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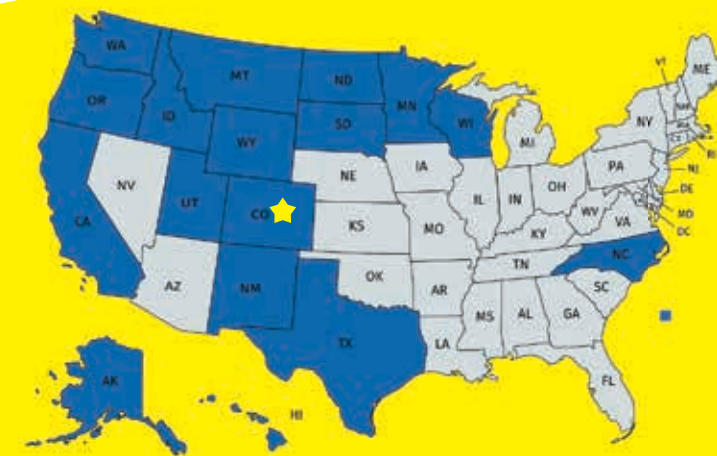
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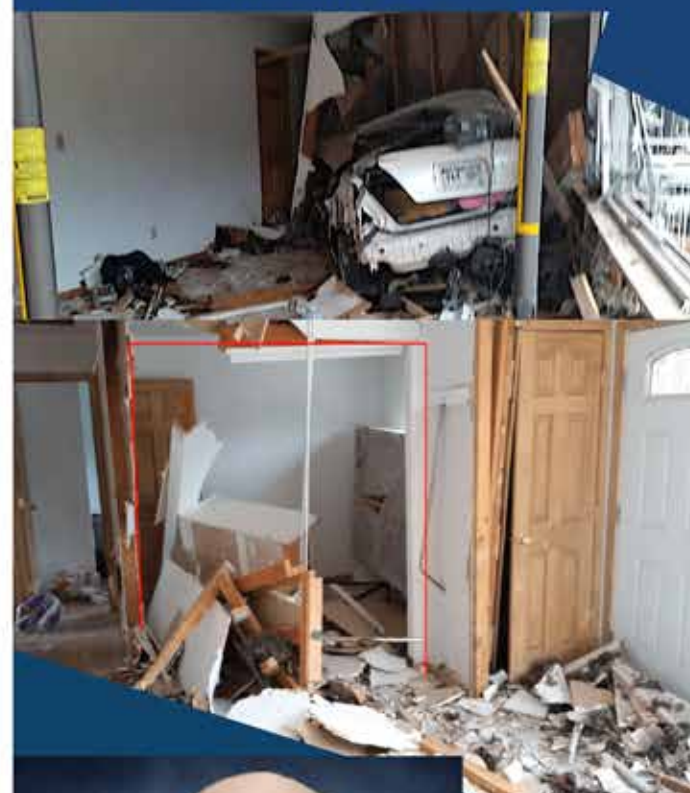
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Situation 1:

Two kids and a house collide

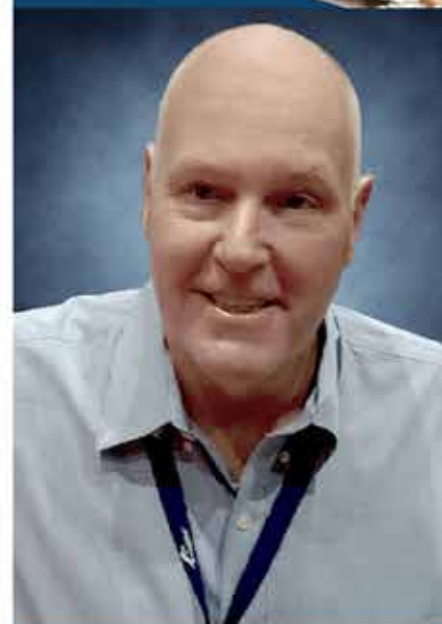


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▶ publisher's note

OWN ANOTHER BUSINESS?

Welcome to our June edition of *Real Producers*. I shared last month that many of our articles had been in the works for over a year. The same is true for this edition, and, as I type, we're already booking articles into 2023! As always, after reading about your colleagues, I hope you feel a stronger bond with our real estate community.

This month, we're welcoming two new advertisers: Premier One Home Inspections and All-County Colorado Springs Property Management. While many of you might already have a go-to inspector and property manager, consider our advertisers to be your backup list. Our advertisers are pre-vetted and have been referred to us by other real estate agents (or have provided references). In short, we take the quality of our advertising vendors seriously.

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Lastly, leveraging off of last month, if you own an additional business beyond your real estate business, we welcome you to reach out to us for an advertising consultation. Advertising in *Real Producers* is a great option if you think other agents would benefit from what you offer. Our goal is to be the premier local vendor resource for the real estate community.

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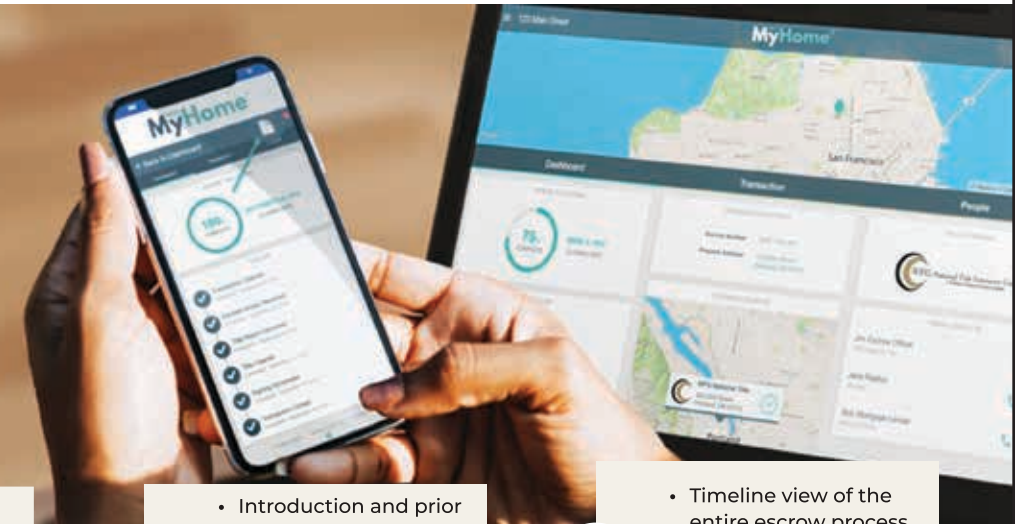
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CREED SPILLANE

