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For articles, coverage, and advertising, contact Brian Gowdy at 719-313-3028; brian.gowdy@realproducersmag.com.

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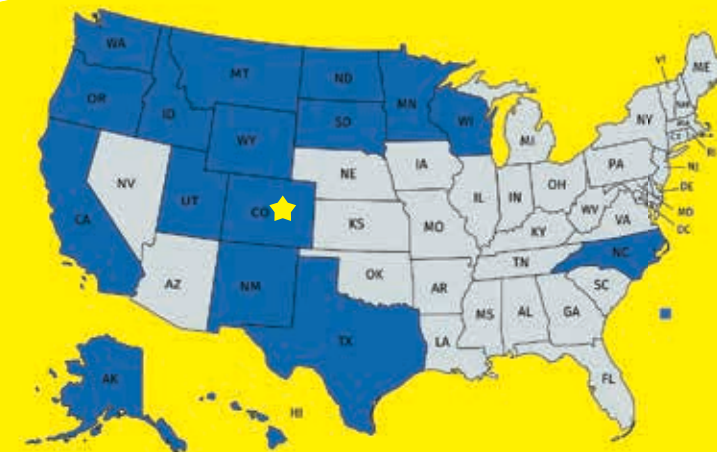
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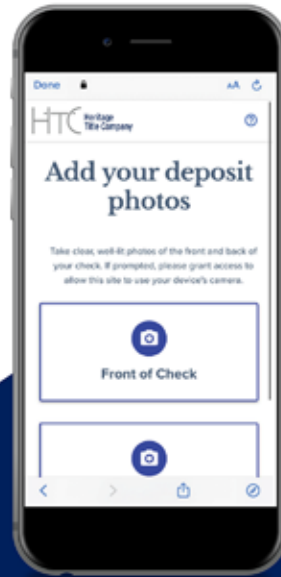
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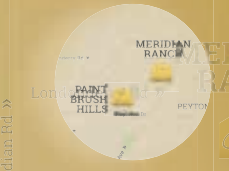
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Ryan Van Ornum made the decision to go into real estate because he believed it would be the best vehicle to take care of his family. Ryan has three amazing kids, Chloe, Tyler and Jake, and says “My ‘why’ is to give my kids the life they deserve. That’s why I named my team the Wolfpack Property Group. If you look at my logo, there are three wolves, and I told my kids that no matter where we go or what we do, you’ll always be my wolfpack.” Now, after almost five years in real estate, his clients and vendors have also grown to be part of his treasured wolfpack.

Originally from Sacramento, Ryan moved around a lot growing up in a military family. He worked in Military Combat Communications for the Air Force from 2001 to 2005 before deciding to go back to school. He coached volleyball at Eastern Washington, earned a Teaching Degree and worked as a PE, Strength and Conditioning Coach. Ryan decided to go back to the military and began working for the Department of Defense running a youth sports program. Although he enjoyed the work he was doing, he grew tired of the bureaucracy and decided to step away. In 2016, after considering different careers that would support his kids, Ryan “jumped into Kaplan, went to classes in person, and in six weeks, earned my license.”

...



•••

Real estate proved challenging for Ryan in the beginning. He started with KW Partners while they were off of Aeroplaze Drive, and he didn't have a sale for seven months. Ryan shares, "When I got out of DOD, I didn't have a real sphere of influence. It took time for me to network and create a sales market sphere." Even though he had a rocky start, Ryan closed 14 sales the remainder of that first year and won Rookie of Year. "To create my sphere, I tried to do as much as I could face to face. I got involved in home shows, bridal expos, car shows, golf tournaments and client appreciation events. I am also part of nine networking groups, and try and be part of the community as much as I can."

Today, Ryan has closed over 100 transactions and is one of 75 agents in the world that helped create the Artificial Intelligence (AI) program for Keller Williams. Given his background in military combat communications, Ryan was selected to be a Labs Advisor and says, "We're on the cutting edge of the newest innovations coming out of Keller Williams. They spent \$1.2 billion dollars and I feel fortunate to have helped create that platform."

Outside of real estate, Ryan enjoys watching his kids play sports and supporting their hobbies. He also collects baseball cards and Marvel movie cards and is active in the community. Ryan finds helping people to be most rewarding part of real estate. "When you're helping someone achieve the American dream, that's pretty cool. I built my own team, and seeing them succeed and prosper as well, that's a huge thing for me."



