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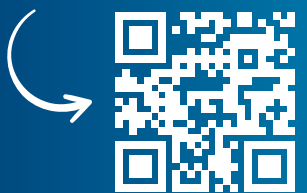


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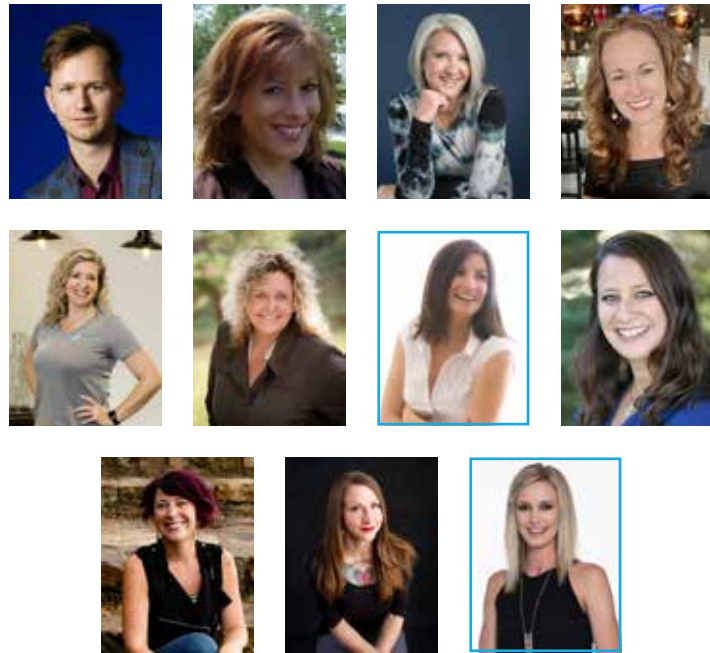
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# PUBLISHER'S NOTE

Welcome to our September edition of *Colorado Springs Real Producers*! At the time of writing this, it's July and I am three weeks into something I've never done. I'm taking the month of July off.

Okay, I admit "taking the month off" is a bit of an exaggeration; I'm still checking my email, returning messages, obviously and processing our September edition deadline (though Tabby Halsrud gets 99% of the credit for putting the magazine together!) However I'm not doing any sales calls, any interviews, or hosting any events. It's been refreshing to unplug!

My intention for this month was to be adventurous. So far, I've spent a week working as a farmer helping my Uncle out with his wheat harvest; I've spent five days in Charleston, SC where I lived before I moved to Colorado; I visited the Larkspur Renaissance Festival; I've gone camping near Eleven Mile Reservoir and Mount Princeton—this was my first time solo camping and, I'll admit, I was a bit scared to do it but it turned out to be blast. Tomorrow I'll be going to a tango milonga (social dance) with live music (look up Tango



Gato if you're interested in learning to dance tango!) Next week (the last week in July) my friend Danny and I will be camping in the Grand Tetons. I'm excited!

I'm including a photo of myself and Joe Clement; last week I attended Joe's funeral. (It was nice to see so many of you there supporting him and his loved ones). Joe was the reason I made it in business when I moved to Colorado Springs in 2013. I moved here from the east coast to launch a neighborhood magazine for the Broadmoor community. To launch, I had to sell advertising in a magazine that wasn't even in print and Joe bought both our front and back inside cover on the spot — paying for about 20% of the entire production cost.

I'm not sure I would have ever launched without his trust. I was 22 years old at the time and was running out of money. Joe went on to advertise for over a decade and supported my transition into Real Producers in 2020. I'm not confident that I would be where I am right now, personally or professionally, without him. Thank you Joe.

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# reflections FROM THE EDITOR

I am struck by the willingness of this month's featured agents to embrace change. Each story reflects the need to be flexible, be willing to learn and grow as we go, and to continually redefine ourselves to adjust to what comes our way. Life doesn't always go as we hope it will, and it's up to us to decide what we will make of the situations and circumstances we

encounter. I hope you'll look for the insights shared in each of this month's articles and find inspiration to embrace change in your own life, too.



**Tabby Halsrud**  
Content Coordinator & Editor |  
Lead Writer  
cosrealproducerscontent  
@n2co.com

►► note

# Correction!

## CO ROOFING & SOLAR

In our August 2024 edition, we ran a Partner Spotlight on CO Roofing & Solar. In the article's headline, we incorrectly listed their name as Colorado Roofing & Solar instead of CO Roofing & Solar.

We are including this shoutout to take ownership of our error and a thank you to owner, Zack Stark, for your support and grace!  
--Brian Gowdy, Publisher of *Colorado Springs Real Producers*





