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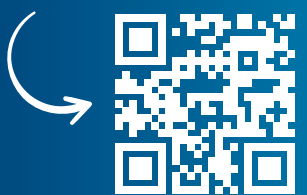
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## Publisher's Note

Welcome to our February edition of *Colorado Springs Real Producers*. As I'm writing this, it's December 16th — the "last Monday" of the year for those of us who follow a normal work week. I hope by the time you're reading this, the holiday season has brought warmth, love, and a chance to recharge to you. And if you set any new year resolutions that they're still going strong!

In this edition you'll see a recap of all the real estate agents we highlighted in 2024. This was a last-minute idea as we had a few of our features not able to meet our deadline due to illness and scheduling conflicts. I think it's going to turn out very cool! Assuming I didn't accidentally leave anyone out (I sincerely apologize if I did — I built this myself and, despite double checking, I'm sure I made at least one error) we highlighted 48 agents. We print 500 copies of Real Producers magazine every month so in 2024 alone we wound up featuring nearly 10% of our readership base. Pretty cool!

If you would like to nominate an agent to be featured in 2025, reach out to me. Email is my preferred method of communication when it comes to work.



Brian Gowdy and his extended family gathering for Thanksgiving at his Great-Aunt Charlene's home in Southwestern Georgia.

Last, if you enjoy our platform and want to see it continue, please consider supporting our advertising partners. Even if you simply reached out to the ones you already know and already work with to let them know you saw their ad that would go a long way in my renewal meetings.

I'm thankful for you all.

**Brian Gowdy**  
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# Reflections from The Editor

**Embrace where you are....** a theme I discovered as I was pulling together this month's feature stories. Scott, Reatha, and the Pittmans exemplify the ability to accept life's circumstances and detours. They each chose to make the best of their unique life paths, even when things unfolded differently than originally intended. Accepting where we are in our journey doesn't mean we don't try to change it. It just means that we make the most of our situation until we get more clarity or discern what adjustments are necessary.

This has been an important lesson in my own life - learning to find a workable balance between acceptance of reality and initiating helpful change. I've learned the importance of trusting and flowing WITH life and exploring what feels right for me. Being present to what's in front of us enables

us to respond more thoughtfully instead of reacting from old patterns. Each step we take offers important information about what's right for us.

Clarity comes in part through choice and action. We see how things turn out and then we get to choose again... to either keep moving in that direction or to adjust. Each of our featured agents this month displayed courage to keep moving forward, adjusting as needed, and trusting the unfoldment of their life.

How do you see these concepts showing up in your own life?



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# CORTNEY & PATRICK Pittman

WRITTEN BY TABBY HALSRUD  
CASA BAY PHOTOGRAPHY



Cortney and Patrick Pittman met when they were just ten years old and were married at the age of 19 in Nevada. Patrick joined the Army, which is what brought them to Colorado. They are not only partners in life, but are now also partners in real estate - a new career that emerged over a series of life changes and turning points. When the Pittmans bought their first house in 2014, it planted a seed. They enjoyed the process of buying that house, enjoyed working with their agent, and realized it was something they could do, too.

Their new career path started to unfold when Cortney took a job in the marketing department for Challenger Homes. As a liaison between the builder and the sales team, she felt drawn to the sales process

and started working toward getting her license. After initially failing the test, Cortney put the pursuit of her license on the back burner. She elaborated, "We had a young child and I was still working a part-time job. I took the failure really hard." Cortney's next move was working Sales for Vantage Homes. Even though she loved the company and the homes, she didn't feel like she was blooming. She shifted back to a marketing role, working with Greg Fowler at Stewart Title. While teaching agents how to effectively market themselves through social media, she had an epiphany: "I can do this!" and her passion for real estate was reignited. She again pursued her license and passed the test.

Meanwhile, Patrick left the military in the fall of



2017. He had just gotten orders to move, but with Cortney's career beginning to blossom, he chose to leave the Army instead. Patrick recalled, "Cortney's job at Challenger was a huge turning point for us. It's what helped us shift our focus into real estate." The couple had also fallen in love with Colorado and wanted to stay. In the midst of his own transition, Patrick joined Cortney at some of her work events and through that, made a connection that led to a job at Aspen View Homes, which he started in January of 2018. Later that year, the Pittmans each experienced additional career shifts and it was then that Cortney's mom suggested they do real estate together. Patrick joined Cortney's interview at The Cutting Edge and co-

founder Gary Martinez also suggested they sell together.

