colorado Springs. Now, with a nod to Councilman Bill Murray, if we can only find a place to park...

What IS It? **A SIGN** FOR THE TIMES *THE MANITOU "SPRINGS"*



By Robert O'Brien,
Real Producers Editor

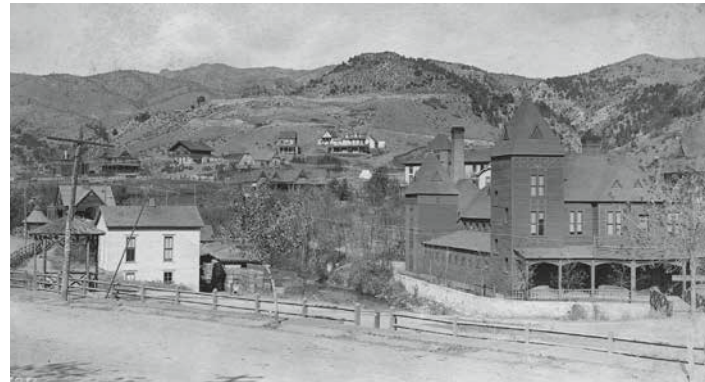
There are eight publicly-available mineral springs in the foothills city where you can just walk up and have a free taste of that famous naturally effervescent water. Maintaining these treasures is the passion of a non-profit called The Manitou Springs Foundation.

They say it's an acquired taste. This writer has never had the pleasure, but, after writing this article, I'll bring a water bottle, put some in it and give it a whirl. The surprise is, while moving to Colorado Springs in 2003, and visiting Manitou Springs many, many times, I did not know about these free public effervescent mineral water drinking fountains, or "font," which are the "presentation end" of what is an ancient aquifer underneath the City.

So, Manitou Springs actually has springs, whereas, Colorado Springs does not. Why does Colorado Springs have the word "Springs" in it? According to Terry Sharpton, President of the Mineral Springs Foundation (and whose family helped found the Foundation):

"What the deal is, the developers that came out of the east, *Dr. William Bell and General Palmer knew each other and were looking at developing this area for basically bringing out their rich friends (from the east) and business associates' and they saw that this was a good place for a town. Manitou had the mineral springs...they'd always been there. So Manitou, when they were trying to develop this area, they thought, 'this will be a good place to create something like they have back in New York'; Manitou was called the **Saratoga of the West Together they were going to develop this into a luxury area where people could come out and stay and rejuvenate (to presumably bathe in the mineral baths and drink the mineral water). They were designing the City around the Springs with that in mind. Colorado Springs, however, which was more Palmer's vision, didn't have springs, but it was thought that it would be good to tie that in (by adding 'Springs' to the name of a new city without springs). Actually, Manitou didn't have the word 'Springs' in it when the City was first developed, it was added later. When Colorado Springs was developed, it was always called Colorado Springs."

So, with a nod to General Palmers real estate development instincts, it could be said that the name Colorado Springs, like the



Bath House Circa 1883



Cheyenne Mineral Spring



Twin Spring



Wheeler Spring

legendary "****Hollywoodland," which later became just "Hollywood," was, well, a marketing scheme.

Okay, so, we have, right here in our foothills one of the premier national sites for public access to drinkable, effervescent mineral water. The infrastructure of those springs are the responsibility of the City of Manitou Springs, whereas the "public face" of each of the springs has been taken over by the Mineral Springs Foundation, which has been in existence since the 1980's. The unique design of each of the fonts, where the water comes out and you can bottle it and take it with you or just stick a container under it and then just take a drink, is the work of a local artist. Each font is different, and each was selected and created as the result of a design contest.

Got time for a taste?

