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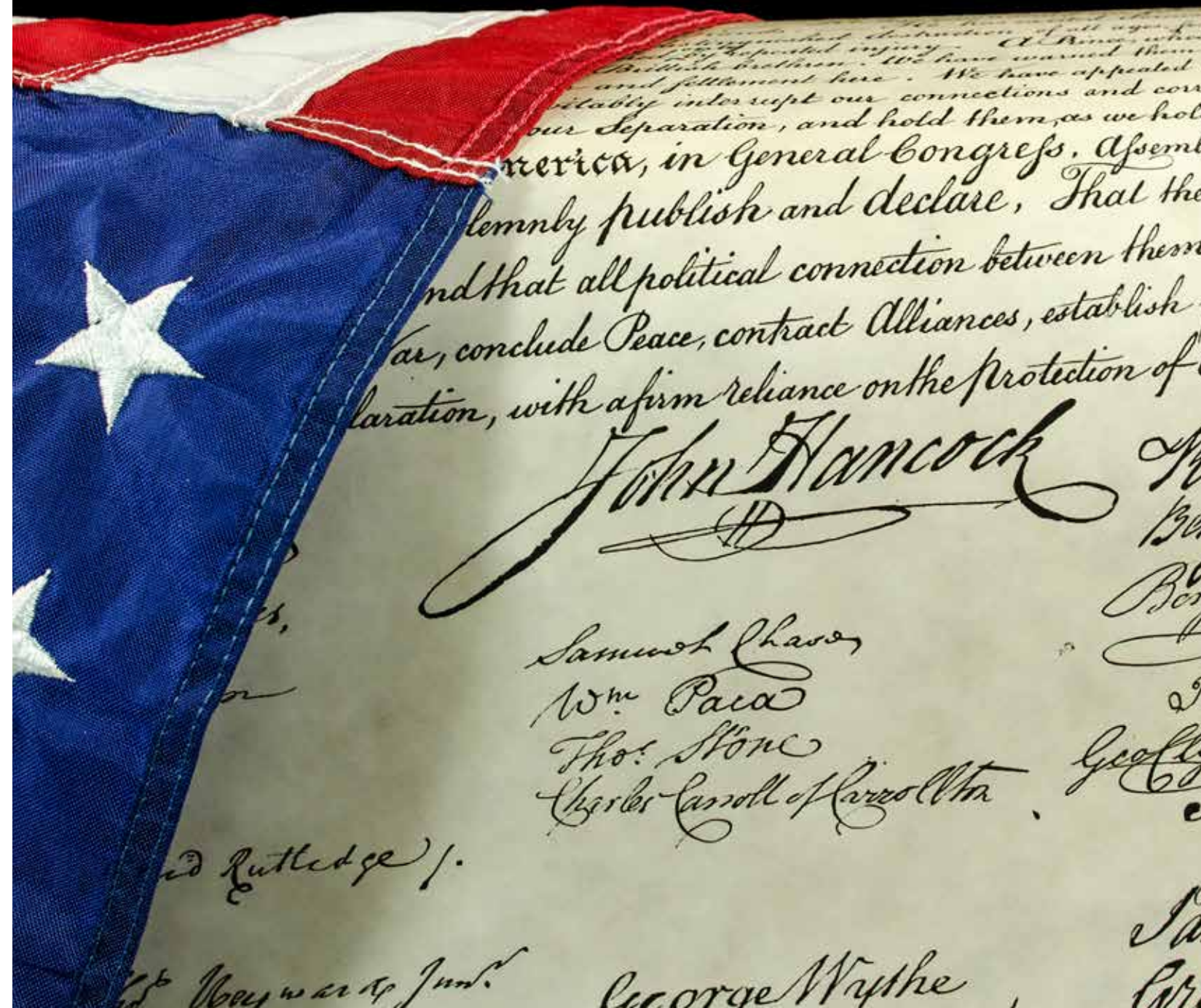




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welcome JULY

Welcome to our July edition of *Colorado Springs Real Producers*! I hope you get the chance to get to know your fellow agents and industry professionals better by reading this magazine.

As of typing this (May 20th) we are in the early stages of planning our next big Real Producers event: Colorado Springs' first-ever "30 Under 30." By the time you're reading this, we will have received dozens of applications and we will be in the process of narrowing the applicants down to 30 outstanding agents. Our October magazine will be dedicated to our "30 Under 30 Class of 2023" and there will be an event in the fall to celebrate the selected agents.

