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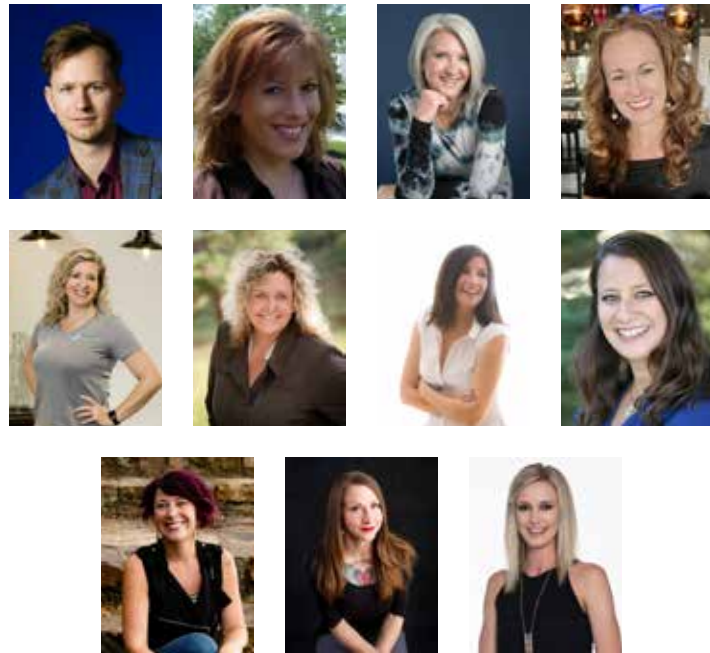
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# WELCOME JUNE

▶ publisher's note

Friends in real estate, thank you for tuning into our June edition of Real Producers. As I'm typing this, it's a rainy day in late April.

So far, it's been a good year for us at *Colorado Springs Real Producers*. Our Dodgeball Tournament for Charity was a surprise hit! We will be doing that event annually and we are looking for an alternate recreational-style charity tournament to host in August or September.

The 3rd annual RP Awards was a hit as well. Despite the blizzard, we had 320 of our 340 registered guests make it. The 2024 RP Awards will be held in late April (as opposed to March) in an effort to lower the odds of another snowstorm.

We have onboarded 10 new advertisers so far in 2024: Allen McGriff with H&H Fencing, Wayne Helm with Hommatti, Jessica Jones with Mint Lending, Zack Tarbet with Edge Home Finance, Dave Slater with Bank Central, Rich Schur with Schur Success Group, Nate Lemieux with Absolute Water Damage, Mark Cibula with Windows America, Zack Stark with Colorado Roofing and Solar, and Zack Langston with Freedom Landscapes. As the owner of *Colorado Springs Real Producers*, my job is to ensure our platform is funded through advertising

and I've been working both harder and smarter this year to ensure that happens.

The best way you can support our platform is to support our advertising vendors. Their goal is to be a backup for you when your primary vendors aren't able to deliver for your clients. Please consider them when the opportunity arises — and please thank them for supporting our community-building platform.



Thank you,  
**Brian Gowdy**  
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Above: Brian Gowdy hiking to the top of Mt. Cutler in Cheyenne Canyon on his 34th birthday.

## reflections FROM THE EDITOR

A fighter from birth, this month's Overcomer Danielle Rahman is a woman who doesn't let challenges deter her. She refuses to quit and always finds a path through difficulty, drawing upon her tenacity and self-belief. Rising Star Jerrell Young is a problem solver and loves serving people. He enjoys motivating youth to look beyond their current circumstances to envision different possibilities for themselves.

Father-son duo Loren Thetford and Jacob Thetford are grateful to be able to work together. They have created a unique niche helping people move into their final homes and take great pride in doing what they can to make that process easier for their clients. And this month's Real Producer Michael Rosenhahn, who is a father himself, enjoys finding ways to elevate the client experience. He and his team strive to create special moments for their clients.

I hope you enjoy reading these stories as much as I did!



