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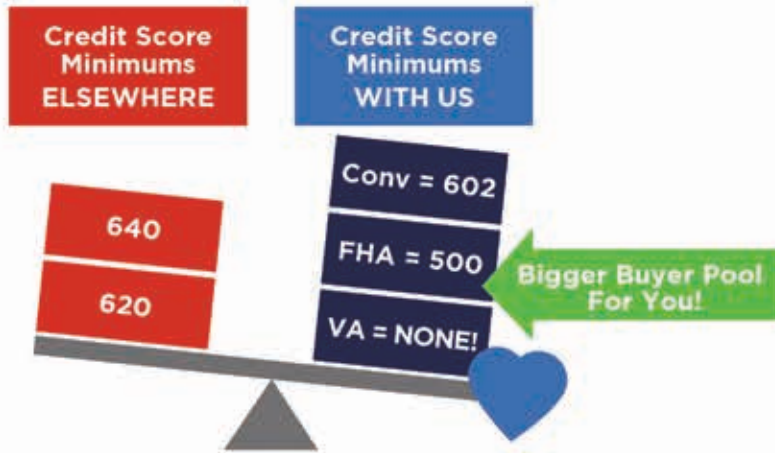


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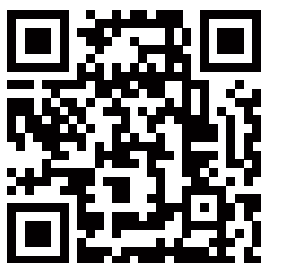
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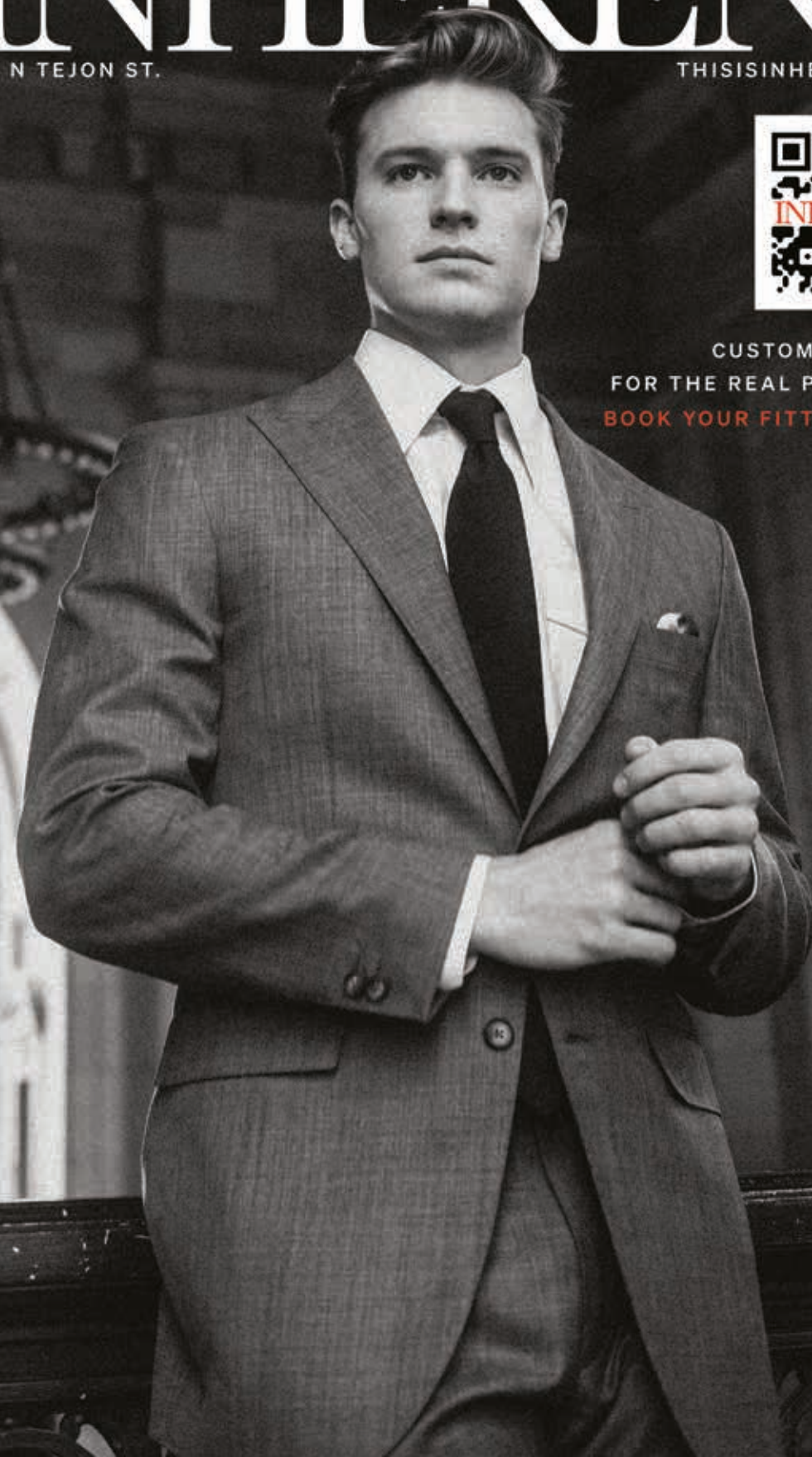


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THE “UNDER 30” EDITION

▶ publisher's note

Welcome to our October edition of *Colorado Springs Real Producers*! This is our “Under 30” special edition where we are highlighting outstanding real estate agents under 30 years old in our local market.

I'm sure some of you are thinking: “What happened to ‘30 Under 30’? Why are there only 10 agents?” Well, let me share the journey that led us here...

In total, we had 25 applicants. I suspected this going into it but there are not an infinite amount of stellar real estate agents under 30 years old in Colorado Springs.

Further, the application process was no cakewalk. We had 5 essay questions; we required proof of sales; and we asked for a letter of recommendation from someone in the industry who was not a direct leader. I'm sure, had we made it easier, we would have had more applicants. But I'm glad we set the bar as high as we did.

So what did the decision-making process look like? How and why did we narrow down our 25 applicants to just 10 when the original goal was 30?

Rather than being the sole decision-maker, I created a committee of real estate brokers and retired real estate vendors to review the applications and help set the standard as

to who an “(30) Under 30” agent should be. With only 25 applicants, we had a decision to make: we could simply accept everyone; we could lower the bar and end up with 20 or so “decent” candidates; or we could hold to the standard we had originally set and just take whoever makes the cut. In the end, we wound up holding to our original standard, taking whoever made the cut. It was by chance that we landed on an even 10; we were ready to wind up with 9, 11, or any number if it came to it.

The deciding factor for the majority of the applications was an agent's community involvement. The majority of our applicants already had a healthy production so we looked for agents that volunteered and gave back to the community in ways that don't directly benefit themselves and their businesses. Some of my favorite examples were: Aidan Peña and a barber friend of his giving haircuts to the homeless; Dan Kenney coaching a local football team (he didn't have kids of his own on the team); Mackenzie Mitchell consistently volunteering at Marian House and with the Intellectual Disability community; and Mikayla Drinkwine helping to create The Lending Hand Foundation. Everyone we selected has a solid business and a consistent foundation of giving back to the community.

The next part could be controversial. Some of the highest-producing agents that applied were not accepted because they didn't have much to report in the community-involvement realm. Here's why: one of our committee members shared a story from early in their career; they were nominated to be featured on the front cover of a prestigious, local publication (not *Real Producers*) back in the '90s and they were turned down because they had done nothing to give back to the community. This agent took the feedback and changed. They immediately got involved and their life and career and our community is better off because of it. Our hope is that the agents who were not accepted will find a similar spark ignite within themselves.

