

COLORADO SPRINGS

# REAL PRODUCERS<sup>®</sup>

CONNECTING.

INSPIRING.

PAUL  
GOLDENBOGEN



"Myself, and my team have used Rampart Roofing over the last 5 years with great success. They consistently provide outstanding customer service in working with my clients. They are honest, professional and detailed - and will give you a straightforward evaluation on your client's roof. They are an outstanding vendor that you can count on!"

– **Greg Luczak,**  
Coldwell Banker  
Residential Brokerage



"We're committed to helping you sell homes through roof certifications, roof repairs, and new roof installation. All with a quick turnaround time!"

Call us today for a free roofing assessment! 719.487.ROOF | RampartRoofing.com



Building Homes, Shaping Lives,  
Growing Community.



Be part of a great community:

- Be Neighborly.
- Be Happy.
- Be Adventurous.
- Be Comfortable.
- Be Strong.
- Be Proud.

**BE GOLD HILL MESA.**

For more information about Gold Hill Mesa, call (719) 633-2202 or go to [GoldHillMesa.com](http://GoldHillMesa.com)



David Weekley Homes



# TABLE OF CONTENTS

|   |   |  |  |  |  |
|---|---|--|--|--|--|
|   | <b>08</b><br>Publisher's Note                                     |   | <b>12</b><br>Rising Star:<br>Brian Coram |   | <b>20</b><br>Over-comer:<br>Larry Knop   |
|  | <b>28</b><br>Partner Spotlight:<br>WFG National Insurance Company |  | <b>33</b><br>Around Town                 |  | <b>36</b><br>Leader:<br>Paul Goldenbogen |

For articles, coverage, and advertising, contact Brian Gowdy at 719-313-3028; [brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com).



**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.



## The Inspection Advantage

Whether your clients are buying or selling, a Pillar To Post home inspection will give them peace of mind about the home.

- Choice of Home Inspection Packages
- Report printed on-site
- Convenient scheduling

**Stewart Ritter**  
719-494-5313  
[stewart.ritter@pillartopost.com](mailto:stewart.ritter@pillartopost.com)  
[pillartopost.com/stewartritter](http://pillartopost.com/stewartritter)

**Joshua Deck**  
719-633-5639  
[joshua.deck@pillartopost.com](mailto:joshua.deck@pillartopost.com)  
[pillartopost.com/joshuadeck](http://pillartopost.com/joshuadeck)



**Serving El Paso, Teller & Pueblo Counties**

## Familiar Faces Making Big Moves!

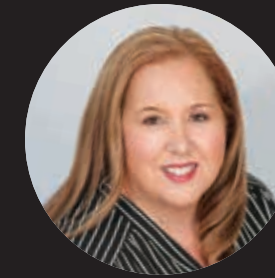
WFG National Title Insurance Company is pleased to now serve you in Colorado Springs!



**Lori Dunlop**  
Branch Manager  
[ldunlop@wfgtitle.com](mailto:ldunlop@wfgtitle.com)



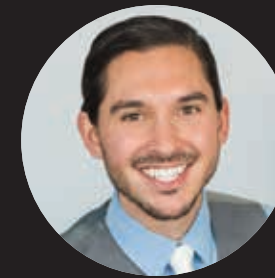
**Diane Ferrin**  
Sr. Escrow Officer  
[dferrin@wfgtitle.com](mailto:dferrin@wfgtitle.com)



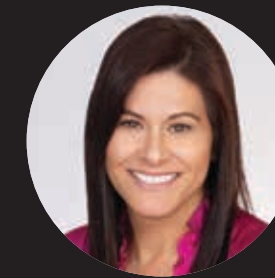
**Teiah Hester**  
Escrow Officer  
[thester@wfgtitle.com](mailto:thester@wfgtitle.com)



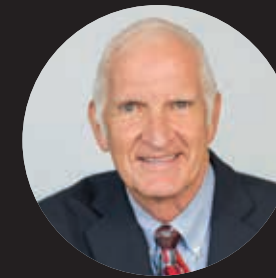
**Amanda Payne**  
Escrow Officer  
[akpayne@wfgtitle.com](mailto:akpayne@wfgtitle.com)



**AJ Archuleta**  
Sales Executive  
(719) 217-2815  
[aarchuleta@wfgtitle.com](mailto:aarchuleta@wfgtitle.com)



**Denise Gardner**  
Sales Executive  
(719) 659-8348  
[dgardner@wfgtitle.com](mailto:dgardner@wfgtitle.com)



**Len Schrad**  
Sales Executive  
(719) 330-7991  
[lschrad@wfgtitle.com](mailto:lschrad@wfgtitle.com)

### Colorado Springs Office

8610 Explorer Dr., Suite 105, Colorado Springs, CO 80920  
Office: (719) 598-5355 | Fax: (719) 598-5366



[colorado.wfgnationaltitle.com](http://colorado.wfgnationaltitle.com)

# Homes for Heroes®

**It's my mission to serve the heroes that serve our nation and community everyday!**

Call Today to Find Out About This Program!  
**Linda Schierholz | 719.330.0898**  
 NMLS #275886-MLO #100028326  
 Linda@BroadmoorMortgage.com

**THE BROADMOOR MORTGAGE CO**  
 Broadmoor Resident

## Protect your investment and those who matter most.

**24/7 ONLINE BOOKING AT**  
 BandMhomeinspections.com  
 Speak to our customer care team at **719-648-2835**

**Brick and Mortar HOME INSPECTIONS, INC**

### ALL COLORADO RADON IS PLEASED TO ANNOUNCE THE GRAND OPENING OF OUR NEW LOVELAND OFFICE!

832 W. Eisenhower Blvd. Ste. C  
 Loveland, CO 80537  
 970.966.7853

### WE ARE YOUR TRUSTED SOURCE FOR RADON MITIGATION AND TESTING.

We also offer several Indoor Air Quality improvements from crawl space encapsulation to home air filtration.

**Ben Ingalls**  
 (NEHA/NRPP CMT# 105986)  
 All Colorado Radon Mitigation, Inc.  
 303 618 4755 (mobile)  
 720 726 4556 (office)  
 www.AllColoradoRadon.com  
 www.CleanCrawlspace.com  
 www.PurifiedHomeAir.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!

