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There are many misconceptions about what a boudoir photography session really is. While it's true that you will walk away with some really beautiful artwork that will promote a positive self-image, we are convinced that **boudoir isn't really about the photos.... It's about the experience.** A transformation happens when you decide to push yourself out of your comfort zone and rediscover who you are in the process.

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!


Bold Babe Studio / Casa Bay Photography specializes in luxury boudoir and fine art portraiture. We also provide fun family and unique high school senior portraits. Contact us to learn more or book your session.



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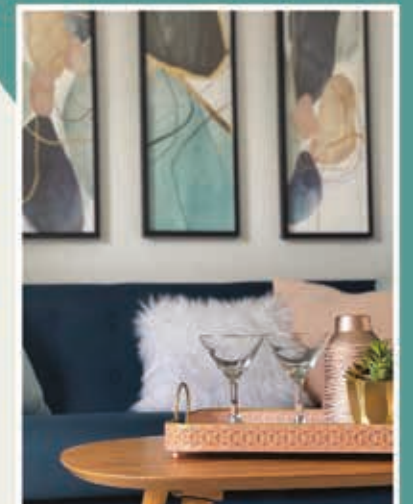
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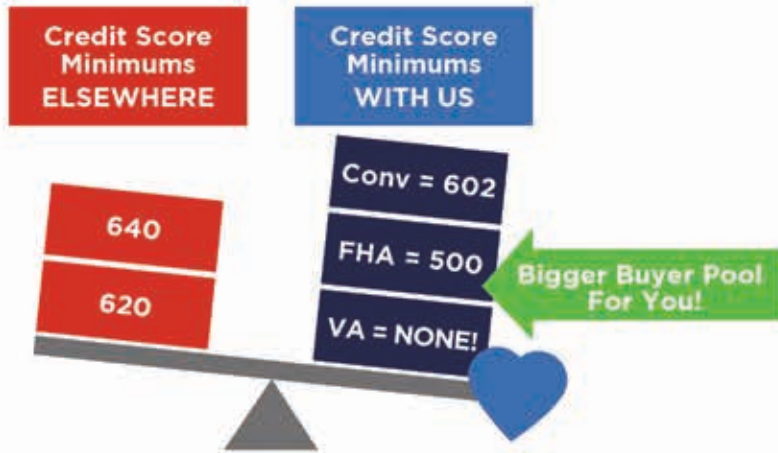


