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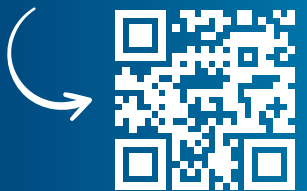
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Our Vision for Colorado Springs Real Producers:

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Jessica Jones

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Five Years of Running Real Producers

Welcome to our January 2025 edition of *Colorado Springs Real Producers*! This month marks my fifth year of owning this platform (the first magazine I produced was March 2020—deadlined in January 2020).

Looking back, I'm so proud of those first few months of me taking over. My strategy was to meet with as many top agents as I could, listen to their stories, snap a photo together with the agent holding the magazine (branding!), and tag them in the social media posts. I was averaging 5 posts per week, each with a different agent. Soon I had over 1,000 social media "friends" in the real estate industry and I would receive ten friend requests per day. My goal was to have people thinking about Real Producers all the time rather than once per month. Also I wanted real estate vendors (vendors are my target market) to constantly see me with top agents.

It worked but there was still one piece missing: a mission.

I asked every agent I got in front of what I could do to improve / bring more meaning to the platform. The answer



I received was to make it less about production and more about the people—specifically recognizing those who are positively influencing the industry.

With the help of Patrick Muldoon, I shaped our mission statement: *Our purpose at Colorado Springs Real Producers is to elevate the culture in real estate so that top agents get to know each other on a deeper level and, hopefully, as a result will treat each other more kindly during transactions. Smoother transactions lead to happier clients and more repeat business for everyone involved.*

I commit to continuing this mission in 2025.

Thank you,
Brian Gowdy
brian.gowdy@n2co.com | 719-313-3028

PS: As we head into 2025, you'll notice a refreshed look for Colorado Springs Real Producers. After nearly a decade of the national Real Producers brand, it's time for an upgrade as part of our ongoing efforts to maintain and elevate the product. This new look represents our commitment to leveling up while staying true to the mission of celebrating the top professionals in real estate. We're excited to continue growing alongside our community, and we hope you enjoy the updated look!



Jodi, Kara, and Brian at the Billie Eilish concert in Denver (November 19, 2024)

Reflections from the Editor

What are your favorite traditions with which to begin a new year? For me, the new year is an opportunity to reflect and choose what will get more or less of my time, energy and attention. I thoughtfully review where I've been and where I want to go next.

I respond to a variety of reflection questions, such as:

- 1 / What were my biggest accomplishments last year? What am I most proud of?
- 2 / What were my biggest lessons or areas of growth last year?

- 3 / How can I best live out my purpose and be of more service in this new year?
- 4 / What is the "new" that I will embrace? Will I explore new interests? Start new projects? Approach things differently?
- 5 / How will I bring more joy and love into this year?

After jotting down my responses, I review the major themes that emerge, then choose a few things to focus on. For me, this isn't about creating a long to-do list (which feels overwhelming the minute I write it down!). Instead, I

integrate the most important things into my life in a way that provides direction, gives me a way to assess my progress, and informs me when I'm off-track.

Reflecting on questions such as these can bring you a deeper awareness of who you are and what is most important to you.

I wish you all a healthy and fulfilling 2025!



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Tommy Kenney

WRITTEN BY TABBY HALSRUD
CASA BAY PHOTOGRAPHY

Tommy Kenney never intended to follow his family's footsteps into real estate. Although his grandfather, his parents, and his brother were all in the industry, Tommy chose to pursue a counseling and social work degree instead and to follow his own dream: to work with kids. While in college, he worked with Young Life in Chicago, a Christian nonprofit, to build positive mentoring relationships with children. When he finished college, he was presented with two choices to work full-time in schools. As he prayed about which choice to make, he received an unexpected answer: to move back to Colorado instead. Tommy felt uncertain about leaving a city he had grown to love and the community he had built in Chicago.

He followed the guidance, however, and returned home. Soon after, when praying about his next steps, he received the answer: to jump onto his family's path and pursue a career in real estate. He went to work for the family's small mom-and-pop brokerage, serving as the Office Manager while he worked toward his own license. His brother Mike had just taken over the 40 year old company's leadership and Tommy helped put more infrastructure in place to support the growing business.

