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Contents



Daniel Pitrone **42** COVER STORY

PROFILES



Wendy Gallison **16**



Jenn Watton **32**

IN THIS ISSUE

- 4 Preferred Partners
- 8 Meet The Team
- 11 Publisher's Note
- 12 Reflections from the Editor
- 16 Overcomer: Wendy Gallison
- 22 Real Producers Events
- 28 WOW Listing
- 30 Cover Rewind
- 32 Leader: Jenn Watton
- 42 Real Producer: Daniel Pitrone



22 Real Producers Events



28 WOW Listing



Andrew Deyo

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OPPORTUNITY IS ALREADY THERE

The best opportunities aren't always new leads. Sometimes they're the ones you've already earned.

Real estate is full of conversation about growth. More leads. Better marketing. Bigger Databases. Stronger systems.

While those things matter, Andrew Deyo believes the greatest opportunities are often already sitting inside a business - waiting to be recognized, nurtured, and acted upon.

Recently, that philosophy resulted in three mortgage applications generated from leads already sitting inside an agents database.

“The opportunity wasn't missing. The follow-up was.”

SEEING OPPORTUNITY WHERE OTHERS MISS IT

As a U.S. Army Combat Infantry veteran, Andrew learned early that success is rarely the result of individual effort. The strongest outcomes come from trust, communication, accountability, and a willingness to help others succeed.

Today, those same principles shape how he serves clients, investors, veterans, and real estate professionals throughout Colorado

WHERE OPPORTUNITY IS OFTEN OVERLOOKED



IN EXISTING DATABASES

The next transaction is often hiding in an old conversation. Andrew helps agents reconnect and uncover overlooked opportunities.



IN FOLLOW-UP

Most opportunities don't disappear because interest was lost. Andrew helps agents stay in the conversation until a "not yet" becomes a "yes."



IN RELATIONSHIPS

The strongest opportunities often come from relationships already earned. Andrew helps agents stay visible, relevant, and top of mind long after closing.

RELATIONSHIPS. TRUST. RESULTS.

Meet The Team



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Colorado Springs Real Producers? Email brian.gowdy@n2co.com



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Our Mission

To build a more tightly knit
real estate community.

Through our magazine, we feature
agents and tell their stories so
you can get to know one another
on a real level. Our events bring
agents and vendors together in a
relaxed environment outside of a
transaction, helping build genuine
relationships across the industry.