In late October, 2018, the Pittmans joined hands and jumped into their commission-only career. They admit that their biggest hurdle was the financial one and learning how to make the business work. Their answer? To go all-in. It was sink or swim for them. Cortney shared, "It was horrible, very stressful at first." Patrick agreed, then added, "But we are a success because of it. We were very motivated, very hungry, and we were convinced we were going to make it. We had a very strong support network at The Cutting Edge; they helped us stay focused." The Pittmans had three closings in their first three months, which produced a life-changing amount of income for them. Their dedication to their new





career paid off: business has been pretty consistent ever since and in 2019, the Pittmans won Rookie of the Year. Their business grows largely from referrals; they recalled that one of their earliest clients was the source of an additional twelve clients over the years. Cortney knows that her marketing background was instrumental to their success, too. “I wanted to ensure that our brand was well thought out and consistent. It was important to me that our stuff looked sharp. But Patrick helped me remember that ‘good is good enough’ too, and not everything had to be perfect.” They focused on posting content that would be helpful for their clients.

Although the Pittmans have left The Cutting Edge, they are incredibly grateful for the knowledge gained, skills developed, and strong foundations created during their time there and at other brokerages. They are appreciative of the

relationship they have with lender JD Peck. Early on, JD was able to help a client who had been declined several times. Cortney expanded, “He is the other side of the transaction and an integral part of the team. He has helped us understand VA loans and has made a huge impact on our business over the years. He has also become a great friend.” Additionally, the Pittmans are grateful for Sara Cripe: “She helped us shine through her marketing and branding assistance and played a huge role in pushing us to believe in ourselves.” Finally, Patrick and Cortney are grateful for the clients who have supported them along the way, many of whom have become friends. “They trusted us when we were first starting out and we don’t take that lightly,” Cortney reflected.

Cortney and Patrick provide a lot of care on the back end and emphasize staying in contact with their

clients. They stay focused on the genuine need - the need for housing - and treat it as the important transaction that it is. “We want to be their REALTOR® for life,” said Patrick. Cortney continued, “It’s a vulnerable time in people’s life and we want to educate them along the way.” The Pittmans know the importance of staying competent, knowledgeable, and humble and they keep their focus on the client and helping them find a home. Cortney and Patrick love



working with young military first-time homebuyers. They are inspired to help these clients set up a good financial foundation for themselves.

Team Pittman’s collaboration is dynamic and well suited for their complementary skills. They may individually take the lead on transactions, but they always support each other behind the scenes. One can be out showing houses and the other can be writing a contract at the same time. This keeps them competitive, especially when quick turnarounds are required. Patrick takes the lead on listings, showings, paperwork, and talking to other agents with Cortney providing behind the scenes and marketing support for these tasks. Cortney takes the lead with their buyers and educating them throughout the process. She helps buyers envision their new space and consider how they might use various rooms or how they would set things up. Cortney also nurtures long-term relationships with prospects, who may come back to purchase two years later. Patrick boasted, “Her follow up is impeccable!”

In addition to these more defined ways of working, the Pittmans also attune and adjust to individual client personalities. “We play it by ear. We gauge their personality and which of us seems to connect better with the client. This ensures the client has a more enjoyable experience and makes the transaction better for everyone,” said Patrick. Cortney added, “Patrick is very assertive; once he knows what the client wants, he will get it. He is great at addressing conflicts and



diving in to find the most realistic resolution. He stays calm, removes the emotions of the situation, and works to create a win/win. Conversely, my emotional side works better with the buyers,” allowing Cortney

to empathize with the emotionality of that process. Patrick attributes his ability to stay calm in high-conflict situations to his ten-year military career.

The Pittmans, who have been married 14 years, have a son named Jameson who is nine years old. Jameson plays baseball and enjoys video games. “He’s a jokester,” said Cortney, “but is also very empathetic and caring.” The Pittmans stay busy with baseball practices and games and proudly shared that Jameson’s team won the championship two years in a row. These three enjoy visiting mountain towns and going on hikes together. Cortney and Patrick, along

with their extended family (many of whom followed the Pittmans to Colorado Springs) are foodies and love to dine out together. They also enjoy being the “host house,” especially on football Sundays.