In closing, I would love to give a heartfelt thank you to our committee members (you know who you are) and to Maria Bay with Casa Bay Photography. I met with Maria 6 months back to see if doing a specialty publication was feasible. Something like this could not be done well without a talented photographer. Every agent had their own photoshoot and Maria went the extra mile to create a “composite” photo of everyone together on the front cover. Thank you Maria!

And thank you all,
Brian Gowdy
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Brian Gowdy with his dad, John, and sister, Rebecca, in Charlotte, NC.

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AIDAN PEÑA



Tell us about a risk you have taken in your life...

Taking the leap of faith to become a Realtor full-time has to be one of the riskiest decisions of my life. At the time, I was delivering pizzas and slowly but surely beginning to grow my sphere of Real Estate. Going from having steady paychecks to pay my bills to relying solely on a commission-based job, in a volatile market, where checks were at times far and few, taught me a new level of grit, determination, and consistency.

What are you most proud of so far in your career?

Seeing myself come out of my shell and begin to prosper over these past 3 ½ years has been eye-opening. Getting licensed at the ripe age of 19, I had unreasonable expectations of what the world of real estate would have in store. Being able to overcome those hardships in an industry where 75% of Realtors quit after the first year has been endearing. To be in the position I am now while still in the very early stages of my career really shows the accomplishments and accolades I have yet to achieve.

What is most important to you right now?

Mental health. I've recently become more attentive to my actions and how they reflect on my mental health. I widely regard myself as my own biggest critic and tend to be harsher than necessary. In order to counteract this, I'll set little goals for

“
TAKING THE LEAP OF FAITH
TO BECOME A REALTOR
FULL-TIME HAS TO BE ONE
OF THE RISKIEST DECISIONS
OF MY LIFE. ”

myself, day by day, week by week, and so on and so forth. It doesn't matter the size of the accomplishment, it could be something as small as making my bed in the morning, but the more wins I accumulate, the better, stronger, and more positive my outlook is for the day.

What does a typical day look like for you?

I ALWAYS start my mornings off with sun exposure and something to get the blood flowing - whether a morning workout, a neighborhood run, or simply a stretch session. Breaking a sweat first thing in the morning and the dopamine rush which comes after puts me in a great head space and allows me to attack the work day with my best foot forward. From there, my days are relatively routine and consist of contacting active clients, client retention, prospecting hours, and appointments/meetings. I'm typically in bed and asleep by 10 PM hitting the reset button in order to approach the following day with the same intensity.

What is something you're excited for in the next 12 months?

Purchasing my first house & being recognized as a top producer.

What is your favorite restaurant?

J's Jamaican Flava.

What is something on your bucket list?

Own a vacation home in a different country.

As a kid, what did you want to be when you grew up?

NFL Athlete.

What is the theme song for your life?

Money, Power & Respect - The Lox.



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ARIEL WAITE

What is a challenge you have overcome personally or professionally?

A significant challenge I've conquered is understanding that not everyone is prepared for the next level of growth, personally or professionally. It was tough to acknowledge that some people may only be present in my life temporarily. Learning to love people from a distance while focusing on what's best for me and my family was a crucial lesson. Accepting that not everyone desires to witness my success was difficult, but it allowed me to set boundaries and prioritize my well-being and aspirations. Overcoming this obstacle has empowered me to surround myself with those who genuinely support and uplift me, fostering a more positive and fulfilling journey in both my personal and professional life.

What is most important to you right now?

Right now, my top priority is starting a family and preparing to become the best mother to my daughter, who is due in November. My heart is filled with a desire to teach her kindness and shower her with abundant love. Simultaneously, I am passionately focused on building my real estate business, driven by a deep commitment to help as many families as possible reach their real estate goals. Embracing motherhood and nurturing my business goals go hand in hand, as I aspire to create a bright and secure future for my family while making a positive impact on others' lives through my work.

What does a typical day look like for you?

Each morning begins with affirmations and gratitude, followed by a refreshing stretch, setting a positive tone for the day. Whether I'm showing houses or working diligently at the office to grow my business, productivity is a priority. As the day winds down, I make sure to devote quality time to my loved ones, sharing special moments together. Later, I take a peaceful evening walk to relax and reflect. Before bedtime, I make sure to engage in some form of self-care, nurturing my well-being and preparing myself for a peaceful night's sleep. This routine of gratitude, hard work, and self-care forms the foundation of my fulfilling days.

Who is someone you admire?

I admire my mom wholeheartedly for her unwavering dedication and selflessness. She made countless sacrifices to raise my brother and I as a young single parent, putting our needs above her own. Despite the challenges, she

“
WHETHER I'M SHOWING
HOUSES OR WORKING
DILIGENTLY AT THE
OFFICE TO GROW MY
BUSINESS, PRODUCTIVITY
IS A PRIORITY.”

remained determined to achieve her goals and provide for our family. Her caring nature, boundless love, and unwavering support have been a constant source of inspiration in my life. Her resilience and ability to find joy in the midst of difficulties make her one of the most admirable people I have ever known. She instilled in me a strong work ethic, which has become one of my greatest assets. Her presence in my life has shaped me into the person I am today, and I am forever grateful for her love and guidance.

What is something you're excited for in the next 12 months?

I am excited to have my first child and watch her grow.

What is your favorite restaurant?

Crowne Bistro in Coronado Island, CA

What is something on your bucket list?

To live in a tropical environment for at least a year.

What was your first job?

My first job was at a nail salon when I was 14 years old!

What is something you cannot live without?

I cannot live without the sunshine.

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ALI APPLEGATE

Tell us about a risk you have taken in your life...

A risk that I have taken was to move to Fort Collins with my boyfriend, at the time. That meant I had to leave my family, friends, the Real Estate market that I was familiar with and all that I had ever known. This move was pivotal in our relationship and taught us to rely on only each other. Lucky for me, my risk paid off and he eventually proposed, we moved back to Colorado Springs and got married. Some risks are worth taking and I would take that one a million times over.

What is a challenge you have overcome personally or professionally?

A huge challenge in my life was leaving my former Real Estate team and becoming a solo agent, at the same time as becoming a first-time mom. Having my whole life and career shift at once was terrifying, but I tried my best to use that fear and turn it into motivation to be the best mom and agent I can be. It took a little while to find my footing again, but now that I have, I am empowered and excited for my future in continuing to learn, grow and excel in each of those roles.



“
THE MOST IMPORTANT
THING TO ME IS FAMILY. MY
HUSBAND AND DAUGHTER
ARE MY ENTIRE WORLD.”

What is most important to you right now?

The most important thing to me is my family. My husband and daughter are my entire world. They are what makes me get up every morning with a smile on my face and a positive attitude, because I am so lucky to have them. I strive to help provide for my family and make them proud.

Who is someone you admire?

Among the many people that I admire, is my dad. As a man who didn't come from much, he built his own successful business. He's always been a wonderful father and provider, supportive in anything I do and I look up to him as an example of relentless work ethic. Now seeing him as the best "papa" to my daughter, it has continued to grow my admiration for this amazing man.

What is something on your bucket list?

Seeing baby turtles hatch and make their way to the ocean.

As a kid, what did you want to be when you grew up?

When I was growing up I wanted to be an actress.

What is the theme song for your life?

Buy Dirt- Jordan Davis & Luke Bryan.

What was your first job?

My first job was working as a Sales Associate at Big R.

What is something you cannot live without?

I cannot live without Hot Sauce!