Everything we do is designed to
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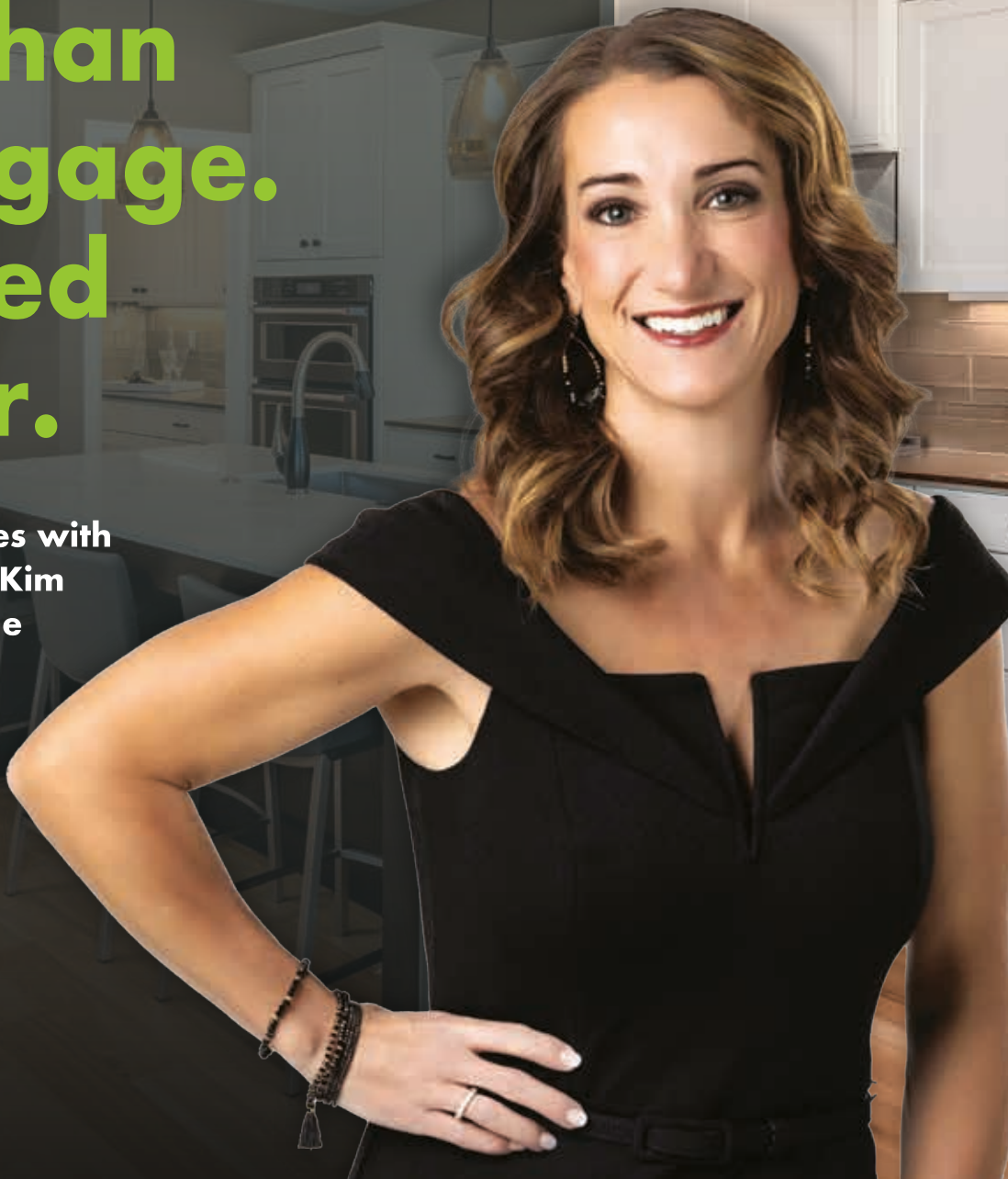
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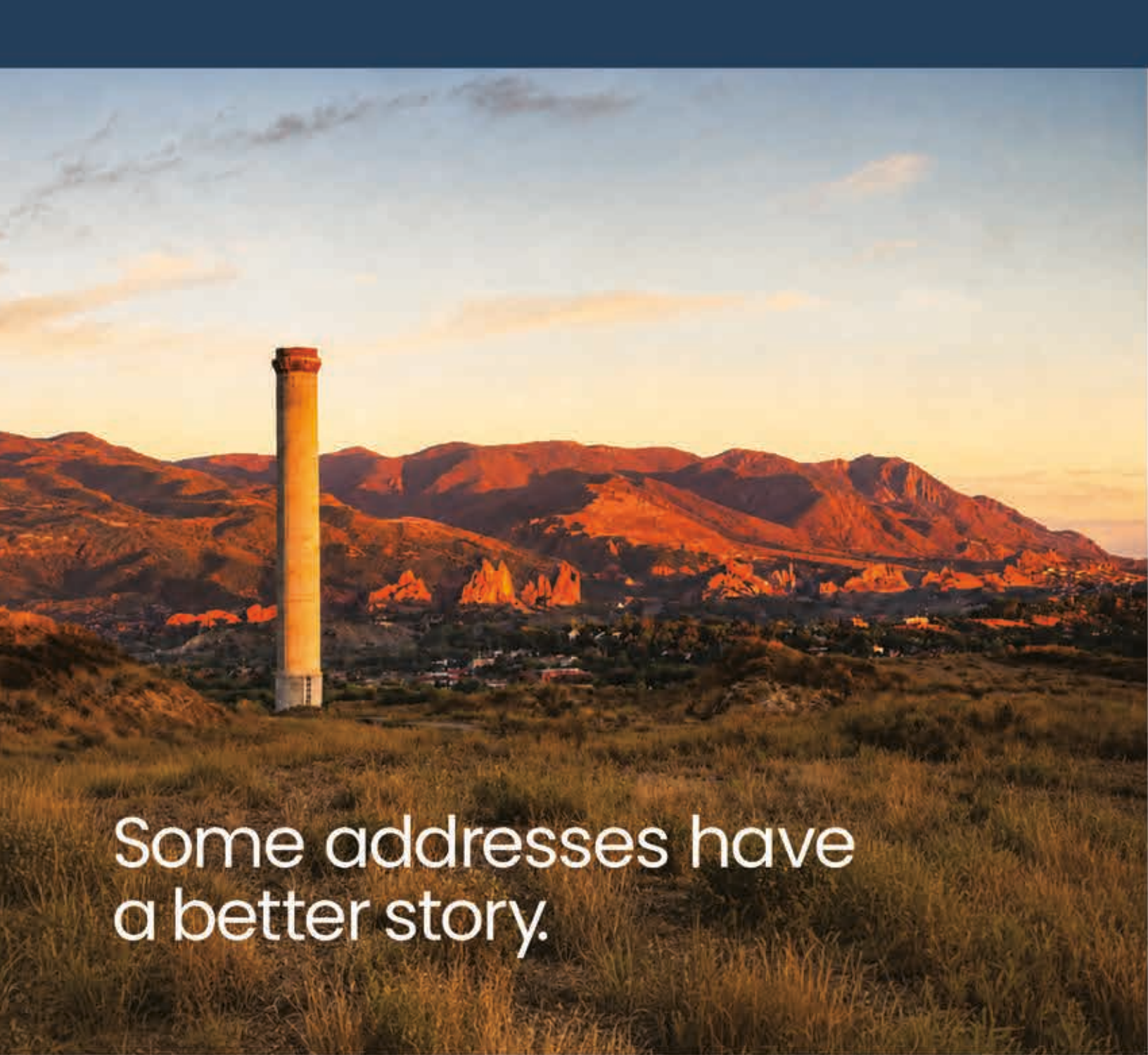
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Toll Brothers



PUBLISHER’S NOTE

Discovering Purpose in Our Events

Welcome to our August edition of *Colorado Springs Real Producers*. A few weeks ago, we hosted our June Magazine Celebration Event. We had 60 real estate professionals in attendance; the room was full of energy, conversations, and laughter; and it left my heart full.