**APPLIANCES**  
 Appliance Outlet  
 (719) 573-5802  
 aacolorado.com

**Pillar to Post**  
 Stewart Ritter  
 (719) 494-5313  
 pillartopost.com/  
 stewartritter

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

**RESUME WRITING SERVICE**  
 A Platinum Resume  
 (719) 339-2659

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

**Pillar to Post**  
 Joshua Deck  
 (719) 210-0188  
 pillartopost.com/jo  
 shuadeck

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

**ROOFING**  
 Rampart Roofing  
 (719) 487-7663

**Downsizing & Decluttering**  
 Things Forgotten  
 (719) 785-9222  
 thingsforgottennotgone.com

**INSURANCE**  
 Farmers Insurance  
 Michael Hendrickson  
 Agency  
 (719) 572-5938  
 farmersagent.com/  
 mhenderickson

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

**TITLE & ESCROW**  
 WFG National Title  
 Sandra Kuhlman  
 (720) 475-8300  
 colorado.wfgnationaltitle.com

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

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

**Katie Marie Seniors**  
 Photography  
 (719) 963-9321  
 www.katiemarieseniors.com

**TITLE COMPANY**  
 Empire Title of Colorado Springs  
 (719) 884-5300  
 etcos.com

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

**MORTGAGE**  
 Bank Central  
 Bryan Emrick  
 (719) 231-9029  
 LoansWithBryan

**PROPERTY MANAGEMENT**  
 Colorado Best Team @Pikes  
 Peak Dream Homes Realty  
 (719) 284-1900  
 www.coloradobestreal  
 estate.com

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

**Vantage Homes Corp**  
 (719) 534-0984  
 www.vantagehomes  
 colorado.com

**The Broadmoor Mortgage Company**  
 (719) 576-1900

**RADON TESTING AND MITIGATION**  
 All Colorado Radon Mitigation  
 Ben Ingalls  
 (720) 726-4556  
 allcoloradoradon.com

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

**HOME INSPECTION**  
 AmPro Inspections  
 (719) 581-7227  
 amproinspections.com

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

**MOVERS**  
 Two Men and a Truck  
 (719) 551-5085  
 twomenandatruck.com

**REAL ESTATE PHOTOGRAPHY**  
 PixVid  
 (833) 715-7150  
 PixVid.net

# REAL PRODUCERS Is NOT Just About Production

I'd love to use this month's Publisher's Note to shine some light on our nomination process.

First, a lot of real estate agents assume, understandably, that an agent's production is the determining factor in them being featured in Real Producers. I admit, there's truth there, but only up to a certain point...

Real Producers is mailed to the top-500-ranked real estate agents, determined by their MLS-reported production from the previous year. Any agent within this "top-500" pool is welcome to be featured. Once an agent is "above the bar," per se (#500 will have sold \$5.4 million in 2019), we are less concerned with production. Instead, we want to hear how an agent treats their clients—and more importantly, how they treat other agents. What I, personally, love to celebrate is what an agent does for other agents, their industry, and for the name REALTOR®.

Darrell Wass, for example, was on the cover of our May 2020 edition. We were excited to celebrate Darrell not just because he was a successful agent or because he runs his own firm. Rather, we wanted to celebrate Darrell's passion for mentoring up-and-coming agents, his commitment to PPAR, and his service as the MLS President in past years. This month's Paul Goldenbogen is a prime example of giving back to the industry.

Nominations from you, the agents, are a huge part of our feature process. I welcome you to email me nominating another agent who not only sells a reputable number of homes, but takes spectacular care of their clients and other agents.

When I took over the publication in February 2020, I met with as many agents as I could asking how Real Producers can better serve the industry. Revising our nomination process to measure more than just production was the most common feedback I received. I would absolutely love to hear from you as well, whether it's a nomination for a fellow agent or an idea as to how we can better serve you. I can't wait to hear from you.



Thank you,

**Brian Gowdy**  
Publisher / Advertising Sales  
719-313-3028  
brian.gowdy@realproducersmag.com

## READY TO DELIVER

"I'd highly recommend Bryan Emrick. In addition to being thorough and so great at what he does, he's also so kind and patient with my clients and instills so much confidence in them about the lending process. He's never too busy to take my calls and questions on the weekend and goes the extra mile to make sure my clients are taken care of. You just can't go wrong recommending Bryan."  
- Jessica Daniels



**Bryan Emrick**  
Mortgage Loan Originator

5278 N Nevada Ave #100  
Colorado Springs, CO 80918

719.231.9029

bryan.emrick@bankcentral.net

NMLS#1657909

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

Recognized by Forbes as one of  
America's Best Banks ten years in a row

## INSURANCE YOU CAN DESIGN TO MEET YOUR EVER CHANGING NEEDS

- Coverage you can customize to meet your needs
- Homeowners insurance
- Landlord/Vacant/Vacation home insurance



**Michael Hendrickson**

Your Local Agent  
24 S WEBER ST STE 135  
COLORADO SPRINGS, CO 80903  
[MHENDRICKSON@FARMERSAGENT.COM](mailto:MHENDRICKSON@FARMERSAGENT.COM)  
<https://agents.farmers.com/mhendrickson>

Call 719.572.5938  
today!  
Smart choices last a lifetime.



Restrictions apply. Discounts may vary. Not available in all states. See your agent for details. Insurance is underwritten by Farmers Insurance Exchange and other affiliated insurance companies. Visit farmers.com for a complete listing of companies. Not all insurers are authorized to provide insurance in all states. Coverage is not available in all states.

Agents, do your clients need  
Property Management?  
Our team can **HELP!**

...and we will **LET YOU KNOW** when  
your clients are **READY TO SELL!**



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

# THE ONLY PAINTER IN TOWN THAT WORKS REALTOR HOURS

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



Happy  
Painting Company

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

## MEET THE COLORADO SPRINGS REAL PRODUCERS TEAM



**Brian Gowdy**  
Owner / Publisher /  
Advertising Sales  
[brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com)  
719-313-3028



**Andrea Hoffman**  
Ad Specialist  
[andrea.hoffman@n2pub.com](mailto:andrea.hoffman@n2pub.com)



**Heidi Mossman**  
Photographer  
303-877-1279



**Katie Luster-Work**  
Photographer  
719-963-9321



**Maria Bay**  
Photographer  
541-600-4171



**Robert O'Brien**  
Account Executive / Writer  
[bob.obrien@realproducersmag.com](mailto:bob.obrien@realproducersmag.com)



**Barbara Gart**  
Writer



**Sara Cripe**  
Social Media Manager  
[sara@connectgrafiks.com](mailto:sara@connectgrafiks.com)



**Geneva Eilertson**  
Reprints Manager  
[geneva@realproducersmag.com](mailto:geneva@realproducersmag.com)



**Bryan Petty**  
Videographer  
PixVid



**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.

▶▶ rising star

# BRIAN CORAM

▶▶ SUPERHERO AGENT ◀◀

By **Barbara Gart** | Photography by **Heidi Mossman** of Capture Life Photography

The Cutting Edge, Realtors

**S**uperheroes come in all shapes and sizes. Some can fly faster than a speeding bullet or leap over tall buildings. Some have X-ray vision or can make themselves invisible. And some appear in human form, spending time in the office at The Cutting Edge, Realtors in Colorado Springs. Brian Coram is one such real estate agent. When asked about his career, Brian will proudly tell you “I wear superhero pins for living,” and he has a great story that goes along with the pins, but digging deeper, Brian truly cares about people and his community, and his real superpower is making a difference and changing the world, which he has been doing all of his career.