Patrick enjoys playing guitar and he and Jameson have recently joined Cortney in her love of horses; all three of them have been taking lessons. Cortney’s relatives had horses when she was growing up and she has always had an affinity for them. In 2021, after pouring herself into their business for four years, she wanted to find a hobby for herself. That same year, she was diagnosed with Multiple

Sclerosis (MS). “Not knowing what the future holds for me and my health, I wanted to live a little more instead of just work all the time. You just never know.... The first ten years of our marriage Patrick was in the military. Now we have the time and the money and we want to live our lives to the fullest. Getting MS at such a young age- it really put a lot in perspective.” Patrick added, “We are very time-freedom oriented. We set up our business in a way that works for us; we are not locked into rigid schedules. We are able to take time to go ride horses or go to Jameson’s baseball practices. We are fortunate to be where we are.”



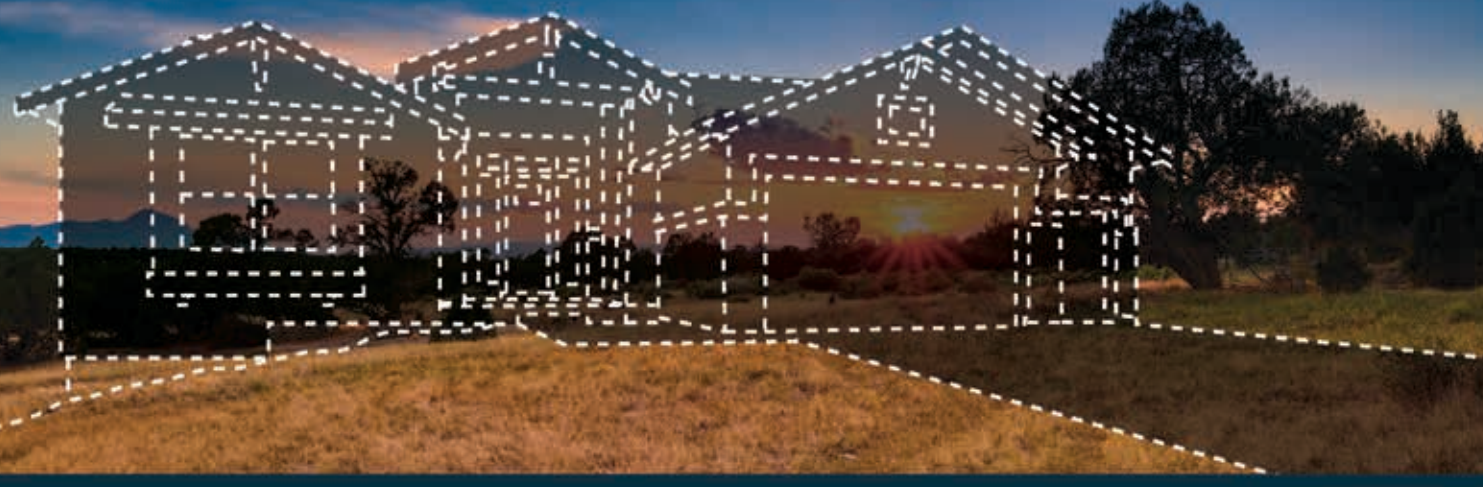
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# VOLUNTEER DAY with Love Your Neighbor

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On Wednesday, December 4th, a group of big-hearted real estate professionals joined together to volunteer at the Love Your Neighbor organization, helping to build beds for children who don't have a bed to call their own.

For those of you who aren't familiar with Love Your Neighbor, they are a faith-based nonprofit. Here is a bit of their story:

Love Your Neighbor is a bunk bed ministry that provides beds to children and families in need across multiple Colorado

counties. Established in 2018 in Colorado Springs, Love Your Neighbor specializes in building and delivering beds, supplying mattresses and essential bedding such as pillows, sheets, comforters, and more to support foster families, veterans, and families transitioning out of homelessness.

In addition, Love Your Neighbor provides opportunities for groups and families to serve together by offering build days in the woodshop that include organization team building, mentorship classes

and special needs classes. They are intentional about including everyone and working to reach those that are pushed to the margins of society. They are here to love neighbors.

