

COLORADO SPRINGS

REAL PRODUCERS.®

CONNECTING. INSPIRING. INSPIRING.



Taryn
SIMENTAL

Capture Life Photography

JANUARY 2023

guaranteed Rate

Help your clients find their dream home this winter

Winter is a wonderful time of year to buy a home. Here are five reasons why your clients should house hunt this season:

- Avoid the competition**
 While other home buyers hibernate during the winter season, your clients can take advantage of a potentially slower market, which means more options to choose from at potentially lower prices.
- Take control**
 Since most home buyers make their purchase during the spring and summer months, some sellers become more anxious during the winter, giving you and your clients the upper hand.
- Home for the holidays**
 It's time for your clients to host friends and family in their brand new home for winter festivities!
- Invest extra dough**
 There's no better way to use that end of year bonus than on a down payment for your new home.
- Seize the season**
 Buying in the winter means spending your summer living, rather than house hunting.

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact [Guaranteed Rate](#) for current rates and for more information.

Get your buyers pre-approved today!



Chris Franquemont
SVP of Mortgage Lending
1155 Kelly Johnson Blvd., Suite 400
Colorado Springs, CO 80920

Let's get started
O: (719) 337-3021
rate.com/chrisf
chrisf@rate.com

Equal Housing Lender NMLS ID: 1435075, LO# AK - AK1435075, AL - 80471, AR - 129535, AZ - 202571, CA - CA-DFF1435075, CO - 100513557, FL - LO92417, GA - 1435075, HI - HI-1435075, KS - LO.0041246, KY - MC/82305, MD - 1435075, NC - I-201760, OK - MLD25532, TN - 1435075, VA - MLD-44699VA, WA - MLD-1435075, WI - 1435075, Guaranteed Rate Inc., NMLS #2611; For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply. AK - Lic#AK2611 AL - Lic# 21966 AR - Lic#103947 - Guaranteed Rate, Inc. 3540 N Ravenswood, Chicago IL 60613 866-934-7283 AZ - 14811 N. Kierland Blvd., Ste. 500, Scottsdale, AZ, 85254, Mortgage Banker License #090707 CA - Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act CO - Regulated by the Division of Real Estate, (866)-934-7283 FL - Lic# MLD1102 GA - Residential Mortgage Licensee #20973 HI - Lic#HI-2611 KS - Licensed Mortgage Company - Guaranteed Rate, Inc. - License #MC-0001530 KY - Mortgage Company Lic #MC20335 MO - Guaranteed Rate Lic # 14-1744-A NC - Lic # 109803 OK - Lic # MLO02651 TN - Lic #109979 VA - Guaranteed Rate, Inc. - Licensed by Virginia State Corporation Commission, License # MC-3769 WA - Lic #CL-2611 WI - Lic #27394BA & 2611BR



LIVE WHERE YOU LOVE.

Just minutes from downtown and Old Colorado City.

Gold Hill Mesa is a unique westside neighborhood where kids play outdoors, families walk the trails and neighbors come together to celebrate special occasions. Its idyllic location and access to boundless outdoor recreation make it one of the most desirable local communities. Gold Hill Mesa exemplifies a smart-growth, mixed-use community honoring its heritage while revitalizing the environment, fueling the local economy, and building a distinct westside legacy for generations to enjoy.

Stop by, visit our home builders and discover more at goldhillmesa.com



David Weekley Homes

TABLE OF CONTENTS




12
Up-and-Comer:
Renee Young



18
Partner Spotlight:
Brittany Williams Home Staging and Decor



24
Legacy:
Joyce Heffner-Williams



32
Agents Making A Difference:
Building Bunk Beds



44
Around Town:
The Peak Producers Oktoberfest Event!



48
Real Producer:
Taryn Simental



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

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the *Colorado Springs Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

SELL YOUR HOUSE IN **STYLE**

NO MATTER HOW BIG OR SMALL THE PROJECT, WE'RE HERE TO BRING THE **WOW!**

Take the stress out of selling by ensuring your home is looking its best.

The majority of buyers struggle to look past an empty home. Let us stage your home to feel spacious, comfortable and trigger an emotional response with potential buyers.



Photo credit Jorge Borges



CALL US TO SCHEDULE YOUR CONSULTATION TODAY

Brittany Williams 360.310.2690
Jordan Trask 727.746.8913

brittanywilliams0929@gmail.com
[/BrittanyWilliams.homestaging](https://www.facebook.com/BrittanyWilliams.homestaging)



PREMIERONE HOME INSPECTIONS

"If We Inspect It, We Protect It"

Why Us?

- 100 - Day **PREMIER GUARANTEE**, backed AND serviced by us. No third party companies to deal with. Even covers items that fail after the inspection day. No unexpected expenses/repairs for clients to worry about the first few months after moving in!*
- We use the latest inspection technology and provide **same day reports**.
- **One stop shop** with inspections starting at \$320 and clients can save \$100's with package deals.
- **5.0 Rating** on Google with over 1200 reviews!
- We understand how difficult going under contract can be in this market. The last thing buyers need is to be unnecessarily scared out of their purchase by an inspector. We use **level headed reporting** to deliver a balanced assessment of a home without using scare tactics.



5.0 ★★★★★ 1,279 Google reviews
Home inspector in Colorado Springs, Colorado



719.217.9594
Call or Schedule Online 24/7!
info@premieroneco.com ★ www.premieroneco.com

*Please see website for full program details www.premieroneco.com/guarantee



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

AIR DUCT CLEANING

Planet Duct
(719) 728-5111
planetduct.com

APPLIANCES

Appliance Outlet
(719) 573-5802
aocolorado.com

ASSISTANT TASKS

The On-Call Assistant
(719) 208-4605
theoncallassistant.com

**BILLIARDS/BAR
STOOLS/GAMEROOM**

Fodor Billiards
(719) 598-4611
fodorbilliards.com

BUILDER

Vantage Homes Corp
(719) 534-0984
www.vantagehomescolorado.com

CARPET CLEANING

Creative Carpet Care
(719) 641-8600
ColoradoSprings
CarpetClean.com

HOME INSPECTION

Ground Floor Home
Inspection
(719) 641-1555
groundfloorhome
inspection.com

Premier One Home
Inspections
(719) 217-9594
PremierOneHome
Inspections.com

INSURANCE

ALINK Insurance
alink2insurance.com

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

**LABOR FOR HIRE,
MOVING & LANDSCAPING**

Laborjack
(970) 690-7709
www.Laborjack.com

LANDSCAPER

719 Landscape Design
(719) 649-1196

MORTGAGE

Benton Capital
Mike Benton
(719) 331-5443

Fidelity Mortgage Solutions
Vaughn Littrell
(719) 290-0415
vaughnlittrell.com

Guaranteed Rate
Chris Franquemont
(719) 337-3021
Rate.com/ChrisF

Low Cost Mortgage
Mike Floren
(719) 362-0439
LCMLoans.com

Mortgage
Solutions Financial
Leanna Hardwick
(719) 283-9577
mortgagesolutions.net

Northpointe Bank
Danny O'Brien
(719) 651-3951
northpointe.com/
home-lending/get-started/
dan-obrien

Synergy One Lending
Dave Slater
(719) 377-5575
s1l.com

The Alpine Group at
Fairway Mortgage
Brittney Hansen
(719) 505-6924
fairwayindependentmc.com/
Brittney-Hansen

The Alpine Group at
Fairway Mortgage
Karen Weller
(719) 459-2704
fairwayindependentmc.com/
Karen-Weller

MOVING & STORAGE
5 Star Moving & Storage
(719) 417-4993
5starmovingandstorage.com