Prior to real estate, Brian worked for the State of Colorado as a Rehab Counselor, where he helped teenagers with disabilities find jobs. Brian guided them on how they were going to accomplish their goals, and while he loved his work, his brother, also a real estate agent, encouraged him to get into the real estate business. Brian finally made the leap four years ago, when he saw how his real estate career could enable him to help others. Real estate became the vehicle to provide a financial means to help his community, and this became a turning point for Brian and his new career.

The Holiday Smile Send-Off is an example of what that decision would lead to. The now annual event was started by Brian’s kids. Brian says that in his first year in real estate, he decided to change his mindset to be 100% positive. As part of that, he asked his kids what something was that they would like to commit to, and The Holiday Smile Send-Off was born. The initial goal was to send a holiday card to every child in St. Jude Children’s Research Hospital with messages of strength and support. It grew as they invited friends and other families, and soon got a local school involved. Everyone came together for a big “card party” to spend time together and make the cards, which were sent to the hospital. The first year, over 500 cards were sent, well exceeding the initial goal. Brian says he’s immensely proud of the Holiday Smile Send-Off for putting a force of good in the world, but he also loves that real estate allows him to do “anonymous things” in the community to help those in need.

Brian says when he left the stability of his counseling job, he and his wife, Samantha, felt they had time to make it work because her job would be the “safety net.” Unfortunately, soon after he started, her position was cut, and he realized

...





... he was going to have to make real estate work. Brian said, “That lit a fire under me, and I knew I would have to be successful from the start.” Since he wanted to be cautious with the money he was making while still celebrating little victories, he decided after every closing, he would buy a superhero pin. It didn’t feel too extravagant or expensive but still allowed him to celebrate his success with real estate. Brian now has close to 50 pins, but is still looking to “catch up” and find new pins that match the collection. He wears a different one every day. He says the pins are a great conversation piece and allows him to tell people about the specific superhero he is wearing (which he warns can become a history lesson on the backstory and importance of each hero). While his current favorite pin is Captain America holding both his shield and Thor’s hammer, Brian’s favorite superhero is Batman, because “he overcomes all challenges, has unrivaled persistence and intelligence and yet, is completely mortal.”

“ it’s not uncommon for me to help people work through things outside of the transaction as they’re dealing with the process of buying a house. ”

Brian uses his background as a counselor to approach his real estate clients in a similar way. Brian is great at listening, asking a lot of questions and being there for his clients, regardless of the outcome of the sale. Brian says he does not consider real estate to be a sales job, but rather counseling and guidance. Brian says “it’s not uncommon for me to help people work through things outside of the transaction as they’re dealing with the process of buying a house. They need someone to talk to, it can be a very stressful time, and that’s where I excel.”

For Brian, “the like” of real estate is overshadowed but his love of people. He truly cares about each client and their families, the relationships and being there for them along the way. One of Brian’s favorite stories is when he helped a young couple, Jen and Jake, buy their first home. The process of looking for their home was delayed by Jake being deployed, and as such he wasn’t able to participate in the final process as much. However, Jen and Brian still worked tirelessly, so that Jake was able to return to Colorado and their new home. During the search for a home, they had once joked that they would be proud to wear his name on a jersey (it was a very random conversation that led to this).

...



“ ... he overcomes all challenges, has unrivaled persistence and intelligence and yet, is completely mortal. ”





••• Brian remembered this, and at closing gifted the couple shirts, not with his name on them, but with their own names, because he told them “you are the real heroes.” To make it even sweeter, at a client event later that year they shared that Jen was pregnant and this would be the home where they’d be raising their child. Brian said for him, “that was a pure joy moment.”

Brian credits his The Cutting Edge, Realtors leadership team for helping guide his career and mentor him when he first started in the office. Brian says “They invested a lot of time in me, believed in me, and asked, ‘How can we help?’ As a counselor, I can tell you how to guide yourself through a process, but at that point, I wasn’t doing it for myself. Having a team who did that for me was a big deal and I owe them a lot. My brokerage and the people there have made a big difference.” Brian also credits his wife Sam and their two kids as great influences and supporters. He says, “Sam is incredible, we’ve known each other since high school. She’s my biggest supporter and cheerleader. And my kids’

ability to take what we started with The Holiday Smile Send-Off and run with it makes me very impressed with them.”

In his spare time, Brian enjoys spending time with his wife Samantha, their kids Kai and Talia, and their dog Bandit. Brian and Sam are both lucky enough to also have both sets of their parents living in Colorado Springs. Brian still trains in karate with Kai, and he’s also trying to learn his way around a guitar. Brian says his advice to up-and-coming agents is to “Figure out your why. Nothing else matters if you don’t have a purpose.” Brian’s why has always been well-defined, even if it’s a bit unconventional. He says, “If I had superpowers, I would want Superman’s powers so I could do everything for everyone. That’s my end goal, to make the world a better place.” He may look like an agent helping his clients buy and sell homes, but it’s clear that Brian Coram is a true superhero to his community.

Email [brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com) to nominate our next Rising Star!

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

katie marie  
*photography*

719.963.9321

serving Colorado since 1977

**CLOSING** each transaction **SAFELY and SECURELY**



**HTC** Heritage Title Company

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

Commonwealth

FORTUNE 500 NYSE: FNF

www.heritagetco.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.

**PRO PARTNER**

**LICENSED. INSURED. HONEST. RELIABLE.**

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

**BBB ACCREDITED BUSINESS**

*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



**A Platinum Resume<sup>uc</sup> CAREER ACADEMY**

Online Courses, E-books and Webinars for Real Estate Agents, Sales Professionals, Job Seekers, and Business Owners.