Three years into his new career, Tommy was called to Guatemala to start a sports program for orphaned children, and ultimately to help create an orphanage there. While there, he met a woman from Iowa named Jade who was doing a service project with her church. The two didn't talk much that week, but reconnected later through virtual means. After Tommy's service in Guatemala ended, he returned to

Colorado and launched his real estate career and it wasn't long before Jade moved to Colorado, too. The couple got married about two years after their initial meeting.

Tommy no longer helps with the running of the family business, but ten years into his real estate career, he has built his own team. Even though he resisted this career choice at first, he loves what he does now. Tommy is

using his education and his coaching and mentoring skills in ways he never expected. Although he originally intended to advocate for kids, he applies his knowledge and experience to advocate for his clients. He is well-equipped to help his clients navigate their emotions and the stresses of buying a house. His clients appreciate that Tommy isn't a pushy sales person. Instead, he uses his deep listening skills

to hear what the clients really want and draws upon his inquiry skills to ask good questions to get down to the bottom of what is most important to the client in the purchase or sale process.

One of Tommy's most significant lessons came early in his career. His very first client turned out to be his fifth closing due to a tumultuous six-month process ridden with obstacles and stressful moments. Tommy was



“THIS (CAREER) IS WAY BIGGER THAN JUST TRYING TO MAKE A LIVING BY SELLING HOUSES.”



TOMMY'S DREAMS OF MAKING AN IMPACT IN CHILDREN'S LIVES IS INDEED COMING TRUE, EVEN IF NOT IN ALL THE WAYS HE ORIGINALLY EXPECTED.



stressed and ready to throw in the towel on his new career. His dad and brother, who had been in real estate for over 20 and 15 years respectively, hadn't seen anything like it before. He realized that even the most seasoned pros face obstacles and are required to keep learning. This took the pressure off Tommy and gave him the motivation he needed to keep going despite the challenges that client faced in getting to the closing table. The takeaway for Tommy as a new agent was to: be humble, be willing to not always know the right answer, and not become complacent. To this day, Tommy is still willing to tell a client, "I don't know, but I'll figure it out." Tommy knows that if his career had started with an easier transaction, it wouldn't have prepared him mentally for what he needed to do to excel in his career.

Tommy appreciates the work ethic his parents instilled, too. His parents never made their career about the accolades. They just modeled what it meant to take good care of people. "They pursued real estate to be present with their family and they never missed any of their kids' events. They exemplified what it means to do things for their clients that other agents would never do." Early in his real estate career, Tommy met another agent in passing who shared that Tommy's dad had made a huge impact on him personally. Tommy elaborated, "This (career) is way bigger than just trying to make a living by selling houses."

Tommy and Jade have now been married six years and have three "doggos." The couple is very involved in their church and they both love being able to help fund ministries and support nonprofit initiatives. Additionally, they both coach sports. Tommy played college football and today he coaches at Colorado Springs Christian School. Jade coaches volleyball at Rampart High School. They have recently become licensed foster parents and have started growing their family through that path. Both are from large families; Jade is one of ten kids from a blended family and Tommy is one of nine children. Tommy's dreams of making an impact in children's lives is indeed coming true, even if not in all the ways he originally expected.

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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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Dave Wright

with ExperTech Environmental

WRITTEN BY TABBY HALSRUD AND DAVE WRIGHT • CASA BAY PHOTOGRAPHY

ExperTech Environmental is committed to providing radon testing and mitigation services and educating clients and realtors on the critical role radon mitigation plays in preventing lung cancer. One key offering differentiating ExperTech is their free post-mitigation testing, performed using continuous rate monitors. Unlike standard charcoal tests, these monitors provide hourly readings, ensuring more accurate and detailed results.

Founder Dave Wright built his business with a personal touch, offering in-person quotes and following up with detailed proposals to recommend the

best system for each client's needs. His commitment to quality doesn't stop there—he provides complete installation reports with photos and videos, giving full transparency to clients and real estate agents alike.