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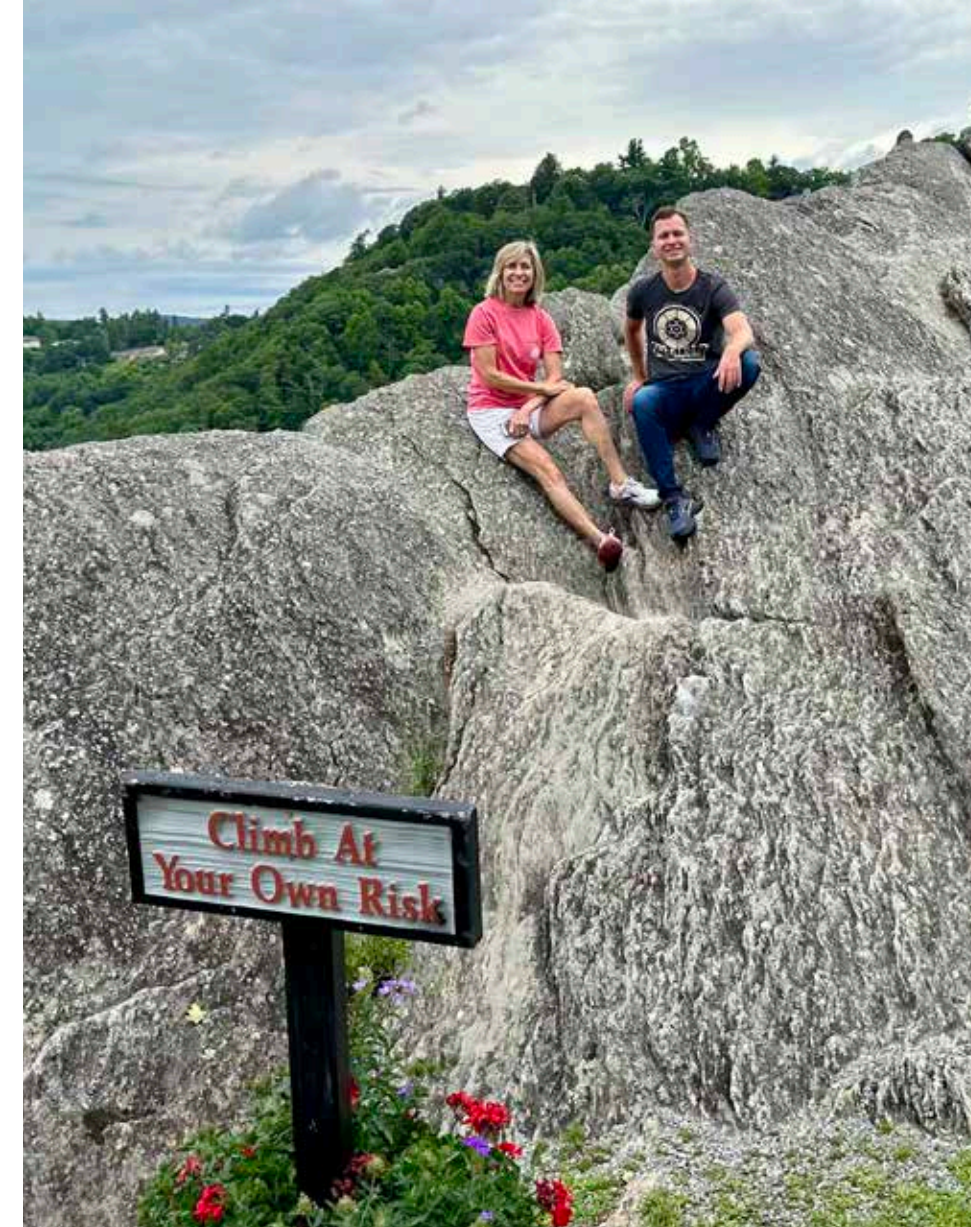
GETTING INVOLVED WITH THE COMMUNITY

publisher's note

Friends in real estate, as I'm writing this, it is July 20th — earlier today, I landed in Charlotte for my (semi) annual trip to my home state of North Carolina. The photo included in this article was taken mere hours ago; my mom and I are staying in Blowing Rock, a quaint, up-and-coming town in the western half of the state. It's the first time I've been back to Blowing Rock in my adult life. It's nice! And they're still only charging \$3 for beers so swing by before they realize everyone else is charging \$8-10!

Yesterday, our "30 Under 30" committee gathered and, together, we went through all our applicants and chose who would make the cut. I'll leave the dirty details for next month's Publisher's Note but I think you'll all be pretty surprised with the result. One teaser I will drop ahead of time is that we strongly considered an agent's community involvement when deciding who to accept. This resulted in us accepting some agents who had a lower production than others who didn't have as much community involvement to report.

When we were deciding to prioritize agents with higher community involvement, one



Brian Gowdy & his mom, Lori, sitting on the locally famous "Blowing Rock" in Blowing Rock, North Carolina.

of our committee members shared a story of how they were being considered to be on the front cover of a prestigious publication (this was long before *Real Producers*) and they wound up being passed on because they didn't have any consistent volunteering, leadership, or philanthropic outlets to report. Rather than growing bitter, this agent took it as a wake-up call and started getting involved however they could. We hope to light a similar fire in our "30 Under 30" applicants this year.

Stay tuned for next month's update... And remember, the best way you can support me and *Colorado Springs Real Producers* is to support our advertising businesses.

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Aracely

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Aracely Arvizu first thought real estate may be out of reach for her. But once her curiosity was piqued about the possibility of a career in this field, she asked a lot of questions to learn what was truly needed to become an agent and instantly knew it was something she needed to try.

Written by Tabby Halsrud | Casa Bay Photography

She signed up for classes and studied day and night. The first time she took the test, she passed the state but failed the national. “I missed it by one. I cried all the way home. But I was curious why I had passed the state and realized it was more ethical and law-based questions. That was all common sense to me.” Aracely didn’t let the failing grade deter her. She studied more, failed, studied more, then failed a third time. She took a week off from studying to spend time with family and when she went back to take the test for the fourth time the following week, she passed! Aracely reflected, “I was so proud of myself for not giving up!”