Assuming this goes smoothly, we plan to do a version of "30 Under 30" every fall, mixing up the age demographics. Some potential ideas are "35 Under 35," "40 in their 40s," "30 Over 30 Years in the Business," etc... Stay tuned for what we come up with! And we will circle back to 30 Under 30 in a few years.

Unlike the RP Awards, we are putting together a committee of (as-unbiased-as-realistically possible) real estate professionals who can filter through the applicants and determine who makes the cut.

With The RP Awards in the Spring and the "30 Under 30"-style event in the Fall, that should solidify our annual event schedule in terms of large-scale events. We will continue to host Magazine Celebration Events bimonthly and a few volunteer days throughout the year on top of them.

Thank you fall for your support and participation! I can't wait to see how our first-ever "30 Under 30" shapes out!

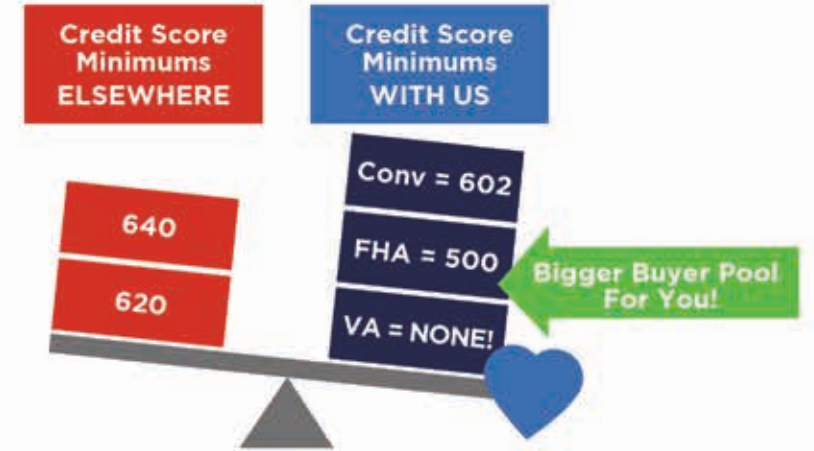
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Brian Gowdy and friend, Nate Holm, at the top of the Manitou Incline on April 1st, 2023. Brian had just set a new personal best: 49.55!



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MIKAYLA DRINKWINE

Mikayla Drinkwine's passion for real estate began in her early twenties after taking a job as a nanny and personal assistant for an agent. Mikayla fell in love with the lifestyle. The agent she worked for "was the kind of person I wanted to be: kind, caring, and hardworking. She eventually made me her real estate assistant, which is how I came into the industry." From that experience, Mikayla was driven to become a licensed agent.

▶▶ rising star

Written by Tabby Halsrud
Casa Bay Photography



When Mikayla and her husband Travis moved to Colorado, they knew no one. Being in the army, Travis was gone much of that first year and Mikayla would often find herself alone and immersed in study. Not having much to lose, she adopted a “failing is not an option” mentality. She was focused on her goal and determined to be successful. The hard work, lack of sleep, and lack of nutrition in the beginning were sacrifices Mikayla was willing to make to reach her goals. That determination is something that she and Travis share as a driving force. “We are forward thinkers and we don’t chill in comfort.”

COLLABORATION OVER COMPETITION

When Mikayla first got into the game, there wasn’t a lot of collaboration in real estate. “Having a stronger personality can get you far in life, but sometimes people don’t like it or see you as too much of something. I’ve always been very driven and very collaborative. I believe that one person’s success doesn’t diminish another person’s success. I want to build that collaborative mindset in the industry.” It took a few moves before she found people who had a similar mentality.

Mikayla believes in putting people over transactions. “Your business is personal – real estate is one of the most personal transactions you’re ever going to make.” Mikayla has always been an assertive person and uses constructive, straightforward conversations to get business done. “I will push as much as I need to on behalf of my client. I challenge



policies that don’t make sense and look into the details of rules. I know that if I can’t get it done, it’s because it’s just not possible.” This is one thing that builds trust with her clients because they see the skill, expertise, and effort she’s putting in on their behalf.

BALANCING PARENTHOOD AND REAL ESTATE

In the early years of her career, Mikayla struggled to do real estate and be a present parent at the same time. “I used to be proud of having my young daughter at a closing. I don’t know who made me believe that I had to work 24x7 in order to deem myself as a successful or hardworking business person, but shifting that mentality was a big transition for me. The ‘hustle culture’ is what makes us so badass in business, but it weakens us in human nature.”