Their Mission: Love Your Neighbor wants everyone we interact with to feel SEEN, KNOWN and LOVED.

To volunteer with Love Your Neighbor, visit <https://pulpitrock.com/lyn/>.

To join a future Real Producers volunteer day, email [brian.gowdy@n2co.com](mailto:brian.gowdy@n2co.com).





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# Reatha Butler

WRITTEN BY TABBY HALSRUD  
AND REATHA BUTLER  
PHOTOGRAPHY COURTESY  
OF HEIDI MOSSMAN OF  
CAPTURE LIFE PHOTOGRAPHY

When Reatha Butler first got her license, she thought she might “dabble” in real estate as she raised her two young children. It didn’t take her long to realize that real estate wasn’t something to be dabbled in. Gaining momentum in her new business happened slowly over the course of many years, as she chose to put her family as her top priority. She appreciated the flexibility to be present with her children and actively involved in their lives, not missing any significant milestones or important activities.

Originally from Los Angeles, Reatha’s early aspirations were geared toward a role in the Central Intelligence Agency or something similar and she desired to travel internationally. She studied communications and international relations at Boston University in Massachusetts. After

graduation, Reatha moved back to LA to join Sanwa Bank Ltd, where she was mentored in a management development program before ultimately becoming an Assistant Vice President of Commercial Lending. From there, she joined Unisys Federal Group, doing training and development as part of their federal sales team in McLean, Virginia.

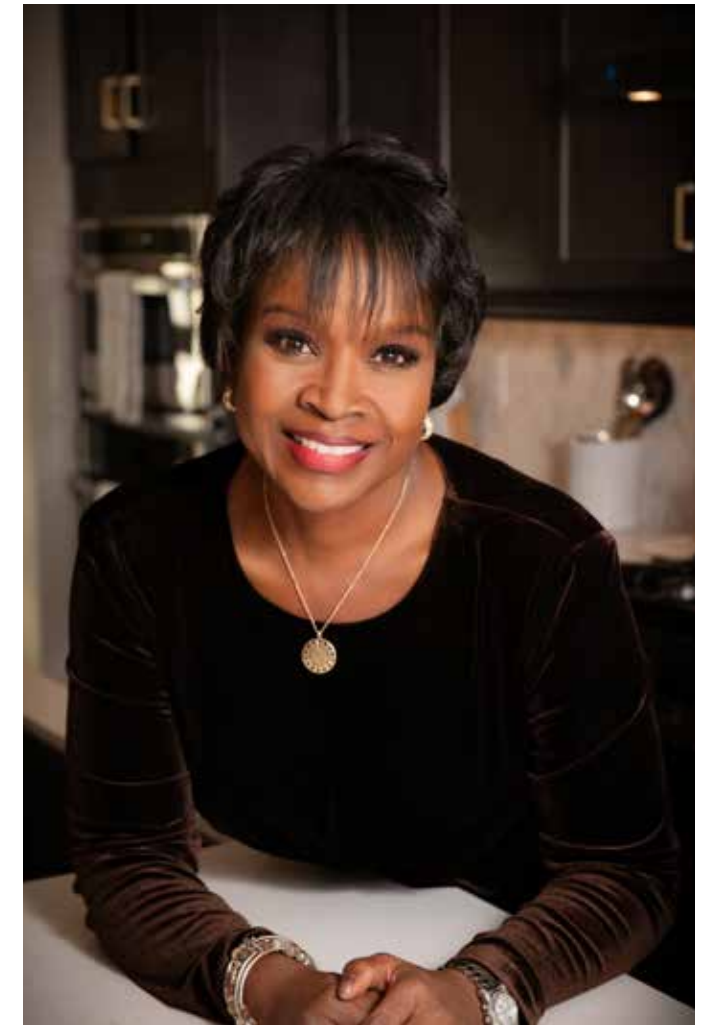
Reatha’s husband was in the Air Force and they moved to Colorado Springs from Alabama with their newborn son. Local agent Arlyene Reynolds helped the couple purchase their first home. Reatha became curious about the possibility of a real estate career; with her commercial lending background, she was familiar with concepts like business development, contracts and helping commercial clients get financing for working capital. Assuming that their family would move frequently through the military, she knew this career would be one that she could carry through their moves (interestingly enough, they never ended up moving!).