*Happy Father's Day!*

**Tabby Halsrud**  
Content Coordinator & Editor |  
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# JERRELL YOUNG

▶ rising star

Written by Tabby Halsrud  
Casa Bay Photography



Jerrell Young's original aspirations were to play football professionally. Though he was putting effort into that dream and trying to land on an NFL team, it didn't come to fruition. "I was very frustrated with God at first, asking, 'Why did you make me so athletic and give me this gift to play football for it to go nowhere?'" Soon, Jerrell developed a strong conviction that God was calling him to sell shoes, then cars, then houses. When Jerrell first arrived in Colorado Springs, he worked at Footlocker. While playing flag football one day, Jerrell met Aaron Moore, who turned out to be the person who got him started in real estate. From there, Jerrell met his boss Mike Kenney, who also played college football. "All those connections came through football. God had his hands on me all the time to meet those people that I trusted to help me get started in this business."

Now, four years into real estate, Jerrell loves serving people. "This is an assignment I've been given. It is the biggest transaction of people's lives - and what better compliment - they're trusting me with their most important decision. I love the fact that we're there to help people accomplish their goals." Jerrell works with a lot of first-time home buyers. He recalled when he and his wife wanted to buy a house. "She was in the military and we were VA buyers. We had all the desire but were told we couldn't buy a house - we just heard a 'no' without understanding why or how long it would take. It was tough and we felt depleted. Now I know that we were probably only four-to-six months away from being able to buy a house at the time, but it took us three or four years to actually purchase one."

Now, Jerrell educates people on the facts and is a problem solver. He explores the potential issues for clients and what might be getting in the way of their ability purchase.





He looks at their specific situation - if they are a VA buyer, have a history of bankruptcy, or are a business - and helps them explore how to overcome the challenges. "It's our job to educate the market on what you can do to be successful. A lot of people are renting because they don't think they can buy. They don't have all the information, so I do my best to help educate them. The home-buying process is so nerve-wracking, so we do anything we can to make sure the client knows we are taking the best care of them. I want to serve the people I'm supposed to serve with a level of excellence."

Jerrell entered the real estate business around the time of the COVID pandemic, which initially slowed him down because it was hard to even get scheduled to get his license. Now, he's the head agent on a development in Sedalia called Remuda Ranch which offers around 90 custom luxury homes. Jerrell shared that his real estate business has been a blessing. "Not being a Colorado native, I'm tremendously humbled by the level of success we've had in a short time. To be featured at this point means a whole lot! There are a lot of agents out here doing a great job and at first, I was questioning, 'why me?' At the same time, I'm thankful to be in this career. But I'm energetic and I really love to serve people. For someone else to want to feature me and talk about my impact, it's an honor and means a lot to me."

Being the son of two ministers, Jerrell considers his career his personal ministry. "This is part of my upbringing and one thing that's different about what we do is that I pray over every one of my clients. I pray for my clients and I pray for the other side of the transaction. I don't have a scarcity mindset. I know that if we have a chance to list a house, someone's going to have a chance to buy it. I know it's my job to try to sell it. So I'll pray for the transaction and tell my clients, if this isn't the house for you, I pray you don't get it. I want to ensure they get into the right spot. I want there to be peace and

I want the transaction to go the way it's supposed to go and everyone to walk away feeling like it was a great transaction. Clients have told me that they never had an agent do that for them, but they appreciate that I do."

Jerrell attributes his success to both God and the support of his wife, Jasmine. Jasmine serves as his assistant and helps with phone calls and his schedule. With her background working in Human Resources for the military, she helps in that capacity, too. "I'm thankful for God giving me this ability and for my wife to help me. After God, the reason I'm able to do what I do is because of her being an incredible mom and supporting me in what I'm doing."

Jerrell's success is also supported by how he leverages social media. "Social media is huge for our business. Some of our videos have gotten 300,000 views. Being able to show a house and that the client has taken good care of it reflects the value." Jerrell loves being able to share the client's story and sees people getting involved in those stories. The stories show how much love and care clients have put into a home since they purchased it and the videos have led to more success in selling homes. "One reason we got

the Remuda Ranch development was specifically because of how we're paying attention to social media and adding character, personality, and value to homes."

Jerrell and Jasmine have four kids - one son and three daughters - ages 13, 5, 3, and a 2 year old. Thursday is date night for the couple and the family enjoys watching movies and hanging out on Family Fridays. Making this time for his wife and his family is important to Jerrell. "I want to be able to model success well, which includes making quality time for my family. My business supports my family; my kids don't care about my production volume. I prioritize my family and I want my kids to see me

“  
**I'M THANKFUL FOR GOD  
GIVING ME THIS ABILITY  
AND FOR MY WIFE TO  
HELP ME. AFTER GOD,  
THE REASON I'M ABLE  
TO DO WHAT I DO IS  
BECAUSE OF HER BEING  
AN INCREDIBLE MOM  
AND SUPPORTING ME IN  
WHAT I'M DOING.**  
”







prioritizing my wife. I want my son to see me treat his mother right, and I want my daughters to see me prioritizing spending time with their mom.”