The home-buying process is an emotional one and it’s the top priority when people are in the midst of making a purchase. She validates her clients’ stress and reassures them that everything that needs to be done is being done. “It’s important to be the person they can lean on and to help alleviate the stress as much as we can. At the same time, I’ll never not show up for my kids.”

Mikayla quickly learned the importance of setting expectations and boundaries early with new clients. She is not one to answer the phone while in meetings, nor will she answer calls or respond to texts from clients at all hours of the day. She also made the decision to set aside Sundays for her family. “I know that I have lost business for these things and will probably lose future business too, but my kids come first. I now

“
YOUR BUSINESS IS PERSONAL – REAL ESTATE IS ONE OF THE MOST PERSONAL TRANSACTIONS YOU’RE EVER GOING TO MAKE.”



choose to align myself with people who feel the same way.”

Mikayla knows a lot of agents who miss family dinners or are distracted at kids’ sporting events because they are on the phone or showing houses. But for Mikayla, “These are the kinds of things that I drew the line with. My family comes first and I wanted to build a successful business that didn’t require me to sacrifice that.”

One thing that makes Mikayla’s partnership with Travis work is that they share similar morals and values. They put their kids, ages one and three, first and align themselves with good people. This supports them in finding a workable balance between their hectic schedules and raising a family.

Mikayla is proud of the fact that she and Travis have created this life together. “We’ve been best friends since middle school and are partners in every sense of the word.” Not only do they raise a family together, but they collaborate in their professional and philanthropic endeavors as well.

A BIGGER MISSION

In addition to the passion they have for their families and their business goals, Mikayla and Travis have a shared passion for raising awareness about human trafficking and supporting the rehabilitation of survivors. The Drinkwines have been involved in fundraising events the last two years and recently collaborated with others in the launch of The Lending Hand Foundation to create awareness and raise funds for Sarah’s Home and smaller, local organizations.

Mikayla’s big dream extends beyond a thriving real estate business. “I want to open homes for kids. I want them to know: ‘this is your space and you are safe here.’ That would be the best job ever.” In the meantime, Mikayla wants to create awareness about what

trafficking is and how prevalent it is – even in Colorado Springs. She hopes to provide resources and guidance about how to talk to kids who have gone through it.

SHAPED BY HER PAST

Mikayla’s upbringing and early experiences have shaped the way she shows up in business, the way she chooses to raise her kids, and in her desire to help others. Mikayla was sexually assaulted when she was eleven. After that experience, she carried a lot of anger and resentment that she didn’t know what to do with at the time. As such, she often found herself picking fights and getting into trouble. She was sent away to alternative schools and got expelled for fighting in high school. While her anger and aggression drove much of her rebellious behavior in her younger years, she now channels her energy into being “super badass” at her job.

Having worked through the resentment from her younger years, Mikayla now genuinely loves people and believes in the inherent goodness of human nature. Her husband Travis has been instrumental in helping her make this shift: “He has always been very positive and optimistic and has always been my balance.”

Although Mikayla has often felt like she was “too much” of something (too loud, too vibrant, or too happy), she has come to terms with the fact that not everyone is going to like her. But that creates another driving force for her: “There are not enough women in this world who feel like they can just be themselves – even if it is ‘too much.’ My kids are going to be equipped to speak up for other people who can’t speak up for themselves. They will be able to stand up for what’s right, even when they are the only ones doing it. That’s the goal.”



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Reclaiming Hope cares for survivors of sex trafficking at the point of recovery, during restoration and reintegration by addressing their physical, emotional and spiritual needs.

Hope Bags (formerly known as Restoration Bags) are backpacks filled with brand-new items. They are sent to law enforcement agencies across the country to be given to Victims upon rescue. Reclaiming Hope receives hundreds of Hope Bag requests from the FBI, police departments, Homeland Security, and other organizations each year.

Come to the event on July 16th to help raise money for 100 Hope Bags!

SAVE THE DATE:

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Helping Victims of Sex Trafficking Become Survivors
6 PM on Saturday, October 7th, 2023
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Founded in Colorado Springs, The Lending Hand Foundation organizes and hosts community events to raise funds for local charitable organizations. Their mission is to inspire others to "lend a hand" to those who need it most through community engagement. The Lending Hand Foundation was inspired by a group of individuals who all had the same goal in mind: to make the world a better place. This organization focuses on rehabilitation for young victims rescued from illegal sex trade. To date, the group has raised over \$80,000 for Sarah's Home.

