

COLORADO SPRINGS

REAL PRODUCERS[®]

CONNEC

G. INSPIRING.

Baylee
CARTER

Cain's Candids

IN THIS EDITION:

Standout REALTOR: Amber Flannigan

Partner Spotlight: PremierOne Home Inspections

Partner Spotlight: The On-Call Assistant

Photos from The 2023 RP Awards

MAY 2023



Fast AND easy: Get a mortgage in one day.*

Yup, you read that right. With Guaranteed Rate's Same Day Mortgage, your application can get approved in as little as one day, letting you close on your new home in as fast as 10 days.** We've changed the game because we know, faster wins.

Here's how to get our Same Day Mortgage:

- STEP 1:** Contact me to get started
- STEP 2:** Send us the requested paperwork within eight hours
- STEP 3:** And you're done!

So simple, so fast.

*Guaranteed Rate's Same Day Mortgage (aka "FastTrack") promotion offers qualified customers who provide certain required financial information/documentation to Guaranteed Rate within 8 hours of locking a rate on a mortgage loan the opportunity to receive a loan approval within 1 business day of timely submission of documentation and does not suggest that the borrower will receive funding on the same day as their application submission. For purposes of this offer, documents provided after 5 pm local time or on a weekend or company holiday will be deemed submitted the next business day. Guaranteed Rate cannot guarantee that a loan will be approved or that a closing will occur within a specific timeframe. Guaranteed Rate reserves the right to revoke this approval at any time if there is a change in your financial condition or credit history which would impact your ability to repay this obligation. Read and understand your Loan Commitment before making any mortgage contingencies. Borrower documentation and intent to proceed must be signed within 8 business hours of receipt. Not eligible for all loan types or residence types. Minimum down payment requirements apply. Self-employed borrowers and Co-borrowers are not eligible. Not all borrowers will be approved. Borrower's interest rate will depend upon the specific characteristics of borrower's loan transaction, credit profile and other criteria. Eligible borrowers who successfully provide all required documentation within 8 business hours will receive a \$250 Closing Cost Credit applied at closing, no cash value, and may not be combined with any other lender promotional, discounts, or concessions. Not available in all states. Restrictions apply. Visit rate.com/same-day-mortgage for terms and conditions. **Guaranteed Rate cannot guarantee that an applicant will be approved or that a closing can occur within a specific time frame. All dates and rates are subject to change based on all involved parties level of participation at any stage of the loan process. Contact Guaranteed Rate for more information.

Ready to make your move? Contact me today to learn more



Chris Franquemont
Sr. VP of Mortgage Lending

O: (719) 309-0406 C: (719) 337-3021

rate.com/chrisf chrisf@rate.com

1155 Kelly Johnson Blvd., Suite 400 Colorado Springs, CO 80920



Equal Housing Lender. Equal Housing Opportunity. NMLS #22571. For licensing information visit nmlsconsumeraccess.org. Equal Housing Lender. Conditions may apply. 42 - 14011 N. Kiwanis Blvd., Ste. 100, Scottsdale, AZ, 85254. Mortgage Banker License #000707 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, (303)-934-1283 GA - Residential Mortgage Licenser #229573 WA - Lic. #CJ-2671

OUTDOOR CONCERTS & EVENTS

MUSIC ON THE MESA



FREE & OPEN TO THE PUBLIC | GRAB YOUR LAWN CHAIRS | GRAB YOUR BLANKETS | JOIN THE FUN
FAMILY FRIENDLY | PETS WELCOMED | BEVERAGE TENT | FOOD TRUCKS

GOLD HILL MESA | 142 S RAVEN MINE DR | COLORADO SPRINGS, 80905

GoldHillMesa.com

2023 MUSIC ON THE MESA LINEUP

DATE	EVENT	ARTISTS	TIME
MAY 6	KENTUCKY DERBY	DR FINE	3-6 PM
JUN 4	PIKES PEAK INTERNATIONAL HILL CLIMB	LAST PATROL • FLASH CADILLAC	11 AM - 5 PM
AUG 12	CAR SHOW	COLLECTIVE GROOVE	4-7 PM
SEP 2	MUSIC ON THE MESA	TBA	4-7 PM
SEP 16	MUSIC ON THE MESA	SOFAKILLERS	4-7 PM
SEP 23	FALL FESTIVAL	HUCKABEE AND HARRY MO & THE CRU	11 AM - 5 PM



TABLE OF CONTENTS



06
Preferred Partners List



10
Partner Spotlight: Premier One Home Inspections



14
Real Producers Events: The 2023 RP Awards



34
Standout REALTOR®: Amber Flannigan



40
Partner Spotlight: The On-Call Assistant



46
Real Producer: Baylee Carter



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.

Springs
Transactions 

Listings, Contract to Close, Re-sale, New Construction and more...

We do it all!

Focus on establishing positive client relationships instead of spending time chasing paperwork!



Karen Harvey

Karen Harvey
Megan Johnson Alison Steinwinder
Cori Harris Melinda Murray
Abbie Wood Luke Turk
Jessica Crawford

719-238-5707 • SpringsTransactionsLLC@gmail.com

No matter where your journey takes you...

WE'LL GET YOU THERE!



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



CALL OR EMAIL TODAY FOR A FREE ESTIMATE

719.227.7755

info@5starmovingandstorage.com • 5starmovingandstorage.com

Woman AND Locally Owned & Operated



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

BUILDER

Classic Homes
(719) 785-3309
classichomes.com

Vantage Homes Corp
www.vantagehomes
colorado.com

CARPET CLEANING

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

FENG SHUI

Leading With Shui
Jen Weis
(719) 321-9913
leadingwithshui.com

HOME INSPECTION

Brick and Mortar Home
Inspection Inc.
(719) 648-2835
bandmhomeinspections.com

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

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

INSURANCE

ALINK Insurance
(719) 219-8499
alink2insurance.com

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

LANDSCAPER

719 Landscape Design
(719) 649-1196

MARKETING

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

MORTGAGE

Fairway Independent
Mortgage Corporation
(719) 925-9020
fairwayindependentmc.com

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

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

PHOTOGRAPHER

Capture Life Photography
(719) 789-5558
capturelife.photo

Casa Bay Photography
(541) 213-5435
CasaBayPhotography.com

PHOTOGRAPHY

Cain's Candid's
(719) 432-8024
www.cainscandid's.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

ROOFING

Rocky Mountain
Roofing & Restoration
John "Brendan" McKenna
(719) 237-5926
rockymountainroofing.com

STAGING

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

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

VIRTUAL ASSISTANT

Cyberbacker
(720) 706-9373
cyberbackercowyo.com

THE DREAM IS FREE.
THE HUSTLE IS SOLD SEPERATELY.



