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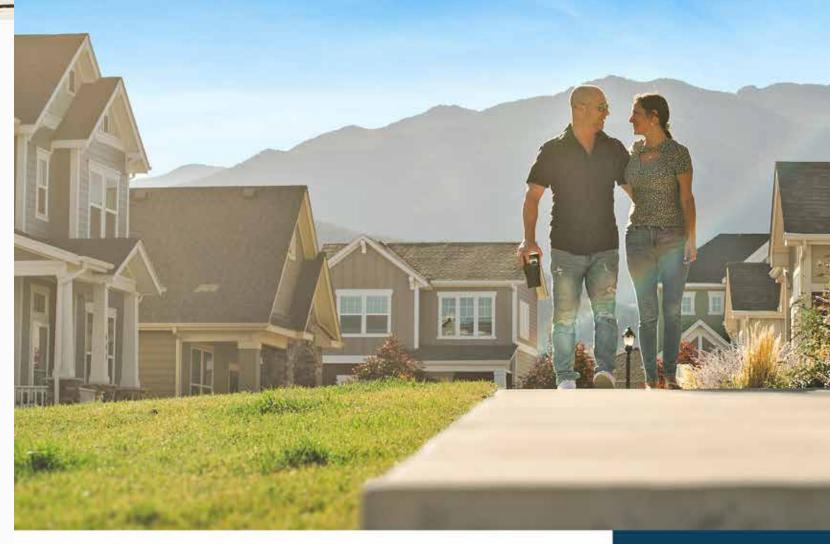


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# **TABLE OF** CONTENTS

















56

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59 REALTOR Spotlight Bobbi Kae

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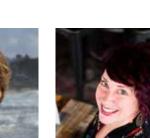
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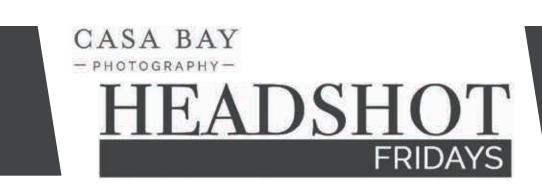
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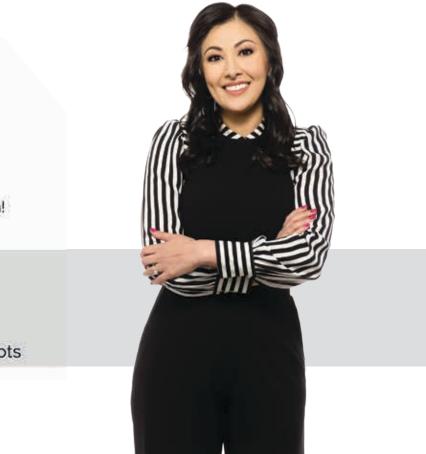
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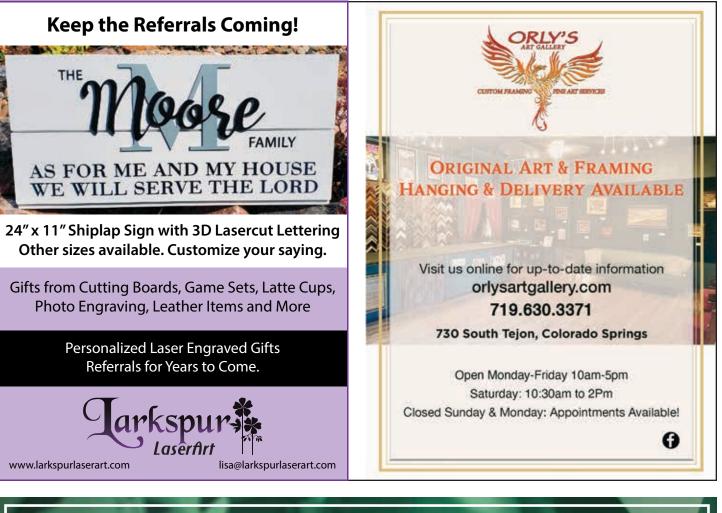
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Jamie-Lynn Figure and Brian Gowdy at the charity gala benefitting The Colorado Springs Conservatory



14 • July 2022

#### >> publisher's note

# AGENTS MAKING A DIFFERENCE

Welcome to our July edition of Real Producers! We hope this fun, photo-filled edition reminds you of your high school yearbook. I personally used to look forward to yearbook day. The moment I got my hands on it, I would flip through the around town pictures looking for photos of my friends and classmates.

At the time of writing this, we just wrapped up our second-annual charity gala benefitting The Colorado Springs Conservatory. This was a special event not only because we got to help spread awareness and raise money for a special organization but because we got to partner with a local real estate agent to do it. Thank you, Greg Luczak, for collaborating with Real Producers on this project you're so passionate about!

If any readers have an organization you would like to shine some light on, we welcome you to reach out to us. We are most interested in telling the stories of real estate agents who are not just producers but are also involved with the community.