After their relocation to Colorado, Reatha finished her real estate classes and got her license in 2007. Although she had a deep understanding of the theory, she didn’t understand at first how to convert prospects to sales - this is the secret sauce. As she got her new career off the ground, Reatha worked for different brokerages and learned more of the structural aspects of the business. In 2009 she became an employing broker of her own company, Ashley Garrett Residential Brokerage, LLC.

Well into her career as an independent broker, she

became acutely aware of how valuable a resource the REALTOR® community was and how powerful that network of professionals is. Encouraged to step into leadership roles within the Pikes Peak Association of REALTORS®, Reatha joined Pikes Peak Association of REALTORS® Public Policy. She held chair and co-chair responsibilities and is an active member today. She encourages all REALTORS® to look into PPAR to expand and build their knowledge of the industry and the challenges. She was a part of an internal launch of PPAR Collaboration of Independent Brokers. Reatha recommends the CIB to all independent brokers and independent brokerage owners, stating that “this group is amazing.” She encourages owners to come and exchange knowledge about property management and industry changes. After having been in the industry for 17 years, Reatha felt ready to make a big change and push herself out of her comfort zone. She recently made the decision to join a larger brokerage to offer expanded services to clients.

Reatha loves the real estate industry and the people in it. “It’s a very powerful industry... you’re not just helping people find a home, but the politics... the economic impact... and the fulfillment you receive from helping people understand wealth and the importance of purchasing and ownership.” Reatha has a knack for understanding what people need and works to ensure she meets those needs. She has developed a specific way of doing business, which includes



rolling up her sleeves and doing what needs to be done. Reatha has a passion for couples nearing retirement and older couples who are known to appreciate true professional face-to-face interaction with the touch of tech. She finds it more satisfying to visit clients in their home, presenting the documentation in person, and talk on the phone rather than text excessively and manage documentation virtually. Reatha has come to appreciate “old school” as a differentiator.

Many sellers are not aware of how important the listing agent’s knowledge of their personal circumstance is to the marketing strategy, timing and pricing strategy used. Reatha admits that

one of her strategies is to be “nosey.” She wants to know where her clients are in the process and why they are moving. She is hands-on and wants to help whenever she can. She’s been known to show up dressed ready to clean. Through her “Attract” approach, she includes assistance with planning and preparation as part of the service offering; believing that as the home marketing professional, real estate agents know what is non-negotiable to get properties sold and should not allow those to be a hindrance to homeowners looking to sell and therefore be included in the service.

Reatha knows the value of investing in herself and her business and has





participated in training and coaching to keep her skills fresh. She stays current in digital marketing and social media trends, which helps her connect with potential buyers. She also invests the right way to get massive exposure for her clients' properties.

Reatha's husband is now retired from the Air Force; he served over 20 years and left as a Lt. Colonel. Their son is at the University of Northern Las Vegas and their daughter is a high school senior. Reatha has traveled internationally to parts of France, Belgium,

Germany and Spain, and these days, the family enjoys traveling to places like Cancun and Hawaii with a future goal to travel internationally together.

Reatha loves her family and enjoys spending time with extended family members who live nearby.

“

It's a very powerful industry... you're not just helping people find a home, but the politics... the economic impact... and the fulfillment you receive from helping people understand wealth and the importance of purchasing and ownership.”

She is a Christian woman with a strong faith. Reatha loves to read, play pickleball, study human performance, teach and help people. She actively participates in her church, Church For All Nations, in the area of Marriage Ministry and is a group leader for Bible Study Fellowship International.

In closing, Reatha encourages brokers to be dedicated to mastery. “There is a lot to be learned about our industry and learning it is a part of the satisfaction or fulfillment you are looking for in a career.” She encourages agents to get involved in the groups available through Pikes Peak Association of REALTORS®. She added, “It's a wonderful industry to be a part of because real estate matters everywhere in the world - it's a very important part of every life.”

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# Courtney Hafer



### What brought you to this field & what do you love about it?

I like talking to people on the phone about the homes they are buying and getting to see the photos!

### Fun facts:

I like to be outside. I take my two adorable, retired Greyhounds hiking every morning before work. I really enjoy cooking, running, reading, and golfing with my husband. I also volunteer in the nursery at my church, where I get to hold cute little newborns.