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

TURN KEY WEBSITE

Designed Specifically for Realtors!

We'll do all the heavy lifting - just send us a few small pieces of info about yourself (don't worry, you don't even have to write it down, we'll send you everything you need) and we will get to work on your custom real estate website!

Within just 2 weeks you have a brand new website that works for you, BOOM!

TURN KEY WEBSITE
Only **\$850**

CONNECT GRAFIKS & MARKETING

Hello@ConnectGrafiks.com
ConnectGrafiks.com




PREMIERONE HOME INSPECTIONS

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

Call of Honor
Professional Inspector
InterNACHI
CPI

5.0 ★★★★★ 1,430 Google reviews
Home Inspector in Colorado Springs, Colorado






Cains Candids

Elevate your business by standing out. Let me help you.

Ready to grow your business? Start here




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.

All Colorado Radon

CDPHE
CO
AARST
LOCAL INDEPENDENT CHAPTER
MAKING PROFESSIONALS SAVING LIVES

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



PREMIERONE

HOME INSPECTIONS



Dave's sister, Lisa Neal, was the perfect candidate for the position. She had already helped him with various aspects of his business and was the logical candidate for the job to help bring the business to the next level. Lisa came aboard and handled the phone calls, scheduling, digital marketing and kept things running smoothly in the background allowing Dave to focus on his side. Dave also began to train additional inspectors he trusted to ensure the company was available when needed! The company was growing rapidly.

One of the inspectors Dave hired was his brother-in-law and husband of Lisa, PJ Neal. It was truly becoming a family business and things were taking off fast. In 2017, Dave decided he brought the company as far as he could alone and decided to take a step back from inspections and brought PJ and Lisa on as owners of the company and they took over the day-to-day operations. Dave, while still being involved with the company to a lesser degree, began focusing his attention for the next several years on purchasing distressed properties and performing complete renovations to get them

back in condition to sell.

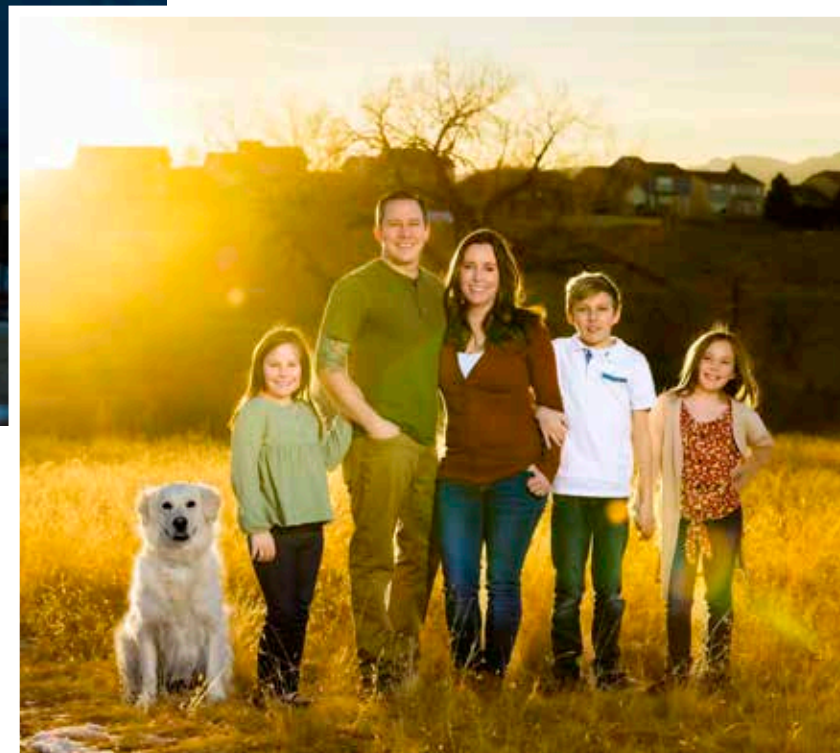
Lisa's background was in marketing and management and one of her first projects was building their website and streamlining the operations. Today, she (along with their rockstar inspection team) is responsible for their stellar online presence and their 1,500+ Google reviews.

"We work hard for our online presence," Lisa says. "Buyers do their own research. We want to be easy to find for a potential client to back up the real estate agent's referral and know they are hiring the best."

Prior to PremierOne, PJ was a trainer for a large insurance company so his background was useful in elevating the team atmosphere and handling the technology side of the company, ensuring the company was using the best tools and technology available. Building off the reputation and culture Dave started, PremierOne was quickly becoming a top choice for home inspections in Colorado.

What PJ and Lisa are most proud of at PremierOne is their guarantee they created and back themselves. Every inspection is protected by a 100-day guarantee which covers items in the house that were found to be in good condition. Sometimes there are weeks or months between inspection day and closing day, our program fills the gap. During this time, sellers are still living in the house or the home is vacant and both scenarios leave opportunities for things to break or go wrong. PremierOne will be there if a problem does arise and quickly help solve it so it does not put a damper on the excitement of moving day!

"We're in the business of taking care of our clients even after our work is complete and this is at the core of our business model. When crafting our guarantee, we didn't want some marketing gimmick, turning our clients over to a



Dave McTague had had enough. The year was 2008; Dave was a REALTOR and he had yet to find a quality, local inspector that he could fully trust with his buyers.

As a REALTOR, Dave knew a lot about homes and he was pretty handy and had a passion for the inspection side of the transaction. And so, to solve the problem, he set his real estate career aside and became an inspector himself.

Dave went from being a full-time real estate agent to a full-time inspector more quickly than planned. Granted with his background, he knew exactly what a REALTOR wanted in an inspector and the quality of his inspections and no-nonsense approach had word of mouth spreading. His phone was ringing and soon he didn't have the time to answer all the calls and complete all the inspections he was hired for. He needed to bring on help.



third-party company and hope they get the coverage promised. Our program allows us to have control and honor the commitment we make to our clients.”

A second level of protection that Premier One offers is Well Guard. Well Guard is a complimentary six-month warranty that covers wells at no additional cost with every well inspection performed. With this warranty, when a well fails we can guarantee a client will be back in their home with working water in a single day or we will put the client up in a hotel until it is fixed. Well repairs can cost thousands of dollars so whether it is a fairly simple repair or digging an entirely new well, we have our clients covered!