As always, I want to give a plug for our pre-vetted partners. Every business advertising in Real Producers has been recommended to us by local real estate agents. If you ever need a vendor, you can feel confident calling on anyone advertising in this magazine. Please reach out if you ever have any feedback for us or any of our pre-vetted advertising partners.

I appreciate you all,

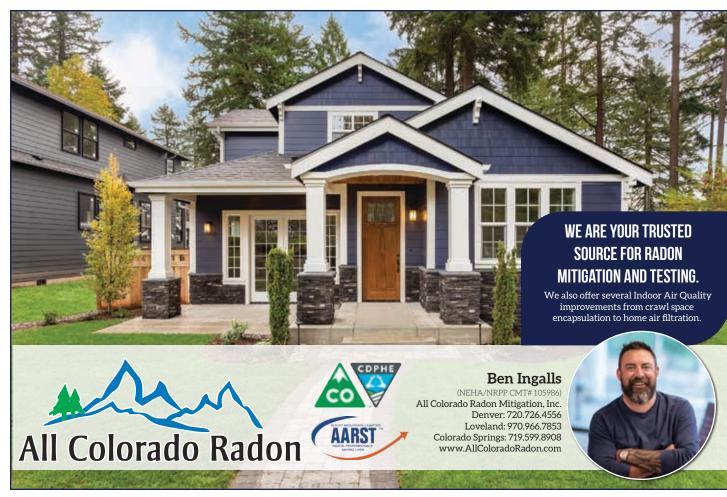
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# First American Title









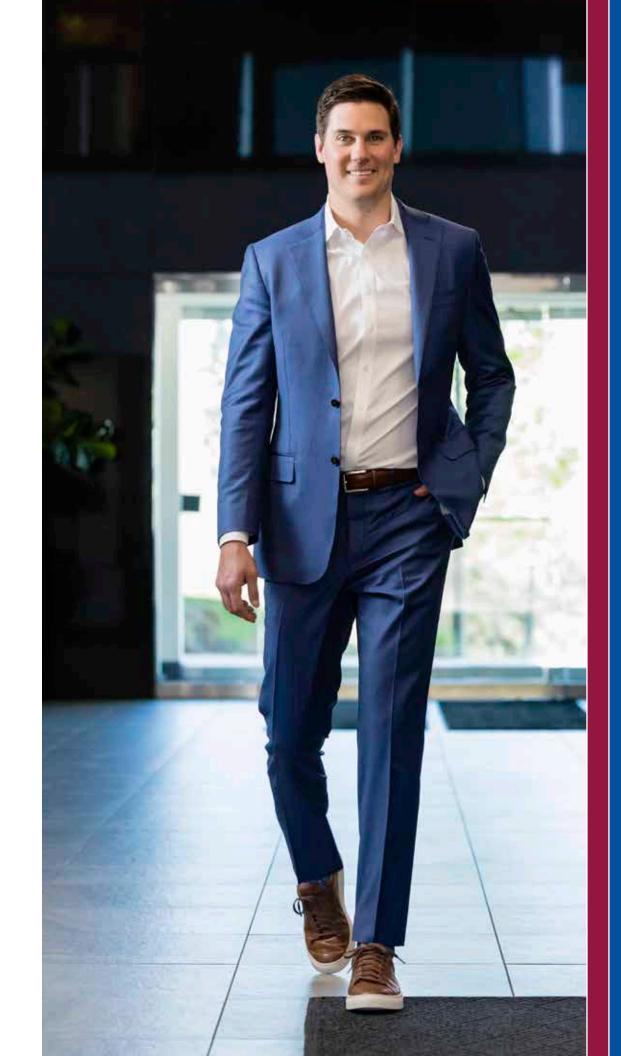
ith a passion for people and a background in sales, Ben Gosz and his First American Title team keep people first with their friendly and knowledgeable escrow officers and their direct underwriters, who can provide local and national underwriting for any transaction at any amount. The security measures of First American Title ensure that there is no compromise in confidential information or finances. They offered a remote online notarization option long before it was trendy because they knew it would relieve stress for their clients. Ben, and First American Title, put people first.

Ben attended college at Colorado State University and planned to focus on the field of medical sales. However, several companies told Ben he needed to gain sales experience before re-applying. When he received a job offer in Highlands Ranch for a sales position, he didn't mind that it was in a completely different field.

He did some research and was thrilled to find out that the legacy company had won awards for serving clients with excellence and received accolades as a great place to work because of the care that they show to their team members. Initially, Ben viewed his opportunity to serve as an account executive simply as a way to gain sales experience so he could start in the medical sales industry. However, almost nine years later, he is still happily working for First American Title. Although he initially signed a one-year contract, young Ben valued relationships and had a long-term mindset. He showed himself to be a faithful and dependable title rep, easily adapting to the needs of clients and the requests of REALTORS®. His coworkers looked to him for leadership and encouragement as he diligently stayed aware of industry standards and trends.