QUANTUM RESIDENTIAL GROUP

Written by Ruth Gnirk | Casa Bay Photography

celebrating leaders

Reflecting back on his life, Creed Spillane recognizes a grand design made by a Grand Designer. Creed's faithfulness in the "little things" led to opportunities for greater influence, a life-changing career, and relationships that are still changing the Colorado Springs real estate scene. Even through the hard times in his life, Creed can look back and see that the Master Architect was working everything out for good and that He is not done yet!



Creed was the eighth of twelve children born to a faithful homemaker and a Green Beret Army officer. He grew up traveling abroad, quickly becoming adept at turning strangers into friends. He learned to appreciate different people and personalities and discovered that learning to get along with his siblings prepared him to get along with anyone else he would ever meet. Creed also learned to look for the positive rather than complain.

"My parents taught us the significance of cultivating relationships," explained Creed, "and my dad set the example of never being too good for anyone or any job. He showed me how to value people, treating them with respect and honor. He taught me that complaining does not bring happiness, it only extends the misery, and that the 'bad' helps us truly appreciate the good."

When the family lived in Phoenix, Creed began working with the non-profit organization Phoenix Honors Cotillion, gaining experience in their event scene. In 1999 the family relocated near two of Creed's older brothers who were enrolled in the

Air Force Academy in Colorado Springs. Through his faithfulness and diligence, as well as his skill in building relationships with people of every age, culture, and job title, 17-year-old Creed advanced from setting up event rooms into a sales position for The Broadmoor Hotel.

When Creed turned 19, he devoted two years of his life to missionary work with The Church of Jesus Christ of Latter-day Saints, parting ways with The Broadmoor on excellent terms. He was sent to Albania, where he learned the language so he could minister the Gospel, support humanitarian efforts, and teach English as a Second Language from 2002 to 2004. He had been praying for an opportunity to have a bigger impact, and for his last six months in Albania, he assisted the church with land development.

Upon his return to Colorado Springs, Creed learned that The Broadmoor would be building luxury residences. When he applied for the job, competing against seasoned REALTORS®, managing



•••

broker Roger Hukle was impressed by the young man's character, commitment, and experience in Albania. He saw great value in Creed, who was a blank slate with a teachable spirit.

Roger offered Creed the position, along with the opportunity to become a licensed REALTOR®. He personally mentored Creed while selling The Broadmoor Brownstones and West Residences. Their brokerage office was located within the five-star luxury resort, making marketing very simple. Cards on every hotel guest pillow extended the invitation, "How would you like to never check out?"

For the first several years as a REALTOR®, it was rare for Creed to see a transaction below a million dollars, as his clientele was financially established, but Creed treated everyone with value, whether they were a client or a curious community member. As The Broadmoor projects were nearing completion, Creed and Roger were approached by Classic Homes, the area's largest builder, to bring their Broadmoor experience to start a new brokerage for a new project.

The mentor and the prodigy created Flying Horse Realty in 2007. Creed was Roger's right-hand man, working on the marketing and selling of the gated golf course community. "Uncle Roger," as Creed's children call him, was always an advocate for keeping family a priority over professional ambitions. Roger also frequently reminded their team, 'Pigs get fat, hogs get slaughtered.' He modeled how to focus on the big picture and become an expert in a specialty, surrounding himself with those who helped others grow in capacity and capability.

Flying Horse Realty was comprised of consultants, not salespeople. They were part of the solution, customer-focused, and operated by high ethics. Creed and Roger worked together from 2004 through 2016, when the Flying Horse luxury product was coming to completion. Creed knew that his strength was new development, and as the needs in Flying Horse shifted away from custom construction, he sought his mentor's blessing to start something fresh with one of their own.

Creed and his colleague Kay Moon Folan are founding partners of Quantum Residential Group. They advise on all aspects of real estate for buyers, sellers, and investors, helping foster revitalization and infill projects as they prioritize the value of these relationships. Together with their developer and builder partners, they bring product development, market studies, and all of their sales experience to cultivate creative investment. Projects have included Hilltop Pines, Latigo Creek, Yorkshire Commons, Villas at Mountain Shadows, Springs at Waterview, Positano at Flying Horse, and the Canyon Creek Townhomes within the Ivywild Urban Renewal.

Quantum Residential Group is there from concept to closing, fine-tuning the design and removing the stumbling blocks. They bring the right team together to create the right product for the current market's needs. Their projects continue to be well-received by surrounding neighbors, who appreciate the value these investments are adding to their own homes.

Creed gives back to the community through his church's humanitarian efforts by giving his time and resources. He is a founding donor of Capital Sisters International, a non-profit that provides micro-loans to women in developing countries (capitalsisters.org). Creed is also on the board of Bakhita Mountain Home (bakhitamountainhome.org), which provides housing and restorative programs for women who have survived human trafficking.

Creed and his wife McKae add value to each other and their five children, ages 5 through 14, by taking time to listen and by giving the children a voice at the family table. The kids participate in sports and music and enjoy Sunday family walks to the nearby lake. Creed has an extensive LEGO collection that is ever-growing, which means they are often found building something together. And there is always a weekly family movie night. They enjoy road trips to visit family across the U.S., with trips to Disneyland in between.