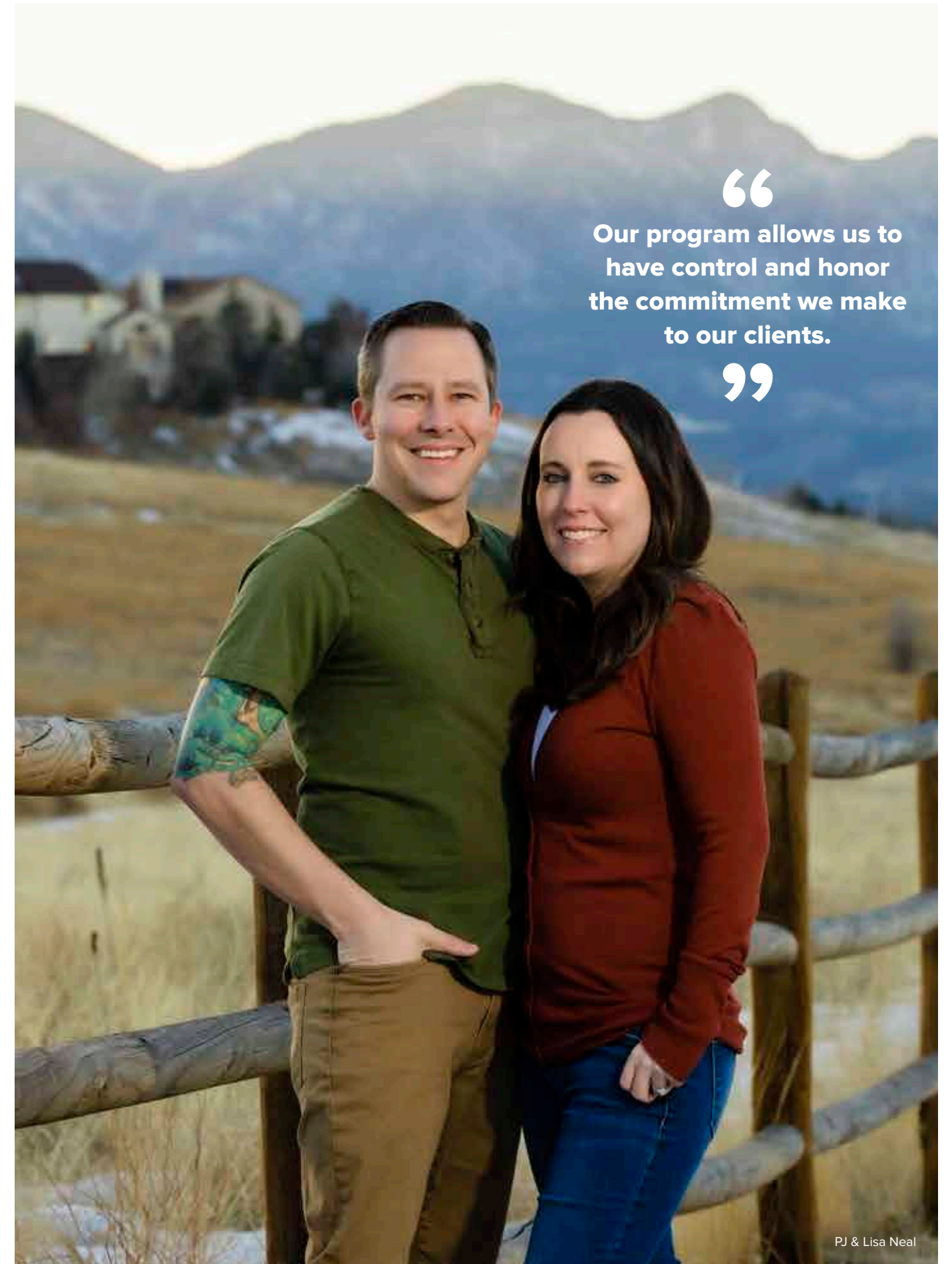
To make things as seamless as possible for clients, PremierOne is a one-stop shop for everything a buyer needs to feel comfortable purchasing their home. They offer sewer scopes, radon testing, mold testing, termite inspections, thermal imaging, and well testing “We are always looking to add more value for our customers,” PJ says.

“When it comes to our real estate agent partners, we want them to know that we’re on the same side,” PJ says. “We’re there to protect the buyer and to help with the transactions. We show them the facts about the house and we guide the client back to the agent for the big decisions. We never try to sway a client one way or another.”

PJ and Lisa know that many real estate agents have a favorite inspector. “Our goal is to be in an agent’s top three. Inspectors can get busy; when your go-to isn’t available, we want PremierOne to be your backup. Once you experience us, our goal is to add so much value that you’ll use us again and we earn that top spot on your list.”

Today, Dave McTague is back on board with PremierOne! He is working full-time as the face of the business for all things real estate. His passion is going out and making long-lasting relationships with REALTORS by showing how they can provide value and be a partner on the road to many closings. When he isn’t busy running around town, he keeps busy with his three children: Noah (9), and twins Parker and Paisley (7). Together they love to camp, roller skate and recently spent a month in Scotland visiting family that lives just over the pond.

PJ and Lisa Neal have been together for twenty years and consider themselves Colorado Natives and high school sweethearts; the two met on the school bus on their way to Air Academy High School located on the Air Force Academy! Together, they have three children: Caleb (12), Bella (9), and Lily (7). They enjoy camping and being outdoors; some of their favorite local spots are Stonewall, Buena Vista, and Leadville. They recently acquired a camper and they cannot wait to get out and explore more places!



“
Our program allows us to
have control and honor
the commitment we make
to our clients.
”

PJ & Lisa Neal

► real producers events

Photography courtesy of Chris Kjeldsen of Ground Floor Home Inspection

the 2023

RP AWARDS



The Cutting Edge, REALTORS



Thank you to the Sponsors of The 2023 RP Awards:

- Dinner Sponsor: Mike Floren with Low Cost Mortgage
- Video Sponsor: David Copeland with FlyHi Photography
- Event Co-host: Stefy Ruiz with Amplify Events Inc

Award Sponsors:

- Chris Franquemont & Bryan Yaninek with Guaranteed Rate
- Bill McAfee & Ashley Bush with Empire Title
- Melysa Benedict with 5 Star Moving and Storage
- Peter Aurich with Fairway Independent Mortgage Corporation
- Vaughn Littrell with Fidelity Mortgage Solutions
- Chris Kjeldsen with Ground Floor Home Inspection, Inc.
- Stephanie Edwards with Gold Hill Mesa
- Scott Glascock with All County Colorado Springs Property Management
- Jacob Clendenning with CyberBacker

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)



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



206,000 REASONS *(and Dollars)*

Why You Should Bring Your Clients to Classic Homes...

CLASSIC'S Q2 2023 REALTOR BONUS* INCENTIVE STARTS NOW!

