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Reflections from The Editor

Embracing Change. As I'm writing this, I am reflecting on how my roles here at *Colorado Springs Real Producers* have been evolving. I started working with Brian two years ago and my first role was writer. Writing is something I've always loved to do and have always done in some capacity. I was eager to use my talent in a new way. Over the course of the following months, my role continued to expand to include other tasks. Recently, Brian and I agreed to make some shifts in how this publication is pulled together each month. For me, that meant opening to new ways of accomplishing the end result and I won't be doing much writing at all anymore (for this publication, anyway). Admittedly, I felt some early resistance to the shifts - even the ones I suggested myself - because letting go of something we love to do is hard! But as is often true in life, in order to move toward a new future, we need to let go of the old. It was time to embrace the change; and once I did, I could see value in new ways of working.

You'll see the theme of *change* throughout this month's edition. The agents each share when they were presented with choice points and life changes and how those shifted their trajectories. Whether we are the initiator or not, change can feel challenging and we get to choose how to respond. Will we resist or will we embrace change and flow with it? Change brings uncertainty and we won't always know in advance how things will turn out. But having the courage to shift may lead to better results and unexpected benefits. As for me, I am grateful that I still get to be involved in pulling this magazine together each month and am looking forward to continuing to learn, grow, and evolve.



What changes are you welcoming into *your* life?

Tabby Halsrud, Editor cosrealproducerscontent @n2co.com



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JENNIFER "JZ" \(\sqrt{} \)

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It's hard to pinpoint exactly when Jennifer "JZ" Wood's passion for real estate first sparked. Maybe it began in the backwoods of northern Idaho, where she spent her early years in a two-bedroom trailer with her parents and five siblings. They later "upgraded" to a more spacious three-bedroom modular home. While space was limited, JZ's parents prioritized investing in property over new clothes or vacations. By the early '90s, they had accumulated 1,000 acres of timberland quietly laying the foundation for JZ's future in real estate.

As a child, JZ spent hours designing floor plans with shoeboxes and Legos surreptitiously borrowed from her brothers. As a teen, she begged her parents for graph paper and architecture magazines, using them to sketch her own designs—a clear precursor to her lifelong love for creating spaces.

IZ married her first husband, an Australian, at age 20; he was 22. That's when Jennifer Wood became "JZ"—a nickname born from her new last name, Zurzolo. Since many people struggled to pronounce it, her name gradually morphed from Jennifer to simply "JZ," and the moniker stuck. Together, they managed 60 apartments, four businesses, and one restaurant in Lewiston, Idaho. While her husband oversaw daily operations, JZ took on a supporting role, all while earning a Bachelor of Arts in book publishing and juggling two part-time jobs—one in catering

and another in an ESL lab (English as a Second Language).

After 6.5 years in Idaho, they relocated to Melbourne, Australia, with their three-year-old daughter, Jessie, and welcomed their second daughter, Jaime, a year later. While in Australia, JZ pursued a teaching degree and volunteered as a teen girls group director and with refugee women from war-torn Somalia, helping them rebuild their lives.

When it came time to buy property in Australia, JZ immersed herself in the local market. Buyer agents were not common, so she attended open houses and observed house auctions—a process very different from what she was used to. She successfully bid on her first property and was hooked, eventually purchasing another home this way and

helping friends and family navigate the auction process too.

After 13 years in Australia, JZ—now newly divorced—returned to the U.S. with her daughters and settled in Denver. The market was tough, but her sister encouraged her to get her real estate license, which she did in 2010. Starting from scratch, with no local network and no contacts, she dove in headfirst.

The first two years were challenging. A turning point came when a colleague pointed out that she wasn't putting enough energy into lead generation.

Taking the feedback to heart, JZ got to work—hosting back-to-back weekend open houses, taking every office call available, joining a referral group and her local chamber of commerce, and sharpening her public speaking skills at Toastmasters. She also

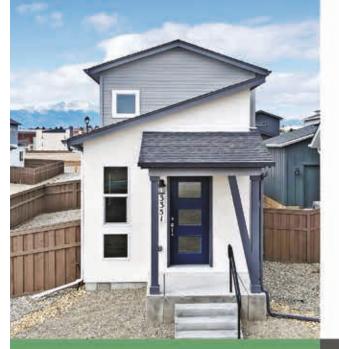




Giving back is a priority for JZ. She actively supports organizations like Tri-Lakes Cares, Habitat for Humanity, the Pikes Peak YMCA, Project C.U.R.E. (Denver), and The Anegundi Empowerment Project (India). She and her husband, Dr. David Feuer, love to travel—recent adventures include Bhutan, Kathmandu, and New Zealand, Australia remains close to her heart, with both daughters now living there and her first grandchild born in Adelaide earlier this year. When not traveling, JZ and David enjoy hiking, exploring their community, and spending Wednesday nights at their local watering hole, playing trivia under the name "PopsNGigi."

About two and a half years ago, JZ joined LIV Sotheby's International Realty and quickly came to see it as her true "work-home." She's found an incredible office full of dedicated, supportive, and real estate-savvy colleagues who continually raise the bar. JZ places a strong emphasis on balance nurturing her mental, physical, and spiritual health, spending quality time with her mother (who lives with them), and especially cherishing time with David, her closest companion and constant source of support.

She's focused on savoring the moments that matter most, including making sure she sees her daughters at least once a year, whether here or in Australia. Her family lovingly calls her a workaholic, and while she admits to running at 200%, her managing broker, Benjamin Day, is encouraging her to work smarter, not harder—and her real estate coach is helping her dial it down a notch as JZ steps into what she's calling her personal Renaissance—a season of renewal, reflection. and deeper connection.



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From Pastor to Business Owner

Andrew Perkett strived to build a career where he could help others. His career path initially led him to pastoral work and nonprofit leadership, but financial realities pushed him to explore new opportunities. Through his experience in real estate investing, he realized the need for a reliable, professional, and ethical junk removal service.

Andrew launched COS Hauling in 2023. "My wife and I were always that friend with a truck," he explains. That simple idea evolved into a business built on values of honesty, humility, hard work, and humanity.

Setting a Higher Standard

Junk removal might seem straightforward, but Andrew learned that doing it right takes knowledge and care. Many items, such as electronics, appliances, refrigerators and mattresses, require special disposal to protect the environment. Unlike informal, unregulated haulers who might illegally dump items, COS Hauling ensures everything is disposed of properly.

But COS Hauling isn't just about hauling junk—it's about making a difference. "We don't just pick up bulk items; we clean up after ourselves and leave the space better than when we arrived," Andrew says. Their team takes a relational approach, prioritizing communication and customer experience. Clients receive text reminders, follow-ups, and

even personal calls from Andrew himself to ensure satisfaction.

COS Hauling was proud to win Best of the Springs in 2024 and, at the time of writing this article, they are a finalist for Best of the Springs in 2025!

A Resource for Realtors

For real estate agents, a dependable junk removal service is an essential tool. Whether prepping a home for sale, handling a last-minute cleanup, or assisting clients dealing with overwhelming clutter, COS Hauling provides an efficient and trustworthy solution.

Andrew also cautions against hiring cheap, unverified haulers found through social media. "A lot of times, these items don't end up at the dump. They get left in small business dumpsters, on the side of the road, or even in someone else's yard," he warns. Realtors who choose COS Hauling can trust that the job will be done legally, ethically, and professionally.

More Than a Business—A Mission

Beyond junk removal, Andrew and his team at COS Hauling are deeply invested in giving back to the community. One of their dreams is to fill a dump trailer with toys and deliver them to children





in the hospital during Christmas—a gesture inspired by Andrew's own childhood experience. They're also working on educational initiatives to teach responsible waste disposal and keep Colorado Springs clean.

His team shares this passion for service. One standout moment was when their project manager, Ross, bought and planted flowers at a grieving client's home after helping clean out their late mother's garage. These small but meaningful acts set COS Hauling apart.