Originally from California, Dave has lived in Minnesota and Texas before finding his way to Colorado. After being laid off from the oil industry in 2015, Dave's career took a winding path through rail car construction and maintenance jobs before he ultimately discovered his entrepreneurial spirit. His background in home improvement made him a

perfect fit for HDMK Inspection Services, where he purchased franchise rights and launched in Colorado Springs. When Colorado introduced new radon licensing regulations in 2022, Dave saw an opportunity to focus on radon mitigation, testing, and education. He sold his franchise rights and launched ExperTech Environmental with his son Corbyn, driven by a passion for creating healthier homes.

Dave emphasizes the importance of real estate agents using DORA to verify that radon testers have their own licenses rather than operating under someone else's credentials, to avoid

“EVERYBODY WAKES UP WITH A CHANCE TO DO SOMETHING AND A CHOICE TO TAKE ACTION. WITH IT, THEY CAN SUFFER ONE OF TWO THINGS: DISCIPLINE OR REGRET.”





negligent referrals. He also advises agents to make sure radon tests are conducted in the lowest living area of the home, rather than crawl spaces or cellars, which can lead to unnecessary system installations.

In addition to his work, Dave is a member of The Indoor Environment Association, formerly known as the American Association of Radon Scientist & Technologies (AARST) and serves on the board of the Rocky Mountain Chapter. His dedication to radon awareness extends into fundraising efforts, including sponsoring a golf tournament for radon awareness and educating the public at events like the Run at the Rocks for the American Lung Association.

Dave credits much of his success to his supportive family—his wife Adrian and Adrian's longtime friend Kyle Harton, the founder of HDMK. Dave is passionate about fitness outside of work and spends six days a week at the gym. After losing 60 pounds in just six weeks through CrossFit and a paleo diet in early 2019, Dave inspires others to reach their fitness goals as a coach.

In closing, Dave shared one of his favorite inspirational beliefs, which has guided him along his own path: "Everybody wakes up with a chance to do something and a choice to take action. With it, they can suffer one of two things: discipline or regret."



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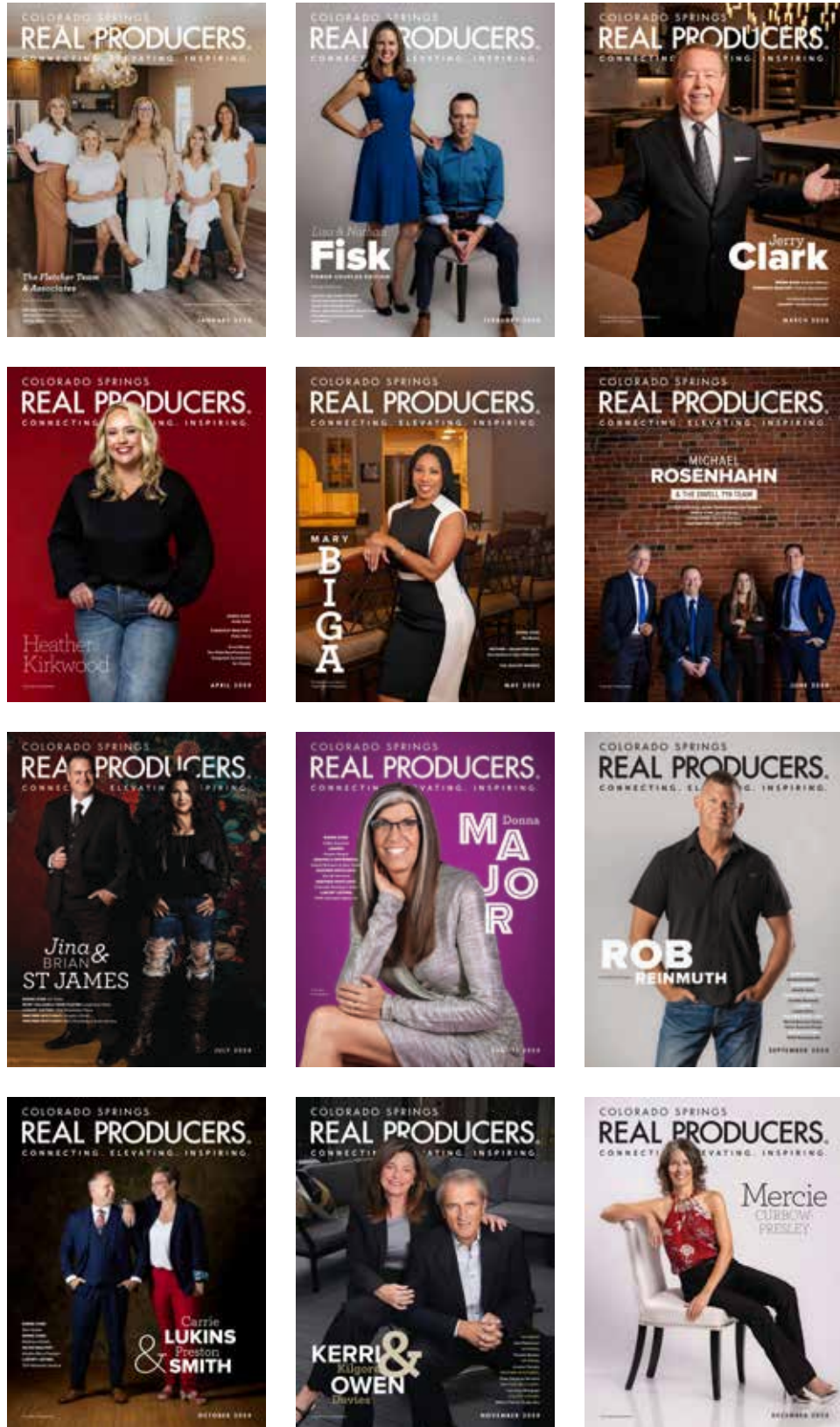
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OSCAR Murillo