102 Homes Ready to Close by June 30, 2023 | 102 Realtor Bonuses Totaling Over \$206,000!

From now until June 30, 2023, Classic Homes will be handing out Realtor cash! Licensed Realtors now have the opportunity to **earn an additional \$2,023 bonus plus 3% commission on the base price on qualifying move-in ready (or soon to be) inventory homes.** It's a win-win; a shiny new home for your buyers with an added \$2,023 gift for you!



ClassicHomes.com/realtor2023
View all the Qualifying Homes

***PROGRAM TERMS AND CONDITIONS:** 1) Realtor Bonus Incentives are available on select homes and will be paid on all contracts that originate between 1/1/23 and 6/30/23. Contracts must close on or before 7/15/23 to receive \$2,023 bonus. 2) You must be an active Colorado licensed real estate agent and must have actively participated in the sale, to include being present at the initial client meeting, contract signing, and other relevant homebuyer/builder meetings. 3) All bonus commissions will be paid at closing. 4) Bonus incentives will be awarded to the individual agent listed on the contract. 5) Program, pricing, and availability subject to change without notice.





Welcome TO THE TEAM

MICHAEL PODOYAK

VP OF COLORADO SPRINGS/WOODLAND PARK

MICHAEL.PODOYAK@FNF.COM

719-619-8385

COLORADO SPRINGS
1277 KELLY JOHNSON BLVD, SUITE 100
COLORADO SPRINGS, CO 80920
719-590-1711

WOODLAND PARK
361 W US HIGHWAY 24, SUITE 100
WOODLAND PARK, CO 80863
719-687-3081



We are proud to announce Michael Podoyak, VP has joined Fidelity National Title.

He is partnering with Tara Graham and the current teams in Colorado Springs and Woodland Park to continue to build and grow their region.

PLEASE JOIN US IN WELCOMING MICHAEL!



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
- Showing Assistant
- So much more

Click below to find out how



Michael Shenuk
CEO/Co Founder



Aimee Garske
COO/Co Founder

Theoncallassistant.com
719-208-4605



THREE COMPETITIVE ADVANTAGES WE PROVIDE THAT CAN HELP RAISE UP YOUR BUSINESS.

1. We can give you a bigger buyer pool



2. FHA Purchases

56.91% Debt-to-Income Ratios We Allow
 -41.00% Debt-to-Income Ratios Elsewhere
15.91% DIFFERENCE

WHAT DOES THIS MEAN TO YOU AS A REALTOR, AND YOUR BUSINESS?

MORE PURCHASING POWER FOR YOUR CLIENT!

Example: $\$300,000 \times 15.91\% = \$347,730$ in Purchasing Power!

3. VA Purchases

65.00% Debt-to-Income Ratios We Allow
 -41.00% Debt-to-Income Ratios Elsewhere
24.00% DIFFERENCE

WHAT DOES THIS MEAN TO YOU AS A REALTOR, AND YOUR BUSINESS?

MORE PURCHASING POWER FOR YOUR CLIENT!

Example: $\$300,000 \times 24.00\% = \$372,000$ in Purchasing Power!

Every home loan has a story.
 Let's write yours.®



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

Equal Housing Lender ©2023 Mortgage Solutions of Colorado, LLC, dba Mortgage Solutions Financial NMLS #61602, headquartered at 7450 Campus Drive, Suite #200 Colorado Springs, CO 80920, 719-447-0325. For licensing information, go to: www.nmlsconsumeraccess.org. CO Mortgage Co. Registration



ROCKY MOUNTAIN ROOFING & RESTORATION

INCREASE HOME VALUE WITH NEEDED UPDATES!

“

"John and the team at Rocky Mtn. Roofing has been a fantastic extension of our business by taking optimal care of our clients with their roofing repair needs! We appreciate his communication, hard work, and assurance of quality results through the process!"

~Mikayla Drinkwine, Stone Gable Realty

”

John "Brendan" McKenna

CRA
COUNCIL OF REALTORS
ACCREDITED
BUSINESS
A+

Roofing & Gutters | Siding & Painting | Drone Inspections
(719) 237-5926 | RockyMountainRoofing.com

ARROW
Moving & Storage Co., Inc.

Mayflower

Moving Colorado Springs

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

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

VANTAGE HOMES | **HOMESTEAD STERLING RANCH**

NEW LOTS IN STERLING RANCH
CALL NOW TO MAKE A RESERVATION

STERLING RANCH FEATURES:
School Districts 20 & 38
Various Homesite Sizes - 15,000+ Sq. Ft.
Secluded Lifestyle with Easy Access to
Briargate Shopping District & Powers Corridor

719.495.9825

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

VHCO.COM





Sneezing?
It may be time to call us
to spring clean your car-
pets for allergies!

719.641.8600

www.ColoradoSpringsCarpetClean.com

Family Owned & Operated
Free Estimates

Carpet Cleaning | 24/7 Water Restoration



Helping family's with
property damage

719.388.8509 • AmeriDri.com
Colorado Springs restoration experts since 1992



LEADING
SHUI

Professional Feng Shui Services

**SPECIALTIES
INCLUDE**

Listings that refuse to sell

Space clearings

Classes for real estate teams

Influencing the subconscious mind of potential
buyers



JEN WEIS

**THE
ENVIRONMENT**

affects a buyer's mood,
thoughts, and buying
behavior.

719-321-9913

leadingwithshui.com



Protect your
investment
and those who
matter most.

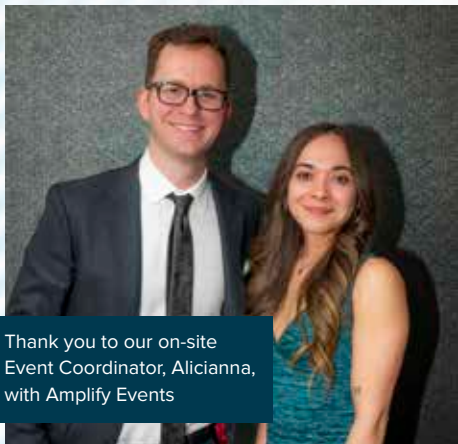
24/7

ONLINE BOOKING AT
BandMHomeInspections.com

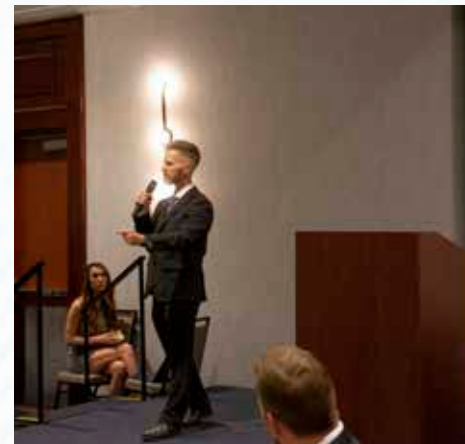
Speak to our customer care team at
719-648-2835

Brick and Mortar
HOME INSPECTIONS, INC





Thank you to our on-site Event Coordinator, Alicianna, with Amplify Events



SAVE THOUSANDS!