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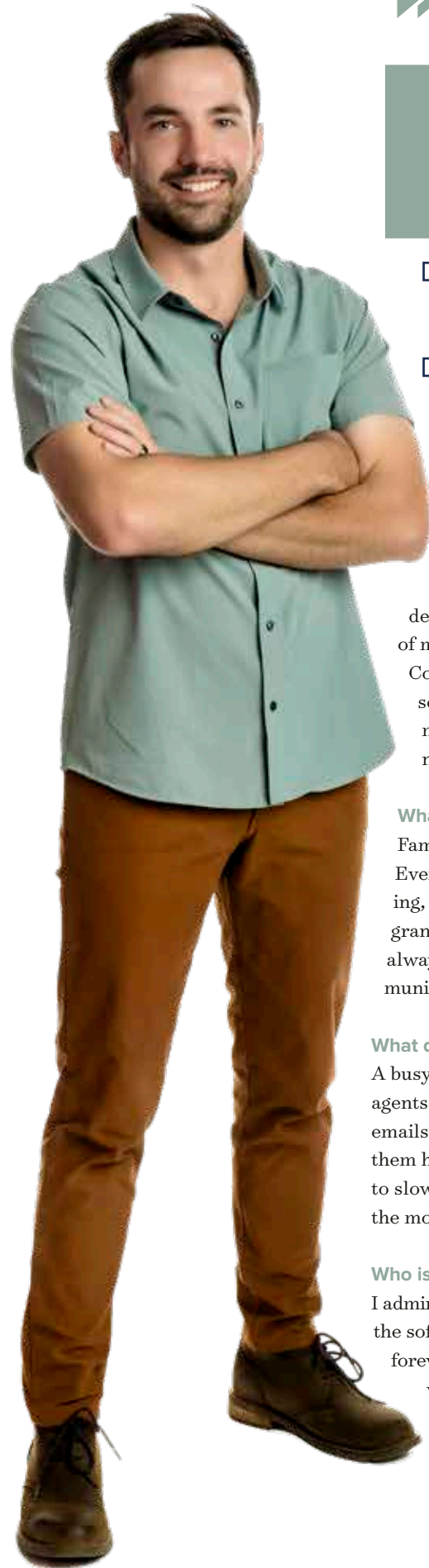
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DAN KENNEY

Tell us about a risk you have taken in your life...

Looking back on it, it doesn't seem like it was a large risk, but I am happy I dropped out of college to pursue a career in real estate.

After graduating high school, I was attending a small university North of Chicago for a degree in business management and I was also a part of the football team. While I learned a lot from the wonderful professors there and enjoyed being on the same football team as 3 of my brothers, I had an opportunity to learn the family business back in Colorado Springs. I hated the idea of "quitting" something I had started, so it was difficult to make the decision to drop out, but I unenrolled, moved back home, and dove right into selling homes. I'm in my 10th year now and I couldn't be happier with that decision.

What is most important to you right now?

Family. I am so fortunate to have both sides of my family in town. Everything is better with family - holidays, trips to the mountains, golfing, you name it. I love that my daughter gets to grow up with both sets of grandparents and all her cousins in the same town. Colorado Springs has always been home and I'm glad I get to experience it with such a solid community of close friends and family.

What does a typical day look like for you?

A busy work day for me doesn't look all that different from most real estate agents. It seems the majority of what I do in the day is respond to texts and emails. My favorite part of any given workday is seeing clients and showing them homes. I'm definitely an extrovert. When I have free time, I look forward to slow days with my wife & daughter. We enjoy going to Switchback Coffee in the mornings and golfing in the afternoon at Patty Jewett; it's just the best.

Who is someone you admire?

I admire my dad. He is a champ. He and my mother raised 9 hellions and are still the softest-hearted people I know. Professionally, he's been a real estate agent forever and is still active today. My dad is exceptionally gifted at providing what he describes as, "real help". He will serve his clients in the most practical and extraordinary ways. I remember one time he helped a client of his that was in a tight spot financially by offering to hand-dig

“
MY FAVORITE PART OF ANY GIVEN WORKDAY IS SEEING CLIENTS AND SHOWING THEM HOMES.
”

a pit in their crawlspace to fit a new water heater that needed to be installed. She couldn't afford the replacement and the cost of clearing a new space for the new unit. So he hopped in the crawlspace and got to digging. My dad has many stories like this. He is so willing to offer a hand to those in need whether they are a client or not, even if it means getting his hands dirty. I'm amazed by his work ethic and care for people. He's my role model.

What is something you're excited for in the next 12 months?

I am going on a trip with my family to France and Ireland, absolutely stoked.

What is your favorite restaurant?

Cerberus.

What is something on your bucket list?

I really want to start "The Wave" at a Broncos game. I have been unsuccessful on 3 attempts.

What is your superpower?

Telekinesis - I can literally move objects with my mind.

As a kid, what did you want to be when you grew up?

Coca-Cola Salesman.

What is the theme song for your life?

Stand By Me - Ben E. King.

What was your first job?

Tire Buster at La Sierra Tires on Airport/Murray.

What is something you cannot live without?

The Annihilator Freeze (Dutch Bros).



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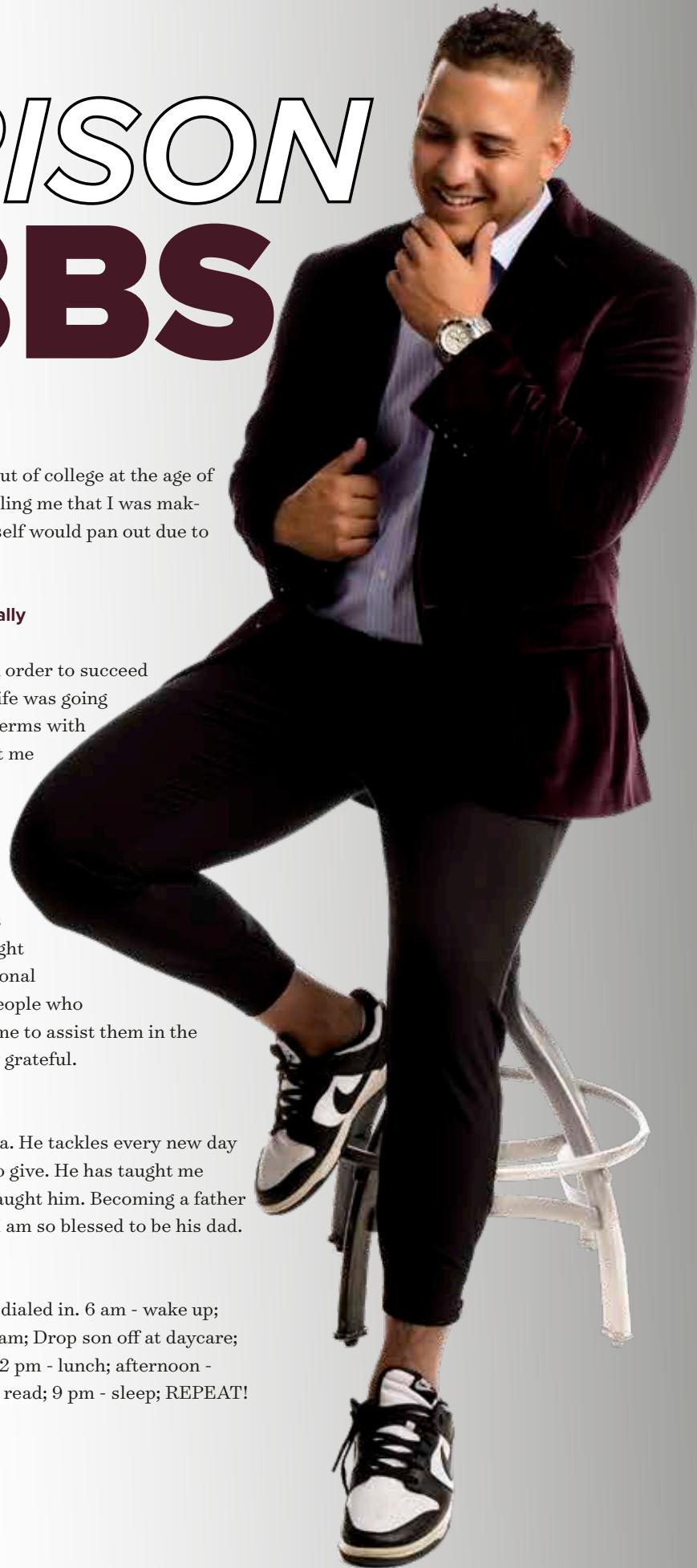
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HARRISON COBBS



Tell us about a risk you have taken in your life...