Arrow Moving and Storage
(719) 573-3460
arrowmoving.net

NEIGHBORHOOD

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

PROMOTIONAL PRODUCTS

A Squared Promotions
Arlene Alvarez
(719) 505-8047
a2promos.com

PROPERTY MANAGEMENT

All County Colorado Springs
Property Management
(719) 445-7172
allcountycs.com

RADON MITIGATION

All Colorado
Radon Mitigation
Ben Ingalls
(720) 726-4556
allcoloradoradon.com

RESTORATION

AmeriDri Restoration
(719) 388-8509
AmeriDri.com

**SOCIAL MEDIA
MARKETING**

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

STAGING

Brittany Williams Home
Staging and Decor
(360) 310-2690
facebook.com/
BrittanyWilliams.
homestaging

TAX PLANNING

Tax Time CPAs
(720) 828-6218
TaxTime.cpa

TITLE & ESCROW

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

Fidelity National Title
(719) 590-1711
FNTColorado.com

First American Title
firstamcolorado.com

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

SOUTHERN COLORADO

471 S. Baldwin St
Woodland Park, CO 80863

1975 Research Pkwy, Ste 150
Colorado Springs, CO 80920

4783 Farmingdale Dr, Ste 215
Colorado Springs, CO 80918

102 S Tejon St, Ste 1100
Colorado Springs, CO 80903

Jeanette Hodge | Account Executive
EMAIL: jhodge@firstam.com
PHONE: 719.246.9074

Carter Cobbett | Account Executive
EMAIL: ccobbett@firstam.com
PHONE: 719.318.5197

First American Title™

First American Title Insurance Company and the operating divisions thereof, make no express or implied warranty regarding the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and FirstAm.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.

©2022 First American Financial Corporation and/or its affiliates. All rights reserved. | NMLS: FAF 10620611132

ORLY'S ART GALLERY
CUSTOM FRAMING FINE ART SERVICES

Original Art & Framing • Hanging & Delivery Available

Please come by and see our collection as well as our Monthly Featured Artist.

Visit us online for updated information.
orlyartgallery.com • 719.630.3371
730 South Tejon, Colorado Springs

Open Monday-Friday 10am-5pm • Saturday: 10:30am to 2pm
Closed Sunday & Monday: **Appointments Available!**

New Year,
New Marketing Resource

- ✓ Keep in touch with leads
- ✓ Make your listings stand out
- ✓ Easy to use templates
- ✓ Customization at your fingertips



Contact us to get started with
FirstAm IgniteRE™

MEET THE COLORADO SPRINGS REAL PRODUCERS TEAM

Our Vision for Colorado Springs Real Producers:

To elevate the culture in real estate so agents know each other better and treat each other more humanely. Better communication results in smoother transactions, leading to happier clients and more repeat business for everyone involved.



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



Sue Hunyady
Ad Specialist
COSads@
realproducersmag.com



Heidi Mossman
Photographer
719-789-5558



Maria Bay
Photographer
541-213-5435



Ruth Gnirk
Writer



Stephanie Brewer
Writer



Sara Cripe
Social Media Manager
sara@connect
grafiks.com



Geneva Eilertson
Reprints Manager
geneva@
realproducersmag.com

We pride ourselves on creating authentic, unique designs



- **Free Consultation**
Your unique vision and desires, our expertise and advice.
- **Custom Design**
Using our professional experience, we plot the design of your yard with every care and consideration.
- **Exceptional Execution**
From the first weed pulled to the last stone set, we work hard and pay attention to every little detail.



Contact us for a **FREE Quote**
(719) 649-1196 | 719landscape@gmail.com

Fidelity National Title

OWNERS EXTENDED COVERAGE POLICIES

Did you know that an owner's Extended Coverage Policy provided inflation protection over the first five years of ownership? Here are just a few protections it provides the buyer:

- Forgeries
- Claims of unknown heirs
- Rights of access
- Errors in the public record
- Encroachment of main dwellings
- And more!

Contact your title professional for additional information.

1277 Kelly Johnson Blvd | Suite 100 | Colorado Springs, CO 80920 | 719-590-1711 | fntcolorado.com

ALINK
Insurance Services
AUTO HOME LIFE BUSINESS

★★★★★

Isela Owens is the most professional, knowledgeable and personable insurance agent I have worked with. She helps to educate and protect her clients and their assets from any unfortunate accident. Isela works tirelessly, is extremely informed and truly cares about the people she works with. I use Isela, for both my personal and investment properties, and recommend her to all my Real Estate Clients."

- Danah Martin

Isela Owens
Senior Insurance Advisor

Email: Isela@ALINK2ins.com | Direct: 719.219.8498 | Website: ALINK2insurance.com

All County® Colorado Springs, CRMC

PROPERTY MANAGEMENT EXPERTS

Situation 8: Landlord New Year's Resolutions

1. Maximize your rent

Stay informed of property values to adjust your rent accordingly. Watch the real estate market carefully.

2. Collect your rent on time

Make sure your lease is clear on how you can recover late rent without a problem.

3. Avoid vacancies

You won't make any money unless you have tenants. A good screening process assures stable renters. Make sure your tenant gives good notice before they vacate. Market ASAP.

4. Maintain your property

Focus on preventative maintenance. Make sure it's easy for tenants to tell you about issues. Do seasonal maintenance.

5. Keep everything legal

Focus on preventative maintenance. Make sure it's easy for tenants to tell you about issues. Do seasonal maintenance.

6. Establish business hours

Emergencies happen. Create business hours and stick to them. You'll still have to handle emergency calls, like a plumbing issue with the house.

7. Hire a good property manager

You want your Colorado investment properties to be profitable. It's a job that takes time and expertise. Make your resolution to hire All County, and we'll take care of everything for you.

LANDLORD'S



NEW YEAR'S RESOLUTIONS

1 MAXIMIZE your rent

2 COLLECT your rent on time

3 AVOID vacancies

4 MAINTAIN your property

5 KEEP everything legal

6 ESTABLISH business hours

7 HIRE a good property manager

All County® Colorado Springs, CRMC (719) 445-7172
811 S Tejon St, Colo Spgs, CO 80917 allcountycs.com



COL(R) Scott Glascock
MPM® RMP®
Broker/Owner

(719) 445-7172
allcountycs.com
contact@allcountycs.com



Joyce Heffner-Williams, Greg Luczak and Brian Gowdy celebrating Joyce "passing the torch" to Greg!

Welcome 2023!

publisher's note

Wow! It's a brand new year. Time flies, and it's easy to feel like I haven't grown enough in the past 12 months, but when I reflect on where I was January 2022, nothing could be further from the truth.

Business wise, in 2022, I feel our biggest accomplishment was hosting the first-ever RP Awards. What I loved most about the event was how it brought agents together to celebrate their colleagues. I'll never forget the applause that rang after we named each of our nominees before announcing the winners. I can't wait to see how our next one shapes out. Stay tuned. ...

Another major improvement was our magazine celebration parties. In contrast with our awards event, these are simple events to organize, yet they still achieve our brand goal: to elevate the culture of the real estate community so that agents and vendors know each other on a deeper level and will be inspired to treat each other more kindly during transactions.

My first goal of 2023 is to hire an administrative assistant to help with our events and organization so that I can spend more time meeting with potential advertisers and bringing value to our current partners. As of writing this (Nov. 20, 2022), I already have someone in mind. More advertising dollars means more resources for our platform to make a positive impact on the community and the industry.

If you own a business that would benefit from more real estate referral partnerships, we welcome you to reach out for an advertising consult! At Real Producers, we go the extra mile (or two!) to bring massive value for our advertisers as soon as we bring them aboard.

Thank you all for making 2022 a special year. I hope to see you all soon!