“

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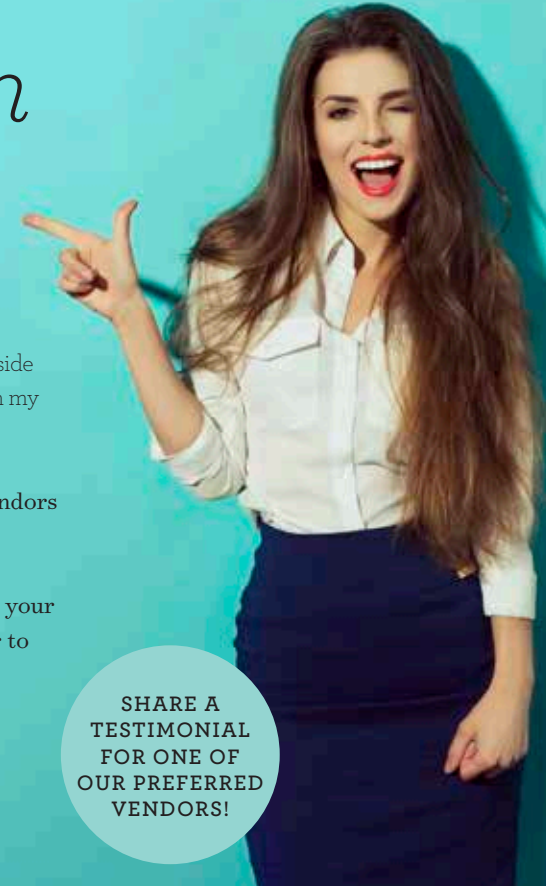
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Cindy GREY

BROADMOOR BLUFFS REALTY

Cindy Grey had quite the career as an Air Force Officer before making a switch and becoming a real estate agent. While in the Air Force, she worked with communication satellites, worked on launching rockets and even had the privilege of working on two presidential inaugurations! Interestingly enough, she earned her real estate license while serving in the Air Force in CA. She says at the time the decision was “a matter of survival” and she had a foot in real estate as a way to help supplement her income. Fast forward to now, and Cindy’s the owner of a bustling real estate business and has provided training and mentoring to many other agents along the way. But, as with anything else, nothing worthwhile ever comes without hard work and it’s definitely taken hard work and dedication to get to where she’s at today.

Cindy grew up in York, PA and received a Secondary Education of Mathematics degree from Shippensburg University. During high school and college she worked in a couple of different cafeterias. While she enjoyed the work, she says she quickly learned it was not how she wanted to earn a living full time. After college she met with an Air Force recruiter who was looking for recent graduates to recruit into the Space Command field. She initially signed up for four years and during that time earned a master’s in education. She fully intended to leave the Air Force and turn her focus towards teaching but what started out as a four-year decision, quickly turned into 21 years! Cindy’s Air Force service has taken her all over and it’s what first brought her to CO in 1985. She says she loves the abundance of mountain activities CO has to offer and has enjoyed her fair share of camping, white water rafting, skiing, and hiking, to name a few. However, she recalls California’s Bay Area as being one of the most interesting places she’s lived. She says the combination of beautiful weather, scenery and culture (to include any type of delicious food you can imagine) are some of the things she loved about the area. All of that coupled



▶▶ **standout REALTOR®**
Written by **Ingrid Bruske**
Photography courtesy of **Katie Luster-Work**
of **Katie Marie Photography**

with its proximity to Los Angeles, the wine country as well as the area being a tech hub, left little to be desired as a Bay Area resident in the 1990s. Cindy loves the beach so, of course, if she could live anywhere it would be on a Caribbean island. But, in keeping with reality she says she plans to retire to Florida’s east coast where she and her husband, Brian, have a beachfront condo.

