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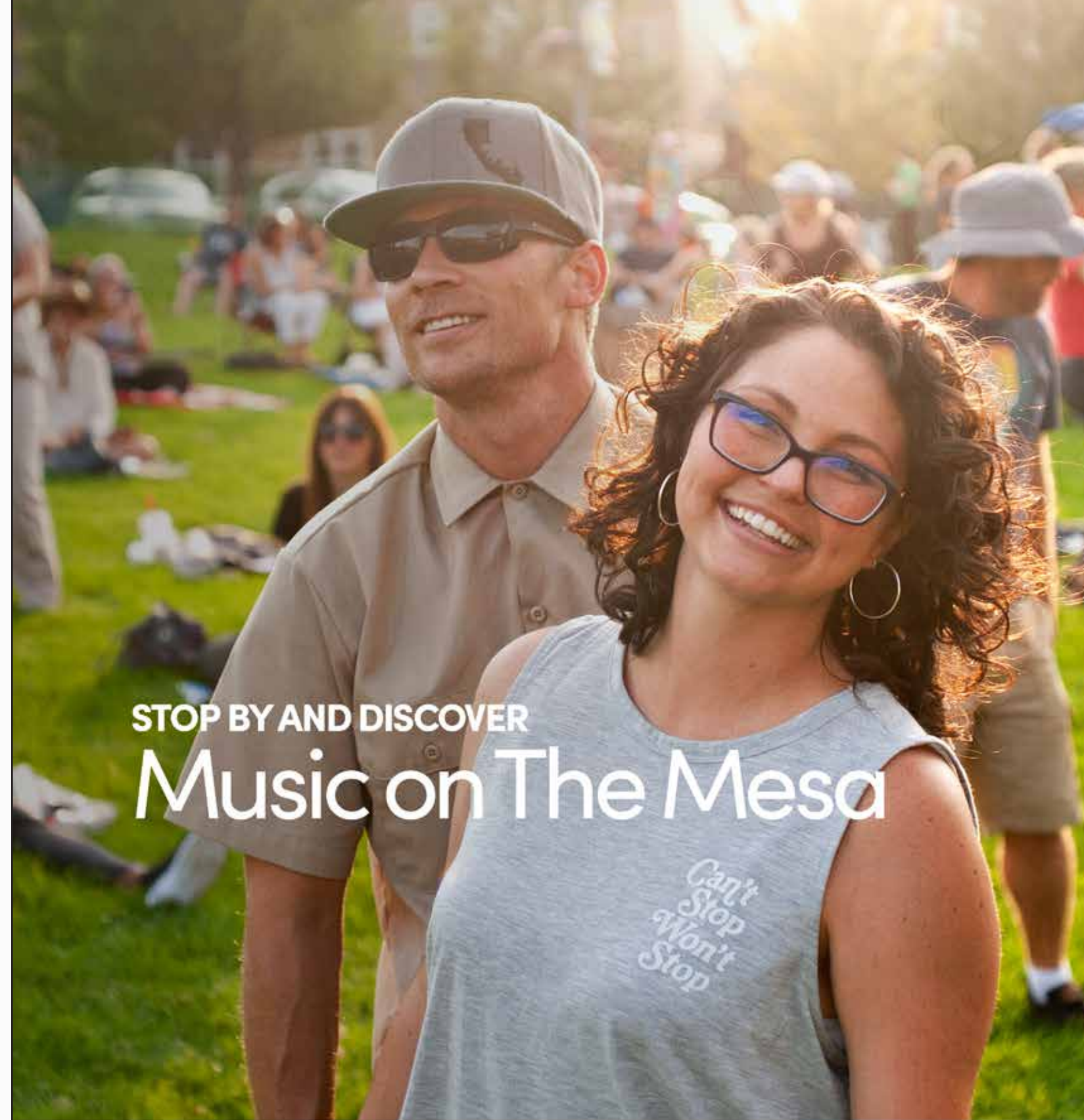
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PUBLISHER'S NOTE

Friends in real estate, I'm so excited to welcome you to another edition of *Colorado Springs Real Producers*! As I write this (in late June), the real estate market is going through rapid changes. It's inspiring to see our local community of real estate agents and vendors reinforcing a consistent message across social media platforms that, while things are different, they're not that different; we've seen this before, and we will get through this.

I'm thrilled to showcase some incredible agents in this month's edition, some of whom were nominated to be featured back in 2021. Our goal with *Real Producers* is to highlight agents that are not just top producers but are also good humans. If you ever have any nominations for us, please reach out!

Real Producers is looking for some part-time writers! If you know anyone who has a degree in (or a passion for) journalism, please have them reach out to us.

Last, I want to give a special shoutout to our advertising partners. Despite the uncertainty in the industry, we have had a strong majority of our advertisers renew with us in the past few months. If you ever have the opportunity to support any of our advertisers, please know that you are not just supporting their business; you're also supporting mine.