“

I went where God called me and then He set me on the path I needed to follow, which opened a completely new career path and awakened something inside me.

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...

Creed feels that people never have to outgrow the ability to find joy in little things; they just find ways to adapt to the family's current stage. He and McKae have found their own ways to adapt, taking a "Mr. and Mrs." getaway trip every month to enjoy new things and make new memories. Creed prioritizes date nights and spending time together, recognizing the beautiful gift he and his children have received from God through McKae. After 14 years, the priorities of Creed's first wife suddenly went in a different direction, resulting in divorce. After the family then went through their own time of adapting, the master architect brought McKae into their lives. Her deep love for Creed and their children has brought joy and affection that the Spillanes had not known before.

"I went where God called me," smiled Creed, "and then He set me on the path I needed to follow, which opened a completely new career path and awakened something inside me. Many things in my life seemed inconsequential at the time, until I caught a glimpse of what the Master Architect was doing. He brought me mentors and an amazing wife and mother for our children. I am blessed to be investing in the community where our children are starting their futures."

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6035

REAL ESTATE GROUP'S GRAND OPENING

Written by Wendy Weber | Photography by Dmitry Choukline of PixVid



~There's magic in a number, especially when it's memorable.
And even more so when it's referencing Colorado Springs,
Colorado's elevation.~

A real estate brokerage in El Paso County recently opened its flagship office in the heart of Colorado Springs, Colorado. The name 6035 Real Estate Group derives from Colorado Springs' elevation of 6,035 feet above sea level. Celebrating an industry grand opening on March 31, the company has been in business since October 13, 2021.

Located on one of the busiest intersections in Colorado Springs, 512 W. Colorado Ave., 40,000 cars pass the warehouse-style office daily. When the founding partners were made aware of the building's availability towards the end of last year, they did not hesitate to move on it. It was exactly the kind of vibe that was worthy of the brand!

What *exactly* is the vibe of 6035 Real Estate Group, and what makes them different?

From their core values of honesty, transparency, empowerment, collaboration, and FUN, the brokerage focuses on personal relationships and leading with strengths, NOT weaknesses. They know that when strengths are practiced daily, agents are more engaged at work, more productive, and essentially happier and healthier.

With a predicted sales volume of over \$130 million this year, and the average producing full-time agent making well into a six-figure income, the company has always been focused on a culture of no glass ceilings. Their vision from the start was always to create a system that



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could be duplicatable and passed on. Part of the reason they do not take on independent agents who are not licensed at least two years in the business or with 24 transactions in the previous 12-months is that they only want to take the agents who have *proven* that they are serious about building a business.

“To be different, you have to do different.” -Andrew Weber.

At the helm and led by a synergistic, successful partnership team, Andrew and Wendy Weber, Heather Baros, Rob Hoben, and Sara Cripe, they are no strangers to having already built successful businesses.

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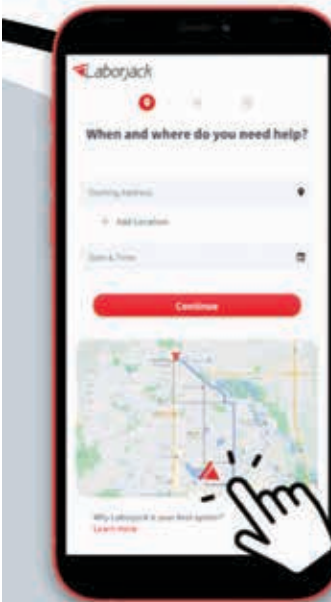
From award-winning marketing companies voted #1 to real estate agents recognized for the top 1% in production, they know a few things that might be helpful that they can pass on. However, they are not afraid to put people much smarter than they are in places of power and leadership. "Want to know the best way to motivate and empower someone?"

"You trust them. And, then you show that trust by giving them authority." -Wendy Weber.

The essence of this company is different; it's professional, yet it's unconventional. There's no doubt that they are going down a path no one has ventured before. Congratulation's 6035 Real Estate Group; we can't wait to watch your journey unfold!

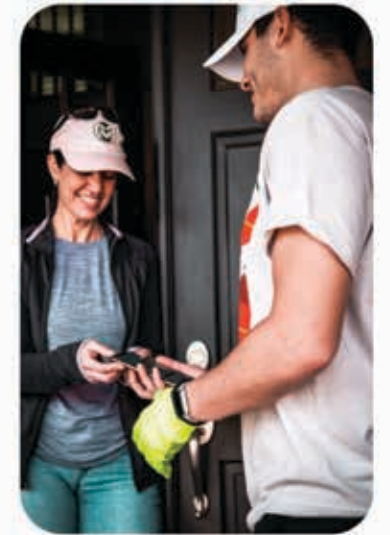


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Brittney Hansen

THE ALPINE GROUP AT FAIRWAY MORTGAGE

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“You’re a walking miracle. Make your life count,” Brittney’s neurologist said to her as she walked out of the hospital after her 100th brain test ... Brain specialists had flown in from all over the country to study Brittney’s unprecedented recovery from what should have killed her. She had come down with a rare form of spinal meningitis, which triggered rapid swelling in her brain and caused stroke-like symptoms. She was 16 years old.

“After the neurologist spoke those words to me, my life changed. I began my quest to live my life to the fullest, and, to this day, I carry an almost guilt to make a difference in the world. I cannot waste my second chance,” Brittney says.

Since, Brittney has lost friends and boyfriends in devastating accidents. It would have been easy for her to renounce her life-living values, but she has held fast to them. In 2020, one of her best friends, Molly, was killed in an avalanche. Molly was a brain surgeon and had just accepted her dream job as the Head of the Brain Surgery Department for Pediatrics. She had ambitions to cure brain cancer and Alzheimer’s. And it was all cut short. But, according to Brittney, Molly

was someone who truly lived! When she wasn’t working 36-hour shifts, she was running marathons, heli-skiing, or backpacking through the less-traveled parts of the world. Learning the value of life comes at a heavy cost, but the price is paid whether you learn from it or not.