Looking Ahead

With a growing team—including Ross, Sam, and Colby—and a mission-driven approach, COS Hauling is poised to become a leader in the industry. But for Andrew, business success is just a stepping stone. His ultimate goal? To build financial freedom so that he and his wife, Brianne, can dedicate themselves to full-time nonprofit and church work—without needing a paycheck.

In the meantime, COS Hauling continues to serve Realtors, homeowners, and businesses with the highest level of care, integrity, and professionalism. For those in need of reliable junk removal done right, COS Hauling is the trusted name in Colorado Springs.





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ETHAN

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hen Ethan Abello reflected on how he landed in real estate, he recalled the twists and turns that brought him here. "If you had told me years ago I'd be selling homes in Colorado Springs, I probably would've said, 'Yeah, okay, sure,'" he admitted. Ethan's path wasn't linear—it was honest, unexpected, and full of growth.

Originally from the small town of Tuttle, Oklahoma, Ethan moved to Colorado Springs in middle school. Like many young adults, he explored different career possibilities including working as a general manager for a window washing company and later launching his own

business. Nothing ever quite felt like the right fit. "I just wasn't enjoying it," Ethan recalled. "It was fine, but it wasn't fulfilling. I knew I wanted more—more connection, more purpose."

Hints to that "more" came in the form of a casual conversation with Andrew Nielson, a friend from his time on staff with Youth With A Mission (YWAM), a Christian missionary organization. Andrew introduced Ethan to Jed Johnson, a successful local REALTOR® and team leader at The Summit Group with eXp Realty. At first, Ethan was hesitant. Real estate felt like a big leap from window washing and ministry work. But the timing was

right. He was single, living with his parents, and unencumbered by the typical risks that often come with a career pivot.

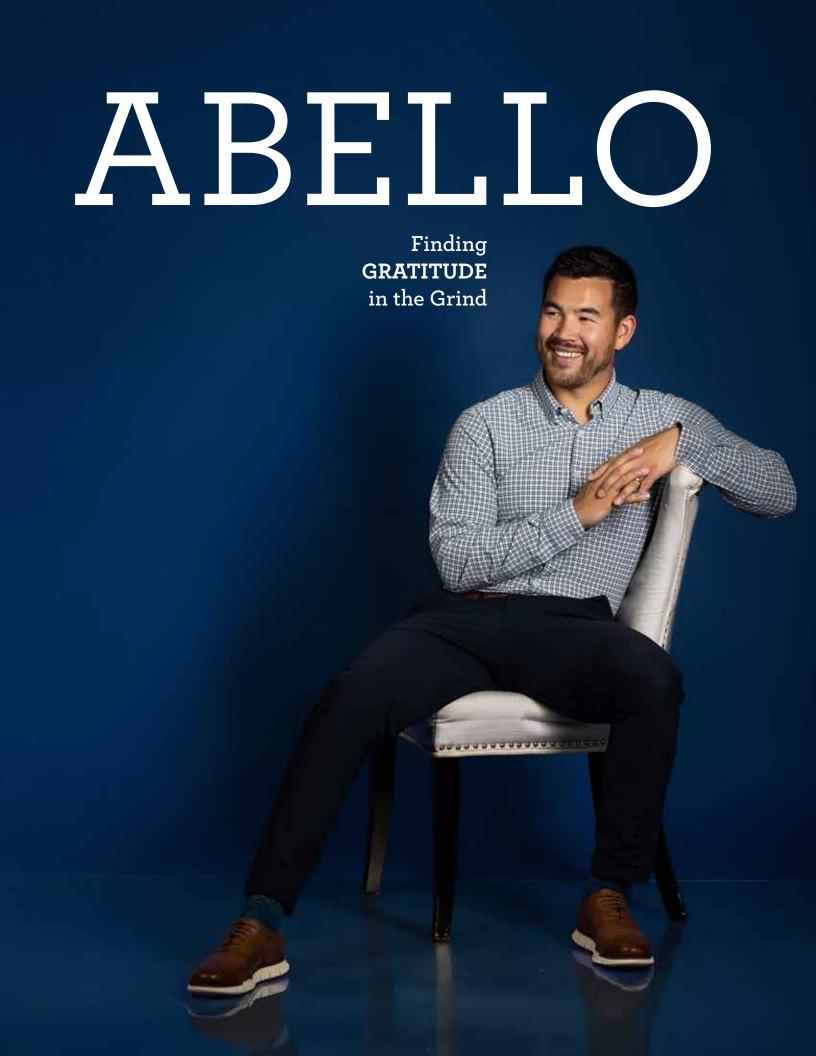
"I realized I could afford to take a risk," Ethan explained. "I had nothing to lose and everything to gain." He jumped in, completing his real estate coursework in just five months. He started his career in March 2020—days before the world shut down due to the COVID-19 pandemic.

"It was terrifying," Ethan admitted. "I had just left my job, gotten my license, and then everything just... stopped." With in-person showings off the table and uncertainty everywhere, Ethan went from shadowing Jed on real estate appointments to sitting alone at home, cold-calling old leads just to practice his phone skills. "There was no early success. It was really just about surviving," he said candidly. "I had a lot of moments wondering if I had made a huge mistake."

But those tough months taught Ethan some of the most valuable lessons of his career: start where you are, do what you can with what you've got, and don't expect perfection. "You're going to fail, you're going to mess up—but that's part of the journey. You just have to keep showing up."

Jed was more than a team leader—he was a mentor, a lifeline, and a friend. During the early days of the pandemic, he even hired Ethan to help with odd







jobs around his house so he could make ends meet. But beyond that, Jed modeled something that stuck with Ethan even more deeply: how to be a successful agent without compromising your role as a husband and father. "Watching Jed run his business with integrity and still prioritize his family really impacted me," Ethan shared. "Now that I have a family of my own, I try to live that out too."

Ethan married Delaynie, his college sweetheart from Charis Bible College, in 2021. They now have a 20-month-old son, Radnor, and another baby boy on the way this fall. Life is full and often messy, but full of joy. "We love just being together—going to the park, visiting Delaynie's family farm in South Dakota, hanging out with my parents and

four sisters here in the Springs. Family is everything to us."

It's no surprise that working with other families in real estate has become one of the most rewarding parts of Ethan's career. "There's something really special about helping people find a home where they're going to make memories with their kids. I can relate to that now more than ever."

For Ethan, real estate is more than transactions; it's about connection. "You won't connect deeply with every client, but when you do—that's the magic. Those relationships are what keep me passionate about what I do."

Though he's humble about his place in the industry—quick to downplay any accolades or

special recognition—Ethan said being featured in *Colorado Springs Real Producers* is a surreal honor. "There are so many legends in this magazine. I've read about agents who've built incredible businesses and made a huge impact in our community. To be included in that is wild. I don't think I'm fully deserving, but I'm incredibly grateful."

Ethan's story is one of quiet perseverance, humble beginnings, and unshakable faith. He credits much of his character and purpose to his Christian upbringing and time with YWAM—experiences that taught him resilience, servant leadership, and a deep desire to live a meaningful life. "I wouldn't even be here if it weren't for Christian missionaries," he reflected, referring to the German missionaries who helped smuggle his mother out of Vietnam during the war. "Faith has shaped everything for me. It's not just a part of my life—it's the foundation."

Outside of work, you'll find Ethan on the golf course or the pickleball court, or chasing Radnor through the grass at a local park. He's a family man... and while real estate is the vehicle, it's the life he gets to live because of it that matters most. "Real estate gives us the flexibility to be there for our families, to make memories, and to create a life we love. I'm just grateful to be here—grateful for the journey, the people, and every unexpected turn that brought me to this point."

In a business known for hustle and competition, Ethan Abello stands out for his heart. He's not trying to be the loudest in the room—just the most present, the most authentic, and the most grateful. In the end, that might just be what success really looks like.







