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Star on the Rise: Britney Schilling



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Lanson COVER STORY

Partner Spotlight: 50 Teton Heritage **Builders**

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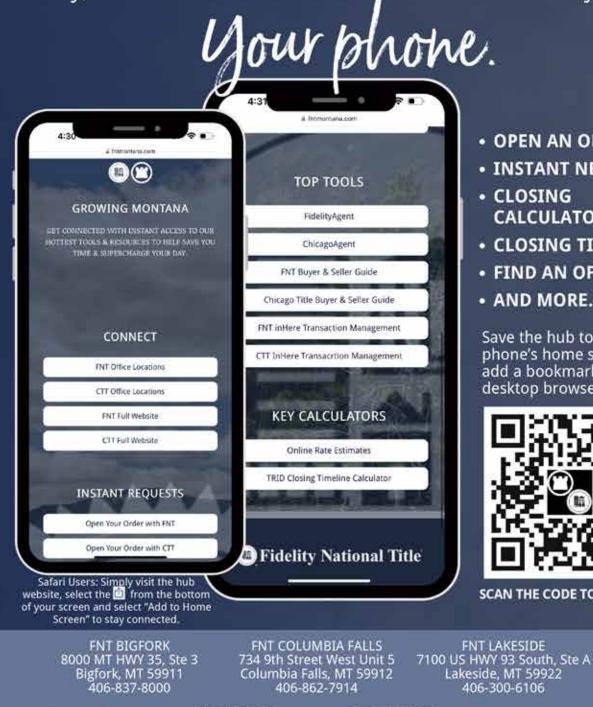
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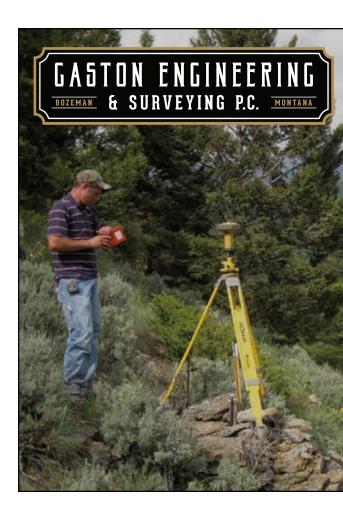
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BRITNEY

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Britney Schilling has Montana in her blood. With her love of the state and a long family history in real estate, Britney was destined to become a top Butte REALTOR® and that's exactly what she's done.

"My mom has been an agent for a long time. I saw how hard she worked and how many people she helped. I never thought I'd do this job, but here I am. I'm so glad life has a funny way of working out. This is exactly where I'm meant to be," Britney said. Despite having a mom and sister in the business, Britney has made a name for herself in her own right. In 2024, she was named in the top 9% of Berkshire Hathaway agents nationwide.

Britney grew up in Butte and attended college at MSU. She had a stint working as a summer intern at Disney and then followed a lifelong dream of becoming a flight attendant, a job she held for several years. "I feel like I've lived a thousand lives before this one," she said with a warm laugh. "But all of it gave me the experience and people skills to do what I do today so I don't regret one bit of it."

While working in the airline industry, Britney found herself flying back and forth to Montana to visit her now husband, Braydon. "It was getting to the point that I just wanted to be home," she detailed. Britney hung up her wings and moved to Butte when Braydon got a job as a school psychologist. She then



worked as an esthetician at a spa in the heart of town.

Around the same time, Britney's sister opened a clothing boutique and recruited Britney to help. "My sister was juggling real estate, the boutique, and raising young kids, so she became too busy to manage it all. That's when I stepped in," she said. "I met so many people and had the opportunity to reestablish myself in the community." It also taught Britney a lot about running a business and managing a team.

"At the time, my mom was the supervising broker at Berkshire, and many people who knew me through her would stop by the shop," Britney recalled. "I never imagined myself working in real estate, but each time the topic came up, the idea started to take root."