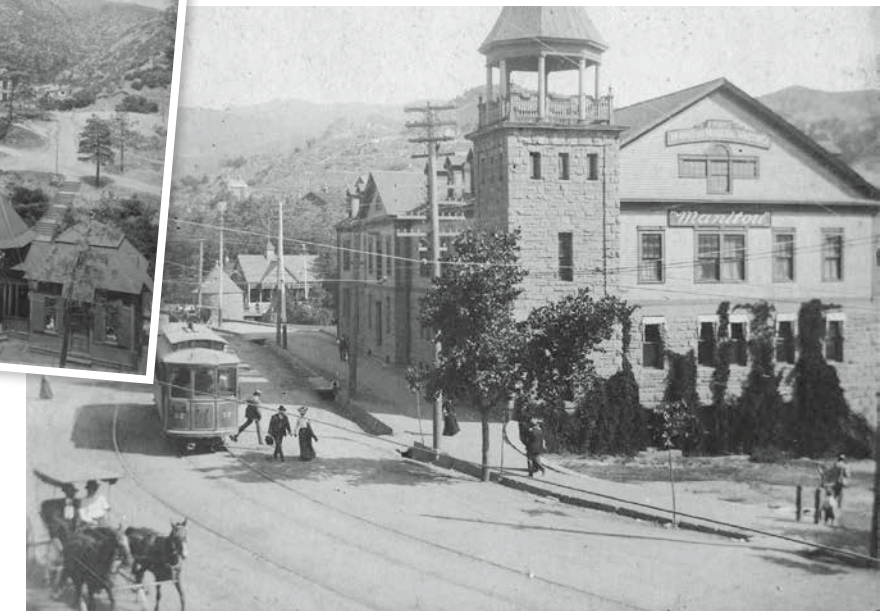
Who is Terry Sharpton? In his own words:

I'm a Colorado Native and I grew up in Manitou Springs. My family moved here in 1946 on the advice of my great uncle and his family, who had moved there three years before. His daughter, my cousin, led early promotional events for the mineral springs in the 1950's. I guess the water's been in my blood all along. I've been involved in the Mineral Springs Foundation for 30 years and I'm proud of what we've been able to achieve to preserve and promote the mineral springs.

My background is in video and television, and photography is my passion. I love to capture images of



Shoshone Spring



Bottling Plant and Trolley circa 1900 Inset: Ute Iron Spring and Iron Springs Hotel - Circa 1886



7 Minute Spring - it used to erupt every seven minutes

the Manitou Springs area including the mineral springs. Always changing, I see a different look every time I set out with my camera and strive to capture that moment.

For more information about the work of The Mineral Foundation, visit the Foundations website at <http://manitoumineralsprings.org/cheyenne-spring.html>.

Special thanks to the Manitou Springs Chamber of Commerce and Mineral Springs President Terry Sharpton for help with this article. Historic photos courtesy of the collection of Deborah Harrison.

*Dr. William Abraham Bell (April 26, 1841 – June 6, 1921) was an English physician who is best known as a photographer of the American West, and a



Mineral Springs Foundation President Terry Sharpton

founder and developer of several businesses and towns in Colorado, including Colorado Springs, Manitou Springs, and Durango. https://en.wikipedia.org/wiki/William_Abraham_Bell

**Saratoga Springs is a city in Saratoga County, New York. The name reflects the presence of mineral springs in the area, which has made Saratoga a popular resort destination for over 200 years.

*** “HOLLYWOOD” is spelled out in 45-foot (13.7 m)-tall[1] white capital letters and is 350 feet (106.7 m) long.[1] The sign was originally created in 1923 as a temporary advertisement for a local real estate development, but due to increasing recognition, the sign was left up.[2] https://en.wikipedia.org/wiki/Hollywood_Sign



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
Each franchise is independently owned and operated.

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*

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 | connectgrafiks.com

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.

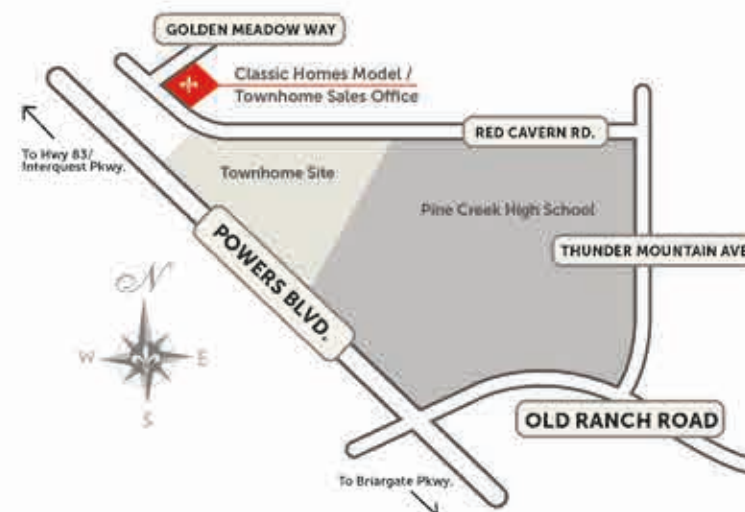
Get the Classic style, Classic quality, and Classic value you've always wanted.

Call 719-888-3711

Sold from the Classic Homes North Fork Model Home:

2903 Golden Meadow Way
Colorado Springs, CO 80908

ClassicTownhomes.com



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.



PRSR 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

We Have You Covered