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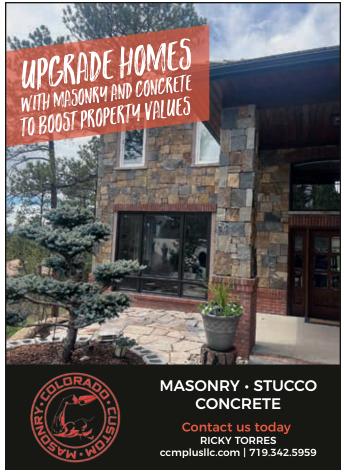


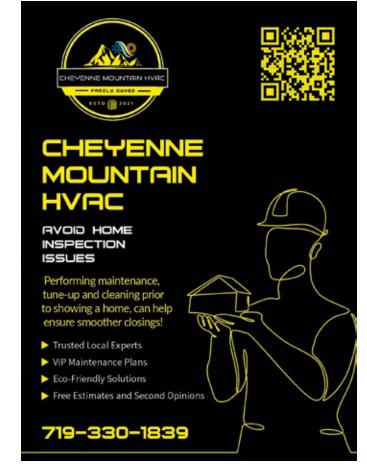




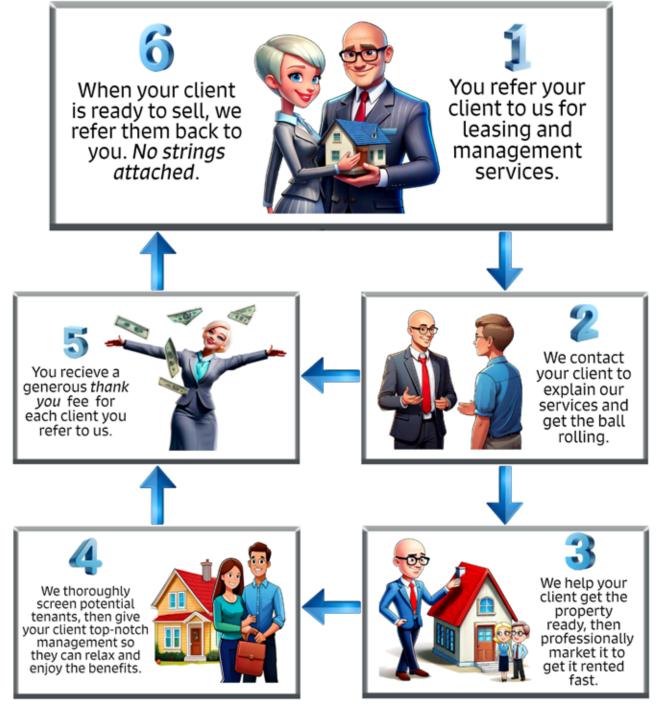
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TRANSCENDCO: BUILDING SUCCESS ONE relationship AT A TIME

CASA BAY PHOTOGRAPHY

In the world of real estate, success often depends on more than just business savvy. It's about genuine connections, caring deeply for your clients, and providing exceptional service. For Karen Harvey, founder of TranscendCO, those principles are at the heart of everything she does. With a Real Estate career spanning more than three decades, Karen has built a reputation for being more than just a **Transaction Coordinator** (TC); she's a trusted partner, advisor, and friend to real estate agents along Colorado's Front Range.

A Humble Beginning

Karen's journey started in the farm equipment industry with Ford New Holland, where she learned resilience and authenticity working alongside some of the hardest-working people she's ever known. "Farmers taught me grit," she says. "They're real, and they're loyal." Many of those early relationships remain strong today.

A job opportunity for her then-husband brought her to Colorado Springs. With no openings in her field, she pivoted to real estate, joining the top brokerage Prudential Patterson Group Realtors in 1992. Her first interview? Karen drove from Denver during a blizzard—a fitting introduction to a career that would require tenacity and heart.

A Career Rebuilt from the Ground Up

Karen quickly became an essential part of the team,

assisting top agent Randy Reynolds and managing transactions for both resale homes and Acuff Homes. Later, she worked with local developer Earl-Robertson, contributing to projects like Lowell Development, Spring Creek and The Spires Broadmoor.

When the 2008 housing crash hit, Karen lost her position—but not her drive. She leaned into resale real estate, stepping outside her comfort zone and deepening her understanding of what agents truly need to succeed. "That time shaped me," she says. "I realized the value of having someone in your corner when everything feels uncertain."

She later joined RE/MAX Real Estate Group and became a key member of Bryan Vail's team, not only managing administrative and transaction coordination tasks but also working as an active REALTOR®. As her residential real estate knowledge deepened and her client care skills expanded, the demand for her services grew. "Other agents started asking if I could handle their paperwork," Karen explained. "It just snowballed from there, and that's how Springs Transactions, the in-house TC company, came to be."

The Birth of TranscendCO

In 2023, during a challenging market downturn, Karen made a bold move: she purchased Springs
Transactions and launched her own TC company—
TranscendCO. The name reflects her vision: to rise above expectations, and eventually expand beyond Colorado. "I want to

transcend borders, but never relationships," she says. "This will always be a high-touch, high-integrity service."

Today, TranscendCO is thriving, serving close to 100 agents across the Front Range. Karen leads a team of five exceptional Transaction Coordinators, including three licensed REALTORS® and one who is also a lender. Their deep industry knowledge, proactive communication, and genuine care set them apart.

And yes—Karen remains a licensed REALTOR® herself, actively involved in the real estate community and deeply connected to both sides of the transaction process.

A Commitment to Caring

What sets TranscendCO apart from other TC companies? For Karen, it's not just about checking boxes and processing paperwork—it's about truly caring. "We care about our clients' success," Karen says with conviction. "We're not just administrative support; we're an extension of their team. We're here to make agents' lives easier so they can focus on what they do best—serving their buyers and sellers."

Karen remains handson with transactions,
monitoring communication,
timelines, and critical
dates to ensure nothing
falls through the cracks.
Her dedication to building
meaningful, lasting
relationships is what
keeps agents coming
back again and again.

"We build trust, and that trust becomes partnership," she explains. "That's what

makes the difference. We're not just closing checklists," Karen says. "We're your second set of eyes, your calm in the chaos, your right hand from contract to close."

Balancing Work, Family, and Community

Outside of work, Karen is deeply rooted in family. Her daughter Jamie is a premier real estate closer in town. her son-in-law Michael is a top-producing agent,

her son Kevin is a licensed iournevman electrician and her daughter-in-law Anne is a Registered Nurse Clinical Coordinator. Karen is also a proud grandmother of four—Kinlee, Melissa, Luciana, and Gabriel—who are the light of her life.

Karen also cares for her 83-year-old father and a longtime family friend, finding strength, grace, and perspective in the process.

"Life is full," she says, "but I wouldn't trade it. It's a blessing to be needed."

In her downtime, Karen is an avid music lover - especially the Blues, and can often be found supporting live shows and cheering on her favorite artists—many of whom she now calls friends.

Her community involvement mirrors her personal commitment, having served

organizations such as PPAR, Silver Key, local food banks, hospice organizations, breast cancer research, and the Pikes Peak Blues Community. This deep-rooted care for family and community is the foundation upon which TranscendCO was built.