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.





YOUR REAL PRODUCERS PORTRAIT PHOTOGRAPHER



CALL TODAY! 719-789-5558 WWW.CAPTURELIFE.PHOTO

CYBERBACKER
COLORADO & WYOMING

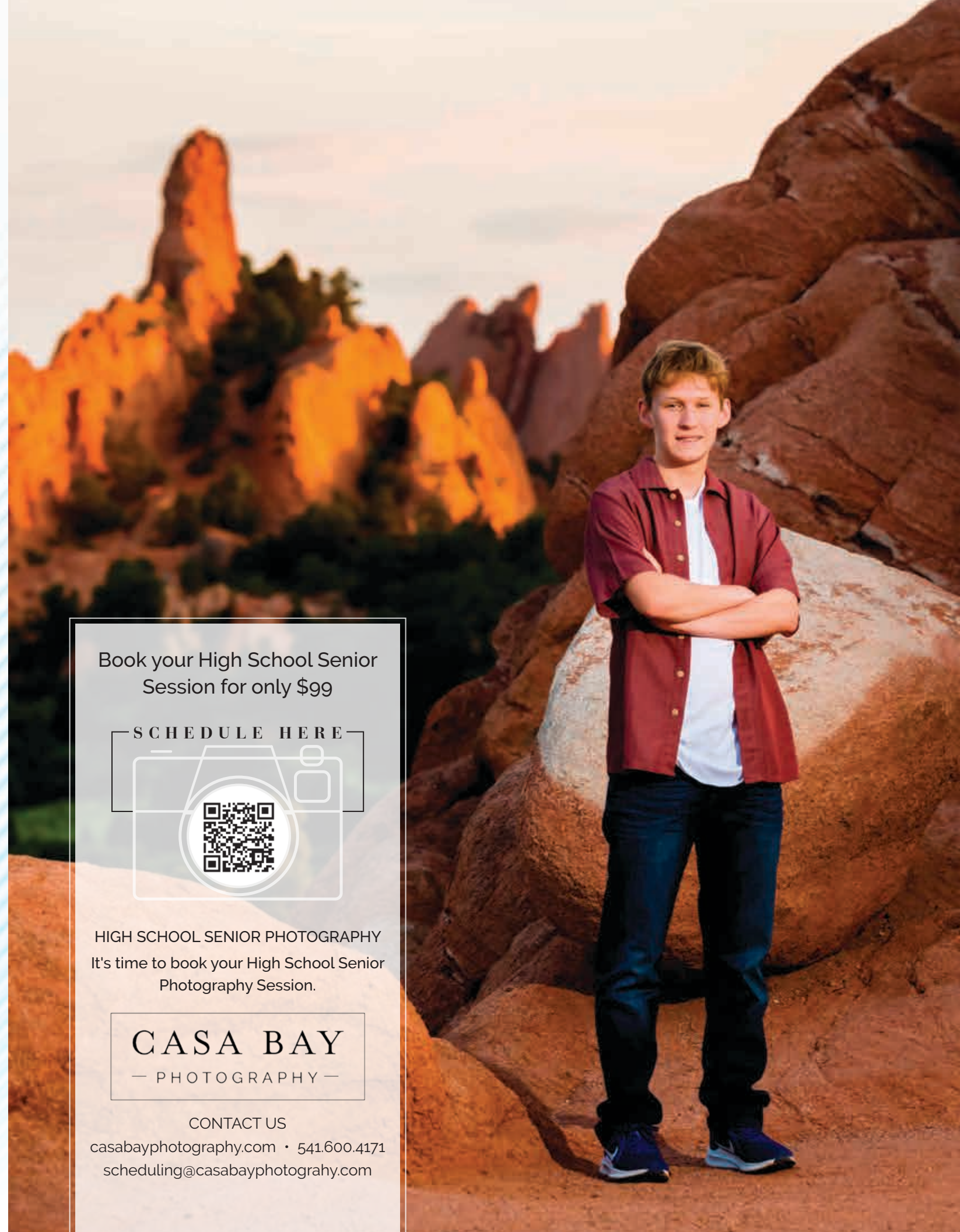
MAKE A CHANGE TODAY

Cyberbacker Colorado & Wyoming created 85 jobs, formed 85 opportunities, and changed 85 lives in just one year by providing excellent virtual assistant services that help small businesses.

✉ nocowyo@cyberbacker.com
☎ (720) 615-7866
🌐 @cyberbackercoloradowyoming

Scan to schedule a call





Book your High School Senior Session for only \$99

SCHEDULE HERE



HIGH SCHOOL SENIOR PHOTOGRAPHY
It's time to book your High School Senior Photography Session.

CASA BAY
— PHOTOGRAPHY —

CONTACT US
casabayphotography.com • 541.600.4171
scheduling@casabayphotography.com



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



719.505.8047 • A2promos.com • Arlene@a2promos.com

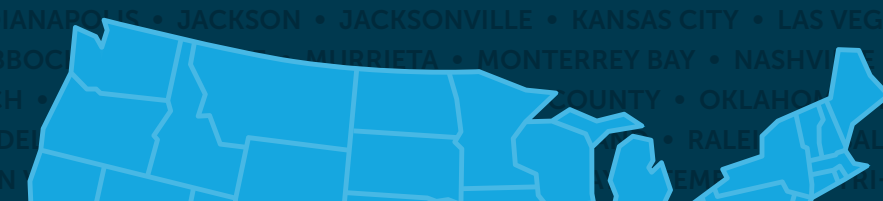


Original Art & Framing • Hanging & Delivery Available

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!




AMERICA'S BEST REAL ESTATE AGENTS

RECOGNIZED

BE PART OF THE NATIONAL REAL PRODUCERS MOVEMENT

FOLLOW US ON INSTAGRAM TODAY





▶▶ standout REALTOR

Written by Ruth Gnirk
Casa Bay Photography

Amber Flannigan

ALWAYS EVOLVING

Although she was born in Hawaii while her father was stationed at Pearl Harbor, Amber Flannigan has been part of the Colorado Springs community for almost as long as she can remember. In her college years, she was a server and bartender. Amber enjoyed being part of the hands-on service industry and all the connections that were made with the coworkers and patrons. She became skilled at listening and asking questions that helped people discover their *own* answers.