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Brian Gowdy and Jamie-Lynn Figure dancing tango on a rooftop at Tree City Tango Festival in Boise, Idaho. Photo credit: Andrey Yaroshchuk (June 2022)

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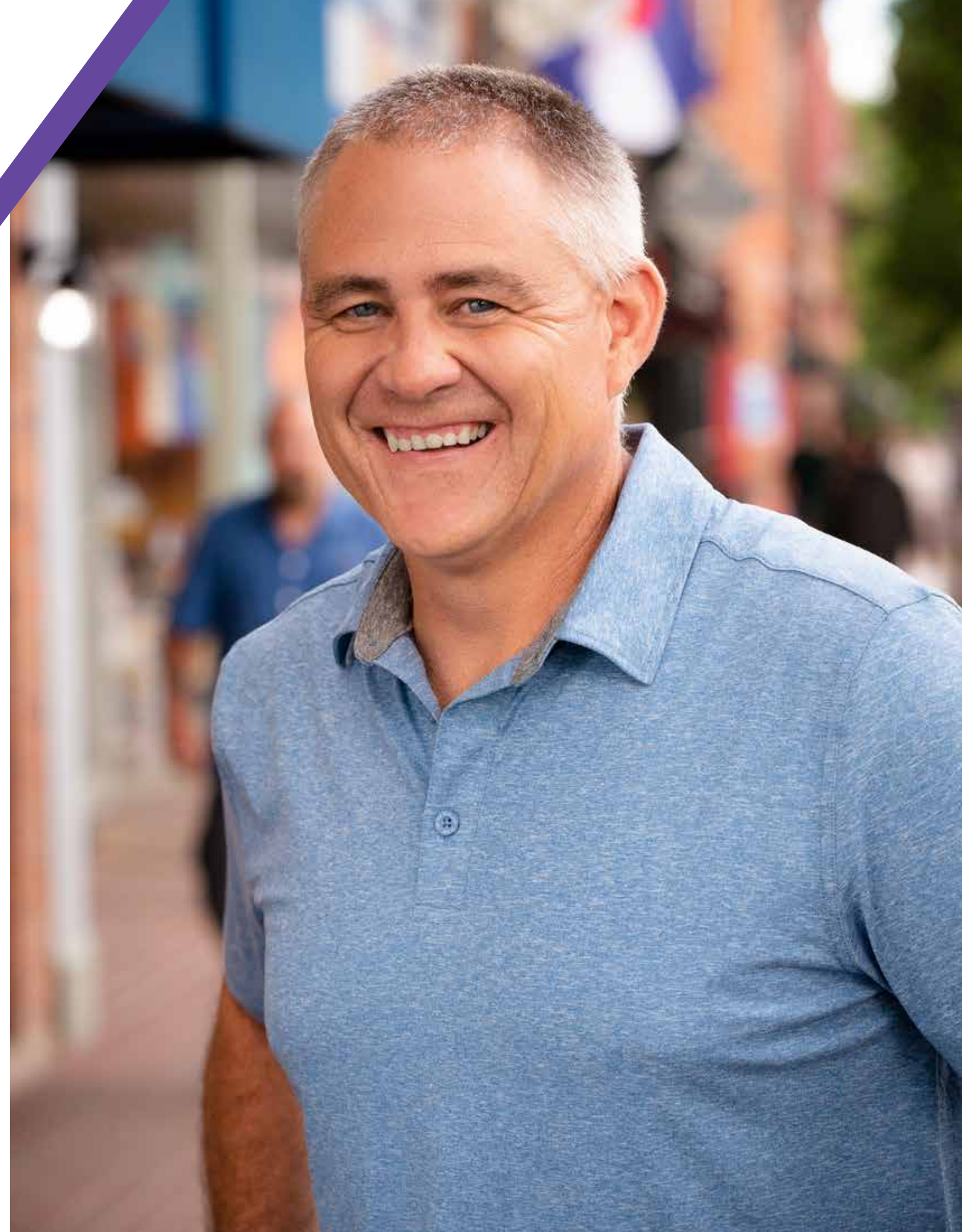
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JASON WATCH THIS! ROSHEK

AS A NATIVE OF WOODLAND PARK, JASON ROSHEK WAS RAISED TO BE AN SOB: SON OF A BROKER. HIS PARENTS WERE REALTORS® AND HIS DAD WAS ALSO A TEACHER/WRESTLING COACH. IN THE '80'S HIS MOTHER BECAME ONE OF THE FIRST AGENTS IN THE REGION TO HAVE AN ASSISTANT OR A TEAM. ALTHOUGH SHE LOVED WHAT SHE DID, SHE CONFIDED IN JASON THAT SHE WISHED SHE WOULD HAVE HAD MORE LIFE EXPERIENCES EARLIER.

Jason wanted to experience life too. He didn't think real estate would be the life for him. He wasn't passionate about his wrestling scholarship to UNC Greeley, so in 1991 Jason moved to Arizona with several good friends. Five years later, he attended a Mike Ferry conference with his mom and one of her teammates. It sparked his interest in sales more than real estate, so he resorted to selling auto insurance for a time.

In the summer of 1997, Jason met Stacy and his life changed forever. During the three years they dated, he became successful in sales and marketing for a company that sold safety supplies. Jason invited Stacy to visit his hometown of Woodland Park. Everyone loved her and she had a great time in Colorado! Stacy told Jason she could handle life with him, no matter where their adventures might take them.





