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PUBLISHER NOTE

Welcome to our March edition of *Colorado Springs Real Producers*.

Our front-cover feature is Jerry Clark. I have been hearing Jerry's name as someone we should feature since I took over this platform in 2020. For some reason, I sometimes am intimidated to reach out to agents — specifically ones who have been in the industry for decades. Earlier this year, Wendy and Andrew Weber nominated Jerry (again) and I finally called him up to let him know he was nominated. He invited me to his office and he couldn't have been more warm and friendly (and funny!) towards me. I hope you enjoy his story. Remember: "B+!"

Another agent featured this month is Andrew Nielson. Andrew recognized me in Kairos Coffee House in the fall of 2023 and came up to introduce himself; he had no motive other than to show his appreciation for Real Producers. Afterward, I reached out to Jed Johnson to see if Andrew was someone we should highlight and Jed replied, "Absolutely." Since then, Andrew has become a good friend; he has connected me with several businesses for advertising; and I still run into him at Kairos at least once a month.

Patrick Manchester is our third feature. Patrick was nominated by Shanon Schinkel. There were a lot of agents that Shanon could have introduced me to but I had asked her for someone who wasn't normally recognized and deserved the recognition. Patrick has a unique story that led to him becoming a real estate agent and I'm excited to share it with you.

I also want to give a heartfelt thank you to Hector Alanis. In the past year, Hector led the launch of NAHREP® (National Association of Hispanic Real Estate Professionals) of Southern Colorado. As soon as they were official, he reached out to me asking if we could spotlight their board members. To make it happen, Hector rounded the entire board up for a photo shoot and got them to fill out the Q&As that form their article. It was a lot of work but I'm happy with the way it turned out.

By the time you're reading this the 2024 RP Awards will be just around the corner. As of writing this, we haven't announced the event publicly but we will in the next few days. We have some big improvements this year and I cannot wait to see how it all rolls out.

Below is a QR code to our Eventbrite where you can purchase tickets. If the QR code gives you any issues, please check our Facebook page @Colorado Spring Real Producers for the link.

Thank you all,
Brian Gowdy
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Brian and his dad, John, eating at Pete & Sam's in Memphis, TN on his 65th birthday.



Brian Gowdy and his mom, Lori, checking out the Christmas lights at the Chicago Zoo




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Andrew

NIELSON

▶ rising star

By Tabby Halsrud
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After serving as Chief Operating Officer for Youth with a Mission (YWAM) for many years, Andrew Nielson and his wife Tonya did as many others did in 2020 and re-evaluated their purpose and path. Through a prayerful process, the couple asked “are we doing what we are supposed to be doing?” and explored how they might continue to bring value and service to people. They allowed themselves to “erase the whiteboard” and explore and dream about what it might look like for them to move forward with something new, challenging and inspiring.

They had a longtime friendship with Jed and Natalie, who at the time were in real estate and who had also worked for them at YWAM. Observing their friends in real estate sparked a desire in Andrew to care for people through one of the largest investments of their life. “I loved the idea of helping people create a home.... they are deciding where to put down roots, where to raise their family, and where they want to do life. We pondered, ‘what if we jump in and serve people in this way?’” They joined their friends Jed and Natalie, who were team leaders at Summit Group. “We dove into real estate in the madness of COVID when interest rates were low. We were thrown into the fire but we loved every second of it! Making the shift has been a tremendous blessing.”

Andrew sold 24 homes in his first year and recently closed his 100th transaction after two and a half years in the industry. He loves working with first time home buyers, VA buyers, and people looking for short-term rental properties. He also enjoys working with couples or families who have been overseas and are looking for a new home back on the mainland. No matter what type of buyer or seller he’s working with, his goal is to do what he can to eliminate the stresses from the transaction. He’s also passionate about looking at the long term potential of a property and helping his buyers paint a picture of what a home could look like when they can’t see past what’s there. He then takes the next step to pull in contractors to help make his clients’ visions a reality. Andrew and Tonya love the listing side as well. Tonya is a licensed agent and a designer who partners with Jed’s wife Natalie on

the staging for listings to help get the homes ready for sale and to maximize profits.