Brian Gowdy
Publisher | Advertising Sales
719-313-3028 | brian.gowdy@n2co.com



Written by Ruth Gnirk
Photography by Heidi Mossman
of Capture Life Photography

Renee

YOUNG

LEADING WITH DATA

▲ up-and-comer

With a background in journalism and experience working for Fox News and serving as a data analyst for the Department of Defense, Renee Young loves to dig deep, lead with numbers and help clients grow wealth and equity. As a devoted Air Force wife, she has wanted to live in Colorado Springs for 15 years, and after 10 moves in 13 years, she is finally living her dream in the Springs as a REALTOR® and helping others live theirs!

ACTION RENEE

Renee grew up in northern California loving outdoor adventure. Josh, her high school sweetheart, took her on a hike for their first date. Shortly after the lovebirds married in 2005, Josh followed his dream and joined the Air Force. Renee was proud of him, and she was inspired to pursue her dream as well.

Although she enjoyed working as a special events coordinator for almost two years, Renee's love of investigative journalism prompted her to earn

an associate degree in mass communication and media studies. While working on a bachelor's degree in broadcast journalism at the University of Maryland (UMD), she served as a regional account manager for Estée Lauder Corporation, and the couple bought a home.

Renee's coursework at the UMD opened the door for her to work for the Fox News Channel as a production coordinator responsible for booking guests and coordinating for shows like *Fox and Friends*, *America's Newsroom*, *On the Record with Greta Van Susteren* and *The O'Reilly Factor*. Some of her favorite memories there were made while she was working the 2008 election between President Obama and Senator McCain and covering Capital Hill.

Like many families, the Youngs experienced a drastic drop in the value of their personal house during the Great Recession. When Josh's military career

•••

•••

necessitated a PCS, the Youngs knew they wouldn't be able to sell their home. So they turned it into an investment property.

When Josh was stationed in Honolulu for five years, Renee became an entrepreneur as an Amazon merchant dealer. She also changed her major to business and ultimately earned a degree in marketing from UMD online. Her education and experience in journalism, business, sales and e-commerce paved the way for Renee's work with the Air Force from 2015 through spring of 2022, including responsibilities as a marketing director and a data analyst for the Department of Defense.

LEAD WITH NUMBERS

When Josh was stationed at Peterson AFB in 2018, it was like a dream come true. The outdoor adventurers had always dreamed of living in Colorado Springs, and top REALTOR® Lauren Schneider found them an amazing house.

The experience was so inspiring that Renee decided to get her real estate license and join Lauren's team the Military Home Search Team. She knew that she loved the passion and direction that the Military Home Search Team had and wanted to be a part of helping the military community in Colorado. "I am a part of the most talented and incredible team. I've had so many opportunities while being on a team of true professionals. I take great joy in watching my teammates be successful as well. It's inspiring my growth," shared Renee.

In 2020, their team joined the cloud-based brokerage eXp Realty and finished the year having helped over 250 families. Last year their team served 366 families, and in the first 11 months of 2022, the team had already helped over 322 families. In the past five years, the Military Home Search Team has sold over 1,700 homes to families in Colorado.

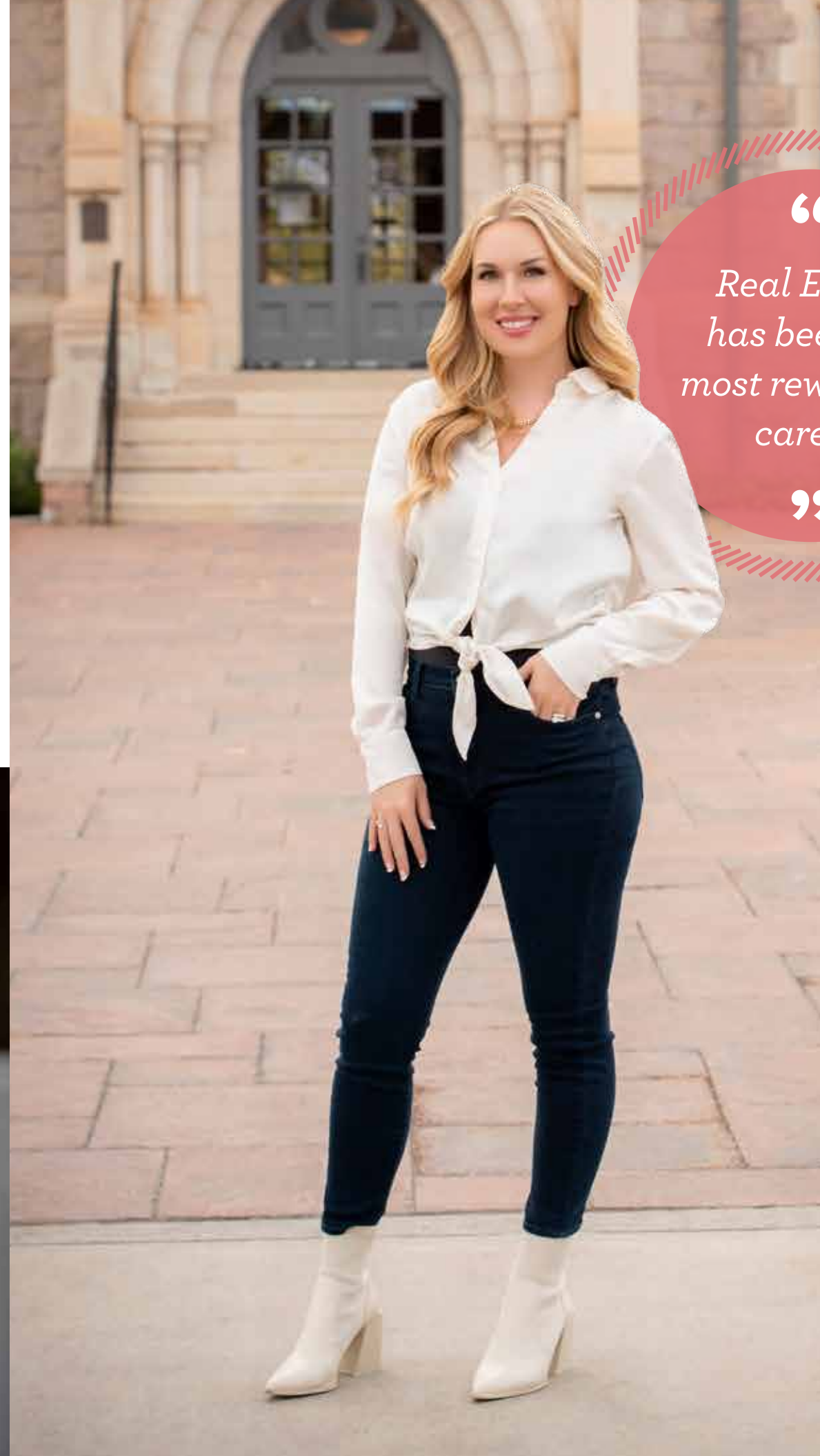
Renee is very driven to help others and make a difference. She has been good at

multitasking her entire life. She has had a long history of working more than one job and, many times, two. However, in the spring of 2022, she stepped down from her job as a DOD data analyst so that she could devote all of her "work" time and focus on her real estate clients and her teammates.

I have had incredible opportunities with my work. But, my career in real estate is the most rewarding. It really is a mix of my previous work experiences combined," shared Renee. "I love meeting new people often, hearing my clients' real stories, learning their goals, negotiating and investigating the history and condition of homes. Real estate has fulfilled my need for a challenge. I'm always looking for an innovative way to bring strategic plans and clients' goals to life."

Ninety percent of the clients that Renee serves are connected to the military. Being a military spouse herself, she is able to offer advice and information (for example, about the VA loan) from the perspective of a REALTOR® and from her own personal experience.

Renee is very client-focused. She creates a genuine connection and partnership with each new client and focuses on



“
Real Estate has been the most rewarding career.
”

learning their goals first. She is protective of her clients and likes to “insulate” them. Renee informs clients of potential risks *and* the potential benefits of each option they are considering. She has a similar heart for connecting and protecting new agents and building up her teammates by helping them utilize efficient and effective “means and methods” to accomplish their goals.