“October 28, 2000 is one of the most important dates of my life,” Jason beamed. “That is the date that Stacy and I got married! Our ceremony was in South Phoenix, at Cesar Chavez Park. Though it’s near a rough neighborhood, it was a beautiful place. That was where we started our life together.”

In 2001, Jason’s childhood PE teacher, Mrs. Burnham, had retired. Mrs. Burnham, the principal, Jason’s mom, and *many* others called Stacy and asked her to interview for the position. Stacy went to Woodland Park in May for the interview, was offered the position, and accepted it. Nine years 11 months and 20 days after moving to Arizona, Jason brought his beautiful bride back to his hometown to stay.

In 2002, Jason became a licensed REALTOR® and started working with his mom’s team. He grew into his own person and really developed a heart for real estate. He knew that to expand his vision for himself he needed to step out of his comfort zone. Jason and his mom had many conversations about his growth and vision, and in 2017 Jason amicably separated from his mom’s team to start a team of his own!

Coleen Hellen, who had worked with Jason in the past, became the first partner on Jason’s new team. They began to stand out from the crowd with Jason’s creative videos and his social media campaign. While attending

a Tom Ferry conference in 2018, a speaker used the phrase “Watch This...!” and it resonated with Jason and Coleen so much that it became the new team rally cry for *Jason Roshek & Partners*.

If you ask Jason, he will say, “Teams matter and *partners* matter, because we’re not just individuals working together. We are unified and working toward the same goal. My wife and I are life partners, without her I would be nothing. I am grateful for my two coaches, the mentorship of my parents and Bill McAfee with Empire Title. I consider Bill, my home inspectors, my title company, and many others to be my real estate partners!”

In 2020 the team adjusted to COVID restrictions and had a “watch this” growth spurt, selling homes and empty lots via video for families who wanted to camp. His team grew to include Danielle Smith. Jason had seen great potential in Danielle almost a decade prior and had invited her to join the team, but the timing hadn’t been right until 2020. At the end of the year Jason’s parents sold their brokerage so they could retire, and this prompted Jason to take the opportunity for another “watch this” moment.

Feeling a need to stretch himself and the team, Jason visited different offices but decided to stay where he was. In 2021 *Jason Roshek & Partners* sold 125 properties, including more than 40 pieces of land. Caitlin Marchet joined his team and became his



“ I AM PROUD TO BE ON A TEAM OF PEOPLE COMMITTED TO HELPING FAMILIES BE IN THE BEST HOME FOR THEIR CURRENT NEEDS, BECAUSE HOMES **HELP** FAMILIES AND KIDS STAY CONNECTED TO THE COMMUNITY.

”

DOE, “Director of Everything.” In December of 2021, Jason and his team moved from a small office to a bigger office, Coldwell Banker Beyond.

The leadership of Baylee Carter and the youthful energy of the office inspires many “watch this” moments. Jason values his team, including their newest member Ryan Baade, owner of *Woodland Fitness*. Jason readily admits that he would not be the success he is today without Stacy, the team, and their willingness to try new approaches. He adds value to them by celebrating victories with mystery dinners around town, bringing them to conferences and even an all-expense paid trip to Disney! He does many things to acknowledge their commitment to a great customer experience.

The Roshek family enjoys many sports, camps often, attends Broncos games with Jason’s dad. They also travel to Disney at least every two years. Stacy is the head high school volleyball coach, and the team made regionals for the last three years!

Savannah just graduated high school and was honored as Athlete of the Year for competing in 14 sports during high school and maintaining a 4.1 GPA. She plans to go to Drake University

in Iowa. Sydney loves volleyball, basketball and was awarded Athlete of the Year as a sophomore. Samuel is a freshman with a 3.0 GPA who enjoys golf, basketball, track and video games. Sasha is entering seventh grade and shares many similarities with her father, including boldness, courage and a love for adventure. She is on a hockey team that includes three other girls.

Jason gives back to the community through donations to schools and serves children and their families with Kiwanis of Ute Pass - Woodland Park. The Roshek family also enjoys community events, especially the fourth *and fifth* of July. Following the traditional Fourth of July celebrations, they attend “Symphony Above the Clouds,” a concert at 8,500 feet on the prettiest side of Pikes Peak.

“We Are Your Local Real Estate Connection!” shared Jason. “I am proud to be on a team of people committed to helping families be in the best home for their current needs, because homes *help* families and kids stay connected to the community. The stability of *home* gives people the confidence to say, ‘watch this!’ and try something new.”

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Raul ANDINO

A PIECE OF HOME

When he was growing up, Raul Andino did not have many material things, but he was surrounded by family and nurtured in the warm and welcoming Puerto Rican culture. He learned at a young age to treasure relationships with people and to work hard for what he wanted. As a teenager, Raul painted houses with his dad in Miami and caught a vision for the stability that came along with real estate. He joined the Army at age 21 and set a goal to make strategic real estate investments at every location in which he was stationed.

Raul served his country, started a family, and saved up money. When he was 25, Raul was stationed in Colorado Springs, and for the first two months, he and Inés, who was pregnant with their third child, plus two toddlers and their dog, lived in a hotel while they looked for a house. Their REALTOR®, Jamie, a former explosive ordnance disposal specialist who always went the extra mile for his clients, babysat so Raul could attend the required first-time home-buyer's class.