Back in 2024, I had a realization that caught me off guard. I realized that I didn’t truly understand what a top-producing real estate agent gained by taking time out of an already busy schedule to attend one of our events.

Because of that, I struggled with confidence when promoting them. I felt like I was begging people to attend and that they were only attending as a favor or reciprocation to me. Today, I understand.

After our event, I heard from multiple agents that they got to meet agents they had done transactions with but had only ever spoken to on the phone. I heard similar stories from mortgage professionals and other vendor partners. At our Awards Gala in May, I heard the same thing. Agents were finally connecting with people they had worked alongside for years but rarely got to meet face-to-face.

Real estate is a relationship business. Every day, agents negotiate contracts, solve problems, and work through challenges together. Yet many of those relationships exist only through phone calls, emails, and text messages. When people finally have the opportunity to sit down together, share a conversation, and get to know

each other outside of a transaction, empathy grows, trust grows, community grows. That’s why we host events.

The magazine allows us to tell stories so that agents can get to know one another on a deeper level. Our events create opportunities for those stories and relationships to continue in person. They bring agents and industry partners together in an environment where there is no transaction to negotiate, no problem to solve, and no recruiting pitch waiting around the corner. Just people getting to know people.

Strong relationships create a stronger real estate community. And a stronger real estate community benefits everyone—agents, vendor partners, and most importantly, the clients we serve.

If you’ve never attended one of our events, I’d encourage you to reach out and ask to be added to our invitation list. We’d love to have you join us.

Thank you for being part of this community,



Brian Gowdy
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SEP 26 **Rock on the Mesa**
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(Doors 12 PM)
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GoldHill.com

Reflections from the Editor

Life does not have to unfold in a predictable order to become meaningful. This month's feature stories reflect agents who embraced change, stayed open to possibility, and built a career that aligned with their values instead of someone else's blueprint. Beyond the professional milestones, character is formed one intentional action at a time through hard conversations, thoughtful choices, and the decision to keep showing up with purpose.

These agents arrived where they are through curiosity, resilience, calculated risks, and a willingness to keep moving forward when life looked different than expected. Whether navigating personal setbacks, launching something new, or stepping into leadership, each found their own version of success by staying connected to what mattered most: relationships, community, and the courage to keep growing.



I hope you enjoy reading the stories!

Tabby Halsrud
Editor
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How Savvy Property Managers use Inspections to **Protect** your Clients' Portfolios

by All County Colorado Springs Property Management

CLOSING DAY IS JUST DAY 1

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- Their property needs protection long after the sale.

TRADITIONAL INSPECTIONS ARE ONLY A SNAPSHOT.

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- They don't address preventative care over a 10-year hold.
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STEP 5
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STEP 6
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GALLISON

Rising Stronger

CASA BAY PHOTOGRAPHY

Wendy Gallison doesn't shy away from life's hard conversations. In fact, she leans into them.

Originally from Ojai, California—an artsy ranch town near Ventura and Santa Barbara—Wendy grew up feeding horses before school and arriving to class with hay still in her hair. It was a beautiful upbringing, grounded in hard work and responsibility. That foundation would serve her well in the decades to come.

Her path to Colorado Springs wasn't part of some long-term plan. It came during a season of significant life change. After retiring and living in San Diego with her family, circumstances shifted and Wendy needed to start over. Her sister, who was already living in Colorado Springs, encouraged her to make the move.

"I came during a big snowstorm," Wendy remembers with a laugh. "I had one weekend to find a house." And she did.

A Lifetime in Sales

Sales was never new to Wendy. She had been working since she was twelve years old and had always thrived in people-centered environments. Before real estate, she built a reputation at Nordstrom dressing men professionally—clients would wait specifically for her. Later, she became one of the top salespeople at Select Personnel, advocating for herself even when her lack of computer skills nearly cost her the job.

"You hired me to sell," she told her manager. "Let me sell. I'll learn the rest." She did. And that same manager remains one of her closest friends today.

That drive—paired with a willingness to identify weaknesses and surround herself with people who complement her strengths—continues to define her business approach.

Entering Real Estate

After moving to Colorado Springs, Wendy immersed herself in the community. As PTA president at Scott Elementary, she quickly became known for her energy and leadership. It was there that she befriended a school counselor

whose husband, John Harding of RE/MAX, became Wendy's mentor. "He coached me. He supported me. He helped me get started."

But like many agents, Wendy's early years were not linear. She moved through several brokerages, searching for the right fit. At one firm, after voicing concerns about practices she felt weren't fair, she was let go. "It was a bring-your-key, hang-your-license elsewhere moment," she recalls. "The shame was strong. It took me a year to get over it."