Aracely’s first clients were from her inner circle - a neighbor’s friend, her hairstylist, and her sister-in-law. That first commission check after the brokerage’s cut was only \$2500, but it was the most money Aracely had ever made. “I was so happy. I took a picture of the check and framed it.” Three months into her new career, Aracely’s military husband got orders to New York. Aracely iced her real estate license and pursued an office job in the housing industry. She missed real estate, though. “For the first time, I had a title and a career. I saw the potential, and thankfully, so did my husband.” After two years in New York, they moved back to Colorado and her husband transitioned from the military to a new career. Aracely returned to real estate.

“I was looking for a career that would allow me to help people and be a resource.” Aracely found that and a calling in real estate. Aracely loves working with the Hispanic community because there aren’t a lot of Spanish speaking agents in Colorado. She

loves helping people do something they thought may be impossible for them to do.

Competing Only With Herself
When she first started in real estate, Aracely never paid attention to her numbers until a team leader congratulated her for being #1 at her brokerage. “I didn’t even know what she meant and had to ask her to explain it to me. Now I keep track of my numbers because my goal is to continually do better than I did the year before. I don’t view other REALTORS as competition - I am my own competition.”

Real estate doesn’t feel like work to Aracely and she never tires of looking at houses. Aracely’s business still comes solely from referrals and she is proud that her clients have never been just one transaction. “They come back to buy investment properties or they send family members who buy. I’m grateful to my clients - they keep me in business.”

Aracely builds relationships with her clients that stretches beyond real estate. “Clients become friends and friends become clients. They know they can call me anytime, even if it’s not about real estate.” Some clients know what they want but don’t always know how to get there; Aracely fills that gap by drawing upon her resourcefulness and reliability. As an agent, “you take care of your clients, and they take care of you too by helping you build your business with referrals. So why wouldn’t you treat them like they are more than a transaction?”

In this work, you are your own motivator and challenger; no one will do the work for you. But Aracely loves encouraging new agents: “I didn’t



get to this point overnight or without struggle. If I can do this with my education level and background, you can do it too.”

GROWING UP YOUNG

Growing up in a household where she was exposed to physical abuse, drugs, and alcohol at a young age, Aracely was kept out of school after seventh grade to cook, clean, and ensure the house was running well. Aracely has

struggled with reading and spelling much of her life and always believed it was because of her education level. It wasn't until she was an adult that she learned she has dyslexia and ADHD.

Aracely and her husband had their first baby when they were only 18. Soon after, they began a year-long process to adopt her two brothers, 12 and 8, who would have been sent to foster care otherwise. Her desire was

to keep them out of the system, give them a loving home, and help them graduate high school - something she herself hadn't done. After the birth of her daughter, Aracely was motivated to get her GED. At 21, she had her second baby, which meant she and her husband were raising four kids.

Aracely has lived more life at 38 than most people do by 50. In addition to her early life challenges, Aracely suffers from a genetic degenerative disease (Charcot-Marie-Tooth Disease or CMT), a neuromuscular disease which attacks your nervous system and hinders your mobility. It causes tight tendons, low reflexes, and dead nerves. She knows that eventually she will lose mobility in her hands. “I am going to work until the day that I can't move anymore. My husband assures me he'll take care of me, but I'm more worried about how I'll write a contract,” Aracely giggled. “It's actually been empowering. I know that one day I won't be able to do it, so why not live and go hard while I can?”

THE POWER OF CHOICE

“Even though my childhood sucked and my twenties were focused on raising babies, I have no regrets about my past. Everything I went through and fought for has brought me where I am today. My thirties have been amazing and I still have the rest of my life in front of me.”

Aracely believes in choice, especially when it comes to responding to life circumstances. “We choose how we look at things. I could have followed the path that was modeled to me - into a life of drugs and alcohol. But I've seen firsthand the damage and hurt it can cause. I needed to find another way. I've chosen to accept the life that was given to me and not let it define me or be my destiny. There is no perfect life. Things will happen. I've survived a lot and it's made me stronger.”