After working in the Denver area for four years, Ben was invited to relocate to Colorado Springs to help grow the First American Title office there, and he did. He and his wife relocated in the winter of 2017, and Ben immediately set to work getting to know his team and his new community. In a few short years, he tripled the amount of business the team was able to handle and opened three additional offices in the region.

"We are a community resource," shared Ben, "but unlike other companies, First American Title can insure any transaction, residential or commercial, at any amount, anywhere in the entire state of Colorado and in most of the 50 states! Another thing that sets us apart is that our escrow officers are among the most friendly and knowledgeable, and they are genuinely invested in our community. First American Title is a direct underwriter, locally and nationally."



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...



#### WE ARE A COMMUNITY RESOURCE...

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**99** 

Ben continued, "Our innovative technology allows an added layer of security for our clients and their respective clients, and also allows for modern-day conveniences that people demand! Our RON, or remote online notarization, helps things go much smoother for our clients, and we have been offering it for years. We offer a Secure Portal platform for customers to communicate with us during and after a transaction so that private information is not e-mailed back and forth, making First American one of the most protective companies in our industry. In addition to the preventative security measures that First American has in place, they also have the financial strength to remain stable if something were to happen."

In 2020, when Covid-19 occurred, First American utilized its ability to close transactions via remote online notary. They pride themselves on being the experts in remote online closings and created an entire department devoted to RON closings. The First American Title RON team specializes in these transactions and has closed thousands of RON transactions.

Ben has created an intentional culture of caring for the community and for the First American Title team. One of their goals is to create a peaceful environment in the office and make the process as stress-free as possible. The title industry can be quite stressful and demanding, so people who choose to stay in the industry often do so because they find value in helping others achieve their homeownership and investment goals.

Ben and his team are proud that Forbes recognized First American Title as one of the Top 100 Most Trusted Companies, as well as one of the Top 20 Happiest Companies in the US. The Denver Post awarded First American Title one of the Best Places To Work. For the sixth year in a row, they have been named a Fortune 100 Best Company to Work For and ranked by Fortune as one of the Best Workplaces For Women.

Ben's entire team is very involved in giving back to the community, and many participate in service opportunities through the Pike's Peak Association of REALTORS®, where Ben serves as a board member. The First American Title team considers themselves a resource to the entire community, even if someone in need has never used their services.

When he's not working with clients or his team, Ben and his family like to take family walks with their two dogs, enjoy local restaurants, and travel in the US. They also do as much hiking as practical with their energetic one-year-old. Ben's wife, who has also lived in Miami, Austin, and Denver, says Colorado Springs is her favorite place to live and enjoy the natural beauty.

Now in his ninth year in the industry, Ben Gosz believes in First American Title more than ever before. He makes it a priority to know who he is helping and what options are available so he can coach others into success. Serving as an extension of REALTORS'® teams, First American Title helps improve lives in the present as well as the future. Ben and First American Title put people first.



In addition to the preventative security measures that First American has in place, they also have the FINANCIAL **STRENGTH** 

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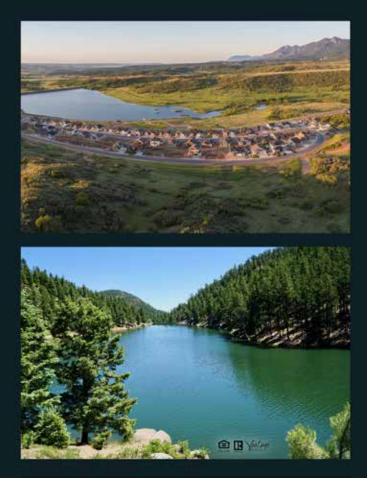
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#### Event by Greg Luczak, Scott Marble, and Colorado Springs Real Producers

On Thursday, May 19, a collection of philanthropic REALTORS<sup>®</sup> gathered to celebrate and raise money for the Colorado Springs Conservatory.

The Conservatory's mission is to inspire, motivate and challenge students to aspire to their highest potential as human beings and artists through arts immersion studies and community arts advocacy.

Thank you, Greg Luczak (REALTOR® and board member of The Conservatory) and Scott Marble (Director of The Conservatory), for co-hosting this event with *Colorado Springs Real Producers*. Thank you to our headline sponsors: Mike Benton and Jen Weis of Benton Capital — and to Dan O'Brien and Jacob Leggett with Northpointe Bank for your support of the event and your donations to The Conservatory!

And thank you to all the real estate agents who came and showed support. We will see you next year!





















Colorado Springs Real Producers • 27





















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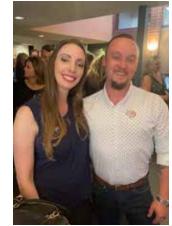


















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# Short Film Night AT ROCKY MOUNTAIN WOMEN'S FILM

Thank you to Ground Floor Home Inspections and

Chris Franquemont with Guaranteed Rate for sponsoring this event!