“In the real estate industry, it’s easy to get caught up with the endless work, but work isn’t everything. You can’t take your money or accolades to the grave.” Before she was a lender, Brittney was a flight attendant. On one flight, she was sitting next to one of the top executives of Goldman Sachs. The two were talking about how Brittney had become a flight attendant following her passion for traveling the world. The Goldman Sachs executive told he she was wise to follow her passions while she was young instead of waiting until retirement or until it was too late, like so many others do. He went on to share that, despite his title and income, his life was nothing but a pattern of letdowns and not being present for the important moments. That was one of several pivotal conversations Brittney holds in her heart as a reminder never to chase anything that doesn’t bring with it utter joy.

▶▶ partner
spotlight

Written by **Brian Gowdy**
Casa Bay Photography

...



Karen Weller and Brittney Hansen

Brittney is the Branch Manager at The Alpine Group at Fairway Mortgage. As a team, their focus is to bring quality and integrity with every loan. They never want to be the biggest, but they always strive to be the best. Further, the Fairway brand values people over profit, and Brittney, who isn't motivated by money, would never represent a company that wasn't exactly that.

If any one trait separated Brittney, it would be her ethics. First of all, she won't approve a client if, after closing, they won't have any money in the bank. Brittney feels it is her duty to educate her clients on making the best choice for them and their families. Brittney loves working with all spectrums of buyers, and some of her most fulfilling clients have been her lowest loan amounts. Nothing matches a first-time home buyer's excitement when they get approved for their home and get under contract!

When it comes to the market, Brittney's advice to real estate agents is not to let your emotions lead your business. "The market is difficult this year. If your energy radiates that buying a house is impossible, people will feel it. Shift your mindset, and your energy will reflect it. If you believe you will get your buyers into their dream home, it will happen."

“**The market is difficult this year. If your energy radiates that buying a house is impossible, people will feel it. Shift your mindset, and your energy will reflect it. If you believe you will get your buyers into their dream home, it will happen.**”

What Brittney excites most about lending is the empowerment of homeownership. Her favorite clients are single women. Single women can get stuck in the mindset that they have to be married before buying a house. Brittney loves helping them get past that limiting mindset. Brittney also loves helping veteran families; any way she can serve those that serve this country is an honor to her. Brittney hopes to bring the power of homeownership to as many people as she can, no matter what their circumstances are.

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partner spotlight

Written by Brian Gowdy

Karen Weller has been surrounded by the real estate industry since she was “knee high.” Both her parents were licensed agents in Southern California; her dad actively worked the business and her mom helped when she could. Karen’s dad was in the industry for thirty years, owning his own brokerage in his early days and becoming a managing broker towards the end of his career. Despite working full-time REALTOR hours, Karen’s dad set boundaries around his business. He worked solely off referrals and his clients respected his time with his family. Karen was inspired to create a similar situation for herself someday.

Karen earned her real estate license in '97 while living in Southern California. “I wanted to work for my dad, however, he told me I had to prove myself first. Determined to do just this, I went to work for his number one competitor,” Karen says. She spent three months building their business before Karen’s dad finally invited her to come and work for him.

In 1998, Karen met her husband, Chris. Together, they knew they didn’t want to stay in California and in 2001, they moved to a one-bedroom apartment in Colorado Springs. Neither of them knew a soul in their new city.

Because building a 100% referral-based real estate business can be challenging when you’re a stranger in a city, Karen entered the title industry. She got her start at Land Title, elevating to a managerial role at Guardian Title, before eventually landing at Empire Title. “I love challenges and the title industry is full of them. Most title professionals won’t touch commercial files because of its complexity; if the opportunity was there, I took on every commercial file I could.”

After seventeen years in the title industry, Karen had built the referral-based

business she had dreamed of. People grew loyal to her because of who she was and the quality of her work. She built her business based off relationships. She was closing 100+ transactions per month, but she was burning out. “I felt like my job was just pushing papers under people’s noses.” The meaning behind her work was fading.

Still in love with the real estate transaction and the industry, Karen followed a friend’s advice and decided to explore the lending side. She passed the course and obtained her license within three weeks and joined Tim Duvall and Dave Slater at Academy Mortgage. After four months, the change was a bit overwhelming and Karen wound up going back to the stability of title.

Dustin Sidwell refused to give up on Karen. Prior to her leaving Academy Mortgage, he tried to convince her to give lending a little more time, though once Karen’s mind is set, there is little one can do to change it. Still, Dustin didn’t give up. Every time he would send a deal to Karen, he would remind her how incredible of a loan officer she could be.

In August 2017, everything changed. Karen experienced severe pains in the back of her head like no amount of pain she had felt before. She knew it wasn’t just another headache... She took the next available appointment with her doctor, yet the doctors were clueless. Their best guess was that Karen was having a stroke, but she was hardly forty years old! She couldn’t imagine having a stroke at such an early age. After rushing in for a MRI, she learned she had internal shingles on her brain. The cause was stress and she knew she needed a change.

In December 2017, Karen finally recommitted to the mortgage industry, joining Dustin Sidwell’s team. She promised her husband that she would give it a full year. Four and a half years of hard work, dedication, and being true to herself, she is still going strong.

What Karen finds most fulfilling about lending is helping her clients achieve the American dream. Whether it’s their first home or their fifth, whether they have good credit or bad credit, Karen absolutely loves helping people, no matter their situation. “I love this job because I feel like I’m truly a part of the process. The gratification you get from helping someone achieve their dream is like nothing else.”