“
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STRONGER.
”



“

I just believe that everything is a

CHOICE

what we choose to do with our past experiences, if we choose to follow our potential or not, and if we choose to work for what we want. Nothing has ever been handed to me - and I love that.

”

Aracely continued, “Even when it’s hard, it doesn’t mean that it’s not meant to be. Not everything that is right is meant to be easy. Getting my real estate license was one of the hardest things I’ve ever done for myself. But I knew it’s what I was supposed to be doing. I taught my kids not to give up because of fear or obstacles - you have to go for it. You only walk away after you try it and decide it’s not right for you. I just believe that everything is a choice - what we choose to do with our past experiences, if we choose to follow our potential or not, and if we choose to work for what we want. Nothing has ever been handed to me - and I love that.”



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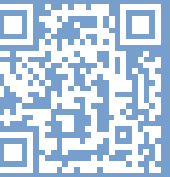
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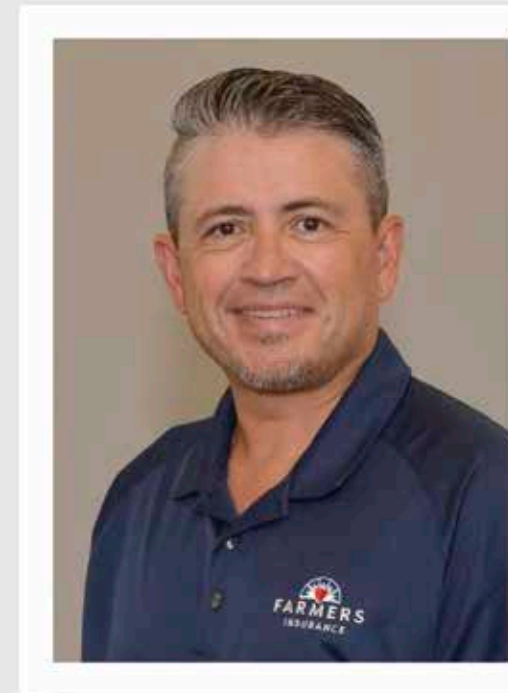
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Yuhuan “Jin” WICK



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Written by Barbara Gart
Casa Bay Photography

Two different, but equally impactful life events helped shape Yuhuan Jin Wick into the successful real estate agent she is today. Originally from Mainland China, Jin started training professionally in table tennis when she was just seven years old. During nine years of training, she established a very competitive, ‘like-to-be-challenged, no-giving-up’ discipline, which she believes played an essential role in getting her where she is today. She also uses her experience as a restaurant waitress to provide excellent customer service to all of her clients. Jin shares, “My first year in real estate went better than I expected, perhaps because of luck or perhaps I was lucky for having worked in the service industry. The service industry showed me how people wanted to be treated. I met many people and kept many as dear friends to this day. And because of this mutual respect, they helped me grow my business the first year by giving me referrals to their family and friends. Thanks to them, I closed 12 transactions in my first year.”



Jin grew up in China and earned a Masters in Exercise Physiology in hopes of becoming a college professor. Some of her colleagues who had come to the United States told her stories of their success in America, and Jin began to dream about the opportunities in America. In 1996, she decided to give up her pursuit of becoming a college professor to follow a dream she did not know where it would take her. “I scraped together \$3000 from my family and vowed to pay them back, which I did. Shortly upon arriving in America, I discovered the degree in Exercise Physiology that I had earned in China was not accepted in the USA. I had to find another means of survival in America.”

Jin went into the restaurant industry for survival and became a waitress, which taught her how to take care of her customers. “I found out that I loved meeting new people. I built a network of friends from the restaurant and developed several new friends that I still have to this day. While I was a waitress, I went to school to become a dental assistant. I kept my waitressing job and added a second job as a dental assistant, continually growing my network of friends. I worked in that field for 17 years and always had two or three jobs at any given time, juggling one job with another on the same day.”