Many would have quit. Wendy didn't. "I knew I was a good agent. I just needed training."

That determination eventually led Wendy to Monica Breckenridge and Pink Realty, where she found the structure, mentorship, and systems she needed to flourish. Even after five years in the business, she says it was the first time she truly learned how to write a contract properly and navigate negotiations with confidence. The difference was transformational.

Integrity Over Income

Today, Wendy is known for her direct communication style and unwavering integrity. She interviews her clients as much as they interview her. She will walk away from deals that don't feel right. She advises sellers honestly—even when the truth is uncomfortable.

One homeowner had interviewed seven agents before Wendy. When Wendy told her that her expectations didn't align with the condition of the property—and that significant updates were needed before pursuing top dollar—the conversation was blunt. "She chose me as her agent," Wendy says simply. "And she did everything I recommended. We exceeded



expectations, and needless to say the client was extremely pleased with the sale of her home.”

On another occasion, Wendy refused to proceed with an investor sale when concerns arose about the property’s condition. “It’s not worth it,” she says. “I won’t do that to my buyers.” For Wendy, fiduciary responsibility isn’t a buzzword. It’s personal.

Wendy was the top sales agent at Pink Realty in 2024 and 2025. Her negotiating skills make her stand out in her area of expertise.

Faith, Resilience, and Perspective

Wendy is transparent about the role faith plays in her life and business. She prays about her clients and their homes. She acknowledges that not everyone shares her beliefs—and respects that—but she remains authentic to who she is. “I can’t apologize for who I am,” she says.

Her resilience is rooted in experience. She became a single mother at nineteen. She has faced financial uncertainty, professional setbacks, and profound personal loss. Earlier this year, she lost her nephew to suicide—a tragedy that deeply impacted her family and community.

Instead of allowing shame or silence to define that moment, her family chose openness and healing. Hundreds attended the funeral. Strangers shared their own stories of loss. “That’s how it should be,” Wendy reflects. “No shame. Just love.”

That philosophy carries into her real estate relationships. She sees clients not as transactions, but as people navigating complicated seasons—divorce, grief, financial strain, fresh starts.

“I’ve testified in court for a client who was in a domestic

violence situation,” she shares. “I’ve helped people who were scared and didn’t know what to do next. I’m pulled to the people who need me.”

Community and Collaboration

Wendy is also a strong advocate for mentorship within the industry. “The seasoned agents need to be loving and helpful to the new agents,” she says. “They’re going to succeed us one day. We did silly things too when we were starting out.”

She believes there doesn’t need to be one winner in a transaction. Everyone can win. Collaboration over competition. Education over embarrassment. When newer agents submit imperfect contracts, she calls them—not to shame them, but to walk through corrections. “That’s how we build a better industry,” she says.

Life Outside the Office

Wendy’s world is full. She has three children, and two grandchildren. She works tirelessly—but when it’s time to rest, she truly rests. “My hobby is vacationing,” she jokes.

She is currently recommitting to personal health and wellness, working with a trainer and prioritizing balance. “Don’t hurt yourself. Don’t hurt others,” she says. “Take care of yourself so you can help take care of others.” and “Use all of your experiences to grow and learn.”

Last year, Wendy set a goal of 30 closings. She achieved 36. This year, her goals are as much about health and growth as they are about production.

Rising Again and Again

Wendy Gallison’s story isn’t about a smooth trajectory. It’s about resilience. It’s about getting knocked down and choosing to stand up. It’s about learning, adjusting, and refusing



“
Use all of your
experiences to
GROW and
LEARN.”

to let one difficult season define the whole journey.

“I’ve had so many things that could have stopped me,” she says. “But they didn’t.” And that—more than any statistic—may be her greatest strength. ▀

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A full-length portrait of Taylor Gutierrez, a woman with long, wavy brown hair, smiling. She is wearing a light pink short-sleeved top and blue jeans. Her hands are on her hips. The background is a light blue and white abstract design.

Taylor Gutierrez

Problem Solving with Purpose

Taylor Gutierrez discovered an unexpected talent while living on an island off the coast of Washington. She was working for a whale-watching company—a dream job of hers—and one day the boat wasn't able to leave the harbor. She had to break the news to the customers who had traveled hours to take part in the expedition. It wasn't easy but Taylor delivered the news and helped the customers find the next best option. This was the moment she learned she had a knack for sales and customer service under pressure.

Whether managing last-minute logistical challenges or helping visitors navigate unexpected changes, Taylor learned how to communicate clearly, solve problems, and maintain positive relationships even when circumstances were less than ideal. Looking back, those experiences prepared her well for a future in mortgage lending.

After returning to Colorado Springs to be closer to family, Taylor built a career in hospitality, restaurant management, and event operations. When the pandemic brought those industries to a standstill, she found herself searching for a new direction. A recommendation from a friend led her to the mortgage industry, where she started at the front desk of a local mortgage company in 2020.