**Sample Course offerings:**

- Elevator Pitch in 5 Steps
- How to Create Your Real Estate / Broker / Agent Resume and Bio
- Salary Negotiations
- 10 Steps to Building Your ROCK STAR Credibility Checklist
- The Ultimate Networking Guide
- Interview Tips



**Kara Varner**  
MAOM, CARW, CPRW, CRS-MTC, CEIC

A Platinum Resume Career Academy  
**719-339-2659**  
[www.aplatinumresume.com/career-academy](http://www.aplatinumresume.com/career-academy)

# Larry Knop

overcomer ◀◀

By **Brian Gowdy**  
Photography courtesy of  
**Katie Luster-Work** of  
Katie Marie Photography

*“It can come out of nowhere. One moment, you’re walking down the street, you’re cruising through an intersection, you’re showing a potential buyer the newly remodeled master bath...and then your heart rate spikes. It’s like you’ve taken three shots of espresso, but of course, you haven’t. You’re dizzy. You’re about to pass out. All you know is that you need to escape—and you need to escape fast.”*

Many of you know Larry Knop, whether you’ve collaborated on a transaction, you knew him from his days as a mortgage broker, or you’ve visited a local car club. But what many of you may not now is Larry suffers from panic-induced anxiety disorder caused by PTSD. And while this in no way defines Larry, it is part of his story.

The year was 2013. Larry and his wife, Melissa, had been married seven years and were taking their first-ever vacation as a couple...and by “first-ever,” we mean first-ever without the kids. “We just went to Scottsdale. It was a short drive, but it may as well have been the other side of the world. People our age with homes like hotels, valeting their exotic cars at restaurants we couldn’t afford...It was during that trip that we realized, we had been doing life wrong.”

After the crash of ‘08, Larry had traded the highs and lows of the mortgage industry for a stable, nine-to-five job making...enough. But after seeing how the other half lived, enough was no longer enough. “I admit, I like being comfortable. But comfortable for me doesn’t mean slouching on the sofa. Comfortable for me means I’m working sixty-plus hours, earning for my family.” Up until the trip to Scottsdale, “earning for my family” had a salary-capped limit. But Larry was finished with limits.

...

...

Of course, Larry landed in real estate. And today, his daughter Alexis is following in his footsteps. "I owe so much to my real estate career. Not just the money, but the lifestyle it allows. My 'why' is my children: Alexis (20) is the 2017 Miss Colorado Teen USA and holds two other Colorado titles. Anthony (16) has a huge heart; he's the one we can always count on around the house. While he's not interested in college, he wants to become a welder someday! Annalese (11) is a singer at the Colorado Springs Children's Corale. Further, she's always been proficient at producing short videos and is presently teaching herself Japanese online. And last, there's Asher (3)! Asher is our 'rainbow baby,' (he was born after a stillborn). After several tries and fails he finally completed our family and has brought us so much joy with his hilarious personality and pleasant nature."

"I know it's cliché, but we are so blessed as real estate agents. Had I still been working in corporate America, I would've missed my children growing up—growing into their own individual personalities. There are a million 'easier' jobs out there, but at what cost? It's more than just having a nice house or a fun car. It's my wife having the luxury to raise our children and put focus towards her dreams. This is what makes it all worth it."

Husband, father, real estate agent... On the surface, this is a man who has his life together. But beneath, shadows lurk.

"Early on, I wasn't the best husband. And that's putting it lightly," Larry recalls. "What I was good at was being an alcoholic." In March of this year, Larry celebrated three years sober. And today, he helps others find their sobriety. Larry's secret is simple: get educated. Larry watched YouTube videos and listened to audiobooks nonstop. "One audiobook, in particular, saved me:



*Craig Beck's The Fastest Way to Control Alcohol, Guaranteed.* The book was mind-blowing. Everyone knows alcohol is associated with liver disease, but did you know it causes 199 other diseases? And it affects more than just your liver...Not to mention the accidents and violence it brings. After that book, I can't imagine taking another drink." Larry's dream is to open a non-profit rehabilitation center for the common person who can't afford \$1,000 per day. While it's merely a dream at the moment, who is to say what the future will hold.

But Larry's battle with alcohol isn't the reason he is our Overcomer agent.

It began when Larry was 3 years old. His mother had just passed away. While many of us have spotty-at-best memories at that age, to Larry it's a complete blackout. One of the more miraculous parts of the human brain is its ability to go into self-preservation mode when it's burdened with trauma. But in Larry's case, that self-preservation mode still kicks in, unpredictably, 34 years later.



*"I owe so much to my real estate career. Not just the money, but the lifestyle it allows..."*

*Simply being present is more than half the battle when it comes to family."*

Larry suffers from panic-induced anxiety disorder caused by the PTSD of his mother's passing. Many people associate PTSD with war, and they're correct in doing so, but PTSD also exists on a broader scale. Larry even interviewed with nearly every branch of the military, but wasn't accepted due to his anxiety disorders.

So what does a panic disorder feel like? In Larry's words: "It can come out of nowhere. One moment, you're walking down the street, you're driving through an intersection, you're showing a potential buyer the newly remodeled master bath... and then your heart rate spikes. It's like you've taken three shots of espresso, but of course you haven't. You're dizzy. You're about to pass out. All you know is that you need to escape—and you need to escape fast..."

"Anxiety, by nature, is selfish. It's all about self-preservation in the moment. You simply want to escape in the fastest, most direct way, no matter the cost." Attacks can last 10 minutes to 10 hours and the

...



Larry's sanctuary is when he's behind the wheel. "I've owned over 30 cars in my life, and I'm only 37." Today, you can find Larry in either his Mustang or his old Yukon; his wife's Audi is no "slouch-off-the-line" either. Along that lane, Larry's a member of two car clubs: Colorado Ecoboost and The Mustang Club of Colorado, as well as a couple of Lincoln forums on Facebook. "With my panic disorder, flying hasn't been an option for me. Instead, I do my best to 'fly' in my car (or at least go fast enough to give it a shot!)." Four wheels on the ground with the open road ahead has proved, over and over, the perfect outlet for allowing his mind to slow down and refocus.

But out of every action, strategy, and preventative measure, there is one that carries them all: helping others. As Larry stated before, "Anxiety, by nature, is selfish..." The simple act of guiding someone into their new home is, itself, an antidote. And it doesn't stop there. "Right now, a focus of mine is helping my wife get her invention launched (while this is under-wraps at the moment, ask us about it down the road). I also have a group of up-and-coming agents who I hold accountable and they share their successes with me. What they don't know is I rely on them as much as they rely on me."

So whether Larry is assisting buyers or sellers, guiding up-and-coming agents, or simply supporting his family, what would otherwise be an inferno of anxiety is merely ash in the wind.

*"I've known Larry for a couple of years and my experience is that he's the kind of person that will do anything for his friends, real estate customers, and family — I know Larry's family personally and they've always said he would do ANYTHING possible to support them. Larry is the type of person who puts others before himself and that's exactly why he is successful in both his career and his family!"*  
**—BEN GOSZ, FIRST AMERICAN TITLE**

...

level of mental and physical exhaustion afterward is incomparable.

"Anyone who's never experienced one will tell you to 'just breathe...' But the truth is, in the middle of a panic attack, when your heart rate is through the roof, intentionally slowing down your breath is basically suffocating yourself. I wish it were as easy to 'just breathe...' but it's not."