Aside from his ministry and his family, it’s also important to Jerrell that he inspires youth. He reflected, “I didn’t grow up seeing a lot of black REALTORS®, so one of the things I’ve wanted to do through my career was to present an example of what success looks like in a way they may not have seen. I grew up selling shoes, and I took the skills I learned to help me in my real estate career. I tell the kids, ‘Don’t ever look at your situation or where you come from as a disservice. You learn things and you can get creative on how to make things happen.’ I show them that I’m having a chance to be successful in this career as an African American male. I’m offering hope and presenting a different way for them to look at things. I share how I leveraged sports to get out of my neighborhood, but it wasn’t my end-all-be-all. I’ve made way more money than I ever did playing sports. Sports took me so far, but my education and what I learned about real estate has taken me further.”

“  
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# J.D. Peck

## ▶ partner spotlight

Written By Barbara Gart  
Casa Bay Photography



## Paramount Residential Mortgage Group, Inc

Growing up in a small community in southeastern Colorado, J.D. Peck developed a strong work ethic from an early age. He would wake up early with his grandfather, who was a farmer, and help him with chores before the day even started for most people, while also seeing his mother consistently work multiple jobs and long hours to make ends meet. At 12 years old, J.D. became an electrician's apprentice over the summer where he made 4 times the minimum wage by crawling into smaller spaces adults couldn't get into, to run wiring. J.D. got a job at Arby's at age 14 and 17 years old, he was washing cars at a car dealership.

J.D.'s natural inclination to work hard and earn a good income led him to mortgage lending. "I had a friend whose dad was a mortgage broker, and I became a loan processor at 17. From there, I recognized I wanted to be a Realtor. At the time, you had to be 21, so I went to USC (now CSU-Pueblo) until the summer of my 21st birthday when I started my courses at Jones Real Estate College. I got my real estate license and started selling, but I was recruited back into lending by the mortgage broker I was referring for my real estate closings."

J.D. has now been in the mortgage industry for 20 years. "I've spent the past decade being a top producer, averaging around \$45 million in transactions per year. It's been really good, but the hours I've been working have taken time away from my family. That's the biggest challenge for me, because it's extremely important to be present for my family and be involved in everything I can be. I'm always working to find a balance for my family and my clients."

J.D.'s dedication to his clients and profession has allowed him to become more than just an "order taker" in the business. He understands a lot of mortgage conversations start and end with the interest rate. "I don't do that. I structure loan scenarios based on what clients are looking for. Try to establish the primary goal, and then show various ways to achieve it. For example, a gentleman called and said I want to live in this area and can afford a payment of this. And I told him that likely isn't going to happen given the market, but I have some ideas for you." J.D.'s client had a \$50,000 gift to put towards the purchase, but wanted a lower monthly payment, and J.D. showed him how to put less money down and talk with a financial advisor on how to utilize the remaining funds to subsidize the monthly payments. "He fell in love with the entire idea. He had spoken with someone else before me and shared his original goal of a monthly payment but was simply given a limit on purchase price of \$200,000 less than the median for

the neighborhood he wanted to live in, with no additional options. There are order takers and there are strategists, and I want to teach people to build a strategy."

J.D. shares that it's extremely fulfilling when he can help people purchase a home which they never thought was possible. A client who had been through a lot that contacted him had been turned down by two other lenders and was already so discouraged that he was reluctant to even reach out after being referred. J.D. was able to get him to the closing table and shares, "Circumstances like being able to get first time home buyers, veterans and service members to those closings are the most satisfying. Getting someone to the closing table when they didn't think it would happen is very fulfilling."

