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DECEMBER 2026



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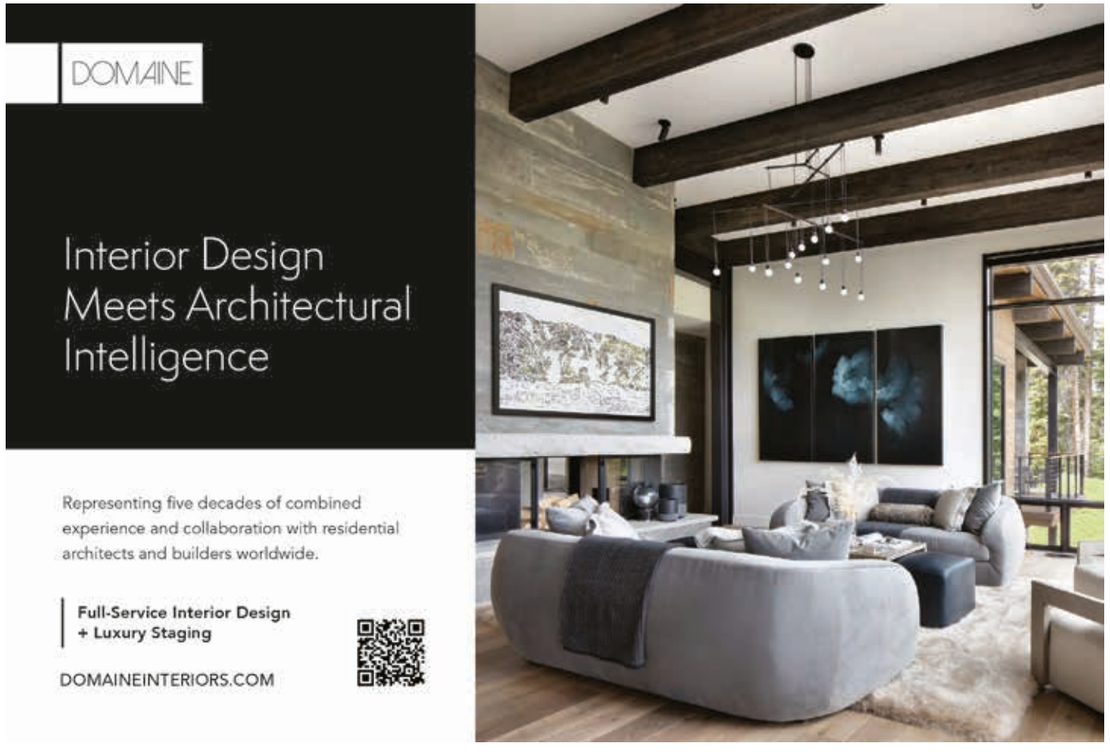
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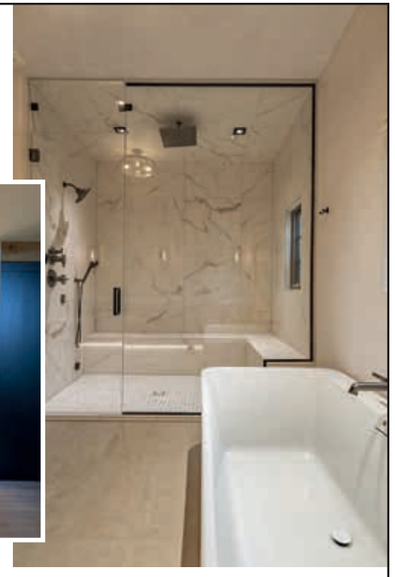




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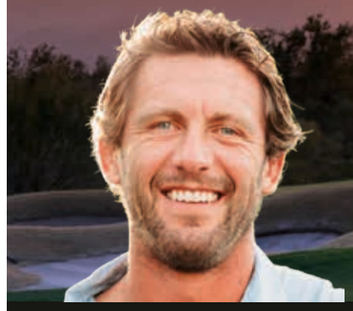
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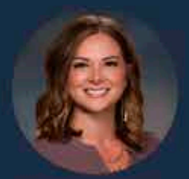
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"IN A TOUGH MARKET, *run toward relationships*"

I just cried... at an event I didn't even want to go to. I looked around at a room full of people connecting, smiling, laughing, just being and being present. Why can it feel so hard, to make time for genuine connection anymore. We carry such busy schedules and live at surface level when what our souls were made to do was connect. So I cried, because as I sat there and looked around I was reminded of these things and thought of how I almost didn't show up in that room and all I would have missed.

As the snow begins to fall around us and the world gets a little quieter, yet our calendars get a bit fuller with holiday activities, I encourage you to be all in. Be all there. Be fully present and fully awake. Say yes to the coffee. Stay a little longer after the meeting. Start the conversation. Show up to the thing you almost talked yourself out of going to. Because it seems to me, the moments that fill us up the most are the ones we almost miss.