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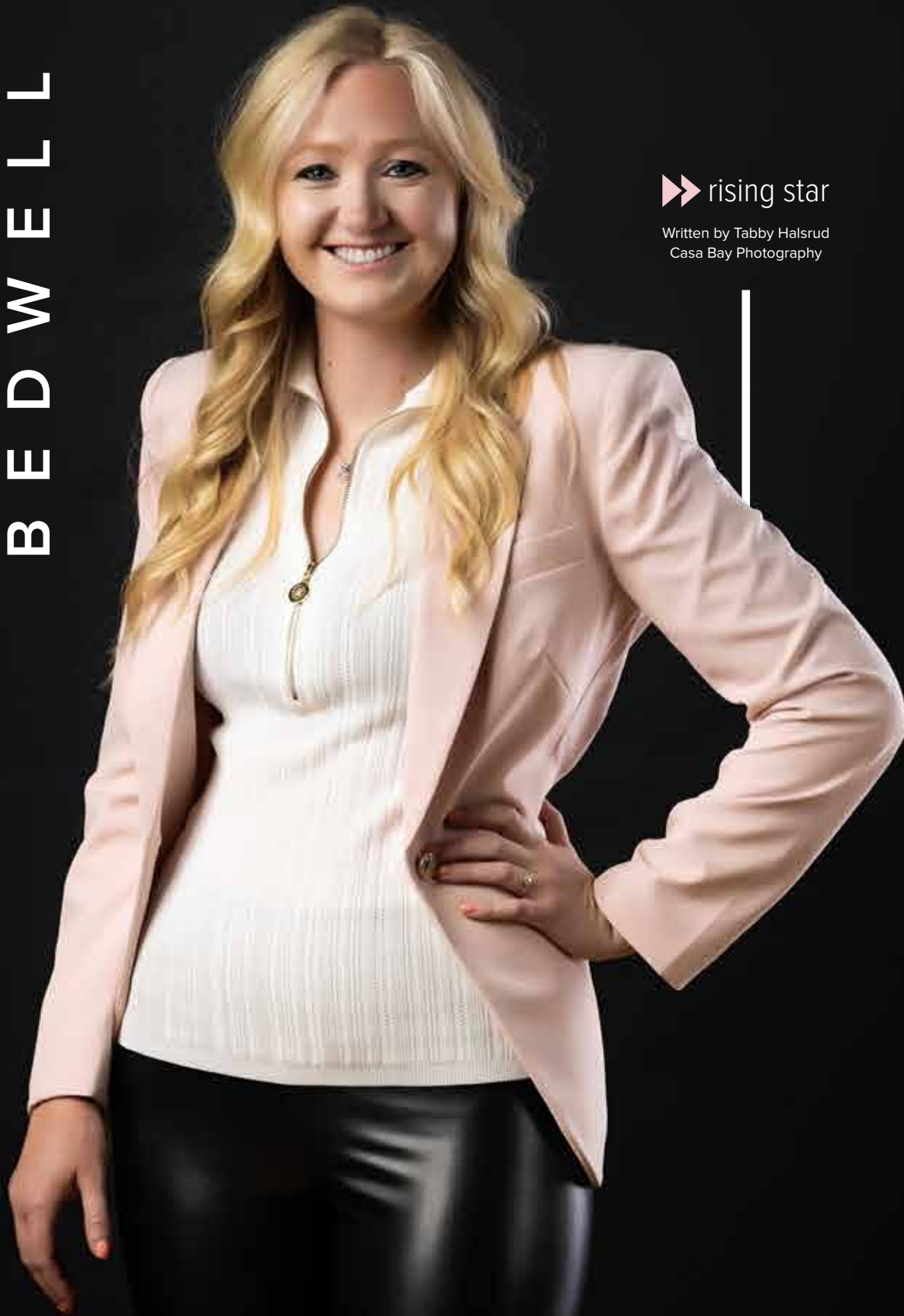
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# ALEXANDRA BEDWELL



▶▶ rising star

Written by Tabby Halsrud  
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With just over seven years of experience in the real estate industry, Alexandra Bedwell was first introduced to real estate in 2016 by The Fisk Team with REMAX Properties. Nathan and Lisa Fisk hired Alexandra as an administrative assistant and then eventually promoted her to operations manager. Nathan and Lisa taught her much about real estate, which then sparked Alexandra's interest in becoming an agent herself.

She got her license soon after her husband Spencer got his and the couple joined a team together. Alexandra and Spencer started their real estate careers working new construction. Making the transition to resale was a shift and a wonderful learning opportunity. In 2021, Alexandra and Spencer started a team at Keller Williams Partners. The Bedwells still work side-by-side and recently made a switch to EXP Realty; they are excited for new opportunities ahead.

Spencer is the "face" of the business and his work is heavy on showings, working directly with the buyers in the field, and pointing out concerns that the buyers need to be aware of. Alexandra prospects and manages all of the teams' listings while also helping manage paperwork and other administrative tasks. When they launched their own team, they started from scratch and had to learn how to venture outside their network sphere to find buyers. Although both Alexandra and Spencer grew up here and had a vast number of connections, their earliest business did not come from their sphere. They found that people in their age group weren't ready to make such a big purchase. Alexandra and Spencer quickly learned how to go hunt for resale business through cold calling, For Sale By Owners, and by farming different neighborhoods for business. Now, Alexandra



and Spencer pride themselves on being relationship-oriented and believe that is what has helped them grow their business year-over-year since they first started.

Alexandra and Spencer are passionate about what they do, and they genuinely care about their clients' well-being. They pride themselves on keeping their focus on providing exceptional value and building lasting relationships as they continue to expand their team and enhance their services.

The Bedwells serve home buyers and sellers throughout the Front Range, specializing in military first-time home buyers. They enjoy helping clients navigate that first big purchase and do so by explaining the process well, clarifying their roles as agents, the role of the lender, and ensuring the clients understand the numbers. With many of their buyers shopping for homes from out of state, Alexandra and Spencer offer a lot of video tours, showing the house and the neighborhood virtually. Ninety



percent of their buyers don't see their house in person before they purchase. The Bedwells point out any issues with the homes they show and share relocation guides so the clients know what they are getting into before they move here. They understand the complexities that military families encounter when relocating and their goal is to simplify the process and empower their clients with the knowledge they need to make confident decisions, whether they're purchasing locally or from afar.