A Legacy of Resilience and Care

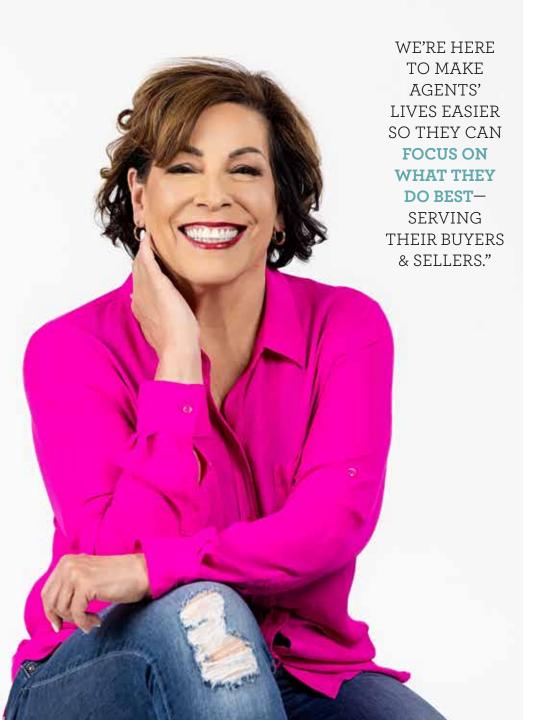
Looking ahead, Karen's mission is to continue growing TranscendCO while holding tight to the values that have shaped it from the beginning: compassion, professionalism, and trust.

Karen emphasizes that partnering with an experienced Transaction Coordinator early can transform your real estate business. "A reliable TC helps streamline your processes, reduces stress, ensures every detail is accounted for, and frees you to focus on closing more deals and serving clients better. We're here to help agents grow, not just manage paperwork," she says. "We want to elevate their business and help them succeed every step of the way."

From tractors to transactions, Karen's path has been anything but ordinary. Every challenge has strengthened her resolve. Every connection has added meaning to her mission.

As TranscendCO continues to grow, one thing remains unchanged: Karen's commitment to helping others succeed—one relationship, one closing, one story at a time.

Learn more about TranscendCO Transcendco.net or by calling 719-238-5707.









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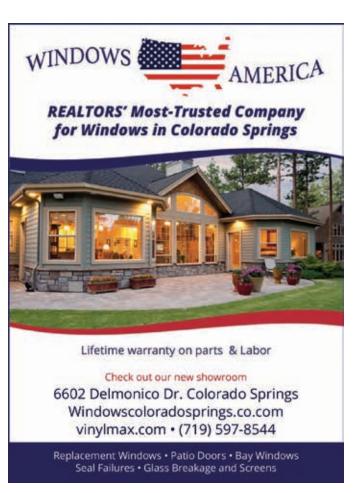




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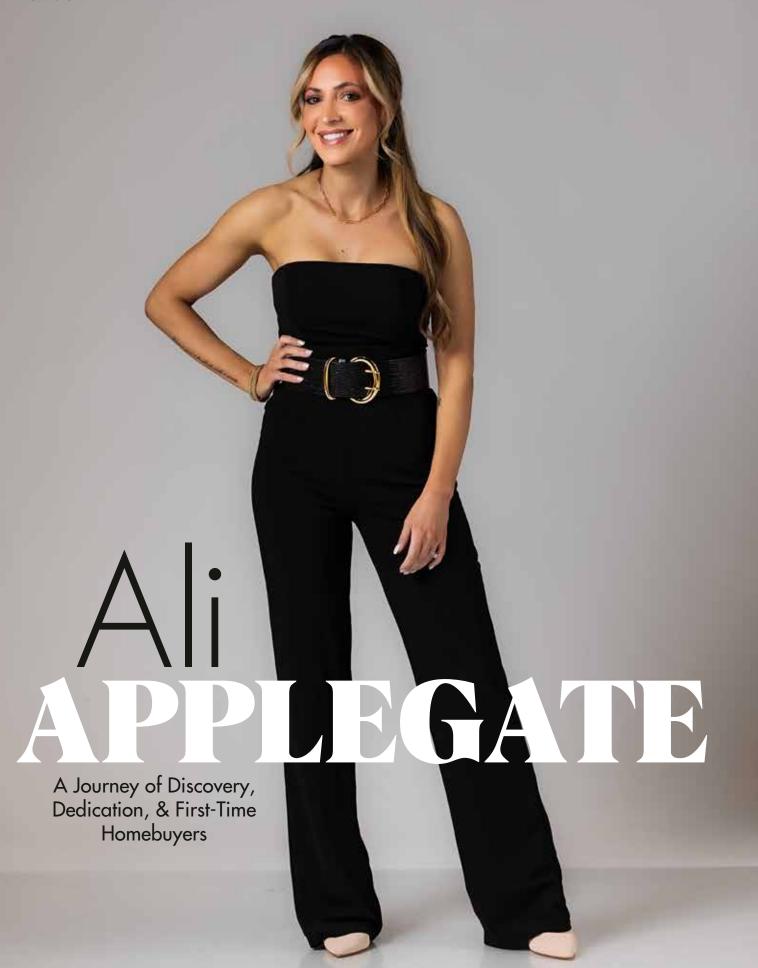
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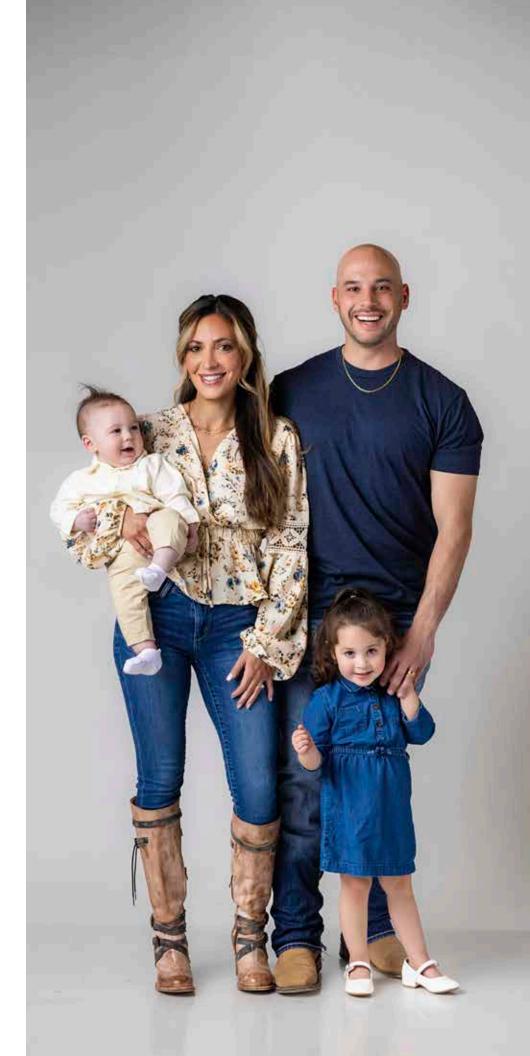
CASA BAY PHOTOGRAPHY

For many, finding the right career is a winding road full of questions, self-doubt, and detours. Ali Applegate's journey to real estate was no exception, but it was also one filled with serendipity, dedication, and a growing passion for helping others achieve their dreams. Today, as a solo agent with Fathom Realty, Ali has carved out a niche serving first-time homebuyers, bringing knowledge, empathy, and enthusiasm to every transaction.

Ali's story began in Peyton, where she felt uncertain about her life path. "I always struggled with figuring out what I wanted to do for a career," she admitted. "A lot of people around me seemed to have it all figured out but I felt lost." Working a 9-to-5 office job and taking a few classes at Pikes Peak Community College, Ali wanted to find her passion.

Her older sister Sarah, who had decided to make a career change into real estate, played a pivotal role in Ali's journey. "I didn't really know what I was drawn to, but my sister's career change into real estate was my sign," Ali remembered. "I decided to join her in real estate school, which turned out to be the smartest decision of my life."

Ali earned her real estate license in 2016, at the young age of 20. Freshly licensed and full of excitement, she entered the industry with high hopes. "I was on cloud nine, thinking I would be this big success right away. When I interviewed with brokerages, they talked about top producers making six figures in their first year, so I thought that was how it worked." But the reality of the industry soon set in. "I quickly learned that success doesn't just come easily. When you're 21 and your own boss, your priorities shift, and I realized I had to stop focusing on 'looking' the part and start understanding what it really meant to be in real estate."