We spend so much of our lives building our businesses, chasing goals, and telling the stories of the people we serve. But I wonder, are we making time to be part of each other's stories? That really the heart of this magazine. Your stories. Telling them each month, reminds us that we're not alone in the hard seasons. They inspire us to dream a little bigger and grow a little more. And sometimes, simply hearing someone else's story gives us the courage to keep going in our own.

This is one of the reasons I'm so passionate about what we're building with *Montana Real Producers*. At the heart of it all, it's about something much bigger than a magazine, a business, or an event. It's about creating space for genuine connection. For conversations that go beyond the surface. For relationships that remind us why we love what we do and who we're doing it alongside.

As we look toward a new year, I hope you'll ask yourself a simple question:

What kind of community do I want to be part of, and how am I going to show up for it?
Not just what do I want to accomplish, but who do I want to grow alongside? Whose story do I want to hear? What story might I have to share that someone else needs to hear? If you've been watching from the sidelines, meaning to come to an event, wanting to meet more people, or wondering if there's a place for you in this community, let this be your invitation.

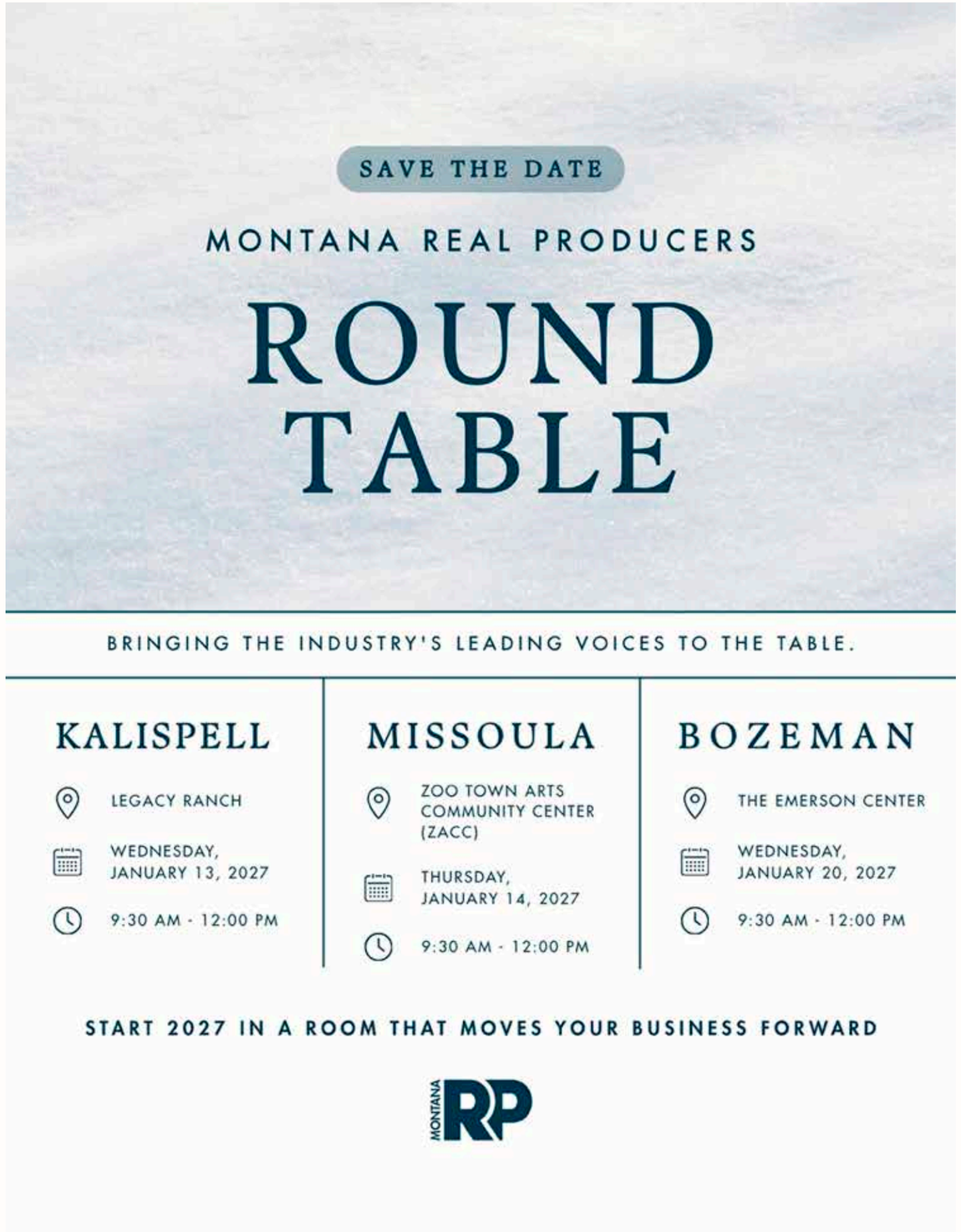
Come connect with us in the new year. Come as you are. Pull up a chair, introduce yourself, share your story, and make room for someone else's. You really never know what one conversation might spark, what relationship might grow, or what you might have missed if you hadn't shown up.