#### > event recap

On Thursday, April 7, a group of real estate agents and Real Producers Prevetted Partners gathered at Rocky Mountain Women's Film to learn about the organization and watch a few of their short films.

Rocky Mountain Women's Film's mission is to elevate the stories of women and others who are often unheard or unseen, cultivating a more empathetic and connected community. The crowd-favorite short film was *The Queen of Basketball*, which tells the moving story of Lusia Harris. It's 22 minutes, and you can watch it for free on YouTube. Every busy REALTOR® in the audience agreed that it was well worth watching!

Thank you to Linda Broker (executive director) and Suzanne Holland (REALTOR<sup>®</sup> with The Platinum Group) for helping us organize this event.













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34 • July 2022



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\*Content provided by FNF Marketing

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# ALL COLORADO RADON MITIGATION



partner spotlight <del>C</del>

All Colorado Radon began with a simple, specialized mission: to become the experts in the "real-estate transaction" radon mitigation market. Since its inception, the company has fine-tuned its services to perfect the needs of buyers and sellers who require radon mitigation in a specific timeframe. Whether that may include meeting potential clients at a property the same day a request comes in or repairing a competitor's system to meet a resolution deadline, All Colorado Radon does it and does the work happily.

"We do exactly what we say we are going to do – at the price we promised and in the time frame we promised. The system we install will work, and if for some reason it doesn't, we adjust the system accordingly," shares Ben Ingalls, President, All Colorado Radon.

•••



The main thing Ben and his team have established over the past 10 years is that every client and every client's client is the most important client. The company's customer service is unmatched, and all employees approach their work with integrity.

Ben has truly built an office of knowledgeable, kind, caring people. The management team, the sales staff, and the radon-mitigation technicians are all dedicated to the business, which shows day in and day out. Each one of the company's technicians and estimators is nationally certified and is listed by the Colorado Department of Public Health and Environment as a licensed radon professional.

"This is not a business with just an owner and a couple of guys in the field," shares Jessica Williams, QA/ QC Manager. "We never let a call go unanswered, and we always get the job done in the timeframe a client needs."

All Colorado Radon's friendly sales staff is trained and capable of assisting clients with any request. Ryan Osborne (general manager) oversees the entire operation with the help of Jessica, Chelsea Brooks (office administrator), and Jacob Mizunaga (commercial manager). These four individuals have worked seamlessly together for quite some time, operating and maintaining a growing and hectic business without ever compromising the standards and principles established on day one.

"Our always-expanding array of customer service sets us apart from our competition. Designing and building radon mitigation systems is the easy part; keeping up with the ever-changing real estate market is the challenge," Ben says. "Basically, we treat people the same way we want to be treated. We take the time to come out and conduct a walkthrough in person, not over the phone. We offer free testing. We've successfully installed nearly 20,000 radon systems throughout Colorado in the last 10 years, and we plan on installing many more."

Today, All Colorado Radon provides all aspects of radon mitigation, vapor intrusion,

and crawlspace encapsulation for homeowners, ground-up construction projects, and large residential buildings with fair, competitive pricing. The team continues to work and live by the motto: *Honesty, Integrity,* and Quality Workmanship.

Ben and his wife, Kory, live in Littleton with their two boys, Evan and JT. The family loves the "work hard, play hard" Colorado lifestyle.



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#### CREATING A RELATIONAL EXPERIENCE

Growing up in New Orleans had some perks, like festivals, parades, music, and great food. My mom, Evelyn, was a good cook and loved to entertain. Often, gatherings were planned with newspaper on the table and boiled seafood on top. I continue the southern culture of entertaining with a focus on good food today.

My mother was very outgoing and tenacious. She did whatever it took to make ends meet, often working several jobs simultaneously. She had the courage to apply for jobs advertised for men because they offered better pay. She got those jobs and was successful in them. My mom modeled hard work and going after what she wanted.



# 





#### (5(5))AS A REALTOR<sup>®</sup>, I GET TO ASSIST IN SOME OF THE BIGGEST TRANSITIONS IN PEOPLE'S LIVES. MY GOAL IS TO UNDERSTAND WHAT EACH CLIENT NEEDS AND THEN CREATE A CUSTOM EXPERIENCE FOR THEM.

As the youngest of four being raised by a single mom, I found that a great way to avoid indoor stressors was spending time at the local park a few houses down the street. I explored track, basketball, and baseball, but I loved cheerleading and continued it into high school. I started working after school when I was 12 and got my first retail sales job when I was 15. Working retail hours required me to give up cheerleading, which I was willing to do because my focus was on earning money to pay for a car and insurance.