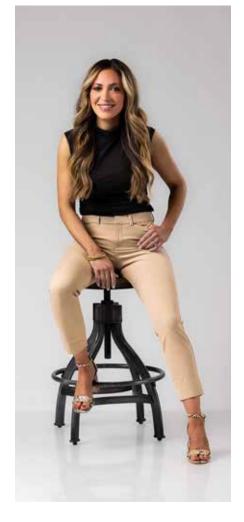


The first couple of years in real estate were a learning curve for Ali. She faced the tough lessons every new agent does: figuring out the processes, learning how to schedule showings and write offers, and handling the intricacies of inspection objections. As her knowledge grew, so did her confidence. "The more I understood the business, the more confident I became. Confidence is key in real estate, and once I got a handle on the processes, everything else started falling into place."

Today, Ali's confidence shines through her true passion: working with first-time homebuyers. "It's such a pivotal moment in their lives. No matter where they are in their journey, they will always remember their first home," Ali explained. "The experience sets the tone for all future home purchases, and I strive to make it as seamless as possible. I want them to walk away thinking, 'Wow, that was so much easier than I thought!"

Ali's ability to break down the real estate process for first-time buyers is rooted in her own experience. "When I got into real estate, I didn't own a home, so I can imagine how much more nerve wracking the process would be, not knowing much about it," she said. "I take the time to explain everything in detail so they feel comfortable and confident. It's important that excitement is the strongest emotion they feel, not fear or confusion."

But Ali's success didn't happen in a vacuum. She credits several key people for supporting her along the way. "My sister Sarah, who led me into real estate, has been an incredible mentor. I've always looked up to her, and I'm so lucky to have her as a guide in the industry." Additionally, Ali has built strong, supportive relationships with colleagues who have helped her grow and overcome challenges. "Taryn Simental and Johnny Allen have been there for me through thick and thin. Whether I'm bouncing ideas off them or venting about a tough deal, their support has been invaluable. Having friends



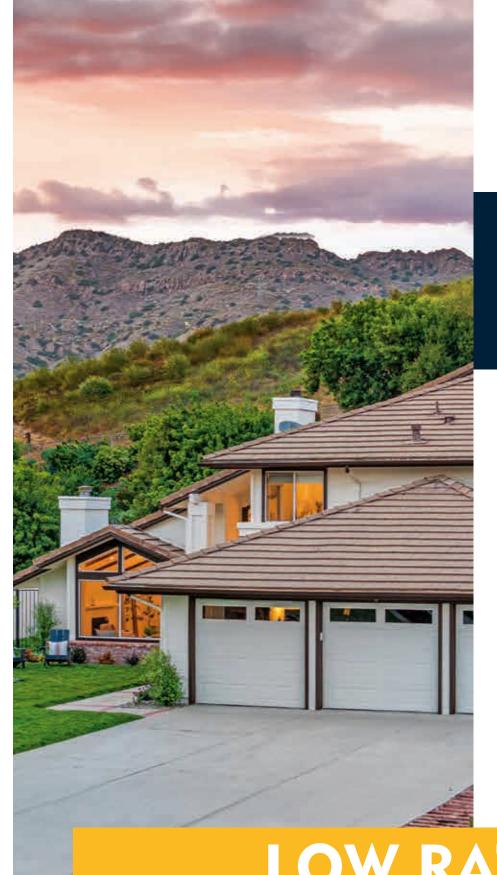
"I take the time to explain everything in detail so they feel comfortable and confident. It's important that excitement is the strongest emotion they feel, not fear or confusion."

who truly understand what you're going through is essential in this business."

Outside of work, Ali finds strength and joy in spending as much time as possible with her family. She and her husband Brandon have been married for six years, and she credits him with being her biggest supporter. "Brandon works as a builder for Oakwood Homes, and his endless support has kept me going throughout my career. I couldn't do it without him." They have two children: Raelynn, a lively 3-year-old with a big personality, and Grayson, a 10-month-old baby who lights up the room. "Raelynn is a star in the making, and Grayson is the sweetest, happiest little boy. My family is my world, and they keep me grounded." She loves watching her babies grow up and the family enjoys fun activities such as Disney on Ice, the zoo and aquarium, the rodeo, and swimming. When she's not helping clients or with her family, Ali takes care of her health by working out.

Ali's journey into real estate has been one of personal and professional growth. "I've learned that this career is about so much more than transactions," she reflected. "It's about helping people build the foundation for their future and making their dreams come true. Real estate is about building relationships, being patient, and always striving to be better for my clients." Looking ahead, Ali is excited to continue growing her business and helping even more clients navigate the homebuying process with confidence. "Being a real estate agent is such a rewarding job. I'm so lucky to have found my true passion, and I can't wait to see where it takes me."

Ali Applegate is a shining example of what happens when dedication meets passion. Her journey from a young, uncertain office worker to a confident, knowledgeable real estate agent is a testament to the power of perseverance and support. As she continues to serve first-time homebuyers with integrity and empathy, she makes a lasting impact on the Colorado Springs real estate community—one home and one family at a time.





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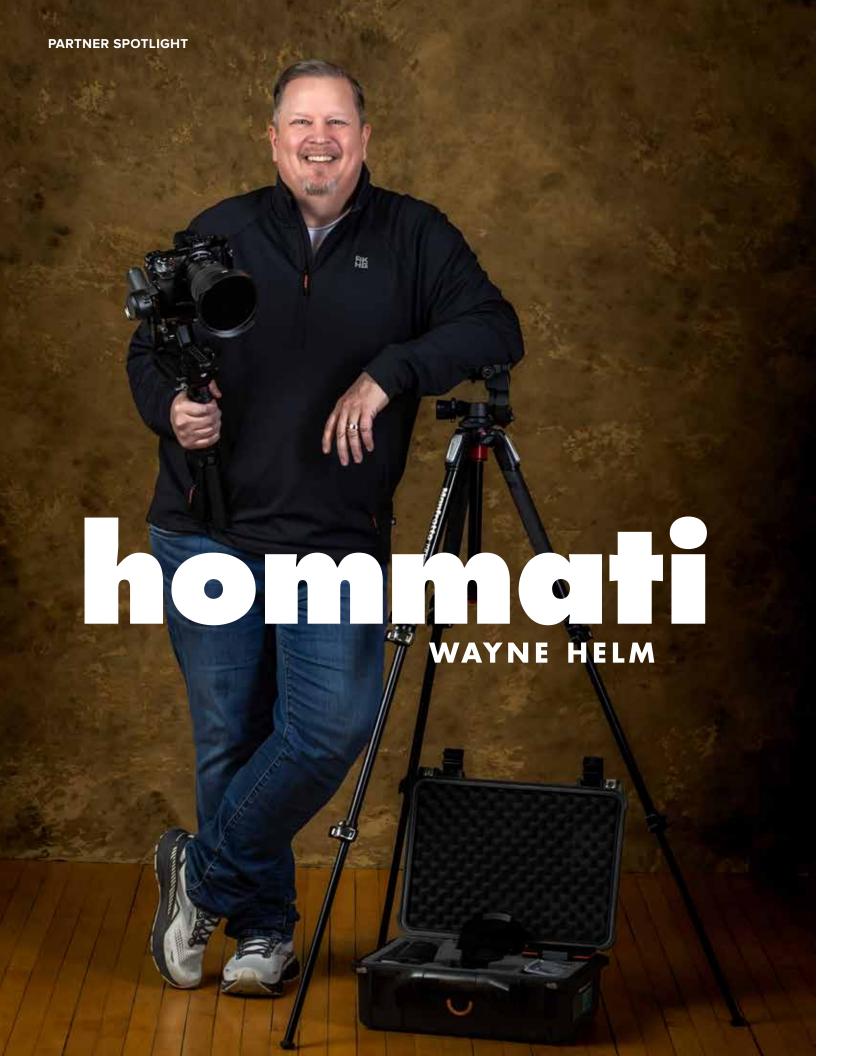


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Meet Wayne Helm, Hommati Franchise Owner & Operator

CASA BAY PHOTOGRAPHY

ommati provides high definition real estate photography, video, virtual tours and other services for real estate professionals in El Paso County.

