

COLORADO SPRINGS

APRIL 2026

REAL PRODUCERS[®]

Chad Sahhar

CASA BAY PHOTOGRAPHY



CONNECTING. ELEVATING. INSPIRING.

PRMGTM REAL ESTATE PARTNERSHIP PROGRAM

WE'RE
ALL IN

The Real Estate Partnership Program allows the owner of a real estate enterprise to become a W-2 employee of PRMG as a Branch Manager or Business Development Specialist to hire loan originators and receive distributions of profits once realized in a highly controlled business model.

WHAT TO EXPECT:

- Absolute best industry marketing tech stack
- Direct seller/servicer with Fannie, Freddie and Ginnie Servicing portfolio
- Multiple lead generating verticals
- Consistent two-week closings
- Multiple brokering outlets
- No overlays
- Credit union and small bank partnerships available
- ITIN, asset depletion, renovation, HECM and many other niche products
- Lead monitoring for FICO changes, debt, listings, mortgage inquiries and more
- In-house decisions for all products
- Affinity Partnership Program



Let's Partner! Call **TODAY** for Details!

JD PECK

BRANCH MANGER

NMLS ID: 314883

📞 719.428.1020

✉️ jdpeck@prmg.net

Paramount Residential Mortgage Group, Inc. (PRMG) is a mortgage lender. NMLS ID# 75243 (www.prmgconsumeraffairs.org). 1205 Corona Pointe Court, Suite 301, Corona, CA 92679. 866-776-4937 AZ Mortgage Banker License #910382, Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. Licensed by the NJ Department of Banking and Insurance. OH #PM304171000. Rhode Island Licensed Lender.



COROOFING
& SOLAR



'25 PPAR AFFILIATE OF THE YEAR

ZACK STARK

COROOFING.COM • 719-232-8747

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ASSISTANT TASKS

The On-Call Assistant
theoncallassistant.com

BUILDER

Structure Custom Builds
(719) 649-7195
structurecb.com

CUSTOM FRAMING

/ ART GALLERY
Orly's Art Gallery & Custom Framing
(719) 630-3371
orlysgallery.com

ESTATE SALES

Blue Moon Estate Sales
(719) 494-3659
bluemoonestatesales.com/
colorado-springs

ESTATE SALES & AUCTIONS

Schur Success Group
(719) 667-1000
schursuccessgroup.com

EXCAVATION SERVICES

Absolute Excavating, LLC
(719) 440-6000
absoluteexcavatingllc.com

FLOORING

HOMEstretch
(719) 900-8257
home-stretch.com/cos

GENERAL CONTRACTOR

Wickham's Workbench
(719) 632-5117
wickhamsworkbench.com

GIFTS

Leah's All Occasion Baskets, LLC
(719) 280-2341
leahsalloccasionbaskets.com

GLASS REPAIR

Lightning Glassworks & Screens
(719) 649-4001
www.lightning.glass

HANDYMAN

On Top Roofing & Restoration
(719) 432-9886
ontoproof.com

Wickham's Workbench

(719) 632-5117
wickhamsworkbench.com

HOME IMPROVEMENT

That 1 Painter
(719) 491-7031
that1painter.com/
colorado-springs

HOME INSPECTION

Brick and Mortar Home Inspection Inc.
(719) 648-2835
bandmhomeinspections.com

Ground Floor Home Inspection

(719) 641-1555
groundfloorhomeinspection.com

Inspections Over Coffee

Bryan Zenner
(720) 845-5282
InspectionsOverCoffee.com

HOME PREPARATION SERVICES

HOMEstretch
(719) 900-8257
home-stretch.com/cos

HOME WARRANTY

Home Warranty of America
Ali Romero
(719) 977-4137
www.hwahomewarranty.com

HVAC

Cheyenne Mountain HVAC
(719) 330-1839
cheyennemountainhvac.com

INSULATION

Koala Insulation
(719) 394-0033
koalainsulation.com/
colorado-springs

INSURANCE

American Family Insurance, Sam Brossard Agency
Sam Brossard
(719) 370-9729
amfam.com

JUNK REMOVAL

HOMEstretch
(719) 900-8257
home-stretch.com/cos

LANDSCAPER

Freedom Landscapes
Zack Langston
(719) 301-4000
freedomlandscapes.co

MARKETING

Connect Grafiks & Marketing
(719) 679-2626
connectgrafiks.com

MORTGAGE

Central Bank
centralbank.net

Fidelity Mortgage Solutions

Vaughn Littrell
(719) 290-0415
vaughnlittrell.com

Low Cost Mortgage

Mike Floren
(719) 362-0439
LCMLoans.com

Masters of Lending Team

Eric Newman
(719) 313-3570
mastersoflendingteam.com

Mortgage Solutions Financial

Leanna Hardwick
(719) 283-9577
mortgagesolutions.net

NFM Lending

Mary Greenwood
(719) 649-6656
nfm lending.com

Paramount Residential Mortgage Group, Inc.

JD Peck
(719) 428-1020
jdpeck.lender.marketing

Rate

Andrew Deyo
(719) 725-1024
rate.com

ODOR REMOVAL

1-800 WATER DAMAGE of Colorado Springs
(719) 684-9200
1800waterdamage.com/
colorado-springs

OUTDOOR LIVING

Freedom Landscapes
Zack Langston
(719) 301-4000
freedomlandscapes.co

PAINTER

HOMEstretch
(719) 900-8257
home-stretch.com/cos

Simplify Painting

(719) 502-0606
simplifypainting.com

That 1 Painter

(719) 491-7031
that1painter.com/
colorado-springs

PHOTOGRAPHER

Capture Life Photography
(719) 789-5558
capturelife.photo

Casa Bay Photography

(541) 213-5435
CasaBayPhotography.com

PHOTOGRAPHER | REAL ESTATE MEDIA

Black Clover Media
(719) 357-5273
blackclovermedia.org

PLUMBING

Bill's Plumbing & Drain
(719) 598-4775
billsplumbinganddrainservice.com

PROPERTY MANAGEMENT

All County Colorado Springs Property Management
(719) 445-7172
allcountycs.com

RADON TESTING AND MITIGATION

ExperTech Environmental
(719) 568-9142
expertechenvironmental.com

REMODELER

Wickham's Workbench
(719) 632-5117
wickhamsworkbench.com

ROOFING

CO Roofing & Solar
Zack Stark
(719) 232-8747
www.coroofing.com

On Top Roofing & Restoration

(719) 432-9886
ontoproof.com

SEWER SCOPING

Absolute Excavating, LLC
(719) 440-6000
absoluteexcavatingllc.com

SOLAR

CO Roofing & Solar
Zack Stark
(719) 232-8747
www.coroofing.com

STAGER

Elegant by Design
(719) 582-2999
elegantbydesignstaging.com

TITLE & ESCROW

Chicago Title of Colorado
(719) 602-9431
colorado.ctic.com

Empire Title of Colorado Springs

(719) 884-5300
etcos.com

TRANSACTION COORDINATOR

Avenue Transactions
Olivia Roemer
(941) 518-7401
avetransactions.com

WATER DAMAGE RESTORATION

1-800 WATER DAMAGE of Colorado Springs
(719) 684-9200
1800waterdamage.com/
colorado-springs

WINDOW REPLACEMENT

Lightning Glassworks & Screens
(719) 649-4001
www.lightning.glass

Windows America

(719) 337-5851
windowscoloradospringsco.com

WINDOW SCREENS

Lightning Glassworks & Screens
(719) 649-4001
www.lightning.glass

YOUR TRUSTED PARTNER FOR REAL ESTATE SUCCESS



SPECIALIZED PLUMBING SERVICES FOR REALTORS & PROPERTY MANAGERS

- Pre-listing Inspections to ensure properties are in top condition
- Water Heater Repair/Replacement for updated and reliable systems
- Sewer Line Inspections & Repairs to avoid costly surprises
- Quick, Reliable Service for Closing Deadlines
- Emergency Plumbing Services available when time is of the essence



Contact us today

(719) 598-4775 | billsplumbinganddrainservice.com

Meet The Team



Brian Gowdy
Publisher | Advertising Sales
 719-313-3028
 brian.gowdy@n2co.com



Tabby Halsrud
Editor
 cosrealproducerscontent@n2co.com



Sue Hunyady
Ad Specialist
 COSads@realproducersmag.com



Stefy Ruiz
Event Coordinator



Heidi Mossman
Photographer
 719-789-5558



Maria Bay
Photographer
 541-213-5435



Aimee Garske
Client Concierge



Sara Cripe
Social Media Manager
 sara@connectgrafiks.com

RP DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.



Our Vision for Colorado Springs Real Producers:

To elevate the culture in real estate so agents and vendors know each other better and treat each other more humanely. Better communication results in smoother transactions, happier clients and more repeat business for everyone involved.



Want a Smoother Path to Closing? Call Kim.

Kim Majors is known for her clear communication and steady approach. She works closely with buyers to make sure they understand their options, helping reduce uncertainty along the way.

That preparation leads to a more seamless mortgage experience for everyone.



Kim Majors
 Mortgage Loan Originator
 719 964-4624 | NMLS #840748

Call Kim Today!



5278 N Nevada Ave Ste 100 Colorado Springs, CO 80918

This is not a commitment to lend or extend credit. Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. All rates, programs, and fees are subject to change without notice. Other restrictions may apply. See bank for details. The Central Trust Bank NMLS #407985 MEMBER FDIC 238 Madison St. Jefferson City, MO 65101. Copyright Central Banccompany. All rights reserved.