Because the best things in business, and in life, rarely happen when we're doing it all alone.

Here's to being a little more present, a little more intentional, and a lot more connected in the year.



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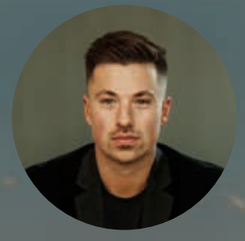


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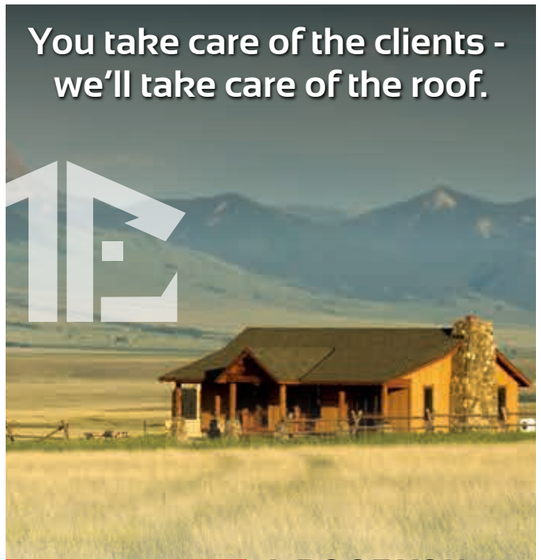
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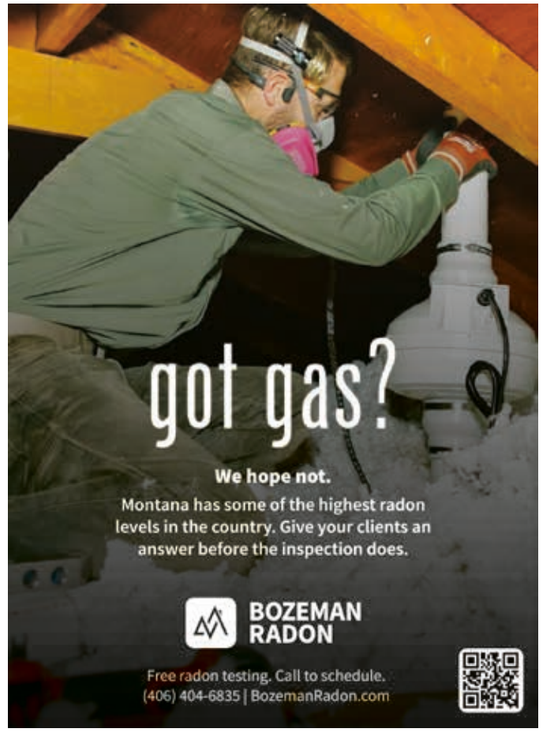
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Here's what the top 500 agents in the Montana Regional and Big Sky MLS sold in 2025

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AVERAGE VOL PER AGENT

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20

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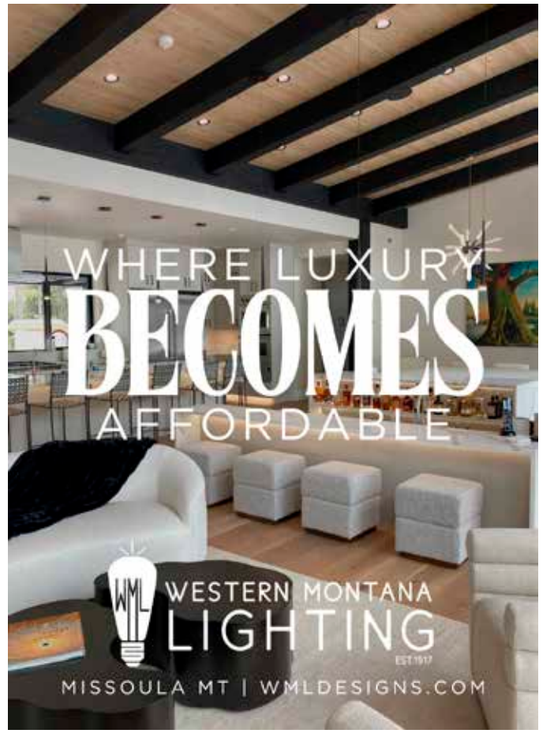
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Wow, what a beautiful time together at The Lodge at Whitefish Lake!

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The Flathead County Children's Advocacy Center once again extends its heartfelt gratitude for the funds raised to support abused and neglected children in our community in so many meaningful ways.