Prior to his real estate photography business, Wayne's early career options had him delivering food and then managing sales for Schwan's, where he rose to the top 10 in the company. He held other sales and marketing positions and grew a \$100 million business over the span of his career. After his last position was downsized during the COVID pandemic, he was contacted by a franchise broker and quickly decided to take the leap and purchase a Hommati franchise. He received training on how to do effective real estate photography and immediately started meeting agents by visiting open houses on the weekends and popping by real estate offices. An important secret to his business launch was asking for honest, critical feedback on his work, which helped him learn and improve his craft.

Wayne leans into a unique edge in his business: He doesn't sell the house; he sells the agent. His job is to care about the agent and to market them to the best of his ability. He backs this up with the secret to effective marketing: top-notch technology that allows his clients to generate more leads and ultimately convert more leads to clients. This approach is layered on a foundation of reliability, dependability, and a deep commitment to deliver a great product at a great value.

Wayne's advice to real estate professionals is to continue to innovate and find ways to stand out.





WAYNE LEANS INTO A UNIQUE EDGE
IN HIS BUSINESS: HE DOESN'T SELL
THE HOUSE; HE SELLS THE AGENT.
HIS JOB IS TO CARE ABOUT THE
AGENT AND TO MARKET THEM TO
THE BEST OF HIS ABILITY.

He firmly believes that partnering with a professional who provides quality media is the best way to help them showcase their unique strengths, style and offerings.

In addition to building connections with agents, Wayne also has a passion for meeting the sellers and acknowledges their vulnerability in letting him into their private residence to take photos. Beyond this, he's a true connector who loves meeting new people, even outside of his business, and hearing their stories.

The vision for Wayne's franchise is to be the most highly regarded real estate media provider in El Paso County in terms of customer service and product quality. He desires to be the first name that comes to mind when people need real estate photography or are making referrals. Wayne also hopes to employ five or six people in the near future who will help make this vision a reality.

When he's not working, Wayne and his wife love getting out and exploring all that Colorado has to offer, including the hidden gems that can be found amongst its various cities and towns.

Learn more about Wayne and his offerings at https://www.hommati.com/office/186



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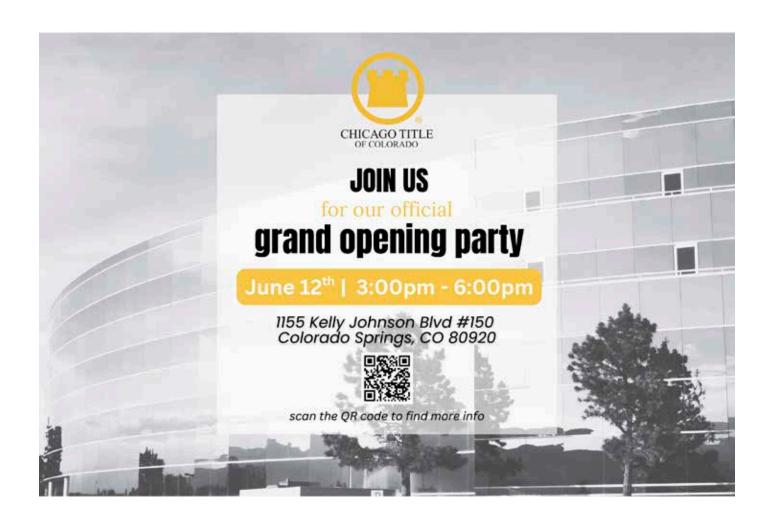
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FEATURED AGENT



A Journey of Resilience, Integrity, & Service

CASA BAY PHOTOGRAPHY

In the bustling world of Colorado Springs real estate, Becky Martinez stands as a beacon of resilience and authenticity. A California native who traded sunny skies for the beauty of the Rockies, Becky's path to real estate wasn't a straight line, but rather a story of perseverance, learning, and an unwavering commitment to integrity.

Becky's journey began long before she obtained her real estate license in 2019. With a diverse background in mortgage lending and as a 911 dispatcher for the Pueblo Police Department, she quickly learned the power of problem-solving and the importance of relationships. Both jobs instilled in her a deep sense of service to others, a quality that would serve her well in real estate.

It wasn't until she found herself at a crossroads, just before the COVID-19 pandemic hit, that Becky knew it was time for a change. "When I was at a point in my life where I had outgrown my previous career, I realized that real

estate was my calling," she recalled. "I was drawn to the idea of helping people with one of the biggest decisions of their lives while also challenging myself in a new and dynamic field."

Becoming a real estate agent was no easy feat. Becky plunged headfirst into the industry just before one of the most unpredictable markets in recent history. "It was a crazy time! COVID-19 had just started, and the market was shifting in unexpected ways. I had to learn quickly how to

negotiate in a market that was anything but traditional. I figured out that price wasn't always the winning factor in a bid—there were other ways to craft strong offers, and relationship-building became crucial."

Her background in mortgage lending gave her a unique edge. Becky's ability to creatively structure deals and explain complicated financials to her clients set her apart from the competition. Beyond her expertise, it was Becky's integrity and honesty

that won her trust among clients and fellow agents.
"Building relationships based on trust has been the cornerstone of my success," she reflected. "In this business, people need to know they can rely on you to do the right thing, even when the deals get tough."

For Becky, real estate isn't just about transactions; it's about setting her clients up for success. "I love when my clients win. I'm deeply invested in their success," she stated. "I use my knowledge and experience to ensure that they're making the best decisions for their future."

Becky's passion for education is one of the reasons she thrives in real estate. "I want my clients to understand the process, the risks, and how they can make the best possible decisions. With my mortgage lending background, I get to help clients save money and truly understand what their options are." It's clear that Becky isn't just selling homes—she's empowering people to make informed choices.

Her ideal clients? "Those who trust me enough to be honest with them. I'm the kind of agent who will tell you the truth, even if it's not what you want to hear," Becky explained. "Setting boundaries and saying 'no' when necessary is key to maintaining integrity in this business. But when you stay true to yourself, everything and everyone aligned with your values will find their way to you."

While Becky has a natural gift for helping her clients

navigate the complexities of real estate, she also excels in building genuine connections with her colleagues. One of the keys to her success has been the mentorship of others in the industry. "I'm so grateful for the mentors who have helped shape my career, especially Wendy and Andrew Weber, Jessica Languar, and Lauren Jerden. They've each inspired me in different ways, showing me that there's more than one way to be successful in this business. They've cheered me on when I've felt burnt out and have continually encouraged me to level up my business."

When reflecting on the lessons learned during her journey, Becky offers valuable advice to those just starting out in the industry. "If I could talk to my younger self, I'd tell her to trust her worth. Don't let anyone treat you as less than you are," she said thoughtfully. "It's okay to slow down, reflect, and move forward with intention. Your journey is yours, and there's no race to the finish line." She added, "In honor of my dear friend and local agent Charlie Keller, I frequently remind myself and encourage my fellow colleagues to hold on to the truth that you are valued, loved, and an important part of this world. It's critical to believe the people who remind you of that."

As Becky's real estate career has flourished, she has learned to embrace who she truly is. Being a first generation American, Becky is proud of her heritage and nationality. Her parents are immigrants from Mexico and English is her second language. She admits to





being a soft-spoken introvert who is also incredibly kind and a little goofy once you get to know her. She added, "I'm fiercely loyal and integrity is everything to me. I may not be the loudest person in the room, but I show up when it matters."