A Positive Note

Real estate community, welcome to our April edition of *Colorado Springs Real Producers!* As I'm writing this, it's late February, and we're months into the warmest, driest winter I've experienced since moving to the state in 2013. I'm hoping the snow isn't saving itself for May 1st—the night of our Awards Gala. Those of you who've attended before know our luck with bad weather!

I want to share a few positive moments I've experienced with the real estate community recently.

A few weeks ago, we sent Top 500 Agent badges to the agents who ranked in the top 500 for sales volume reported to the Pikes Peak MLS in 2025. The data we use is close but rarely perfect (several variables make it nearly impossible to achieve perfect accuracy). What may surprise you is that everyone who reached out was patient and respectful while clarifying their ranking—even those who felt the numbers we had were incorrect.

An agent recently contacted me to share how winning one of our 2025 Real Producers Awards revolutionized their business this year. Our



Brian Gowdy speaking on a panel at The N2 Company / Real Producers national conference in January 2026

platform recognizes agents regularly, and while I'm always grateful, it's uncommon for someone to follow up weeks or months later to share the lasting impact. That meant a lot.

Lastly, I ran into an agent we featured months ago at a speed networking event hosted by our partner, Mary Greenwood with NFM Lending (shoutout to Mary, who is such a great supporter!). This agent gave me the kindest hug and reminded me that what I do—what Real Producers stands for—matters. It came on a challenging day, and I'm grateful for it.

Thank you all for your patience and support. I do my best to create an exceptional experience for everyone within my circle, personally and professionally, and it's meaningful to be reminded of that. The next time you have the opportunity, I encourage you to go out of your way to remind someone of the impact they've had on you. They'll remember it.

Thank you,

Brian Gowdy
719-313-3028 | brian.gowdy@n2co.com
Publisher of *Colorado Springs Real Producers*



Tracey and Dennis Jankowski, Lauren Papp, and Brian Gowdy at Super Nintendo World in Universal Studios Orlando prior to the N2 Company / Real Producers National Conference

Reflections from the Editor

This month's stories reflect that each agent built a career grounded in people, growth, and service. Their paths began in different places yet all three discovered real estate as the arena where grit, empathy, and work ethic could shape something lasting. Mentors helped them refine skill, develop character, and stay the course. Each treats real estate as something deeper than a transaction; it's a way to steady families in moments of transition, create community, and build a life anchored in integrity.

Experiences invited them to level up, change direction, or rewrite their business approach. They embraced the challenge, learning to trust the long game instead of chasing quick wins. Beneath their individual narratives lies a conviction for real connection: clients becoming friends, newcomers finding home, and young professionals carving out space in a demanding industry.

I hope you enjoy reading these stories!



Tabby Halsrud
Editor

cosrealproducerscontent@n2co.com

WICKHAM'S WORKBENCH

Stress-Free Updates. Market-Ready Results.

Whether it's pre-listing updates or post-sale repairs, we take the stress out - so you can focus on closing.

- Home Repair and Remodel
- Fully Licensed and insured

(719) 632-5117

A TRUSTED PARTNER

Value-added services to prepare homes for sale.



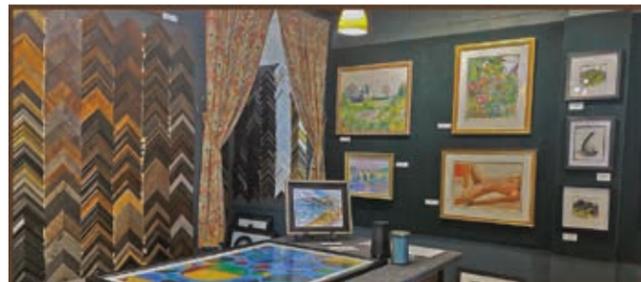
719-900-8257

HOME
stretch

Get in touch.

Meet the Owner:
Cheryl Garland

Servicing the Castle
Rock & Colorado
Springs area.



Check Out Our New Website!

Now offering our online store featuring some amazing pieces and other items that we've collected over the years.



orlysgallery.com
719.630.3371

730 South Tejon,
Colorado Springs



WE'VE GOT YOU COVERED

COLORADO'S MOST TRUSTED HOME WARRANTY PARTNER FOR REALTORS

COVERAGE FOR HVAC
APPLIANCES • PLUMBING • ELECTRICAL

- 13 MONTHS COVERAGE
Fully customizable plans
- NO AGE RESTRICTIONS
On home or systems
- FAST, LOCAL SUPPORT
No more 800 numbers

"I'M ALI ROMERO AND I'M COVERING COLORADO"



CALL TO PLACE AN ORDER
TODAY
719-977-4137



HELP YOUR CLIENTS PROTECT THEIR FAMILIES FROM RADON GAS EXPOSURE!



EXPERTECH ENVIRONMENTAL

RADON MITIGATION

Expertech Environmental is here to support real estate agents and their clients during transactions. Our certified radon professionals offer timely, accurate testing and mitigation services, ensuring a smooth process. Let us handle radon compliance so you can focus on your clients!

- 80% Of Our Systems Reduce Levels Below 2.0 pCi/L
- 100% Customer Satisfaction Guarantee
- Transferrable Warranty



VISIT US
ONLINE TO
LEARN MORE

CONTACT US TODAY
(719) 568-9142
expertechenvironmental.com



AIDAN PEÑA

BUILDING A BUSINESS THE HARD WAY

CASA BAY PHOTOGRAPHY

Aidan Peña did not grow up with a single hometown. Raised in a military family, he moved frequently as a kid while both of his parents served in the Air Force. His mom stepped away from the military after having children, while his dad stayed in for 27 years. By 2012, Aidan landed in Colorado Springs, and for the first time, stayed put. “Colorado Springs is home at this point,” he said.

At Vista Ridge High School, Aidan was known less for real estate ambitions and more for track. The 400-meter race was his specialty, though he ran everything from the 100 to the 800. Track shaped much of his high school experience and originally pointed him toward a different future. His plan was



to attend UCCS on a track scholarship, study sociology and psychology, and pursue a career in social work. He made a firm decision early. If he did not earn a scholarship, he would not attend college. “I’m not going to rack up the debt just to go into a career that would take me 10 to 15 years to pay off.”

When the scholarship did not materialize, Aidan went straight to work. His first job was delivering pizzas at Pizza Hut. At the same time, he enrolled in real estate school and earned his license at 19. Real estate was not a lifelong dream at that point; what appealed to him was the opportunity. He liked not needing a college degree, being in control of his own career, and seeing a direct

return on the work he put in “I’ve always prided myself on outworking the competition,” he proclaimed.

At 19, he admitted he knew nothing about owning a home. “It was almost like learning a foreign language,” he said, referring to real estate terminology. A personal connection helped him get started. Greg Luczak’s son was Aidan’s best friend in high school, and Aidan reached out directly. “I told him, ‘Hey Greg, I’m in real estate school... this is what I want to do,’” Greg took a chance on him, bringing him onto the team as the youngest hire at the time.

For the next year and a half, Aidan worked as an assistant, learning the business from the ground up. He

described himself as the team’s “errand boy,” helping with listings, running tasks, and absorbing how transactions worked from the inside. During that time, he kept his Pizza Hut job to maintain a steady income. Eventually, real estate demanded more of his time. In 2021, he quit delivering pizzas and went all in. “It was a pretty big leap, I’d be lying if I said I wasn’t scared.”

The timing was complicated. Aidan earned his license just months before COVID shutdowns began. While many agents experienced record-breaking years, Aidan felt behind. “Everybody was selling, but since I was so new in the business, I was like, ‘Well, what am I doing wrong?’” He entered the industry during historically low interest rates, then had to adjust quickly as the market shifted. Learning to explain those changes to clients became part of his early growth.

The defining turning point came in 2023. After returning from a vacation and spending more money than he should have, Aidan got COVID and ended up hospitalized for several days. Lying in a hospital bed without health insurance, he took stock of where he was. “You call yourself a REALTOR®, but you have near nothing to show for it,” he remembered thinking. “What are you doing?”

That moment changed how he worked. Once released, he attacked the business in a different way. “Cold calling is how I built my entire business,” Aidan said. He committed to the practice every day until he was mentally spent. The results did not come immediately, but they came. More than half of his production that year happened in the final three months. “When it was April, May, I was putting in the reps; the fruits of my labor didn’t show for another three to four months.”

Aidan credits that period as the breaking point that reshaped his career. He also credits Greg for sticking with him. “There’s no way I’d be here right now without him,” he said.



In October 2025, Aidan made one of the most pivotal moves of his career, stepping into the role of a solo agent with eXp Realty under the mentorship of Aimee Fletcher and Jed Johnson. While embracing this new chapter, he remained deeply connected to and collaborative with agents who made the transition alongside him, including Drake Guidry, Sydney Burnett, and Brandon Tomic. That season of change prompted him to slow down, take a hard look at his business, and rebuild with intention.

Aidan shifted his focus away from chasing the next transaction and

toward strengthening long-term client relationships and delivering a higher level of service. From that clarity, Innovative Moves was born, a brand rooted in communication, integrity, and purposeful growth. The result was the busiest year of his career in 2025, transacting just shy of \$19 million in volume, all while navigating the most significant transformation he's ever undertaken.

Reflecting on his journey, Aidan recognizes how uncommon it is for young agents to stay in the business long enough to see momentum build. "You really don't see too many

“
**YOU REALLY DON'T SEE
 TOO MANY YOUNG
 AGENTS... WEATHER
 THROUGH THE STORM
 AND COME OUT ON TOP.**
 ”

young agents... weather through the storm and come out on top," he said. His advice is straightforward. Put in the hours, outwork most people, and know your why.