Andrew and Tonya have lived in Colorado for 21 years and have been married for 19 years. Andrew’s involvement with YWAM is what originally brought him to Colorado from Atlanta. His intention was to be in Colorado just a short while, but he never left. “I fell in love with the mountains and everything Colorado had to offer. I was a ski bum and enjoyed being outside all year long. It’s really cool to see how Colorado Springs has expanded and to watch parts of the city be revitalized.” Andrew and Tonya developed long-term friendships here and have enjoyed helping many of them in their real estate journeys. Andrew loves the city, the communities, and the people here. “It’s an amazing place to live and an incredible real estate market to be part of.”

The Nielsons have two teenage boys, Sayler and Maddis. “One of our values is to run our business as a family. We pull our boys in - they help with events, help stage homes, and even help clean properties. We want our boys to feel like they are part of the work and to learn in the process too.” Both boys are athletic and even when business is booming, Andrew and Tonya make it a priority to be present parents and attend all their kids’ sporting events. Outside of work, this family enjoys staying active by skiing, camping, hunting, fishing, and hitting the trails. They live close to Ute Valley Park and appreciate being able to be on the trails within a few minutes. Andrew loves mountain biking, stating that it’s his outdoor gym membership, and shared that his team sponsors the Trails End Taproom race team. Andrew is still involved in YWAM as the chair of the Legal Board of Directors.

Additionally, this family loves adventure and enjoys traveling. They love both the mountains and the beach. International travel has been a passion since Andrew’s early YWAM days. “We love going overseas and have led many people across 70 different countries. We love seeing bibles go out globally and observing how lives are transformed.” This longtime history and experience with international travel helps him better serve his clients who are moving here from other countries.





Andrew reflected on some of the hard lessons he learned his first year. He quickly learned that there were some things that were just beyond his control and he needed to focus his time and energy on what he could control. "I also learned that the pace of the market can quickly destroy your quality of life and how easily relationships with your family can be impacted when you're always on call and answering the phone. I found myself becoming someone I didn't love. When I was with people, I wasn't present - my mind was always elsewhere. I saw that time goes fast; you can get really busy chasing commissions or a lifestyle but it's important not to let busyness become an identity. I needed to reprioritize and put my marriage and my family first and to cherish my time with them. That was probably my biggest lesson: learning what it really means to be present with my wife, kids, and other people." Andrew still embraces the hard work, but also makes time to play hard and enjoy life with the ones he loves! Andrew shared how important it is to be teachable, humble and open to feedback from the people who love you when you're drifting.

Andrew's life mantra is "To love God and to love people." This has served as a good personal audit for him. "When I love God, I'm more patient and tolerant and I'm a good steward of what's been given to us." Andrew is a life-long learner and is an advocate of the team dynamic. Andrew is grateful to be on Jed's team and added that Jed is well known and well respected. He believes that "rising tides raise all ships" and enjoys collaboration, friendship and mentorship in the real estate community. "I love seeing how we can work together. I have people in my corner cheering me on, who want to see me do well and I have the same heart for other people, wanting to see them do well too." This is an agent who highly values hard work, strength of relationships and enjoying the good things in life!



“

I love seeing how we can work together. I have people in my corner cheering me on, who want to see me do well and I have the same heart for other people, wanting to see them do well too.

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Patrick MAN CHES TER

Patrick Manchester knew he wanted to get into real estate when he was 19 years old. After he graduated high school, he moved to Arizona and bought a house with his siblings intending to go to college. Patrick had a change of heart about college and chose to work odd jobs instead. When the Phoenix real estate market boomed and substantially increased the value of his house, he and his brother saw an income opportunity through real estate investing. Patrick attended different investment seminars and it wasn't long before he was hooked.