WRITTEN BY TABBY HALSRUD
CASA BAY PHOTOGRAPHY

Oscar Murillo loves helping people get into a home that they love. His favorite client moments are seeing their faces illuminate when they walk into the right house and see firsthand the joy his clients experience at signing.

Oscar, who grew up in Columbia, has overcome many life challenges. After some tragic events in his home country, his family moved to the United States and Oscar worked two jobs to make ends meet. He enlisted in the Army and served five years then transitioned to civilian life. Soon after, Oscar found himself struggling with alcohol, which led to him getting a DUI.

Oscar first entered the real estate industry as a Listing Manager with Keller Williams in North Carolina. Less than a year later when COVID hit, Oscar was laid off and moved to Colorado, securing another Listing Manager job with a Keller Williams office here. Oscar got his real estate license in 2021 but continued in his listing manager role for a while

before deciding to take the leap and become a full time agent.

His previous DUI became a hurdle that needed to be overcome before Oscar could make his transition. He had to take extra steps to prove that he would be safe driving for his new career. Facing his past problems directly was the motivation Oscar needed to finally become sober and turn his life around for good. Oscar said of his past, "I wouldn't change anything about my past. It has made me the man I am today." He is proud of his choice to become sober and has recently celebrated two years of sobriety. His wife Taneika has been a big support through Oscar's challenges and recovery, and through his continued sobriety.

The Murillos have been together for three years and recently celebrated their one-year wedding anniversary. They have a 13 year old son. As a family, they enjoy playing board games and video games, going to comedy shows, and partaking in local events

“

I wouldn't change anything about my past. It has made me the man I am today.”



around the city. Taneika used to do half marathons, and now the couple enjoys running in 5k events together. They are also preparing to run in a half marathon next year. Oscar enjoys the flexibility that his new career provides, so he can arrange his schedule around his family time.

Oscar is grateful to his wife for her support as he turned his life around. He also expressed gratitude for his team leaders and mentors of the past and present, from whom he learned much about the industry and how to best support his clients. He still applies lessons from his first team leader in North Carolina, Brian O'Connor; local REALTOR® Tiffany Canady; and current leader Joel Nath, from whom he has learned much more about laws and regulation and the technical aspects of the job.