What began as an entry-level opportunity quickly turned into a career.

Taylor immersed herself in learning the business, earned her license, and eventually joined NFM Lending, where she works alongside veteran lender Mary Greenwood. Today, she helps homebuyers navigate one of the largest financial decisions of their lives.

What drew her to lending was the combination of people, problem-solving, and purpose.

"I've always liked working with people and helping people," Taylor explains. "Lending just happens to be a place where I get to do both every day."

That mindset shapes the way she approaches her clients. Rather than looking for reasons a loan won't work, Taylor focuses on finding solutions. She believes many borrowers simply need guidance, education, or a different path than they originally expected.

"There are lenders who look at an application and immediately decide yes or no," she says. "We take the time to understand what someone is trying to accomplish, what programs might fit their situation, and what steps can help them get there."

Sometimes that process takes a few weeks. Sometimes it takes a few years.

Taylor recalls helping a client who believed homeownership was completely out of reach. Together they created a plan, addressed obstacles, improved his financial position, and ultimately helped him purchase his first home. Years later, they still keep in touch.

That long-term perspective is one reason Taylor values strong partnerships with REALTORS®. She sees lending and real estate as a team effort, with communication serving as the foundation of a successful transaction.

"The best transactions happen when everyone is working together," she says. "The lender and the REALTOR® each

bring different expertise to the table, and when communication is strong, clients feel more confident and informed throughout the process."

She encourages agents to lean on trusted professionals, ask questions, and utilize the expertise available around them rather than trying to carry every responsibility themselves. In her experience, collaboration almost always leads to better outcomes.

That philosophy extends beyond transactions. Taylor frequently serves as a resource for clients who may not be ready to buy immediately, helping them understand credit, financing options, and the steps required to reach their goals in the future. Even when a mortgage isn't possible today, she believes every conversation should leave someone better informed than when they started.

Integrity is equally important to her approach.

One of the core values at NFM Lending is "Do the right thing every time," a principle Taylor takes seriously. She believes clients deserve honest guidance, clear communication, and recommendations that serve their best interests rather than simply creating a transaction.

Outside of work, Taylor enjoys spending time with her young son, husband, family, friends, and any dog she can find. She is also an avid Colorado sports fan, a passion that started with her father, a longtime high school football coach in Colorado Springs.

Whether she is helping a first-time buyer, collaborating with a REALTOR®, or finding a creative solution to a challenging financing scenario, Taylor brings the same approach to every interaction: listen carefully, communicate clearly, and keep working until a path forward is found.

For the agents and clients she serves, that steady, solution-oriented mindset has become one of her greatest strengths.



TAYLOR GUTIERREZ | Loan Originator | NMLS# 2137813

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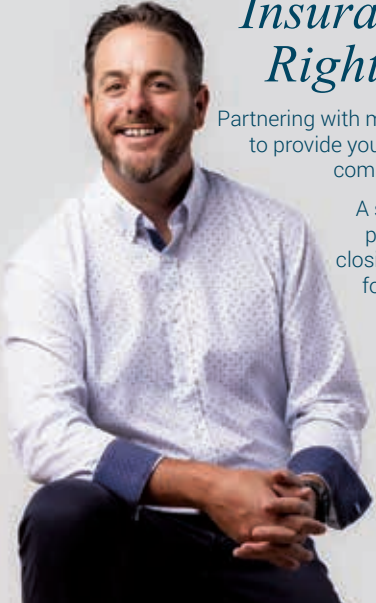
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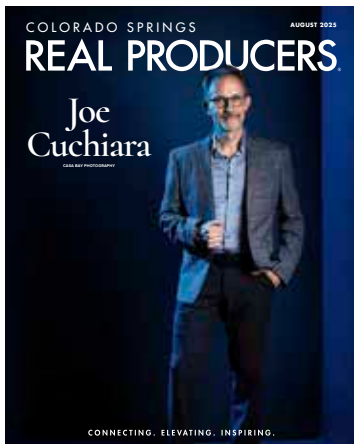


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Jenn Watton



TAKING CHANCES, MAKING LEAPS

CASA BAY PHOTOGRAPHY

When Jenn Watton first arrived in Colorado Springs in 2010, it felt like a homecoming she had not expected. Raised on the California coast, she had grown up surrounded by sunshine and ocean air, but she craved something different. “I was a Broncos fan from onesies,” she recalled with a laugh, explaining that her family had roots in Denver before settling in California. When her ex-husband, who served in the Army, was stationed at Fort Carson, Jenn experienced snow for the first time. “I fell in love with Colorado and I knew I belonged here,” she said.

Long before real estate became her career, Jenn built a background in marketing and public relations. After graduating from college, she worked for a large accounting firm in Colorado Springs, managing everything from events to branding and communications. Later, she transitioned to UCCS, where she helped market educational opportunities for veterans using their GI Bill benefits. The work was meaningful, but there was always another career quietly pulling at her attention.