# Rej De Mesa



### What brought you to this field & what do you love about it?

Rocket Station, a virtual staffing company. Before receiving any formal training, I was fascinated by the gorgeous homes I saw in magazines and wondered how people would determine which one they wanted to purchase. I love the people I work with and assisting with scheduling inspections for these amazing properties.

### Fun facts:

On July 26, 2018, I watched 24 episodes of The Big Bang Theory Season 11 for 15 hours, with no sleep! I enjoy spending time with my three cute doggos. I love to sing and cook. I can understand and speak four Filipino dialects: Tagalog, Cebuano, Waray-Waray, and Ilocano.



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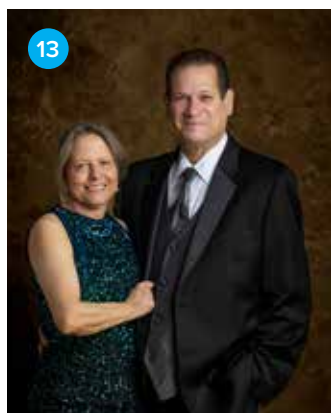
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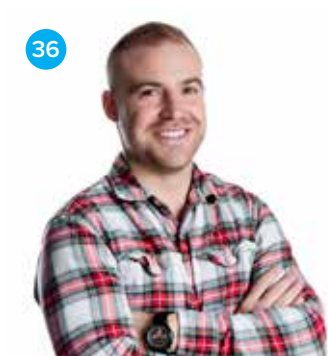
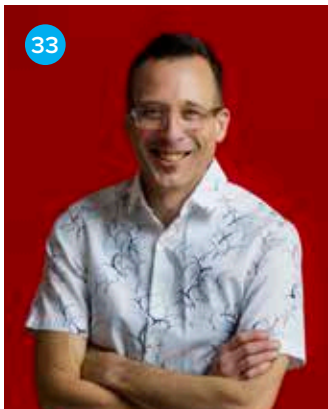
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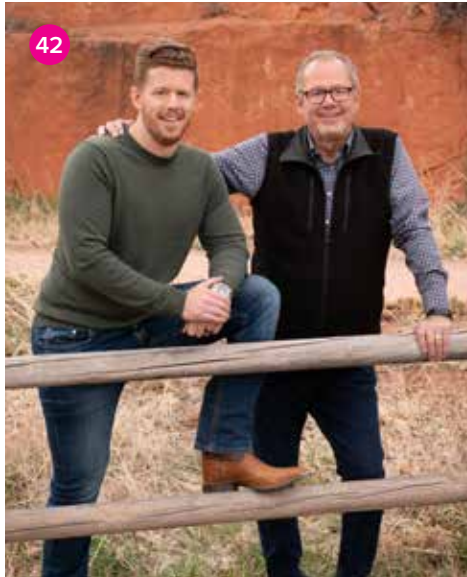
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47



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# Choosing for Fulfillment

WRITTEN BY TABBY HALSRUD, THE PACE OF GUIDANCE

Time is a gift that is easy to take for granted. Our true priorities are reflected not by what we say, but by what we do. In other words, we might say that we value something but in reality, we aren't investing that much time in it. We may get so caught up in the busyness of our daily lives that we may not realize how much time we're spending on activities that don't really matter all that much. Tension may exist between what feels right in our heart and soul versus what our mind is telling us we "should" do. When head and heart are misaligned, decisions may feel harder to make or we may feel overwhelmed, stressed, or uncertain.

## Explore What Really Matters

The invitation is to engage in a regular process of self-observation and self-inquiry. At various points in our life we may feel called to re-examine our priorities, reflect on how satisfied we are with the way our life is progressing, and consider if we are living the way we want to be living. Creating a strong foundation means being crystal clear on our values and priorities and making adjustments for a more fulfilling life. Exploring questions such as the following helps us understand what REALLY matters:

- What are your deepest, truest values? Why are these values important to you? How do you KNOW they are your true values (how do you see them in action in your life)?
- What are your MOST IMPORTANT priorities? At the end of the day, what matters most?
- Are you investing enough time and energy into your values and priorities?
- What do you want to be spending MORE time doing? What callings have been placed on your heart?
- What is your soul craving? What helps you feel renewed, replenished,

and recharged? Do you need more time for rest/relaxation, play, connection, time with friends, or something else?

- What would you like to spend LESS time doing? What needs to be brought to a close?