Determined to turn that growing interest into reality, Britney quietly pursued her real estate license, earning it in April 2019. "I finally decided it was something I truly wanted to do," she shared. "I kept it to myself because I didn't want anyone to talk me out of it or influence my decision."

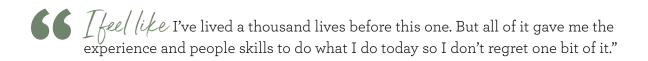
Britney has never looked back. "I jumped right in and got to work. Having my mom as my supervising broker was a tremendous help. She was so patient and answered all of my questions. I have her to thank," she said.

Now Britney can't imagine doing anything else. "It's in my blood," she admitted. "This is what I'm meant to do. I love helping people and I love that every day is different. I'm a people pleaser and there is nothing that makes me happier than seeing my clients happy."

Early in her career, Britney has seen her business steadily grow and has accomplished being recognized with awards from Berkshire Hathaway. Included in Britney's accolades is a prestigious designation of Berkshire Hathaway Luxury Collection Specialist. She serves the entire Butte, Anaconda,

This is what I'm meant to do. I (ove helping people and I love that every day is different. I'm a people pleaser and there is nothing that makes me happier than seeing my clients happy."





and Whitehall region. Britney foresees that her business will expand, bringing her experience into the Georgetown area as well.

Despite her success, the most important thing to Britney is a job well done. "I am all about quality over quantity," she said. "I want my clients to refer their friends and family to me, I want them to use me again in the future. That's what I look for because it means I've done my job right." To that end, Britney works as an individual agent because she values being deeply involved in every step of the process, but she occasionally collaborates on co-listings with her mom when extra help is needed.

"My goal is to make people feel seen and heard. If I do that, the rest comes," she said. Britney does this by making time for her clients and being

intentional in her communication. She never takes on too many things at once so that she can be fully present for her business and her family.

Britney notes that her favorite hobby is work. She loves what she does and pours any amount of extra energy she has back into her business. When she does manage to step away, Britney is all about making memories with her family. She and Braydon have two boys – Kyzer (10) and Keslyr (8).

Braydon is a local high school football coach and the whole family supports the team. They love to travel and spend time at the lake. She's involved in the community and volunteers as often as her schedule allows.

Britney's business is working for her. She doesn't imagine slowing down

anytime soon. She'll always call Montana home and looks forward to giving back to the community that has given so much to her.

She loves to connect, collaborate, and support others in this industry. Reach her at britney.schilling@bhhsmt.com or on social media.





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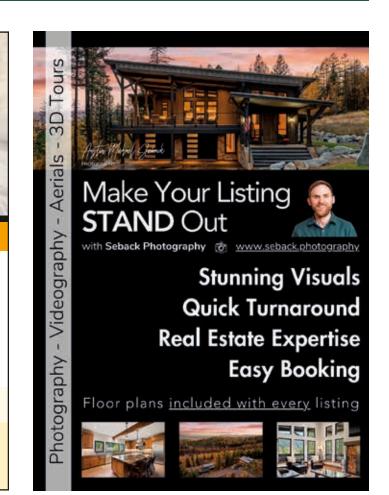
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BY NICK INGRISANI PHOTOS BY OUT THE BOOTHE PHOTOGRAPHY

EXAMPLE A CEO EXAMPLE A CEO EXAMPLE A CEO

Matt was born in Idaho but spent most of his younger years in California. As a teenager, he found his home in Park City, Utah, where the ski town lifestyle and access to outdoor adventure—snowboarding, mountain biking, and skiing—became an integral part of his identity. He then went to the University of Utah, but at 21, he was captivated by his burgeoning passion for music.



I love giving clients a great experience and enhancing their lives with our systems."

Chasing dreams of being a musician, Matt packed up an old F250 with his buddies and set out for Nashville. The move was fueled by ambition, but reality quickly set in.

"Nashville had 30K other great singersongwriters who were as good or better than I was, so I had to make money somehow."