For Aidan, real estate has not been about shortcuts or fast wins. It has been about staying in the game long enough for effort to compound, learning the business one hard lesson at a time, and choosing to keep going when quitting would have been easier.

Mental health is a priority in Aidan's world. He tracks how his mindset changes based on habits like working out, getting sunlight, stretching, and maintaining a routine. "It helps my mental fortitude and keeps me focused," he said. Outside of work, Aidan gravitates toward anything active and outdoors. He enjoys hiking, fishing, and volleyball, particularly playing in local leagues. For him, movement and time outside are not hobbies as much as necessities. During any other downtime, you will usually find him doing one of three things: watching anime (Aidan added, "Yes, I'm an anime nerd... hahaha..."), throwing down in the kitchen (or blackstone!), or spending his Saturday evenings watching UFC. "My girlfriend knows, when the big screen comes on with fights, my selective hearing doubles in power," he laughed.

As much as he loves selling real estate, Aidan sees a future where he retires young to travel the world with his partner, Grace. "There's so much to see in the world and not enough time to spend with loved ones... The last thing I want to do is work myself to the grave, look back and regret the time I missed."



YOUR ALTERNATIVE LENDER

Helping You Sell More Homes with Smart, Flexible Programs

- **Buy Before You Sell** - move now without double payments, and tap into current equity
- **2nd Mortgage Solutions** - access your equity with variable or fixed rate options, without touching your existing first mortgage
- **Investor Loans** - purchase or refinance without having to prove personal income (no taxes or W2's)
- **Self-Employed Programs** - qualify even with extensive write-offs, or no tax returns at all
- **Reverse Mortgages** - 1st or 2nd lien options, purchase or refinance, including credit lines to draw from as needed (payments are optional)

Lower Rates. Better Tech. Real People

Your Clients will LOVE our unique approach to lending.



ERIC NEWMAN, CMPS
 Lead Mortgage Advisor
 O: 719.313.3570
 MastersOfLendingTeam.com
 eric@MastersOfLendingTeam.com
 NMLS #97776



Canopy Mortgage cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All dates are estimates and will vary based on all involved parties level of participation at any stage of the loan process. Contact Eric Newman at Masters of Lending Team for more information. Powered by Canopy Mortgage LLC NMLS #1359687

Bridge financing to access equity in existing home subject to loan-to-value limits. Term with no payments due is maximum 12 months and balloon payment of balance due at that time. Listed homes may remain on market for sale with current Realtor. All loans subject to credit and property approval. For licensing info visit www.nmlsconsumeraccess.org

When Recognition Creates Momentum

BY BRIAN GOWDY



When Daniel Padilla heard his name called as the recipient of the People's Choice Award at the 2025 Colorado Springs Real Producers Awards, he didn't expect it to mark a turning point. But in the months that followed, the recognition did far more than sit on a shelf — it created momentum.

For Daniel, owner and leader of The PCS Team, the award validated years of intentional effort. Long before the nomination, he had already committed

to sharing his message through video and social media. While the content was consistent, the response initially lagged. That changed once he received his nomination for the Social Media Star award, which resulted in taking home the People's Choice award.

"After the nomination, I started seeing real engagement," Daniel shared. "People weren't just watching — they were interacting. Those conversations turned into appointments, which turned into contracts." The award

helped clarify something important: his message was reaching the right people.

Being nominated for a peer-voted award also expanded Padilla's visibility beyond transactions. Fellow agents recognized him, conversations opened more easily, and new professional relationships formed across the industry. Outside of real estate, the recognition carried just as much weight. People in the broader Colorado Springs community began to connect the name and face they had seen online with a trusted professional in their market.

That credibility carried into client relationships as well. Daniel now shares the story of the award during buyer and seller consultations. For clients navigating major decisions, knowing their agent is respected by both peers and the public reinforces confidence. As Daniel puts it, it helps clients feel they're "talking to the right individual."

The ripple effects continued. Within days of the awards gala, Daniel was invited onto local television, leading to multiple appearances and additional recognition later in the year. All of it stemmed from a single moment of community acknowledgment.

When the 2026 Real Producers Awards were announced, Daniel reached out to Brian Gowdy to share the impact the award had on him and offered to share his story in the magazine. "This is a community award," Daniel said. "It represents the agents doing the work day in and day out." The People's Choice Award didn't just celebrate past effort — it amplified it, proving that when a community shows up for one of its own, the impact reaches far beyond the stage.

We hope you join us at the 2026 Real Producers Awards on Friday, May 1st. Follow our social media pages for information on tickets, nominees, and voting!

Q&A

WITH INSPECTOR CLARK HEMKER →



Q What brought you to this field?

I served in the Army for over 12 years. After my service, I spent several years searching for a career that I truly loved and felt excited about. After trying a few office jobs, I realized I needed something different. Being a home inspector had been on my mind for several years, so I finally decided to jump in and make it a reality.

720-845-JAVA (5282)

Frontrange@inspectionovercoffee.com
InspectionsOverCoffee.com

Q What do you love about your work?

What I enjoy most about being a home inspector is the opportunity to help people. I've always loved serving and assisting others. I also enjoy being out in the field, exploring both new and old homes, and interacting with clients.

Q What do you like to do outside work?

Outside of work, I love spending time with my wife of 17 years and our 10-year-old twin girls. We have two cats—Millie and Murphy—and a goldendoodle named Ruby. I coach my girls' volleyball team and am usually busy with endless DIY projects around the house. I also enjoy woodworking and have built many pieces of furniture. I grew up in Wisconsin and am a big Packers fan. I'm also into hockey—GO AVS GO!



YOUR REAL PRODUCERS PORTRAIT PHOTOGRAPHER



Do it right the first time! Family-High School Seniors-Professional Headshots
CALL TODAY! 719-789-5558 WWW.CAPTURELIFE.PHOTO

WHO ~~HOW~~ MANY

Savvy businesses know it's all about *who many* you reach – not how many.

Our niche publications, exclusive events, and targeted digital marketing get your brand in front of ideal clients affordably.

Let's talk!

Reach out to the publisher of this magazine today.

RP REAL PRODUCERS

Make Every Closing Memorable

Leah's personalized, locally curated gift baskets transform client gratitude into long-term relationships.

Perfect for:

- Closing gifts
- Welcome-home baskets
- Thank-you gifts for referrals
- Neighborhood-themed baskets



NEW CLIENT OFFER:
SAVE 10% ON \$75+



Order online or call 719-280-2341
leahsalloccasionbaskets.com



SAVE THOUSANDS

WE ARE GOOD, FAST AND CHOOSE TO BE CHEAP

MIKE FLOREN,
OWNER
NMLS #1574886

MIKE@LCMLOANS.COM



720-448-6610
719-362-0439

2226 E Boulder St.
Colorado CO 80909

LCMLOANS.com/RATES

LOW RATES

7am to 11pm 7days a week

Low Cost Mortgage LLC NMLS #2357261. Low Cost Mortgage is not endorsed by, or acting on behalf of or at the direction of the U.S. Department of Housing and Urban Development, Federal Housing Administration, The Veterans Administration, The U.S. Department of Agriculture or the Federal Government. All the programs are subjected to credit and income qualification. This is not a guarantee of financing or a firm offer of credit.





TOM REBER

CASA BAY PHOTOGRAPHY

Simplify

P A I N T I N G



Elevating the Standard for the Painting Experience in Colorado Springs

Tom Reber has always believed that success starts with service. A U.S. Marine Corps veteran, former high school football coach, and lifelong entrepreneur, Tom has spent his career building businesses rooted

in discipline, trust, and communication. His latest venture, Simplify Painting, brings that same values-driven focus to homeowners and real estate professionals across Colorado Springs—with a sharp emphasis on

delivering a better painting experience, from first call to final walkthrough.

Raised in Wheaton, Illinois, Tom grew up working for his uncle, a painting contractor, but never envisioned becoming a business owner himself. After serving in the Marines and working in sales for a construction supply company, he decided—almost on a whim—to start his first painting business in the Chicagoland area in the early 2000s. It quickly took off, fueled by a reputation for speed, quality, and clear communication. Within a few years, the company was completing over 400 jobs annually—75 to 100 of which came directly from real estate agents preparing homes for market or refreshing newly purchased properties.

“I’ve always believed our job is to help agents get paid,” Tom says with a smile. “If we do our job right, they can get that home listed sooner, make it show better, and close with less stress. And if the buyer needs work on the new place, we’re already the trusted go-to.”