J.D.'s next step in his career is to be able to build a team that structures loan options for their clients in the same way J.D. does. He loves the extensive list of loan products





Paramount Residential Mortgage Group, Inc offers, but is most excited about their Real Estate Partnership program and Builders Capital Program. The Real Estate Partnership program allows for Builders, Broker/Owners as well as Team Leads to have an additional revenue stream in the transaction, without being a licensed MLO while the Builders Capital Program offers lateral and horizontal financing, which finances the land development project as well as the construction project on the homes. This is an ideal option for anyone from experienced Project Managers wanting to start their own company, to a larger builder who may be limited to one spec at a time, all the way to a production builder developing 1,500 units/year who may simply be encountering restrictions or limitations by their current bank for the next project.

J.D. and his wife Katie met in a softball league in Colorado Springs, when J.D. drove to Colorado Springs every Friday night to see her. After a year, he moved to Colorado Springs, and now they are married, raising two children, Slayton (10) and Emmy (7). Although he works a lot, J.D. makes sure he is always there for the most important things. He was recently able to take his son Slayton snowboarding for the first time and both of them love working on cars together. J.D. also takes his daughter Emmy on dates as often as he can, and her favorite restaurant is Marigold. She loved when Gus brought her back to the kitchen to see how everything operates. Every evening, J.D. and Katie make sure to read with their kids from a selection of books they call “The Library” and the four of them also enjoy visiting Disney parks regularly as a family.

Giving back to his community is very important to J.D. His family has been fostering dogs for several years and they now permanently have 3 dogs in the family. J.D. is involved in his kids’ school program called The Watch D.O.G.S., where dads volunteer for a full school day starting before school even begins in the carpool line, and moving on to different classrooms, lunch and recess. J.D. likes being a Watchdog so much he volunteers for it every few weeks.

This year, J.D. looks forward to helping more people achieve home-ownership and better understand the options available to them. He wants to show others on his team how to be strategic and creative with financing options, navigating through the agency guidelines with a better interpretation and understanding the limits of what is actually possible. J.D. is excited for his future at PRMG and continuing to grow his relationships with Realtors, as he considers them to be a part of the team, working for the buyer. One of J.D.’s favorite quotes from John Wayne illustrates how he is a man of action and finds ways to get things done. “Talk low, talk slow, and don’t talk too much.”

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# Danielle

Written by Tabby Halsrud  
Casa Bay Photography

*Danielle Rahman worked in the medical field for 10 years prior to getting into real estate. When she found herself in a place that required her to make some pretty massive personal changes quickly, it pushed her to take the leap. "I needed a career that would bring in the money to provide for my kids and still offer the flexibility I needed as a full time single mom." She started in December of 2020 in the midst of COVID. Reflecting on those early days, she shared that it was a good and fast way to learn. In addition to quickly learning about the real estate industry itself, she also learned several valuable lessons early in her career. She saw the importance of finding the right fit at the right place and surrounding yourself with people who have your best interests at heart and support you.*



Danielle is grateful for the mentorship and support she receives from brokerage owner Larry Knop at her current brokerage. "Larry has been a blessing and has taught me how to sell real estate. He understands the market, the hustle, the time and the legwork that we put in before we even get to a closing. Being on his team, I have sold more houses in a year than I did in the prior year-and-a-half. Larry works just as hard as his agents "so that we can all sit at the same table and eat."

Although Danielle needed to make a good living to support her kids, her work isn't just about the money. She makes a sincere effort to go above and beyond for her clients. She has found ways to be creative to put more money back in her clients' pockets through simple acts such as helping with closing costs or covering marketing expenses on her listings. "I try to be better than the rest and practice good karma" and she appreciates the return she receives when referrals come in.

At the end of 2023, Danielle celebrated her third year in real estate. She serves the entire state of

Colorado and although she excels in residential, she also sells commercial and a fair amount of land. She had her first commercial deal last year - a salon that opened in April of 2024. As a 10-year resident of Green Mountain Falls, she has a soft spot for residential mountain properties but doesn't believe in having just one niche. "I am constantly getting out of my comfort zone because I like to stir things up and keep things exciting." Danielle likes to brand herself as all things real estate. "I do anything that involves real estate - none of it scares me. I'm here to get the job done."

Danielle is a woman who doesn't let challenges deter her. Even though one of her first real estate transactions ended with a "devastating" result, it was also extremely motivating for her. She refuses to quit and instead finds a different path forward, drawing upon her tenacity and self-belief. "That's just my demeanor. I've worked since I was 15 and I'm a fighter." This perseverance and don't-quit attitude have been with her since birth. She was born two months early weighing only three pounds. She spent over a month in the NICU, fighting for her life



on a ventilator. Her doctor told her mother then, "She's a fighter."