In 2010, when Jin was working full-time as a dental assistant and part-time as a server, she owned a couple of rental properties and thought it would be a good idea to get her real estate license. She had built a trusted relationship with her network of friends at all of her jobs. So when she told them she got her real estate license, they started asking her for assistance in buying or selling a house. Her sales volume increased 30-40% each year, and in 2014, she decided to open her own brokerage, Wick Realty Services, with her husband David. In 2018, they joined RE/MAX Millennium in Colorado Springs and she committed to real estate full time. Jin was awarded Platinum of RE/MAX Corp. and in 2020, The Wick Group joined Pikes Peak Dream Homes Realty. Jin and David were awarded Top 3 Sales Volume three years in a row and in 2021, her business had grown so much that she became eligible to join Peak Producers of Colorado Springs. In 2023, Jin and David decided to open their own brokerage again, Your Home Sold Guaranteed Realty - The Wick Group, and are thrilled to serve their clients as broker owners.

Although Jin found success from referrals in her first year, she shares, "My tough time came at the beginning of my second year. I had to learn that there was more to real estate than referrals. Every business has to prospect, which I did not



think about, and I wondered where my subsequent transaction would come from. David, my now husband, encouraged me to continue in that second year. There are many people who helped me, encouraged me, and educated me, but one of the most influential people is David. Without him, I would not be in this field. He is the one who helped me with computer skills, showings and documents, and when I wanted to quit, he helped me to overcome the difficult time."

Jin's husband, David, is a broker and retired military who served 26 years in the Air Force. They have one daughter, Cheng Zeng, a Physician of Air Force. Although Jin is a self-described "working machine" who often works 12 hours a day, she does enjoy hobbies outside of work. She loves exercising, and her favorites are running, hot yoga and hot pilates. She also enjoys cooking, meeting up with friends, traveling and going to church. Jin reads the Bible every morning and her goal is to visit three countries every year.

Given her success in real estate, Jin is happy to share some lessons she has learned along the way with new agents. "Serve your clients like you serve your family. Your client's best interest is always your priority for you. Do whatever it takes to get things done for your clients. Take care of them from your HEART." These lessons she has learned are embodied in her favorite quote by Robert T. Washington. "If you want to lift yourself up, lift up someone else."



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Written by Tabby Halsrud
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JOEL NATH

STONE GABLE REALTY

Growing up in a family of attorneys and doctors, a career in real estate never crossed Joel Nath's mind. Originally from England, Joel moved to the United States at the age of 19 to marry his current wife, Ashlee. He immediately joined the U.S. Army, and while on active duty they found their way into a flip. The flip went well; Joel hosted an open house and got three buyers from two hours worth of work. "We got lucky; the house was downtown and the people driving by had seen us rehabbing it for the prior three months." After that success, Joel reached a

decision point - to continue on as a soldier or to get out and see what a career in real estate could offer.

The dream to be a realtor belonged to Joel's wife Ashlee, who encouraged Joel to pursue it, too. He decided to dive in, joined a team and found the spot he wanted to be pretty quickly. He didn't have an earth shattering first few months, but over the next couple of years, Joel found his footing in the military and distressed property niche. By 2018, he and Ashlee had started Top Notch Home Team and eventually

their own brokerage, Stone Gable Realty, which was named after his childhood home in England.

Focused on Adding Value
Joel recalled his early transitions, "I was never an independent agent. I joined a team for six to eight months, felt undervalued as an agent, and left to join another team in a team leader type position. I again felt that I was giving more than I was getting, so I decided to start my own team." Joel noticed a theme in not getting the help and support he was asking for. That gap

influences how he chooses to lead his team today. Joel is proud of the Stone Gable leadership model. They have a desire to create a truly symbiotic relationship with their agents. “We want to provide our agents as much value as they are giving us. Rather than focusing on buying leads, we focus on collaboration and adding value to our agents. We bring coaching and mentoring from our past experiences and regularly attend coaching seminars to keep bringing value. We want to help our agents develop their own business niches and continue to grow.”

Stone Gable Realty has quickly grown to 37 agents spanning from Denver to South Pueblo. Joel is 31, Ashlee is 29 and their partners Eric Councill, and Mikayla Drinkwine are 33 and 27, respectively. “We’re a bunch of young agents adapting models as we go. We’re continually learning how to do real estate in Colorado Springs outside of the big brokerage models.” While Joel is proud of Stone Gable’s quick growth, he doesn’t want to get too big. “Our goal is to have around 70 agents. It’s important to us that we maintain the culture and retain our current one-to-one coaching and mentoring model.”