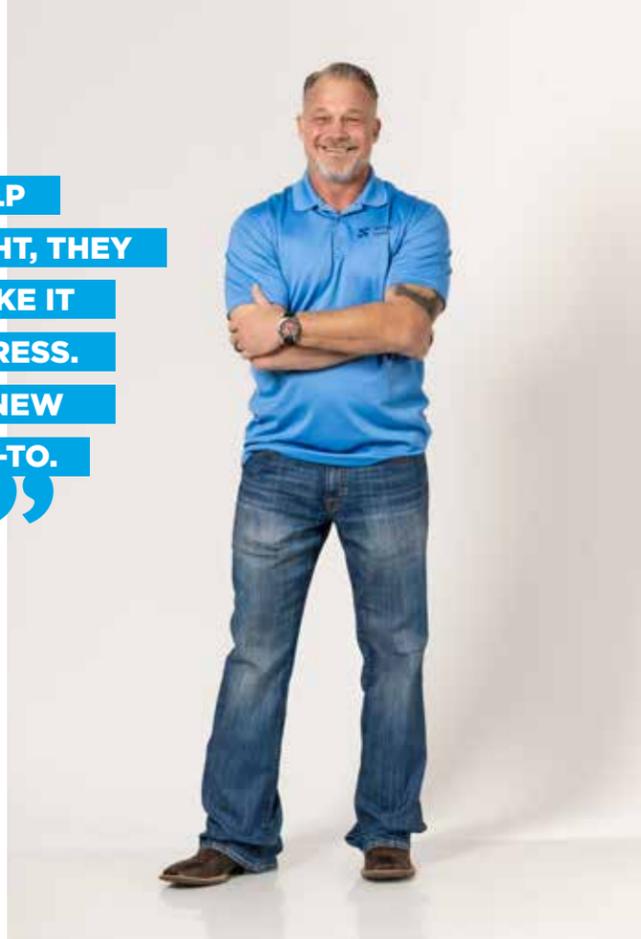
One of the standout offerings from his original company—and now part of Simplify Painting’s services—is

the popular “Painter for a Day” program. For a flat rate, agents and sellers can hire a professional painter to knock out a punch list of high-impact updates: painting a front door, touching up baseboards, removing dated wallpaper, or refreshing a key room. It’s a quick, budget-conscious option designed with transactions in mind.

After selling that first company in 2012, Tom and his family moved to Colorado Springs, where he launched The Contractor Fight—a national coaching and education platform that now reaches hundreds of thousands of home improvement contractors across the globe. He’s the host of the #1 podcast for home improvement business owners, in 2022 he hosted the show Unfinished Business on HGTV, and is the author of Sell Unafraid, a guide to confident, ethical sales rooted in communication, empathy, and preparation. As a keynote speaker on Standards & Discipline, Tom has shared the stage with elite performers and high-impact leaders including Tim Tebow, Ed Mylett, Tim Grover, Ben Newman, and Marcus Sheridan—bringing his message of identity,



I'VE ALWAYS BELIEVED OUR JOB IS TO HELP AGENTS GET PAID. IF WE DO OUR JOB RIGHT, THEY CAN GET THAT HOME LISTED SOONER, MAKE IT SHOW BETTER, AND CLOSE WITH LESS STRESS. AND IF THE BUYER NEEDS WORK ON THE NEW PLACE, WE'RE ALREADY THE TRUSTED GO-TO.



standards, and disciplined leadership to audiences that demand excellence.

In mid-2024, Tom decided to return to his roots and relaunch a painting company—this time with more clarity, experience, and intention than ever before. Within the first year, Simplify Painting outpaced the first-year revenue of his original company by a factor of eight. “This wasn’t about money,” Tom says. “It was about the challenge. I got tired of talking about what I used to do. I wanted to get back in the arena and build something excellent again.”

Today, Simplify Painting’s mission is simple but bold: to elevate the standard for the painting experience in Colorado Springs. That’s not just about the finished product—it’s about the process. “People hire a pro because they expect it to look good,” Tom says. “What they don’t expect—but should—is consistent communication, professionalism, and accountability. That’s where we shine.”

Some of the unique value Simplify Painting offers includes:

14-Day Completion Guarantee – For when timing is the key factor...

From agreement to final walkthrough, projects are completed in two weeks or less—or the client receives \$500.

Pre-Job Walkthroughs – A comprehensive checklist ensures alignment before work begins, covering everything from color verification to access and pets.

Three-Year Warranty with Annual Inspections for Exteriors – Each year, the team proactively schedules a follow-up to inspect the paint job and address any issues—before they become problems.

Online Instant Quote Generator – Prospective clients can get a quick cost range online, eliminating the wait for estimates and allowing for more transparency.

Relationship-Focused Real Estate Support – Whether it’s last-minute prep before a listing or a full interior repaint post-closing, the Simplify team partners with agents to meet deadlines, respect budgets, and reduce transaction stress.

Tom’s approach is relationship-based, not transaction-based. “Your painter should be part

of your team,” he says. “Our job is to make the agent look like a hero.”

Real estate professionals especially appreciate Tom’s solution-oriented mindset and ability to customize the experience for each situation. “If time is the priority, we move fast. If the house is occupied, we make it easy on the sellers. If it’s about budget, we prioritize the scope. The key is setting expectations clearly—and then honoring them.”

Outside of business, Tom and his wife Lee are proud parents of five young adults, including three children they adopted from Haiti, China, and Atlanta, Georgia. Tom is also a dog lover (his 115-lb Rhodesian Ridgeback, Fighter, is the family favorite), a kettlebell enthusiast, a former drummer, and a devoted

supporter of veterans and first responders. Through Simplify Painting, he donates a portion of every job to Tunnel to Towers Foundation or the Wounded Warrior Project.

As Simplify Painting continues to grow, Tom’s vision remains focused on excellence. “I want people in this city to hear the word ‘paint’ and immediately think of us because we make the process easier, smoother, and better.”

For real estate agents looking to partner with a reliable, client-focused painting company that understands the pressure of the transaction timeline, Simplify Painting is more than a vendor—it’s a value-add to the team.

Learn more at [SIMPLIFYPAINING.COM](https://www.simplifypainting.com).

Clean Lines.
Fresh Paint.
HAPPY CLIENTS.



We make painting effortless—so you can focus on what you do best: selling homes.



719-502-0606
[simplifypainting.com](https://www.simplifypainting.com)





Lightning
Glassworks & Screens

Glass in a Flash!
Post-Inspection repairs for GLASS,
WINDOW REPAIR and DOOR REPAIR.

Fast and affordable. 35+ years serving Colorado Springs and the I-25 corridor including Monument, Castle Rock, Pueblo and Fremont County.

Hours 8-5 Mon-Fri // Install Hours 9-4 Mon-Thurs
Call or text for a free estimate today
719-649-4001 • www.lightning.glass



Brick and Mortar
HOME INSPECTIONS, INC



Confidence You Can Sell Starts with Inspections You Can Trust!



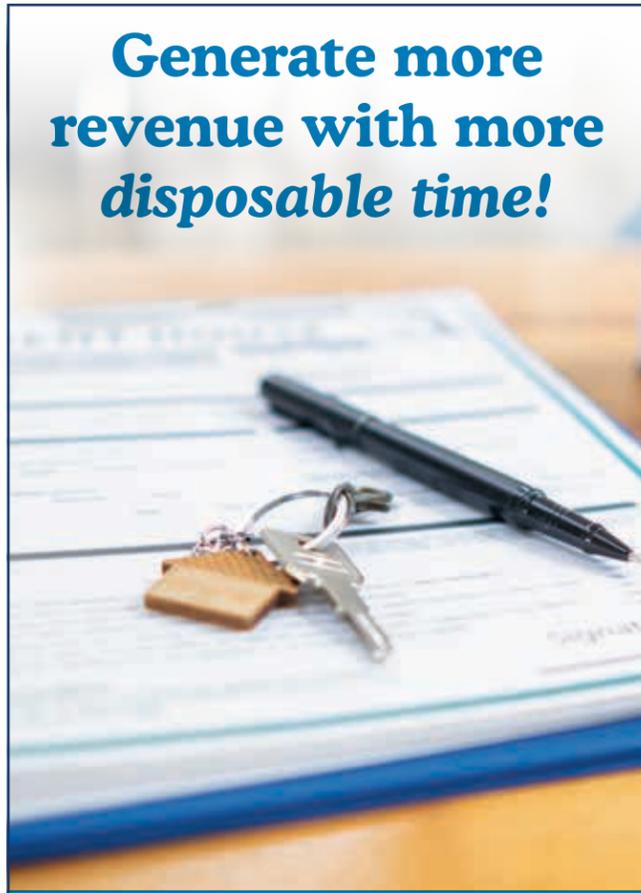
CasaBay Photography

24/7
ONLINE BOOKING AT
BandMhomeinspections.com
Speak to our customer care team at
719-648-2835



ONLINE SCHEDULING MADE EASY

Generate more revenue with more disposable time!



The On-Call Assistant is the leader in as-needed real estate services.

We handle your to-do list with local & remote pros, so you can focus on high-value tasks—*or just breathe.*



Casa Bay Photography



The On-Call Assistant
FOR ALL YOUR REAL ESTATE NEEDS

Michael Shenuk
CEO/Co Founder

Aimee Garske
COO/Co Founder

Theoncallassistant.com
719-208-4605



[f](#) [@](#) [in](#)



Built for the Climb + Trusted at the Summit

Your Lending Partner for Every Adventure

Responsive 

Proactive 

Solution Based 

From Preapproval, to contract, to keys + every step in between. Consistency wins deals. We do the **right thing** every time. That's the standard we bring to **each deal.**