Outside the mortgage business, you will find Karen and her husband Chris in the stands on a baseball field supporting their sons’ baseball careers. Today, their youngest, Tyler, is a sophomore at Discovery Canyon and is the second starting pitcher on their varsity baseball team! Their oldest, Austin, is finishing his first year at UCCS and is the head coach for Pine Creek’s C-Squad team. Further, he is on UCCS’s call list in case one of their pitchers gets injured. Even though Austin isn’t playing, Karen still goes to some of his games. Nothing warms her heart quite like players and parents talking about how much they respect Austin as a coach.

Through her dad’s examples, other influencers in the industry, and Karen’s passion to help others, she found it possible to create a referral-based business while retaining boundaries for a healthy life/work balance. Karen loves being there for both her clients and her family.

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Written by Brian Gowdy
Casa Bay Photography

Fodor

BILLIARDS

LEIGH AND DOM FODOR

Dominic Fodor worked every job under the sun before working full-time for the family business.

From 14 to 16 years old, he delivered newspapers. To this day, he remembers trying to collect on a client who owed him \$8.50, only to have a gun pulled on him! Thankfully his dad confronted the man, collecting the money later that night.

In high school, Dominic balanced two jobs: selling records at Independent Records and delivering pool tables for his dad. On top of that, he started working as a professional photographer, feeding his passion with action

shots from river runners and paying the bills by snapping school pictures through LifeTouch Photography. Because he worked during the day, he switched from high school to night school. On a given day, Dominic would wake up, take school pictures, deliver sandwiches from 11:30-4 p.m., go to night school, and then work the graveyard shift at the Village Inn.

Once he was through night school, Dominic moved to San Francisco to go to Photography School, soon learning that San Francisco wasn't for him. So he moved back to Colorado Springs, delivering pool tables by day and pizzas by night. In his early twenties, despite working from 9 a.m. to midnight, Dominic would hit downtown as soon as he was off the clock. And that led to him meeting Leigh...

Dominic and Leigh met at The Underground, "the coolest bar in Colorado Springs," as the two remember it. Leigh, at the time, was working at Tony's and Dominic found himself visiting as often as he could.

Leigh was born in Hawaii; her ancestors were the first missionaries to visit the island. She went to school in Reno and landed in Colorado Springs afterward. Her 15-year career in the restaurant industry ended when she declined a general manager position with Ted's Montana Grill, choosing instead to raise a family. She went to school to earn her master's degree in



...
computer science, later implementing the point of sale system used at Fodor Billiards.



Fodor Billiards launched in Grand Junction in 1975. Dominic's father, Bill, had worked for Ace Billiards in Denver, moving across the state to open his own billiards company in a less-competitive market. Fodor Billiards relocated to Colorado Springs, along with Dominic and his entire family, when the economy in Grand Junction tanked in the 80s.

A fun fact about Fodor Billiards is that they're one of the top five dealers of Olhausen Pool Tables and Shuffleboards nationally, the number-one brand in the billiards industry. Dominic's father called on Olhausen back in the day when they were a one-shop store, and the business relationship has held ever since.

What separates Fodor Billiards is that they're family-owned and -operated; Dominic's brother, sister, and cousin run both the Denver stores. They sell as many US-made products as they can. And everything in their store is quality.

Fodor Billiards is one of the top five dealers of Olhausen Pool Tables and Shuffleboards nationally, the number-one brand in the billiards industry.



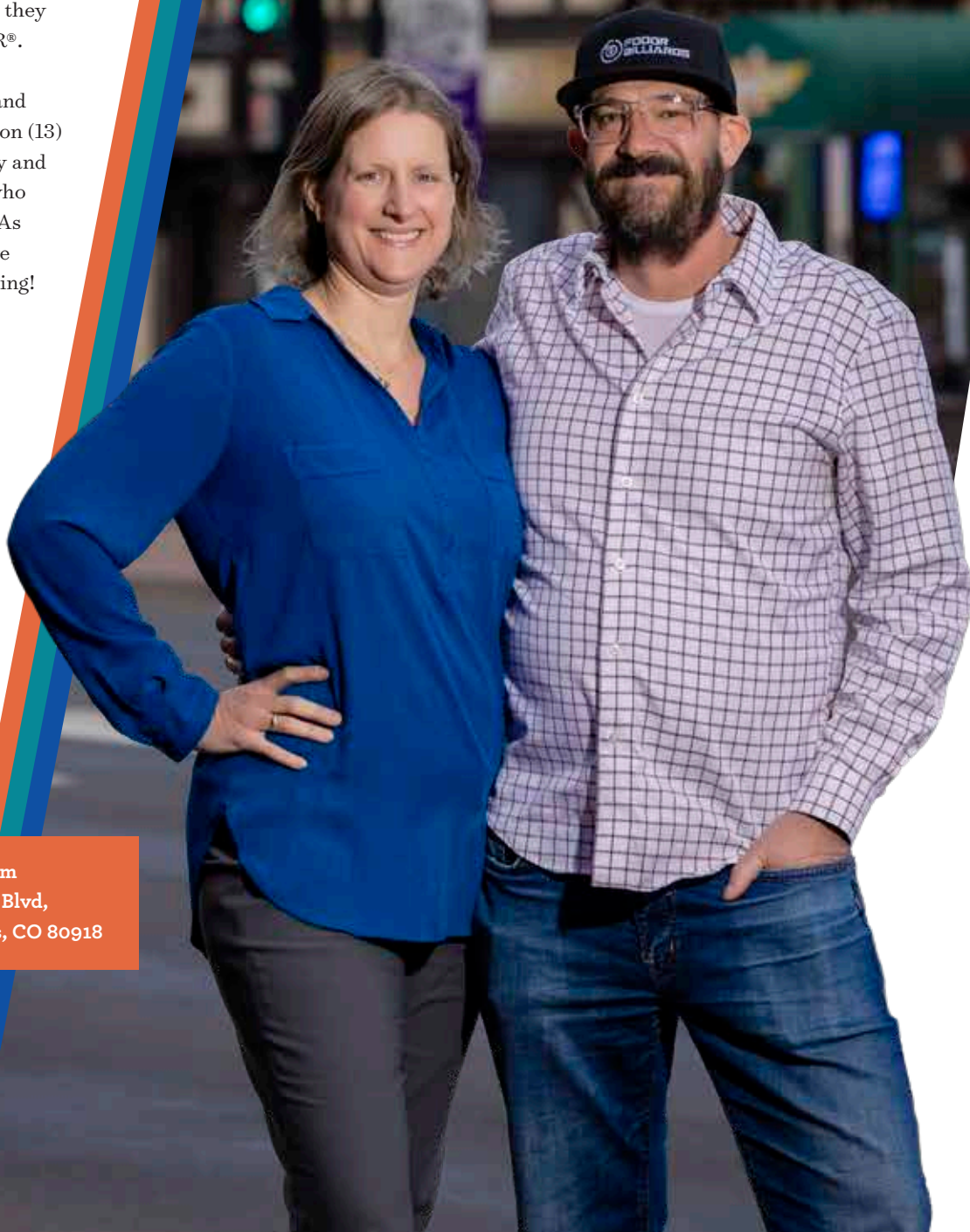
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Dominic has several passion projects outside of the business. Since 2020, he has taken up woodworking, hand-crafting tables, coffee tables, and cutting boards. "I wanted stuff in my house that didn't exist, so I made it," he says. Alongside woodworking, photography remains another of his passions.