Family has always been important to Amber. Even after she began living her own life as an adult, she stayed connected with her parents and her three younger brothers. The 19-year age difference between herself and her youngest sibling allowed Amber the opportunity to connect with him as both a sister *and* an advisor. She developed an even deeper appreciation for the mutual benefits of multi-generational relationships.

THE ROAD TO REAL ESTATE

In her twenties, Amber had a love for weightlifting and considered herself to be a “gym rat.” Over several years, she had built the physical foundation to compete in physique competitions. In 2013 she focused her extra time and attention on two back-to-back competitions.

The mental and physical discipline Amber learned while preparing for competitions, and developing a stage presence, had a great impact on the way she viewed herself. The 27-year-old developed a new inner confidence and began dreaming about creating a future in which she could have lasting relationships and serve people in even more meaningful ways.

Amber became a licensed REALTOR® in 2014. She had seen the success that her father and step-mother had in the real estate industry and had an appreciation for how they helped families create security and build generational wealth. She started out on her parents’ team, but as she grew in knowledge and experience, Amber knew she needed to stretch her wings by stepping out as a solo agent.

“Some of the greatest improvements in my life occurred when I had defined tangible dreams and then worked hard to make them happen,” reflected Amber, “and I want to help others experience this for themselves. My passion in real estate is to help clients reach their goals and make their dreams a *reality*. It is my goal to be an example for others to live in their own power!”

MIRACLE WORKER

Amber recalls some of the highlights of her evolution as a REALTOR® that drive her enthusiasm for the industry, and how much she has enjoyed the opportunity to learn something new or gain deeper knowledge every day.

She is delighted by her growth and ever-increasing comfort level with the technical and contractual details as well. One of the most memorable scenarios with a client happened during the buying frenzy of 2021. It really was a “down to the wire” situation that turned into the quickest written contract in her nine-year career.

It is also the story of a client who moved to Woodland Park with no family here and connected with Amber online to find her first home. After the client closed on her house, she and Amber become good friends. To this day the client-friend sends frequent pictures of her mountain view to remind Amber that she is a “Miracle Worker.” This type of feedback and reciprocation is a great reminder to Amber that she is doing meaningful work.

YOU ARE SEEN. YOU ARE KNOWN. YOU ARE LOVED.

Amber is a catalyst of The Success Collective – Colorado Springs Downtown Chapter. The women’s networking group focuses on connecting, growing, and serving as they give back to the community.

One of Amber’s favorite ways to give back is through her consistent support of Love Your Neighbor, a local nonprofit that provides beds for children in the foster care system. (loveyourneighbors.com). She has helped fund, deliver, and literally build countless beds for the next generation.

“Each slat under the mattress of each bed has a saying with the words ‘You are seen, You are known, You are loved,’” Amber explained. “I have had some wonderful conversations with recipients, as we were delivering their beds. Many of them have never had something that was created just for them. Some have been sleeping on couches or the floor and have never had a bed of their own. Agents and partners may be surprised to learn that **a \$225 donation covers the cost of supplies for a new, handmade bed frame, a new mattress, and new bedding for a foster child.** We can *all* afford to help foster children feel seen, known, and loved!”

PWRFUL

Amber has been health conscious throughout her life, which explains why she got her degree in Nutrition Science. She now focuses on feeling healthy rather than simply looking healthy. She is conscious of the food she puts in her body and enjoys working out routinely, as it brings structure to her day.

Amber recently got a cold plunge tub and is enjoying both the mental and physical benefits she is experiencing. She is grateful that her mother introduced her to hiking when she was young. When she is in nature, Amber is able to clear her head and get her heart rate going. In her downtime, Amber loves to travel and explore new places, and she enjoys Hot Springs.

This February, for Cancer Prevention Month, Amber participated in *The*

February Challenge through the American Cancer Society. She walked every day and accumulated a total of 84 miles in support of cancer research. She did this to honor her loved ones who are fighting the battle. She dedicated each walk to her father and her grandfather.

“When we found out my dad had stage four cancer in late 2021, I was amazed by his attitude about the news,” Amber explained, “He said he would rather be diagnosed and have a warning than die in a car crash unexpectedly. His positive outlook throughout this difficult journey has given me a powerful shift in my own perspective on life.”

Amber enjoys connecting with other agents and brainstorming on new ways to serve her clients. She also truly enjoys educating and empowering clients. She stays connected through mailers and client appreciation events, such

as a seasonal barbeque, and through organic drop-bys to celebrate life events. Her favorite way to stay in touch with clients and preferred partners is through meaningful face-to-face conversations, especially over lunch or coffee.

“People say I have a calm presence,” reflected Amber. “As I have been able to discover more of my true self recently, I have gotten even more comfortable in my own skin. I have found great value in ‘choosing my tribe,’ and in being intentional about who I share my energy with. I am constantly inspired by the people around me. Because of the influence of friends like Brittney Hansen, who challenge me and genuinely want to see me succeed, I am a better person. Elizabeth Gilbert said it best. *‘True power comes from standing in your own truth and walking your own path.’*”



“
True power comes from standing in your own truth and walking your own path.
”
— Elizabeth Gilbert



The On-Call Assistant

▶▶ partner spotlight

Written by **Brian Gowdy**
Casa Bay Photography



FOUNDERS: MICHAEL SHENUK & AIMEE GARSKE

Michael Shenuk was overwhelmed. It was early 2020 and the market was moving faster than he could keep up with. A colleague recognized the scattered state Michael was in and introduced him to Aimee Garske. Aimee, of course, was a real estate agent assistant and she had the expertise to solve several of Michael's immediate problems. Michael went on to procrastinate for a solid six months before coming to terms with the fact that he needed help. He called Aimee and the rest was history.

Aimee was a substitute teacher pre-2020. She was building a house and her agent recognized how detail-oriented and how in charge she was throughout the process. "She offered me the opportunity to come on as her part-time assistant," Aimee says.

"When the schools shut down during the pandemic, I became her full-time assistant. She was the one who introduced me to Michael and led me to where I am today."

"Working with Aimee changed my entire business," Michael says. "I was no longer burdened by non-revenue-generating activity and I was able to get out there and sell houses again!" Michael says.

As a Realtor, Michael had overcome an interesting problem. "I didn't have the business size to necessitate a full-time assistant." Technically, Michael was able to get by before Aimee; it just cost a very large percentage of his time. Time he could otherwise be making significantly more money than he would be paying out for the "admin work" he was doing. "In



short, I was cheap, and would work hourly,” he admits (and Aimee confirms).