She is also very intentional about follow-up. Renee also likes to celebrate the increase in each client's investment and the opportunity they took to purposefully build wealth. As of the writing of this article (November 2022), Renee has been able to serve as an agent for 80 families buying and selling

•••

...

homes. Since joining the Military Home Search Team, she has been personally able to help over 200 clients find homes. Her hope is to help them improve their families' security and financial stability.

"The client is always the driver," noted Renee, "I listen intently, think quickly, plan creatively and deliver effectively. One of my favorite quotes, which has been accurate in my business, is, "Clients stay loyal when you stay agile."

ACTIONS SPEAK LOUDER THAN WORDS

Renee and the Military Home Search Team host some annual and quarterly client events that are geared simply on having fun together. The focus is less about real estate and more about creating a fun environment for clients and their families. They just have fun and enjoy each other's company. Renee also stays connected with her clients through monthly pop-bys and fun little "extra mile" things she does.

Renee and Josh have been married for 17 adventurous years and love the life they're creating together in Colorado Springs. They are proud of their children, Natalie (12), Lily (10) and Jacob (4). The Young family loves hiking the Cheyenne Mountains and walking Fox Run Regional Park. They enjoy exploring Colorado, especially if it involves camping or hiking, or mountain biking at Black Forest Section 16 trail.

The entire family love games and competitive adventures, such as scavenger hunts and escape rooms. Renee also enjoys fitness and truly is energized

by doing research for clients. Josh and Renee love to support local and foster a sense of community. They enjoyed being stationed in Washington, D.C.; Texas; Hawaii; Nebraska and other places, but they love Colorado Springs the best and plan to retire here.

"I want to make things easy and stress-free for my past, present and

future clients," Renee said. "I want to create an enjoyable experience for my clients that alleviates the stress of moving and finding a home. I love to be fun, but when it's time to work, I am totally focused on helping my clients. I am honest, accurate and efficient. I lead with numbers because I am committed to helping my clients make sound investments."



“
When it's time to work, I am totally focused on helping my clients.
”

Fodor Billiards

GAMEROOM DESIGN CENTER

Established 1975

YOUR "Big Kids Toy Store"



Quality THAT LASTS

- POOL TABLES
- SHUFFLEBOARDS
- COUNTER AND BAR STOOLS
- DARTS & SUPPLIES
- THEATER SEATING
- POKER TABLES
- ART WORK
- CUSTOM CUES

The Best Selection of Bar Stools in Town!

FodorBilliards.com

COLORADO SPRINGS
5959 N. ACADEMY BLVD., 80918
719-598-4611

PARK MEADOWS
5740 E. COUNTY LINE PL., UNIT 1, 80126
303-770-7771

LARKRIDGE CENTER - THORNTON
16565 N. WASHINGTON ST., 80023
303-920-0800

Brittany

WILLIAMS

HOME STAGING & DECOR

It started as a favor to a friend. Artistic by nature, Brittany Williams was helping her best friend get their home ready to sell when their REALTOR® noticed how well-staged the interior was. One introduction later and Brittany was hired!

“I never intended on staging homes long term,” Brittany says. She went to school for phlebotomy, drawing blood for sailors while she and her family were stationed at Pearl Harbor. Her plan was to become a nurse once her children started school, but she fell in love with staging, and the rest was history.

Brittany started off staging exclusively for the REALTOR® who discovered her. In 2019, she was ready to spread her wings and start her own business: Brittany Williams Home Staging and Decor.

“Going on my own was scary; I didn’t know if I was going to fall flat on my face.” Still, like so many others in our industry, she took the risk and went all in.

Less than a year later, the COVID-19 pandemic shook the industry. Suddenly homes

were selling so fast, agents were skipping staging their listings entirely. “My business slowed quite a bit. It was stressful, as it was for everyone, but it helped me set a growth pace that I could manage.”

Things clicked in 2021 when Brittany hired Jordan Trask, her first-ever assistant. Before Jordan, Brittany was carrying the entire business herself; bringing her aboard was a huge weight off her shoulders.

“Jordan saved my business,” Brittany says. “In 2021, my ex-husband and I filed for divorce. I was heartbroken; even the smallest of tasks drained my energy. Jordan stepped up. She ran the day to day; she carried the team while I recovered.” Jordan has since moved to Washington state, but she will always be a pillar of Brittany Williams Home Staging and Decor.

Today, Morgan Greer is Brittany’s business manager. Morgan has a background in the Army and used to run her own virtual assistant business. The two met while Brittany was staging a house; Morgan was the nanny for the home, and the two got to talking.



▶▶ partner spotlight

Written by **Brian Gowdy**
Casa Bay Photography

...

“We were getting along really well,” Brittany says. “Morgan gave me a glimpse of her systems to keep the household organized, and it hit me: I needed that organization in my own business!” The timing was right; Jordan was getting ready to move, and Morgan was burning out from her virtual assistant business. Morgan had dreamed of becoming a REALTOR® in the past until she was introduced to staging, realizing staging was the portion of real estate that had attracted her in the first place.

As a stager, Brittany and Morgan will put their hearts and souls into every home’s design. Staging a home earns your sellers top dollar. Choosing the right stager makes the home stand out from the competition. “By using a home’s unique qualities and hand-selected decorations, I give every home its own character,” Brittany says. “A special something that makes potential buyers say, ‘Wow, I want that!’”

When Brittany started her business, she branded herself as being a military spouse. She knows several agents started using her for that reason, and she is thankful. “One of the most fulfilling pieces of working as a stager is becoming friends with so many of my REALTOR® clients. Today, with my family situation having changed, I hope agents will continue supporting my business because of the relationships we have and the value my style of staging brings to their clients.”

Something most people now know about Brittany is that she has a blood clotting disorder. “I found out that I had Factor IV Leiden when I was 20 years old. I went to the ER for what I thought was my gallbladder. It turned out that I had blood clots in both of my lungs and in my pelvis.” It wasn’t until Brittany was pregnant with



One of the most fulfilling pieces of working as a stager is becoming friends with so many of my REALTOR® clients.



her daughter that the doctors tested her for the disorder and found out that she is homozygous for it and that she will need life-long blood thinners.

“I almost died. I have scar tissue in my lungs. I was fortunate to be able to carry two healthy pregnancies despite the high risk. My anxiety has become crippling, but I’m able to manage it with therapy. The experience made me

realize how short life is. It made me value the time I have with my family and to count my blessings.”

Staging is art within real estate. Creative by nature, Brittany sees the world through a unique perspective and loves making each home its own. “Staging is a dream career, and I won’t let any challenges hinder my passion for it.”



THE DREAM IS **FREE.**
THE **HUSTLE** IS SOLD SEPERATELY.



FIDELITY MORTGAGE
SOLUTIONS

Vaughn Littrell
Vlittrell@fidelityms.com
(719) 290-0415
NMLS # 1092985

15455 Gleneagle Drive, Suite 230 | Colorado Springs CO 80921 | FidelityMortgageSolutions.com | NMLS #476792

Regulated by the division of Real Estate



CONNECT
Social POP

Only *↘*
\$37
bucks a month

- 1. DAILY SOCIAL MEDIA POSTS FOR REAL ESTATE AGENTS**
including... Graphics, Captions & Hashtags
(You can even personalize in Canva, if you want!)
- 2. DONE-FOR-YOU POP BYS**
including... Printable Tags and Product Links
(Print designed tags and click product links from Amazon!)

Not sure if this is for you? Try us out FREE for a week and see how easy your social media can be!