After all years of planning and saving, Raul was the proud owner of his first house. He also had a glimmer of a vision for how he could help others achieve their American Dream someday. While serving as an Army recruiter from 2008 to 2011, Raul found a renewed passion for connecting with people *and* a passion for sales. He moved several times and bought two more houses.

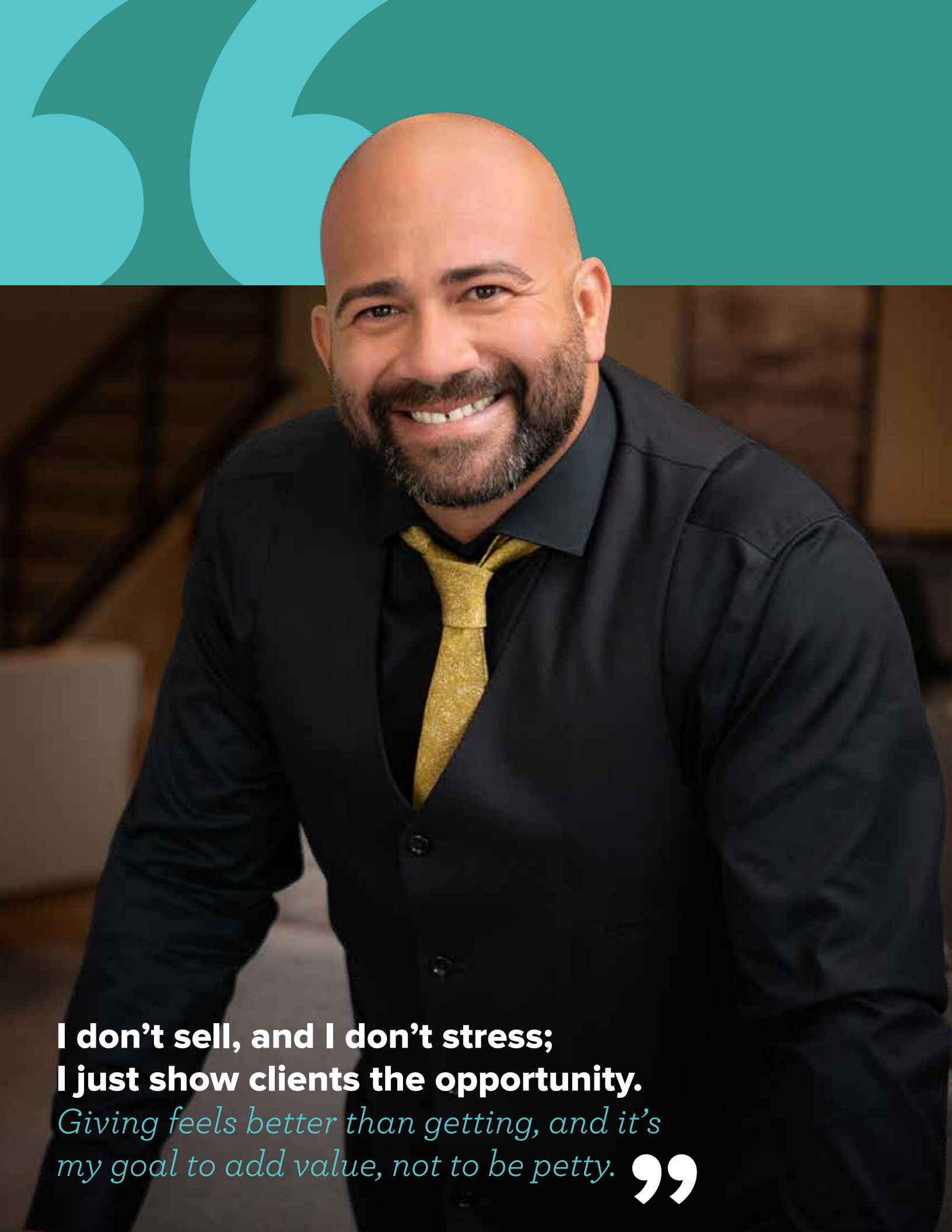
While serving for his last year in the military and going through a divorce, Raul was also taking real estate classes in Denver. This meant that he was on the clock from 6 a.m. to 4 p.m., then he drove to Denver for his class and finally got to bed before midnight so he could do it all over again. The days were long, and nights were short, but he never gave up. He finished his classes in the spring, passed his test to become a REALTOR® that summer, sold his first house that fall, and was granted his retirement after almost 17 years in the military.

In his new season in life, Raul combined his skills and his passions and quickly found his niche serving Spanish-speaking service members and their families. He would bring clients to restaurants and shops so they could experience the culture and traditional foods that would help them feel at home. By communicating with clients in their heart language, he connected to clients through culture and relationships, and he continues this practice today. Raul serves as a guide and mentor, helping clients find a house and transform it into a home, and making Colorado Springs feel more like their home as well. He helps them strategize short- and long-term military, real estate, and family goals.