Danielle's fighting spirit continued on through her childhood, which was not an average one; she had to help raise her brothers and sisters at a really young age. This required her to grow up fast and her tenacity has carried her through and helped her overcome other challenging life circumstances that followed. When she was in the midst of one of the toughest times of her personal life, she gave herself a pep talk: "Get it together, Danielle. This isn't your first rodeo. You're not going to give up and you're not going to stay stagnant." She pushed through, completely turned her life around, and today gives all the glory to God.

Danielle was born in Omaha, grew up in Aurora, and moved to Colorado Springs in High School before ultimately making a home in Green Mountain Falls. She is a foodie and enjoys trying new restaurants, going to concerts, and watching baseball and hockey games. While people may view her as a "diva" who enjoys getting her nails done, she also loves to "get down and dirty" whenever she can. She enjoys hiking, fishing, camping and anything else she can do outdoors. "I do catch some pretty decent fish with my nails done," she beamed.

Danielle and her two boys, Xavier, age 10 and Atticus, soon to be 8, hike and fish together. "In the center of Green Mountain Falls, there is a little pond and gazebo and it's a little honey hole for fishing. Over the summer we'll hike and bring our fishing poles and throw a line into the water. We'll catch a couple fish and bring them home to cook for dinner." Xavier plays baseball and soccer and both of her boys wrestle competitively. Danielle was proud to share that Atticus was the state champion wrestler in 2022 and now has found his newest passion for ice hockey. "He's a cute little curly, blonde-haired kid who can thrash around." Atticus and Xavier seem to be embodying their mom's fighting spirit.



“  
*I am constantly getting out of my comfort zone because I like to stir things up and keep things exciting.*  
”

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# JACOB THETFORD & LOREN THETFORD

## FATHER/SON DUO

Loren Thetford shifted into the real estate business after a successful 40-year career in the insurance industry. Licensed in 42 states, Loren was a regional sales director with multiple insurance companies and at one point had over a thousand agents in his downline. He had offices in Tulsa and Oklahoma City before semi-retiring to Colorado about 12 years ago. Loren soon realized he missed working, so he got into real estate.

After seeing Loren's success only a year into his new business and noticing how fulfilled he seemed to be, Jacob Thetford decided to make a career change himself and join his father. Jacob had a diverse background that included sales, customer relations, the service industry and he was even a fully-certified white water raft guide. Most recently, Jacob worked as a service manager for an automotive shop and was stepping into the sales function even then. His service manager role taught him to transfer complex information from the mechanics to customers in a way that was easy to understand.

Loren and Jacob started from scratch and are self-taught in the business. "Rather than focusing heavily on listings, we found so much more success by doing something different: focusing on buyers," shared Jacob. Loren continued, "We've been successful because I tied what made me successful in the insurance industry into the real estate industry. I did direct mail marketing consistently for years. I know how to sell pretty much anything. My first year I sold 48 houses by myself. My first deal was a Zillow lead. I showed up and they wanted the house, and they also had a house

that they wanted me to list. That was my very first lead." Jacob joked, "He got spoiled." This team has done just under 300 transactions since 2016.

Loren typically works with the buyers and is the first contact with clients, while Jacob is usually the last contact when they're ready to make something happen. Loren expanded, "I'm a specialized buyers agent and Jacob specializes in the listings. We have both found our niche. Jacob ensures all the paperwork gets done and I have the luxury of just getting out and showing homes. I've earned it," he laughed. Loren continued, "We are both really good at what we do and we get along wonderfully. We both focus on what we enjoy doing which makes us a success." Jacob added, "We don't just work in the same office, we operate as a true team. We both know what's going on with every transaction." Loren elaborated, "We really are a team; we split everything from the pain to the goodness."

Last fall, Jacob and Loren bought High Country Realty, a 20-year real estate office in Florissant. "We've done a lot of business here anyway, but we liked the way John did

business and we wanted to help him retire." Now this father-son duo has a team with three agents. They average 50 deals a year or around a deal per week. Loren and Jacob work outside of the Florissant area too, including places like Denver and Salida. Loren said that he was recently helping clients who thought they wanted to live in the Bailey/Conifer area until they realized they could get more house for the money further South. Jacob and Loren enjoy working with the other agents in the area.