When he moved back to Colorado, Patrick intentionally worked a variety of jobs to learn more about the different aspects of real estate and move him closer to his dream career. Those jobs included phone sales, car sales to learn how to sell face to face, and mortgage

processing to learn the finance side of real estate. Eventually he reached out to a family friend, who owned a home-buying franchise. He contacted her several times over the course of two months and his persistence paid off when she finally offered him a job at her company. Patrick started buying and selling real estate investment properties, working with homeowners directly to purchase their properties at a low cost, which the company would then renovate and resell the home for a profit.

Patrick was successful in that job and stayed for seven years. He and a coworker left for Coldwell Banker Beyond (Red Rock Realty at the time) and learned the brokerage side of the business. After two years, he set off to open his own brokerage and started Manchester Properties in 2018.

Something that's always stuck with Patrick is an awareness that "Everyone has their own story, and it's filled with successes, hopes, failures and pain points. We all bring

our stories and experiences into our interactions. There's so much history that I'll never know about people, but they have a journey that's similar to mine - full of ups and downs. I've seen a lot of homes that are in an awful condition, but there is a human being living there that has a real story about how they got to that point." That awareness gives Patrick a great empathy for his clients. He continued, "Real estate is a very human business. It's human beings that are behind all of these transactions."

Client Josiane gushed about Patrick's approach: "Selling a home can be stressful. We had been in the home nearly 25 years and we already had another home that we were moving to. Patrick guided us every step of the way while never putting pressure on us to quickly move forward. He paced with us based on our comfort level. He was extremely responsive, always took our phone calls, took initiative on his own to ensure our home was perfectly ready for showings, offered his experience in areas we were not familiar with and walked us through the process of selling step by step."

Patrick no longer focuses on "selling" houses. He's focused on educating his clients more than anything, and making sure they understand all of the options available to them, even if that means walking away from a deal. "I want people to have a full understanding of the process whether they are buying or selling. I present all the information and options as well as the consequences and potential ramifications of those options, then I let my clients make the best decision for themselves. I love meeting different people and guiding them through what can be an intimidating, complicated process, and turning it into a safe transition into the next



phase of their life.” Patrick loves that every day is different, every deal is different, but at the heart of every transaction is a person or a family with a story.

Client Caleb M shared: “My wife and I were first-time homebuyers and Patrick made the process incredibly easy and fun. Patrick was born for this. He is extremely responsive, timely, and always worked to fit showings into our schedule, even on very short notice. He is very knowledgeable and walked us through all the contracts so we understood what we were signing. He knows the area and the market really well and knows what to look for concerning signs of potential problems with drainage, foundation, electrical, plumbing, etc. We always felt well informed and knew Patrick had our best interest at heart.”

Patrick has built his business on empathy and education. He understands the importance of staying on top of the market and being in the market every day; knowing what and how it’s shifting helps people make intelligent decisions. He takes an advisory role providing guidance on pricing accuracy, making strong and fair offers, and how to be smarter with decision making. He helps people get into a better situation by presenting as much information as he can so they can make the best decisions. He shared that he recently received a text from a client he had been working with for over a year: “I’m hosting my parents at OUR HOME for the first time ever and it’s a really special moment for me and it wouldn’t have been possible without you.” His empathy, kindness and cooperation extends to his interactions with other agents, too.

Client Lynelle G shared: “Patrick is by far the best REALTOR® I have worked with. He is highly proactive

and professional. He goes above and beyond what any other REALTOR® would do. He is wonderful to work with and keeps you in the loop with anything going on during your transaction. When selling our home we had a difficult HOA and difficult buyers, however Patrick was able to make everything go smoothly and got us the best price - over asking price, due to his expertise. I would recommend him to anyone I know and I am willing to hire him again. He is top notch and does an amazing job. You can tell that he is an expert in the real estate market and he will get you the best offer for your home.”