CONNECT *Social* POP.com

7 FREE DAYS
Promo Code:
BOOM7

▶▶ legacy

Written by Brian Gowdy & Joyce Heffner-Williams
Photography by David Copeland of FlyHi Photography

JOYCE HEFFNER- WILLIAMS

PASSING ON THE TORCH

Joyce Heffner-Williams got her first taste of Colorado at 24 years old; she had traveled to Denver to give a speech at The Brown Palace. Having been raised on a farm in Iowa, she took one look at the mountains and decided it was time to move!



have an answer within 24 hours. May I come in and interview for the position?" She earned five listings her first month. Interest rates were 12 to 15% at the time. Most sellers came to the table with money to save their credit. "It was a gift to start out in that market. Markets after that were a breeze," she says.

Joyce's early career began with RE/MAX Properties and moved to Prudential. As a single mom for six to seven years with two boys and juggling a real estate career, she was closing 75 to 85 transactions per year when a headhunter introduced her to Keller Williams. She flew out to Austin to sit in on a class taught by Mo Anderson, the right-hand person to Gary Keller. In that class, Mo spoke the words that changed Joyce's life trajectory. Mo said, "At Keller Williams, we're about God, family and business, in that order, even though it may not be politically correct." "That was the moment my heart joined the Keller Williams family," Joyce says. At the time, Colorado Springs had one Keller Williams office; Joyce joined as an agent September of 1999. The office was off 30th and Centennial Boulevard. Joyce later learned the firm was having trouble paying their bills. She stepped into a leadership position, buying out the other five partners. "I felt it was the right thing to do." As the team lead, she was

only able to refer business and accept referral fees from her past business, a significant loss of income. It was a risk she stepped into, saying, "Failure is not an option." She pioneered being one of the first women in the real estate industry and woman-owned real estate offices in the Colorado Springs area. "There have been many people and mentors along the way 'standing on the shoulders of giants,' and so many to thank for a blessed

Soon after, Colorado Springs became her home. Joyce purchased her first home at 19, sold it, and her family moved and purchased a home in Colorado Springs. After moving, Joyce passed so many referrals to her REALTOR® that her broker paid for Joyce to go to real estate school. Upon graduating (approximately 1977), she was tasked with knocking on "For Sale By Owner" doors. Joyce remembers asking, "What do I say when I knock?"

Her REALTOR® replied with an inquisitive glance: "I don't know; what *are* you going to say?"

And so, Joyce got her start in real estate by knocking on doors. Her plan was to ask for a 30-day listing. "If at the end of 30 days, you don't like me, I go away," she would say. "But if you do like me, I'll ask for a 90-day extension. I will work harder for you than anyone else, and when you have a question, I will



lives. Brian has two sons: Rylan and Oden. Todd has three daughters (Joyce's granddaughters), who give a new kind of meaning to fun and a purpose in life: Aubrey, Courtney and Ella, all beautiful and precious.

Today, Joyce is shifting out of her role as the Leader of Keller Williams Clients' Choice and Greg Luczak is stepping in. Joyce is overjoyed about the transition. "I could have adopted Greg as a son," Joyce says, reflecting on the past few months. "He is someone who will add to what we already have here at the office." In the past, Joyce admits to having made decisions with her business mind only. Passing the torch to Greg was one she made with her heart and her business mind. He will always have the best interest of the agent front and center when making decisions. "It took an agent outside of KW to remind me that my heart and business mind is where the magic happens."



career, colleagues, family and friends over the years."

Family will always come before business for Joyce. "The world can be falling apart at the office and I won't be upset, but if my

family is hurting, my world is turned inside out."

She has been happily married to Terry Williams for 35 years. He is the VP for Heritage Title here in Colorado. She has three

sons: Troy, Todd and her stepson, Brian. Joyce's family is her purpose. As a mom, she vowed to give her boys the opportunity to go to college anywhere they wanted, and as a grandmother, she wants to ensure her family

will always be able to live in a place where they are happy and safe. Troy is a USC Trojan "Fight On" and works the social media aspect of real estate. Todd is a firefighter, 20 years for the Colorado Springs department, and graduate of CSU. The family nearly lost Troy in a bicycle accident, and they're forever grateful to still have him in their



KNOWING AND UNDERSTANDING I COULDN'T BE LEAVING MY LEGACY IN BETTER HANDS, HE WILL 'PLUS IT' AND CONTINUE HIS JOURNEY.

Moving forward, Joyce will retain some ownership but will be selling a majority interest to Greg. "Knowing and understanding I couldn't be leaving my legacy in better hands, he will 'plus it' and continue his journey." Joyce bought, built and designed their building to be the home of the best company, the best agents and the best leaders in the industry. "We grew it to a \$1-million gross profit company, and Greg is meant to be the one she passes the torch to and takes it to the next level of net a million." He is meant for a time such as this, and Joyce is so proud to call him partner and pass the leadership torch.

"There is a special American flag made of 4-by-4-inch frames where we will put our friends and family photos of our hero firefighters, police and military who have served and sacrificed to protect all of us. This flag is in loving memory of my father, Willard (Willie) Morarend, a Marine veteran.

He was the man who instilled in his girls that they could be/do anything we wanted to do or be."

Joyce will continue to recruit and run occasional training, but her focus will be on travel and family. "I've been around the world the equivalent of twice." One of her favorite places to visit is Vienna, Austria, which she has been to five times. She loves the cathedrals, the architecture and the cultures around the world. Interestingly, in India, a financially poor country, she observed how happy the people were; it was something to think about. "If everyone traveled the world, they would come back to America and be very grateful. We are blessed."

Regarding her real estate career, Joyce says, "I came from the rock (Prudential), which was a little too hard. The balloon (RE/MAX), which had a little too much air. To my last stop where I bleed Keller Williams heart red." An amazing career, clients, friends and amazing family and amazing God, the giver of all. #BLESSED

BUYERS TODAY HAVE OPTIONS!



- ✓ Down Payment As Low As 3%
- ✓ 14-Day Closing Guarantee*
- ✓ Rate Buydown Options
- ✓ Consideration of Student Loans
- ✓ Accept Job Offer Letters
- ✓ No Mortgage Insurance Options
- ✓ Seller Paid Closing Costs

RENTERS ADVANTAGE

(12-month rental payment history considered when qualifying)

2-1 BUYDOWN

(Pay a lower rate for 1-2 years)

Your clients will feel and **SEE** the difference.

SPEED



Fly through the mortgage process with the utilization of today's cutting edge technology

EASE



Navigate through the loan process with ease using our next-level app, S1 Connect

EXPERTISE



Explore your financial options with one of the best in the mortgage industry

CONTACT US TO LEARN MORE!

**COLORADO SPRINGS BRANCH
(719) 332-7497**



*All of the terms and conditions are subject to Borrower(s) satisfying all underwriting guidelines and loan approval conditions and providing an acceptable property, appraisal, and title report. Results may vary depending on the complexity of your loan. Synergy One Lending, Inc., NMLS 1907235 | www.nmlsconsumeraccess.org 3131 Camino Del Rio N 150, San Diego, CA 92108 | (888) 995-1256 | Colorado Mortgage Company Regulated by the Division of Real Estate. Intended for CO residents. Not affiliated with any government agency. All Loans are subject to underwriting approval. Terms and Conditions apply. Subject to change without notice.



Are your clients ready to buy but need help understanding all the financing options available to them?

I HAVE THE SOLUTIONS YOUR CLIENT NEEDS, WITH THE SERVICE THEY DESERVE.



Dan O'Brien // Loan Officer, NMLS# 1896170

719-651-3951 | northpointe.com/home-lending/get-started/dan-obrien

FROM OUR FAMILY TO YOURS,
Merry Christmas

May the season be a happy one for you. Wishing you and your family the best.
 With Blessings,
 Creative Carpet Care & Restoration Family



719.641.8600

www.ColoradoSpringsCarpetClean.com

Carpet Cleaning | 24/7 Water Restoration

Family Owned & Operated
 Free Estimates

How to AVOID FROZEN PIPES

UNHOOK GARDEN HOSES FROM SPIGOTS
 OPEN CABINET DOORS UNDER SINKS
 TURN HEAT UP A FEW DEGREES IN HOME
 LET YOUR SINKS DRIP WATER CONSISTANTLY

719-388-8509



The On-Call Assistant
 FOR ALL YOUR REAL ESTATE NEEDS

Time

The thing all busy realtors need more of....