This opportunity launched my career in the clothing industry that lasted for many years. From clothing, I moved on During my time in Dallas, I married and had a daughter to the newspaper business and sold ads for a publication. named Taryn. As a fan of personal growth, I knew it was After three years, I was hired to start a new publication time to shift my focus. Too much of my identity had been called *Gambit*, which is still going 40 years later! placed in my work, and I needed to see my full value as a person. After selling my partnership back, I became a full-time mom and learned that motherhood is amazing

As Ad Director, I hired account executives and also sold advertising myself. Because many of the top New but no less challenging than any other job. Orleans restaurants were my accounts, I enjoyed Arnaud's, Antoine's Restaurant, and Brennan's on a We desired to stay active, enjoy the outdoors, and weekly basis. I quickly developed a high standard for have a more simplistic lifestyle where we could spend food and a taste for more opportunities. Southern culmore time together. Upon realizing that a new lifestyle ture had its limitations, and I was ready to grow out of required a new location, we decided to transition to my comfort zone. I realized I would need to relocate. Colorado. I found that Colorado Springs seemed to fit many of my requirements. Moving here and raising Taryn in the Springs was a great decision for us.

Dallas, Texas, offered a bigger market. It was scary to move away and leave family and friends, but I put my accumulated sales knowledge and experience to use as I I have always loved learning by doing, and Colorado sold advertising for a commercial real estate publication. offered many options. I created experiences for us based Working for that publisher introduced me to the world of on Taryn's interests, and we started traveling when real estate, and a year later, I changed professions. she was young. We rode in a covered wagon along the Oregon Trail, just like Laura Ingalls Wilder, and had I accepted a position as a commercial broker and many other adventures together. Taryn and I have taken focused exclusively on representing corporations trips overseas together, and today we continue the train their leasing of office space. My potential clients dition of exploring and learning about other cultures would-be business owners, but since I was new to town together. I believe that travel broadens our ability to understand and learn from others, and for us, and had very few connections, I started cold-calling ...

companies, beginning at the top of a 70-story building the best gift is the gift of time.

and working my way down. One of our competitors was The Staubach Company, owned by the famous Dallas Cowboys quarterback Roger Staubach.

Cold calling is hard enough without competing with a hero walking around with signed footballs, but I was determined to figure it out. By the end of my first year, I was recognized as Rookie of the Year. During my 11-year tenure with Fults & Associates, I became a partner in the firm. Those were very formative years, and I was proud of what I was able to accomplish and the life I created there.

When Taryn was eight, I was ready to get back into the workforce and start the next business adventure. but I knew I needed to have flexibility to continue showing up for Taryn. Residential real estate was ideal for me, as I was able to utilize my marketing background and the negotiation skills I'd learned in commercial real estate, as well as things I discovered as a stay-at-home mom. I outlined my core values in my business plan and began working with buyers and sellers. Knowing I did not want to fall into the workaholic trap, I carefully emerged into my new role.

As a REALTOR®, I get to assist in some of the biggest transitions in people's lives. My goal is to understand what each client needs and then create a custom experience for them. The relationship and trust between my clients and me are what makes this work! I intentionally make time to educate my clients so they can make the best decisions for themselves.

Residential real estate was a good choice for me, and after close to 20 years, my favorite part of the business is still building relationships. Clients realize that working with someone who is committed to the profession, and working on themselves, offers more to everyone. I am proud to be a 2022 Peak Producer and to have earned my GRI and Master Certified Negotiation Expert designations. I am proud to be part of The Platinum Group, where we set our own goals and celebrate the achievements of team members.

When I'm not working, I enjoy daily hikes with my two Doodles, playing Pickleball, and spending time with friends, especially if we are traveling. Taryn and I continue to make time to be together. She is practicing law in Chicago, but we do our best not to go more than three months without seeing each other.



I just returned from France, where I explored many trails and good food with dear friends. Over the past 20 years, the group and I have enjoyed amazing trips, including hiking Mont Blanc, Manchu Picchu, and the Dolomites, and hiking village to village through Tuscany. I still believe that traveling helps me to be a more wellrounded person. The better I become, the more I have to offer everyone.

THE RELATIONSHIP AND TRUST BETWEEN MY CLIENTS AND ME ARE WHAT MAKES THIS WORK!

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#### 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!



MARIA GALLUCCI'S first language is ASL (American Sign Language).



**BRANDY BROWN** was a military police officer in the Army.



**CASEY CLARK** was a tomboy growing up. To this day, she still loves playing in the dirt!



Despite being Italian, **KENDALL SUKACH** is allergic to tomatoes!

Bonus Fun Fact: One of Kendall's life goals is to earn her pilot's license. She saves up for flight school after every closing!



**BRANDON TOMIC** plays bass in his band: Sleep Academy!



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Karen Harvey, a born and bred Colorado native, has a proven track record for providing exceptional leadership while expertly managing all aspects of real estate transactions. Inspired by the mentoring of the most successful REALTORS in the business, she has dedicated her career to building long-term, trusting relationships with clients.