And while Becky's work in real estate is incredibly fulfilling, she doesn't let her career define her entire life. Outside of work, she finds peace in the great outdoors—whether it's hiking, backpacking, or paddleboarding. "Backpacking is my escape; I love connecting with nature and I have this odd obsession with moss. It's just one of those quirky things that bring me joy." Additionally, reading is Becky's favorite

way to unwind and she loves getting lost in a good thriller - the kind that keeps her turning pages late into the night. "I love the feel of a hardcover book in my hands, the weight of a story waiting to unfold, and that unmistakable scent of paper and ink."

But it's not just nature or books that fill her heart; it's her family as well.

Becky is grateful for her partner Andrew and children Adaleigh (16),

Olivia (13), Barrett (5), and her bonus son Cameron (13). The Martinez family is all about quality time spent together, whether it's over a homemade

Mexican meal, family game nights, or cheering each other on at various events.

"We're spontaneous and easygoing, and we always support one another no matter what," she said.

Looking to the future,
Becky's focus remains on
providing exceptional
service to her clients while
staying grounded in her
values. "Being featured
in Colorado Springs Real
Producers is such an honor.
To be recognized among so
many people I admire in
the industry is humbling
and invigorating," she
stated with gratitude.

In a world that can often feel chaotic, Becky Martinez stands as a reminder that success isn't just about numbers—it's about people. With a heart dedicated to service, integrity as her foundation, and a fierce passion for helping others succeed, Becky is truly a shining example of what it means to be a real estate agent in Colorado Springs.

Whether she's navigating the complexities of a tough deal, hiking through the mountains, or sitting down with a client to discuss their options, Becky is living proof that staying true to yourself—no matter the obstacles—will always lead you to where you're meant to be.

If I could talk to my younger self, I'd tell her to trust her worth. Don't let anyone treat you as less than you are."



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5 Essential Downsizing Tips for Your Sellers BY RICH SCHUR I SCHUR SUCCESS GROUP - AUCTION, REALTY, AND ASSET APPRAISAL

For many sellers—especially those transitioning out of long-held family homes—downsizing isn't just a move. It's emotional, logistical, and often overwhelming. As real estate professionals, we can offer real value by guiding clients through this process with empathy and efficiency.

Here are five key strategies to help your clients downsize with confidence:

Take Inventory—Then Take a Breath:

Most people underestimate how much they've accumulated. Encourage clients to do a walkthrough and note what stays, what goes, and what needs further thought. It's not a weekend project—it's a process.

Expect Emotion:

Letting go of personal possessions—especially those tied to memories—can be difficult. Remind clients that sentimental value doesn't always carry over. Focus on preserving stories, not just stuff.

Be Realistic About Value:

What something *cost* doesn't always reflect what it's *worth* now. Secondary market values shift, and yesterday's "collectibles" may not fetch top dollar today. Set expectations early.

Bring in the Pros:

Auctioneers, appraisers, and senior move specialists can simplify the transition. The right partners save time, reduce stress, and ensure things are done properly.

Start Sooner Than You Think:

The most common regret? "I wish I'd started earlier." Encourage early conversations and planning—before a sale or move becomes urgent.

Let clients know that they don't have to do this alone. Referring trusted professionals—including estate planners and transition experts—can make all the difference.



ABOUT US:

Schur Success Group is a Coloradobased real estate, auction, and appraisal company with decades of experience guiding clients through life transitions with care and expertise.

Rich Schur



Meet Your Inspector

Inspections Over Coffee Inspector Jerry Forsythe

What brought you to this field?

For many years, I ran a large home appraisal branch. I was ready for a change and knew I wanted to do something where I could stay connected with the client relationships I'd built over the years, which brought me to my job as a home inspector.

What do you love about your work?

I love being out in the field (not at a desk), meeting and working with great people and seeing interesting properties.

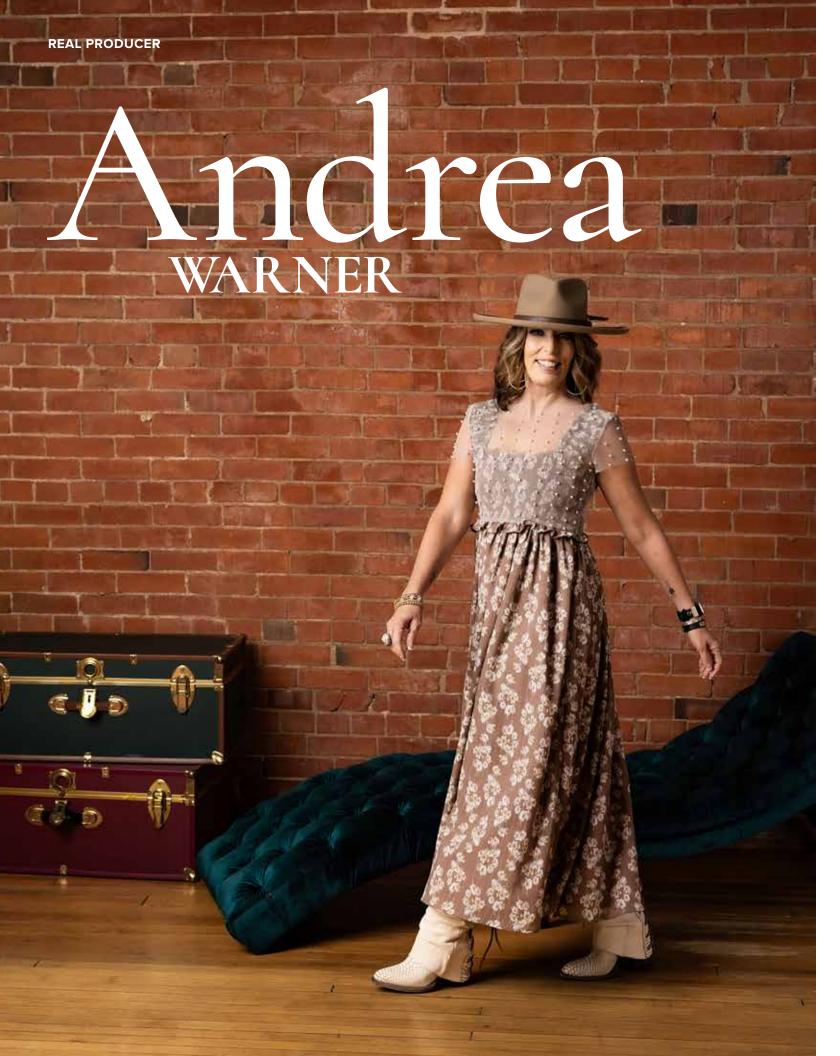
Fun facts:

My wife and I have been married for 19 years, and we have three sons who play many sports throughout the year. I enjoy hunting, fishing, skiing, being outdoors, and spending time with my family. I also coach football and lacrosse.



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PEAK PASSION, PURPOSE, & PROPERTY

CASA BAY PHOTOGRAPHY

Some people stumble into real estate. Others are born into it. But for Andrea Warner, real estate was something that found her—like a calling she never saw coming, yet was uniquely built for.

Andrea's story begins in North Carolina, the daughter of a military dad and, later, a military spouse herself. Structure, service, and strength were threads running through her life from the start. Back then, her sights weren't set on real estate; she was passionate about health and wellness. "I was in school to be a nutritionist," Andrea recalls. "But when we moved to Colorado, life changed—and so did my plans."

As so many military families know, moving means adapting. In Colorado, Andrea pivoted into teaching fitness—cycling, strength classes, and water aerobics. But beneath the dumbbells and spin bikes, something else was stirring. She had a knack for helping friends, especially her fellow military families, househunt. "I loved HGTV, especially the house-hunting shows," she shared. "I had so many military friends relocating, and I found myself driving around looking at homes for them. One day it just clicked—'I'm already doing this... why not get paid for it?" Andrea knew that this new career would give her the flexibility she desired. "Having two small children at the time, I wanted to be there for them and be able to attend their school events." Additionally, Andrea wanted a career, not just a job - one she would enjoy and be proud of.