Given his prior experience designing home theater systems and private sound setups, which led him to a steady job in Nashville's high-end AV market. His days were spent integrating technology into luxury homes, and his nights were dedicated to music.

Over time, Matt realized that his talent in AV technology had transformed from a side job into a fulfilling career. He became the Director of Technology for a major AV production company, ACT Technology, where he led projects for some of the biggest names in country music.

"We specialized in large custom systems for luxury homeowners. We'd integrate the entire home with intelligent lighting control, whole-home audio, state-ofthe-art home cinemas, and advanced security systems—bringing everything together seamlessly through automation for a fully connected living experience."

But after nearly two decades in Nashville, he and his wife were ready for something new. In 2018, they made a bold decision to buy an RV and travel the country. One stop in Whitefish, Montana, was all it took to change their plans. They decided to winter there, fell in love with the small-town charm, and within two weeks, they purchased a home.

After settling in Montana, Matt reached out to Eyehear, a long-established AV technology company that was looking for new leadership. With his deep industry experience, Matt stepped in as CEO in 2020.

Taking over during uncertain times wasn't easy, but Matt saw an opportunity to refine and expand the company. Today, Eyehear has grown into a 29-person team, exclusively focused on high-end residential technology integration. They work with architects, builders, and designers to seamlessly integrate intelligent lighting, home theaters, whole-home audio, security, and smart home automation into luxury properties.

For real estate professionals working in Montana's luxury market, Eyehear has become an invaluable resource.

"For new construction properties, we'll work with architects, design team, and the buyers to develop a floorplan and identify all their technology needs throughout the house to ensure that everything blends together seamlessly. We also have a whole division dedicated to updating existing homes. Our team comes in, reviews the current systems, and identifies custom pathways to upgrade it to the buyers' desired lifestyle."

Montana's stunning landscapes come with unique challenges, including limited internet access in remote areas. Eyehear solves this by setting



-



up Starlink and distributing WiFi with high-performance repeaters to ensure uninterrupted connectivity throughout the home. Additionally, they help homeowners meet insurance requirements by integrating smart fire safety and water leak detection systems, all controlled through a simple mobile app. This has made them a trusted partner for both homeowners and realtors looking for reliable, longterm solutions.

"A lot of real estate agents are working with beautiful luxury homes, so whenever they have a client with specific technology needs we're just a

phone call away. I love giving clients a great experience and enhancing their lives with our systems."

As the industry evolves, Matt and Eyehear are leading the charge in bringing lighting design, intelligent lighting, and automation to Montana's luxury market. Traditional lighting systems are being replaced with fixtures that dynamically adjust brightness and color temperature throughout the daymatching the sun's natural rhythms. Eyehear's stunning showroom in downtown

Whitefish

is a showcase of this technology, allowing real estate agents and clients to see firsthand how lighting can enhance a living space.

Beyond lighting, automated window treatments have become an essential part of home design. Smart shades adjust automatically throughout the day, balancing natural light and privacy while integrating seamlessly with home automation systems. These features are becoming a must-have for high-end buyers, and Eyehear is at the forefront of making them accessible in Montana's luxury homes.

> Matt isn't just passionate about technology—he's deeply invested in his team. Taking on the role of CEO meant more than just managing a business; it meant shaping a company culture.

"I implemented this concept I believe in strongly: the power of assuming positive intent. That was vital in shifting the culture of our team. We've had an unbelievable run, 5 years of growth, and attracting talented people who believe in what we're doing and are a great fit. When our team is happy, we deliver a much better experience to external clients. My favorite thing is helping our team members grow, do something they love, and provide a great experience for our clients."

While his career keeps him busy, Matt still finds time to enjoy everything that drew him to Montana in the first place. He spends summers on the water, boating with his family, and winters on the slopes at Whitefish Mountain Resort. Music remains a big part of his life—he travels back to Nashville for festivals like Pilgrimage and attends concerts at KettleHouse Amphitheater and Under the Big Sky Festival. For him, being in Montana means embracing the outdoors, great music, and a balanced lifestyle.