Alongside co-owning Fodor Billiards, Leigh has her real estate license! Her focus is real estate investments, and she loves helping her friends out when they need a REALTOR®.

Together, Leigh and Dominic have a son (13) who plays hockey and a daughter (15) who plays volleyball. As a family, they love going snowboarding!



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Shannon Pattillo's Vision for a 22-Mile March

Supporting veterans and signifying the 22 veterans who take their own lives every day



Shannon Pattillo

My story began after joining the United States Army at the age of 18, in 2005. During my 8 years of service as a Military Police Officer, I deployed to Iraq from 2006 to 2008. During this difficult time, attacks were still very high on the military and our troops were adjusting to the operations and environment. One thing about this war that made it terrifying was the fact that the enemy did not dawn a uniform of any kind. Women, Children, and animals were also used for warfare.

Our unit experienced several losses during that tour. I can distinctly remember receiving the news about a good friend/brother in arms of mine, PFC Benjamin Bartlett Jr.. He was killed in action by an RPG attack on his very last mission before heading back to the states permanently. I received the news roughly 15 minutes before my convoy was ready to head out on another mission. Those emotions had to be stuffed

down deep into my core so that I could maintain focus on the mission and maintain the safety and welfare of our convoy. By the time you get back to the base, in the late evening, you're tired, hot, and mentally exhausted. You knew you needed rest for the next day's mission; there was no time to decompress or grieve. This was the response process for the several other soldiers that we lost during the war.

Eventually, I was medically retired in January 2013 due to injuries sustained from a bad car wreck. The accident crushed my left knee which resulted in a full knee reconstruction, months of physical therapy, and the beginning of a new career path. I would begin working to obtain my Bachelor's Degree of Psychology. After graduating in 2017, my family and I relocated to Colorado Springs from Texas. I started a new position, in social work, that focused on the support and services of the special needs community. I loved working in

the healthcare industry, however, God had other plans for my life.

In February of 2020, I was diagnosed with stage IV Oropharyngeal cancer. It was debilitating to hear as I have a family and my daughters were only 3 and 5 years old at the time. My husband, daughters, and family/close friends were my biggest support system during this time. I underwent several surgeries from March to May of 2020. The surgeon removed 1/3 of my tongue and right side salivary glands. I had both, left and right, neck dissections to remove infected lymph nodes. In June, I was told by my team of doctors that I was negative for the disease. That was the best news I've received in all of 2020. It took roughly six months to be able to eat "normal" again. I lost a good amount of weight during treatment. I have extensive nerve damage on my face, head, chest, and left arm. I've had to adapt to many changes from the side effects of my treatment. It's been an adjustment but I'm happy to say I have kicked cancer's butt.

Once I was given my clean bill of health, I decided to go after my true calling, Real Estate! My father has been a property investor for over 20 years. I remember going on trips with him to check out and maintain properties. I always had fun hanging out with him and learning new stuff about his side business. I remember getting excited anytime he would tour a new home that he was interested in. I would help him point out the pros and cons since I knew what he was looking for. I knew he enjoyed my company as well.

Since July of 2021, I've hit the ground running in the Real Estate industry and haven't stopped. I work under Larry Knop at his brokerage, Buy Smart Colorado. He's been an amazing mentor thus far. A big desire that I have, while working in this industry, is to give back to the community. I love helping others and working with charities to help them accomplish their goals. Back in my Army days, I used to volunteer at the veteran shelter in San Antonio just hanging with vets and serving them meals.

I've also been operating a Facebook page (Support Our Troops - Help Prevent Veteran Suicide) that assists anyone who needs information or helps with PTSD and suicide for the last 10 years. I can proudly say that

my page has helped several prior service members from taking their own lives. I work diligently to help these veterans that message me requesting help. Some just need an ear to listen and others need financial support or information regarding local services. Regardless of their needs, they are a brother or sister of arms and/or service member loved one that needs help to save a life.

Currently, I'm working on a very big event that will take place November 11-13th in 2022. I am putting together a 22-mile march from Monument Colorado to downtown Colorado Springs ending at Switchback stadium. I and several others, including first responders and service members will be at the frontline for this march. Ticket prices for this event are \$22 each. Proceeds will go to two veteran charity organizations and two first responder organizations that support and provide services to aid veterans suffering from PTSD and suicidal ideations. The significance of 22 is for the number of veterans that take their lives daily. It's a devastating number and unnecessary as well. Our nation's finest have given their all, now they need our help. I have a great team of people that have been helping to make this happen.