This team works with clients on second homes and on finding their final homes. Loren shared, "We have a lot of people that retire here; this is their final location. We help a lot of people find their forever home and we love doing it. It's super fun." Jacob added, "We also work with a lot of seniors whose home was intended to be their final home, but it's not really. We have helped a lot of people move into assisted living or someplace similar. We've been learning how to help seniors get into their true last phase. It takes a toll and it's very emotional for everybody, but we're very good at it." Jacob and Loren help with that transition by pulling in additional

generations

Written by Tabby Halsrud  
Photography courtesy of Heidi Mossman of Capture Life Photography



“We have a lot of people that retire here; this is their final location. We help a lot of people find their forever home and we love doing it. It's super fun.”





Aside from Jacob, Loren has two other high-achieving children. His oldest daughter is a loan originator and his middle daughter is a nurse. He has nine grandchildren and two great-grandchildren. He loves to ski and hike. Jacob and his wife recently purchased Loren's acreage from him and now enjoy living in the Pike National Forest. Jacob enjoys riding ATVs. Both Loren and Jacob enjoy traveling, are big foodies and enjoy cooking.

As for being featured in Real Producers as a father-son team, Jacob said it's really fun and more special to be featured in this edition than it would have been to be featured in any other edition. Loren and Jacob are grateful to be able to work together. Loren shared, "It's wonderful to pass the torch and watch Jacob succeed." Jacob reflected on what it was like to work with his father, sharing: "It works surprisingly well. People comment often about how hard it must be, but it's not been hard at all. We're very similar people and we are pretty much always on the same page about how to handle things so it's pretty easy. I wouldn't have been as successful working with anyone else."

resources when needed, such as movers, cleaning companies, and various repair technicians. They also call in resources to help with estate sales if needed, so the clients can just walk away and move forward. This extra effort helps alleviate stress, especially for those clients that find this final move mentally and emotionally harder than prior moves.

When Jacob and Loren moved their business into the High Country office, they wanted to have a local impact right away so they hosted an event for the Florissant Fire Department. Jacob shared, "The fire department does a really good job with outreach. They get called to a lot of medical situations and they help seniors who are experiencing poverty. We extended an invite to all of our past clients and we raised almost \$5,000 for the fire department for new winter gear. We still partner with them on regular events and smaller, local stuff. We have also participated in events benefitting Hope Lives Here and Teller County Regional Animal Shelter (TCRAS) and we are the official open house partner for TCRAS."



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# MICHAEL ROSENHAHN

Michael Rosenhahn was no stranger to the housing industry. His dad is a builder, his mom was an agent for a while, and Michael worked in residential construction for over ten years. Even so, he never intended to seek out a career in real estate and fell into it “backwards” when he purchased a house with his dad and grandpa for the purpose of flipping it. “We had a blast doing it and I got my license so we could handle the whole process for future flips. Turns out, I haven’t flipped a house since,” he laughed. “When I got my license, I helped a couple of my friends buy houses and the business just took off from there. For three years I kept thinking I’d go back to swinging a hammer full time. I thought it was a fluke that people were calling me. Then I realized the business was growing and I was loving it, so I made it into a career.”

When he first started out, Michael loved houses and the different aspects of creativity builders brought to the house. He used to enjoy going to open houses just for fun but as time has gone on, that has lost some of

its appeal. Now, the excitement and joy has shifted into creating an exceptional client experience. “Almost all of our team meetings revolve around how we enhance the clients’ experience and create special moments for them.” Michael and his team focus on how to streamline the process and the system so it’s as simple as possible and so there’s more clarity and education. Michael continued, “It’s really fun when you get to surprise clients with something or they get to the end of the process and they realize it was easier than they thought it was going to be. That’s really rewarding on our end, to know we helped solve a problem.”