In 2009, with two young boys at home and her husband often



deployed, Andrea earned her real estate license, acknowledging the challenge. "That first year was one of the hardest of my life," she admitted. "I had no real training, two small kids, and I was running a household solo most of the time. But I closed seven deals that first year. I was determined." Her biggest takeaway? "Set up your systems early," she says. "Once you get busy, it's harder to create structure."

That lesson in structure stuck and as the years rolled on, Andrea didn't just survive the real estate rollercoaster—she thrived on it. She followed a long-standing passion into property management, building Colorado Peak Real Estate, Inc. from the ground up. "I've always been drawn to property management," she explains. "It's the longest relationship you'll ever have in real estate, and I value those long-term relationships. Plus, when sales are down, property management is usually up—it's a great balance."

She earned her managing broker license in 2011 and planted roots on Colorado Springs' West Side, a part of town she adores. "I just love it here. There's such a community vibe, especially in Old Colorado City," Andrea says. "I sponsor pretty much everything that happens here and in Manitou Springs."

And that's no exaggeration.
Andrea is the president of the Old Colorado City Associates, a lead force behind the legendary Territory Days festival, and an unwavering presence at community events. Volunteering, for her, is a way of life and a driving force in her leadership journey.

Over the years, Andrea has poured herself into service not just to her clients, but to her industry. She's been the President of the REALTOR® Services Corporation (2021), 2021 REALTOR® of the Year, and is currently the 2025 President-Elect of PPAR (set to serve as 2026 President), has served on nearly every PPAR committees also and 2016 PPAR leadership graduate. At the state level, she was a CAR Director for several years, 2018 CAR Leadership Graduate, 2024 CAR Southeast

District VP, and recipient of the 2024 CAR Distinguished Service Award. She's served on several Committees — from CAR's Legislative Policy Committee (where she's testified multiple times for property rights) to Prostandards. Her service pours into the national level with NAR. She served on The Multiple Listing Issues and Policies Committee for 3 years and now serves on The Small Broker Committee.

What drives all this involvement? "Honestly, I just believe in giving back and having a voice," Andrea says. "And I believe in making space for new leaders. That's why I'm hoping to institute term limits in leadership—so more people get the chance to serve and grow. It's hard work, but it's incredibly rewarding."

Andrea's commitment to mentorship runs deep. "I want to be the leader others can look up to, the one who encourages them to step forward," she says. "When I look back, I've learned from both the people I admired—and the ones who showed me what not to do. That's shaped the way I lead."

But perhaps what's most inspiring about Andrea isn't just her résumé—it's her resilience. After her divorce, Andrea found herself at a crossroads, personally and professionally. "It was the hardest thing I've ever been through. But it made me stronger. It pushed me to stand on my own two feet and really embrace life. I realized how short life is, and that I didn't want to waste a moment of it."

That realization ignited her adventurous spirit. Andrea bought a Sprinter van—"the best spontaneous purchase I've ever made!"—and began traveling solo. Almost every weekend, she escapes to the mountains doon-docking or drives across the country to Key



"When I look back, I've learned from both the people I admired—and the ones who showed me what not to do. That's shaped the way I lead."

West where she camped in her van for five weeks. Andrea hits nearly every music festival in Colorado, and travels almost monthly when the weather gets cold to places like Scottsdale, Mexico, and back to her beloved Key West in November.

"I had a girlfriend who traveled solo for the holidays and I thought, 'Wow, I wish I had that courage. One day I just decided to go for it. And I haven't stopped since. People always say they live vicariously through me—and I always tell them, just take the leap. You won't regret it."

Those who know Andrea know that she's a lover of hats; it's rare that she is seen out in public without one. What they may not know is that her son got her a beautiful hat for Christmas, which is her favorite. Inside it reads: "for a woman who wears

many hats," and Andrea shared that this little statement has many resonant meanings.

Outside of work, Andrea is a foodie, a live music lover, a paddleboarder, and an avid hiker, sharing that Garden of the Gods is basically her backyard. She's also a romance novel addict. "People know me by my hats," she joked. "But what they don't know is that I'll stay up until 2am reading a good book."

Asked what it means to be featured in *Colorado Springs Real Producers*, Andrea shared, "I've seen so many amazing people in this magazine. I love that it highlights not just how many transactions someone does, but the good we do. That matters to me. I'm truly honored."

In every part of her life—whether she's mentoring new agents, fighting for property rights, managing homes, or chasing sunsets in her van—Andrea Warner leads with grit, heart, and a fierce belief in community. Others see these qualities in her, too. A leader that inspires Andrea had this to say of her: "I have had the privilege of working alongside Andrea and I can confidently say that her passion for the real estate industry, particularly in the area of property management, is unmatched. Andrea is a dedicated leader who not only excels in their own practice but consistently gives back to the industry and community by mentoring others and encouraging active involvement. She understands the importance of fostering strong, professional communities and is deeply committed to elevating standards and advancing education in the real estate industry. Through her leadership and willingness to support and guide others, Andrea has made a meaningful impact in the real estate industry and her community."

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What started as a weekend job for





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2. Angelia Chinkeefatt

Angelia Chinkeefatt was a registered nurse until she put her career on hold to take care of her daughter, who had developed chronic asthma. A terrible car crash kept her out of work for longer than planned. That same year, Angelia lost her mom and her marriage and is grateful for the strength she found through her faith and her family. Knowing how wonderful Angelia is with people, a friend encouraged her to pursue a new career in real estate and she earned her license in 2021. She ioined Pikes Peak Dream Home Reality and closed 19 deals in her first year. Two years later, she transitioned to RE/MAX Advantage Realty and enjoys connecting with military clients. Now, she loves building deep relationships with her clients, many of whom feel more like friends or family. Outside of work, Angelia loves shopping and admits she is a "bag junkie." She also spends a lot of time with her 13-year old granddaughter, whom she has been raising since the age of 1.

3. Rachel Pugia

Rachel Pugia led to a newly discovered talent for leasing and property management. She had been working at a call center when she picked up weekend shifts in the leasing office at her apartment complex. When she realized her second gig offered more potential, she transitioned to full time and was promoted twice - first to assistant manager then manager. Rachel's next step was earning her real estate license at the age of 21 and shifting to sales; some of her earliest transactions involved selling model homes. With a major life change looming, Rachel needed steady income and iced her license for three years while she returned to property management. Since then, she rose to one of the top sales positions at Acquire Homes. Rachel and her team manage 500 properties and Rachel often sells homes to her tenants. Outside of work, Rachel enjoys hiking and camping and as a foodie, loves inviting her clients out for meals.

4. Sarah Barber

Sarah Barber's passion for real estate was ignited when she and her husband were making the shift from renting to home ownership. She met Lorraine Amos, who invited Sarah to interview at The Cutting Edge, REALTORS®. When Sarah earned her license in 2020, she joined Lorraine's team and learned the "science" of the business. After a couple of years, Sarah was introduced to Katie Ely and decided to transition to a solo agent on Katie's team. Outside of work, Sarah enjoys

cooking, hiking, spending time with her adult children, and taking her goldendoodle and a berna-doodle to dog parks.

5. Ryan Marquez

Ryan Marquez was born in Los Angeles, grew up in Pueblo, went to college in Missouri, and returned to Colorado in 2020, making a home in Colorado Springs. He worked over ten years in the field of criminal justice, juvenile probation, and as a child protection caseworker until he and his wife decided to start a family, which ignited a desire for a new career. Ryan's cousin was a real estate broker who, early in Ryan's life, planted a seed to invest in home ownership for the long-term. Ryan and his wife have owned and flipped several homes. Intrigued by the possibilities of real estate as a new career, Ryan studied for his exams during a paternity leave from his child protection job and earned his license in 2022. He jumped into real estate full time, which reignited his passion for helping people - now in a different way. Outside of work, Ryan enjoys date nights with his wife and spending time with their three girls, ages 4, 3, and 1. The family regularly attends church and Ryan enjoys spending nice days on the golf course.







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