This kind of exploration can lead to adjustments or new choices that create stronger alignment and attunement. Our passion and enthusiasm naturally bubbles up and we make more time for what really matters. When we make heart and soul-centered choices, we feel more grounded, satisfied, and fulfilled.

## Know What to Quit

If you hear yourself saying, "I wish I had time for that," it may be time for you to explore these questions in your own life. In the end, if it's really important to you and you want to do it, you'll make time. Say 'yes' to what feels resonant and creates feelings of fulfillment, and say 'no' to the rest. If you discover that certain elements of your life need to be brought to a close, that's okay. It's natural to outgrow elements of our life... not all endings have to be the result of drama. Sometimes we just evolve beyond a job, a living arrangement, or a relationship. Perhaps our needs, values, and priorities have changed or are no longer being fulfilled. Maybe a situation or relationship no longer brings fulfillment or joy or the ways we spend our time and energy no longer align to the future we are creating. Whatever the reason, it's okay to let go with grace and gratitude and move on.

## What is YOUR Soul Yearning For?

Whatever adjustments you decide to make, be sure to give yourself permission to move at your own pace. Awareness and clarity often arrives in gradual stages and transformations can not be rushed.



Tabby Halsrud is passionate about helping people stay in touch with their soul's

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**Scott Sufak grew up in Colorado Springs. When he was five years old, his family moved here from New Jersey so his dad could take over his grandfather's business. He met Amy, the woman who would become his wife at the age of 19 and followed her to Boston, where he enrolled in the University of Massachusetts to study engineering. While there, he searched the job board for part-time work and was presented with the options of delivering pizza, waiting tables, or becoming a real estate agent and decided that real estate was the most appealing. Scott attended his college classes during the day and went to real estate school at night. After he got his license, he worked part-time for that small real estate firm for a couple of years before he took a break to pursue an engineering career.**

When Amy graduated college, she was commissioned into the US Air Force and her first assignment took the couple to Montana. Scott returned to school there but with no engineering program, he studied drafting instead. They lived in Great Falls for two years and Scott worked at the local newspaper as the real estate ad rep before moving to Hawaii for Amy's transfer to Hickam Air Force Base. Scott finished his degree at the University of Hawaii and was the recipient of a scholarship from NASA. He was a research fellow for two years, working on a sensor system for an autonomous submersible, a military project funded by the Office of Naval Research and NASA. During that time, he published two papers

# Scott Sufak

WRITTEN BY TABBY HALSRUD  
CASA BAY PHOTOGRAPHY



on electrical engineering that can be found in the Library of Congress. While in Hawaii, Scott got his pilot license and enjoyed flying around the Hawaiian islands. He also served as a volunteer camp counselor for the Muscular Dystrophy Association and was known to bring interested campers up on flights with him.

The Sufaks moved back to Colorado in 2002; they were eager to live near family again and find some stability after several military moves. It was then that Scott returned to real estate. He attended the Entrepreneurial College for Veterans at UCLA's Anderson School of Business, a fantastic opportunity that gave him access to executives and trainers from some of the top companies around the world. Next, Scott participated in the Colorado Springs Citizen's College and spent time learning about different aspects of El Paso County services including the jail house and coroner's office.

Scott got involved in the Pikes Peak Association of REALTORS® leadership program early in his career and later served on the board and other committees as a way to influence and effect change. He also served as Vice President then President of the REALTOR® Services Corp (RSC) board and began serving as a director on the Pikes Peak Association of REALTORS® Board this year. He's grateful to his colleague Hank Poburka, who was instrumental in his involvement with these groups, and to his other guides and mentors, Barry Boals, Dave Kaercher, and Bryan Vail, who have all been very supportive and collaborative throughout his career.

About ten years ago, Scott started growing a team of his own, which initially allowed his family the flexibility to take some time off and spend a summer backpacking in Europe. Over the years, the size and structure of his team has fluctuated, but one constant for the past five years has been Alzira Escobar-Pruitt, who is also a pilot! Scott shared that he and Alzira share a great synergy. "Alzira is truly amazing and I'm grateful to be working with her. Every day that she's on my team is a gift." It's been just the two of them but





“  
I still enjoy what I’m doing because there are so many amazing people in the industry that I get to spend time with and learn from.”



they recently welcomed a new agent and Scott is always looking for the right agents to expand and grow his team..