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Montana Real Producers • 39

Mike&Cari KAPTUR HOMES 406 TEAM AT RE/MAX

Every Home is a Miracle Home

BY KATE SHELTON PHOTOS BY BESS BIRD PHOTOGRAPHY "It's true what they say, home is where the heart is. Every home is a miracle home. We don't take it for granted that we get to help people have a safe place to call home, a safe place to raise their families. And a place to live the Montana dream," said Cari Kaptur, half of the dynamic team duo – Homes 406 Team at RE/MAX.

Mike and Cari Kaptur are a top husband and wife team in the Western Montana region. Their business has exploded based on this very belief – all homes are sacred and all transactions matter. They believe so fully in this that they are the leading donors for the state of Montana to the RE/MAX Miracle Home program that benefits families with children

"WE SAY YOU GET TWO FOR THE PRICE OF ONE. WE GO ABOVE AND BEYOND BECAUSE WE HAVE THE BANDWIDTH TO DO SO."

undergoing treatment at Children's Miracle Network hospitals.

"We live a blessed life and we are so proud to give back to this incredible organization," said Mike. "We donate a portion of every commission check because we know that having a place to come home to is crucial in the fight against any major disease, injury, or illness. It's something we can do to make sure our community is taken care of."

Mike and Cari have given thousands to the RE/MAX Miracle Home program over the years, but recently, things have become personal. Their son's friend, Will, was diagnosed with liver cancer. He's fighting a courageous battle and the entire Kaptur family has stepped up to support their friends in this time of need. This experience has only solidified their resolve to give back. They support the #WillPower movement and are proud to support someone near to their family.

Mike grew up in Pennsylvania; at his first chance, he moved west. "I supposedly came for school but I quickly became a ski bum in the winter and a trout bum in the summer," he said with a big laugh. "It didn't take long for me to become fully hooked on the Montana life. I love it here."

Cari was raised in Spokane and came to Missoula to attend nursing school.



She finished the program and went on to work in the Neonatal Intensive Care Unit for 15 years. "When I was looking at colleges, I hiked the M trail and I knew this was the place for me. I never looked back," she said, echoing Mike's sentiments.

The pair met on the dance floor at Stockman's Bar in 2005. "We were never just friends," Mike detailed. "We've been together since that day forward."

With a steady girlfriend and big dreams, Mike knew he needed a stable job. He quickly realized that sales could provide for them, much like his father and grandfather before him. "I decided that if I was going to be in sales, I wanted to sell something that matters. And what matters more than a home?" Mike was licensed in 2006 and has spent the last two decades building an incredible business. In 2012, he joined RE/MAX and has found the office to be a great home.

Originally known by the tagline Mike Sells Missoula, Mike made a name for himself as an agent who would do whatever it took to make his clients' dreams come true. "I have had the opportunity to live the Montana dream and I get to help others do the same," he said. "I take my job seriously." Mike covered all of Western Montana and worked long weeks to do just that.

After COVID and many stressful years in the hospital, Cari was ready for something else. "With the pace of healthcare and two young children at home, it just didn't make sense anymore," she said. Cari began working with Mike behind the scenes to help him manage his real estate business.

The Kapturs quickly realized that they work extremely well together and the business is better with double the input. She was licensed in 2023 and joined him full-time that year, forming the Homes 406 Team at RE/MAX.

Together, they cover a huge portion of the state, especially many of the rural towns. "We have a real passion for









smaller towns," said Mike. "We realized they were very underserved but they deserve the same level of service and marketing as everyone else."

They bill themselves as REALTORS® for everyday folk. They relate well to Montanans and work at all price points. "We try to focus on living and working intentionally," Mike said. "We want to be intentional with our clients and our family. We want to educate our clients and make sure they understand each step of the process. By doing that, we provide top-notch service."