That interest started years earlier when a friend in California entered the real estate industry. Jenn was drawn to the freedom and flexibility the profession offered. Growing up, she had been taught the traditional formula for success: college, a stable 8-to-5 career, and retirement benefits. But she knew early on that lifestyle did not fit her personality. “I’ve never been that person,” she said. “Sometimes I’d rather work at 2 a.m., and that’s just how I function.”

As a single mother, the appeal of creating a schedule around her daughter became even more important. Real estate offered the chance to build a career while still being fully present at home. The timing finally aligned in 2018 while Jenn was working at UCCS. A coworker mentioned she had been studying for the real estate exam. Jenn took it as a sign and immediately ordered her own materials. Jenn studied for about 8 weeks before they passed the exam together.

For Jenn, the leap into real estate felt less like a risk and more like inevitability. “I’m a chance taker,” she said. “I’m not afraid of making leaps.” At the time, the grant funding for her position at UCCS was ending, and she faced the prospect of searching for another traditional job. Instead,



she decided to fully commit to the career she had always felt drawn to. “If I didn’t at least try, I felt like I’d always wonder,” she said. “And I don’t like wondering.”

She began her career at a large brokerage, immersing herself in every aspect of the business. Within her first year, she stepped into leadership opportunities and closely observed both the strengths

and shortcomings of large-scale brokerage culture. Jenn paid attention to what created collaboration and support, and what caused disconnect. The experience clarified the kind of environment she eventually wanted to build herself.

After fulfilling the required two years under a managing broker, Jenn struck out independently. Determined to prepare herself



“*I am unwilling to have somebody that poisons the pot. We’re in a people industry, and if you don’t know your people, you’re missing a huge piece of the puzzle.*”

thoroughly, she completed extensive continuing education, earned her GRI designation, and took her employing broker coursework. Before long, she launched her own brokerage.

Today, her brokerage includes nearly 10 agents, all grown largely through referrals and relationships. Jenn approaches recruiting the same way she handles client service: personally and intentionally. She meets prospective agents for coffee, learns about their values, and evaluates whether they align with the culture she has worked hard to create.

That culture is rooted in a set of core values that spell out the word “ETHICS”: excellence, transparency, honesty, inclusivity,

collaboration, and service-driven leadership. “I am unwilling to have somebody that poisons the pot,” she said. “We’re in a people industry, and if you don’t know your people, you’re missing a huge piece of the puzzle.”

Rather than focusing on rapid expansion, Jenn is focused on maintaining connection. She wants to know her agents personally, understand what is happening in their lives, and foster an environment where collaboration comes naturally. The brokerage operates on a flat-fee model because, as Jenn explained, “my agents work their butts off, and they deserve to be compensated for that time.”

While she loves the excitement of closings and the victories clients

experience at the finish line, Jenn said the more difficult seasons often reveal the most about an agent’s character. Markets shift, transactions get harder, and uncertainty grows, but she believes those challenges sharpen the professionals who are truly committed to the work. “I believe the tough years are the ones that shape you most,” she said.

Outside of real estate, Jenn’s creativity has taken on an entirely different form. In 2024, an idea struck during a drive home from the gym and refused to let go. She began writing a fiction series centered around Greek mythology set in modern times. What began as a single idea quickly evolved into a full manuscript. She recently completed the first book in what she envisions as a multi-book series and is nearing completion of book two.

The project surprised even her. Although she had always loved writing and had been fascinated with Greek mythology since childhood, she never expected to write a novel herself. Still, the process became deeply personal and energizing. “It’s such a passion project,” she said.

Jenn is currently querying literary agents while balancing brokerage leadership, client relationships, and motherhood. Rejection has not discouraged her. “Rejection doesn’t scare me,” she said. “Not taking the leap scares me.”

Whether she is building a brokerage, guiding clients through major life transitions, or writing late into the night while ideas race through her mind, Jenn approaches life with the same mindset: trust the pull toward what excites you, take the chance, and see where it leads. She wakes up every day so grateful that she gets to help people and build a life of her own design. ❖



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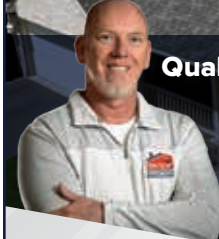
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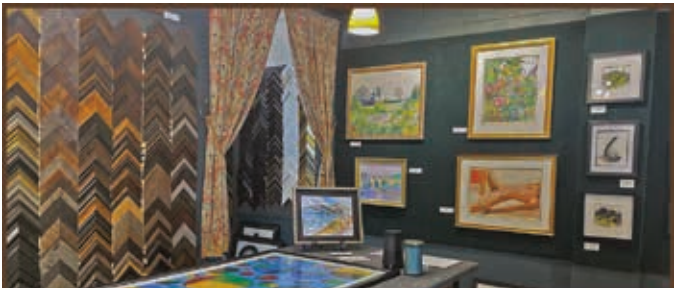
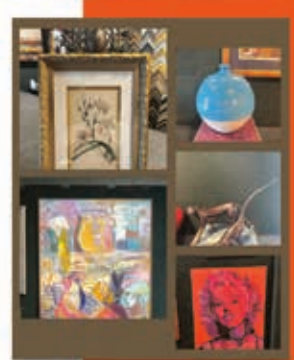
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CELEBRATING

EACH OTHER

Earlier in the year, we saw Tiffany Carroll post kind words celebrating an agent she had done a transaction with. We wanted to include her words in the magazine to encourage more positivity to be spread.