Cindy made the dive into real estate full time once she retired from the Air Force in 2006. She purchased a commercial office space and hired a few agents to work alongside her. But, as luck would have it, shortly after all these exciting changes, the housing market crashed. In order to stay afloat, Cindy had to get creative. She leased a portion of her space to a mortgage company and did property management for her military friends who were unable to sell their homes due to the market. On top of all this, Cindy was raising her two young boys, working towards her MBA in the evenings (in order to get her

CINDY SAYS THE AIR FORCE ALSO

“**INGRAINED HONESTY,
SERVICE BEFORE SELF AND
EXCELLENCE IN ALL I DO.**”



GI Bill’s housing allowance) and cleaning the commercial property herself because she couldn’t afford a cleaner! To say times were stressful would be an understatement. She began to realize she needed to get an automated system for her business because it was growing immensely. It was around this time she met Brian, who she describes as a “lifesaver”. Once they got married he began helping her with the business and they were able to incorporate a property management software program to help ease day-to-day operations. Although there have been many challenges, Cindy says there’s never been a time when she truly wanted to quit. She says there have definitely been some bad days but there have also been really good ones. She says the good days far outweigh the bad and make up for some of the bleaker moments.

Cindy and her husband, Brian, met while they were both in the Air Force in Colorado Springs. She has two boys, 24-year-old Michael and 21-year-old Ryan. Michael works in computer programming and is currently living in Seattle. He plans to return to NYC later this year where he had been living prior to Covid-19. Ryan is a senior at the University of Northern CO where he’s studying business. Cindy says he loves fast cars, planes and rockets and plans to start pilot training after he graduates.

Cindy credits her time in the Air Force with helping her become the person she is today. She admits the 12 weeks she spent in officer training school were “some of the worst ever”. But she also says the experience was a valuable one that instilled integrity and leadership skills. She says the Air Force also “ingrained honesty, service before self and excellence in all I do”. These are values she puts forth into her work today as she helps others navigate the real estate market in her community. Cindy says things really started

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to click once the market recovered. She had 16 agents working for her and no longer had to watch every single penny. She says “those are the good times”! Cindy prides herself in knowing so many homeowners and loves being able to provide new buyers with valuable information. Today, she’s the owner of Broadmoor Bluffs Realty and considers herself an expert in the southwest part of Colorado Springs. She’s knowledgeable with information related to Cheyenne Mountain school district, military issues, soil issues and other issues regarding homes in the Spires/Broadmoor Bluffs neighborhoods. She acknowledges she has so many others to thank for where she’s at today. She’s thankful to her husband, Brian, for always being there when she needed him. She’s also thankful to some of her early REALTORS® as well as one of her lenders, Judy, for teaching her so much about real estate loans. Additionally, she’s thankful to her boys for patiently putting up with interrupted family time due to phone calls and real estate emergencies.

Outside of real estate, Cindy enjoys spending time at the beach, volunteering at the Cape Canaveral Lighthouse Foundation, reading and making “the perfect Pina colada”. She also strives to raise great sons and is passionate about helping others make money through real estate. She wants to continue giving back to her community. When her children were in school she volunteered with Junior Achievement and was a member of the school’s PTO. These days, she’s more interested in politics. She wants to eventually enter into politics, using her strong leadership skills and experience to help bring about positive change.



Janna MULDER

▶▶ standout REALTOR®

Written by **Ingrid Bruske**
Photography courtesy of **Katie Luster-Work**
of Katie Marie Photography

When Janna Mulder started volunteering for the PTO at her children’s school, she did not imagine it would lead to a robust career in real estate, but that is exactly what ended up happening for her. Having previously worked in property management, the jump into real estate was not a complete career shift, but it was a risk nonetheless.

Janna and her family moved from MI to Colorado Springs in 2011 for her husband, Troy’s career. He now serves as a VP of human resources with Young Life at its headquarters in CO. At the time, Janna had worked various jobs including running a preschool coop, working with adults with special needs as well as working in property management.

However, she says throughout the years she was a stay-at-home mom for a lot of the time while her children were growing up. When her daughters were attending Cheyenne Mountain High School she began volunteering with their PTO program and met Cindy Grey. As they began to know each other, Cindy, who was a broker at Broadmoor Bluffs Realty, encouraged Janna to get her real estate license. Janna says real estate appealed to her “because I wanted something that would fit into my family’s schedule” and real estate was something that could provide that flexibility. In 2013, Janna earned her real estate license and she and Cindy have been working side by side ever since.

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APPEALED TO HER

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...