Of course, this can be a challenge when showing homes. And despite his preventative measures, while rare, it still happens. "I'm transparent with my clients. I let them know what can happen and I let them know what to expect if it does."

Despite its challenges, Larry has found solutions. "Every morning, I take time to visualize the day ahead. I play out every scenario, that way there are no surprises." And while neither therapy, dieting, nor exercise panned out as well as they could have, he did land on another solution...alcohol. "Of course alcohol helped.

It shuts down your brain...But it was a temporary solution, and it came at a cost. One I'm no longer willing to pay." Larry admits that he supplements with a low dosage of anxiety medication. He doesn't love that he has to take it, but it works and that's what matters.

If any agents reading this can relate, here's Larry's advice for you: "First, find your serenity, your sanctuary...a place where you can come down. For me, it's driving. Alcohol may be a quick fix, but it isn't the solution. If it happens while you're with a client, just focus on the client. Really, really focus on them. Allow your focus to overpower the symptoms clawing at you. It feels like everyone's eyes are on you, like everyone knows exactly what's going on, but they don't. You'll make it through. And once you've taken care of your client, go to your sanctuary."

Email [brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com) to nominate our next Overcomer agent!

## Name Brand Appliances. Outlet Prices.

Appliance Outlet delivers the best value in town by offering a combination of brand new, open box and scratch and dent appliances with brand new, in box appliances giving you all the name brands you want at wholesale prices.

# Appliance Outlet

Most appliances come with a 1 year warranty. Extended protection plans available up to 4 years.

www.aocolorado.com | 3325 N Academy Blvd | Colorado Springs, CO | 719.573.5802

## FIRST AMERICAN IS GROWING!

More locations to serve you

**COLORADO SPRINGS**

**North**  
 1975 Research Parkway Ste. #150  
 Colorado Springs, CO 80920  
 PHONE 719.208.8330

**East**  
 4783 Farmingdale Dr Ste. #215  
 Colorado Springs, CO 80918

**Downtown**  
 102 S Tejon St Ste. #1100  
 Colorado Springs, CO 80903

First American Title Insurance Company and the operating divisions thereof, make no claims 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. ©2020 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAF | 0523147020



## Agents Celebrating Agents

"Have to brag on this awesome agent going the extra mile to get her clients house sold. Charcuterie open house with specific invites to agents for feedback after a walkthrough. Way to go Katie Svatos! You're one of the good ones."  
 —Aaron Robinson, The Platinum Group

### ▶▶ around town

Introducing a new feature in Real Producers! Agents Celebrating Agents.

Catch your fellow agents in the act...of doing something right! Either it be at the end of a closing or somewhere along the way. Snap a pic and shoot over a sentence or two and we'll showcase it! Ideally, this will be two+ pages with dozens of photos!

Thank you Aaron Robinson and Katie Svatos for inspiring this article!

Email pics to [brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com) / 719-313-3028



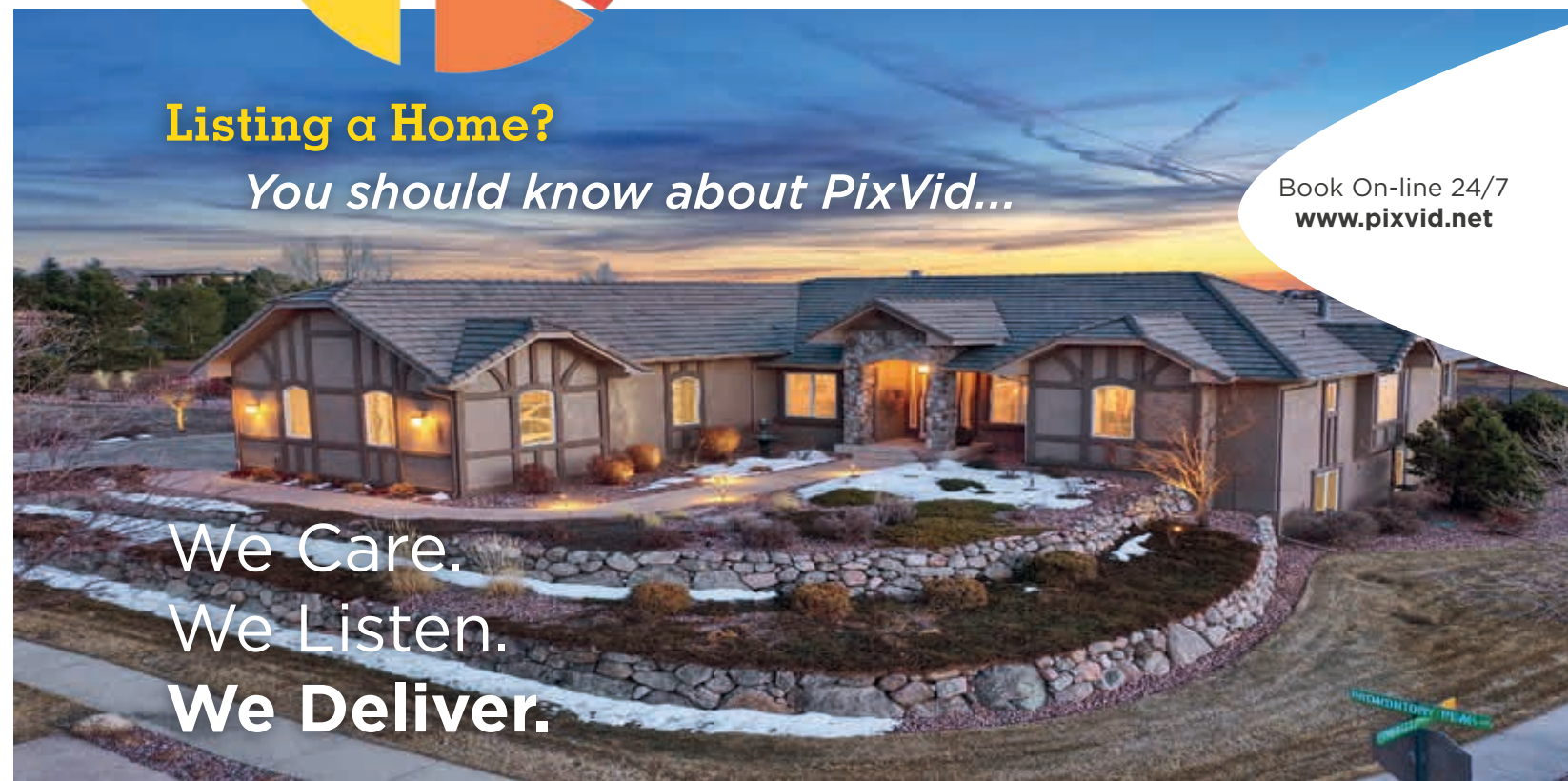
# pixvid

connecting you to more clients

## Listing a Home?

*You should know about PixVid...*

Book On-line 24/7  
[www.pixvid.net](http://www.pixvid.net)




We Care.  
 We Listen.  
 We Deliver.