In addition to their growing business, the Bedwells are parents to seven- and three-year old boys. They are very family-oriented and spend a lot of time attending their oldest son's sporting events. Spencer enjoys golf in his spare time, a passion he shares with both boys. Alexandra enjoys the outdoors and spending time with family and friends whenever possible. They enjoy time with their new puppy Cooper, who keeps them on their toes. While they haven't mastered "work-life balance" yet, they do intentionally turn off their phones, choose to be present when with their kids, and enlist help for their showings when needed.

When asked what it means to be featured in *Colorado Springs Real Producers*, Alexandra shared that it's very exciting. "I'm very grateful for this opportunity! It's a testament to the hard work and dedication we've poured into our business for the past six years. We are so grateful for our friends, family, and clients that have supported us along the way, we wouldn't be here without them."



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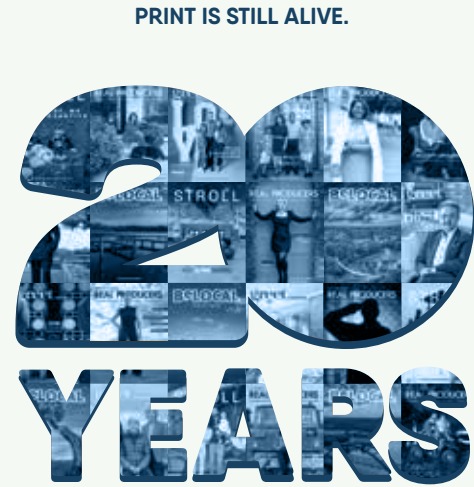


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# LARISSA KUNZ



▶▶ leader

Written by Tabby Halsrud  
Casa Bay Photography

Larissa Kunz grew up in a small town in rural Kansas - where there were no stoplights, they played 8-man football, and she knew everyone. She never thought she'd leave Kansas or live in a big city. Real estate was never on her radar, either. She was a Spirit Rep for GTM Sportswear, living in the cheerleading, dance and gymnastics world which was incredibly fun.

When she relocated to Colorado, Larissa didn't know anyone. The first friends she met were agents who told her she had the personality for real estate. Larissa was a great networker but was still skeptical about switching careers at first. After she got her license, she started with the intention to work part-time. That only lasted two months before she quit her Spirit Rep job and transitioned to full time in real estate.

Larissa brought many transferable skills and experiences into her new role including sales, problem solving, navigating conflict, and working in high energy and high emotion situations. A self-proclaimed fixer, Larissa strives to smooth out high drama to create harmony and positivity. Her natural enthusiasm pulled her to the Spirit Rep role, and continues to be an important component to how she does her business now. This is also why she feels pulled to work with first time buyers; she is their cheerleader. She loves to make the process as stress-free as possible. "I approach it with a genuine desire to see them get excited and help them realize that homeownership is an attainable thing."

When Larissa first started as an agent, she hadn't done much research on what is required to start in the industry and didn't know how REALTORS® got paid. She recalls wondering when her first paycheck would come. Having always received

a consistent salary, it was different and at first, was a scary adjustment. "I realized that everything hinges on me. Thankfully, I'm naturally competitive. While it was stressful, it was a good rush too. I've never regretted it and am glad I came into it when I did." Larissa acknowledges that her prior career helps her be successful in real estate - especially the people skills she's built along the way.

Larissa is very independent and has never liked asking for help. She got as far along as she could on her own, then she met Patrick Muldoon. "Patrick doesn't usually take on new agents, but he saw something in me that I hadn't discovered yet and he took a chance on me." Patrick encouraged her to join the Pikes Peak Association of REALTORS® (PPAR) Young Professionals Network (YPN) early in her career. Even though Larissa didn't feel ready, she joined and quickly became Co-Chair. Soon after, she got involved in the PPAR Community Relations and Leadership Academy and joined the PPAR Board of Directors in 2017. Larissa is currently the Chair of Community Relations and still serves on the Board





“

I'VE FOUND MYSELF IN LEADERSHIP POSITIONS AND THAT'S BEEN ONE OF THE BIGGEST PARTS OF MY CAREER. VOLUNTEERING FILLS MY HEART AND HELPS ME BE A BETTER LEADER. IT ALSO PROVIDES A SENSE OF FAMILY AND COMMUNITY SO IT'S NOT JUST A JOB. ”

as a Director. She appreciates being pushed beyond her comfort zone, aware that it helped her accomplish more in her career than she would have otherwise.

Larissa continued, "My heart is with the local associations. I've been active in PPAR since I got my license. Between that and YPN, I've found myself in leadership positions and that's been one of the biggest parts of my career. Volunteering fills my heart and helps me be a better leader. It also provides a sense of family and community so it's not just a job." Larissa also serves with the Habitat for Humanity and the Springs Rescue Mission.

Larissa is grateful for the collaborative real estate community. "It can seem intimidating when you're first starting out, but the biggest producers have the biggest hearts and want to help the newer agents who are coming into the industry."

Larissa has three children: Brecklyn, 23 was a real estate kid. Larissa remembers writing offers in the school pick up line. Brecklyn also attended events with Larissa so she also has a huge network of real estate agents now. Kemper, 16, is all about music and can play several instruments while Beckett, 13 is a true farm kid.