Patrick’s biggest regret so far? “There are a lot of houses I didn’t buy. Had I known what the market was going to do, I would have scooped up all of the properties I passed on.” But he’s learned a lot from his prior experiences, including how not to run a business and more importantly how he DOES want to run his business. He learned so much working for Baylee Carter: “I really enjoyed learning how to run a business from her, and



“
EVERYONE HAS THEIR OWN STORY, AND IT’S FILLED WITH SUCCESSES, HOPES, FAILURES AND PAIN POINTS. WE ALL BRING OUR STORIES AND EXPERIENCES INTO OUR INTERACTIONS
”



watching her grow her business since I left has been really inspirational.”

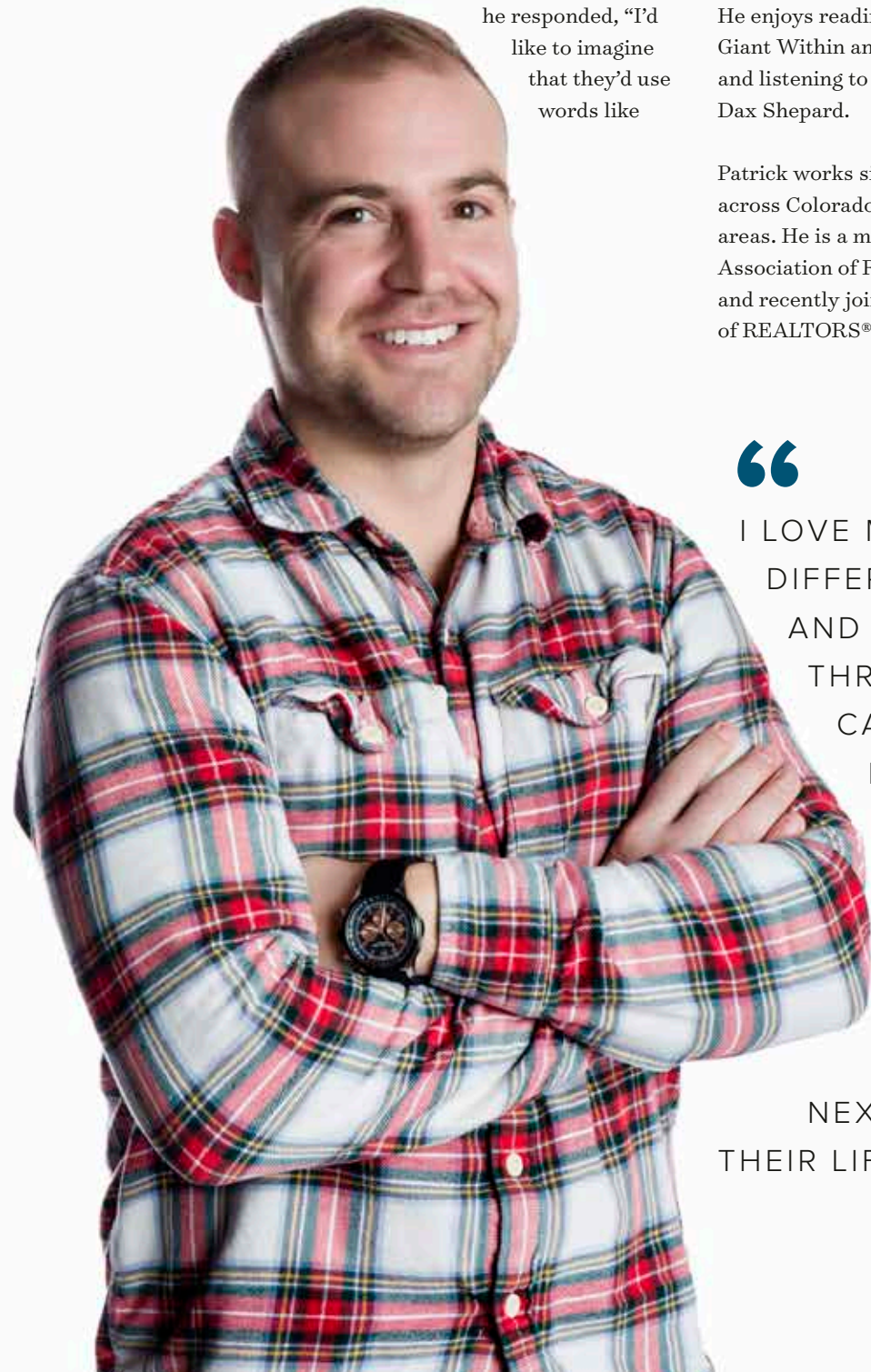
Patrick is proud to see that his business has been growing. He has a team of two working with him now: Lauren, who is a Transaction Coordinator and Director of Client Relations, and Amber, who is the Director of Marketing and Operations and is helping to keep Manchester Properties systemized and organized. Patrick shared that they are both very talented and bring a lot to the table.