Oscar's first full year of production was in 2023. He shared that it was challenging to get clients at first, but he quickly learned the importance of follow ups. He recalled that his first client was a "For Sale By Owner" seller that he converted. This client had multiple homes, which led to Oscar's interest in helping investors and flippers. Now, as "The Sober Realtor," Oscar supports Hispanic and Spanish-speaking flippers and investors. Soon, he will begin exploring the investing world for himself.



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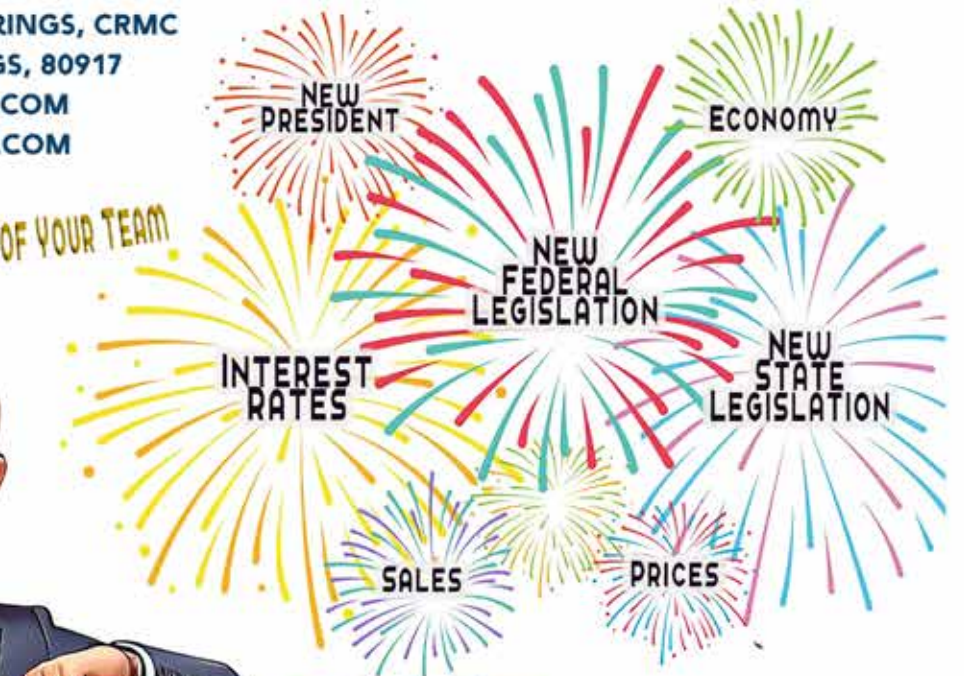
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Ann Kidd



After a 25 year career teaching special education, Ann Kidd was ready for a change. Her students were flourishing and it was a beautiful time for her to retire from Air Academy High School. Having been both a “military brat” and a military spouse, moving had become a regular part of her reality. She has lived in 24 different homes and has always enjoyed the process of turning each house into a home. She found herself repeatedly drawn to open houses, which blossomed into her new career path. Initially after her transition, Ann was uncertain. “I asked myself, ‘What was I thinking?’ The role turned out to be so much bigger than I understood. It was quite a shift. But now, I

embrace everything that comes along with it.” Ann’s real estate journey has been pretty typical - learning more about the business models and systems each time she switched brokerages. She shared that her twenty years in real estate has humbled her. “I don’t think you ever really master this career. Every single transaction provides an opportunity to continue on a trajectory of growth. As soon as I start feeling cocky about my abilities, I am slapped by the real estate Gods into servitude. This industry is ever-changing and it requires a diligence that I’d never experienced before. To say I’m proud to be part of this profession is an understatement.”

Her path led her to a leadership role in the local associations. She serves as a Colorado Association of REALTORS® State Director, on the Pikes Peak Association of REALTORS® board, and has chaired several committees. She’s been involved in housing development and affordable housing efforts, and serves on the board of Cheyenne Village which provides housing for adults with developmental disabilities such as down syndrome. Additionally, Ann is Vice President of the CAR Foundation, a nonprofit that raises money and provides grants and scholarships for people with housing needs across the state. Each of these roles has supported

Ann in her continual learning and she has enjoyed watching the city grow and become so diverse.