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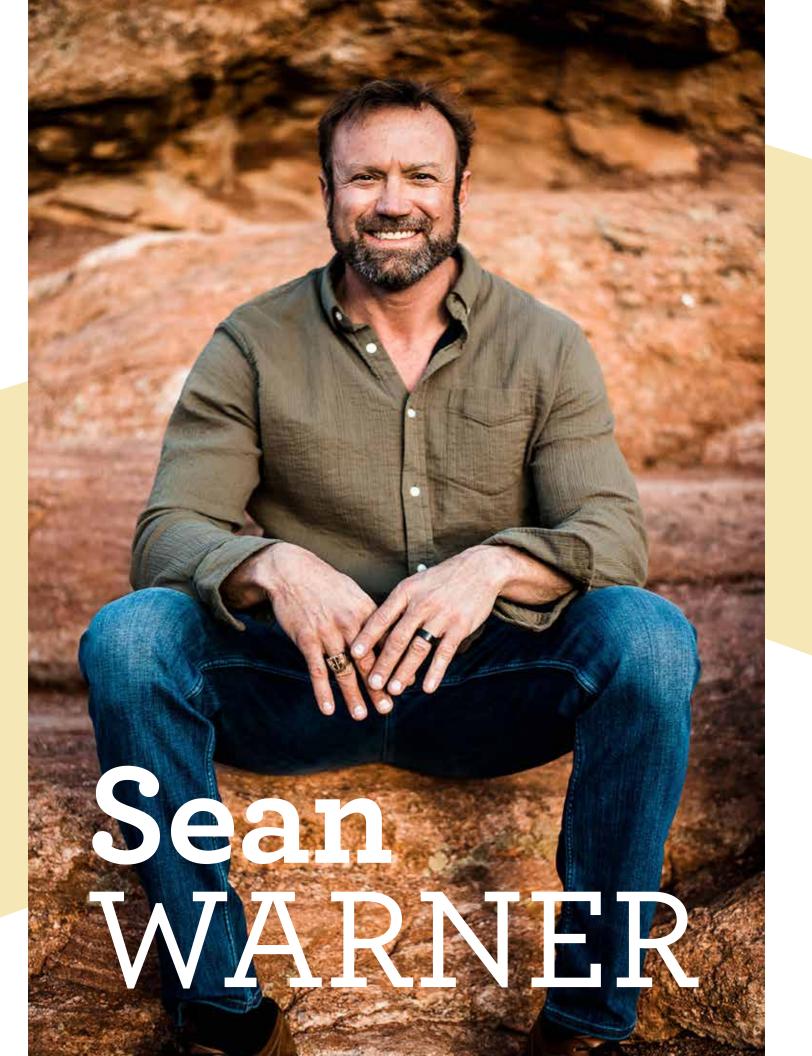
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#### >> celebrating leaders

Written by Brian Gowdy



"Sean is allergic to money!" Those words, spoken by hi wife and partner in business, Bobbi Kae Warner, encaps late Sean not as a man of business, but as a man of givin As a real estate agent and the Owner/Broker of The Warner Group, there is plenty of cash flowing in but Se is last to pocket it for himself. Instead, he gives it back his agents, back to his city, and back to his community.

Growing up, Sean's family never had a lot of money. H mother lived a free-spirted, wandering lifestyle. She raised Sean out of her car until he was old enough to start school. Their first home was a vacation rental in Massachusetts, meaning they had to move every few months. At ten years old, they moved to Key West, traing the seasonal rental homes for a mobile home park. When he turned fourteen, he was reunited with his da who had spent the majority of Sean's life in prison. Th two spent their father-son bonding time working on ca and sailboats together.

After graduating Key West High School in 1990, Sean wanted to get out of Key West, so he joined the Army.

s	His first duty station was in Korea. In '93, he joined
su-	US Army Special Forces, tasked with narcotic oper-
ng.	ations (the very crime his father was arrested for
	as a boy) in Central and South America. He worked
an	as a Ranger and a Combat Diver, enjoying his time
to	with the locals and culture. He even learned to
	speak Spanish!
is	In 2001, Sean became a Military Intelligence Officer
	and was relocated to Colorado. While he fell in
	love with our state, he missed being in the Special
	Forces and rejoined as an Officer in '06, serving
	three tours in Iraq. After Iraq, he worked with US
ıd-	Northern Command (USNORTHCOM), supporting
	law enforcement with Department of Defense assets
ıd	until his retirement from the military in 2013.
ne	
ars	After twenty-three years in the Army, Sean was
	searching for direction. He went on to complete two
	full Ironman triathlons, one extreme triathlon, and
	earned his MBA from UCCS because he was bored.

...





In 2015, he landed in real estate. For some, real estate can be a daunting industry but in Sean's own words, "after being in the Army, nothing scares me anymore."

If you ask Sean, he will tell you he built his business by "failing his way to success." In truth, he had several connections from the military that were looking to PCS and he simply grew his network from there. Something unique about Sean is that he strives to be the opposite of a "salesy Realtor," more interested in helping them increase their net value rather than his own.

One of Sean's mentors in the industry was Baylee Carter. He hung his license out of Red Rock Realty until they rebranded under Coldwell Banker. Wanting to remain the local, boutique firm, Sean started The Warner Group.