The biggest risk I've taken in life was dropping out of college at the age of 20 to pursue real estate. While everyone was telling me that I was making the wrong choice, I knew that betting on myself would pan out due to my work ethic and willingness to learn.

What is a challenge you have overcome personally or professionally?

A challenge that I had to overcome personally in order to succeed professionally was understanding that my new life was going to have to cost me my old one. I had to come to terms with the fact that to be successful, it was going to cost me leaving relationships and friends that were built for the person I no longer wanted to be.

What are you most proud of so far in your career?

I am most proud of the growth that I have had as a person since getting into real estate. It has taught me to value relationships and to be transformational instead of transactional. The fact that random people who eventually become friends put so much trust in me to assist them in the biggest purchase in their life leaves me eternally grateful.

What is most important to you right now?

The most important thing to me is my son Deluca. He tackles every new day with a bright attitude and has nothing but love to give. He has taught me more about life in the past 18 months than I've taught him. Becoming a father has been everything I didn't know I needed and I am so blessed to be his dad.

What does a typical day look like for you?

Consistency and routine are huge for me to stay dialed in. 6 am - wake up; 6:15 am - breath work; 6:30 am - breakfast; 7:30 am; Drop son off at daycare; 8 am - gym; 10 am - follow-up and prospecting; 12 pm - lunch; afternoon - appointments; 6 pm - family time/dinner; 8 pm - read; 9 pm - sleep; REPEAT!

“

THE MOST IMPORTANT THING TO ME IS MY SON DELUCA.”

Who is someone you admire?

I admire my mom for not killing me during my adolescent period of life. After my father passed away when I was 15, I went off the rails of life and was not the easiest child for my mom. But her nurturing presence, sacrifices, guidance, and unwavering support, reshaped my values and character, fostering a deep bond and appreciation.

What is something you're excited for in the next 12 months?

To scale my tech company that is currently getting built out.

What is your favorite restaurant?

La Loma - Castle Rock.

What is something on your bucket list?

Start a non-profit.

What is your superpower?

Selective hearing.

As a kid, what did you want to be when you grew up?

Impactful in people's lives.

What is the theme song for your life?

Love Yourz by J.Cole.

What was your first job?

Big brother.

What is something you cannot live without?

Luca Bean (my son) and/or the Pittsburgh Steelers.



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~Mikayla Drinkwine, Stone Gable Realty

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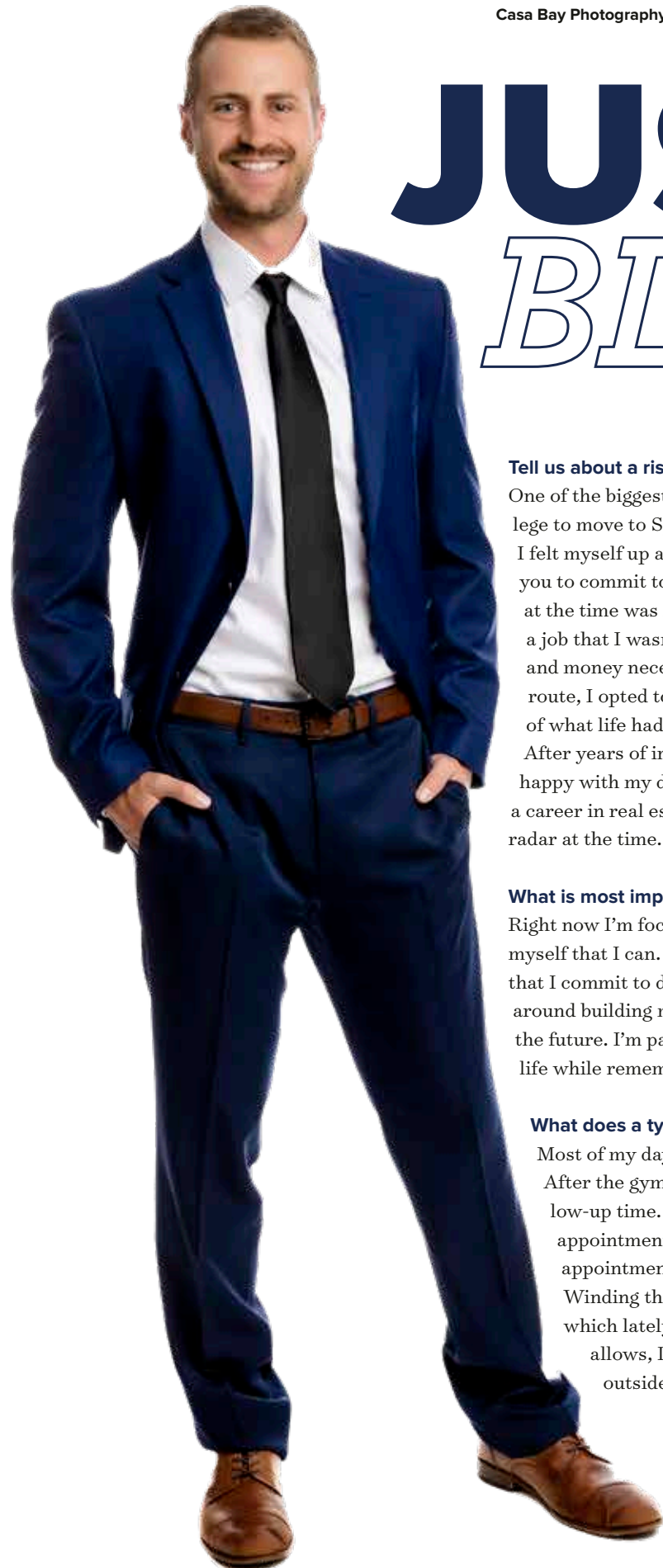
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JUSTIN BLACK

Tell us about a risk you have taken in your life...

One of the biggest risks that I've ever taken was dropping out of college to move to Spain with my best friend. Like most young adults, I felt myself up against the pressures of society which encourages you to commit to a career path at such a young age. My biggest fear at the time was racking up a ton of student debt and ending up with a job that I wasn't being fulfilled in. Rather than risking the time and money necessary to find this out by going the "traditional" route, I opted to swim against the current and experience more of what life had to offer prior to making such a big commitment. After years of incredible adventures and life lessons, I'm very happy with my decision and grateful that it ended up leading me to a career in real estate- which wasn't something that was at all on my radar at the time.

What is most important to you right now?

Right now I'm focused on continuing to become the best version of myself that I can. Personal growth and development are practices that I commit to daily. I believe this chapter of my life is centered around building my professional career and financial foundation for the future. I'm passionate about building a well-rounded, fulfilled life while remembering to live in the now and cherish each day.

What does a typical day look like for you?

Most of my days start by waking up and getting to the gym early. After the gym I like to get right into my prospecting/lead follow-up time. Afternoons generally consist of showings, listing appointments, inspections, etc. When I don't have real estate appointments, I try to spend my time with friends and family. Winding the day down I like to try new recipes in the kitchen, which lately have been involving my Traeger. If the day allows, I always try to make an effort to spend some time outside and to read before bed.

“

PERSONAL GROWTH AND DEVELOPMENT ARE PRACTICES THAT I COMMIT TO DAILY. ”

Who is someone you admire?