Joel doesn’t sell a lot anymore; he focuses most of his time on leading the brokerage and coaching and mentoring the agents. While the other coaches at Stone Gable focus on skills like mindset and lead generation, Joel’s passion for mentoring is on the business planning side. He encourages his agents to treat their real estate venture as a business and inspires them to keep their motivation up between paychecks. He helps the agents bring more rigor and focus to the business side, helping them create formal business plans and focus on the actions that will help them reach their business goals. “I love this so much more than I loved selling houses.”

BACK TO BASICS

Joel also loves the data behind it and enjoys looking at how things



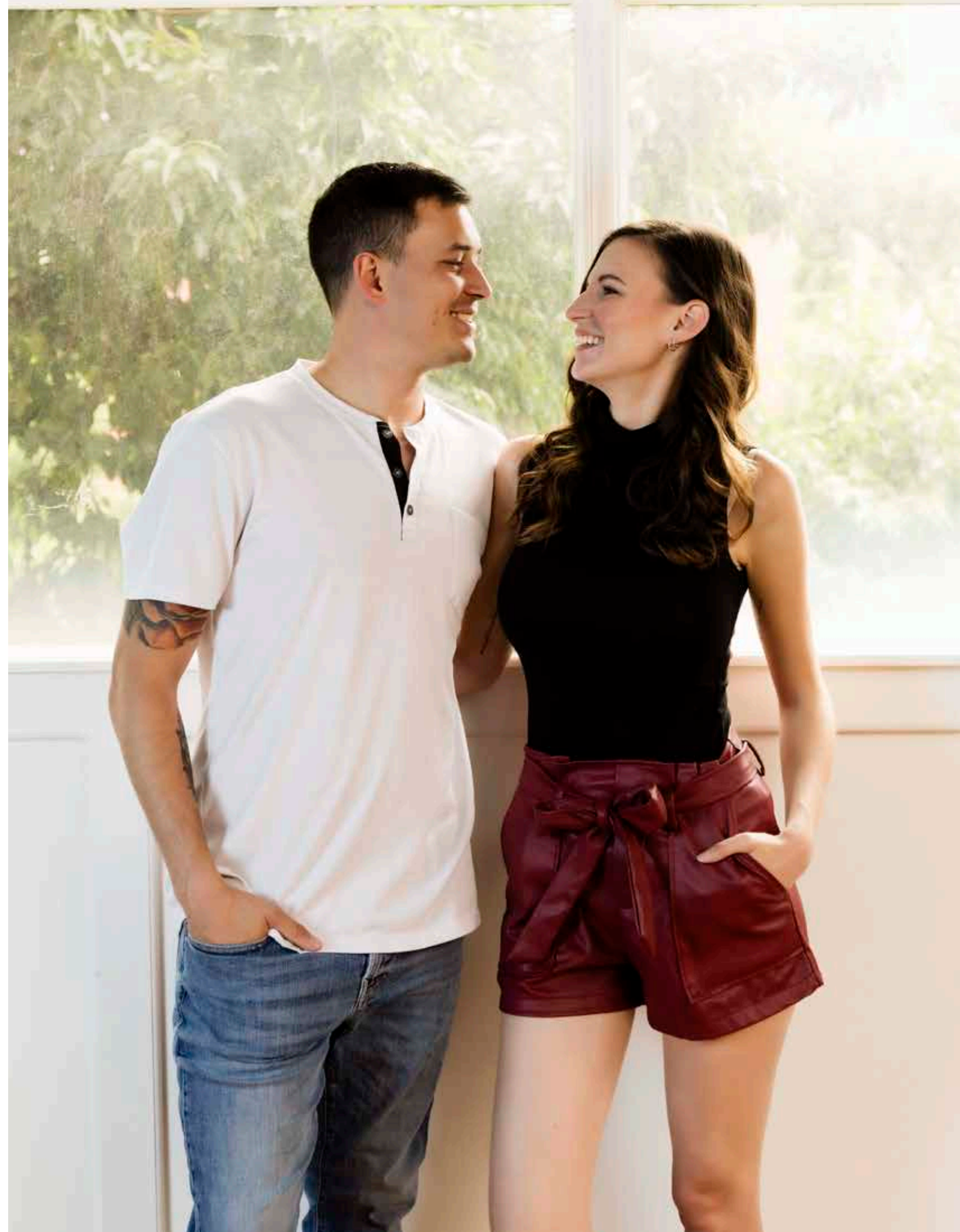
“ THIS IS ONE OF THE HARDEST MARKETS WE’VE EVER SEEN. THOSE WHO SUCCEED THROUGH IT - THEY WILL NEVER FAIL IN REAL ESTATE. ”