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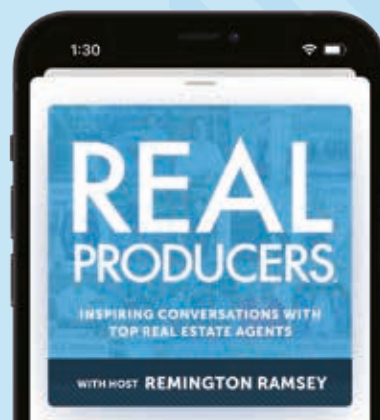


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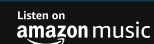


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partner spotlight
Jen



Founder of *Leading with Shui*

Written by **Tabby Halsrud**
Photography by **Casa Bay Photography**

Feng shui is a practice focused on aligning your energy and environment to the vision and goals you have for your career and your life overall. Jen Weis wants to educate people about feng shui and help them implement changes so they can see quick results. She offers consultations through her business, Leading with Shui.

Jen first started exploring feng shui in 2018 after a psychic suggested real estate as a potential career during a reading. Jen's response to that suggestion was, "no way!" Jen didn't want to be in a position of working with people in the midst of the highly emotional home-buying process. Instead, she began reading about feng shui and practicing it on her own. Her interest in the subject grew and she eventually enrolled in a training program and was certified to practice feng shui in 2020. As Jen has been working in her new business, she's noticed that many people have never heard of feng shui and many others have a very limited view on what it actually is. Her biggest task at this point is educating people through classes, events, and workshops.

What is Feng Shui?

Jen described feng shui as environmental psychology. "It's looking at how our environment affects our subconscious, how our subconscious affects our mood, and how our mood influences our decisions. The decisions we make lead directly to our actions and behaviors, which affect our daily reality."

Jen further explained through an example. "If you have an office space that is cluttered and feels overwhelming, you are likely to feel that overwhelm in your career too. Clutter reduces free space. If you don't have free space in your office, then you don't have space to receive more in the form of opportunities, helpful people, and financial support. You're consumed with energetic noise and you can't receive what the universe wants to deliver. In addition, energetic noise leads to negative thoughts, doubt, confusion, or lack of direction. All of this can hold us back in our business or career."



Relationships Matter

Jen has always been in sales and membership through a variety of companies, most recently at a local mortgage company. Her recent role helped her further develop authentic networking and relationship-building skills. She also interacted directly with professionals in the areas of real estate, title and insurance, and financial services, all of which are great referral partners for her business today.

Jen attributes much of her early success to quality relationships and has been blessed with some incredible mentors along the way. "My mentors have helped me see in myself what I already knew was there. They pushed me to develop my skills, they lifted me up, and they allowed me to fall when I needed to so I could learn

“
Anytime you have
a strong conviction
about what you are
doing, the right people
will gravitate to it.
”



from those experiences. They were there to support me as I pulled up my big girl pants.”

Jen is also grateful for the supportive people who have been excited to help spread the word about her business as well as those who are willing to collaborate on events and other projects. “I say my ‘thankfuls’ every week, and I say people’s names out loud when I do this. Having quality relationships really is so important.”

Confidence and Conviction

In addition to relationships and her past professional endeavors, Jen’s path has been shaped by her own conviction and her ability to step into uncertain situations and act on opportunities. When she feels intimidated by a new experience, she chooses to see it as an opportunity for growth and steps into it anyway. Jen’s forward-facing roles helped her grow confidence which serves her well as she shares her passion for feng shui in front of groups. She believes in what she does and is passionate about helping people make small shifts for big results. “Anytime you have a strong conviction about what you are doing, the right people will gravitate to it.”

Jen is still learning who her preferred client is, but so far has enjoyed working with business professionals and entrepreneurs, whether in their home, office, or storefront. “That’s how feng shui has helped me the most - in my career.” When Jen decided to focus on Leading with Shui full-time, she implemented a simple practice with quick results. “I wanted 10 paying jobs within four weeks and ended up receiving eight paying jobs in five days. This is powerful stuff. I’m passionate about sharing it with other individuals who are self-driven and have big aspirations. It’s all about aligning their spaces with the vision they have for themselves and their career.”

A recent client experienced quick success too. A military retirement was causing angst and uncertainty about this client’s next career steps. After implementing a few of Jen’s recommendations, the client received a job offer within three days and two additional interviews scheduled for the same week.

How do you know if feng shui can help you? Jen offered this: “When you are in your home,

office, or storefront, look around and take inventory of what you’ve chosen to surround yourself with. Does it align with the person you want to be and the professional that you’re aiming to be? If the answer to this question is ‘no’ then there should be a change.”