 Blue Sky Guarantee

Never a cloudy day. We'll always make sure your listing is presented in the best light.

 Spend Less Days on Market

Professionally photographed homes spend less **time** on the market.

 Fast Turnaround

Get your photos fast! We edit overnight so you'll have them next day by noon.

# TURN KEY WEBSITE

*Without Ever Having to Turn The Key!*

We'll do all the heavy lifting - just send us a few small pieces of info about yourself (don't worry, you don't even have to write it down, we'll send you everything you need) and we will get to work!

Within just 2 weeks you have a brand new website that works for you, BOOM!

TURN KEY WEBSITE  
 Only **\$750**

SARA CRIFE  
 MARKETING MASTERMIND  
 719.679.2626  
[Sara@ConnectGrafiks.com](mailto:Sara@ConnectGrafiks.com)  
[ConnectGrafiks.com](http://ConnectGrafiks.com)



## CONNECT GRAFIKS & MARKETING

partner spotlight ◀

By Barbara Gart  
Photography by Maria Bay of Casa Bay Photography

# WFG

National Title  
Insurance Company ...



WFG's Colorado Springs Team

“Because of You” isn’t simply a tagline or words on a marketing brief for WFG National Title Insurance Company. “Because of You” is a mantra they live by. Anne-Marie Kuhlman, President of the Colorado Division, says, “The company’s culture is completely focused on the customers we serve, the real estate community, from the REALTORS® and lenders to the buyers and sellers.”

WFG National Title Insurance Company is a national title insurance company that was founded in Portland 10 years ago by Pat Stone, who has been in the title insurance industry for 40 years. It was an innovative model that quickly took off and spread from there. WFG National Title is the fastest growing title insurance underwriter in the nation, and they launched operations in Colorado in 2018 as their 47th state. They started in the Denver metro area, and in March 2020, they expanded their footprint to the Colorado Springs community. Anne-Marie says, “We are thrilled to serve such a phenomenal, dynamic community like Colorado Springs, with one of the hottest real estate markets in the country. We are very excited to welcome that team to our organization.”

Leading that team is Lori Dunlop, Branch Manager. Lori, along with Escrow Officers Diane Ferrin, Amanda Payne, and Teiah Hester, have a combined total of over 60 years of real estate experience. Lori says, “There’s an amazing wealth of knowledge between the four of us,” who all came to WFG from another title company in Colorado Springs. Sandra

Kuhlman, Vice President, State Sales Manager for Colorado says WFG embraced the opportunity to transition this “phenomenal team that has worked in the Colorado Springs market for many years,” and they are excited to be a part of the Colorado Springs community. This excitement extends to the 3 C’s of the company’s core values of “Collaborate, Communicate and Coexist,” which they work together to achieve as they deliver the best experience to the customer.

The company’s culture is so focused on the customer experience that they’ve even built technologies around it. Sandra says, “One of our most impactful services is our marketing and technology program through our sister company, WEST, which is an incredible service we offer to our clients. No other title company offers this service to their



Teiah Hester; Escrow Officer



Diane Ferrin; Escrow Officer



Amanda Payne; Escrow Officer



Lori Dunlop; Branch Manager



Len Schrad; Sales Executive



AJ Archuleta; Sales Executive



Lara Schippert; Escrow Assistant



Jolene Haizel; Escrow Assistant



Amanda Payne, Diane Ferrin, Lori Dunlop, and Teiah Hester

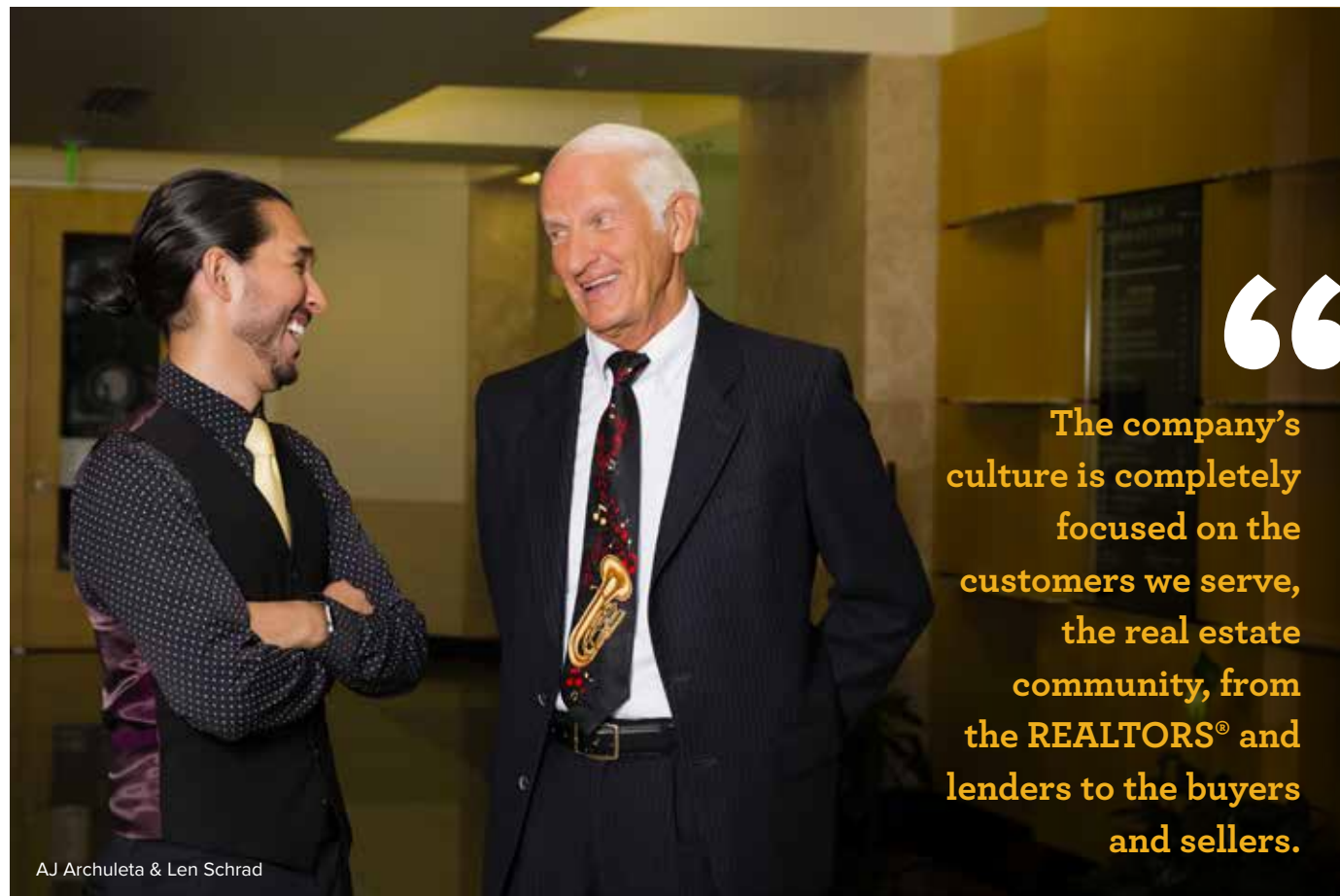
clients.” WFG has a full-time Marketing and Technology Director in every division, whose sole responsibility is to stay on top of real estate technology trends, tools and tactics, to help agents and lenders work more effectively.