Let us help you maximize your schedule. We are an innovative local real estate assistant company that can complete both in-person and virtual tasks on behalf of Agents.

- Sign Delivery
- Social Media Marketing
- Create and Deliver client Pop-Bys
- So much more

Click below to find out how



Michael Shenuk
 CEO/Co Founder



Aimee Garske
 COO/Co Founder

Theoncallassistant.com

719-208-4605

COLORADO SPRINGS REAL PRODUCERS

VOLUNTEER DAY: BUILDING BUNK BEDS

On Thursday, Oct. 20, a group of big-hearted REALTORS® joined together to volunteer at the Love Your Neighbor organization, building a three-tiered bunk bed for children who don't have a bed to call their own.

For those of you who aren't familiar with Love Your Neighbor, they are a faith-based nonprofit founded by Luke Wrobleski. Here is a bit of their story:

Luke Wrobleski started the Love Your Neighbor team when he got a few people together, loaded up a truck with fence supplies and fixed fences after

they were blown down by the 100-plus mph winds in January 2017. Soon after, he realized he was in a position to use the gifts God has given him to reach out and bless others.

The Love Your Neighbor (LYN) team initially worked on projects for homeowners that could not afford to hire a trade specialist. The team has built a deck and a wheelchair ramp; remodeled a kitchen; fixed fences; pulled weeds; installed stoves, washers and dryers; delivered dressers and even replaced a vehicle radiator.

In mid-2018, the team started to make bunk beds for kids in El Paso County.

It quickly became apparent that this should be the primary focus for the LYN team. Partnering with CarePortal to find kids that need a bed to sleep in, LYN is regularly building, delivering and assembling bunk beds for the kids that need them most.

To volunteer with Love Your Neighbor, visit <https://pulpitrock.com/lyn/>.

To join a future Real Producers volunteer day, email brian.gowdy@n2co.com.



Amber Flannigan and Brian Gowdy



Dan Simental



VANTAGE HOME | NOW BUILDING IN HOME PLACE RANCH

Home Place Ranch has a desirable mix of single-family detached residential lot sizes, complete with the neighborhood's amazing views of Pike's Peak, the Air Force Academy, and the Town of Monument.

HOME PLACE RANCH FEATURES:

- Cohesive trail network & plentiful open space
- Habitat preservation area
- Access to parks & a recreation center
- Lewis Palmer School District 38

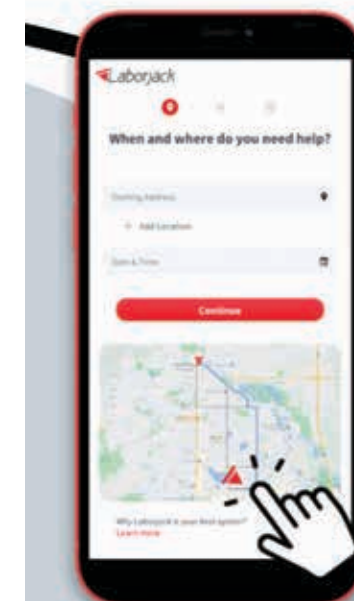
SCHEDULE AN APPOINTMENT TODAY
719.597.6373

VANTAGE MODEL HOURS

Monday - Saturday:
 Summer | 10:00am - 5:30pm
 Winter | 10:00am - 5:00pm
 Models Closed Sundays - Call for an appointment

VHCO.COM

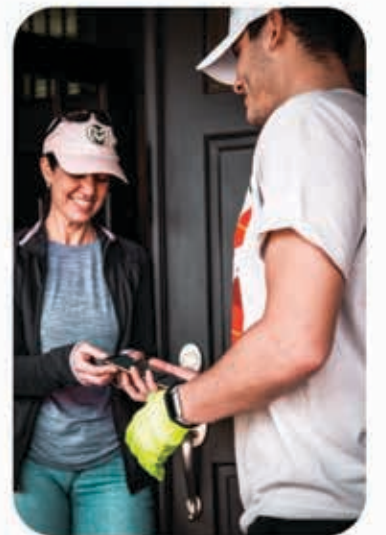
Finding reliable help just got easier.



Use Code: LBRJACK22 for 10% off your next booking!

- Listing prep
- Moving services
- Landscaping
- Odd jobs

Laborjack



LABORJACK.COM



Amber Flannigan

Casey Arent, Wendy Weber and Luke Wroblecki



FAIRWAY
advantage™
PRE-APPROVAL

Give Your Clients an Advantage

The **Fairway Advantage™ Pre-Approval*** program provides your clients with a conditionally approved loan before they make an offer, which may allow them to compete with cash!

Contact us to learn more!

BRITTNEY HANSEN & KAREN WELER



ALPINE GROUP | 6285 LEHMAN DR. SUITE 206 | COLORADO SPRINGS, CO 80918
BRITTNEY HANSEN | NMLS 1474567 | BRITTNEY.HANSEN@FAIRWAYMC.COM
KAREN WELER | NMLS 1372605 | KAREN.WELER@FAIRWAYMC.COM



*Fairway Advantage pre-approval is based on a full review of the borrower's creditworthiness and is contingent upon there being no material changes in the borrower's financial condition or creditworthiness at the time of final loan approval. Final loan approval is subject to the following conditions: (1) borrower has identified a suitable property, and a valid appraisal supports the proposed loan amount; (2) a valid title insurance binder has been issued; and (3) borrower selects a mortgage program and locks in an interest rate that will support the pre-approved monthly payment amount. Loan must close before the expiration date provided in the pre-approval. Please note that submitting verifying documentation is not a requirement to receive an estimate of closing costs associated with a mortgage loan. Copyright©2021 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Opportunity. FW1070693



...



The completed three-tiered bunk bed



Andrew Weber after a hard day on the drill saw



Taryn Simental



Brian Gowdy and Jennifer Crosby



Brian Gowdy pretending he knows what he's doing



Wendy Weber sanding with precision (while Andrew Weber tries to look busy in the background)



SAVE THOUSANDS!

FHA | VA | Conventional

WE ARE GOOD, FAST AND CHOOSE TO BE CHEAP.

CHECK RATES LIVE!!!
LCMLOANS.COM/INTEREST-RATES

Low Interest Rate • Fast Underwriting
7am to 11pm - 7 Days a Week • Easy Online Portal
Constant Communication

Contact **Low Cost Mortgage** Today!

MIKE FLOREN, OWNER, NMLS #1574886
MIKE@LCMLOANS.COM | 720-448-6610
LCMLOANS.COM | 719-362-0439
685 Citadel Drive E. Suite 290-9 | Colorado Springs, CO 80909

Low Cost Mortgage LLC NMLS #2357261. Low Cost Mortgage is not endorsed by, or acting on behalf of or at the direction of, the U.S. Department of Housing and Urban Development, Federal Housing Administration, the Veterans Administration, the U.S. Department of Agriculture or the Federal Government. All programs are subject to credit and income qualification. This is not a guarantee of financing or a firm offer of credit.



Our November Magazine Celebration Party

SPONSORED BY VANTAGE HOMES



Our November 2022 features plus a few partners and guests gathered inside Vantage Homes' Forest Lakes model home to get to know each other on a deeper level! Look out for more magazine celebration parties in the months to come!



WE ARE YOUR TRUSTED SOURCE FOR RADON MITIGATION AND TESTING.