Ann takes pride in the ways she helps newcomers transition into our community. She takes three days to acquaint relocating clients to Colorado Springs: driving them around the city, pointing out local attractions and the benefits of living here, showing houses, and helping them narrow down their preferred locations. “REALTORS® are really helping to form and develop communities,” which Ann finds exceptionally exciting. She encourages her clients to drive through their preferred neighborhood at different times of day and imagine themselves walking their dog to determine if it’s what they want to come home to. Ann loves watching people light up when they walk into the home they want - even if it doesn’t meet all their initial parameters. She intuitively knows when it’s the one they will buy.

Ann’s family - her husband and her children - are first and foremost in her life. She and her husband met in North Carolina in 1981 and were married in 1983 and will soon celebrate their 43rd wedding anniversary. Their son Eric lives in Denver with his wife Meredith, their great dane and two kitties. Daughter Courtney lives in town, and is the mother to Ann’s one and only grandchild Rylee, who is 14. Ann loves that she gets to see her granddaughter every day.

When not working, Ann always finds a way to entertain herself. She enjoys socializing with her

buddies, golfing, cooking, and loving on her two dogs. It's important for Ann to tap into her creative energy regularly. She paints a little everyday and especially loves watercolors.

Ann is particularly proud of her past five years in real estate. A self-proclaimed lone wolf, she started her own brokerage, True North Realty about five years ago. Although Ann loves people, working independently suits Ann best. She appreciates

the freedom to navigate her career in the way that works best for her and for her clients.

In her twenty year career, Ann has seen just about every kind of market imaginable. She elaborated, "The market has done everything it can do. So many new REALTORS® started their careers when things were great. Now they are facing a steep learning curve about what being a REALTOR® means." She

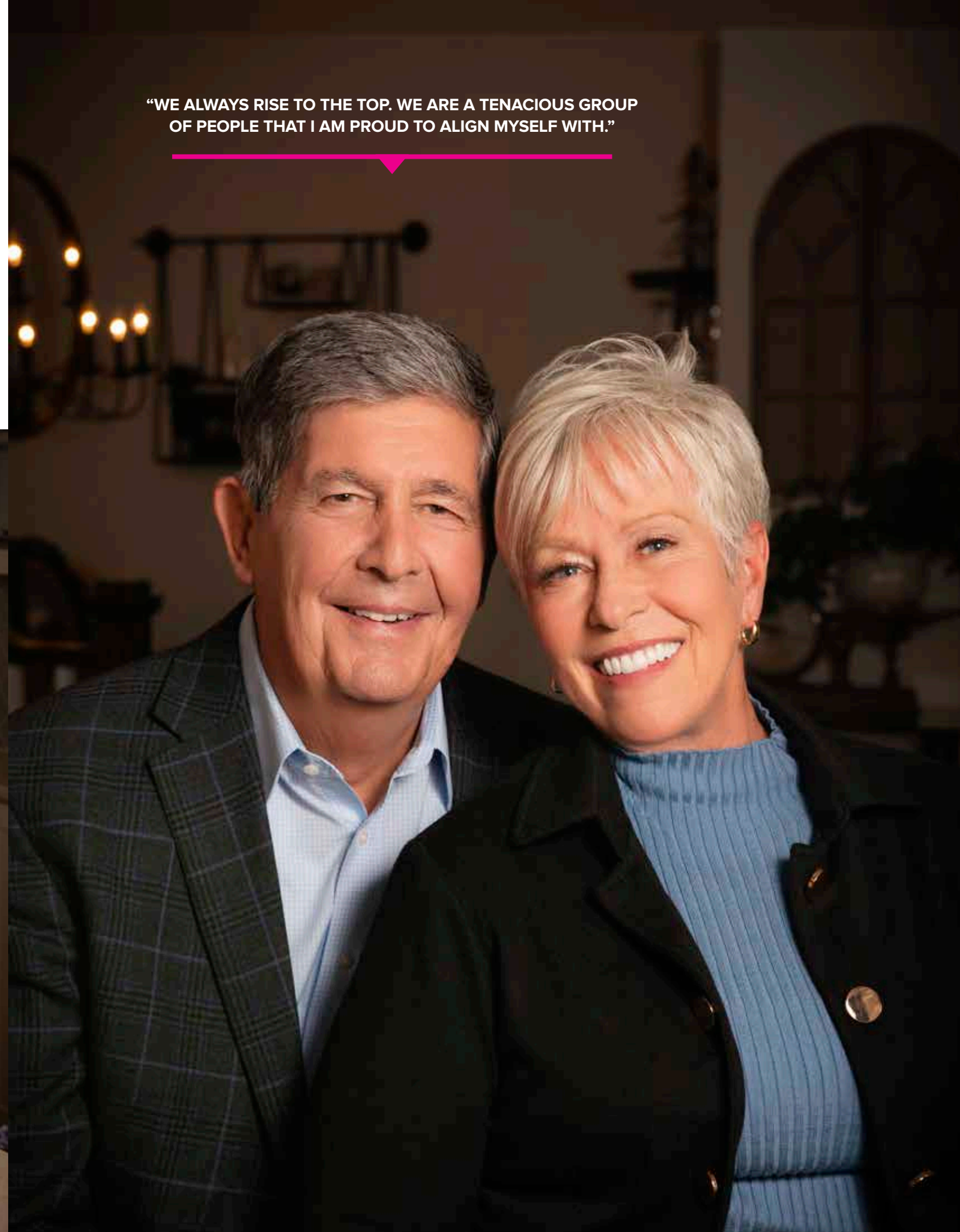
loves helping newer agents put their plans into action to grow their business. Ann continued, "Our profession has recently been under scrutiny, but it's a profession I'm proud to belong to. We always rise to the top. We are a tenacious group of people that I am proud to align myself with."