The team has invested in "scrollstopper" media as they describe it, treating each of their listings to highquality and catchy marketing collateral. "People notice our listings thanks to that added touch and Cari has stepped up our social media game," said Mike.

Mike and Cari work in tandem, serving all of their clients as a team. "We say

"I HAVE HAD THE OPPORTUNITY TO LIVE THE MONTANA DREAM AND I GET TO HELP OTHERS DO THE SAME,"

you get two for the price of one," Cari said. "We go above and beyond because we have the bandwidth to do so." This model has proven quite successful. Last year, the pair closed just over \$13M all told.

Their commitment to the miracle of homes extends to the RE/MAX Rainbow Alliance – a program designed to help members of the LGBTQAI+ community access fair housing. "Everyone deserves a place to call home," Mike reiterated. "We show pride because others make them hide. I'm proud to have them in our community and I'm a housing ally."

Mike and Cari have two sons – Dylan (13) and Connor (10). They also have a dog named Gus and two cats named

Queso and Margarita. Dylan is proving to be quite the middle school basketball star, sending them around the state for his tournaments. Connor is an old soul with amazing wit and humor and has a blue belt in Taekwondo. They love doing all the typical Montana things as a family including, hiking, skiing, fishing, and camping. The Kapturs enjoy escaping to the beach or desert.

"Real estate can be a tough gig," Mike said. "We're rooting for our fellow agents and we rise by lifting others up. Don't take this job for granted - we get to help people experience the miracle of a home."

Connect with Mike and Cari at Team@ Homes406.com.





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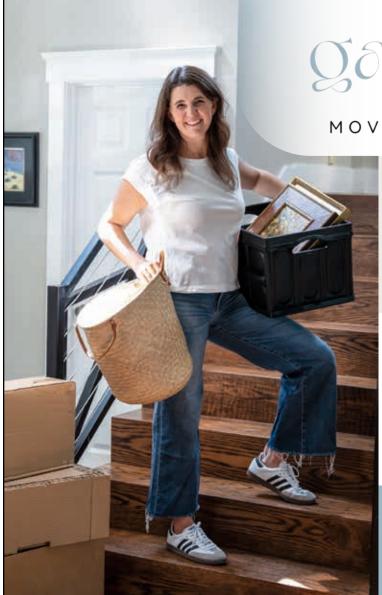


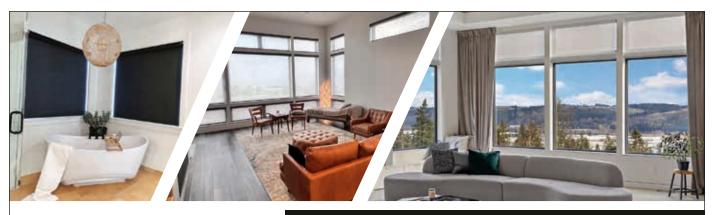
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Peter's path to building some of the finest homes in the Rockies started far from Wyoming. Born in New York and raised in Washington, D.C., his early interest in building led him to Princeton University, where he studied structural engineering.

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After graduation, he spent four years working on large-scale commercial projects at Whiting-Turner, honing his skills in project management and precision construction. But something was missing. He knew he wanted more than just a job—he wanted ownership, the ability to build something lasting on his own terms.

Peter then got his MBA from Harvard Business School and was recruited to build a dude ranch in Jackson Hole, Wyoming. "That was when I started taking the path less traveled." Through his work overseeing the construction of the equestrian center, clubhouse, and infrastructure, something clicked.

"When getting out of business school, the one thing I was absolutely dead set on was that there needed to be a path to ownership for me. I wasn't just going to work for somebody. I'd be somebody's partner, but I wasn't just going to be an employee. At the

time I thought I'd become a real estate developer, but I realized that I'm a builder at my core. I convinced my brother to move from Washington D.C. to Jackson Hole, and we started Teton Heritage Builders on February 1, 1996, in his rental living room."