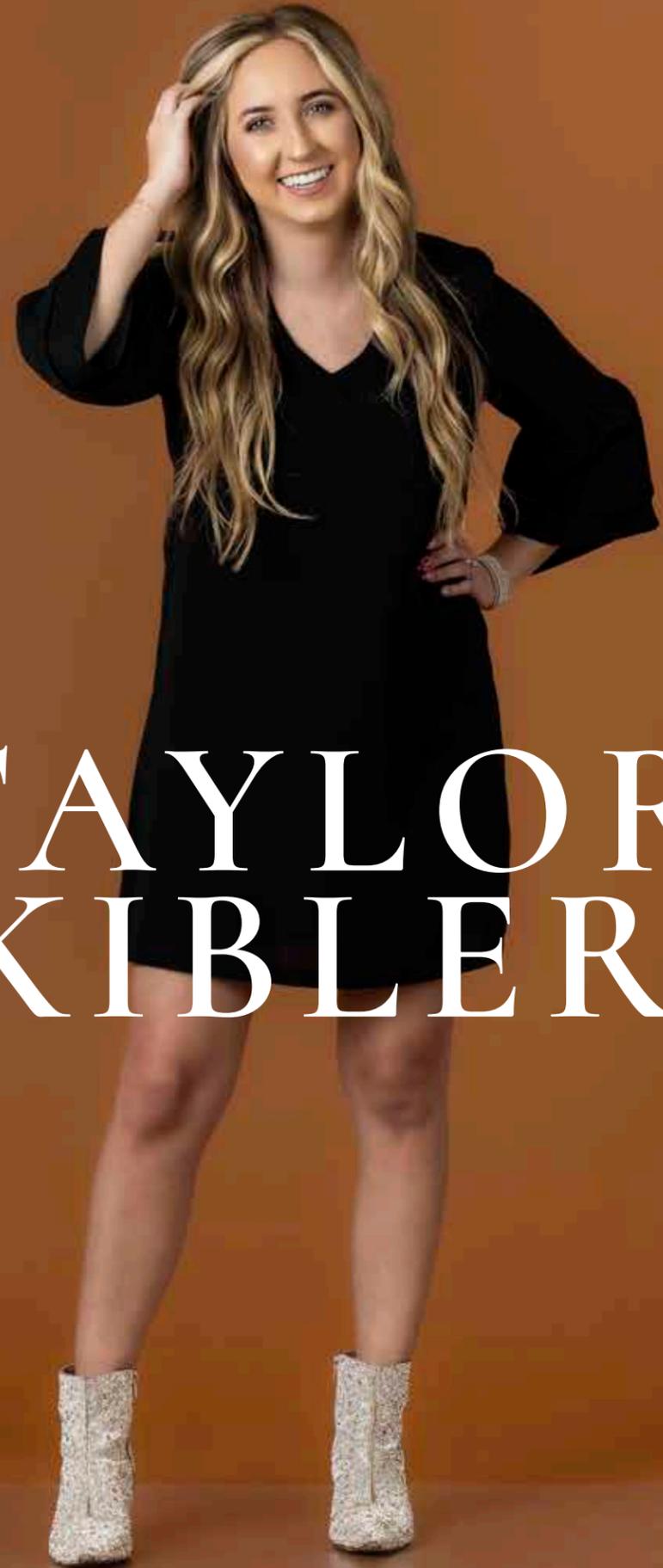


TAYLOR GUTIERREZ
Loan Originator
NM LS# 2737873
Cell: **779-440-4453**
7750 Kelly Johnson Blvd Suite 740
Colorado Springs, CO 80920
tgutierrez@nfm lending.com
NFMLending.com/TGutierrez

 **NFM Lending**[®]
Ready. Set. Mortgage.™



WE WILL NEVER ASK YOU TO WIRE MONEY! BEWARE OF PHISHING EMAILS REQUESTING A BANK WIRE. PLEASE CALL AND SPEAK WITH YOUR LENDER, TITLE COMPANY AND CLOSING ATTORNEY TO CONFIRM ANY WIRING INSTRUCTIONS BEFORE YOU WIRE ANY FUNDS. The information in this email is confidential, privileged, and/or proprietary to NFM Lending and/or its affiliates. The information transmitted herewith is intended only for use by the individual or entity to which it is addressed. Access to the email message by anyone other than the addressee is unauthorized. If you are not the intended recipient, any disclosure, copying, or distribution of the message, or any action or omission taken by you in reliance on it, is prohibited and may be unlawful. If you have received this email message in error, please immediately notify the sender and/or NFM Lending by calling (888) 233-0092 and return and/or destroy the original message.



TAYLOR KIBLER

A Colorado Springs native, Kibler did not initially plan on a career in real estate. Her first professional goal was hairstyling. During her junior and senior years of high school, she attended beauty school and earned her hairstylist license before graduating. That plan unraveled quickly once she entered the workforce. After just one day working in a salon, she realized it was not the path she wanted to pursue.

“I came home and said, ‘I’m never going back again,’” she recalled, citing the lack of flexibility. While hairstyling fell away, real estate had already been quietly taking shape in the background. Kibler spent nearly every afternoon after school accompanying her mom

to work. Those ride-alongs soon turned into hands-on involvement. She helped manage calendars, followed up with clients, sent texts, and observed every part of the job from driving across town to writing contracts and making calls. “She really was my assistant,” Bourgeois said. “We didn’t even mean for it to happen. It just happened every day for two years.”

Seeing the pace and workload firsthand did not discourage Kibler. Instead, it helped her decide. The same night she walked away from hairstyling, she enrolled in real estate school and never looked back.

Kibler earned her real estate license in 2019, shortly before the pandemic, and immediately joined her mother’s

team. At just 19 years old, stepping into rooms filled with experienced agents was intimidating. “I was really intimidated at the time,” she said. “Everyone was so much older than me.”

Early on, confidence not capability was her biggest challenge. That began to change with experience. As transactions accumulated, so did her sense of belonging. “The more deals I did, the more comfortable I became,” she said. “Even though other agents have been in the business for 20 years and are much older than me, I still know what I’m doing. I have the same license as them, and I’m no less because I’m young.”

When asked what advice she would give herself on the day she earned her license, Kibler didn’t hesitate.





“Go out there and run with it, and don't be intimidated by anyone.”

don't know anyone. I get to be the person to help them navigate the move and make Colorado Springs feel like home. I've built lasting friendships with many of them.”

For Kibler, real estate is not transactional. “I'm not just here to do a deal,” she said. “I'm here to build a lasting relationship and really be your friend afterward.”

Outside of real estate, Kibler stays active in the community. She volunteers with The Marian House and Christmas Unlimited and serves as a Falcon cheer coach, continuing an activity she participated in throughout middle and high school. She also enjoys hiking, camping, and traveling, with favorite local destinations including Taylor Park and Garden of the Gods. Her international travels have taken her to Switzerland, Italy, and Spain.

Looking ahead, Kibler sees the possibility of building a team someday—though not yet. She envisions a collaborative environment that could eventually include family members, including her mom and her sister, who is currently pursuing her real estate license.

What carried Kibler through the early years, before confidence caught up with experience, was persistence. “I liked what I did, and I didn't want to give up,” she said. “I knew I wanted to do real estate. I just kept pushing myself.”

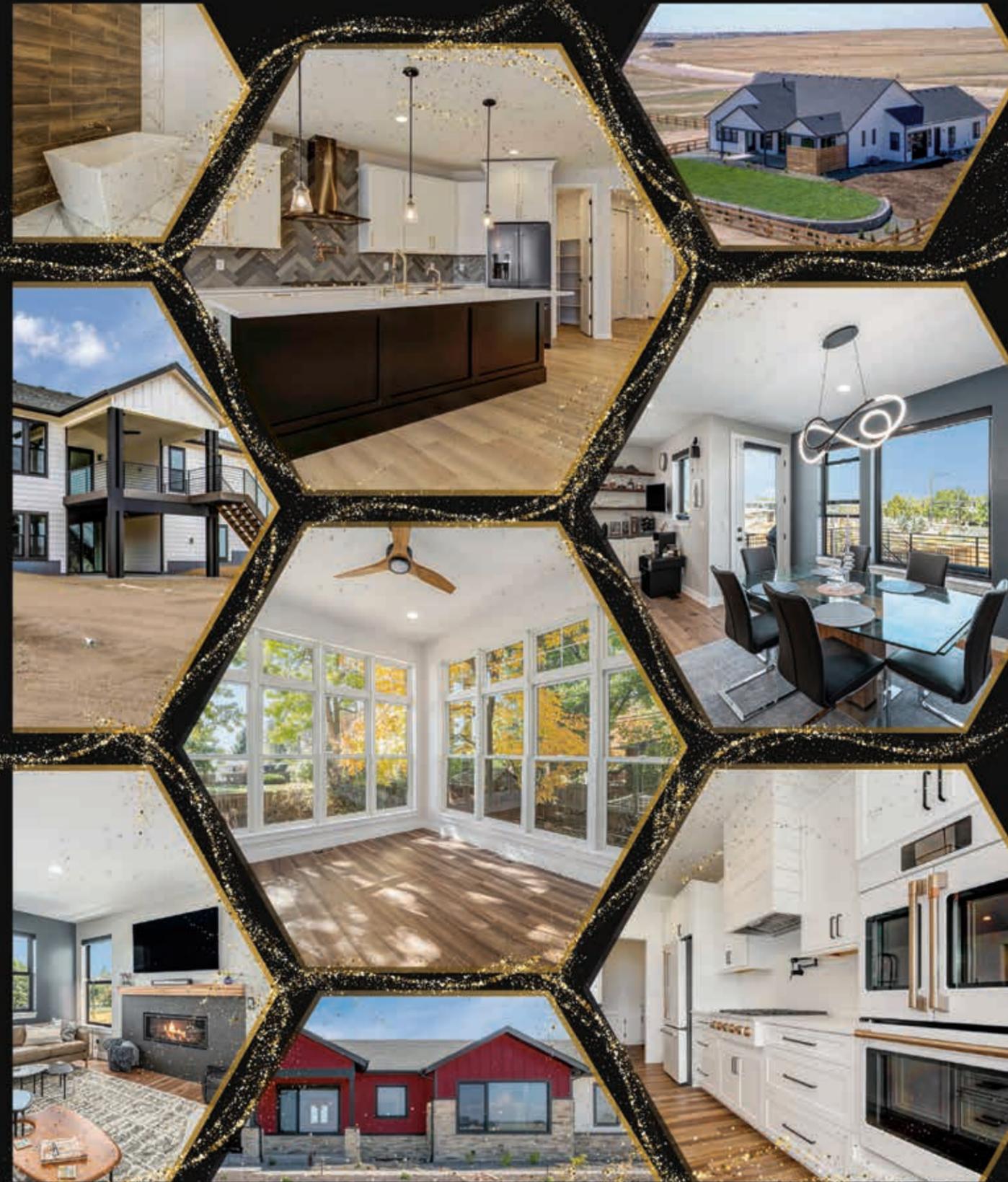
Supported by her husband, Trenton Kibler, her mom and dad, the rest of her family and her in-laws, Kibler has grown into the role she stepped into at 19. Her story reflects what happens when early exposure meets determination and when confidence is built not all at once, but deal by deal.