During this event, participants can march as far they want whether it be 500 ft, 6 miles, or the entire 22-mile track. There is no expected distance to complete. This is also open to the public. On the first two days, we will march 9 miles each, and on the third day, we will march 4 miles and end the event with a celebration at the stadium. This will include live entertainment, announcements from our proceeds recipients, and tons of vendors to meet with. It's going to be an amazing event full of stories from our nation's finest about their battles and overcoming and money will be raised to help people like them who are currently struggling.

This event means so much to me in the sense I've lost so many fellow service members to suicide motivated by PTSD. One of the hardest deaths I've dealt with was my close friend/Army brother, Matthew Leininger. We were on the same team and he was my best friend. When we got back to the states, he departed from the military and was living out his next chapter in

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“
When we are no longer
able to change a situation,
we are challenged to
change ourselves.”

- VIKTOR E FRANKL





Matthew Leininger

life. Unfortunately, that chapter ended on June 24, 2010, when he took his life. My heart was crushed. I slipped into a very deep depression for months. It took my operations sergeant and a very caring chaplain to help me get out of my funk. This event honors all of those who have lost their battle with suicide. It is also dedicated to the ones that have survived their PTSD traumas and continue to fight for their lives.

I'm originally from Rochester, New York. I've lived all over the world. Europe, Asia, and multiple states. I'm happy to have decided to settle down in Colorado. My family and I love it here. We enjoy the great outdoors that Colorado has to offer. And, I

will never get tired of looking at America's mountain. Colorado Springs seemed to be very welcoming for us as my husband and I are both military veterans. That's why we decided to relocate here. Outside of real estate, I enjoy reading, hiking, and traveling. The world is a playground, and I think we should all enjoy it the best we can.

My favorite quote is by Viktor E Frankl, "When we are no longer able to change a situation, we are challenged to change ourselves." This quote has inspired me in many ways and many times.

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THE PEAK PRODUCERS MADE A BIG DIFFERENCE IN 2021!



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Written by **Cherise Selley**, 2022
President of The Peak Producers

Outrageous generosity connects top agents in the Colorado Springs region to the reality of impacting the community in a big way. The Peak Producers, a non-profit group started in 2010 by Bill McAfee, represents the top 10% of agents in the Pikes Peak region. The vision was to form a group of the most productive agents in town, recognize their accomplishments to the public, network together, bring impactful speakers of the city to share during meetings, and connect agents with a mission to raise funds to impact the local community dramatically. Even during uncertain Covid times, the organization celebrated its top giving year, raising over \$175,870 for three non-profits. The total giving to non-profits since 2018 is \$472,850.

The three chosen non-profits will carry on through 2022 and include: Reclaiming Hope, The Springs Rescue Mission, and Mary's Home. The goal for 2022 is to surpass last year's generous giving.

Reclaiming Hope gives care to survivors of sex trafficking both locally and working with law enforcement nationally. A housing program was launched through The Peak Producers' giving for Reclaiming Hope. The first survivor to benefit from this program moved into an apartment in 2021. The woman survivor has lived her entire life with the consequences of being trafficked as a child by her family. Overcoming addictions and a lifetime of instability, she has found stability since moving into the apartment, helping her experience deep healing. She's now looking forward to the future in a way she couldn't have imagined before.

The Springs Rescue Mission impacts the homeless by providing emergency assistance such as shelter and rehabilitative services like job training. The Peak Producers have played a key role in funding the transition, where former homeless men have now gone on to learn vital careers and become fully independent.

Mary's Home provides a safe environment for women and children seeking refuge from poverty, abuse, and homelessness. The Peak Producers has helped explicitly with their needs to house these women and children with funding and support.

The Peak Producer connection between the marketplace and the non-profits has been life-changing. Impacting the community also creates a bond between agents, and those relationships often enhance the client experience on the other side of the sales transaction.

Buyers and sellers should know that The Peak Producer agent they are working with is not only one of the most productive agents in the city, but they also have a heart to give back to their local community in a highly impactful way. They are making a difference in the city for the greater good, helping the beautiful souls connected to the selected organizations who need a hand up to help themselves onward to a more abundant and productive life.