Sandra says they have also created technology to “assist our REALTORS® and lenders, by assisting their customers.” One example is an app created by WEST called MyHome, which is designed to make the process as smooth and transparent as possible for the consumer, Agent and Lender. Sandra says most consumers don’t really understand everything about the title process, so WFG has made them part of the transaction, from depositing escrow all the way to the closing table. Sandra believes this app “makes us stand out because most title companies don’t involve the consumer as much as we do.” Anne-Marie echoes this sentiment, saying their founder Pat “articulated the vision in starting WFG after seeing other title companies that were more internally focused, and he wanted to build something that would integrate humanity and people and technology to become part of the client’s process. That’s why we have the tagline ‘Because of You.’”

When asked what they take the most pride in, Sandra and Anne-Marie both agree it’s their people. Sandra says, “I know it is very important to everyone from Pat Stone down that our employees have a work-life balance, and that infiltrates throughout the company.” Anne-Marie also adds “The humanity piece of the company is very important.” An example she gives is a buyer who fell victim to wire fraud. Although WFG takes great steps to prevent this, wire fraud is still prevalent in real estate transactions. After this buyer became a victim, WFG hired him to assist in educating their customers and consumers about this important issue. She said, “It’s one thing for the title company to say be careful, but it’s more impactful to have a consumer who’s actually experienced it, so we hired him to tell his story, to be heard and also to help offset some of his loss.”

Sandra says she is most grateful “for the company’s leadership, from our Founder, Pat Stone all the way to the local branches. I attribute the enormous success of WFG to our people (our staff, their knowledge and passion) and our wonderful clients!” She is also very proud that WFG was the first title advertiser in the *Real Producers Denver* magazine, and what she loves most about the publication is “the high level of content and quality of agents and articles. It is very well respected in our industry.”





“

The company's culture is completely focused on the customers we serve, the real estate community, from the REALTORS® and lenders to the buyers and sellers.

AJ Archuleta & Len Schrad



Philanthropy and giving back to the community is extremely

important to WFG National Title Insurance. Each branch gets involved with the community, WFG branded “CO.MMUNITY” as their charity logo, and together, they choose a charity or a nonprofit to work with. The CO.MMUNITY tagline is “Together We Thrive,” and the Colorado Springs branch is looking forward to the ways they can give back to their community. The passion that Pat Stone brought with him when he founded WFG National Title has only grown stronger, and the newest Colorado Springs team can't wait to demonstrate that passion to their community firsthand.

WFG National Title Insurance Company  
8610 Explorer Dr., Ste 105  
Colorado Springs, CO 80920  
Phone: 719-598-5355  
Fax: 719-623-0404  
TheDunlopTeam@wfgtitle.com  
www.colorado.wfgnationaltitle.com

What Happy Clients Have To Say About WFG National Title:

“Diane is patient and helps me and my clients all along the way! In fact, it doesn't seem like work! AJ is a joy and always willing to help! Highly recommended!” – **D.W. (REALTOR®)**

“Amanda was very fast in responding to my emails and questions and showed to be very knowledgeable at the time of closing explaining very well to the buyer's their questions. She is a great asset to your company and I'm looking forward to working with her again in the future.” – **R.T. (REALTOR®)**

“Lori and Amanda - You both ROCK! Yes, I copied Len, and would gladly add any “Higher Ups” who need to know how awesome you both are. You are both the reason why I love to work with WFG Title. The compassion, the excellence, the professionalism, and the ability to get a job done and done well.” – **A.H. (REALTOR®)**

Email [brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com) to become a Preferred Partner!

# \$3MILLION

## DONATED THIS YEAR TO HELP BREAK THE CHAINS OF MODERN-DAY SLAVERY.

Did you know there are more victims held against their will today than ever before? That's why N2 Publishing, the company behind this magazine, is financially committed to helping end human trafficking.

And through their advertising partnerships, the businesses seen within these pages are helping us break these chains, too. Learn more about our cause by visiting [n2gives.com](http://n2gives.com).

## De-Stress Downsizing!

Whether your clients are downsizing, decluttering or relocating, Goodwill's **Things Forgotten Not Gone** offers a complete range of professional moving, downsizing and consignment services managed by our experienced, licensed and bonded staff.

Things Forgotten has been a household name in Colorado Springs for the last 15 years! Tell your clients to call or click today for a free consultation.

**OUR CUSTOMIZABLE SERVICES INCLUDE:**

- **Full-Scale Move Management** Your clients can relax and enjoy their new home from Day One!
- **House Clearing & Concierge Service** We take care of the details while giving timeless treasures our “white glove” treatment.
- **Consignment & Estate Sales** We manage all aspects of personal property sales with customizable pricing options.
- **Downsize or Declutter** We can organize and downsize according to your client's wishes.