After a month of working together, Michael and Aimee came to a realization. “There are no “in-between” options when it comes to hiring a real estate assistant. You’re either hiring a full-time person, paying them \$3,000 + per month for forty hours of work (a very large commitment) or you’re doing everything yourself.” They knew there was a need for something in the middle. So, together, they created The On-Call Assistant.

Michael and Aimee’s vision for The On-Call Assistant is to provide a local and trained real estate assistant for agents who need an assistant but aren’t in a place to hire someone full-time.

The On-Call Assistant is a team of real estate assistants, some licensed, who are ready to handle whatever tasks an agent is willing to push off their own plate.

Some of the common tasks they handle for agents are:

- Pop-Bys and door hangers.
- Showings
- Sitting in on inspections
- Social Media Marketing
- Brochure creation
- Data Entry
- MLS Input
- Any Keller-Williams-specific tasks
- Event Coordination and Execution

The On-Call Assistant is perfect for agents who are looking for a stepping stone before hiring a full-time assistant and for agents who are looking to wind down from a full-time assistant but still have help with some of the more time-consuming tasks. Most clients will spend anywhere from a few hundred to a thousand dollars per month. “If a Realtor can free themselves up to do one more transaction it will pay for the service for the entire year.”

Imagine never having to drive out to a listing just to put up a “For Sale” sign. Imagine not having to manually enter your leads. Imagine hiring someone proven and qualified to run your showings when you’re out of town... Imagine all this without having to pay for and train a full-time assistant. That is The On-Call Assistant. And they are here to give you your time back. They are here to take your business to the next level without an overwhelming commitment.



All County® Colorado Springs, CRMC

PROPERTY MANAGEMENT EXPERTS



We've seen it all!



Situation 12: Can a 110-pound pig be an Emotional Service Animal?



Can a 110-pound pig be classified as a service animal? How about a chicken, duck, or kangaroo? And what does this mean to landlords?

This question was addressed by the courts in New York, because Wyverne Flatt refused to part with his Vietnamese potbellied pig Ellie that he claims is an Emotional Service Animal.

Although Fair Housing laws are very clear regarding service animals, there are now other terminologies like: emotional support animals, companion animals, and psychiatric service animals. This can lead to a lot of confusion for property owners when it comes to support animals and rental housing.



The case of the 110-pound pig named Ellie was thrown out in 2022 after 2 years of litigation. She still lives with her owner, Wyverne Flatt. As an owner, what do you need to know?

All County is a member of NARPM (The National Association of Residential Property Managers) and holds the highest certification a company can achieve, the CRMC (Certified Residential Management Company). We use expert real estate lawyers to keep us current with the law, so owners don't have to. Leave it to us!

Have investment property? Call us today to see how we can help to make your investment property profitable.

In March, our own Scott Glascock, representing All County® Colorado Springs, CRMC, was a sponsor at the Real Producers Award Ceremony. Here he is presenting the Industry Icon Award.



All County has a REALTOR® rewards program that benefits everyone involved. To learn more about it, go to: allcountyrealtors.com.

PHONE
(719) 445-7172



EMAIL
CONTACT@ALLCOUNTYCS.COM



WEBSITE
ALLCOUNTYCS.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



Carter Cobbett | Account Executive

EMAIL: coobbett@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, respecting the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title and First American are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.
©2023 First American Financial Corporation and/or its affiliates. All rights reserved. (NYSE: FAF) 06206/5323

OUR SERVICE WILL PUT A

SPRING

in your step!

Proactive communication, vast consumer resources and personalized service are just a few of the reasons working with First American Title is like a breath of fresh air.

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
Your Big Dog Agent
HomeSmart Realty Group



Isela Owens

Senior Insurance Advisor

Email: Isela@ALINK2ins.com

Direct: 719.219.8498

Website: ALINK2insurance.com



TO INITIATE YOUR
CUSTOMIZED
INSURANCE
QUOTE

Baylee

C
A
R
T
E
R



►► real producer

Written by **Ruth Gnirk**
Photography by **Mazie Cain** with Cain's Candid's

BEYOND TRUE GRIT

Baylee Carter is a “glass half full” person. From youth, she has chosen to examine difficult situations, find the good, and treat it as a learning opportunity.

Despite facing a challenging upbringing where Baylee witnessed addiction affecting loved ones, and struggling while supporting herself and paying her own way as a single mother during college, she refused to succumb to bitterness or adopt a victim mentality. Instead, she recognized that these experiences helped her cultivate resilience, determination, and grit. These traits enabled her to take on future roles and hone her problem-solving skills earlier than expected.

“In 2013, I was pregnant with my second child,” Baylee recalled. “I was planning to return to school to earn my master’s degree, so I could pursue my dream of becoming a Doctor of Osteopathic Medicine or a Nurse Practitioner.”

Pressured by her ex-husband’s interest in rental properties and their potential venture into new construction, Baylee took up the role of becoming a licensed Realtor® despite her hesitation to do so.

“I was resistant to the idea,” she said, “I remember thinking, ‘I did not graduate Cum Laude with a degree in Medical Anthropology just so I could become a real estate agent.’”

NEW VISION

She set aside her medical dreams and started a real estate course. Before



even taking her test, she had a new life “path” set before her.

It would not be long before Baylee, the mother of a three-year-old and a newborn, would purchase Red Rock Realty, a Colorado Springs brokerage, become an “apprentice” under the original founder for two years.

The dream may not have been Baylee’s, but she was determined not only to accomplish the goals set before her but to do so with excellence and *go beyond* even her own expectations. That mentality foreshadowed her future in real estate.

“I began my real estate journey without a strong sense of what I was building,” she reminisced. “It did not take long for me to realize that my belief in community and making a difference could easily become part of my company’s principles. These changes have been positive not only for our agents but for the community as well. I have a strong desire to uphold a quality working environment that is rarely found in this business and to incorporate charity into every facet of what we do. I intentionally hire agents who embody this vision and care for each other as well as their clients. And together, we have

grown this company into an entity that I am proud to be a part of.”

At just 27 years old, Baylee owned a brokerage but knew she still needed to learn the practical aspects of real estate including being an agent, and how to own, manage, and lead a team. Baylee also had her sights on improving the environment and culture of her newly obtained real estate office.

However, in just six months, Baylee found herself facing new familial challenges that left her feeling stretched thin. Facing a divorce and owning a company that was failing financially, things began to look grim. Balancing the demands of her fractured family and the ups and downs of her career made it seem like her glass was less than half full. However, instead of giving up, Baylee persevered through these tough times, determined to overcome whatever obstacles came her way.