The timing was perfect. The late '90s saw a surge of people moving to Jackson Hole, drawn to the area's beauty and lifestyle, and many wanted to build homes that honored the rugged elegance of the region. Teton Heritage Builders took off.

Off the back of a successful Jackson Hole client, Peter got the opportunity to take on a project in Big Sky Montana in 2003. Over the next two decades, his company would build some of the most stunning custom homes in Jackson Hole and Southwest Montana.

"The northern Rockies always had incredible craftsmen. But what they didn't have was an appreciation of the details of project management. Since I came from building \$40-50M hospital additions in Washington DC, that didn't seem like an unusual request. My brother and I immediately employed specific processes that clearly outlined what we were going to deliver and what it would cost, all while being connected to a network of extraordinary craftsmen in the Rockies. Our clients in Jackson Hole are the same type of clients I worked for back east. The synthesis of organization and project management with elite craftsmen didn't exist. That's what gave us our niche."

Today, Teton Heritage Builders is an employee-owned company, with nearly 40 people across three divisions: project managers, superintendents, and finish carpenters. Peter has always believed in rewarding dedication, offering employees who share his values and commitment a path to ownership.

Teton Heritage Builders has also been ahead of the curve in technology, using cloud-based project management systems for over 15 years. Clients can access their design choices at

"THE DEVIL AND THE LORD ARE IN THE DETAILS, SO I'M HAPPY TO MAKE SOMETHING SUPER SIMPLE AND ELEGANT, **OR ORNATE AND** COMPLEX, BUT THE **ONE NON-NEGOTIABLE** THING IS THAT THE CRAFTSMANSHIP





any time, track project progress, and communicate seamlessly with the team. Whether it's a multi-million-dollar estate in Big Sky or a custom home in Jackson Hole, the process remains consistent: measure twice, cut once, and deliver beyond expectations.

"There are no surprises when working with us. Everything that we're touching and building is something that becomes heirloom quality. The devil and the lord are in the details, so I'm happy

to make something super simple and elegant, or ornate and complex, but the one non-negotiable thing is that the craftsmanship has to be there. We sweat the details a lot to make sure that everything we build is something we're incredibly proud of."

In 2024, the company expanded its services to include in-house interior design, streamlining the process for clients who want a seamless building experience without juggling multiple

Outside of work, Peter finds balance in the same landscapes that first drew him to the Rockies. He loves getting out to fly fish or ski whenever he gets the chance. With his four children now grown and through college, he and his wife are settling into this next chapter, grateful for the life they've built in Southwest Montana. And while the company continues to evolve, one thing remains unchanged: the pursuit of excellence, the commitment to craftsmanship, and the belief that the best projects—like the best companies—are built on a strong foundation.

firms. They're also opening an office in

Teton Valley, Idaho, officially expanding

employees leading the expansion into

they're building their own futures, just

like Peter did nearly three decades ago.

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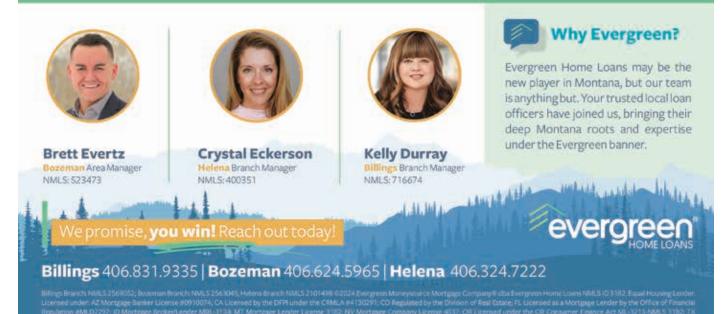
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It's About the People

BY KATE SHELTON PHOTOS BY ARNICA SPRING PHOTOGRAPHY

"My whole career, I've been about one thing: people. Real estate is not different for me. It's about the people, not the transaction. As long as my focus is where it should be, the rest falls into place. My focus is and will always be on the people I serve," said Mitch Hanson, the Operating Principal and a broker at Keller Williams Montana Realty.