When not working or volunteering, Larissa loves to hike and soak up the Colorado sunshine. Larissa took classical piano lessons for 11 years and now frequents the movies and concerts, sharing, "I'm an avid concert goer and have been known to go to Red Rocks three times in one week." Larissa is a huge Taylor Swift fan and enjoys Lana Del Ray and Perfume Genius, too. Larissa desires to travel more than she does now. "I put my head down and then the year is gone. That's why I didn't see the beach until I was 39." She loved the beach though and was amazed by how soft the sand was and is eager to visit again.



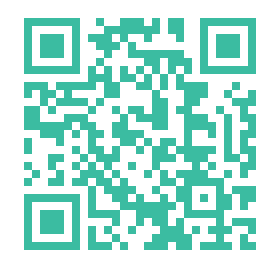
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# SCHUR

## SUCCESS GROUP

RICH & SHANNON SCHUR



▶ partner spotlight

Written by Tabby Halsrud  
Casa Bay Photography

**R**ich Schur and his wife Shannon run Schur Success Group, which specializes in auctions, appraisals, and real estate. When Shannon's dad retired in 2004, Shannon took over the company and Rich joined after he and Shannon started dating. Rich confesses that at first, he attended auctions so he could spend time with Shannon. "The next thing I knew there was a microphone in my hand and I was invited to become an auctioneer. I didn't want to be an auctioneer but we compromised and I became one. Then Shannon suggested that I become an appraiser because everybody thinks auctioneers know what everything's worth. I didn't want to become an appraiser so we compromised and I became one," he joked.

Rich's varied career experiences have no doubt helped him succeed in wearing his many hats. Originally from Illinois, he served as a dispatcher for a small police department. He then spent twelve years in a variety of roles including training officer, detective, youth officer, and crime scene investigator. Rich left the police department to build a regional police training center. His next transition had him running training for an international security company, for which he traveled across the country. That's when he fell in love with Colorado. He moved here in 2002 and worked in criminal justice for a couple of years before he met Shannon. He also held part-time jobs in HR Consulting and at the college before he joined Schur Success Group full time.

Rich started as an auctioneer in 2005. In 2006 he was named state rookie champion auctioneer and in 2010, he became the state champion auctioneer. Shannon was inducted into the Colorado Auctioneer's Hall of Fame - something that only one other woman has ever accomplished. The company handles a wide range of auctions including real estate auctions, collectibles, and fundraising events for organizations like the Humane Society. "The fun part for me is going out and meeting people, walking through the house and helping people who don't even know where to start. We've gotten really good at it."

Rich said that he and Shannon make a great team. "We've grown this business tremendously since our early days when our only client was the city of Denver with an occasional other project. Now, we have terminated our contract with Denver so we could concentrate on the market here." He proudly



shared that last year, they did 135 auctions and are on track to do even more this year. They have some regular clients and do work for trustees, estates, and even bankruptcy court. When the couple does live events together, they play off each other well. Rich elaborated, "If she's on the microphone and I'm out in the crowd, we tease each other and we get everybody energetic and excited."

From the appraisal side of the business, Rich loves the process of researching and all the interesting tidbits he learns. He appraises everything from furniture and fine art to aircraft and machinery. He and Shannon travel the country as appraisers, too, and provide a wealth of expertise that other appraisers don't have. "When it comes to the appraisal side, we work as a team and the two of us can knock out an appraisal five times faster than any one person because we're so coordinated."

The company has grown to 21 employees and has recently celebrated its 40th year. Two weeks ago, the Schur Success group was named as Business Persons of the Year by the Tri Lakes Chamber and more recently, was awarded Gold in the Best of the Springs





“THE CREDIT GOES TO OUR TEAM;  
WE HAVE AN AMAZING STAFF THAT  
CARES ABOUT OUR CUSTOMERS.  
THEY TAKE PRIDE IN THEIR WORK.”

Chamber and is currently serving as the Tri Lakes Cares board president. He and Shannon are actively involved in Rotary and are founding members of the Tri Lakes Rotary.

Shannon’s dad, who started the company, passed away last year and they are still feeling his absence. Rich and Shannon’s blended family includes three grown children - a daughter and two sons. One is a special education counselor and teacher and another is pursuing a career in musical theater. When he finds a little free time, Rich enjoys his hobby as an amateur woodworker who “hacks” away at wood. “I turn big pieces of wood into little toothpicks.” After his gastric bypass surgery, Rich found a new appreciation for fitness and enjoys daily walks with his dog. He and Shannon enjoy exploring Colorado and have recently returned from an Alaskan Cruise - their first vacation in eight years!

- Auctioneer category. “The credit goes to our team; we have an amazing staff that cares about our customers. They take pride in their work.” Rich and Shannon have found their own niches of expertise in the running of the business. While they can both do anything in the company, Shannon leads the management of the in-house, administrative and financial efforts. Rich is the “outside guy” and does sales, contracting, marketing, and human resources.