After working for a RE/MAX brokerage for four years, he transitioned to Coldwell Banker. Raul is honored to have clients from all five military installations in Colorado Springs

...





**I don't sell, and I don't stress;
I just show clients the opportunity.**
*Giving feels better than getting, and it's
my goal to add value, not to be petty.* ”



•••

and to serve clients in every age range, with every level of real estate experience possible. He draws on his own experiences at times when guiding clients because he knows firsthand what it is like to be “house broke” and not be able to live life because the house payment is so high. Raul has established such great relationships in the community and built such trust that he has bought houses that were not even on the market! One of his most proud moments was helping a 19-year-old private fulfill his dream of purchasing his first home.

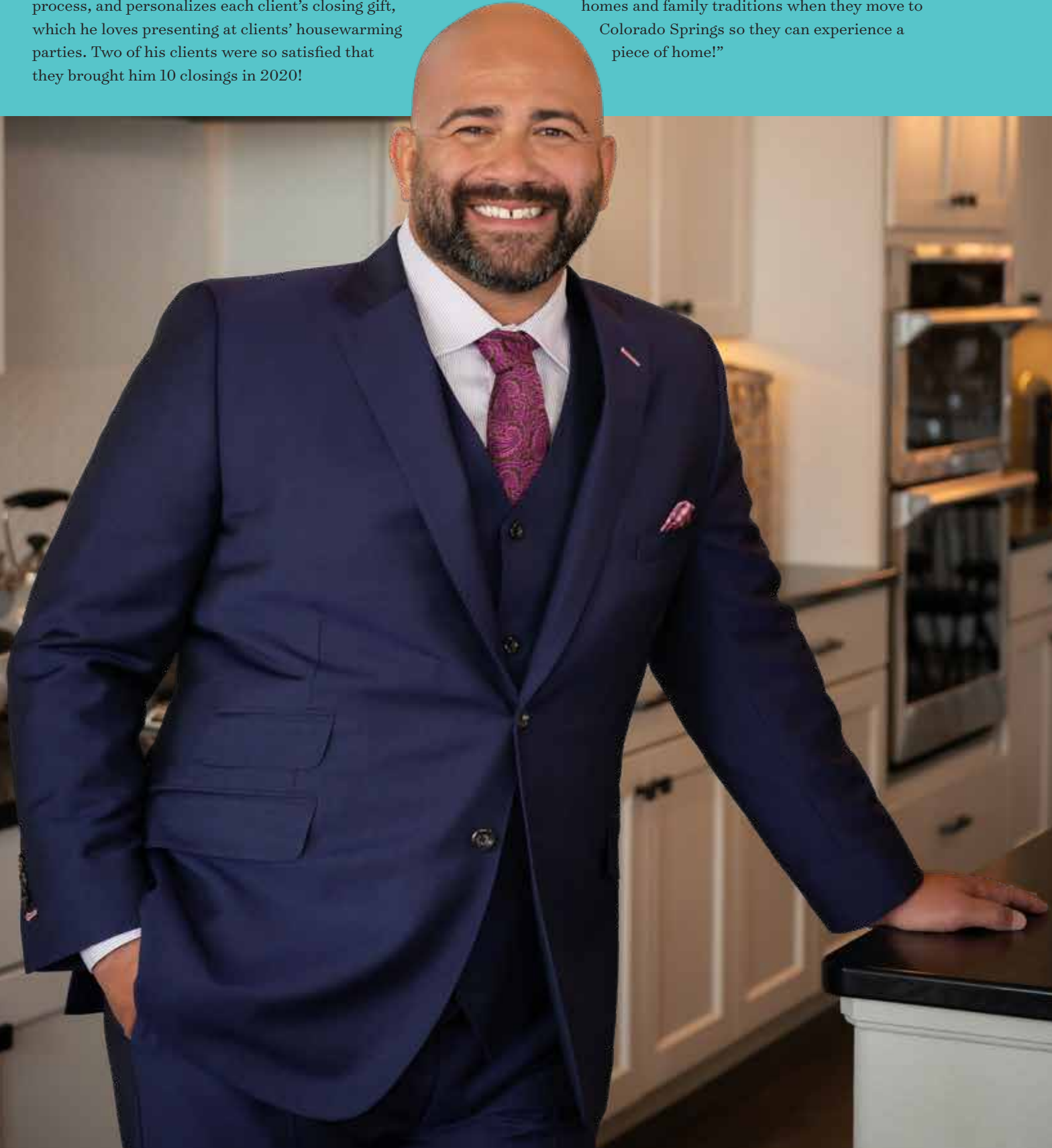
“I wish that someone had mentored and coached *me* about real estate investing when I was first starting in the military,” Raul smiled, “but I am glad I can be there to do that for someone else. I don’t sell, and I don’t stress; I just show clients the opportunity. Giving feels better than getting, and it’s my goal to add value, not to be petty. Rather than trying to determine whose fault something is, I like to ask what we can do to *fix it.*”

Now, as a single parent, Raul’s children are his driving force and his motivation. He wants to set himself up so he has the freedom to make memories with them regardless of the cost, never having to worry about being a burden on them in the future, either. He lives in Monument and owns a beach condo in Puerto Rico, which he will be renting out as an Airbnb. He is on his way to fulfilling his goal of having enough investment property that he will be able to be debt-free by the time he is 55. His ultimate goal is to have the freedom to retire, even if he decides not to, and to be able to re-invest his proceeds back into other investment properties.