“I love it,” she said. “I can still go to my mom or go to Stacy. I'm still invited to their stuff. I never feel like I'm by myself.”

Some of the most meaningful moments in her career have come from working with military families relocating to Colorado Springs. “They

“Go out there and run with it, and don't be intimidated by anyone.”

Today, Kibler works as a solo agent with Keller Williams, operating out of the office run by her in-laws, Danny and Stacy Kibler. She has been on her own for a little over a year and says the independence suits her well.



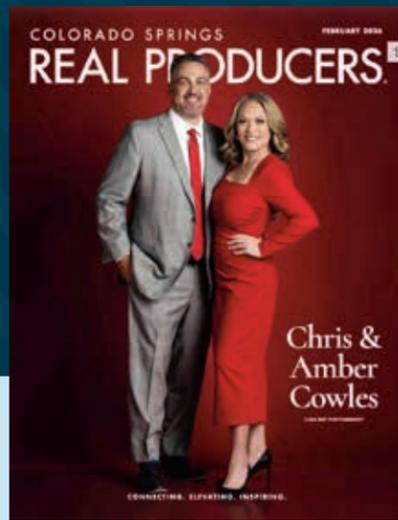
REALTOR COMISSION 3%

719.649.7195

www.structurecb.com

STRUCTURE
CUSTOM BUILDS

FAQ



Here are some frequently asked questions and misconceptions we hear from time to time.

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents (roughly the top 10%) ranked on Pikes Peak MLS-reported sales from the previous year. This means if an agent reports their sales under their team lead, their team lead will receive a copy and they will not, unfortunately. Any agent, no matter their production, can request to be added to our digital distribution list.

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: Real Producers is about building a stronger, more connected real estate community. The stories in our magazine are written to help you get to know each other better as people and remember that all of us, no matter our brands, titles, and production, are doing our best. We hope that by reading our stories you feel more connected to your colleagues and that, next time you encounter a colleague, you will have a foundation already in place to build a stronger professional relationship.

Q: HOW MUCH DOES IT COST TO BE FEATURED?

A: There is no cost to being featured in our magazine. This includes our front-cover features. We are not a pay-to-play platform for real estate agents. Our platform is funded by our advertising vendors (lenders, title companies, home inspectors, etc...)

With this said, we do offer a few "add ons." If an agent wishes to purchase extra copies of the magazine, there is a cost. We also sell what we call "promos" which are 4-page pamphlets of our features' articles that can be distributed to their clients; about half of our features will purchase promos and we profit off those purchases. And while the photoshoot is complimentary, our features can purchase their photos from the photographer, though we are not involved with and do not profit off these purchases.

Q: HOW DOES AN AGENT GET FEATURED?

A: It starts with a nomination from within the real estate industry. Nominations must come from other agents, brokers, or vendors. If you know someone who deserves to be recognized in our magazine, please email us. Once a nomination is submitted, we will ensure they are over a minimum production amount to put them in the top 10% of agents and will reach out for an interview. If selected, our team will coordinate an article write-up and schedule a professional photo shoot for a magazine feature.

Q: DO I HAVE TO REFER VENDORS TO BE FEATURED?

A: No, you do not have to refer vendors to be featured. We will always ask our featured agents for referrals to their favorite vendors, but it is not a requirement and we have featured agents who have not shared referrals with us.

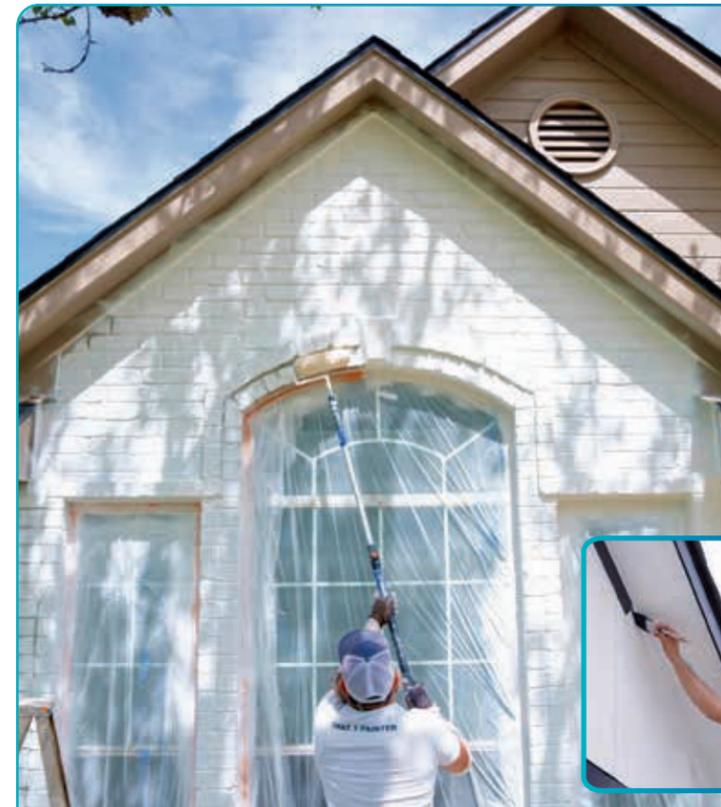
It's worth noting, however, that Real Producers is an invite-only advertising platform, meaning we only invite companies who have been referred to us by those in the real estate industry to advertise. Our goal is to provide a list of the most-referred vendors in town for real estate agents to use as a reference when their clients need a service.

Q: WHAT'S THE BEST WAY TO SUPPORT REAL PRODUCERS?

A: The best way to support us is to support our advertising vendors. Naturally, most agents have a vendor list they have spent years vetting. Our list of vendors (see our index list towards the front of the magazine) can be considered a back-up vendor list for when an agent's primary vendor is unable to serve them for any reason.

Another way to support our platform is to simply snap a photo of a vendors' ad and text it to them saying, "I saw your ad in Real Producers!" This helps them to know their ads are being seen by their target market. Of course, you can always refer your favorite vendors to us as well.

If you ever need to contact us, the best method is to email brian.gowdy@n2co.com



That 1 Painter's
"Sell Ready Services"
 can help
**boost your home's
 appeal and value**
 for a quick sale.

Our team knows what buyers are looking for and will get your property in prime condition to attract serious offers. **Let us make your home stand out!**



THAT 1 PAINTER

GET A
FREE ESTIMATE
 IN 24 HOURS
 (719) 491-7031



INTERIOR & EXTERIOR PAINTING • CARPENTRY • POPCORN CEILING REMOVAL
 ODOR REMOVAL • DECK STAINING • PRESSURE WASHING



**REALTORS' Most-Trusted Company
 for Windows in Colorado Springs**

**Lifetime warranty
 on parts & Labor**

- Replacement Windows ✓
- Patio Doors ✓
- Siding ✓
- Non-Pro Rated Lifetime Warranty ✓

Check out our new
 showroom
 6602 Delmonico Dr.
 Colorado Springs
BOOK NOW

windowcoloradospringsco.com
vinylmax.com • (719) 597-8544



Trusted by Top
 Colorado Agents



Stage & Sell Faster



ELEGANT BY DESIGN
 PROFESSIONAL HOME STAGING

Colorado's Preferred Staging Company

— SCAN TO CONNECT —
 719-582-2999

www.ElegantByDesignStaging.com

GROUND FLOOR

Home Inspection



Chris Kjeldsen

Education, Integrity, and Confidence at the Foundation

For Chris Kjeldsen, home inspection has never been just about checking boxes or identifying defects. From the beginning, his work has been rooted in education, safety, and a deep commitment to helping people succeed. As the owner of Ground Floor Home Inspection in Colorado Springs, Chris brings a rare combination of field experience, national training expertise, and a teacher's mindset to every inspection and every transaction.

Chris's journey into the inspection industry began with a simple but firm conviction: if he was going to do this work, he was going to do it right. From the outset, he committed himself to operating at the highest professional level—even in a state like Colorado, where home inspectors are not licensed. Rather than treating that lack of regulation as an excuse to do the

minimum, Chris chose to hold himself and his team to the standards required in licensed states across the country.

That meant passing national exams, pursuing ongoing continuing education, and strictly following established standards of practice set by national organizations within the inspection industry. "Licensing or not," Chris explains, "the standards exist for a reason. They protect buyers, Realtors, and inspectors alike."

That dedication to standards and structure quickly set Ground Floor Home Inspection apart. Chris focused heavily on producing clear, thorough inspection reports that documented not

only what was wrong with a home, but also what was present and functioning properly. While many inspection reports omit items unless something is defective, Ground Floor reports are intentionally comprehensive—acknowledging elements like sidewalks, foundations, and systems even when they are in satisfactory condition. The goal is transparency and proof of diligence, reducing confusion and uncertainty for buyers and agents alike.