Rich finds as much fulfillment from his community and leadership roles outside of the business as he does from his career. He now runs the appraisal training program for the National Auction Association and has earned several designations, including Master Appraiser. Rich and Shannon are both past-presidents of the Colorado Auction Association; Rich also served on the board there for 7 years before joining the National Association as a board member. He is also a staff instructor for the National Association and for two auction academies and enjoys traveling the country training. He is Past President of the Tri Lakes

Even though Rich didn’t initially have interest in auctioneering or appraising, after making these “compromises,” he does enjoy it. “I love that we get to help people solve problems. Hearing a client say that they didn’t have to lift a finger is very rewarding.” Rich continued, “The greatest reward for me is that we have several employees working for us now that came to us because they were customers and after they saw what we did, they wanted to be part of the team. I never dreamed that this would be my career and now I’ve been doing it for nearly 18 years. I wear a lot of hats between my careers but they are all connected and it has become my dream career.”



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# AMELIA

# YATES

## ►► overcomer

Written by Amelia Yates and Tabby Halsrud  
Casa Bay Photography

Amelia Yates was working in the area of her passion, making a difference and changing lives in her social work career. She was working in the Kinship Unit for KEEP, assisting and working alongside DHS caseworkers before finding her path to real estate. While she loved all that social services had to offer, a time came when Amelia was extremely burnt out and needed a career that would allow her to increase her income without sacrificing client care, help change people's lives for the better, and have more control over her schedule to be with family. With a leap of faith and her husband's support, she got her real estate license and branded herself as The RealtorChef.



Once licensed, Amelia quickly found her extended family and current brokerage at The Cutting Edge, Realtors. Amelia loves the culture at TCER, which she says one has to truly experience to define. The foundation of keeping God first, elevating excellence in the service provided to clients, having access to resources, the creative control to be who she is, and access to other professionals when needed professionally and personally is why she calls TCER family.

When Amelia isn't working, she enjoys building family memories and attending church. She loves to travel and makes frequent trips to visit family, and loves to cook. She is a former basketball player and used to coach locally, something she hopes to do again someday. Amelia is excited to finish her Master's Degree in Social Work, maintain her real estate career, and be the best wife and mother she can be.

The Amelia that many know today comes from a past that changed her life forever. Toward the tail end of working in social services, Amelia received devastating news that her mother was diagnosed with a Glioblastoma, a terminal brain cancer. Amelia's faith, family, and social work skills provided her the strength and guidance she needed to navigate resources to provide the best care for her mother until the very end. After losing her mother, Amelia went through a transition period to rebuild herself and find a new path to navigate the world without her best friend.

Amelia faced her next life-changing challenge in 2020 when she delivered her twin boys prematurely at 24 weeks. Her micro preemie boys only weighed one pound each. Kyson and Kyleer only survived a few days after birth and the grief weighed heavy on Amelia and her family. It was devastating for Amelia to lose her first born children and her husband Kevin's first sons. As many can imagine the world grew dark and a few

months after the twins passed, Amelia found herself in a mental space that she would never wish on her worst enemy. She struggled with understanding her purpose in life and was questioning God as to why this was happening to her: Why did she have to lose her first-born kids within days of each other? Why did she have to deal with all the sadness and grief after just losing her mother a few years prior? Why did she have to get up every day without her boys because the world couldn't stop for a moment just for her?



She recognized that her mental stability was not where it needed to be and recalls having a deep conversation with God as she hit rock bottom. Amelia didn't really know what to do so she told the Lord if he could just save her and show her her purpose, she would sacrifice drinking any alcohol until he released her. Amelia was never an alcoholic but she didn't know at the moment what else she could commit to or sacrifice as her offering to God to save her from this dark place. So she gave up drinking until God released her to consume alcohol again. The biggest challenge that she faced when her boys passed away was dealing with her mental health, having the discipline to complete her day-to-day responsibilities, and seeking the help she needed to heal. She wanted to be in a better space but she needed a clear mind or a reset to do so. Many may not understand the significance of giving up alcohol but through her journey of infant loss it was the perfect sacrifice as she no longer had the bottle to mask her pain when she was grieving. Giving up alcohol allowed Amelia to feel her pain which alerted her





to utilize her community resources, talk to loved ones, and accept that it's okay to not be okay everyday. Today Amelia chooses each day to walk in her purpose by honoring her boys and spreading awareness of infant loss.

As she began sharing her story, Amelia realized that there were many people in the world and in her network that had suffered from infertility and/or infant loss. Her vulnerability in sharing what she had been through gave others a sense of hope. Many shared their own struggles with miscarriages and infant loss. Amelia found hope for herself, too. "If losing my boys now helps someone else, then it was the perfect, selfless sacrifice. If that's what God intended, that was the biggest significance from that experience." Amelia still misses her boys deeply but has accepted the events from that time in her life.

Two years later, Amelia and her husband were blessed with twins again and the second pregnancy was nothing but a blessing; she was rewarded for being obedient. Their son and daughter, also known as their twinkies, are now two and thriving. In addition to her twins, she has a sixteen-year-old daughter that she has been raising since the age of five

and Amelia says that she is the best big sister!

Amelia is thankful for all the life lessons she has learned through her hardships. She appreciates how her family has come together and strengthened since losing her sons and will continue to build the relationships around her. She is so appreciative of her husband who has been there from the beginning and through all the ups and downs.

Amelia was a recipient of The Bad a\$\$ Award, which acknowledged her perseverance through such hardships, her vibrance, having her best year in production amidst losing her boys, and for remaining a pillar in the office and in the community after everything she endured. Amelia and her family are so grateful for her brokerage and can't thank them enough after all these years.