Thank you to our amazing sponsors, incredible partners, and everyone who helped make this event so special. It's relationships like these that keep us connected in this industry and remind us that real estate is about so much more than property. It's about people, community, and bringing another layer of humanity to everything we do.

Together, we donated $2,375 to the Flathead County Children's Advocacy Center!

Sponsors: Northpointe Bank & Fidelity Title

Benefiting: Flathead County Children's Advocacy Center

Thank you for showing up, giving generously, and reminding us of the incredible impact we can make when we come together. A special thank-you to Omnivista Productions for capturing the heart of our event and helping us preserve these meaningful moments.











































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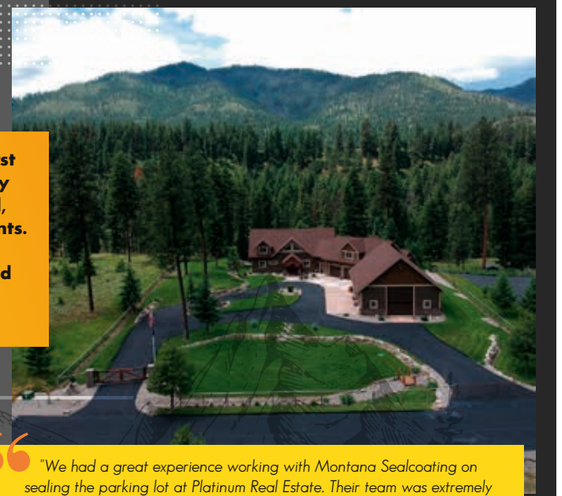


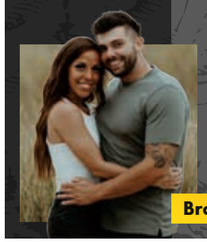
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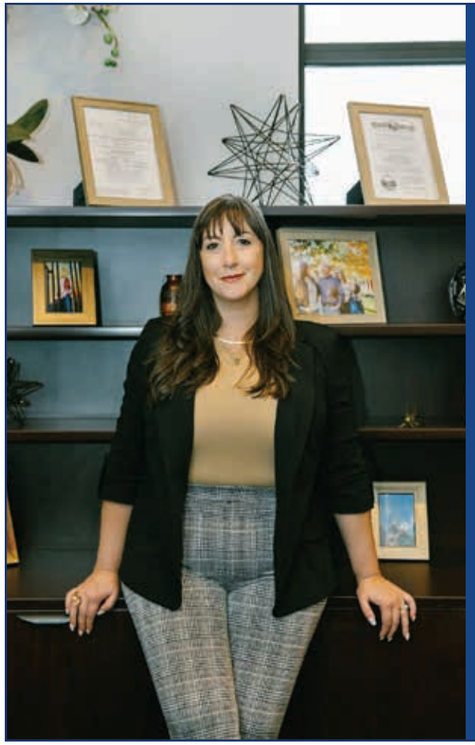
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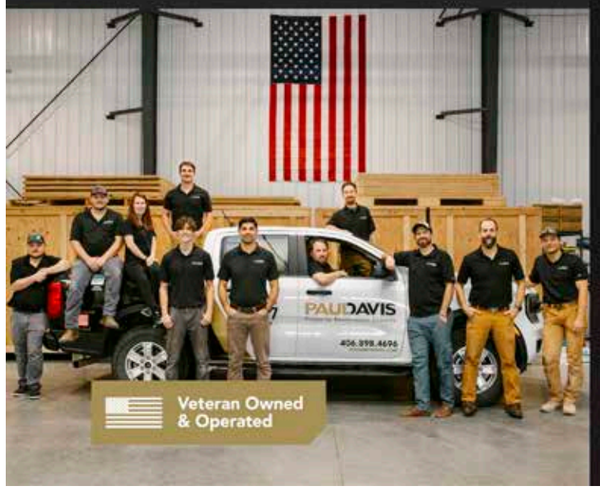
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UNWRITTEN STAYS

CALEB VANCE
Owner/Founder

Elevating the Standard of Guest Stays

BY KATE SHELTON, PHOTOS BY AMBER SIDERIUS PHOTOGRAPHY

The best Montana vacations are anything but ordinary. Unwritten Stays is redefining what it means to experience Big Sky Country, pairing high-level guests with some of the state's most distinctive homes – ensuring every stay is as memorable as the destination itself.

Founded and owned by Caleb Vance, Unwritten Stays was built on a simple idea: exceptional vacations deserve exceptional care. From beautifully designed mountain retreats to one-of-a-kind estates, each home is thoughtfully managed from start to finish with the attention, integrity, and hospitality of a seasoned team. Through a performance- and data-driven approach to vacation rental oversight, Unwritten Stays not only elevates the guest experience – they also protect homeowners and help grow the long-term value of every property in their portfolio.