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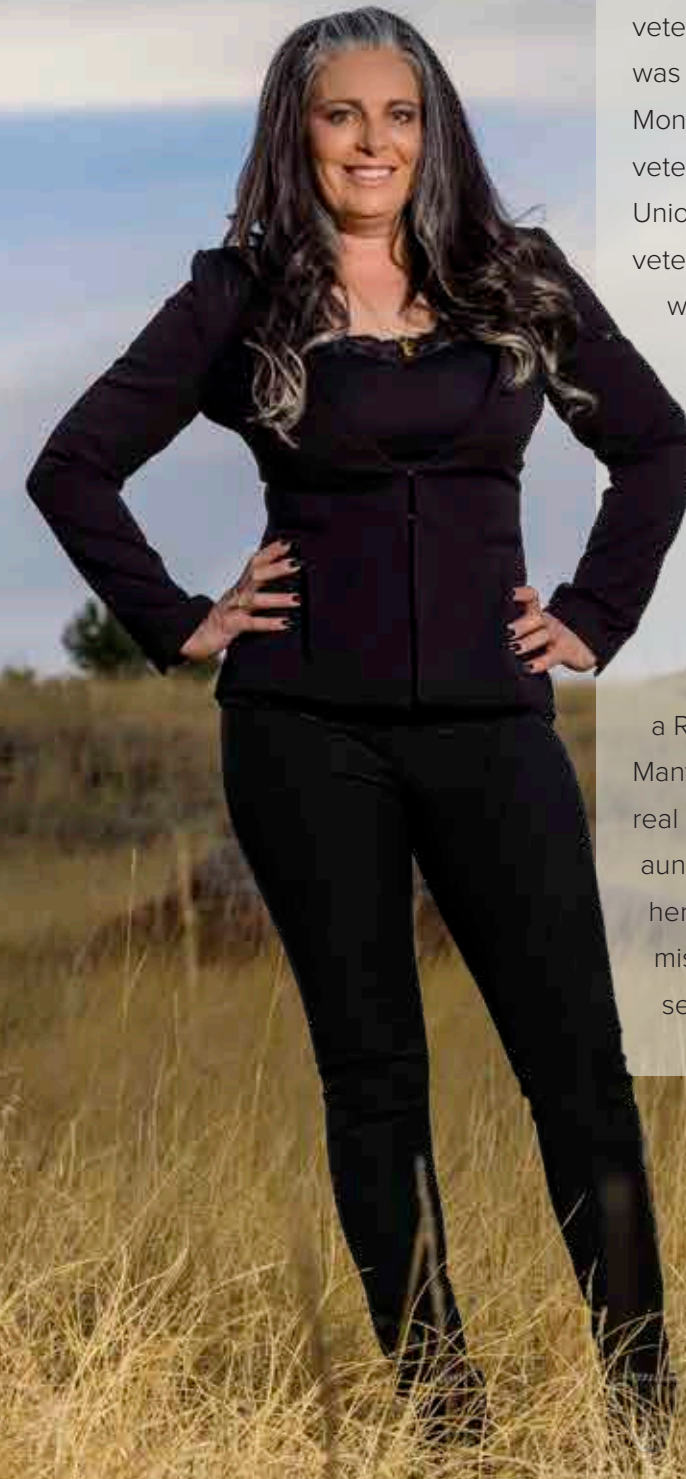
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-Crystal Sisler

CASEY CLARK

real producer ◀◀

Written by **Stephanie Brewer**
Casa Bay Photography



Lured into real estate by misperception, Casey Clark is building her legacy and living life by design. Growing up in small-town Shepherd, Montana, Casey comes from a long line of ranchers and veterinarians. Her great-great-grandfather was an English immigrant who settled in Montana and acted as the last territorial veterinarian before Montana joined the Union. Her maternal grandfather was also a veterinarian, and her paternal grandfather was a rancher and Sheriff. Casey was first introduced to real estate by her great-aunt, who was a REALTOR® for fifty years. The ripped jean-wearing tomboy recalls sitting on her great-aunt's lap, admiring her fancy jewelry. Believing her great-aunt became affluent through real estate, Casey was inspired to become a REALTOR® and follow in her footsteps. Many years later, after joining the ranks of real estate, Casey learned that her great-aunt's affluency was actually garnered from her ownership in a gold mine, but that misperception led Casey to a career of service that she loves.

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“

IN ORDER TO ACHIEVE TEAM SUCCESS,
everyone must get involved.

”



...

Casey played high school basketball, where she learned the importance of great coaching. Advancing to college-level basketball, she finished her basketball career at New Mexico Highlands University on scholarship. She developed a competitive edge inside a team dynamic that would serve her well for years to come. She reports her love language as sporting analogies and believes that “in order to achieve team success, everyone must get involved.” After earning a Bachelor of Business Administration degree in finance with a minor in marketing, she moved to Colorado Springs to live with her sister and earn her REALTOR® license. Joining Keller Williams in 2005, Casey quickly learned that being a REALTOR® required more than just selling real estate. Upon leaving Keller Williams, Casey found a mentor in the late Steve Glisson, with who she fondly recalls immediately clicking and always admiring his entrepreneurial and purposeful manner. She still taps into his energy and hears his words, “Casey, focus,” in times of chaos. He inspired her to have the courage to open her own real estate company, Clark and Associates, which also had a property management division led by her mother. Casey credits her mom with behind-the-scenes magic to always pick up the pieces and make things happen.

Now a single mom of a fifteen-year-old, Casey is determined to build her legacy and show her son, Brixton, the joy of helping people achieve their dreams. Ed Leyba, Keller Williams Operating Principal, helped her achieve her dreams with a few simple words – “Casey, you’re thinking too small.” After the sting of his words wore off, she accepted his challenge and rejoined KW Partners, which was #11 in Colorado Springs at the time. Through her leadership, dedication, and tenacity, KW Partners rose to #1 in the city before Covid. She coached and consulted 500 agents and helped create four different millionaire teams along the way. Casey is now the CEO/Team Leader of Keller Williams Client’s Choice and has an ownership interest in three Keller Williams offices locally.

Casey’s recipe for success is in operating a real estate business, not just simply selling real estate. She now strives to be a great coach to others so their real estate business can flourish in a manner that strikes a work-life balance, and they, too, can live their life by design. While she fully understands how easy it is to get wrapped up in business, she knows the importance of achieving balance, especially during Brixton’s formative years. Despite the demands of being a



...

... REALTOR®, she chooses her time with Brixton and relishes in the joys of being a lacrosse mom, traveling to tournaments, and photographing the events.

In addition to her impressive professional successes, her peers are blown away by her big heart and endless capacity to help others. While she is squarely focused on her contributions to others, the support she has received from her mother and sister along the way has made that journey a little smoother and the success a little sweeter, having shared it with her son. She continues to be inspired by Joyce Heffner Williams, who opened KW Client's Choice and remains a legend in the community. Casey and Ed look forward to leading such an amazing office. Casey is proud of her participation in the KW Cares program that supports communities in crisis across the nation through dedication of time and donations to causes such as the New Orleans flooding, the Black Forest fire,



and the recent Boulder fire. She's also excited about the newly introduced KW School of Real Estate, a no-cost real estate license program dedicated to providing access to education and discovering talent. Just another way Casey Clark and her Keller Williams team are making dreams a reality and living life by design.



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