As Amelia just hit her 6th year in real estate she is still elevating excellence one client at a time. She continues to spread the excitement of new construction and passionately loves working with veterans as hers is a military family too. Amelia prides herself in not buying leads as she appreciates establishing relationships organically.

Relationships are key to her success as her clients become family.

If Amelia isn't selling real estate you can find her at her oldest child's school, building relationships and running The STASH (Standing Together Against Student Hunger) with a long time friend and fellow colleague. The STASH allows her to give back and helps create a safe place for students to advocate their needs without feeling shame or embarrassment.

Amelia reflected on her path so far: "Sometimes we don't know why things happen. Sometimes the worst happens and it feels like our life is over. It feels like we have no purpose or we may feel like we are being punished for something. But when we stay faithful and stay the course - even through the hardships - God's rewards will prevail in the end. I'm grateful for my kids, for the memories we are making, and for the impact my story is making on others' lives. This journey was never planned but I'm honored to have gone through this to be a blessing to others." Amelia leaves us with this from Deuteronomy 31:6: "Be strong and courageous. Do not be afraid or terrified because of them, for the LORD your God goes with you; he will never leave you nor forsake you."

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### What brought you to this field?

I came to the home inspection business from the restaurant industry. I wanted to learn more about homes while still being in a position to interact with and help people.

### What do you love about your work?

My favorite part of being a home inspector is when homebuyers feel empowered by the information I've given them.

### Fun facts:

You can find me climbing in the flatirons, trail running and hanging out with my Heeler, River. When I'm not outside I love to cook and bake. I love campfire cooking!



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# Jennifer

Written by Tabby Halsrud  
and Jennifer Nunnally  
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A former long-time resident of the suburbs of Tampa, Florida, Jennifer Nunnally started her professional career as a licensed 2-15 agent selling annuities, life, and long term care health insurance while raising her three daughters. From there, she started her own decorating and staging business that thrived for many years. In 2010 life served her some family changes and she was forced to leave behind her passion for decorating and her business. This change prompted Jennifer to embark on a new adventure as a real estate paralegal in downtown Tampa conducting legal transactions for commercial and residential builders. Unfortunately, the prominent attorney she worked for passed away suddenly and Jennifer had to transition to a new position. Having completed a lot of transactions for residential builders, Jennifer was offered a position working directly for a local builder, which ultimately launched her into a new passion for real estate.

Soon after she began working for the builder and with the encouragement of her family, Jennifer studied for her real

# Nunnally

estate license and officially began her career as an agent. She first joined Keller Williams and was an avid student of the industry, learning a lot during her time there. She was presented an opportunity to join a well respected family owned boutique brokerage in a sought after suburb community outside of Tampa. Having lived in Florida for 48 years, her transition to selling real estate was an easy one. She knew the area very well and this became her super-power. When a family she was serving described what they were looking for in a home or a neighborhood, Jennifer instinctively knew the perfect location for them. Having a strong military community in Tampa also prepared her to later support the military personnel moving in and out of Colorado.

Jennifer and her husband Jeremy married in 2015 and since then their blended family has welcomed two grandchildren. Since they first met, they had aspirations to move to the mountains after their youngest daughter graduated high school. After Covid hit, those plans and their timelines moved up and they moved to Colorado in 2020 with two dogs, two cats, an RV and a caravan of family. They found and bought their mountain dream home - the kind of home that a Floridian would want to vacation to - up the hill in Cascade. Now, she helps guide others who want to do the same.

Once in Colorado, Jennifer joined the RE/MAX family to be with the agent who had listed the home she and Jeremy purchased. This launched her Colorado real estate career by working with that agent who specialized in Teller County. She learned a lot about the area and about Colorado contracts and the duo worked together for about a year before the interest rates shifted and business slowed-down in the

mountains. When it was time to broaden her horizons, Jennifer interviewed with several brokerages and teams in the Colorado Springs area and ultimately landed at Pink Realty, where she's been for just over a year.

Jennifer's husband Jeremy is an Air Force Veteran which gives her a soft spot for working with active duty military who are PCS'ing to Colorado. Since many of those clients are buying their home sight unseen, she has perfected her video tours of the homes and neighborhoods and verbally points out what the buyer may not notice in the video. She said, "It's always an honor knowing a family puts so much trust in me that they will buy a home before seeing it in person. I want to be 1000% sure I am finding the perfect home for them. It does my heart good when I see how happy they are as they drive to their new home that they are seeing in person for the first time."

Jennifer also loves working with first time buyers. She says, "It is so rewarding handing the house keys to someone who never thought they would know the security of homeownership." Oftentimes she and her lender partner have worked for months with these buyers to get them to a position where they can buy a home. She says she is so grateful to have found a lender that is amazing with first time home buyers and is willing, if needed, to do down payment assistance programs so she can help more first-time home buyer







their father. She wanted to be a present parent while making a living to support her girls. Her daughters are all grown now, and Jennifer still longs to be a good role model for them. She wants her husband and her daughters to be proud of her. Jennifer is extremely grateful to her husband who has always been very supportive of her and her career ambitions. “I could not do this without the support of him and the rest of my family,” Jennifer added.