•••

...
 Raul gives his clients red carpet service and attention, and he expects that same high-quality, specialized treatment from those that he works with, including lenders and other preferred partners. He knows how to move quickly in this market and is passionate but careful not to be pushy. Raul's greatest selling feature, besides his cultural and relational connection, is his passion for the success of his clients and what *they* are building for *their* future. He personalizes client care, stays connected with clients throughout the process, and personalizes each client's closing gift, which he loves presenting at clients' housewarming parties. Two of his clients were so satisfied that they brought him 10 closings in 2020!

"I love connecting with people face-to-face," Raul smiled. "I am an asset to my clients and my community because I am living my passion. Others may think I'm a workaholic, but it just feels so fun and easy to me that real estate doesn't feel like a job. I have learned a lot from the military and from my own experiences, and I use that to help my clients enjoy the familiar things they loved about their past homes and family traditions when they move to Colorado Springs so they can experience a piece of home!"



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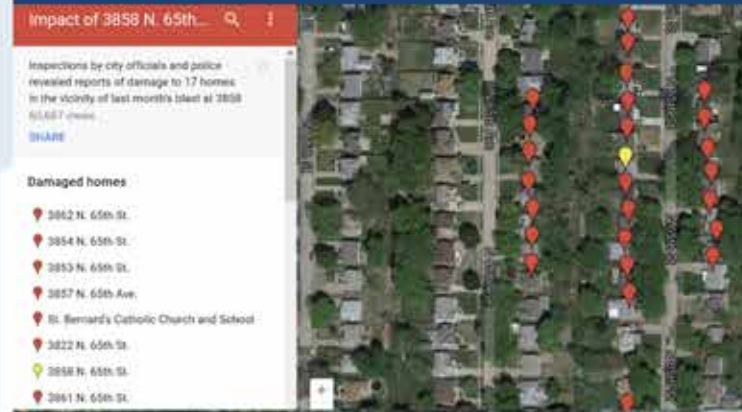
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▶▶ partner spotlight

Written by Brian Gowdy
Casa Bay Photography

BENTON CAPITAL



Mike Benton has the drive to be No. 1. He was 22 years old when he got his first taste of sales as one of 20 inside sales professionals at TradeStation Securities. It was his first true experience in a sales environment, and he was a natural fit from day one. He spent the entire day on the phones at his desk, only leaving to go to the bathroom. Mike's wife, Lisa, packed his lunch every day, allowing Mike to eat between calls rather than take a lunch break with the rest of the sales team. Such focus elevated him to the No. 1 salesperson in the company in six months.

...



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THERE'S ALWAYS A NEW, SHINY OBJECT OUT THERE FOR ALL OF US. IT'S EASY TO GET DISTRACTED, CHASING THE NEW TECHNOLOGY OR THE 'EASIER' WAY TO DO THINGS. IN THE END, HARD WORK, CONSISTENCY, AUTHENTICITY, AND INTEGRITY ARE STILL THE KEYS TO ACHIEVING YOUR GOALS AND BEYOND. NOTHING BEATS HARD WORK.

”

...

In 2004, Mike earned his real estate license to become a REALTOR® and a real estate investor. He and Lisa were living in Florida at the time after Mike's mother had relocated to the Sunshine State. Mike and Lisa were helping take care of her while building a life of their own. In 2014, Mike's mother passed away, and two years later, he sold his investment company to start a new chapter.

After 12 years of borrowing money for real estate investments, Mike had a solid understanding of the mortgage industry. His experience in the real estate lending process led him to the decision to do it for a living, and Mike Benton became a mortgage professional.

In 2018, Mike and his wife visited Colorado Springs for the first time to attend the grand opening for Charles Poliquin's strength training facility. They loved the city so much that they moved their family here four months later and opened Benton Capital.

Mike's vision is to become the No. 1 mortgage team in the state of Colorado. "No. 1 isn't just about sales numbers in a single year; it's about helping as many people as possible achieve their financial goals through real estate. Mike and his team want to have a relationship with their clients; they want to know their clients'

goals, understand their situation, and create a unique mortgage experience through their one-of-a-kind gifting program.

A subtle yet significant detail about Benton Capital is that Mike's name is on the brand. Growing up in his hometown of South Boston, VA, Mike's parents owned an office supply company. Their name was on the company, and their business practices were a reflection of their family name, too. "Putting your name on a business holds meaning; it means taking full accountability for the client experience."

Mike's advice for real estate agents is to stay consistent. "There's always a new, shiny object out there for all of us. It's easy to get distracted, chasing the new technology or the 'easier' way to do things. In the end, hard work, consistency, authenticity, and integrity are still the keys to achieving your goals and beyond. Nothing beats hard work."

Beyond closing loans, the team at Benton Capital has a goal to donate 100 backpacks, each loaded with school supplies, to local students in need. In the past, they raised thousands for multiple organizations that rescue and recover children from human trafficking, as well as other local organizations.