“I received the most beautiful flowers after going under contract with Angela Fugate on a property in a multiple offer situation. What an amazing touch agent to agent. I’m so looking forward to working with her on this transaction.

Our business is about so much more than selling houses. It’s about building true relationships. Relationships in our town mean more than most people will ever recognize. If you are an agent, my best advice is to get along with other agents. We all have our moments to be sure, but the impact of these relationships for our clients is priceless. We beat out another offer that was very similar based on building a good relationship and having a reputation

for getting the job done respectfully and efficiently for both sides.

On a side note, every time I walk in my office it smells amazing. Thank you, Angela!” — Tiffany Carroll, The Fletcher Team

If you have kind words to say about another agent in town, please send them to brian.gowdy@n2co.com



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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

ET&A

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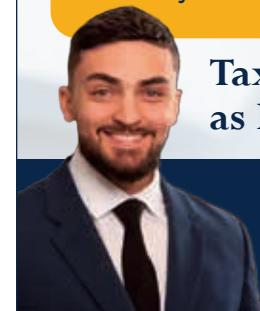
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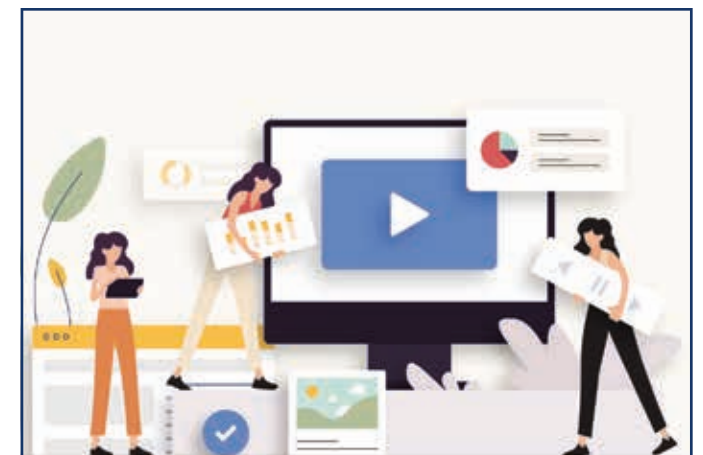


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Daniel

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CHOOSING CURIOSITY, COMMUNITY, & A CAREER BUILT ON PURPOSE

Long before contracts, commissions, and committee meetings, Daniel grew up in a rural corner of Ohio so small it was defined by the one four way intersection and the Goshen Dairy convenience store that had the town's only soda machine. Born in California to a Navy family and raised in what he affectionately calls the corner of "nowhere" and "can't get there from here." Daniel's early years were marked less by ambition and more by curiosity — a trait that would quietly shape every major decision he made later in life.

At nineteen, that curiosity pulled him west. His sister had moved to Colorado Springs to work at The Broadmoor, and when she mentioned needing a roommate, Daniel didn't overthink it. He packed up, followed her to the mountains, and arrived with little more than wanderlust and an openness to whatever might come next.



A Long Way Around — by Design
Daniel's early years in Colorado Springs were defined by exploration rather than linear career planning. He worked valet at The Broadmoor — a job he still remembers fondly — and used the flexibility it offered to travel extensively. Over several years, he spent time in Israel, Ecuador, Germany, and throughout the U.S., experiences that broadened his worldview long before he ever entered a professional field. "I loved traveling," Daniel says. "And I still do."

Those experiences mattered. They shaped how he sees people, culture, and responsibility — all of which would later influence the way he approaches real estate.

Eventually, practicality entered the conversation. Daniel had taken classes at Pikes Peak State College and weighed the idea of a four-year degree, but the cost — both financial and personal — gave him pause. He watched peers accumulate significant student debt without a clear return and began asking a different question: What kind of career would allow flexibility, growth, and long-term opportunity without forcing me into debt?

Real estate emerged not as a calling, but as a considered decision.

A Thoughtful Entry into the Industry
Daniel earned his real estate license in 2011 at just twenty-four years old — at the same time he

was starting a new chapter personally. He got married that summer, purchased his first home, and intentionally chose to begin his real estate career in property management, not sales.

That decision was strategic. With a new wife and a mortgage, Daniel wanted stability while learning the business. He joined Dorman Real Estate Management and managed a large territory that included Woodland Park, Teller County, and surrounding mountain communities. At one point, he oversaw approximately 150 doors — an experience that immersed him in contracts, tenant relations, maintenance issues, and the realities of ownership. Daniel is grateful for the opportunity Dorman provided him and considers Alex Yoder, the Director of Residential Management, a mentor and key figure in his career.