are moving in the market. He’s been curious about what will happen this year if things slow down. “It’s shaping up to be a hard market, slowing down even more, which makes it hard to get deals done.” Joel is excited to see how agents will come through it. “This is one of the hardest markets we’ve ever seen. Those who succeed through it - they will never fail in real estate.” Joel and his team are excited to see how things continue to develop.

In the meantime, they have been refocusing on some of the basics like what it really means to be a realtor, how to take care of clients, and how

to truly nurture leads for more than six months. They’ve also seen a recent uptick in interesting deals and unique situations such as one-year short sales, loan assumptions, and subject-tos.

Joel is proud of the fact that both he and Ashlee achieved 30 under 30 for the National Association of Realtors, which was a big stepping stone for them. He attributes much of his success to his team. “Without them, if I were an independent agent, I wouldn’t be where I am now.” Joel is also proud of the retention he sees on his team. He has agents who have been with him for four years.





CREATING A HEALTHY BALANCE

Joel and Ashlee, like many other agents, have been learning to find a healthy balance between work and home life. They have three children, ages 9, 6, and 3, who are busy with activities of their own. “We try to be home around 3:30 most week-days. That doesn’t always work, of course. But we are always the ones to take the kids to gymnastics in the evenings and soccer on the week-ends. We also focus on giving them experiences. We travel a lot and intend to continue to do so, so that our children get to see the world like I did growing up in Europe.”

Joel continued, “Our kids know what we do. They ask to come to work with us. When my son was younger, I would take him to showings and he’d walk into the house and say, ‘I don’t like this house’ or ‘it smells like dog pee.’ Now he walks in and knows to say, ‘I love this house.’” That sounds like another realtor in the making to me!

In addition to working to find the balance for himself and his own family, Joel coaches his agents on this too. “I see my agents get burned out and that’s really stressful to watch. I coach them to try not to let the client always dictate when you work. It can be hard to say no when clients want to see a house in 20 minutes. The market doesn’t always make it easy to say no, either. There are times where if we say no, we lose the house. There also seems to be a mindset here that we have to hustle and grind and that if you’re not working 60 hours a week, you’re doing something wrong. We’ve certainly done that, but now we want to travel as much as possible and enjoy the life we are fortunate enough to live.”

Joel has also learned the importance of adaptability - both when coaching people and in adapting to the market swings. “It’s not as easy to find clients in this market. We try to stay ahead of the curve by looking at the data and trying to figure out where the market is going. We’ve doubled down in SOI activities and staying top of mind.”

In addition to balancing work and family, Joel is currently in law school. The goal isn’t to become a lawyer, however. “My goal is to be a broker out of production, whose only role in life is to develop the agents on his team. I want to do whatever I can to make myself the best broker I can be to ensure they are in the best position they can be in.”

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Tiffany Schafer started working in the real estate industry over 2 decades ago, first as a real estate assistant, then as a TC. She opened the doors to NorthEnd Notary Services in 2021 and has since scaled her business to a nation-wide Notary Signing service!



In a pivotal moment in his life, **Jamie Krakofsky** chose to hike the entirety of the Appalachian Trail from Maine to Georgia, building character and turning his entire life around.



Andrew Nielson is a musician; he plays guitar, bass, and drums. Right out of high school, he traveled all over Asia playing music through the YWAM (Youth With A Mission) organization.



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Kim Kentera met her now-husband on the football field at Georgia Tech. He was on the team and she was a cheerleader.



Patrick Manchester loves classic cars! He has a 1966 Ford Thunderbird and a 1968 Datsun Roadster—the same model his dad used to own.



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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?

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