After working as an agent for a year and a half, Baylee continued to pursue her real estate career. Less than two years after becoming a REALTOR®, she successfully passed her broker’s test and took over full control of the company.

NEW HURDLES

By 2018, Baylee, a now broker-owner, put the wheels in motion to become a Coldwell Banker franchise. She looked forward to telling her team but was counseled not to be too transparent too quickly. That bad advice caused internal damage as some team members lost trust in Baylee.

“That experience taught me to trust my gut,” Baylee smiled. “Although it was a very difficult time, it ended up being a true gift because I had the opportunity to learn some important lessons that will serve me for the rest of my life. I realized I had lost sight of

my team and that I needed to spend time creating culture, not just teaching systems and processes.”

“My fourth year in the industry was my most difficult,” she continued. “I was severely worried that I had made the wrong decision to franchise. I had to leverage my personal home, which I had bought as a single mom, and use that as the collateral to stay afloat. I had to sell my truck and was working just to keep the doors to the company open. I was devastated, but I made sacrifices. I believed that if I kept trying, we would make it.”

GLASS HALF FULL

They made it. Under the guidance of Baylee, her team of 36 agents has created invaluable relationships within the brokerage and the community.

Baylee would soon move her office, locating her and her agents in the heart of historic Old Colorado City. After enduring the challenges of moving and navigating life’s lessons, Baylee felt her franchised office deserved a name reflecting her unyielding motivation. As she achieved goals she once thought impossible, Baylee realized that this was the level of success she wanted for all of her clients. She aspired to offer real estate services that were *beyond* expectations. As a result, Coldwell Banker Red Rock Realty transformed, becoming Coldwell Banker Beyond.

Despite being a smaller brokerage, Baylee and her team’s word-of-mouth promotion and professional networks earned them a Top Three finish in the Best of The Gazette awards. Baylee’s dedication to excellence also earned her a spot as one of the Top Three agents in Colorado Springs, a remarkable feat considering the region’s large pool of almost 4,700 agents.



“It took a lot of hard work, but we did everything the right way,” Baylee said proudly. “And we have been referral based, not lead-based. It’s not about volume but *values*. My true passion is training and growing agents. Couple your skill sets with experience and loyalty, and you will increase sales volume while you decrease turnover. This brokerage was ‘thrown into my lap’ nine years ago, and look where we are now!”

Baylee and her team prioritize the value of helping each other and working collaboratively to achieve the best possible outcome. Despite the variety of personalities within the group, there is a shared passion for learning and striving to improve—not just for the sake of the business but for their personal growth as well. She mentions that betterment also comes with holding herself and her agents to the highest level of oversight and responsibility. The agents on her team focus on real estate as their career, not a side gig.

Baylee notes how overjoyed she is to be surrounded by an outstanding

team, past and present. She feels deeply grateful for agent Mary Tatum, who, with her years of experience and willingness to mentor, provided invaluable guidance on Baylee’s leadership journey. Baylee appreciates agent Michael Bottenfield, who has been a loyal supporter since the beginning! She acknowledges the indispensable contribution of Patrick Muldoon, who helped shape her as the broker she is today with his invaluable advice and guidance.

Baylee extends her sincere gratitude to Dennis Saffell and Stuart Huster, owners of Coldwell Banker Mountain Properties, for convincing her to join this exceptional brand, and Todd and Shannon Conklin for their support and for including her in so many amazing opportunities. She is thankful for her exceptional coach,

Lucinda Hage, owner of the Oregon-based Coldwell Banker Professional Group. And Baylee offers a massive shout-out to the extraordinary agents of the Pikes Peak Young Professionals Network, whose friendships and connections have been invaluable.

WHY COLDWELL BANKER

Not only has Coldwell Banker been an established business for over 100 years, but it was also the first company to publish a code of ethics for its agents. Baylee wanted to align herself with the worldwide community of ethical, professional, successful owners, brokers, and agents. She was on a mission to find top-notch backend technology with proven tools for tracking and providing statistical data. And when it came to building professional relationships, she set her sights even higher, seeking a global

community that valued collaboration and teamwork above all else—no competition or fighting as normality.

Baylee was also thrilled to venture into the higher luxury market. Within the first two years of her involvement in the Coldwell Banker Luxury Program, she doubled her sales volume while maintaining a similar number of transactions. Baylee attributes this success to the program’s exceptional training and marketing, which set the standard and enabled her agents to break into the luxury space.

Baylee’s mentors instilled in her the belief that money is only a tool meant to be invested wisely for maximum community impact. It is essential to Baylee that she knows precisely where her contributions are going. From allocating portions of commissions to schools and teachers to joyfully collecting toys for underprivileged children during the holidays, Baylee ensures her office culture reaches far beyond the walls of her Old Colorado City office.

Her team proudly hosts an annual Dog Adoption event, with this year’s festivities taking place at Red Leg Brewing. They are honored to sponsor veterans and other non-profit events throughout the year. Baylee also values contributing to the local nonprofit, Sarah’s Home (sarahshome.us), and eagerly supports their annual events at every opportunity.

“Real estate has made an impact on my own life,” Baylee shared. “I love teaching others about it. And I love reinvesting in my community. Not only have I proven to myself that I can do great things and motivate others to do them too, but the real estate community has become my family.”

“It took a lot of hard work, but we did everything the right way.”





GROUND FLOOR
HOME INSPECTION, INC. 719-641-1555



*We believe in raising the standards of the industry,
to disrupt the status quo.
We do this by being part of a bigger team that protects,
educates and is driven to excellence;
so that we can offer high quality home inspections.*



We are
**THE #1 TOP
WORKPLACE**



3 YEARS IN A ROW





EMPIRE TITLE

A Division of Stewart Title Company



Scan here to follow us on Facebook for class updates and more!

CONTACT US NOW



www.etcos.com



Colorado Springs:
719-884-5300



Canon City:
719-275-4900

Three locations to serve you:

Colorado Springs North:

8605 Explorer Dr. Suite 250
Colorado Springs, CO. 80920

Colorado Springs:

5555 Tech Center Dr. Suite 110
Colorado Springs, CO. 80919

Canon City:

1220 Main St.
Canon City, CO. 81212

In this changing market, let us help guide you and your clients to a successful transaction.



KNOWLEDGE

- Assumption Solutions
- Short Sale Solutions
- Silent Assumptions



OUR STAFF

Our closers have more than 130 years of combined experience and expertise.



RESOURCES

- Cont. Education for CE Credits
- Farming & Marketing
- Market Reviews

WE DON'T SUCCEED UNLESS YOU DO!