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NO. 1 ISN'T JUST ABOUT SALES NUMBERS IN A SINGLE YEAR; IT'S ABOUT HELPING AS MANY PEOPLE AS POSSIBLE ACHIEVE THEIR FINANCIAL GOALS THROUGH REAL ESTATE.

”



Mike Benton and his team: Randi Renkel, Mike Benton, Jen Weis, Alan Croasdale

...

Mike wouldn't be where he is today without his team, his REALTOR® partnerships, and his family. Special shoutouts to his wife of 19 years, Lisa, his Director of Operations, Siri Calamese, his Director of Marketing, Jen Weis, his Branch Manger, Randi Renkel, and Sales Manager, Alan Croasdale. Alongside the growth of his business, he is intent on elevating his company culture and operating at the highest level of excellence.

Outside of work, Mike loves snow skiing, pickleball, Tarheel basketball, and spending time with his wife and his daughter, Savanna.

His favorite quote is, **“As iron sharpens iron, so one person sharpens another.” Proverbs 27:17**

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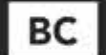


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RECAP FROM THE PEAK PRODUCERS'S CYBER SECURITY AND SMALL BUSINESS EVENT

▶ around town
Photography by Will Burcher of Pic2Click

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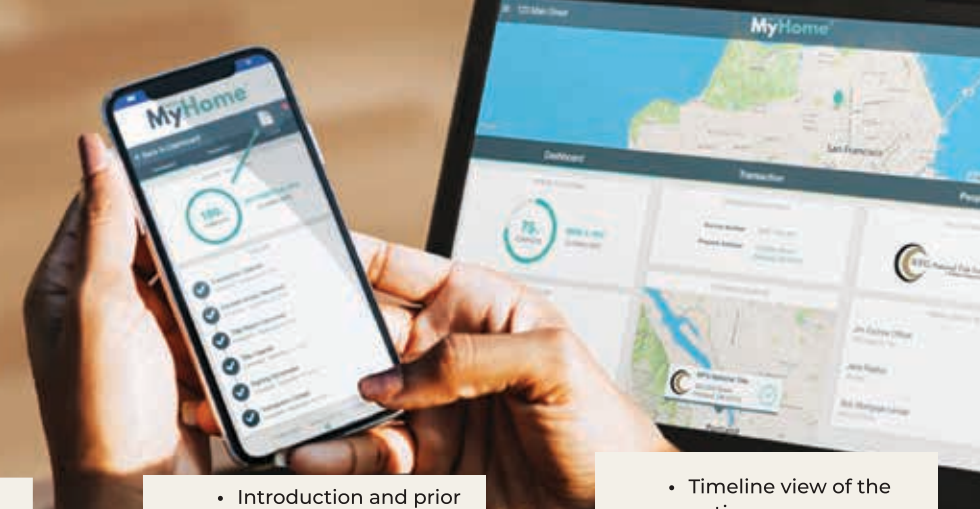
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- Michael H








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FUN FACTS

About Your Fellow Agents & Partners

To read more about your fellow agents, add Brian Gowdy on Facebook. He posts short bios and fun facts about each agent on 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: **Baylee Carter** took 2nd place in the U.S. Extremes (a national snowboarding competition) when she was 17!



Renee Young married her high school sweetheart; they've been together for 18 years!



Scott and Traci O'Connor met through real estate — Scott was an investor, and Traci was a REALTOR®. Scott went on to earn his license, and the two have worked together ever since!



Tanner Gibson plays bluegrass banjo!
Bonus fun fact: Tanner loves obstacle course racing (spartan races, mud runners, etc.).



Daniel Padilla was on Spike TV for the veterans feature Wolfpack NINJA tour.




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Written by Ruth Gnirk
Capture Life Photography

DRIVEN TO HELP OTHERS SUCCEED

In the beginning, Dave was motivated by fear of failure. People he admired said he would not amount to much, and he was determined to prove them wrong. He and his company have helped tens of thousands of families, and he leads a brokerage that has been Nationally recognized as a Top 50 RE/MAX brokerage, despite the fact that he had to literally start over from nothing after the market crash. With each success, Dave lifts others up and helps them accomplish their goals. He has multiplied his ability to serve his community by helping his ever-growing company succeed and serve others.

When the Navy stationed his dad in Colorado Springs in 1989, the Kaercher family relocated to the Black Forest area. Dave was 12, and the move was an adventure and a fresh start. He made new friends, including Bryan Vail and several others, whom he has stayed in touch with for the last 28 years. Dave admired the work ethic and entrepreneurial success of Bryan's mom who was a REALTOR® with RE/MAX.

After graduating from Liberty High School, Dave attended UNC Greeley, where he earned a degree in business in 2001, and worked for Wells Fargo mortgage for a year. At 21, Dave caught the vision for investing. He and Bryan utilized Bryan's mom as their REALTOR®, purchased a house, and rented it out to friends.

He earned his own REALTORS® license in 2002 and started working for RE/MAX. Motivated by his fear of failure, Dave attended real estate conventions and earned 15 designations. He determined that he, too, would become a top agent like his successful friend, mentor, and role model Ray Shea (pictured with award).