In looking back on her first year in real estate, Janna says “it’s not an easy business to break into” and admits that at times, there were some difficulties. However, she credits her upbringing and the values her family instilled in her with helping her persevere through the challenging times. Janna says growing up with three brothers was a valuable experience in that she learned to “be scrappy and hardworking”. She says her parents instilled a good work ethic in both she and her siblings from early on. In addition, she wanted to stick it out and help provide for her family. She says it took about a full year to get into a rhythm and start to see success.

One of the things Janna says that help her stand out in her work is her emphasis on communication. Having a communications degree, she says communication is very important to her and she makes a conscious effort to always be available, responsive and attentive to, not only her clients, but other agents as well. She values relationships and enjoys making connections with others. Janna says real estate has provided so many wonderful opportunities to meet so many different people. She says she feels very privileged to be able to know her clients and work with them in such a capacity. She says had she not made the jump into real estate she probably would have missed out on such unique opportunities.

Above all, Janna values her family. Janna and her husband, Troy, met during college and married shortly after they graduated. They then moved to Indiana where Troy attended law school and ultimately practiced law for a period of time. They ended up moving back to MI after he changed careers and took a job in ministry with Young Life. She recalls being a bit apprehensive about the drastic career change at the time but says she supported her husband as they both felt it was God’s calling. They have three daughters, 27-year-old Ellie, 24-year-old Kate and 20-year-old Maggie. Ellie is married, lives in CO and works as a writer. Kate lives in Birmingham, AL, and is a nurse in the children’s emergency department. Maggie also lives in Birmingham, where she’s a college freshman focusing on mission work with a minor in Spanish. Colorado is home for now partly due to its beautiful weather and mild winters. When thinking about any other place she’d rather live she says the biggest determining factor is accessibility to her family. Janna thanks her husband for helping her get to where she’s at today. She says “he’s the risk-taker in the relationship” and says he’s always confident in her and believes in her wholeheartedly. She also thanks Cindy for her encouragement, support and mentorship.