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



Ben Ingalls
(NEHA/NRPP CMT# 105986)
All Colorado Radon Mitigation, Inc.
Denver: 720.726.4556
Loveland: 970.966.7853
Colorado Springs: 719.599.8908
www.AllColoradoRadon.com



HTC Heritage Title Company
Making Transactions Personal
Commonwealth

Our sales executives are here to help you GROW YOUR BUSINESS.

Our sales executives have the expertise and knowledge to help you take your business to the next level. With the best tools and resources in the business, we are here to help you succeed in today's challenging market.



Shelly Farmer
cell (719) 330-1624
sfarmer@heritagetco.com



Eileen Wolff
cell (719) 963-5273
ewolff@heritagetco.com



Keryn DeRubeis
cell (719) 930-3447
kderubeis@heritagetco.com

Contact your sales executive today.
www.heritagetco.com

The kitchen is a main focal point for buyers.

Upgrading appliances will greatly increase your kitchen's visual appeal while staying within your budget!



AO
Appliance Outlet

Your Favorite Appliances at Outlet Prices

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

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

BentonCapital

Mortgage Lending

INTRODUCES



The Benton Capital Team and the Krystal Stearns Team are now

THE BENTON STEARNS TEAM

This change will offer a powerful combination of additional lending strategies, price offerings, experience, and market assistance to our agents and clients.

Veteran Specialists

(more than 50% of our team are veterans/veteran spouses)

200+ Years of Combined Lending Experience

Available 7 Days a Week

Local Lender with a Multi-State Presence

719-360-7171 | BentonStearns@BentonCap.com



© 2022 Premier Mortgage Resources, LLC ("PMR") | NMLS #1169 | Not an offer to extend credit or a commitment to lend. Not all products are available in all states. Restrictions may apply. Terms subject to change without notice. | PMR is licensed in AL; AZ - BK #0937529; CA - Licensed by the Department of Financial Protection and Innovation, under the California Residential Mortgage Lending Act; CO; FL; GA: 1169; HI; ID; IL; KS; LA; MD; MN; MT; MO; NV; OR; SC; TN; TX; UT; WA; and WY. Retail lending is not conducted in all states. Not all branches or MLOs are licensed in all states. BentonStearns Team and Benton Capital Mortgage Lending are DBAs of PMR

▶▶ in the industry

AGENTS ON THE MOVE



◀ Jim Beckham joined the commercial real estate division at Berkshire Hathaway HomeServices Rocky Mountain REALTORS® in October 2022.

Have you or a team member made a "move" recently? Email brian.gowdy@n2co.com to have it highlighted in *Real Producers!*



The Luczak Group moved to Keller Williams Clients' Choice in November 2022.



Original Art & Framing • Hanging & Delivery Available

Please come by and see our collection as well as our Monthly Featured Artist.

Visit us online for updated information.
orlyartgallery.com • 719.630.3371
 730 South Tejon, Colorado Springs

Open Monday-Friday 10am-5pm • Saturday: 10:30am to 2pm
 Closed Sunday & Monday: **Appointments Available!**



Real Estate Promotional Gifts Open More Doors

Welcome your clients to their new home while keeping your name in front of them and gain more referrals.
 Visit our website for product inspiration and call or email Arlene to place your custom order



CHEERS!

719.505.8047 • A2promos.com • Arlene@a2promos.com



Save your risky moves for the slopes

Make doing your taxes as easy as the bunny hill

TAX TIME
CPAs



Book A Call
 (720) 828-6218
taxtime.cpa



WE FUND VA LOANS OTHER LENDERS WON'T.

If your clients want it, and the VA allows it, we'll help you help them get it. To learn more about our VA loan program, along with other valuable service advantages we offer, call Leanna Hardwick at (719) 660-5370, or visit mortgagesolutions.net.



Leanna Hardwick
 Branch Manager, NMLS # 232051, LMB 100020544
(719) 660-5370
Leanna.Hardwick@MortgageSolutions.net





▶▶ around town



The Peak Producers OKTOBERFEST Event!

Photos by F&D | Pic2Click

Are you experiencing weird odors when you fire up your furnace? We can help with that!

Planet Duct drastically improves the quality of air, health, and cleanliness of your home, and the effectiveness of your HVAC system.

Visit us online to read our Air Duct Cleaning Blog book today!

Call Today for your **FREE** estimate.
719-728-5111 | PlanetDuct.com





BRETT NEILSEN PHOTOGRAPHY

Real Estate Marketing Services

Services Include:

- Listing Photos
- Walk Through Videos
- 3D Tours
- Aerial Photo and Video
- Lifestyle Photo and Video
- Twilights
- FREE Headshots
- ...and More!

- Over 4k Homes Photographed
- Licensed & Insured Drone Pilot
- Over 20 Years Experience in the Real Estate Industry
- Personable and Professional
- Fast Turnaround

Brett Neilsen Photography
 303-503-1107
 brett@brettneilsenphotography.com





Written by **Ruth Gnirk**
Photography by **Heidi Mossman of**
Capture Life Photography

▶ real producer **Taryn**

SIMENTAL

UNWAVERING FAITH

Prior to becoming a licensed REALTOR® in 2014, Taryn Simental worked in the fields of health care and financing. Her experiences taught her to be solution-oriented in life and with her clients. Taryn also loves to help agents create success and willingly shares her systems, processes, templates and spreadsheets. She chooses joy in the moment and learned long ago to have unwavering faith, even when life is difficult.

Taryn grew up in a small town in Illinois where everyone knew each other. When she was a senior in high school, her life took an adventurous turn as she became a new mother. The timing was somewhat unexpected, but she didn't regret her decision to embrace motherhood "ready or not."

Diligent and determined, Taryn's first job was in a local hotel. She enjoyed connecting with the staff and patrons but wanted a career that allowed her to build long-term relationships.

She considered becoming a massage therapist, but during the discovery process, she was given the opportunity to become a certified nursing assistant

(CNA) at an assisted living facility. Taryn enjoyed the people so much that she also volunteered to serve the elderly during her time off.

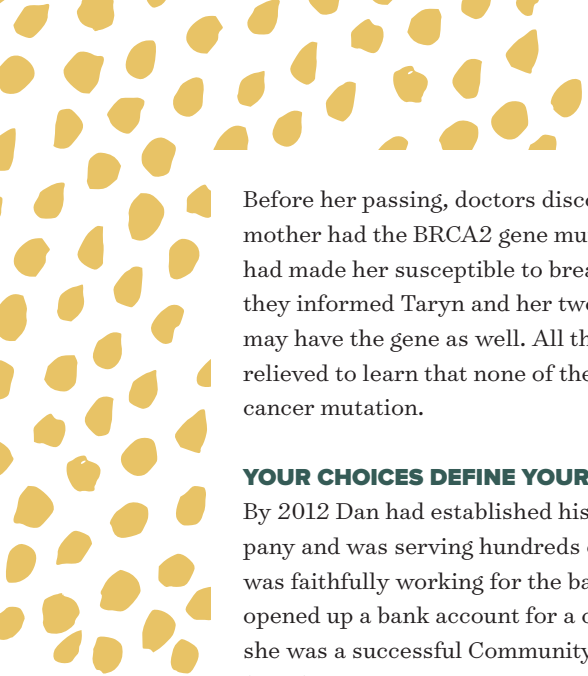
FAMILY MATTERS

Near the end of her third year as a CNA, Taryn met Dan Simental. He had great respect for her drive and passion and confided in her that he was raised by a young mother himself. The pair started their life together less than an hour away from Taryn's hometown, and she began working as a bank teller.

In the summer of 2007, the engaged couple traveled out to Colorado Springs to visit Taryn's sister. They were so inspired by the beautiful mountains that Dan and Taryn spontaneously decided to have an outdoor wedding ... right on her sister's deck in Black Forest!