When asked how his team members would describe him as a leader, he responded, “I’d like to imagine that they’d use words like

‘Compassionate, patient, and fun’, and I hope they feel like I give them freedom to express themselves through the work they do and really take ownership and pride in their part of the company.”

People may be surprised to know that Patrick is a bit of an introvert and needs ample downtime to recharge. He takes regular golf trips with his brother in the summer, loves watching the Denver Nuggets, and enjoys driving his old cars. He and his girlfriend Amber enjoy spending time together cooking and enjoying nice meals. He enjoys reading books like Awaken the Giant Within and Everyday Hero Manifesto and listening to podcasts by Mel Robbins and Dax Shepard.

Patrick works single family residential across Colorado Springs and surrounding areas. He is a member of the Pikes Peak Association of REALTORS®, RE Colorado, and recently joined the Pueblo Association of REALTORS®.



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Article coordinated by Hector Alanis, President of NAHREP® Southern Colorado



Front row: Steve Prewitt, Hector Alanis;
back row: Becky Martinez, Aaron Porras,
Celina Ortiz, Ernest Santos, Naomi Acero,
Sergio Prieto, Nichole Milenski, Diana
Bateman, Crystal Carroll, Brenda Cordero.
Not pictured: Shairie Rivera

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The board of the NAHREP® serves as the voice for Hispanic Real Estate® and its members are proud champions of homeownership for the Hispanic community in and around Southern Colorado. The NAHREP® Southern Colorado Chapter provides community outreach, industry educational and business networking events thanks to the gracious contributions of the Southern Colorado Chapter Board of Directors, members and NAHREP® Southern Colorado sponsors.

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▶▶ HECTOR ALANIS

President | Licensed in 2019

Berkshire Hathaway HomeServices
Synergy Realty Group

What inspired you to become a real estate agent? I wanted financial freedom and a better life for my family. I took the classes and passed the real estate exams in 2008 but never made my license active due to the 2008 housing crash. I knew I would be successful because I've always been a people person. I wanted to serve people and my community.

Why are you choosing to serve on the board of NAHREP? When I got my real estate license I wanted to serve my community in some way. When I was introduced to NAHREP, I liked the organization's mission and vision and learned there was only one chapter in Denver. I made it a personal goal of mine to start a chapter in Southern Colorado and recruit some of the best real estate professionals in the area. I now serve as the President of our chapter and I am very proud to be involved in this along some amazing people who are our board of directors.

▶▶ STEVE PREWITT

Vice President | Licensed in 2005

Prewitt Group Real Estate Advisors

What inspired you to become a real estate agent? I grew up in a family that was in the real estate industry and always had an interest in real estate & architecture. This led me to start real estate at the age of 19 to learn more about it. Over the years my love of real estate has allowed me to build a business that allows me to be an advisor to my clients to help them make educated decisions either with their personal homes or in building a real estate investment portfolio.

Why are you choosing to serve on the board of NAHREP? I wanted to be a

part of NAHREP because I believe in their mission that educating the real estate industry about homeownership in the Hispanic community and building generational wealth is extremely important. My wife and business partner Fiorela, is from Peru originally and as we have built her business around serving the Hispanic community it has aligned very much with our mission to educate and empower our clients.