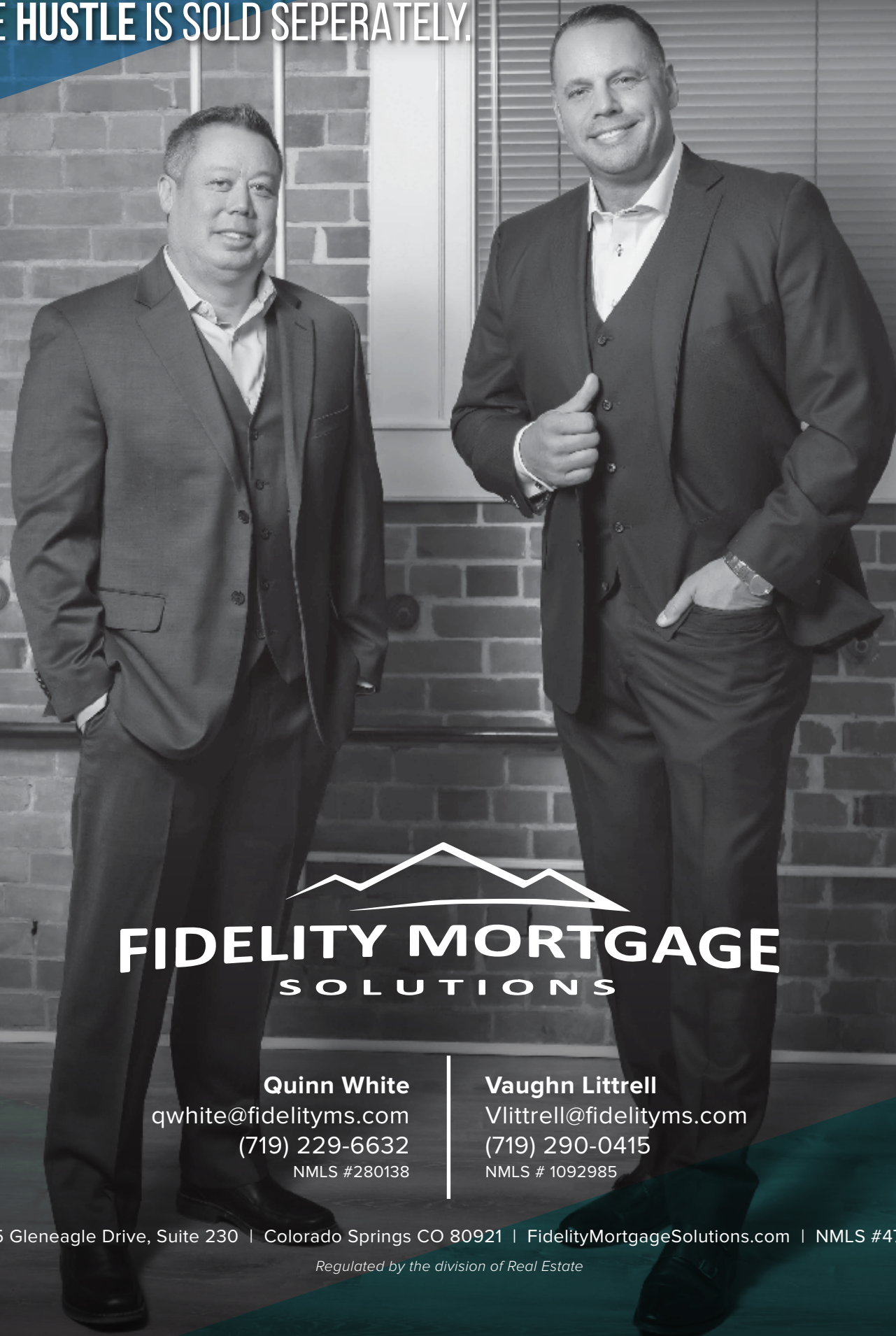


When she’s not helping people buy or sell their homes, Janna’s busy helping others in the community. She has been a volunteer with Habitat for Humanity for the past couple of years and is currently a member of their board. She also volunteers for Capernaum, a program at Young Life for children with special needs. In addition, she’s part of the Pikes Peak Association of REALTORS®.

Outside of work Janna used to be an avid runner. But after years of wear and tear on her knees she now enjoys pickle ball and hiking the beautiful trails in the area. She and Troy also enjoy playing couples golf as a way to unwind and spend quality time together.

Overall, Janna enjoys real estate because it combines both people and business. She feels it provides a good balance for her. Janna says her hope is to make a positive impact one person at a time. She strives to be compassionate and says what’s important to her is for each individual she works with to feel listened to and understood.

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glow

Aesthetic Medicine

Written by **Barbara Gart**
Photography by **Heidi Mossman**
of Capture Life Photography

Glow Aesthetic Medicine proudly offers an impressive number of services such as laser treatments, body sculpting, liposuction, facial rejuvenation, skin care and wellness, but it's the dedicated staff at Glow that work to really set their business apart.

Dr. Patrick Carter opened Glow Aesthetic Medicine 14 years ago, and is dedicated to providing the highest-quality medical aesthetic services in a safe setting. His team prides themselves on making patients feel comfortable and relaxed, while also achieving amazing results.

Two of Dr. Carter's longtime staff members are Katrina Freestone and Irma McKiernan. Katrina is an experienced Licensed Paramedical Esthetician/Laser Technician, who has been practicing in the field of aesthetic medicine since 2002. Irma has been a Registered Nurse for 24 years, and she works with all clients to achieve natural and tailored results. Katrina and Irma make a point to focus on excellent customer service and achieving natural results for their patients. Katrina says, "I believe in building a relationship and trust with our patients, so they can feel confident inside and out." Irma agrees, saying, "We focus on natural results. We want all of our patients to look refreshed and rejuvenated, but not over done."

Dr. Carter, Katrina and Irma, along with the entire staff at Glow, are proud to offer a wide variety of medical aesthetic services to their patients. Mira Dry is one of the most popular services which reduces underarm sweat, odor and hair. In the area of laser treatments, they offer laser hair removal, laser skin resurfacing and Intense Pulsed Light (IPL.) There are many options for body sculpting and liposuction including VASERliposuction, Cynosure SmartLipo, truSculpt 3D and Glowlean Injections. For facial rejuvenation and skin care, Glow offers ten services including their latest treatment The Glowtox Facial, Stem Cell Treatments, Thread Lift Treatments, Microneedling, Botox and Dysport, Fillers, Collagen Stimulating Injections, Medical Facials, Acne Treatments, Vi Peel, VasuTouch and Hair Growth Treatments. Lastly, in the area of wellness, Dr. Carter offers Hormone Replacement Therapy.