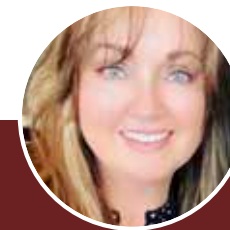
Feng Shui for Real Estate

Feng shui practices can be used throughout the home buying and selling processes. Jen collaborates with real estate agents and stagers to make recommended changes for listings. She can assist with the clearing of a home’s energy, especially in the case where something traumatic has taken place. She also performs groundbreaking ceremonies with homebuyers and their families.

Jen’s consultation starts with the client submitting a floor plan and completing a questionnaire which includes their goals and challenges. Jen visits the physical space and then returns a written report to the client within two days.

When I asked Jen what she loved most about feng shui, she said: “How life-changing it is. It’s freaking magical.”

TESTIMONIALS:



“Jen has a special passion with her Feng Shui consultations. Her intuition combines with her education to produce and complete plan for your home and/or office. As so many people work out of their homes now, harmony and prosperity are intertwined. Jen provides a full-scale service and a follow-up written report for remedies to meet your goals. Wow! I love working with Jen! You will too!”
– Trish Grinnell



“Jen is awesome! We did the Home Floor Plan assessment to help with an odd-shaped living room, managing our jungle of plants, and we’re also trying to find a good office space in the house now that I’m working remotely. Jen is *so* positive and helpful! She looked at our birthdays and walked us through our elements, then went through all the details of the house and what we could do to support each other and our goals based on using our elements and understanding the zones of the house. I loved learning about how my roommate’s and my elements compliment each other and it was so exciting to have lots of easy, little things that we can do to move the energy and support our goals. Jen is so welcoming and non-judgmental. She was totally focused on meeting us where we’re at. The whole process was easy, super fun, and we got a great report when it was over. I would absolutely recommend this experience to anyone that wants to get to know themselves better, anyone who is working towards goals in their life, and anyone that wants to find more harmony in their home (whether they live alone or with other people). So valuable!” – Sarah Guidone



“Jen is an absolute dream to work with! She is our go-to gal to lead webinars related to Feng Shui, organization, and more. It is of the utmost importance for us to put the most professional and well-spoken providers in front of our corporate clients; Jen not only meets our expectations but exceeds them! She has consistently impressed our clients as well as our team and has a wealth of knowledge to share. If you are looking for someone to present to your team, look no further!”
– Cathrine,
Access Elite Now

“Jen is kind and insightful. The feedback she gave me was spot on. The minute I did everything that she suggested, not required but suggested completely changed the energy of my space. If you are feeling stuck or in need of a change, Jen is the person with whom you should speak. She’s kind, energetic, and an overall great person. Your energy will shift just by having a conversation with her.”
– Jill Lais

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Article and photos provided by **Cody Van Hooser** of **The Gazette**
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INTRODUCING THE PROPERTY GROUP

JUSTIN HERMES LAUNCHES NEW REAL ESTATE BROKERAGE FIRM IN DOWNTOWN COLORADO SPRINGS

Downtown Colorado Springs business just got a little more vibrant, with the addition of The Property Group, Inc. at 305 S. Cascade Avenue!

“I am proud and humbled to be carrying the reputation my family established into the future and am eternally grateful to my father, John, who, as my mentor, taught me everything he knows about the real estate business and served as a role model,” said Hermes. “He emphasized how important it is to give 100% to clients and always do what is right, no matter the outcome. Our No. 1 priority is – and always will be – operating with integrity.”

People need to know what differentiates The Property Group, Inc.

“In addition to helping people purchase and sell real estate like other brokerages, we educate them about how

to intently focus on getting a passive income through real estate,” said Hermes. “The average American moves every five to six years, but with a slow and steady investment in real estate rentals that you buy and hold – for 15-20 years – you can build wealth long-term that delivers recurring rental income, long-term property appreciation, and tax benefits.”

The Hermeses were voted Best REALTOR by readers of The Gazette in 2016 and 2017 and were named one of America’s Best REALTORS by Real Trends, a leading report rating the performance of the top residential real estate brokerage firms, multiples years, too. They could be considered “fixtures” in and around the Colorado Springs metro area, buying existing homes, selling, renting and managing properties. Clients – whose happiness is a top priority – often include military families transitioning to/from local installations.



assets and acquiring investment properties, finding qualified tenants and renting properties, as well as collecting rent and accounting matters for real estate investors.