"I don't even think of us as property managers," Caleb said. "We do so much more than that. We offer the next level of both guest care and homeowner experience. We are elevating stays for guests, and also elevating the quality of attention that homeowners receive. Our work is full-service, from marketing the property to handling routine maintenance. We allow homeowners to get the benefits of owning and renting a vacation home without the stress. And for guests, we give them the best of Montana so they keep coming back."

Caleb's deep appreciation for Montana was shaped early. Growing up in Stevensville, he developed an enduring connection to the state's beauty. Following college at Montana Technological University, his career took him to California and Arizona, where he gained valuable experience in the corporate realm.

Entrepreneurship runs deep in Caleb's family. His mother is a seasoned real estate agent in Bozeman. She was the original catalyst for what would become Unwritten Stays. When she asked Caleb to help manage a rental property for her clients, he quickly saw an opportunity to bring a higher level of care and professionalism to the vacation rental experience. As satisfied homeowners began referring him to others, the business grew organically through word of mouth, laying the foundation for what Unwritten Stays has become.

Now with nearly a decade of experience and dozens of properties in its portfolio, Unwritten Stays has become the premier vacation rental management company for unique properties, managing listings across Bozeman, Big Sky, Whitefish, Kalispell, and the Flathead Valley.

For homeowners, Unwritten Stays offers far more than traditional property management. Each home is treated as a hospitality asset – not simply a rental listing. Unwritten takes a selective approach, representing properties with distinctive design, location, or character and positioning each within a curated collection rather than treating it as a commodity. From data-informed pricing and professional presentation to intentional marketing, seamless guest experiences, and proactive maintenance, every detail is designed to maximize performance while protecting the property's long-term value. The result is a partnership that combines the personalized care of a local expert with the strategic discipline of a sophisticated hospitality brand – giving homeowners greater



“We offer the next level of both guest care and homeowner experience. We are elevating stays for guests, and also elevating the quality of attention that homeowners receive.”

peace of mind while helping their properties perform at their highest potential.

“I got started in this business based on my love of real estate. I have experience with my own property rentals, so I know what it means to own a home that someone else stays in,” he said. “For each property we have, I take care of it like it’s my own. I am someone who gets ahead of the little things before they become bigger. I stay on top of the inspections and care of the home to not only protect my client’s assets, but also ensure that guests have a great stay and want to refer the property to someone else.”

Their care of the home and the presentation Unwritten Stays offers is unmatched. “We do very high-level marketing to attract the kind of guests who want the ultimate Montana experience,” Caleb said. “And after a stay, we fully inspect the property after every single guest. This ensures that the next guests get the best of the place and that the home is exceptionally well cared for.”

For agents and their clients, working with a vacation rental professional like Caleb can make all the difference. Caleb brings a trained eye to every property he considers, understanding that a successful vacation rental is about far more than a beautiful home. He knows what guests are looking for – and, just as importantly, what can turn a good property into an exceptional one. From layout and location to amenities, finishes and functionality, Caleb can quickly identify a home’s potential and pinpoint the upgrades that will make the greatest impact. His approach is intentional: invest where it matters, elevate the guest experience, and ultimately create a property that stands out in a competitive market, earning owners the most for their investments.

“For example, I’ll look at a home and help people see that something like a game room is a better investment than a simple garage. It might cost a little more upfront, but the returns will more than pay for it,” he said.

Caleb is proud to partner with the real estate community to help their clients find elevated rental properties. “My goal is to be a branch of the agent’s tree – an extension of your work. I do a great job of making the agents look good. I take care of their client and the property. And when we knock it out together, the client comes back and wants to buy another rental property. It’s a win-win,” he explained.

For clients, Unwritten Stays properties are the next level of vacation homes, rivaling what hotels can offer.

As Unwritten Stays has grown, Caleb saw an opportunity to serve homeowners beyond the traditional vacation rental model. That vision became House of Wild, a home care and concierge service designed for those who want to enjoy Montana without managing the details that come with it. When owners are in town, House of Wild can coordinate everything from trusted local vendors and private catering to the everyday details that make a stay effortless. When homeowners are away, the team keeps a watchful eye on the property. It’s a natural extension of Caleb’s hospitality philosophy: thoughtful, personalized service allows homeowners to spend less time managing their Montana home and more time enjoying it.

Caleb and his family feel fortunate to live in a place that many people just get to visit. Caleb and his wife, Madison,



MY GOAL IS TO BE A BRANCH OF THE AGENT'S TREE – AN EXTENSION OF YOUR WORK. I DO A GREAT JOB OF MAKING THE AGENTS LOOK GOOD. I TAKE CARE OF THEIR CLIENT AND THE PROPERTY.