Katrina says, "Customer service and the relationships we build are really important to us. We get to know our patients, and we know their name when they come in. We only do procedures that will benefit them and make them happy. We don't want to spend their money for them, and that keeps people coming back because they trust us. We like to treat them as friends."

Irma agrees with this sentiment. "Our customer service is something we're known for and are excellent at. People come back, because no one wants to go into the community and have someone ask them what work they have done. When they come here, they want a natural result, and that's what they're going to get." Irma and Katrina also point to the fact that Dr. Carter is very passionate about the body contouring he offers. "He's a perfectionist in that area. It's very important to him that people get the results they're looking for, and he spends the time on the front end to make sure he gets the results they want."

Katrina and Irma both find their work extremely rewarding. Irma says, "I have a passion for aesthetics. I've done different things throughout my nursing career, and this allows me to be creative and help people feel their best. I love doing this, because it makes people happy." Katrina says, "Passion is a powerful word for what we do here. I believe that passion shows through when you're working. Patients can see if you're passionate or not, and I think that's what sets us apart. If you're not passionate about this business, you won't do a good job."

The medical aesthetic business has evolved over the years. Both Irma and Katrina do a lot of research to find the latest options and love that Dr. Carter supports and trusts them to add new



Rachael Gabnay, Office Manager; Dr. Patrick Carter, D.O.; Katrina Freestone, | Licensed Esthetician; Irma Mckiernan, | Aesthetic Nurse Injector



Katrina Freestone,
Licensed Esthetician; Irma Mckeiman,
Aesthetic Nurse Injector

“
I believe in
building a
relationship and
trust with our
patients, so they
can feel confident
inside and out.
- Katrina

services as technology and products become available. Irma says “I want our patients to have the very best results for the money they’re spending. We’re always looking for new ways to promote collagen growth and keep them looking younger.” Katrina says, “We’re very particular about the products we sell here, and we want the very best. We have a chemist that has come up with a skincare line, so we have our own label.” Recently, Katrina has had success treating challenging acne with a proprietary skin care treatment she developed using stem cells, salicylic acid, neurotoxins, green tea and hyaluronic acid. When someone comes into the office with a unique situation, the staff researches and tries to help them, even if it’s something they haven’t seen before. The entire team at Glow truly wants to help their patients find solutions.

Glow is also passionate about giving back to the community and donates to many silent auctions, school fundraisers and non-profit events. Some of the organizations and fundraisers they’ve donated to include American Cancer Society, St. Baldrick’s, Colorado Springs Conservatory, Cowgirls & Cocktails, Susan G. Komen Race for the Cure, STOP! child trafficking now and Children’s Literacy Center.

The staff at Glow knows it can be difficult for someone moving to the area to find a practice where they can feel comfortable getting medical services. Glow wants REALTORS® to know that they can feel confident in recommending Glow because they have great results, a great reputation and great reviews. Andrea Wright is a patient and writes, “I LOVE Glow Aesthetic.

I had called around to a couple different cosmetic surgery establishments before reading the reviews and doing my research on Dr. Carter. I decided to go in for a consultation and was blown away by the friendly front office staff and Dr. Carter’s professionalism and friendliness. I have since referred my mother for cosmetic surgery that she is extremely happy with, AND my husband is now seeing Katrina for PRP. I will continue to refer my friends and family to Glow and look forward to working with them in the future.” Another patient, Dawn Dawson, adds, “Despite a tough year Glow is still going strong. I left the original review over a year ago and they are still impressing me with their quality of service and incredible offerings!! Dr. Carter and the team are the absolute best in the Springs!!”

If you are interested in any of the services offered by Glow Aesthetic Medicine, they welcome you to make an appointment to see how they can help. Please contact their office at **719-598-2000** or visit **glowam.com**.



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MIKE
KENNEY
 real producer

Written by **Barbara Gart**
Photography by **Maria Bay** of Casa Bay Photography

Although Mike Kenney comes from a long line of REALTORS®, he did not originally intend to go into the family business. Mike's grandfather, mother and father all were real estate agents, but Mike went to college with the intent to do business internationally and making a positive impact globally. While in college, he came to the realization that "If you understand real estate, there's no place in the world you can't go," and he decided to become a third-generation REALTOR®. He earned his license in 2000 while still in college and later earned his MBA. Mike appreciates that he is able to make an impact internationally while pursuing his goal of helping others through real estate.