The Colorado Springs community will remain a priority for the new business as it reaps the rewards of the downtown culture. In years past, the Hermeses have participated in fundraising for veterans, first responders and foster children. They hosted events for the Colorado Springs Fire Department, the Colorado Springs Police Department, The El Paso County Sheriff's Office Foundation, Colorado Springs Rescue Mission, and Brad's Home, for young men eight to 15 years. Philanthropy will continue to be a cornerstone of Hermes' business; it is another way he can help the Colorado Springs community, along with its friends and neighbors.

"I was enthused to purchase a building to give my company a permanent place in the growing downtown scene and am so excited to share the news that we are here ... and here to stay!" said Hermes. "I am grateful to the 'we' referenced - longtime team members Stephanie Sawall, who has been by my side throughout my career, and 15-year industry veteran Sheri Boulton, and newcomer Jason Shireman, a retired firefighter - who join me in opening our new office."

"I have built a proven track record over my eight years in real estate. I personally own investment properties, sell 80 to 100 homes a year, and currently manage more than 150 properties," said Hermes. "My advice? Buy three homes and establish a portfolio. When looking at a home, consider 'What can this property rent for?' and 'What will the long-term appreciation be?'"

Hermes focuses on the local real estate scene on his weekly radio show, "Real Estate Realities with Justin Hermes," on KRDO NewsRadio 105.5 FM, 1240 AM, 92.5 FM, Sunday mornings at 10:30 a.m., and at 1 p.m. Listeners are privy to Hermes' expertise on managing real estate



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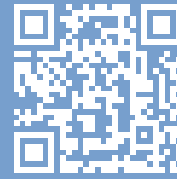
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FRISBIE

Written by Michelle Major

Photography by Heidi Mossman of Capture Life Photography

For Danielle Frisbie, “love where you live – live where you love”, is more than a slogan. It’s a deep dedication to make a difference in the lives of her clients. Her commitment to community began at a young age. From helping family friends as they prepared newspapers for delivery on an old-school paper route to starting to babysit at age eleven, Danielle has always seen work as a way to create bonds with people. And whether it was those initial forays into the job world or later when she fibbed about her age at fourteen to get hired at a local restaurant in her hometown of Lawrence, Kansas, Danielle displayed drive and tenacity in pursuing her goals. She might not have known it as kid rolling newspapers, but those traits would later contribute to her determination to do the very best for her clients.

After college, Danielle moved to Colorado to work in youth ministry at Doulos Ministries, which was both a home for troubled teens residing on the property and a Bible school. It was a rewarding and also intense day-to-day routine, so she took advantage of an additional assignment in community outreach assisting Wyldlife, a Younglife group for junior high school students. She had the opportunity to meet some incredible high-energy kids at Ken Caryl Junior High and felt privileged to positively impact so many young lives. After a year and a half in this role, she craved something

different so headed to the mountains for the summer. As it turned out, her first day of orientation at Vail Resorts in Keystone would change Danielle’s life in amazing ways. She happened to meet her neighbor in employee housing, Rob Frisbie, the man who later became her husband of 26 years and as Danielle tells us, “her biggest supporter and rainmaker.”

Since Rob was from Colorado Springs, they decided to visit while searching for a new place to live. This simple visit to family turned into the two of them finding their permanent home base. Danielle quickly fell in love with the strong sense of community, the proximity to the mountains and so many of the things that still make this town special. Danielle searched for a job and combed through The Denver Post for job opportunities. Danielle says, “Without websites like Indeed, my job search was old school; I would sit on the living room floor with a newspaper and a highlighter, circling job listings that interested me and sending out my resume to companies. I answered an ad for a pharmaceutical representative for UCB Pharma’s anti-histamine line in Southern Colorado. I still maintain friendships with those on my regional team. Pharmaceutical sales was a perfect foundation for my lifelong career in real estate.” Maybe she can blame it on that first paper route, but Danielle had once again carved out a career path that allowed her entrepreneurial spirit to soar while forming strong relationships that would continue into the next stage of her life.

One of the first things she fell in love with in Colorado Springs were the similarities between some of the city’s established neighborhoods and the converted Victorian homes she grew up seeing in her college town. Home is truly the heart of the matter for Danielle. It was an easy decision to leave pharmaceutical sales to start a family, but she realized her next career step needed to be something that would allow her to follow her multiple passions--a love of working with people, being innovative and thinking outside the box. Her deep appreciation of history and homes contribute to making real estate a perfect fit. As is a theme in Danielle’s life, a personal connection is what truly lit a fire within her. Anne Marie Flynn of The Platinum Group, Realtors represented the Frisbies in buying their first home and encouraged Danielle to become a real estate agent. Danielle has a deep respect for Anne Marie’s professionalism and comforting style of business. Danielle says, “The invitation to join their group started what was a fifteen-year commitment to the firm. My experience and education there were gifts for which I am forever grateful.”