Michael’s team is small with a married couple who operates as an agent and three other individuals. Their support extends beyond Colorado Springs into Woodland Park, Divide, Larkspur, Fountain, and Pueblo. Michael gave additional insight into how they operate: “Traditional teams have team leads that direct the whole team, but we are all responsible for our own



left to right are Mason Boggs, Michael Rosenhahn, Cozette Morrow, Paul Kohlman, Andrea Kohlman (not pictured)



real producer

Written by Tabby Halsrud  
Casa Bay Photography





“  
I owe where  
we’re at in the  
business to having  
some really good  
mentors early on  
and good people  
around me.”

and appreciate having people around that share our values and have the same desire for how they want to treat people. This industry as a whole often gravitates toward sales but for us, that hasn’t been our mindset. Far more than our production or numbers, our conversations revolve around how we can treat people better and create a better experience. I appreciate that we are all speaking the same language.” Michael continued, “If left unchecked, real estate can become my life. But for everyone on our team, real estate is like third on our priorities list. It’s nice to be around people who are more focused on how they can be a better husband or wife or how they can serve their kids better. Most of us are also involved in some sort of ministry or non profit and that’s a real driving passion for us as well. It’s just nice to be around that.” Michael’s team also helps him balance his ideas: “I love to innovate and wonder about new ideas but my team helps me see which ones are really worth exploring.”

Michael is grateful for his leaders and mentors. “I owe where we’re at in the business to having some really good mentors early on and good people around me. We have great leadership at the brokerage, my mentors have been generous with their time and have taught me a lot about this business - specifically Joe Cuchiarra, Chris Cowles and Ben Day - they have helped me very unselfishly.”

The Rosenhahns have two daughters, 14 and 11. When not working, the family enjoys reading, game nights, and camping and they love retreating to their little cabin in the mountains. Michael and his oldest daughter enjoy traveling and took their first trip together last year when they visited Peru. Stephanie and the Rosenhahn’s younger daughter are homebodies.

Faith is important to Michael and his family. After he got his business management degree, he attended a bible college. He and Stephanie ventured into the mission field and spent three years in Asia doing that before he launched his real estate career. Michael shared, “We’re Christians and we’re always trying to look at the Life of Christ to model how we want to treat people. This has been our desire for what we want our life to look like and what we hope people feel like when we’re around them.” Some of Michael’s favorite books reflect his faith and how he aspires to live. Michael occasionally re-reads *The Go Giver: A Little Story About a Powerful Business Idea* by Bob Burg and John D. Mann, which “redirects us when we get too focused on production; it has been a great aspirational goal.” *Getting Naked: A Business Fable About Shedding The Three Fears That Sabotage Client Loyalty* by Patrick Lencioni was also a really beneficial read for him.

business and work exclusively by referral. We have an event coordinator and a transaction coordinator and we are very collaborative. Everyone contributes to each other and helps carry the load; it’s much more democratic than top down.”

Michael’s wife Stephanie is part of the team, and does a lot of backend work and client care. “She handles a big part of my business. Her love language is gift giving so she loves to put together special things for our clients.” Michael shared how much Stephanie helps him create a sense of balance with his busy career. “By nature I’m a workaholic and I’ll always gravitate back to the business. She really does a great job of helping me step back, create balance and focus on the kids. About two or three years ago when the market was crazy, I was getting too busy. We had a long conversation about that and now we limit the number of clients I take on at once and we discuss if we have the bandwidth to add more clients. We make those decisions together. It helps that she knows what’s going on in my business so when I have to go show houses at night and I’m missing out on the kids’ stuff, it’s a joint decision we’ve made which has really really helped a lot. I just want to give her a lot of credit - I would have been out of business a long time ago if it weren’t for my wife.”

Two of the distinctive factors for Michael and his team are that they limit their clients and they work exclusively by referral. “One thing I love about the team is that we admire every team member

## It’s ALWAYS a good time to update your brand photos!

The most effective way to convey your professionalism and approachability in this digital age is using intentional and personalized branding photography.

Entrepreneurs are provided multiple opportunities to be featured, published, or otherwise showcase their talents, expertise, and unique ways of doing business. You may want to highlight your ability to make your clients feel comfortable and convey your warmth and approachability. As you build your community, embrace speaking opportunities, or begin teaching others, you’ll need to show your confidence, professionalism, and expertise or you may need high quality images that provide flexibility for your marketing designs.

To create a consistent, recognizable brand, one or two photos are not enough. What is necessary is a complete media package that includes images that are warm, casual, candid AND images that showcase a more elevated, formal reflection of how you want to be perceived in your business and within your business community.

Doing a comprehensive branding session with a photographer who understands the nuances of branding and editorial photography will allow you to create a portfolio of images that will reflect different aspects of your personality, your expertise, or your business. You’ll be ready to respond to any unexpected opportunities such as speaking engagements or award nominations without having to stress about booking a photographer last minute to provide you with appropriate images.