Mike is a Colorado Springs native and loves everything about living here. "We have the perfect climate, breathtaking views and every outdoor adventure you'd ever want." Mike grew up the oldest of nine kids and had two businesses growing up, lawn maintenance and snow removal and a remodeling business. Mike attended Taylor University in Indiana, where he met his wife Becky when they were both college athletes recovering from knee injuries. They met in the Physical Trainer's office, bonded over torn ACLs, were married after graduation and moved back to Colorado Springs where Mike's real estate career began to take off.

Kenney & Company was founded in 1985 by Mike's mom and dad, and Mike took over the firm in 2011. Mike's vision for the company is summed up in the Mission Statement "GROW, Steward, WIN." GROW is acronym which stands for Goals, Realities, Options, Who, What, When and Where. Steward is all about taking care of the opportunities in front of the team, including clients, development projects and everyone's families. WIN is also an acronym standing for What's Important Now, which reminds everyone to stay focused among the chaos of daily real estate demands.

Mike says the most fulfilling aspect of real estate for him is "Definitely the people and the impact we can make helping them accomplish their goals at all levels, whether it's their first home or a multi-million-dollar development project." He credits his success and the success of the firm to the amazing team at Kenney & Company, which is comprised of a diverse group of individuals, including family, friends from elementary, high school and college and past clients who have gotten into real estate. "It's a fun group of people from different walks of life who have found their way with same heart and passion for serving others."

Mike would like to acknowledge and thank his hard-working team, including Office Manager Kat Swiney, Executive Assistant Calvin Tucker II, Transaction Coordinator Lauren Rowland, Director of Operations Ryan Schierholz and Marketing Coordinator Nicole Collins. He also has high appreciation for both his Executive Team, comprised of Aaron Moore, Ryan Schierholz, Brandon Burnett and Evan Bernbei, along with his Leadership Team, comprised of Tom Kenney, Dan Kenney, Chrissy Adsit, Sara Smith, Calvin Tucker II, Aaron Moore, Matthew Orsillo, Mike and Michelle Bies, Ryan Schierholz Kat Swiney, David Hasbani. Mike shares, "The diversity of perspectives helps us to fully serve everyone. It also helps us to evaluate cutting-edge practices and make sure we're staying current in every aspect of real estate to serve our clients and our agents. There is strength in multiple perspectives to create a unified vision."



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Given that he is a third-generation REALTOR®, Mike believes his long-standing exposure to the industry and seeing it on a national and international level gives him a unique perspective as an agent. Also, having over 20 years of experience “has given me the opportunity to figure out what people’s goals are, how we help them accomplish those goals and set their needs above others. We can also help people navigate the chaos of the market, since we’ve seen so many ups and downs with different markets.”



Some of Mike’s greatest influences in his life have been his own family. “My grandfather who was in real estate had a big impact on me, and my own parents had a major impact as well. They prioritized family even though they were running a business, and they were always present at our events. I have friends I grew up with who are still friends today. Lifetime friendships have been made from the bonds of playing sports together. I’ve been blessed by many other mentors in business as well.”



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If you

UNDERSTAND

real estate, there’s

no place in the

world you

CAN’T GO.