In 2005, Dave started buying investment properties. A year later he invited Bryan to be his first team member. He soon added four others, and the Dave Kaercher Team helped hundreds of families buy and sell homes. His personal long-term plan

...

dave
Kaercher

•••

was to buy dozens of investment houses, rent them out for 30 years, and then sell them when he was 50.

However, he hadn't factored in the market crash. Because of the adjustable-rate mortgages, Dave was forced to short sale every single property he owned. Although he lost all of his tangible assets, he was determined not to fail. He earned multiple short sale designations so he could help others who experienced the same devastation. He also set a goal of owning his own RE/MAX brokerage and designed a five-year plan.

In 2013 the Black Forest fire destroyed tons of acreage and homes, including Dave's childhood home, but he continued working for his dreams. That same year Dave and Bryan teamed up to buy a RE/MAX brokerage and create RE/MAX Real Estate Group. When they purchased the RE/MAX from Barry Boals there were 22 agents, including Barry and his sons, but under Dave and Bryan's servant-leadership, the company doubled the first year.

When they bought a second RE/MAX location in 2016, Dave was no longer propelled by a fear of failure; his focus was helping his clients and agents experience success. Dave and Bryan and the company have reciprocal loyalty and mutual admiration. In fact, the loyal team he had formed in 2006 had stayed with Dave during the hard times, and by 2016 each had developed their own growing teams. Then his hero, friend, and former colleague, Ray Shea, joined RE/MAX Real Estate Group. Dave had never imagined that one day the man whom he had looked up to would become an agent in his company!

With their expanded team of 170 agents, RE/MAX Real Estate Group has helped tens of thousands of families. That is because Dave's brokerage is a "one-stop shop" for agents. He doesn't want them to wait to improve themselves until they have the time and money to attend seminars, so he selected a full-time in-office coach, as well as a Director Of Success, so agents would have consistent 24/7 access. He also created an Agent Development program, and chose his long-time friend, REALTOR® Jenni Browne, to run it. Dave and his leadership team are prepared to teach their agents how to be highly productive in this ever-changing housing market.

Dave has been honored to take part in the "Top 100" events to learn from, and teach, other RE/MAX brokers for multiple years. He is equally honored to have been voted by the community as the Best Franchise in Colorado Springs. Dave also earned the Lifetime Achievement award, as well as a RE/MAX Hall of Fame award, and was a member of Elite 25.



Dave Kaercher (right) and Bryan Vail (left) presenting Dave's mentor, Ray Shea (center), with the Circle of Legends trophy at their cowboy-themed awards gala at The Flying W Ranch.



Through Dave's vision and guidance, RE/MAX Real Estate Group team members have opened their own in-house mortgage company, Motto Mortgage Financial, which is also founded and backed by RE/MAX. The team has also created RE/MAX Real Estate Group Property Management, and a transaction coordination company called Springs Transactions.

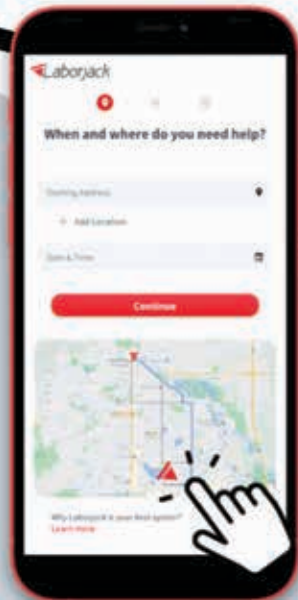
Dave gives back through spontaneous donations to the Children's Miracle Network and other charities. Each spring the brokerage hosts an annual client event in conjunction with Air Force graduation flyover. His winter events provide opportunities for clients, team members, and their families to connect over warm food, music, and laughter, and even have photos taken with Santa. Dave also hosts monthly office events that provide current education and social interaction. In his free time, Dave and his family enjoy staying active outdoors, hiking, fishing, camping, and four-wheeling, and they love to travel.

Dave was overjoyed when his long-time mentor joined his company, and he was almost crushed when Ray Shea passed away of complications from pneumonia and covid right before Christmas last year. Although Ray is missed by the whole team, especially Dave, he is thankful for all the lessons Ray taught him. Ray's influence helped Dave become a better man, a better REALTOR®, and a better leader.

"I miss my mentor and friend Ray Shea," shared Dave, "but in honor of him I never stop learning. I have all the tools in place, and am always trying to make the brokerage better. I love helping agents strategize and seeing them grow in our family culture. I have multiplied my impact into our community by pouring into my team of agents and helping them succeed. We care, and it shows."



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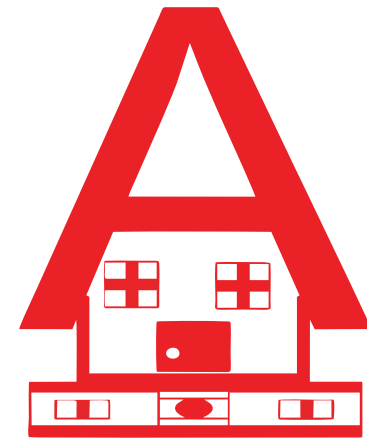
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- Cherise Selley



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