▶▶ NAOMI ACERO

Secretary

Matt Waddell State Farm Agency

Why are you choosing to serve on the board of NAHREP? Our office is a corporate sponsor for NAHREP, we believe in their mission to help increase knowledge and sustainable housing for our community by educating and helping families invest in their futures. As a Hispanic in the community I want to help future generations understand how they can be homeowners and make smart financial choices.

▶▶ DIANA BATEMAN

Sponsorship Director | Licensed in 2016
Real Broker LLC

What inspired you to become a real estate agent? I love helping my clients find their dream home to build family memories for life while also helping to improve their financial future. I grew up in Colombia during a time of civil unrest and wanted to find a future of love, travel, and prosperity for me and my family. I found my future when discovering my American dream as a Real Estate investor. My passion and success drove me to become a real estate agent to help others find their American dream. In the pursuit of providing for our families, I find satisfaction in imparting the knowledge that real estate stands as a robust vehicle for generating enduring wealth. Beyond the financial aspects, being a Realtor brings me great happiness

because I get to witness the genuine joy expressed by clients at the closing table and the moments they share in their new homes. This emotional connection, paired with the opportunity to contribute to the creation of lasting memories, underscores a profound legacy. I consider myself fortunate to play a role in these meaningful chapters in their lives.

Why are you choosing to serve on the board of NAHREP? As someone who once chased the American dream, I stumbled upon my true passion in Real Estate. Being a board member for NAHREP isn't just an honor; it's like joining a big-hearted family. NAHREP vibes perfectly with my values as a real estate pro and shares a genuine commitment to uplifting the Latin community. It's my extra special way of giving back to this amazing community. Seeing the incredible purchasing power in the Latin community, I'm on a mission that goes beyond just deals. I want to bridge that knowledge gap, especially for the lovely Latinas, and empower them with the know-how to make savvy real estate moves. This isn't just about transactions; it's about setting the stage for long-lasting benefits for them and their families. My personal goal is to show our community that those dreams of homeownership aren't just wishful thinking. NAHREP becomes this fantastic platform where dreams are nurtured and turned into bright, shiny realities. It's not just about real estate; it's about creating a sunnier and happier future for our community.

▶▶ CRYSTAL CARROLL

Marketing Director | Licensed in 2018
Sage Dream Homes

What inspired you to become a real estate agent? I have been lucky enough to have amazing mentors along the way who have shown me what great industry professionals should look like

and have helped mold my business. My children and family inspire me to keep growing and moving forward.

Why are you choosing to serve on the board of NAHREP? Serving on the board was a way that I felt I could connect with our local community and hopefully influence change. As an industry, we should always be looking for ways to connect with our clients better. Education is a huge part of that connection. Ensuring that we understand how to serve the Hispanic Community properly is something I am passionate about.

▶▶ **BRENDA CORDERO**
Education Director | Licensed in 2017
The Cutting Edge, Realtors

What inspired you to become a real estate agent? My passion and desire to educate and support my Latin Community. I saw a need for bilingual agents in the industry so Hispanics could communicate more effectively and better understand the process.

Why are you choosing to serve on the board of NAHREP? To reach far more people and help to educate our Hispanic community when buying their first home or becoming investors of real estate.

▶▶ **BECKY MARTINEZ**
Director | Licensed in 2019
6035 Real Estate Group

What inspired you to become a real estate agent? I thrive on meeting new people and relish the dynamic nature of my work, where no transaction is identical. The constant variety keeps me engaged and excited. What truly fulfills me is the opportunity to assist individuals during significant transitions. Being a guiding force during

these moments is immensely gratifying, and I find great joy in helping people navigate through pivotal stages in their lives.

Why are you choosing to serve on the board of NAHREP? I'm eager to deepen my involvement in the community, particularly by contributing to the education of Hispanic individuals about homeownership. Empowering people with knowledge about the home-buying process is crucial, and I am passionate about bridging the information gap.

▶▶ **NICHOLE MILENSKI**
Parliamentarian
NFM Lending

Why are you choosing to serve on the board of NAHREP? We focus on community and aim to educate and uplift local areas, beginning with those in need.