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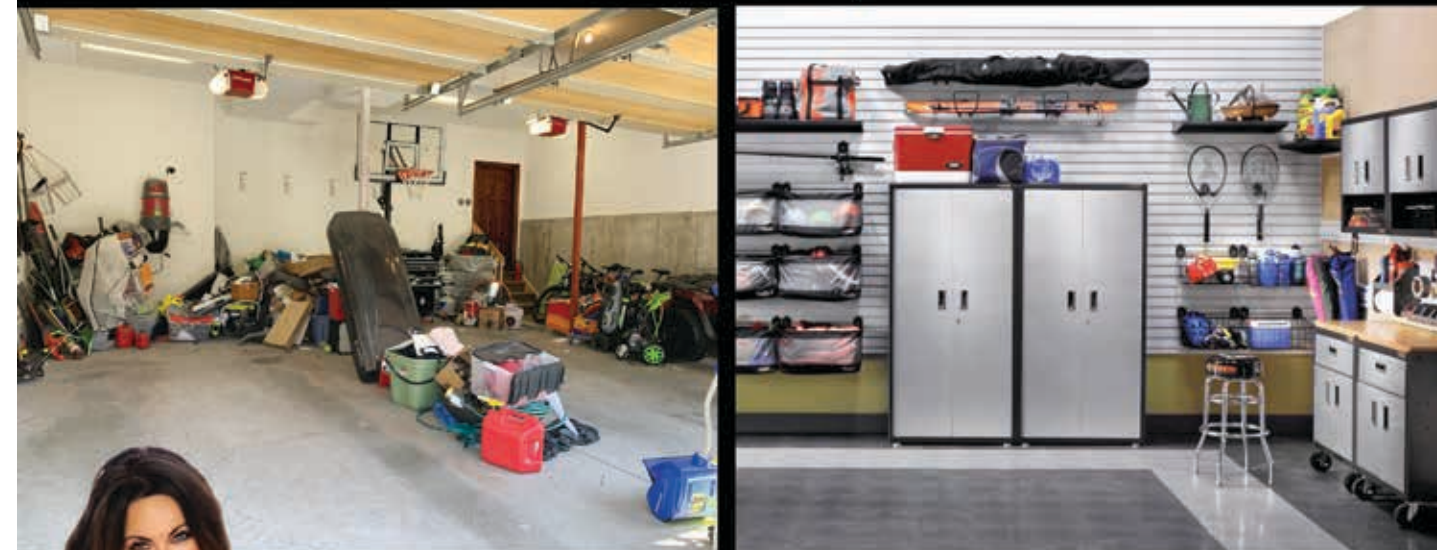
Outside of real estate, Mike enjoys spending time with his wife Becky and their four kids, Emma, Hannah, Mia and Noah. They enjoy traveling, playing sports and all of the outdoor activities that Colorado has to offer, including going to the mountains, skiing, camping and fishing. Mike is passionate about seeing people come to know the love of God, seeing people's needs met in the community and getting plugged in to local non-profits to make a difference. His advice to new REALTORS® is one of the reasons he has been so successful, both individually and as a team leader. "Make sure you understand you are not getting into this to get rich quick. It's an opportunity to build relationships. Just like planting a crop, you've got to prepare the soil, plant the seeds, water it, fertilize it, care for it and keep watering it. If you take good care of people long-term, you'll always reap what you sow, you'll reap after you sow, and you'll always reap more than you sow. Doing the right thing for the right reasons makes all the difference."

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MATT & MELISSA MUNRO, owners of Rampart Roofing, just celebrated their 22nd wedding anniversary!



around town ←

FUN FACTS About Your Fellow Agents

To read more about your fellow agents, add Brian Gowdy on Facebook. He posts short bios and fun facts about each agent to his personal page!

If you haven't met Brian yet, he would love to meet you! Brian's contact: **719-313-3028**; brian.gowdy@realproducersmag.com; or Facebook Message him!



FUN FACT: WINDY BAILEY'S roller derby name is "BeatHer Bailey" and was voted "Most Feared" on the track!



STACY KIBLER love sports! Volleyball, basketball, baseball, demo derby's and especially football. She's always the loudest fan, especially when her boys are participating.



AMY THOMPSON was born at Memorial Hospital right here in Colorado Springs. She eventually became a candy-striper at Memorial Hospital as a teenager and volunteered there for a few years.



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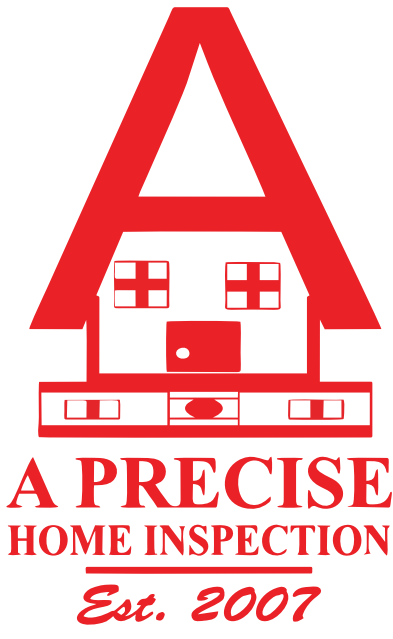
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