Jennifer’s daughters are now 30, 24 and 20. Her oldest still lives on the West Coast of Florida and plans to marry next year. Her youngest two daughters have a home together in Colorado Springs. She is thankful they have stayed close to her and is extremely proud of each of them. Jennifer also has two bonus adult children from her marriage to Jeremy. As for Jennifer, she is an empty nester at 51 and is focused on her career and spending time with those who hold a special place in her heart. Outside of work, she and her husband enjoy rock climbing in their jeep, camping, road trips, and searching for Colorado’s water spots. Jennifer enjoys experiencing new restaurants and feels so grateful to wake up to the beauty of Colorado each day.

Even though Jennifer hasn’t lived in Colorado all that long, she has already made an impression on others in this industry; particularly on one of the mortgage lenders she works with. Linnea Clayton, with 35 years of mortgage experience, recommends Jennifer as being one of the top agents she does business with. “Starting over, moving across the country to a completely new place, quickly being recognized by a team mate for doing good business and working for my clients with such integrity - and then to be interviewed for a magazine - I am beyond blessed!” said Jennifer. When asked what it means to be featured in *Colorado Springs Real Producers*, Jennifer replied, “I’ve always been so proud of any awards recognizing my efforts, but this feels different. I’m proud of my accomplishments and very thankful to all those who help make me a success. I feel honored to be part of this magazine’s highlighted talent and to be part of this community in Colorado Springs is a dream come true.”

In Florida, Jennifer was affiliated with A Kids Place of Tampa Bay for many years. She has reached out to We Fortify in Colorado to come alongside children in the system and help them flourish. As an adopted child herself, she knows how important the support of a loving family can change someone’s life. We Fortify is an organization that helps young adults who are aging out of the system and helps them acquire housing and life guidance. Jennifer hopes to be as useful to this wonderful organization as she was to A Kids Place in Florida.

families achieve the dream of owning their own home. “It takes a lot of counseling, hand-holding, and patience, but it is absolutely worth every minute of it in the end,” said Jennifer. Her clients become like family to her and she stays in touch with them and shares in their joy of homeownership. Jennifer says she is always excited when her clients share pictures of what they are doing to the home she helped them get into. Whether it is painting a wall, planting flowers, or doing a major renovation they all love to show her their latest projects.

Early in Jennifer’s real estate career, the occasional rejection hit hard. But she leaned into her values and mindset of “what is meant for me, is for me” and remembered not to compare herself to other agents. Now, after a little over three years in Colorado, Jennifer is proud of the number of closings she had last year (which totalled 22!) amidst a very challenging market and being new to the area with no sphere of influence. Pink Realty has given her the opportunity to continue to thrive in this industry and she is grateful for that. She’s also proud of the past awards and recognitions she received when selling in Florida. Jennifer attributes her success to her tenacity, communication and negotiation skills, as well as her history of guiding renters toward homeownership. Jennifer’s tenacity derived from striving to keep her head above water for much of her adult life as a single parent and trying to do right by her kids after her divorce from

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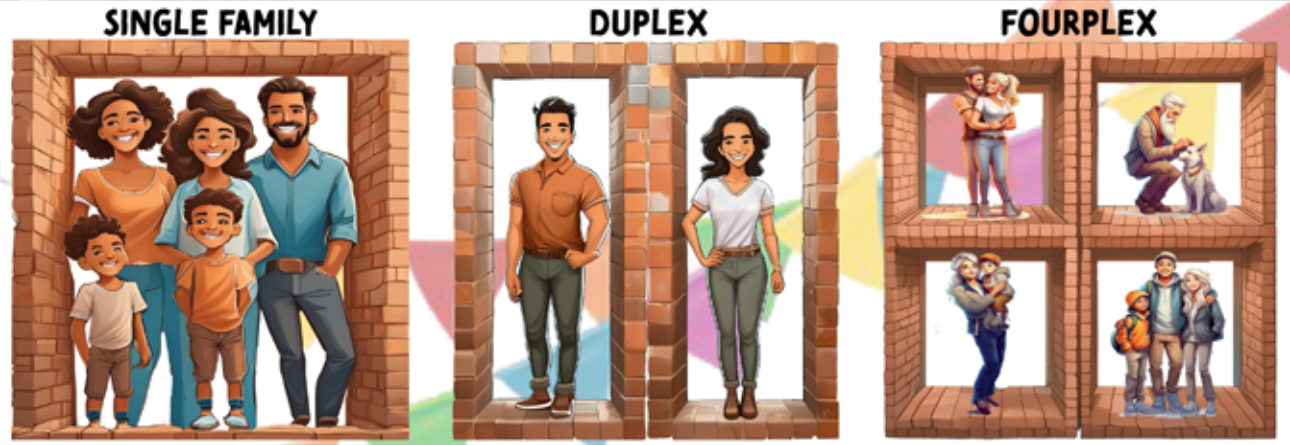
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- Knowing where their security deposit is held

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The lease remains in effect until Lease Expiration Date

All income must be pro-rated for the month of sale

All expenses must be pro-rated for the month of sale

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# ROB REINMUTH

**ROB REINMUTH** went to the Seminary to be a pastor, but God led him into banking instead. “Ministry and banking are an oxymoron,” Rob says, but, he could still minister to people being a business person without being paid. After 10 years in the banking industry, Rob ended up quitting his job to become a full-time real estate investor and Realtor. In his first year he sold 12 homes, in his 2nd year he sold 24 homes and today he has sold a little over 1,200 homes. As a real estate investor himself, Rob had people calling him asking for investment guidance and his real estate business took off quickly. He knows that his investment background was instrumental to his success.