He elaborated, “I like to bring in newer agents, coach them, and show them how they can be successful in this industry. I want to bring them along and offer them mentoring early on to help them overcome struggles with solutions for growing their business in a sustainable way. I also teach them the importance of volunteering, serving on boards, and participating in leadership programs. One of my own mentors told me, ‘You have to replace yourself

in this industry’ and I want to give this back to newer agents.” Scott shared that his early involvement with the PPAR - participating in the leadership program and doing volunteer work with them - helped put him on a track that led to long-term business success. He has learned the importance of continually learning to be a better REALTOR® for his clients and believes in the importance of educating them to make the best decisions for themselves.

Scott knows the importance of making your own business. “If you’re not doing the work to create business

for tomorrow, you’re not in it for the long haul.” Something he’s learned over the years, however, is that growing your business doesn’t mean working with everyone. Now, he only works with his best-fit clients and as a result, he loves going to work everyday. He gets a thrill from interacting with his clients and extends that beyond the transaction to client parties and events.

Scott and Amy have been married 27 years now and have two daughters, ages 21 and 19. This is a family full of entrepreneurial spirit, with a total of five businesses among them. His oldest daughter is currently in Florida, working at Disney as a friend of Princess Belle. She and Amy co-founded Sweet Celebrations, a children’s party spa that brings princesses to the party. Their youngest daughter also performs as a princess for the company and will soon be attending the Disney College Program. In addition to Sweet Celebrations and Scott’s two real estate businesses - one commercial and one residential - Amy has a public relations and marketing firm, Red Energy Public Relations, and Scott owns a manufacturing company that formerly produced engravable picture frames. In addition to running the businesses, the Sufaks enjoy traveling together and have visited over 25 countries. Scott feels fortunate to have a great marriage and great kids and they enjoy the Colorado Springs community and finding ways to give back. Scott volunteers with Reclaiming Hope and is involved in charitable work with the Peak Producers, too.

Scott is grateful for the opportunity to be featured in Real Producers. He shared, “I’ve been reading the magazine for years. My colleagues who have been featured do some amazing work! I am honored to be chosen.” In closing, Scott reflected on his real estate career so far: “I have had good mentors and guides along the way and have worked with great team members. Surrounding myself with the right people has been a huge asset to my business and to my life in general. I still enjoy what I’m doing because there are so many amazing people in the industry that I get to spend time with and learn from.”



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# Agent & Vendor Snapshots



**Susan Koutantos**

Real estate has been a dream career come true for Susan Koutantos. As a teen, she had a vision to sell homes but didn't earn her license until 2004. Susan was a stay-at-home mom before separating from her husband, then operated a residential cleaning company for three years. She joined 6035 Real Estate Group in 2021. After a short break from real estate, she realized she missed the excitement of negotiation and has been getting back into sales and loves supporting military buyers. Outside of work, Susan is passionate about animals and has another dream: to buy a 40-acre parcel of land to convert to a refuge for dogs. She has four dogs of her own and ten chickens! She enjoys gardening, wine tasting, and being grandmother to a 3-year-old.



**Marti Bourn**

Marti Bourn had always been interested in real estate, but pursued a different career path first. She started as a part-time receptionist for Super Cuts but was promoted to a management role within her first month! She worked her way up through roles such as Assistant Manager, Store Manager, District Manager, and ultimately, Regional Manager over five states. After the company reorganized, Marti decided it was time to make a career shift and she earned her license in 2013. Marti did 25 transactions her first year and loves guiding her clients to find their best-fit house. Marti is an independent agent but is on a team with other independent agents such as Katy Ely and Catherine Adkins.

**Amanda Miller Luciano**

Amanda Miller Luciano was a newspaper reporter in the mountain West for a decade before covering residential and commercial real estate for the Colorado Springs Business Journal just when the market was beginning to emerge from the 2008 financial crisis. Seeking self employment and a way to actively create community in her hometown, Amanda was licensed in 2014. She worked at local independent brokerages before joining her longtime mentor, Jerry Trent, at Trent Properties Group, where she practices both residential and commercial real estate. Amanda enjoys getting to know people through residential real estate, and loves solving problems through her commercial business. Amanda has a seven-year old son who is involved in sports and just learned to ski.



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