As Chris deepened his expertise, he found himself increasingly drawn to the training side of the industry. He maintained close contact with his early mentor, John Coleman, often attending classes simply to observe, assist, and



learn. That passion did not go unnoticed. Within a few years, Chris was invited to step into an instructional role himself.

Now in his 11th year as a national instructor, Chris has taught home inspection courses in more than 30 states. His classes range from brief four-hour sessions to intensive, multi-week programs requiring more than 120 classroom hours and hands-on field training. Across all formats, his approach remains consistent: teach the technical standards thoroughly, but never lose sight of the human element.

"I see students the same way I see clients," Chris says. "They're people who want to do well, who want to protect others, and who often just need someone to believe in them."

Many of his students enter the inspection field after difficult career experiences—feeling undervalued, overworked, or unsure of their direction. Chris takes that seriously. He focuses not only on technical competence, but also on confidence, communication, and personal growth. Over the years, he has watched students build successful inspection businesses, transition into related careers like real estate, and even step into teaching roles themselves.

That teaching philosophy has directly shaped the culture at Ground Floor Home Inspection. Several members of Chris's team are natural educators, many with backgrounds in martial arts instruction with Universal Kempo Karate or coaching—disciplines that

emphasize discipline, respect, and clear communication. The result is an inspection team that approaches each appointment as an opportunity to educate rather than intimidate.

For Realtors, this approach makes a meaningful difference during transactions. Chris and his team understand that inspections can be emotionally charged moments for buyers. Their job is not to create fear, but to provide clarity. They take time to explain findings, distinguish between normal wear and genuine safety concerns, and help clients understand what truly matters.

This educational approach also helps reduce one of the most common fears Realtors express: the concern that



an inspector will “blow up” a deal. Chris addresses this directly—both in his Realtor education classes and in practice. “We don’t kill deals,” he says. “We report what the house has. Clear communication and proper language make all the difference.”

Chris encourages Realtors to view inspections as a collaborative process that begins well before inspection day. When agents understand common

“gotchas” early and prepare clients accordingly, surprises are minimized. Ground Floor supports this process by serving as a resource even before inspections take place—answering questions, reviewing photos, and helping agents assess concerns proactively.

Another advantage Ground Floor brings to the table is Chris’s nationwide professional network. Because he remains deeply involved in training

and industry education across multiple states, Chris stays informed about emerging issues, recalls, and material failures long before they become widely known. From electrical panel recalls to defective plumbing fittings, his team is often ahead of the curve—knowledge that directly benefits buyers and protects transactions.

Ultimately, the mission behind Ground Floor Home Inspection is simple and consistent: create informed buyers, smooth transactions, and confident partnerships. Chris sums it up clearly: “The goal is a well-informed homebuyer, a successful transaction, and no surprises. When everyone understands what’s happening, everyone wins.”

For Realtors who prioritize client care, communication, and professionalism, Ground Floor Home Inspection offers more than a service—it offers a true partnership built on trust, education, and shared success.

“ I SEE STUDENTS THE SAME WAY I SEE CLIENTS.

They’re people who want to do well, who want to protect others, and who often just need someone to believe in them.”



GROUND FLOOR
HOME INSPECTION, INC. 719-641-1555

Adding Additional Value to Your Real Estate Team

- Multi Inspector Firm – Denver, Colorado Springs, Pueblo, Teller County, and Surrounding Areas
- ASHI Certified Inspectors
- NACHI Certified Inspector
- AHIT Certified Professional Inspectors
- 4 State-licensed and NRPP certified Radon Measurement Professionals
- National Technical Trainers – AHIT/ICA (four of our inspectors are national trainers)
- Passed the National Home Inspector Examination (not required in CO)
- Member: PPAR, WCR
- Online Scheduling for Your Convenience
- Over 500 5-Star Google Reviews (and counting)
- Referring Party Coverage – To Protect the Realtor
- RecallCheck – Monthly Realtor Marketing
- Ask us About Our Realtor CE Classes






ON TOP ROOFING & RESTORATION



Quality roofing with a personal touch.

We treat every project with care and clear communication.

Trusted since 2010 by top builders, insurance agents, and property managers.

**ROOFING • GUTTERS • SIDING • WINDOWS • PAINT
FENCES • DECKS • HANDYMAN SERVICES**

“ On Top Roofing had been my go to roofer for more than a decade. Chris is honest, responsive and takes great care of my client before, during and after everything we have ever sent their way. ”

-Tiffany Lachnidt



CONTACT US TODAY
OnTopRoof.com
719.432.9886



INSULATION ISSUES HOLDING UP YOUR CLOSING?



Koala Insulation has your back.

Quick, reliable solutions for attic upgrades, energy concerns, and inspection repairs—so you can keep deals moving.



Koala Insulation fixes problems before they become problems.

CALL OR VISIT ONLINE TO SCHEDULE
719.394.0033
koalainsulation.com/Colorado-Springs



CHAD SAHHAR

CASA BAY
PHOTOGRAPHY

For Chad Sahhar, real estate has never been just about properties — it's about people. It's about trust. It's about guiding families through life's most important transitions with clarity, calm, and care. Whether he's helping a first-time buyer find their footing, serving a growing family upgrading into their next chapter, or advising a seasoned homeowner through a major move, Chad approaches every client relationship with the same standard: excellence, integrity, and wholehearted service.

Originally from Phoenix, Arizona, Chad moved to Colorado Springs in 2003 after years in the hospitality industry. "I worked in hotel sales and marketing," he says. "My uncle encouraged me to visit Colorado Springs, and everything just lined up — jobs opened, doors opened, and I knew it was time to move."

At the time, real estate wasn't even on his radar. "Hospitality was all about serving people and creating experiences," Chad explains. "When my uncle Peter — who'd been in real estate here for years — suggested I get my license, I didn't think much of it at first. But once I started, I realized it was the same foundation: helping people — just in a different way."

In 2004, Chad earned his real estate license, joined his uncle's team, and quickly discovered how naturally the profession

fit him. "In hotels, you sell one space and one experience," he says. "In real estate, you get to help people create their own space. Every home, every client, every story is different."

His first clients came from relationships he'd already built through his church community. "I was leading small groups, meeting families, and investing in people," he says. "Those same people trusted me to help them buy and sell homes. That's where it all began."

Over time, Chad's career was shaped by mentorship from respected leaders who invested in both his professional growth and personal character. "My uncle Peter was foundational," he says. "He set the tone early and modeled what it looks like to serve people well." Along the way, Chad was also guided by Cherise Selley and Gordon Selley, who helped refine his skills and broaden his perspective, and by Paul Goldenbogen, his managing broker, whose leadership and steady counsel played a key role in his development. Charles D'Alessio, Amie Streater, and Kristen Geesey each contributed in meaningful ways, offering insight, encouragement, and accountability that helped shape Chad into the agent — and person — he strives to be today.

That mentorship helped form Chad's approach to real estate — one built on humility, empathy,

and steady growth. "This industry can be tough," he says. "You're walking with people through some of the most fragile moments of their lives — growing families, relocations, divorces, deaths. Not every moment is easy, but every one is meaningful. The highlight for me is meeting people where they are and helping them move forward with care and compassion."

After more than two decades in real estate, Chad still finds purpose in both the work and the life it allows him to build. His service is personal, his standard is high, and his reputation is built on consistency — the kind clients remember long after the closing.

He and his wife, Leah, have been married for nearly 20 years and are raising seven children — six boys and one girl. "Our home is busy," Chad laughs, "but it's the good kind of chaos. We've homeschooled for years, and we love being outdoors together — hiking, day trips, birthdays on the road. The madness is the fun part. There's never a dull moment."

That family focus has also inspired two entrepreneurial ventures outside of real estate — both designed to strengthen connection, build community, and create legacy.

The first is Maker Minds Young Entrepreneurs, a nonprofit Chad and his family founded to give kids hands-on business

SERVING
PEOPLE WITH
PURPOSE
& HEART



“EVERY CLIENT, EVERY DEAL, EVERY SEASON — IT’S A CHANCE TO GROW. **REAL ESTATE HAS GIVEN ME A WAY TO LOVE PEOPLE,** PROVIDE FOR MY FAMILY, AND BE PART OF A COMMUNITY I TRULY BELIEVE IN.”

experience. “It started with our kids,” he explains. “They loved 3D printing and crafts, and we wanted to teach them entrepreneurship — how to take an idea, bring it to market, and connect with people.”

The concept grew into a biannual youth marketplace where kids sell handmade goods, baked treats, and creative projects at events held in Meridian Ranch. “It’s like a farmers market run by kids,” Chad says. “We’ve had up to 80 young vendors — everything from a girl from India selling recipes to a boy forging horseshoes. It’s fun, it’s messy, it’s full of energy — and it’s teaching real-world skills.”

Now a 501(c)(3) nonprofit, Maker Minds offers sponsorships, materials, and mentoring for young entrepreneurs. Each event includes interviews, videos, and community support. “We want it to be more than a market,” Chad says. “We want it to be an experience — a way to invest in the next generation.” (Learn more at [MakerMinds.Kids](#) or on Facebook at [Maker Minds Young Entrepreneurs](#).)

His second venture is Summit Rush Roasters, a coffee company launched in early 2025 with a friend and fellow entrepreneur. “The idea came from real estate,” Chad says. “We were talking about client retention — how to stay top-of-mind in a meaningful way. Everyone loves good



coffee, so we started roasting premium beans that agents and small-business owners could private-label for their clients.”