Someone I admire deeply is Richard Branson. He comes from a very modest upbringing and struggled in school due to dyslexia. He now has control in over 400 companies, owns his own island, is a Billionaire, and in one of his latest businesses, charters customers into space. All things that most people would consider impossible. I believe Richard is a testament to what's attainable if you truly commit to it, and is also a reminder to just "go for it", no matter the obstacles!

What is something you're excited for in the next 12 months?

I'm thrilled to expand my business into the Summit County market!

What is your favorite restaurant?

Hands down Ambli Global Cuisine, they're always rotating the menu and I've never had a disappointing experience.

What is something on your bucket list?

Backpacking New Zealand is near the top of my bucket list; I can't wait to surf, camp, bungee jump, see the southern lights, hike volcanos, etc.

As a kid, what did you want to be when you grew up?

I wanted to be an NFL player for the Dallas Cowboys.

What is something you cannot live without?

It's hard to picture life without time spent outdoors- whether it's snowboarding, fishing, camping, or biking, it's a part of my life that keeps me centered.



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MACKENZIE MITCHELL



Tell us about a risk you have taken in your life...

One of the most significant risks I've taken was quitting my full-time job at the age of 20 to pursue getting my real estate license. The arrival of COVID-19 severely impacted the restaurant industry, leaving me with very little income. Living 100% on my own and responsible for all my bills, I decided to make the uncertain decision to quit my job and solely focus on getting my real estate license. Terrified but hopeful, I trusted my instincts that real estate would lead to success—and indeed, it did!

What is a challenge you have overcome personally or professionally?

Recently, the biggest challenge I have overcome personally was running for Miss Colorado! I had never done a pageant before, but thought to myself, "Why not?". One of my goals I had for 2023 was to step outside of my comfort zone and do something I've never done before. Going up against girls who have been doing this for decades, have had training and experience was intimidating alone, but the mindset I had going into this was whatever happens, happens and if anything, I will have gotten over my fear of public speaking, and singing in front of a large audience! I am extremely proud of the outcome and receiving 2nd runner-up out of 21 women. One of my favorite quotes is, "Comfort is the enemy of achievement." I will always push myself outside of my comfort to continue to grow and be the best version of myself!

What are you most proud of so far in your career?

Having been in the business for a short two and a half years, there is one specific moment that I am extremely honored and proud of myself for. In 2022, this was my first full year in real estate and I had sold just under \$3,500,000 in volume which resulted in me receiving the "Rookie of the Year" award at my brokerage! I will never forget what my team lead, Gary Martinez, said when he announced that I had received the award, "If you guys want to look at the future Amy..." and pointed to me. Amy has been and will continue to be the best REALTOR in the Colorado Springs market, and to receive a compliment to that magnitude, was a very humbling and proud moment for myself.

Who is someone you admire?

Though there are so many people in my life that I admire, there is one specific person that comes to mind. Rachel Stevens, my team lead, has been an instrumental part of my growth not only as an agent but as a person. Rachel is one of those people that has a leadership mentality and genuinely wants the best for you. She is a wife, a mother of five, and a business owner and if there is one word to describe Rachel, it is, inspirational. She inspires me to be a better person, a better agent, and

“ I TRUSTED MY INSTINCTS THAT REAL ESTATE WOULD LEAD TO SUCCESS — AND INDEED, IT DID! ”

to believe in myself even when I have doubts. I can not imagine what my life would be today if I didn't have her as a part of my story, and I am forever grateful to have her in my life!

What is something on your bucket list?
Seeing Adele in concert!

As a kid, what did you want to be when you grew up?
I wanted to be a lawyer when I grew up.

What is the theme song for your life?

My theme song is a Jazz compilation from 1952 that was written by Nat King Cole, Unforgettable.

What was your first job?

My very first job was at a small restaurant in Woodland Park called Carmens! I was a hostess, then server/bartender for about five years!

What is something you cannot live without?

I couldn't live without my boyfriend, family, friends, and my cats!

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Mikayla DRINKWINE

Tell us about a risk you have taken in your life...

In our journey as investors, we naturally must take financial risks. After all, it's often said that risks are an inherent part of the game. However, it's the lessons learned from one of our early ventures that serve as a stark reminder of how unforgiving an industry can be.

Allow me to recount the tale of one of our first flip projects. The project was set to be a classic fix-and-flip scenario, a property renovation that should have taken no more than three months from start to finish. Our choice to collaborate with out-of-town professionals marked a critical misstep on our part. This decision placed us at the mercy of individuals who lacked reasonable skill and attentiveness. We found ourselves in a partnership with individuals who could be generously described as charlatans.

Managing delays, subpar workmanship, and miscommunication all hindered progress. It's said that adversity reveals true character, and this experience tested our mettle. Amidst the frustration, we were forced to reevaluate our decisions and confront the reality of our situation.

Despite the turmoil, we count ourselves fortunate in one respect: the project took only six months to complete and we lost less than \$10,000. This experience, though irritating, provided us with valuable insights into the importance of due diligence, careful selection of partners, and the significance of expertise.

Our mishap highlights that real estate prosperity entails more than risk-taking. Success hinges on market comprehension, prudent partnership choices and adaptability in the face of deviations.

What is a challenge you have overcome personally or professionally?

At the start of my journey into real estate, a significant

professional challenge that I had to conquer was finding my place within the industry and aligning myself with the "right" people. The enthusiasm I had to succeed had led me to inadvertently irritate those around me, especially with seasoned agents who were perhaps less receptive to my eagerness, unless it directly benefited them. It was most apparent that my approach had caused friction rather than fostering cooperation.

As I continued to learn, I grew to learn that the issue wasn't about me at all; it was about the environment I was in and the people I surrounded myself with. It was disheartening to realize that, while people might be supportive of your success, they often prefer it to be within certain limits that don't overshadow their own achievements.

The path to this realization wasn't without its challenges. I had the experience of going through two brokerages, and in one instance, my departure was accompanied by bridges being set alight (which I'm quite alright with). It's important to clarify that I don't share this to boast about disagreements or clashes with those in authority; rather, I hope to inspire others to question the status quo. If a rule seems to hinder a standard practice, I advocate for digging deeper and crafting your business in alignment with your own vision.

The initial 3 years of my time in real estate were marked by struggles and feeling hindered in my ability to grow. However, this period of adversity was instrumental in helping me to recognize the significance of surrounding oneself with supporters, mentors, or peers who genuinely wish to see you excel. I learned that seeking out a community that fosters growth and collaboration can make an immense difference in your professional journey.

Ultimately, the challenge of navigating the dynamic of the industry has taught me the significance of authenticity but also has strengthened my resolve to forge my own path. I am now committed to creating an environment at our brokerage where success is celebrated collectively. My experience serves as a reminder to always question, learn, and find a community that uplifts and empowers you to overcome obstacles and reach new heights.

What are you most proud of so far in your career?

Becoming a licensed professional less than five years ago, I've grown with a greater understanding that the most tangible influence I could ever make on this community resides more in who I am, rather than what I do. The thread that runs through my proudest achievements in this career are not the awards I've received, the recognitions I've earned or the sales, but the unwavering confidence that I have made a positive impact so far on this journey.

As a broker-owner and top-producing agent in Colorado Springs, it is not only my responsibility but my joy to enrich

the lives of those who seek out the same success I have been blessed to experience. My desire to witness real estate agents demonstrate their strengths is not limited to those at Stone Gable, as I have built powerful relationships at all brokerages in the community. I deeply believe that greatness in life at all should be a collective experience, rather than an isolated attainment. It is a highpoint of mine to be part of a cheer section that urges everyone around me to surmount their limitations.

Equally significant is the opportunity to which this career has led me to. The saying "the more you have, the more you can do for others" is one that my husband and I share considerable guidance from. In my career, I have built a network that allows me to contribute to the larger benefit of a community I deeply love. Collaborating with those that share such passions, I have been able to play a cardinal role in bringing awareness to child trafficking and am one of six founding board members to create a Foundation strictly committed to assisting local organizations in the fight against such a horrific global phenomenon.