Mitch grew up in Deer Lodge, Montana, and then earned a degree in business management and exercise science at Rocky Mountain College. From there, he spent the next several years working as a personal trainer in cities across the Western United States. He ended up training highend clients at a health club in Napa Valley where he learned so much about business and entrepreneurship from

those he trained. It was also in California where Mitch met his wife, Emily.

"I've always been a people person and I love helping people achieve their goals," he said. "Whether it's in the gym or in business or planning for the future, I'm about people and I'm here to help them succeed."

Mitch and Emily decided to move back to Montana in January 2015. "I knew that Mitch continues to serve his clients alongside I didn't want to trade hours for dollars his team. It's a balancing act, but one that anymore," he said. "I wanted to have more he's mastered by focusing on providing flexibility and control over my time." Based "unreasonable hospitality" to all. To Mitch, on a recommendation from his friend Jeff that means going above and beyond, no Renevier, Mitch decided to give real estate matter what. a chance. He was licensed in 2015 and has "Money follows excellence, so that's what I've always focused on. I don't worry about my commission checks or any of that, I simply provide excellent customer service, I provide excellent communication, I provide an excellent experience," he said. This model has worked. In the last decade, Mitch has become

never looked back. He joined Keller Williams where he learned under the tutelage of Pat Shampeny. "Keller Williams is such a great place to be," he said. "In the beginning, I didn't make a lot of money. I'd get up and train people from five to

nine AM, then I'd come to the office and learn everything I could. It took a bit of time but with my big network here, my business slowly grew into what it is today."

With Pat's retirement. Mitch had the opportunity to take over the role of **Operating Principal of the Keller Williams** Montana Realty office in Bozeman in 2018. "This is such a great team," he said. "We all help each other and there's always someone to bounce ideas off of. I feel really lucky to work with these people."

Mitch now oversees an office with over 100 agents. He enjoys the camaraderie and the deep experience within the walls. The

If I take care of the people, the rest will follow. That's how I show up for my family, my clients, and my team. People first."

entire team benefits from the tremendous support the admin group provides. Maddie Bowman is the Team Leader and helps with education, systems, recruitment, retention, and satisfaction among agents in the office. Jenny Grubb serves in an agent services and marketing role. Jada Doore manages the front desk and helps field marketing-related tasks. "This place wouldn't run without them." Mitch admitted.

one of the top agents in the region. He closes between 20 to 35 transactions per year and is usually in the 20-30 million range in production annually.

Despite this impressive track record, Mitch remains humble. "I meet each client where they're at," he said. "I treat their money like it's my own and I'm willing to have the hard conversations if I need to. I've told people to wait and I've told plenty of people that something isn't a good investment."

Mitch notes that his years working with clients in close proximity in the gym set him up well for his role as a REALTOR®. "I talked to people all day for 15 years. I know how to read the room and gauge their emotions. I know how to deliver news and push when they need it. I think people like working with me because they know they'll get excellent communication every time."

With his people-first mentality, it's no surprise that Mitch is passionate about giving back. He and his wife, Emily, are ardent supporters of Big Sky Bravery. This organization provides support for active-duty SOF men, women, and their partners with weeklong programs hosted right in the Big Sky area.

"There are thousands of programs for veterans, but almost none for those still in the fight," Mitch detailed. "My dad was a Vietnam veteran with two tours. This work is super important to me." Mitch served on the Big Sky Bravery board for six years and still actively helps fundraise for the organization. He and Emily also volunteer to serve the guests who travel to Montana for the program.

"We give them a week to decompress," he said. "You don't realize how valuable that is until you see it for yourself. Active duty is incredibly taxing, mentally and physically. They can come to Montana and just live – hike, ski, enjoy the fresh air. It does so much for them and their families."