But for Chad, coffee is more than a branding tool — it’s a personal passion. “I worked for Starbucks years ago,” he says. “Coffee has always been about connection — the conversations, the friendships, the moments shared over a cup.”

That connection runs deeper than he ever expected. “After we started Summit Rush, I learned my great-grandfather actually owned a coffee shop near one of the old gates of Jerusalem,” Chad says with a smile. “It’s in my blood.”

(Find Summit Rush Roasters at [SummitRushRoasters.com](#).)

Through all his ventures — real estate, coffee, nonprofit work, and family life — Chad remains anchored by faith. “My family and I are part of a synagogue in Denver, and our daily life follows those guiding principles,” he says. “For me, it’s about integrity. Scripture says, ‘A good name is to be more desired than wealth and riches.’ That’s what I want to live by.”

He pauses, thoughtful. “I tell my kids their last name represents something. When people meet them — or me — I want

them to remember that we cared for people. That we did our best to make things right. That’s what matters most.”

Two decades, seven kids, multiple businesses, and countless transactions later, Chad’s motivation remains the same as it was when he started: to serve with heart — and to serve with excellence.

“Every client, every deal, every season — it’s a chance to grow,” he says. “Real estate has given me a way to love people, provide for my family, and be part of a community I truly believe in. And for that, I’m grateful every single day.”



start
inHere

**SIMPLE
HASSLE-FREE
SAFE
CONVENIENT**

MOBILE DEPOSIT

Deliver earnest money in seconds! Start inHere® Mobile Deposit allows buyers to enjoy the safety and simplicity of depositing earnest money from the convenience of a smartphone saving them the trip to deliver earnest money. With just a few clicks, Start inHere® Mobile Deposit makes delivering earnest money as easy as taking a picture of the front and back of a check. It's that simple.

Interested in this delivery method? Ask us how to get started!



**CHICAGO TITLE
OF COLORADO**



The **ALIGNED AF**
Inner Circle

**MONTHLY MEMBERSHIP
FOR ENTREPRENEURIAL WOMEN
WHO WANT THEIR SH*T TOGETHER**

- ✓ **MONTHLY MINDSET + BUSINESS TRAININGS**
Think: clarity, confidence, goals, energy, and unapologetic alignment.
- ✓ **NEW WORKBOOKS + GUIDED PROMPTS EVERY MONTH**
Because when you WRITE IT, you INVITE IT.
- ✓ **WORKSHOPS + SURPRISE BONUS SESSIONS**
You know I always overdeliver. Always.
- ✓ **HOT SEAT COACHING + Q&A MOMENTS**
We get real. We get raw. We get results. LIVE - twice a month!
- ✓ **A PRIVATE FACEBOOK COMMUNITY**
Where you're surrounded by women who are building businesses their way.
- ✓ **FULL LIBRARY OF TRAININGS**
Instant access to a growing vault of previous workshops, replays, and resources

SCAN FOR ALL THE DETAILS!



Boost Your Real Estate Offerings!



BLUE MOON
ESTATE SALES
COLORADO SPRINGS



Discover one-of-a-kind finds in Colorado Springs.

Blue Moon Estate Sales helps with buying, selling, downsizing, and life transitions—always with care and respect. Shop our upcoming sales or request a free consultation.



Contact us
(719) 494-3659
bluemoonestatesales.com/colorado-springs



**PROUD TO SERVE
COLORADO
SPRINGS**

Call for a home insurance quote today!

Samuel Brossard, Agent
Brossard & Associates, Corp
5528 Library Ln, Unit B, Colorado Springs, CO 80918
(719) 370-9729 | sbrossar@amfam.com



Insure carefully. dream fearlessly.

HOME | AUTO | LIFE | BUSINESS | FARM & RANCH

American Family Mutual Insurance Company 51 & its Operating Companies. Life Insurance underwritten by American Family Life Insurance Company, 6000 American Parkway, Madison, WI 53703 402122 21178 - Rev. 10/24 - 28675626-M00



SCHURSUCCESS GROUP
AUCTION • ASSET APPRAISAL
SCHURSUCCESSGROUP.COM



The partner that agents trust for stress-free estate solutions



From selling single items to downsizing projects to full estate liquidations, we handle the details so you don't have to. Partner with us to bring your clients less stress—and add more value to your service. Have questions or need a consultation? Mention the code "APRIL366", and we'll waive our \$75 trip fee!



Shannon & Rich Schur



(719) 667-1000
info@schursuccessgroup.com

FREEDOM
LANDSCAPES
design • install • maintain



Love where you live.

All your landscaping & outdoor living needs brought to life by our local, family-owned team of professionals.



Call Zack Langston
TODAY!
719.301.3000

freedomlandscapes.co

AGENT & VENDOR SNAPSHOTS



1. Cory Williams, a Colorado Native, transitioned from a career in healthcare to real estate in 2020, and has hit the ground running ever since. With more than 100 families served in the real estate realm, it's safe to say that Cory has found her passion in helping people with their real estate ventures, specializing in helping guide clients through out-of-state purchases, short sales, and assumptions. After 4 years as a top agent and trusted partner on one of Colorado Springs' highest

producing teams, Cory is excited to pave her own path as a solo agent. Outside of work, she runs a small book club, enjoys puzzles, and spends time with her three-year-old daughter, engaging in activities like pickleball and outdoor adventures.

2. From ER trauma tech to accounting professional to Realtor, Jen Patterson brings empathy, clarity, and steadiness to every client relationship. Her ability to balance family, flexibility, and high-level production reflects a business built with intention and heart. Brent Patterson's path to real estate was shaped by service, entrepreneurship, and a commitment to doing things the right way. Originally from Louisiana, Brent spent two decades helping grow a family-run business before stepping into real estate in 2017. Today, he's known for his calm guidance, consistency, and client-first mindset — proving that long-term success comes from trust, not transactions.

3. Wendy Gallison doesn't avoid difficult seasons — she rises through them. After rebuilding her life in Colorado Springs, Wendy found her footing in real estate through resilience, faith, and a commitment to doing business with integrity. She leads with honesty, supports fellow agents, and serves her clients with both strength and compassion. Her story is a reminder that setbacks don't define us — how we respond to them does.

4. Meet Kim Kingston & Kelly Hromadka. Two sisters. Two strengths. One shared commitment to doing things the right way. As co-owners of The Reardon Partners, Kim Kingston and Kelly Hromadka bring complementary skills, deep trust, and a shared family legacy into their work. From financial stewardship to client education, their partnership is built on integrity, empathy, and a belief that great real estate is about people, not just transactions.

AVENUE TRANSACTIONS

HIGH PERFORMANCE LEVERAGE FOR REAL ESTATE PROFESSIONALS

Let us handle the paperwork while you close more deals.
Agent Centric - Client Focused Services that earn you more repeat & referral business.

avetransactions.com @avetransactions



Follow Colorado Springs Real Producers on social media for more agent snapshots!



LET US REFRESH YOUR BRAND WITH
HEADSHOT FRIDAY



Scan the QR code to book your session today!

- 30-minute studio photography
- Two outfits
- Guided posing
- Immediate image review
- Two finalized digital images
- Image post-production (optional)
- Private Gallery
- Print Release

\$250

casabayphotography.com (541) 213 5435 scheduling@casabayphotography.com



Absolute Excavating
INC.

Clearing the Way for Real Estate Success

From uncovering hidden issues to expert land preparation, we help you showcase your client's property at its full potential.

10+ Years of Experience
Call or Visit online today

719-440-6000
Absoluteexcavatingllc.com

Sewer/Water Line Repairs • Sewer Camera Inspections
Septic System Installs/Inspections

RESTORING WHAT MATTERS MOST™

Your Full-Service Water Damage Restoration & Emergency Services Experts

1-800 WATER DAMAGE

A BELFOR COMPANY



Residential & Commercial
24/7 Emergency Services

- Water Damage Restoration
- Fire & Smoke Restoration
- Sanitizing & Disinfecting
- Mold Remediation
- Sewage Cleanup
- Cigarette Odor Removal

CONTACT US TODAY FOR A FREE CONSULTATION 719-684-9200
1800waterdamage.com/colorado-springs



CHEYENNE MOUNTAIN HVAC
FAMILY OWNED
ESTD 2021



CHEYENNE MOUNTAIN HVAC

SPRING LISTING READY

INSPECTION-READY HVAC FOR SEAMLESS CLOSINGS

Peak season demands preparation. Ensure every listing is tuned, documented, and ready before it hits inspection.

- ▶ Trusted Local Experts
- ▶ VIP Maintenance Plans
- ▶ Eco-Friendly Solutions
- ▶ Free Estimates and Second Opinions

719-330-1839



AS THE SPRING MARKET HEATS UP, LET'S MAKE YOUR LISTINGS SHINE!

Every home has a story—Wayne brings it to life with professional photography, cinematic videos, 3D tours, and drone views.



- Attract More Buyers
- Boost Visibility & Engagement
- Save Time with Expert Media Services



WAYNE HELM



EXPERT MEDIA FOR REAL ESTATE PROS



Trusted by realtors. Respected by sellers.
Blackclovermedia.org | **719-357-5273**

THE DREAM IS FREE. THE HUSTLE IS SOLD SEPERATELY.




FIDELITY MORTGAGE SOLUTIONS

Vaughn Littrell
Vlittrell@fidelityms.com
(719) 290-0415
NMLS # 1092985

15455 Gleneagle Drive, Suite 230 | Colorado Springs CO 80921 | FidelityMortgageSolutions.com | NMLS #476792
Regulated by the division of Real Estate

Thank you Colorado Springs



719.884.5300
www.etcos.com