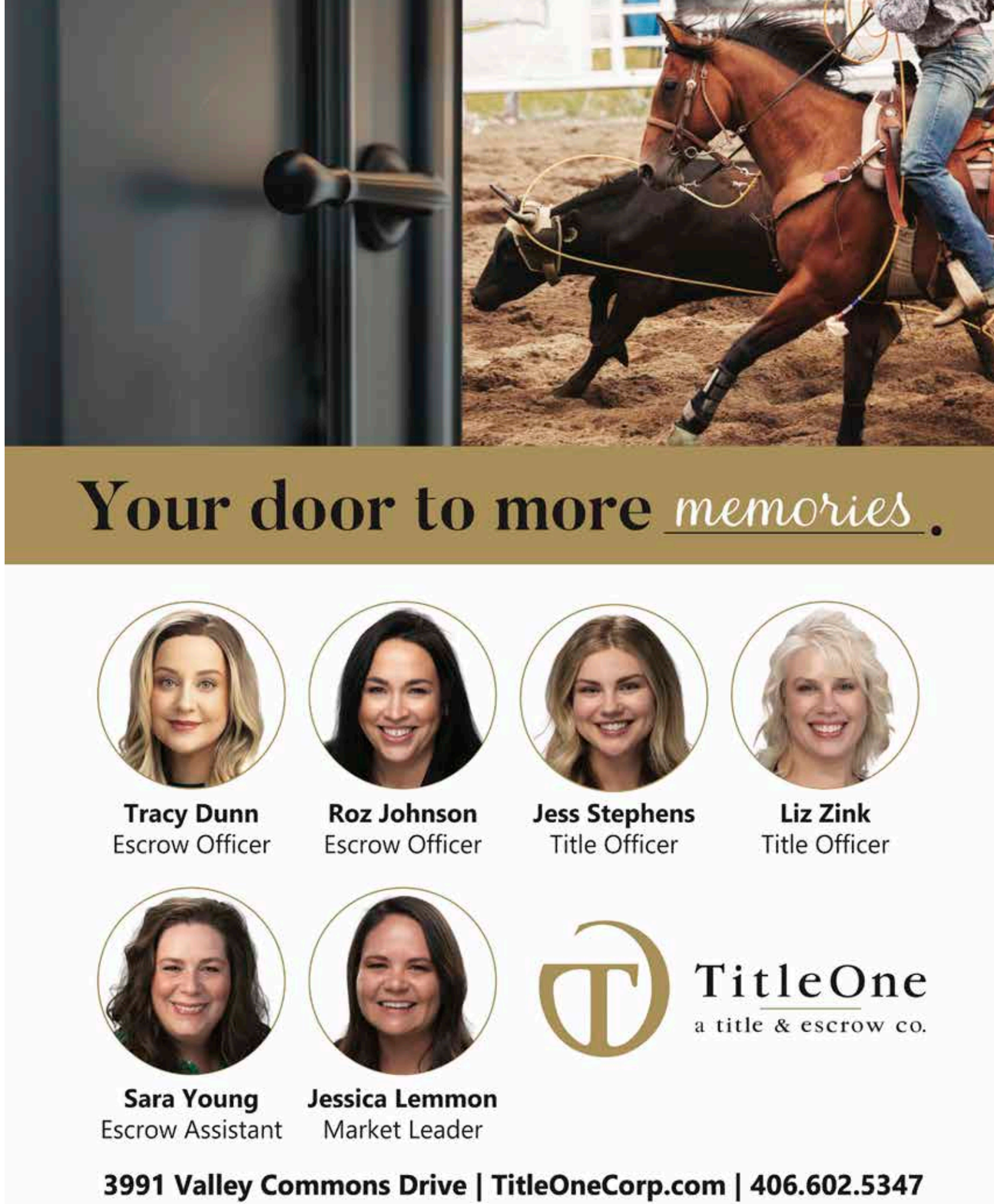
have two young kids: Wilder (2) and Lennon (1). Caleb loves to golf, and he's thrilled that Wilder is finding a love for the game as well.

The Unwritten Stays team is here to serve the real estate community by helping owners see the value in investing in vacation homes, while removing the burden of owning a property from afar. "I would just like to thank the real estate community for the hard work," Caleb said. "I know you don't often get recognized for all the hard work that goes into it. I appreciate all that you do. I'm grateful to partner with you."

Unwritten Stays not only elevates the standard of guest stays, but it has also created a new standard for what homeowners can expect from a vacation rental partner. By pairing extraordinary homes with thoughtful hospitality, meticulous property care, and a distinctly personal touch, Unwritten Stays creates experiences that guests remember, and homeowners can feel confident entrusting to someone who truly understands their value. When the home is exceptional, the vacation is, too.

Unwritten Stays offers referral fees for any agent who refers a client to their services.