▶▶ **CELINA ORTIZ**
Membership Director | Licensed in 2022
Keller Williams Partners

What inspired you to become a real estate agent? The potential for financial stability, growth, and contributing to an improved quality of life for my family.

Why are you choosing to serve on the board of NAHREP? I joined NAHREP to address the lack of representation for minorities in Real Estate within my community. As a Latina agent, I aim to bridge gaps, advocate for minorities development, and be a voice for change in the face of systemic barriers. NAHREP provides a platform to connect with diverse individuals and work together for positive impacts in our local communities.

▶▶ **AARON PORRAS**
Director | Licensed in 2022
Lpt Realty

What inspired you to become a real estate agent? My family didn't have much guidance in buying a home, so I was inspired to help other people invest in a home.

Why are you choosing to serve on the board of NAHREP? It's a great bunch of people that all look to help each other out.

▶▶ **SERGIO PRIETO**
Treasurer
Queens Capital Mortgage

Why are you choosing to serve on the board of NAHREP? I love this group and believe I can make a difference.

▶▶ **SHAIRIE RIVERA**
Events Director | Licensed in 2022
Keller Williams Partners

What inspired you to become a real estate agent? I remember how challenging it was for me to purchase my first home. I had little support and my knowledge of the process was limited. I wanted to make it a priority to educate my community and make sure they have the knowledge and confidence they need to purchase their first home, or any investment property thereafter.

Why are you choosing to serve on the board of NAHREP? Education and knowledge in real estate are important to me and so is my Hispanic community! I chose to serve on the board of NAHREP to assist in serving them and being a community advocate.

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Jerry Clark

When asked how he first got interested in real estate, Jerry Clark shared that before he was married, he used to take his dates through construction homes. “Before I even worked in real estate, I was infatuated with homes that were under construction. When there was nothing better to do, I’d take my dates through a house. It’s just always been a passion of mine.”

Originally from Boulder, Jerry and his wife moved around a bit before settling in Colorado Springs in 1981. At the time, Jerry was a restaurant owner and preferred to work the “front of house” rather than in the kitchen. When he learned that his customers were looking for a home, he referred them to the agent that sold him his home. A friend of his, Oscar, would also invite Jerry along when he needed to go preview homes. That friend ended up purchasing his own RE/MAX office and invited Jerry to join the office. “I remember asking him when I would make my first paycheck and he suggested having a savings of six to twelve months because it might take six months or longer to make my first sale.” Jerry decided he preferred to wait until his last child graduated high school before he considered switching careers.

With all three children graduated, Jerry closed his restaurants and began his real estate career as an assistant sales person in a model home with a new home builder. It wasn’t long before Jerry realized that wasn’t the right job for him - he needed to be out being social and around

more people. In the meantime, his friend Oscar had sold the RE/MAX franchise to someone else who Jerry also knew. When he was ready for a change, he reached out to Norbert, the new owner. “When I called him, Norbert asked me where I had been - he had been calling and leaving me messages, which I never received.” The invitation was extended for Jerry to join the office, and he started the next week. Jerry got his license in January of 2005 and hasn’t looked back.

It didn’t actually take Jerry six months to make his first sale, though. He achieved it in only 32 days. When he asked the Broker/Owner of the office about the first sale being an average of six months, the response was: “But Jerry, you’re not average!” He attributes his successful first year to the relationships he had built throughout his lengthy hospitality career. Jerry shared that about 30% of his first year’s business was from past restaurant customers and former employees. “My career in the hospitality industry was valuable in teaching me to always exceed the guests’ expectations. I did that in my restaurants and I still do it in real estate. I like to take care of my clients and I do what I can to ensure a smooth transaction,” he reflected. “I tell my clients: ‘Your goal is to find the home you want and can live in. But I’ve got your back on everything else.’ It’s important that I build confidence



in them through the process and that they also have confidence in me. I want to make it a pleasurable experience for them rather than nerve-wracking and stressful. When with a client, I focus on what's best for them."