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

**(719) 428-9271**  
ThingsForgotten@DiscoverMyGoodwill.org  
ThingsForgottenNotGone.com

▶▶ market stats

# July 2020

## Supply and Demand

Contributed by Darrell Wass,  
owner of RE/MAX Integrity



| Single Family / Patio Home El Paso County Price Ranges | All Listings as of July 20 2020 | Total Listings Sold last 6 Months | Avg. Sales Last 6 months | Current Supply in Months |
|--|---------------------------------|-----------------------------------|--------------------------|--------------------------|
| \$50,000 to \$149,999                                  | 2                               | 15                                | 2.50                     | 0.80                     |
| \$150,000 to \$199,999                                 | 7                               | 71                                | 11.83                    | 0.59                     |
| \$200,000 to \$249,999                                 | 25                              | 354                               | 59.00                    | 0.42                     |
| \$250,000 to \$299,999                                 | 44                              | 1219                              | 203.17                   | 0.22                     |
| \$300,000 to \$349,999                                 | 61                              | 1548                              | 258.00                   | 0.24                     |
| \$350,000 to \$399,999                                 | 97                              | 1174                              | 195.67                   | 0.50                     |
| \$400,000 to \$449,999                                 | 124                             | 702                               | 117.00                   | 1.06                     |
| \$450,000 to \$499,999                                 | 98                              | 513                               | 85.50                    | 1.15                     |
| \$500,000 to \$599,999                                 | 164                             | 527                               | 87.83                    | 1.87                     |
| \$600,000 to \$699,999                                 | 124                             | 269                               | 44.83                    | 2.77                     |
| \$700,000 to \$799,999                                 | 75                              | 139                               | 23.17                    | 3.24                     |
| \$800,000 to \$899,999                                 | 49                              | 64                                | 10.67                    | 4.59                     |
| \$900,000 to \$999,999                                 | 39                              | 38                                | 6.33                     | 6.16                     |
| \$1MM to \$1,499,999                                   | 56                              | 46                                | 7.67                     | 7.30                     |
| \$1.5MM to \$1,999,999                                 | 19                              | 10                                | 1.67                     | 11.40                    |
| \$2MM to \$2,499,999                                   | 6                               | 5                                 | 0.83                     | 7.20                     |
| \$2.5MM to \$2,999,999                                 | 9                               | 0                                 | 0.00                     | Unlimited                |
| \$3,000,000 Plus                                       | 9                               | 0                                 | 0.00                     | Unlimited                |
| <b>Total</b>   | <b>1008</b>                     | <b>6694</b>                       |                          |                          |

GET EVERY EDITION  
**ON YOUR PHONE**

DOWNLOAD OUR MOBILE APP



Search Digapub  
Choose: Colorado Springs  
*Colorado Springs Real Producers*



ACTIVE RADON MITIGATION SYSTEM  
**NOW STANDARD**

Visit a Model Home today to see all that Vantage is doing to make a **HEALTHIER HOME**

Call 719.375.2183 or email [CONCIERGE@VHCO.COM](mailto:CONCIERGE@VHCO.COM).

VHCO.COM

**SCHEDULE YOUR VISIT TODAY!**



▶▶ leader

By Brian Gowdy  
Photography courtesy  
of Heidi Mossman  
of Capture Life  
Photography

KW PARTNERS  
KELLERWILLIAMS REALTY

REALTOR®.  
Manager.  
Influencer.  
Giver.

PAUL  
GOLDENBOGEN ...



...  
**P**resident of the Pikes Peak Association of REALTOR®; South East District Vice President of the Colorado Association of REALTORS®; Chairman of the Colorado Real Estate Commission; REALTOR® of the Year 1996. Paul Goldenbogen's resume has more titles than a tennis champion! But if you ask the man himself, he will humbly tell you, he's just a Coach.

Paul has been in real estate since... forever, but before that, he worked for a printing and mailing firm. "I was a young man and I had reached the top of the level of the company I was with. There was no more upward mobility." Paul's work ethic had taken him from the printing press to Production Manager, leaving him trapped inside his ambition. It wasn't long before his seventy-two-mile round-trip commute through Detroit's notorious rush-hour traffic grew to be too much to take.

The idea of real estate came to Paul through his cousin, who had just entered the field. "I was an introvert at the time, but I knew if my cousin could do it, I could do it." And that was that. It was September of '76 and Paul Goldenbogen earned his real estate license.

"I've always been in what you would call 'management,' even when I was in sales." Paul was a year and a half into the business when others, even those who were senior to him, started coming to him for advice. Another year and a half later, Paul shifted into an official managerial role, and he's been on the management side ever since.

Over the years, Paul's career has brought as many highs and lows as the market itself, but two achievements stand out the most. First, when he instigated coverage for agents serving as the South East District Vice President for C.A.R. and second when he began serving as an Expert

Witness for cases that deal with the standard care for real estate licenses.

Today Paul is "semi-retired," as he says, but still serves as a Coach to new and upcoming agents in the business. "Our business has so much 'stuff' in it that agents can get distracted. My job is to keep them on track; to keep them talking to potential buyers and sellers and to ensure they're doing a lot more of that than they're doing anything else." And as each of you know, the business isn't easy. "The hardest part is to get people to feel good about working all day, even when it doesn't produce a lead. There's no need to worry when things don't pan out. Worry is a prayer for something you don't want."

Paul's advice for up-and-coming agents is simple. "First, mirror others who are already successful at doing what you're doing. And second, build your database. Stay in touch with them. Share updates. Ask for referrals. Do this all day long and you'll be successful."

"Paul is an icon in the real estate industry. I've known him both professionally as a REALTOR® and personally through the church group that my friend Brandon Smith and I lead. Paul is one of the longest-running leaders in our industry. You could say he set the foundation and not just through mentoring and managing those within his company, but beyond. The difference between Paul and other leaders is that he is a mentor to anyone that needs it—not just those within his company. It's that level of servitude that leaves both our industry and the world a better place.



First, mirror others who are already successful at doing what you're doing. And second, build your database. Stay in touch with them. Share updates. Ask for referrals. Do this all day long and you'll be successful.





“ There’s no need to worry when things don’t pan out. Worry is a prayer for something you don’t want.”



•••  
 When I, myself, have questions, I go to Paul. He’s not only level-headed and well-informed, but he speaks from the heart and builds people up to see their own potential. Hundreds of people are in a better place today regardless of whether or not they are in real estate thanks to Paul Goldenbogen.”  
 —Patrick Muldoon, Muldoon & Associates

“I would describe Paul as humorous (understated), thoughtful, humble, fair, honorable and caring. He is the sort you don’t need a contract with because he will do what he says. I admire him greatly as a consummate professional and as a man. He always speaks well of others, especially his wife (which is cool), and is generally a positive influence on others. He sets an excellent example for those of us in the real estate industry (and he is a good fly fisherman, also). I am glad I get to call him friend.”  
 —Doug Barber, Rawhide Realty

I know when I say this it comes from the whole real estate community. Paul, thank you for being the leader and servant that has given countless hours of service to make us all the best REALTORS® for the greatest good of our community. Your wisdom, knowledge and kindness has and will forever impact our local industry. We are ever grateful.”  
 —Casey Clark  
 (I have big shoes to fill!)

Email [brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com) to nominate our next Leader feature!

# Poof!

*We eliminate threats...  
to your deal.*

**Premium Radon Mitigation  
Systems Starting at \$997**

**"No Surprises" Quotes**

**Guaranteed Best Price**



719-347-1711  
radon-rangers.com



US VETERAN OWNED AND OPERATED



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



Saint Aubyn Homes

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



## **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”***