2007 was also memorable for another reason. Years before, when Taryn was in kindergarten, her 32-year-old mother had been diagnosed with breast cancer. Thankfully it went into remission for over a decade, but it returned in the year 2000. In October 2007, after a long and valiant fight, Taryn's mother lost her battle to cancer at the age of 52.

...



Before her passing, doctors discovered that Taryn's mother had the BRCA2 gene mutation, which had made her susceptible to breast cancer, and they informed Taryn and her two sisters that they may have the gene as well. All three sisters were relieved to learn that none of them carried the cancer mutation.

YOUR CHOICES DEFINE YOUR FUTURE

By 2012 Dan had established his landscaping company and was serving hundreds of clients. Taryn was faithfully working for the bank and had even opened up a bank account for a celebrity! In 2012 she was a successful Community Reinvestment Act (CRA) officer and branch manager.

Taryn was thankful for Pam Topper's mentorship, which helped her provide top-rate customer service, create a positive customer experience

and develop herself professionally. Although she enjoyed what she did, Taryn felt it was time to leave banking to be home full time, helping Dan with his business and caring for their youngest daughter, who was 9 months old.

Before the year was up, the Simentals took a family trip to Colorado Springs. They enjoyed every moment of it and dreamed of coming back to live someday.

In 2013, after an ectopic pregnancy scare, they decided to live out their dream instead of just talking about it. The decision to relocate was almost as spontaneous as their outdoor Colorado wedding six years prior, but they made it happen!

BE GOOD, DO GOOD, GET GOOD

Dan managed his Illinois-based landscaping company from Colorado with Taryn's help. In the fall





“
**I HAVE AN
'ABUNDANCE
MENTALITY.'
I DO NOT
FEEL LACK
BY HELPING
OTHERS
SUCCEED IN
ANY WAY,
AND I DO
NOT EXPECT
ANYTHING IN
RETURN.**
”

of 2014, he saw an ad for a sprinkler company for sale in Colorado. When he and Taryn met with the owner of the company and his wife, they learned that the wife was a successful REALTOR® who was actively looking for a showing agent.

Taryn and Dan talked about the opportunity for a few days. There was a “risk” in Taryn taking a commission-based job, but the “reward” of flexibility with no ceiling was too much to pass up. Within six weeks, Taryn became a licensed REALTOR®.

She had a great work ethic and a powerful internal drive. She worked with a team for five years, and in February 2020, it was time for a change. Taryn had become a workaholic, and her family had taken a backseat to her business.

Shortly after this decision, Taryn received a call from Gary Martinez, principal broker of The Cutting Edge. Their authentic culture was so uplifting that she onboarded that very day. To this day, the partners at The Cutting Edge continuously promote freedom by telling Taryn, “You be you.”

During the COVID-19 lockdown, Taryn focused on systems, processes, client care and finding balance. In July of 2020, Dan became a licensed REALTOR® too, and with his support, Taryn closed \$20 million and helped 51 families by the end of the year.

To make some fun memories in 2021, the Simental family and their three dogs reserved an Airbnb in Scottsdale. They loved it so much that in October they purchased a second home in Scottsdale. By the end of the year, they had helped 83 Colorado Springs families and closed out the year at \$40 million. This year they will close \$45 million.

LOVE YOUR NEIGHBOR

Taryn focuses on client experience and always follows the Golden Rule. The Simental Team has instituted a reward program at closing for heroes, including clients in the military, teachers and first responders, to thank them for their heroic service.

Taryn was the recipient of the Real Producers Rise and Grind Award and has received the 2020 Hustle Award and the 2021 and 2022 Agent of the Year

at The Cutting Edge. Her client care is seamless, thanks to her systems and processes.

She hosts events, recognizes client birthdays and client anniversaries and does quarterly pop-bys. What really sets her apart is her attention to detail and intention to provide a stress-free experience.

Her life flows with ease, and she makes her own success. She has alarms that go off with affirmations throughout the day, and she writes in her gratitude journal daily. However, she does not wake up at 5 a.m. to get started on her workday, and she encourages other agents not to feel pressured to do so.

“I have a diligent mindset,” Taryn reflected, “but I am not overly scheduled or structured, which allows me to work most efficiently. I feel less ‘busy’ than I used to, but I am more productive! And I learned that a lull in clients is not failure; it’s just a time to recharge and work on myself.”

Taryn and Dan are proud of their children. Their son, Collin, 22, has taken over Dan’s sprinkler business and is also a newly licensed REALTOR®. Their daughter Camryn, 16, is mature beyond her years and very involved at her high school. And their youngest daughter, Chloe, 10, is on Student Council at school and is truly a carbon copy of Taryn. The Simentals love living in a cul-de-sac where they not only know their neighbors but love them like family.

When Taryn was a child, she had a variety of pets, including dogs and cats, an iguana, hamsters, a turtle and a rabbit. She is now a shelter animal advocate and serves on the board for the Humane Society of the Pikes Peak Region. The Simental family has their own variety of pets, including a golden retriever, Chihuahua, springer spaniel, cockatiel and a bearded dragon. One of their favorite family spots is the Cheyenne Mountain Zoo.

“I have learned not to inflict the pain on others that I have felt,” Taryn concluded. “I have an ‘abundance mentality.’ I do not feel lack by helping others succeed in any way, and I do not expect anything in return. There is no reason not to collaborate; there is enough for everyone! Other agents are not my competition, and helping someone else shine does not make me dimmer. I’m a win-win kind of person!”



ARROW Mayflower
Moving & Storage Co., Inc.

Arrow Moving and Storage also provides storage solutions for both homeowners and businesses. Whether you need to store items while waiting to move into your new building, or just want to alleviate all the clutter, our secured climate-controlled warehouse is the perfect solution for all your storage needs.

Moving Services: Residential • Office • Corporate
International • Specialized • Warehousing Distribution and Storage

Call us or visit our website for a quote:
719.573.3460 • arrowmoving.net



LOCAL

Your local move in the Colorado Springs Metro Area for a worry-free experience.

COMMERCIAL

Every detail is handled with expert care and professionalism.

WHITE GLOVE DELIVERY SERVICE

Projects handled with expert precision from accepting items for storage, delivery, and set up in their home.

INTERSTATE

As an Interstate Agent for Wheaton World Wide Moving, we leverage the power of our national van line network to move across the country effortlessly.

STORAGE

Need Storage? Ask about our 20,000 sq ft, Dept of Defense approved for our military members' state-of-the-art facility with 24 hr surveillance.

"I always feel confident in referring Melysa and 5 Star Moving to my clients!



They are extremely reliable and provide accurate estimates in a professional manner. She treats my clients with a personal touch that makes them feel confident and comfortable with the packing and moving of their valuable possessions! I will continue to refer her as I know my clients are in great hands."

~Dianna Dalton-Daily



INSURANCE YOU CAN DESIGN TO MEET YOUR EVER CHANGING NEEDS

- Automobile insurance
- Business insurance
- Coverage you can customize to meet your needs

Michael Hendrickson
Your Local Agent
1965 Dominion Way Ste 120, COLORADO SPRINGS, CO 80918
MHENDRICKSON@FARMERSAGENT.COM
<https://agents.farmers.com/mhendrickson>

Call 719.572.5938 today!
Smart choices last a lifetime.

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



15741518

@realproducers



CALL OR EMAIL TODAY FOR A FREE ESTIMATE
719.227.7755

info@5starmovingandstorage.com • 5starmovingandstorage.com

Woman AND Locally Owned & Operated



USDOT 70719 | MC 87113



**Legacy
Title Group
has joined
forces with
Empire Title!**

3 locations to serve your better

5555 Tech Center Drive, Suite 110
Colorado Springs
(719) 884-5300

8605 Explorer Drive, Suite 250
Colorado Springs, CO
(719) 884-5300

1220 Main St., Canon City, CO
(719) 275-4900



**WE DON'T SUCCEED
UNLESS YOU DO!**

Empire Title • etcos.com