The Warner Group launched in 2018 and to this day they have never actively recruited agents. The agents they have were simply attracted to Sean's values as a leader. In turn, Sean is very picky about the agents they let in. "All our agents are in the business for the right reasons. They must be willing to put their clients before themselves. Everything else can be taught, but if those values aren't in place, they aren't a good fit for the Warner Group," he says.

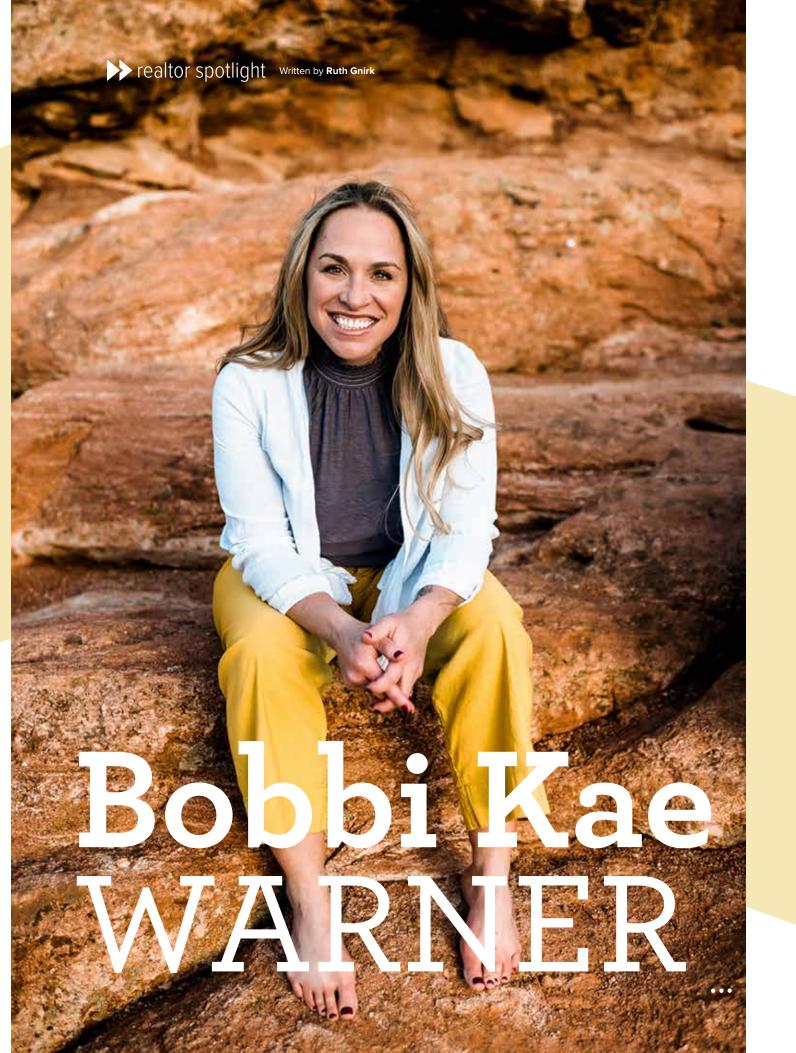
Granted that he's "allergic to money," Sean finds his fulfillment in places other than his paycheck. Obviously he loves helping put his clients in their dream home but what's just as special is offering a career-opportunity to change the lives of his real estate agents.

Sean and everyone at The Warner Group is very engaged with the community. Sean has been a Boy Scouts leader; he has served as the Chair for UpaDowna, an organization dedicated to helping people get outdoors; he sponsored the Pikes Peak Apex mountain bike challenge on Pikes Peak; he sponsors



every honor graduate for the Special Forces Qualification Course with a lifetime membership to the Special Forces Association; he donated to help produce the designs for the US Army Special Forces Museum; and this September he will be sponsoring the National Special Forces convention which will bring 1,000 Green Berets to Colorado Springs.

Outside real estate, Sean loves anything outdoors: camping, jeeping, mountain biking, mountain climbing, and scuba diving. And of course he loves spending time with his amazing wife, Bobbi Warner, and family: Charlotte Warner-Mebly, Michael Warner, Lance Warner, Kaiya Watt, and Skyler Watt.



#### Faith is the Victory

Bobbi Kae Warner has always been athletic. She may have inherited some of that from her father, once recognized as a "Best in Nation" snowmobile racer, *and* her paternal grandfather who was ranked ninth. Some of her dad's need for speed had led to unhealthy habits that could have ruined his life, but God changed him drastically, and he has been serving others as a South Dakota chiropractor for 36 years.

The need for speed and adrenaline was in Bobbi's blood, too. She played team sports in school and was in the marching band, and enjoyed skiing, snowboarding, rock climbing, and biking as well. She started dabbling in local BMX bike races in high school, and after graduation she came to Colorado to pursue her love for BMX. She competed as an amateur for a year, then as a BMX pro for a year and a half before she transitioned into professional high-risk gravity mountain bike racing for the next 13 years.