My career accomplishments that make me the most proud are centered on my invigorating sense of empowerment of others and constructing my network for the collective betterment. As someone may argue that these achievements do not reflect my career in real estate, it is contrary that my success in my career is the direct source in which I have been able to achieve what I am most proud of. As someone who loves this community and its people, I am committed to fostering a legacy of inspiration and empowerment.

What is most important to you right now?

The heartbeat of my existence is undeniably my family. My two kids, Cadence & Cooper, and my husband, Travis are the guiding force behind any decision I make, both personally and professionally. My ultimate source of joy is my A-team who fuels my desire to give them the best life possible in order to create unforgettable memories together and to stand by them through the happiest and most challenging times. Among all the priorities and aspirations that shape my world, they stand as my paramount treasure.

The most vital thing to me and everything I endeavor to achieve revolves around ensuring that my family is at the center of my universe. In particular, my dedication to being present in their daily affairs throughout their childhood is unwavering. Every opportunity that we take, every property that we invest, is with the intent to enrich our babies' lives. From bedtime stories, future school projects, gymnastics meets and maybe soccer games - scraped knees to riding a bike, I don't want to miss a beat.

In the tapestry of life, my family is the brightest thread, and I am resolute in my pursuit to be present in their lives throughout their childhood and beyond.



What is something you're excited for in the next 12 months?

Continuing the tradition of a midwest summer with my Colorado family!

What is your favorite restaurant?

My favorite casual spot is Atmosphere Gastropub.

What is your superpower?

It could be my strength in which I believe in others but it also might be my ability to fit into adult and kid-size shoes!

As a kid, what did you want to be when you grew up?

Pro Soccer player, but more specifically, I wanted to be Mia Hamm.

What is the theme song for your life?

Thats Easy... "Champion" by Carrie Underwood & Ludacris



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SYDNEY BURNETT



Tell us about a risk you have taken in your life...

Changing brokerages within my first year in real estate was a significant risk I undertook in my life, but one that ultimately proved to be a transformative and rewarding decision. Who you surround yourself with is who you become; if you surround yourself with successful, growth-minded people that have your best interest at heart, you'll become successful and grow too (vice versa). I recognized the potential for personal and professional growth and development that a change could offer. My biggest piece of advice to new agents would be to not settle and join the first brokerage you meet with; interview multiple before making that decision, and if it sounds too good to be true, it usually is. While it was a nerve-racking transition, I will forever be grateful for trusting my intuition and taking this risk; because I am happier, healthier, and more successful because of it.

What is a challenge you have overcome personally or professionally?

Overcoming the multifaceted challenge of selling my house, relocating to a new state, transitioning between industries, and subsequently changing brokerages within a year stands as a defining triumph in my personal and professional journey. I took the concept of "change is the only constant", and ran with it at full force. Embracing change demonstrated the capacity to thrive amidst uncertainty and forge new paths in the pursuit of my aspirations. This journey of overcoming challenges has not only enriched my life with invaluable experiences, but has also underscored the profound strength that emerges from embracing change head-on. Overall, I'm truly thankful for taking this leap of faith, and grateful to those who supported me along the way.

What is most important to you right now?

At this point in my life, the concept of leverage is something that has been really important to me. When you leverage your existing resources, they expand and multiply to produce new resources. In a world brimming with opportunities and challenges, the ability to strategically employ leverage can encourage efficiency and stimulate innovation, pushing me to think creatively about how I can optimize my actions and mindset to reach my goals more swiftly and effectively. Whether it's harnessing the power of knowledge to make informed decisions, leveraging technology to amplify productivity, or fostering meaningful relationships to create collaborative synergies, the art of leverage empowers me to maximize

outcomes with efficient use of resources. By understanding and capitalizing on the various forms of leverage available, I aspire to navigate the complexities of life with greater precision, and really facilitate my momentum to the top.

Who is someone you admire?

Someone I admire deeply is my dad. Throughout my life, he has been a constant pillar of support, offering guidance and wisdom in every situation. I have watched him navigate life's challenges with an incredible sense of grace and determination. His tireless work ethic and unwavering determination have taught me the true essence of perseverance and the value of hard work. Through his constant support and encouragement, he's shown me that you're either preparing yourself for the next opportunity, or you're robbing yourself of the next opportunity. This has played a pivotal role in shaping my values and ambitions. Through his actions and character, my dad has become my role model, embodying qualities that I aspire to emulate as I navigate through life's journey.

What is something you're excited for in the next 12 months?

I'm excited for the upcoming KW BOLD training, and my mom & I are going to see Stevie Nicks at Madison Square Garden in October!

What is something on your bucket list?

I would love to go skydiving!

As a kid, what did you want to be when you grew up?

I called my mom to ask, and she said I wanted to be everything, haha.

What was your first job?

I was a hostess at El Arroyo in Austin, Texas.

What is something you cannot live without?

My dog; Bauer, my friends, and my family.

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Tyler Carr

Tell us about a risk you have taken in your life...

One of the most significant risks I've embraced in my life was embarking on a career in real estate. At the time, my wife was pregnant, and the weight of responsibility hung heavily on my shoulders. Failure was simply not an option in my mind. Despite the uncertainties, I dived into the world of real estate with determination and grit, driven by the desire to create a better future for my growing family.

What is a challenge you have overcome personally or professionally?

Personally and professionally, one of the challenges I've overcome is navigating the transformative journey of becoming a father of two in the midst of a rapidly evolving real estate market. Juggling the responsibilities of parenthood while adapting to the shifts within the real estate landscape demanded a balance that tested my resilience. From sleepless nights to ever-shifting market trends, I found strength in managing both spheres effectively. Through strategic planning, improving time management, and dedication, I not only conquered the challenge but also emerged stronger and more attuned to the demands of both my family and my profession. This experience reinforced my ability to face adversity head-on and emerge even more capable, equipped, and determined to provide exceptional service to my clients and support to my family.

What are you most proud of so far in your career?

I take a lot of pride in the amount of growth I've experienced throughout my career. From my initial foray into real estate, where I possessed limited knowledge about the industry, to where I stand today, the transformation has been remarkable. My commitment to learning and becoming well-versed in the complexities of the field has not only boosted my confidence but has also significantly enhanced my capabilities as an agent.

“EACH DAY PRESENTS A NEW OPPORTUNITY FOR GROWTH, AND I'M COMMITTED TO CONTINUOUS PERSONAL AND PROFESSIONAL DEVELOPMENT.”

What is most important to you right now?

Currently, my highest priority is striving to be the best version of myself in every facet of life. Balancing the roles of a dedicated father, a loving husband, and a committed realtor holds significant importance to me. Alongside this, ensuring the well-being and growth of my family is a driving force behind my endeavors. Each day presents a new opportunity for growth, and I'm committed to continuous personal and professional development. Being an attentive presence for my loved ones and consistently enhancing my skills as a realtor are key focal points. This way, I can offer the utmost support to my clients while nurturing the relationships that matter most to me.

What is your favorite restaurant?

Chipotle is my life.

What is something on your bucket list?

Play a round of golf at Payne's Valley (Tiger Woods' course).

As a kid, what did you want to be when you grew up?

I wanted to play in the NFL.

What was your first job?

My first job was a DJ at Skate City.

What is something you cannot live without?

My friends and family.





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A boudoir session may feel like a scary thing to attempt. Our clients are women who are ready to be vulnerable, feel empowered, and are courageous enough to try something new. Every client that walks into our studio is very different. We believe that your boudoir experience should be unique - designed by you, customized to fit your taste and likes, and more importantly, to respect your boundaries. Some women are very daring and want to bare it all, while others are more conservative. **Boudoir is for everyone.**

Whether you want to wear lingerie, a beautiful robe, a gown, or nothing at all, we believe there isn't just one way to be "sexy" and there isn't "one right way" to dress for a boudoir session. We want our clients to discover what beauty and confidence means to them.