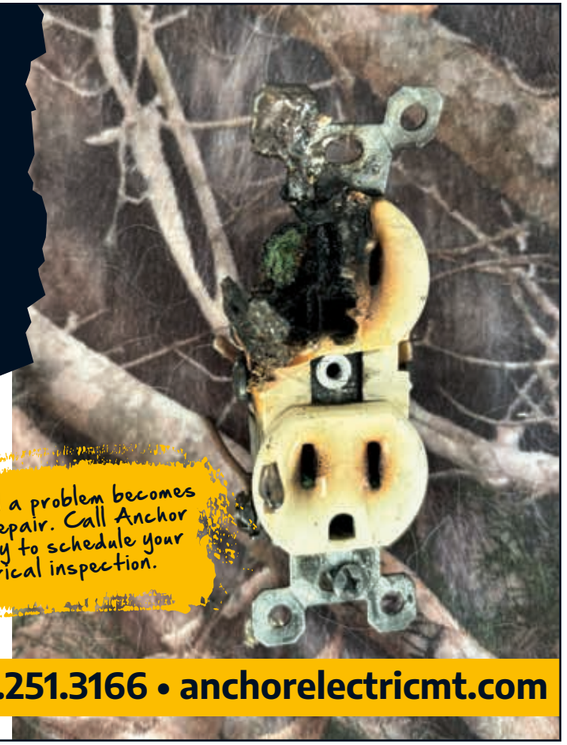
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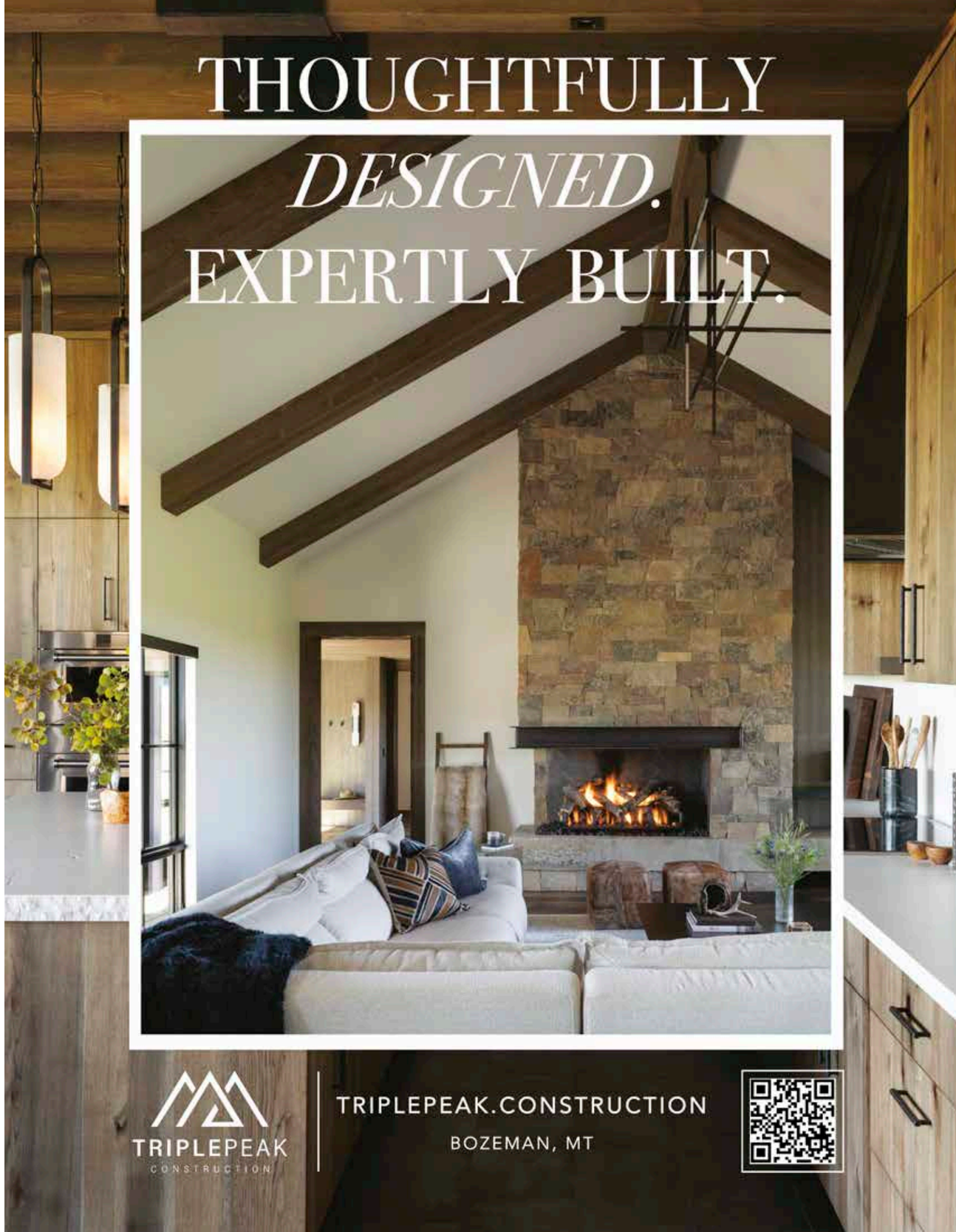
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Amelia TURBYFILL

AMELIA REAL ESTATE CO., POWERED BY REAL

PAINTING THE MONTANA STORYBOOK

BY KATE SHELTON, PHOTOS BY ARNICA SPRINGS PHOTOGRAPHY

"Storytelling is what sets me apart as an agent. I came to real estate from marketing, and I use those skills every day to show people what life in Montana really looks like. That's also what has grown my audience online. Many people only get to visit a place like this once. I get to live here and tell its story, and I consider that an honor," said Amelia Turbyfill of Amelia Real Estate Co., Powered by Real Broker.