Casa Bay Photography specializes in intentional branding portraiture. We offer a variety of options to suit your needs. Whether you attend Headshot Fridays at the studio or we come to your location for a complete branding session, we guarantee to provide you with a portfolio of creative digital images that you will love.

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**FUN FACTS**  
ABOUT YOUR FELLOW AGENTS & PARTNERS

▶▶ around town

To read more about real estate agents in Colorado Springs, follow *Colorado Springs Real Producers'* Facebook and Instagram pages.



**Johnny Allen** loves singing Celine Dion and TV-commercial jingles.



**Jerome Hanson** is originally from Montego Bay, Jamaica and speaks fluent Russian!



Welcome **Zack Stark** with CO Roofing & Solar aboard Colorado Springs Real Producers as a Preferred Partner! (April 2024)



**All Tuttle** loves learning but cannot sit still in a classroom. She always wanted to be a kindergarten teacher because that's a teacher everyone remembers.



Welcome **Jessica Jones** with Mint Lending aboard Colorado Springs Real Producers as a Preferred Partner! (March 2024)



**Amelia Yates** played basketball in college and overseas with the military!

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## **Meet Your Inspector**

*Inspections Over Coffee*

*Certified Master Inspector Molly Edwards*

### **Why did you choose this field?**

I've joked about being a Jill of all trades because of my diverse work background, and I decided to make it "official." My background includes being a weapons technician in the Navy, stationed in Japan. I'm a former pastry chef, teacher and coach, door-to-door salesperson, and all-around customer service provider. My adaptability, curiosity, attention to detail, and people skills have made me a great home inspector. Plus, there are not very many female inspectors, and I've always enjoyed careers "outside the box."

### **What do you love about your work?**

I love that every day is different, that I get to see so many different types and styles of homes, and most of all that I'm providing valuable information and protecting homeowners.

### **Fun facts:**

I lived in Japan for four years with the military, and my daughter was born there. I love to travel and kind of grew up on a sailboat as a child. I enjoy all of the "Colorado" outdoor stuff — snowboarding, camping, hiking.



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### INTRODUCING

#### Darrell Harrison

Loan Officer

NMLS# 1494126

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Colorado Springs, COS 80921

#### Hometown

I have considered Colorado Springs my home for a little over 16 years now. Prior to moving to the Springs, I lived in the Bay Area, California for many years. Even though the majority of my life was spent in California I have always considered myself an Oregonian. I was born in a small town called Medford in the Willamette Valley in Southern Oregon. Those who have visited Oregon will know the beautiful rivers and great fishing in this area of our country. Anyone who knows me well knows that I am a huge University of Oregon Ducks fan and follow any of their sports that I can watch on TV here in Colorado.

#### How long have you worked in the industry?

I entered the Mortgage industry specifically about six years ago now. The Real Estate Industry has been in my blood pretty much since birth. My father was a Real Estate Developer, and I was looking to follow in his footsteps. I ended up working as a title sales representative a couple of years after graduating college. My Title Career lasted over 25 years leading me to Colorado, eventually being the Division President of Stewart Title in Colorado Springs. After spending that time in title insurance, I decided to make a change to originate mortgages, and that has been the best decision I have ever made.

#### What is your favorite part of being a lender?

Originating mortgage loans has been such a thrilling experience. When I made the move to this career, I was not sure what to expect. I have had the opportunity to contribute to the process of seeing hundreds of buyers successfully purchase a home for themselves and their families. Being at the closing table and seeing the keys being handed to the new owner never gets old. The thrill and elation of this experience really have no rival. Sometimes this process takes months to years from beginning to end and it is worth every second. Seeing the smiles of the borrowers and their children, if they have them, is more satisfying than most things I have ever been through.

#### What is one thing you would tell a first-time homebuyer?

Buying a home can be the most significant financial transaction that is experienced in one's life. When I am working with someone who is buying their first home, I definitely want to make sure they are completely understanding what they are doing in the process. Changing your status from a renter to an owner is a huge step and I take that very seriously. The main message which I make sure that new buyers understand is that they are now paying down the principal on their own home as opposed to paying it for someone else. There are very few other investments available that can build wealth and prosperity as much as owning real estate.

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