In addition to these relationships, Jerry is a self-proclaimed "eager beaver" and shared that his family calls him the "Energizer Bunny." His desire to care for his clients along with his strong work ethic has kept Jerry in the top 3% of REALTORS® for quite awhile. "I'm very proud of what I've done in real estate and the accolades and trophies I've received over the years, because I've worked hard and I consistently do a good job for my clients." One of Jerry's proudest moments was when his friend and early mentor Oscar passed his RE/MAX lapel pin on to Jerry when he retired. And more recently, Jerry received the "Good Neighbor" Award,

which recognizes REALTORS® who have made an extraordinary impact on their community through volunteer work.

Jerry's strong people skills have been an important quality throughout his whole life. "I'm very much a people person. Having been in the hospitality business for over 35 years, I love working with people and making them smile. In fact, I have a personal goal to make somebody smile every day." Jerry added that he was voted the class clown in high school and before that, the most humorous in middle school.

Jerry's mission in life is to help people. He did that in his hospitality career and he still does it today in real estate and his many volunteer efforts. Jerry is active in the Springs Rescue Mission, and was instrumental in the launch of the "Undy 500" which



had the goal of collecting socks and underwear for the homeless. He's proud that the first year, 3000 pairs were collected and in more recent years, the donations grew to 8000 pairs.

The advice Jerry would pass along to other agents is to stay calm and confident. "When it got slow or challenging, I had to stay positive and work that much harder. You have to stay the course. The confidence comes as you grow older." He also suggested the importance of studying and continuing to learn as much as you can. "You just have to have a vision and a big goal," he added.

Jerry and his wife Jayne have been married 48 years and have three grown children, Justin, Jeff, and Jon. Justin and Jeff are in real estate with Jerry. When he's not working, Jerry enjoys camping, leisurely bike riding and cooking. He lets us in

on a little secret: "I love to cook but my wife doesn't love my cooking. She's from the midwest and prefers plain food. My food is too spicy for her." They do enjoy eating at restaurants together, and they also enjoy traveling. This couple has been to Europe nine times. When he travels, Jerry's RE/MAX For Sale sign travels with him. Jerry has photos in his home office of him holding his sign in front of popular attractions such as The Eiffel Tower, The Coliseum, and the Leaning Tower of Pisa. Jerry and Jayne are also very active in their church.

Another one of Jerry's secrets to life is his positive attitude. He shared that he recently had a lung transplant and is proud of how quickly he was discharged. Instead of the anticipated three to four weeks, Jerry got out in only eleven days. He attributes that to his positive mental attitude. "My blood type is O+ but I like to B+ (be positive)" he said through a smile.



“

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What do you love about your work?

That I get to be outside and work with amazing people every day. I lead by example, and I truly love looking at a home from top to bottom and taking both a macro and micro look at all of the components and how they work to give our clients the best picture of their future home.

How do you spend your free time?

My wife and I moved here from California a few years ago, and we love living in Colorado. I enjoy gardening and working in my yard, cooking, traveling, and watching movies.



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



Lisa Fisk played the violin at Bartlett High School in Anchorage, AK and traveled to play in remote villages that were K-12 one-room school houses. **Nathan Fisk** trains in Brazilian Jiu Jitsu and won a Bronze medal at the international "Worlds" competition!



Brian St James can have a full conversation with his kiddos based off of movie references or "Friends." One of **Jina St James'** favorite TV shows is Supernatural and every time a light flickers abnormally she thinks about grabbing salt.



Ruby Davis got her start in Real Estate with New Home Associates working a Kiosk in the Citadel Mall!



Rob Reinmuth has a YouTube channel called "Old Guy Reactions" with nearly 50,000 subscribers!



Matt Klinker used to play soccer!



Julie Robertson loves sports! She is a huge Broncos fan and loves cooking and preparing her home to watch sports on the weekends.

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"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.



INTRODUCING

Logan Bowles

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Colorado Springs, CO 80921

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.

CASA BAY
— PHOTOGRAPHY —



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