Bobbi became a Registered Nurse and enjoyed the rush and challenge of working in the Emergency Room. She stayed busy as a wife and mother, and continued to compete in professional dual slalom, mountain cross, and downhill events on her days off.





Pressures in life were getting more intense in 2014, but she prayed and trusted God for victory.

While working the overnight shift on December 31, 201 Bobbi Kae took care of a young heroin addict who had t Scripture reference "Joshua 1:9" tattooed on his abdomen. As she drove home January 1, 2015, she replayed their conversation in her mind. She prayed for the patie and for her family, especially her daughters, ages two a four. Suddenly Bobbi was flying through the air!

She had been t-boned by a man who was a little over the legal limit after his New Year's Eve celebration. He lat admitted that he intentionally ran a red light because is was late for work, but he didn't think anyone else was on the road. When she woke, Bobbi had glass in her eyand couldn't see where she was. She had no clue that she had suffered a traumatic brain injury, or that she had a pelvis so shattered that surgery was too risky. A she knew was she was filled with peace!

She was reminded that Joshua 1:9 says, *Be strong and courageous...Don't be afraid or dismayed; God is with you.*"Bobbi underwent concussion therapy right after th accident. In time, she would log hundreds of hours of for mal physical therapy and thousands of hours of therapy home. A Christian counselor began teaching her health, ways to deal with PTSD and life, and she became more aware of God's Presence, peace, and wisdom.

"It was very important to me that the driver, who turned 30 a few days after the accident, not let his poor decisions be a negative defining force in his life," share Bobbi Kae. "Growing up, my parents modeled unconditional love, and their faith was alive. That was how I wanted to live, too. The driver and I keep in touch a co ple of times a year. I am so grateful that God had extra angels in my car that day!"

After healing for six months, Bobbi started working as an ER nurse again, but the job was stressful for her body, mind, and emotions. She found a job she really loved, caring for clients after surgery at an orthopedic facility. However, when they started changing the scheduling it kept Bobbi Kae from caring for the needs of her daughters. She started working as a remote nurse case manager for Hartford Insurance.

Throughout the changes in life and work, there were several coworkers and friends who impacted Bobbi Kae. One of those friends was Sean, a single father who had retired from special forces. Their families had memberships at the same pool for years, but they didn't officially meet until the

60 • July 2022

ut	fall of 2017. Sean had competed in an extreme Ironman event called Alaskaman, and his courage and kindness inspired Bobbi Kae.
14, the ent	After earning his Maser's degree, Sean had fallen into real estate. He soon became Bobbi's real estate mentor and friend. Sean invited Bobbi Kae to tag along while he was conducting video showings for his military clients overseas. He taught her about contracts and about caring for the community.
the ter he	In the fall of 2018, Sean started <i>The Warner Group</i> , helping buyers and sellers, and providing property management. Many of their clients are military, and special forces. Bobbi earned her license as a REALTOR <sup>®</sup> and joined the team. <i>The Savage Group</i> and other team members were added organically.
s eyes All	November 2019, just four and a half years after her accident, Bobbi was a contestant in an Ironman competition in Cozumel. Three months later, on February 2, 2020, Sean and Bobbi were married in St. John. They love the life they are creating together, and how they are helping clients and team members find courage and make lives for themselves, too.
the for- ny at ny	"Sean was exactly what I needed, at exactly the right time," Bobbi reflected. "It took me a long time to get out from under the control of my first husband, who had chemical and physiological issues. I had to heal. Sean showed me, and continues to show me, how much he treasures me by how he treats me."
or red I ou- a	Although Bobbi has had several surgeries since the accident, she still rides and dirt jumps, for fun, and Sean and her daughters ride too. Kaiya, age 12, loves cross country riding, while Skyler, age 10, loves pump track and dirt jumps, and also enjoys skate- boarding. Sean's youngest son Lance was just recently inducted into the Eagle Scouts, and his older son Michael, a former Eagle Scout, is a chef in New York City. Sean's daughter Charlotte lives in Norway, and she and Bobbi have enjoyed skydiving together.

This spring the Warners had another amazing and uplifting family reunion with Bobbi's parents, three siblings, and their families. This summer, Bobbi Kae will be serving as a counselor and instructor at Camp Royal, a Christian extreme sports camp that was started by her friend (weareroyal.com). The camp draws the courageous crowd, so her daughters will be attending also! Skyler will focusing on skateboarding skills one week, and Kaiya will be refining her mountain biking prowess the next.

"God has been a huge part of my life," shared Bobbi Kae, "and He has been faithful through **all** of it. He helps me be the wife, mother, and REALTOR<sup>®</sup> that He created me to be. He is my soul-sufficiency. The tattoos on my left arm remind me of that. They are based on Psalm 121:1-2, '*I lift up my eyes to the mountains. Where does my help come from? My help comes from the Lord, the Creator of heaven and earth!*"

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