Danielle earned her real estate license in 2002 and her broker license in 2005. As a member of the National Association of REALTORS®, as well as the Colorado Association of REALTORS® and Pikes Peak Association of REALTORS®, Danielle has extensive knowledge of the real estate market and strives to be a trusted advisor through every step



“

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of the home-buying process. Over the decades Danielle has earned over a dozen certifications and designations to enhance her skills set. Leadership Academy, Certified Luxury Home Marketing Specialist, GUILD, Graduate Realtor Institute, and Accredited Staging Professional are some that she carries that differentiate her. In her first year as an agent, she achieved a total volume of 2 million dollars in transactions. Over the years, Danielle has become a top-producing agent with a best year of 55 million dollars in transactions. Her success is a testament to her hard work and dedication to her clients. She thrives on building relationships with clients and helping them navigate the complex world of real estate transactions.

Despite her success, Danielle's early years in real estate were far from glamorous. Balancing appointments and scheduling while keeping her kids a priority was challenging. Rob, who runs a successful business of his own, helped her through the tough times.

These moments taught Danielle the importance of being flexible and being available for her clients no matter what. Those early struggles—ask her about the non-existent air conditioner she purchased after one memorable closing—enhance Danielle's understanding of the wide array of circumstances her clients deal with during the process. She prides herself on being a good communicator, detail-oriented and able to navigate an ever-changing market. As one former client says, “Her integrity, professionalism, and industry knowledge are second to none.”

If Danielle could offer advice to other real estate agents, it would be simple. “Be true to yourself, make every transaction a win-win for all parties, and always remain positive. If I could have given myself any advice when starting out it would have been to not sweat the small stuff!” Also, Danielle stresses that choosing your broker wisely is imperative. A supportive and trustworthy partner

can make all the difference. Danielle says, “In Colorado Springs, there are exceptional leaders, such as Chris Cowles, who invited me to a sales meeting at The Cutting Edge, Realtors. Upon walking into the room, Danielle knew that she had found her forever work home. Despite being a young company, it boasted a strong collaborative and welcoming culture with experienced leaders. The Cutting Edge, REALTORS ownership team now, which includes Chris Cowles, Amy Kunce-Martinez, Gary Martinez, Rob Edgin, Lorraine Amos, and myself, have decades of experience and a shared commitment to our culture of being ‘Stronger Together.’ I feel comforted working alongside my partners and agents every day.” The partner team has been one of the most supportive elements of Danielle's professional life and she is continuously grateful knowing they have each other's best interest at heart.

When asked what life events have had the largest impact on her, Danielle replied, “Moving out of my mother's house at the age of fifteen has had the most significant impact on shaping who I am today. Despite being a good kid, I was headstrong, and being on my own at such a young age was challenging. I was constantly on the go, juggling work, sports, youth group, and school. Initially, my friends' families took me in, but I then spent a year living with various relatives, including my aunt and grandmother, before heading off to college. Choosing to be independent at a young age forced me to survive, but it also instilled a desire for success to justify the path I had



chosen. This experience has made me driven, fiercely loyal, protective, and dedicated to what and those I love. Also, I must mention my grandpa. He was always my support, my role model, and my sounding board as a kid. He had so many attributes that I admired. He was wickedly smart, a savvy businessman, loving and compassionate, always positive, constantly smiling, ready with a sincere compliment, and a gentle kind soul.”

In terms of family, Danielle and Rob have two sons, Logan (21), and Spencer (19), and two Bernese Mountain Dogs, Lucy, and Joey. Danielle says, “My spunky mother lives with us, and my adventurous father resides nearby. Our sons attend college in Colorado, with Logan at Colorado State University majoring in real estate business, and Spencer studying biology at The University of Denver. We are so fortunate to have them close by. Growing up, we enjoyed weekly

Sunday dinners with extended family and friends. Family is essential to me.” Danielle’s caring and supportive nature shine through in every interaction in both her personal and professional lives. She is authentic, funny, and willing to do whatever it takes on behalf of those in her life.