It was also where he gained an early understanding



of the market cycle. Many of the properties he managed belonged to owners who never intended to be landlords — they were sellers caught in the aftermath of the 2008 downturn. As the market recovered, Daniel watched inventory leave property management and return to sales. That insight prompted his next move.

In early 2014, Daniel transitioned into sales — this time with clarity and confidence, backed by firsthand experience few newer agents possess.

Learning Where He Thrives

Daniel's sales career has included bold choices and honest self-assessment. Early on, he joined eXp Realty at a time when the brokerage was still virtually unknown in Colorado. In fact, Daniel personally paid to open eXp with the Pikes Peak Association of REALTORS®, becoming the first agent in Colorado to close a transaction with eXp.

The experience taught him something valuable

— not about models or commissions, but about himself. “I realized pretty quickly that I don’t work well alone,” Daniel says. “I need to be around people.”

That realization led him to co-found S3 Realty with his friend and mentor Aaron Diem, followed by a recruitment into a leadership role with Keller Williams. In 2017, Daniel became the team leader — effectively the CEO — of a newly launched Keller Williams Premier office in Colorado Springs.

He paused his sales business to build culture, recruit talent, and lead agents — a decision he reflects on with gratitude. “I learned more about leadership, business, and people in that role than I ever could have otherwise,” he says. “It made me a better operator when I returned to sales.”

Leadership Beyond the Transaction

Daniel's impact extends well beyond his personal production. Over the years, he has become deeply involved with the local real estate community through

the Pikes Peak Association of REALTORS® and the Young Professionals Network (YPN).

What began as curiosity turned into long-term service.

Daniel has chaired YPN locally, helped launch large-scale events, led philanthropic initiatives, and played a key role in Colorado Springs' YPN being named Best Mid-Sized YPN in the Nation — an honor awarded without his prior knowledge.

More recently, Daniel has stepped into leadership at the state level, helping guide YPN efforts across Colorado. “I didn’t even realize what the board did when I first got licensed,” he admits. “Once I saw it was run by volunteer leaders who genuinely care about the industry, I was hooked.”

His advice to agents looking to get involved is simple: show up consistently. Not once. Not twice. But over time.

A Business — and a Life — Built with Intention

Today, Daniel measures success less by volume and more by alignment.

Professionally, his core values are rooted in honesty, transparency, and education. He sees his role not as a persuader, but as a consultant — someone who lays out the full spectrum of options and empowers clients to make informed decisions.

“People are making some of the biggest financial decisions of their lives,” he says. “That deserves clarity and respect.”

Personally, Daniel's life is full. He and his wife are raising five children, deeply involved in their temple community, and committed to creating a home that welcomes others. Friday night dinners regularly include guests. Family travel remains a priority. And when time allows, Daniel can be found improving his century-old home near downtown Colorado Springs — a fitting metaphor for someone who believes in building things thoughtfully, over time.

Still Curious. Still Growing

Daniel Pitrone's career has never followed the fastest path — but it has followed an intentional one. From rural Ohio to global travel, from valet parking to leadership roles, his journey reflects a consistent theme: curiosity paired with responsibility.

In an industry that often rewards speed, Daniel has chosen depth. And in doing so, he has built a career — and a life — grounded in purpose, people, and community. 🍷



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AGENT & VENDOR SNAPSHOTS

1. Welcome Winston Eldridge, owner of Eldridge Tax & Advisory aboard Real Producers as our newest advertising vendor! Please think of Winston for all your tax preparation needs. eldridgetaxes.com

2. After moving to Colorado Springs from Arizona, Madison Lopez turned a passion for community into a fast-growing real estate career, closing more than 20 transactions in her first year. A former property adjuster with USAA and stay-at-home mom, she built much of her business through social media and local events like book swaps and Food Truck Fridays that help families feel connected. Outside of real estate, she and her husband spend their time exploring local trails, coffee shops, and family-friendly spots with their two young boys.

3. Originally from Kentucky, Clay Martin graduated with a degree in Sports Management. Inspired by a friend's real estate career, Clay changed course and has built a niche and a YouTube channel focused on serving seniors and their families through downsizing and relocation transitions. Outside of work, Clay enjoys golf, pickleball, biking local trails, and spending time with his wife.
4. Tony Casados has spent his career helping people—from selling newspaper subscriptions as a teenager to leading The Front Range Team. A Colorado native, Tony's journey began in the corporate world at Verizon Wireless, where he developed the leadership, sales, and customer service skills that still shape his business today. After taking a leap into real estate, he quickly found success, eventually building a team of twenty agents while developing a passion for coaching and mentorship.

5. Born and raised in Mexico, Javier Macias came to Colorado at 18 years old without speaking English and with a desire to help people. His journey has taken him through ministry, community leadership, homebuilding, and now real estate—but the mission has never changed. Javier believes success starts with putting people first, and that philosophy has shaped every chapter of his life and career. We're excited to share Javier's story in an upcoming issue of Colorado Springs Real Producers. It's a journey of faith, service, resilience, and building meaningful relationships along the way.



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