Rob started Acquire Homes, Inc. in 2004 when the real estate market was super hot. Then the housing crash of 2008 happened. Rob had to reinvent himself and started helping people get rich by owning real estate as investments. Those who did not want to invest benefitted from Rob selling their homes for top dollar and upgrading to homes selling for sixty cents on the dollar. Rob’s creativity and the ability to forge another path were right up his alley.

Rob said, “I wanted to go beyond what traditional real estate companies offered by creating a full-service experience. I educated each client on every possible scenario so that they could make the best decisions for their family.” The name “Acquire” reflected the mission: to help clients acquire their dreams, whether that was a home, a successful property investment, or reliable property management, with one trusted name.

In 2017, Rob was invited to apply for the Elite 25 and he was part of that until 2023. Now he focuses on his brokerage, which has around 30 agents currently. He enjoys sharing his experience

with the agents to help them grow and succeed. He understands the importance of blending his old school experience with newer technological changes, many of which he learns from his son Scott. Rob admits he is constantly reinventing himself to better flow through the ups and downs of the market. He also enjoys being able to “play Monopoly in real life. It’s exciting for me to be a part of the process whether they are an investor or purchasing their first home. They feel so good about themselves, and that makes me feel good!”

Rob’s son Scott runs the brokerage with him now. Scott initially joined Rob’s company helping build websites with no intention of becoming a REALTOR®. Instead, he joined the Marines at the age of 22. Four years later, Scott’s interests changed and he decided to join Rob’s business again and become a REALTOR®. Rob and his wife Kris, who have been married 33 years, also have a daughter who is a graphic designer in Maine.

Rob describes his business as relational: “I’m not a salesman. The very best business you can do is develop relationships with people... and they

» real producer

Written by  
Rob Reinmuth  
and Tabby Halsrud  
Casa Bay  
Photography







cannot be fake relationships. They have to be genuine. You have to love the person and love what they do. Everyone has an amazing story and I want to hear it. That's basically the success story of my entire career." Rob's focus on relationships extends to his personal life. He and Kris love building relationships together. Rob and Kris also love to travel and recently returned from a month-long trip to Europe where they traveled through 6 different countries.

Rob has a passion for the YouTube channel he started after the lockdown, which has grown to over 50,000 subscribers. In Old Guy Reactions, he and his guests listen to today's music and share their reactions. They discuss the meaning of the lyrics and add their own wisdom and experience, offering hope to young listeners. Rob elaborated, "It has been a fun side gig and it has even paid for me to travel to a concert in New York. Beyond that, Rob views this as his personal ministry to the young listeners, several of whom have reached out to him. "I just want to be a friendly voice offering hope for those who are going through a tough time. This is just a small way to make a difference in people's lives."



“

**I'M NOT A SALESMAN.**

The very best business you can do is develop relationships with people... and they cannot be fake relationships.

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# FUN FACTS ABOUT YOUR FELLOW AGENTS AND PARTNERS

## around town

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



**Reatha Butler** spent three weeks touring Europe on her own after getting separated from her friend after they landed. While it wasn't her plan, it ended up being one of the best experiences of her life.



**Cortney Pittman** always wanted horses and now owns two. Patrick enjoys playing all sorts of music on the guitar but his favorite is classic rock!



**Candace Hollon** enjoys Top Golf, batting cages, and adrenaline-boosting activities!



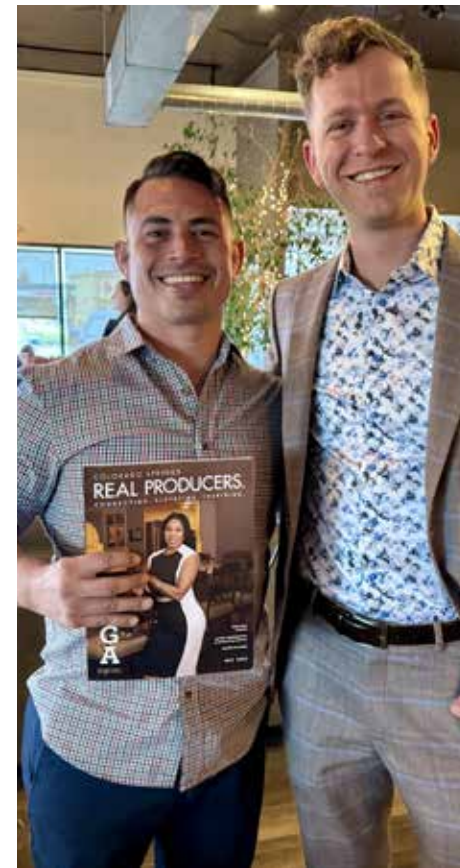
When **Scott Sufak** was a REALTOR® in the South Shore of Boston, he rented a house to Mark Wahlberg (it was supposed to be his "party home").



**Ann Kidd** worked at the Olympic Training Center as a tour guide and enjoyed building friendships with several athletes.



Welcome **Thomas Schuler**, owner of Cheyenne Mountain HVAC, aboard Colorado Springs Real Producers as one of our advertising vendors!



**Erik Galloway** is a fitness enthusiast and specifically enjoys mixed martial arts, boxing, and wrestling!



**Brittany Duncan** has donated her eggs to 3 different couples to help them start a families of their own and has donated her stem cells to a woman with blood cancer this year (2024) as well.



**Ethan Abello** opened his own window cleaning company before he was a Realtor!

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