Our goal is to make the whole process stress-free and enjoyable. Every client is nervous when they book their session, but we take pride in the fact that we have created an approach designed to make you feel comfortable before, during, and after the session.

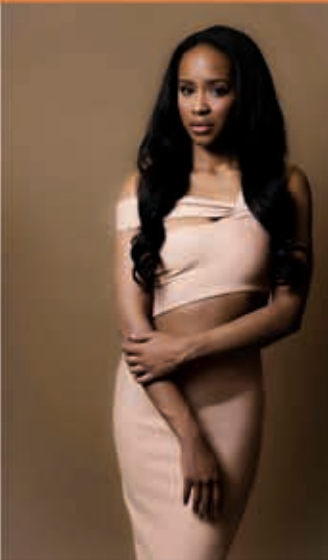
Before your session we will discuss your wardrobe preferences, any insecurities you may have, and answer questions about how to prepare. The day of your session our professional hair and makeup artist will focus on accentuating your natural beauty. Your time in front of the camera will be full of laughter and silliness; we pose ourselves to show you exactly how to look your best.

If you have wanted to book a session for some time, we encourage you to take the leap! There is never a better time than now to do this for you. We promise you will leave looking and feeling GREAT - and feeling proud.

"What an incredible experience!! I did a boudoir shoot and was so nervous going into it. By the end I felt like a completely different woman! The team is incredible, they create such a fun environment and Maria will roll around on the floor to show you exactly how to pose. It is such an empowering experience. I highly recommend everyone do at least one boudoir shoot in their life!" -Miss H.

If you are a mom, we bet you dedicate much of your time and energy to your family and/or to your work. There is nothing wrong with doing something for yourself, too. A luxurious boudoir experience is a great way to pamper yourself!

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CHRIS KJELDEN
President

What does a typical workday look like for you?

Every day for me starts with educating my fantastic group of home inspectors, picking a topic we focus our study on for that particular day. As the President, most days are full of normal business operations, whether training, building new CE classes, answering questions, developing our products to be the best in the market, working on marketing, planning business functions, or basic accounting. Each day ends with reviews of inspection reports prepared by our inspectors as a final review before they are sent to our clients and realtors. One of our

corporate goals is to raise the standards of the industry. Many of my days are full of teaching proper standards of practice, ethics, and correct inspection techniques to future professional home inspectors across the nation.

What are your hobbies outside work?

I have so many hobbies that I genuinely love! In the past, I have been an avid hiker, hiking Pikes Peak over 40 times and hiking the Manitou Incline more times than I can count. I spent many years in the saddle of my mountain bike, primarily on the trails of Palmer Park, but I even rode my bike up Barr Trail to the top of Pikes Peak. I have always loved the beautiful Colorado outdoors since I was blessed to spend endless hours camping with my father as I earned my Eagle Scout in Boy Scouts. I spent

14 years blessed to study karate with some fantastic martial artists! Under my instructor, Professor Johnson and Universal Kempo Karate, I earned my third-degree black belt and am so blessed to have helped many others on their journey. My Kempo Ohana is a very important part of me, and it's even more amazing to work alongside Joe Gardino, Walter Kruger, Tina Stephens, and Hannah Sanchez, who I call part of my Kempo family as we trained together for many years. The feeling of family is so important to me and extends to each of my brothers and sisters in Ground Floor (even those who didn't hit me on the karate floor).

Many years ago, I started playing the clarinet and loved creating music. I became a classically trained clarinetist

and started as a music major at the University of Northern Colorado. After a couple of years, I changed my major to business; however, I retained my love for music. It was music where I met and fell in love with my wife. We moved to Portland, where we played as principal flute (my wife's instrument) and clarinet in the Portland Chamber Orchestra. We played many orchestras for pay and fun and even coffee shops for tips. A highlight of my time in Portland was playing Artie Shaw's Concerto for Clarinet at the downtown Portland Performing Arts Center. It was always fun to play in anything we could. We moved back to Colorado and started playing for the Little London Winds in Colorado Springs, and now we play in the Woodland Park Wind Symphony and other smaller groups.

In the late '90s, I purchased my first digital camera. It was a combination of a Leica/Fuji camera. I fell in love with digital imaging immediately! I quickly learned that the initial photo was just the start and started learning numerous software's (Lightroom and Photoshop, among others) to help make the images the art I believed they should be. I started shooting pictures of everything I could and, in a short time, started taking senior portraits and weddings.

My love for photography grew immensely when I started capturing theater for various local theater performances. I loved the challenge of the lighting environment changing constantly! Like all hobbies, the more time spent, the better one gets. I remember spending five nights on the top of Palmer Park, capturing the events of the Waldo Canyon fire from a distance. It was a defining moment as I watched the horrific event unfold. After finishing the images, I heard from a friend that the Pioneer Museum was conducting a contest of images captured during the fire. I entered and was chosen with two other photographers in the state to

display my art in the museum. Those photos have now become part of the state's permanent archives. Shortly after that, Treese and I went to Santa Fe, where I captured many pictures of the beautiful city. We spent time going to the galleries and talking to the gallery owners. One gallery owner looked at my images from there and suggested I compete in a statewide contest. I didn't think I'd stand a chance and won in my category. I was hooked!



I have always been very interested in the stars, and when I realized I could image them, I found another focus for my love for photography. I started with my Nikon DSLR (D800e) with a tripod. The stars quickly became imaging the moon and then the nebula. In a short time, I started adding specialized cameras and telescopes. Capturing the images was very difficult to do correctly, and knowing what to do with them was a higher level of expertise. After years, I have learned how to capture images better and process the amazing beauty God has placed in the sky for all of us. And I'm now showing my photography in Woodland Park at "Reserve Our Gallery," and I feel blessed to be in a gallery with such talented artists. The stars are indeed the limit in this hobby, and I can't wait to keep growing and getting better.

Life is a blessing, and we choose our path. I feel so very blessed to find the path placed in front of me. What's next? We'll see where the path leads!



TREESE KJELDEN
Executive Admin, CO
State Licensed Radon
Measurement Professional

What does a typical workday look like for you?

I'm part-time; I answer the phones and schedule inspections when our other two schedulers aren't "on", answer the

difficult questions, respond to website and other emails, and perform licensed radon testing in Teller, Park, and Fremont Counties.

What are your hobbies outside work?

I'm also a part-time band director/instrumental music instructor (grades 6-10 this year) at Merit Academy in Woodland Park, run a private music lesson studio, and perform flute, guitar, and ukulele in many ensembles up here. This is my other "job," not really a hobby, as I am a degreed music educator. Real hobbies include hula-hooping, knitting, and jeeping around with Chris.



HANNAH SANCHEZ
Marketing Specialist,
Vice President, CO
State Licensed Radon
Measurement Professional

What does a typical workday look like for you?

In a typical day, I will be answering phone calls and scheduling inspections. I also drive around the state doing radons from Denver, to Colorado Springs, Pueblo, and Teller County. But my favorite thing is getting to build and create relationships with others in the real estate industry.

What are your hobbies outside work?

I am currently a first-degree black belt in Universal Kempo Karate. I am currently training for my 2nd-degree belt! I have been training since I was 5 years old so the others there have all become family. Today, my 5-year-old is training alongside me!



WALTER KRUGER
Senior Professional
Home Inspector,
Vice President, CO
State Licensed Radon
Measurement Professional

What does a typical workday look like for you?