In closing, Ann shared that she is proud of her family, her home, and her profession and is honored to receive these accolades.

"I've always been a big cheerleader for uplifting agents so I love the mindset behind the magazine and what it does for our local agents. This is the biggest honor I've ever had."

At the end of 2024, it was announced that Ann won REALTOR® of the Year for the Pikes Peak Association of REALTORS®! Please join us in congratulating her on this spectacular accomplishment!

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Agent & Vendor Snapshots



Originally from Northern CA, Cynthia Debski also spent time in Texas before moving her family to Colorado for a Christian School for her kids. She had heard from others that she would make a great REALTOR®, but real estate hadn't been on her radar. After moving to Colorado, Cynthia became good friends with Renee Young, her now mentor in real estate. In 2021, she earned her license in only 17 days and now loves her new career. Cynthia is grateful to the support of her husband and team lead Lauren Schneider as she stepped into real estate. Cynthia's husband is a software engineer and together, they are raising four children.



Lauren Collier's prior experience includes teaching and working at Denver Botanic Gardens, but she always had a strong interest in real estate investing. In 2011, she earned her license and worked for a local firm for about six years before going out on her own. She opened Live Dream Colorado in 2017. Lauren stays connected with her passion for nature and green living by serving on the Trails and Open Space Coalition and is Living Future Accredited with the International Living Future Institute, which advocates for building with natural and regenerative materials. She is also an accredited member of international 1% for the Planet for giving to organizations that help the planet. Lauren enjoys hiking and swimming in her free time.



After having worked in the mortgage industry in the early 90's, Air Force veteran Vicki Maloney met Ed Leyba, who asked her to be his assistant. After only a year, Ed encouraged her to pursue her real estate license. Vicki has been with KW Partners ever since. Vicki and her husband David have three kids, ages 27, 29, and 35. When not working, Vicki enjoys watching college football, walking and working in her gardens.



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After working in banking management, Catherine Adkins took some time off to be with her newborn son. When she returned to work, she did enrollments for an online school for a time until her husband surprised her and signed her up for real estate school. She earned her license in 2019 and joined a team. Catherine's early days in real estate involved door knocking and cold calling. Eventually, Catherine moved to The Cutting Edge, and struck out on her own.



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