Mitch is all in for the people in his life. That includes his family. Mitch and Emily have two boys Hunter (4) and Barrett (2). Mitch is thankful that he's able to arrange his schedule in a way that allows him to spend a lot of time with his family. They enjoy sledding, traveling, and anything outdoors.

"It's about the people, it always has been for me," he said. "If I take care of the people, the rest will follow. That's how I show up for my family, my clients, and my team. People first."

With this attitude, Mitch will be a solid fixture in the Montana real estate scene for years to come. "Let's do this together. It's not a competition. It's not a challenge to see which agent or brokerage will win. Let's collaborate so that our clients come first and we all succeed," he said. "We're better when we make it about the people."

Connect with Mitch at mitch@ mitchhanson.com.



Money follows excellence, so that's what I've always focused on. I don't worry about my commission checks or any of that, I simply provide excellent customer service, I provide excellent communication, I provide an excellent experience."

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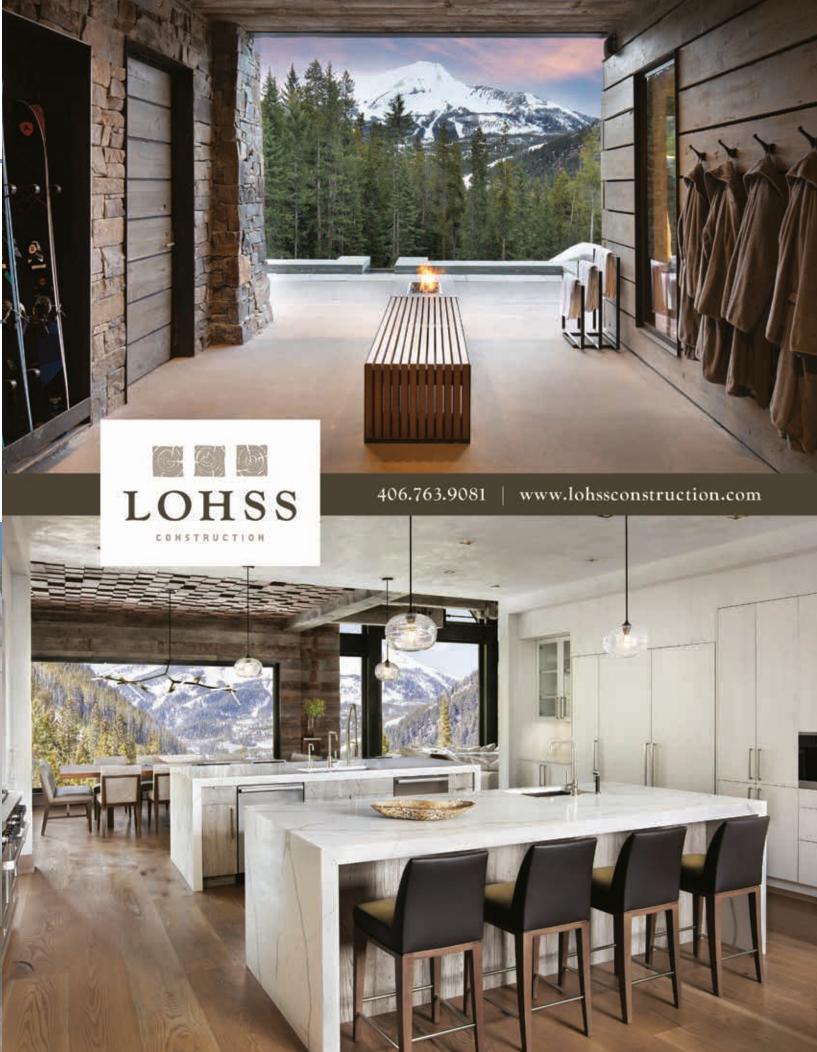
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