On a typical inspection day I will meet the REALTOR and clients on site, ask

questions to understand any particular concerns, explain the process, perform a thorough home inspection and give a summary of important items I may have found. Afterwards I usually have a good meal and enjoy some time with family before editing the inspection report. Additionally, I like to answer questions and help train our new inspectors.

What are your hobbies outside work?

My main hobby, outside of work, is martial arts. I've been training appropriately for 20 years. We started attending karate as a family, after my son joined. We love the relationships we've built and leadership we've learned while staying fit. The best part however is that I met and made lifelong friends in Joe Gardino and Chris Kjeldsen. I admire their commitment to excellence in all that they do, both personally and professionally.



JOE GARDINO
Senior Professional
Home Inspector,
Vice President, CO
State Licensed Radon
Measurement Professional

What does a typical workday look like for you?

My inspections start with educating the home buyers on the goals of the inspection. As I evaluate the home I spend time familiarizing the new homeowners with their potential new home. After the inspection, I spend a few hours putting together the report for the buyers and their agent.

What are your hobbies outside work?

I teach a Universal Kempo Karate school. I love helping people of all ages become stronger and more confident. I started martial arts as a teenager; I was very small and timid as a kid. Martial arts helped to develop confidence. I

started helping instruct the kids at my instructor's school in 1986 and found that I loved teaching. I have been teaching ever since. I play guitar as well and I love making music. Starting out, I tried to learn how to play on my own, but I was not very good. My lovely wife, Marty, bought me lessons and a new guitar when I turned 35 yrs old. Looking back, I think that was a wise gift for both of us.



JEFF SNAWDER
Professional Home Inspector,
CO State Licensed Radon
Measurement Professional

What does a typical workday look like for you?

I start my workday by reviewing the educational topic for the day that is sent out by Chris, the owner of Ground Floor Home Inspection. I then review any other information that is sent out regarding Radon, Marketing Events, topics involving what the inspectors may have experienced out in the field, etc. I perform inspections, participate in marketing events or volunteer opportunities, visit real estate agents at open houses, etc. The day can vary from one day to the next, or even on the same day we can have added inspections. Never a dull moment!

What are your hobbies outside work?

I am very much into the outdoors and my wife and I enjoy hiking, kayaking, and exploring the world for new adventures. I experienced a greater love for these things after meeting my wife and discovering her love for them, as well. I love to hike a trail and see what's around the bend. Smoking cigars is also a favorite hobby of mine. I got into them after quitting cigarettes and I wanted to try something with a little more complexity for my palate. I love this hobby because it forces me to be still for a couple of hours and just be. I love the cigar

community and the camaraderie we share. I am a big reader and will venture into nearly every genre. I was given The Hobbit by my dad when I was a kid and have read ever since. I love this hobby because there is always something to learn from someone else and apply to my own life, and then there are books that I read to just relax. I would say music is a hobby but it's more of a lifestyle! Music is and always has been an integral part of my life. To explain how I got into it or what I love about it is like explaining why I like being able to breathe—no explanation necessary.

PAYTON ARAGON

Professional
Home inspector



What does a typical workday look like for you?

I like to study the house that I'll be inspecting so that I'm ready to help the client the best I can. I will spend 3 to 3.5 hours inspecting a house. Afterward, I'll go home to finish the report on my computer and send it out for peer review, and once any adjustments needed are made the report is then sent to the client.

What are your hobbies outside work?

I love being outside with my kids and wife. We are crazy Colorado sports fans. We love our Broncos, Nuggets, and Avalanche!



SPENCER ARAGON
Professional Home Inspector

What does a typical workday look like for you?

I generally prepare for the inspection ahead of time so I know what to expect at the house I'll be inspecting. I will spend 3 to 3.5 hours inspecting a home. When I get home that day, I'll put together a detailed report and send it for review. After review we send it to the client.

What are your hobbies outside work?

My hobby outside work is going to the gym. I started going to the gym with my older brother and it's been routine ever since. I love working out because it keeps me in shape both physically and mentally; if I can physically push myself to failure at the beginning of the day it puts my mind in a great position to tackle the rest of the day's challenges.



JOSHUA WIDDOWSON
Professional
Home inspector

What does a typical workday look like for you?

Before an inspection, I make sure to load up my car with all my tools. If it's a morning inspection, I go straight to the inspection and spend 3-4 hours (depending on the property size) thoroughly assessing the house and taking photos. If it's an afternoon inspection, I like to spend time in the morning learning and educating myself to make me a better inspector. When I come home from the inspections, I edit and review my report before sending it to the client.

What are your hobbies outside work?

I love to ski and learned on a school trip in Austria 18 years ago. I now ski a couple of times a year in the Rockies. I play football (soccer) with friends in the evening and play golf once a week at different courses around Colorado. I also enjoy hiking with my wife around Estes Park.



KEN HOLADAY
Professional
Home Inspector

What does a typical workday look like for you?

My day usually starts the day before, preparing for my inspection by making sure I have everything I need and

finding out as much as I can about the house I will be inspecting. After meeting my clients and their real estate agent, I get to work inspecting the home outside in and top to bottom. I finish up with a quick summary of concerns, if any, with my clients and then head home to put my findings into a report that my clients can use to make an informed buying decision.

What are your hobbies outside work?

I have always enjoyed train watching since I was a kid growing up near a railroad. Their sheer size and power have always captivated me.

TINA STEPHENS
Office Assistant



What does a typical workday look like for you?

I usually start my day by asking Treese or Hannah if there are any "stuffs" that I need to follow up on. Throughout the day, I answer calls whether they are to schedule a home inspection or answer a question a client/real estate agent might have and answer online inspection inquiries. We also contract with Blue Ribbon Home Warranty. When I receive the orders from them, I contact the clients and schedule the home warranty inspection with one of our inspectors. I also take care of some of the radon accesses for our certified Radon Technicians; I write "thank you" cards; and I handle miscellaneous requests from Chris, Treese, and Hannah.

What are your hobbies outside work?

I love sending all types of greeting cards via snail mail. The hobby started in Jr. High School with a pen pal in Iowa. I enjoy, hopefully, making someone smile or feeling like they are thought of. It makes my heart happy. I also love to crochet. I was taught by an older co-worker approximately 40 years ago. The thought of taking a string and

making something that will last a lifetime still amazes me. I loved teaching crocheting to my daughters. I enjoy giving blankets or other projects away whether as gifts or if someone happens to say they like something, I will just hand it to them and say "it's yours!"

KELLY IKENBERRY
Vice President,
Business Coach



What does a typical workday look like for you?

I get to work with Chris and his entire Ground Floor team. In a way, I'm Chris's 'second brain.' I help him find solutions to strategically grow his business and team. I bring 14 years' of experience with me so I'm looking around corners he can't quite see yet. I also coach and train him on how to develop and maintain his culture while the company grows. When I work with his team, I serve as a communications coach and trainer, helping them work from their strengths, appreciate their differences, and work better together to get the best possible results.

What are your hobbies outside work?

I'm a mom and wife, so my hobbies include many activities with my family like white water rafting, travel, volleyball, ninja courses, movies, and golf. My parents put me in city recreation programs for all kinds of sports when I was a kid to see what fit best. Tennis, basketball, and softball stuck with me through high school. After that, I received a scholarship to play tennis in college. So, when possible, you'll find me on the courts. I love the mind-body connection of tennis and the internal competition. It makes me feel fully present and alive when my mental and physical games are being challenged to find solutions at the same time.



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CHARITABLE & REAL ESTATE EVENTS

AROUND COLORADO SPRINGS

Events listed in this section are hosted by real estate agents & vendors

SAVE THE DATE:

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Come and help raise money for Sarah's Home and to build Daniel's Academy.

Learn more and get your tickets at:
www.thelendinghandfoundation.org

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.

If you are a real estate agent or vendor looking hosting a charitable event, email brian.gowdy@n2co.com to have it listed for free in this section.



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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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