Apart from work, Danielle’s top priorities are spending time with family, as well as traveling. She also enjoys discovering new and unique restaurants in the area, hiking, socializing with friends, and playing pickleball. However, her job remains a true passion and she considers her team members a second family. Everyone has perfected their role in their team. Jennifer Holms, the team director, is amazing at keeping the group accountable to their schedule while always being positive support. Brenda Cordero, the bilingual agent is incredible at bridging language barriers who has a heart for the Lord which

is constant encouragement. Ashley Moran, whose background as a Nurse Practitioner makes her a natural at caring for her client’s needs while she is a champion multi-tasker. Honorary Frisbies- Jennifer, Brenda, and Ashley, are always by her side, and she feels blessed to be surrounded by such a supportive and caring work family every day.

In closing, Danielle shares her final thoughts, “I hope this article emphasizes the importance of relationships, as they are the cornerstone of my business and life. I am grateful for the opportunity to work with friends, family, colleagues, and those who entrust me to represent them with their real estate needs. My friends and family provide me with motivation, comfort, and laughter, and they are my ultimate reason for everything I do. All of these relationships are based on a deep connection that is at the core of my life and work.”



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Yuhuan "Jin" Wick was a professional ping pong player from age 7 to 16 and was ranked 3rd in her entire province back in China (out of 38 million people!)



Melysa Benedict turned her life around, going from being homeless to owning 5 Star Moving & Storage!



Hector Alanis is the President of The National Association of Hispanic Real Estate Professionals (NAHREP) newly launched chapter in Southern Colorado.



Adam Matty likes to collect vintage Japanese market cars and restore them.

Meriam Matty's 1st language is Tagalog as she's from the Philippines. Out of practice, she has forgotten how to speak it fluently. She'll tell you English is her 2nd language yet she only knows 1 language!



Kevin Conolty is an accomplished Texas Hold 'em player and has won several tournaments!

Heather Fix was a Cheerleader at Liberty High School and loves riding motorcycles and dirt bikes with her boys.

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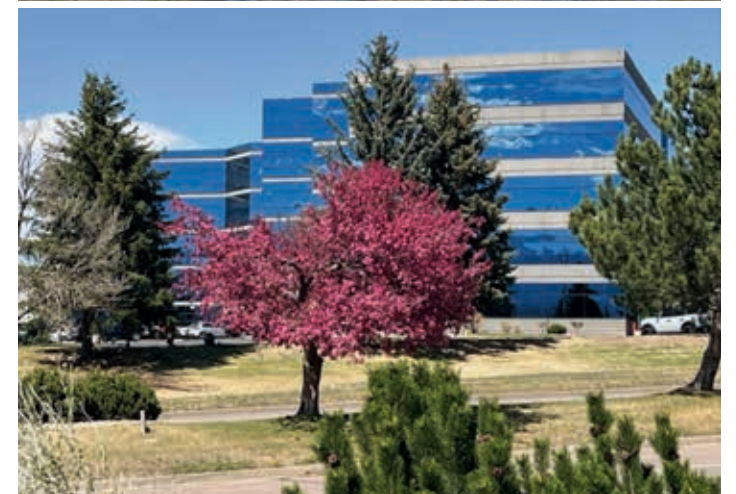
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INTRODUCING

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Where are you from? Expand on COS and why you love living here

From Colorado Springs.

My love for living in Colorado Springs stems from it's captivating natural beauty, encompassing majestic mountains, serene lake, and vibrant landscapes. The states outdoor playground offers a myriad of recreational activities, from hiking an snowboarding to biking and rock climbing, fueling a sense of adventure and connection with nature. The pleasant climate, with ample sunshine and distinct seasons, enhances the overall experience Colorado's strong sense of community, welcoming and diverse residence, and vibrant culture scene creates a fulfilling social environment. Ultimately, the combination of breathtaking scenery, outdoor adventures, community spirit, and a high quality of life fosters deep love for living in Colorado.

What got you into mortgages?

I entered the mortgage industry to follow my family legacy and fulfil my passion for supporting and aiding my community. Helping people achieve their homeownership dreams and contributing to the local community brings me great joy and fulfillment.

What's your favorite part about the mortgage industry?

My favorite part of the mortgage industry is the opportunity to make a positive impact on peoples lives by helping them secure their dream homes Guiding individuals through the home buying process and witnessing the joy and excitement of homeownership is incredibly rewarding and fulfilling.

What is one bit of advice you would give a new home buyer?

As a new home buyer, my advise would be to thoroughly research and understand the mortgage process, work with a trusted lender, and prioritize financial stability and affordability.

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