Just like many of her clients, moving to Montana was nothing short of a leap of faith for Amelia. She grew up in Asheville, North Carolina, and graduated from the University of North Carolina at Chapel Hill. From a young age, Amelia knew she wanted to head west to experience something more. Montana caught her attention with its mountains, skiing, outdoor lifestyle, and strong sense of community.

In just over a decade, Amelia built the life she's dreamed of in Bozeman. Her leap of faith built the foundation for a successful business, a beautiful family, and a deep-rooted community. This move shaped her life and has given her the ability to connect with so many who are drawn to Montana, just as she was years ago.

With a background in marketing, real estate felt like a natural fit for Amelia. "There is so much marketing that goes into real estate," she said. "I have a creative side. I love to put my creativity skills to use to bring a property to life." Amelia was licensed in 2017 and has been serving the Bozeman area ever since.

Two years ago, Amelia doubled down on her digital marketing efforts – a move she credits with launching her business into a whole new realm. Amelia partnered with Real Broker and solidified her personal brand, Amelia Real Estate Co. She also leaned into her online persona, building a following of more than a hundred thousand followers across platforms including YouTube, Instagram, and Facebook.

"Moving to Real Broker was the best thing I could have done for my business," she said. "It totally changed the trajectory of my business by giving me the tools, mentors, and resources to not only service my clients, but to also build my personal brand."

Amelia's marketing background has helped her build a loyal social media following, with her Instagram



videos often topping 25,000 views. She gives followers an honest, inside look at life in Bozeman and Big Sky, and they keep coming back for it - her follower count has exploded.

“I don’t put on a persona online,” she went on. “What my followers see is exactly who I am. I share what I know about the market and what it’s really like to live here, so people can make informed decisions. Over time, they get to know me, and that’s where the trust comes from.”

Amelia’s online personality feels less like traditional real estate marketing and more like an insider’s guide to life in Montana. Across platforms, she blends luxury real estate with the lifestyle that makes Bozeman and Big Sky so compelling – showcasing beautiful homes, mountain communities, local experiences, outdoor adventures, and the everyday details of living in the region.

Her content is polished but personal, giving viewers a glimpse not only at the properties she represents, but at the people, places, and possibilities that come with calling Montana home. With a growing social audience and a voice that feels both aspirational and approachable, Amelia is using the power of digital storytelling to show Montana from the inside out – and invite others to imagine their own life here.

This hard work has paid off. Amelia consistently ranks among the top agents in the Bozeman and Big Sky markets. Her clients rave about her, and many of her listings come from repeat and referral clients.

While referrals are her bread and butter, her social media presence drives a solid portion of her business. This year alone, Amelia has closed many deals with clients who found her on social media. “Twice this year, I’ve shared a seller’s home online, and one of my followers reached out and bought it. Those buyers had been watching my content for a while. They already knew me and trusted me, so when the right home came along, they were ready to act. For my sellers, that’s real added value. My audience becomes part of their buyer pool.”



> “I came to Montana for the same things my clients are looking for: the mountains, the outdoors, and a different pace of life.
> NOW I GET TO HELP OTHER PEOPLE FIND THEIR PLACE HERE.”

“I came to Montana for the same things my clients are looking for: the mountains, the outdoors, and a different pace of life. Now I get to help other people find their place here. Showing someone the best of Bozeman and Big Sky and helping them find a home that fits the way they want to live is the best part of my job. I don’t take it for granted.”

For Amelia, selling her client’s property is about more than simply putting the listing on the market – it’s about making sure the right people see the story behind it. Her strong online presence and elevated approach to marketing give her clients a distinct advantage: extending





a property's reach far beyond traditional real estate channels. Through engaging social content, compelling visuals, and strategic storytelling, Amelia creates attention around her listings and builds an audience that is already tuned in to Montana real estate and lifestyle. The result is a marketing strategy designed to generate more interest, attract more qualified buyers, and ultimately help her clients get more from their sale.

Amelia's hard work and powerful online presence have opened the door to an exciting new chapter in her career: serving as the exclusive listing agent for Bozeman Yards, a luxury condominium development on the north side of Bozeman.

This opportunity has given her a deeper dive into the world of new development – something Amelia has come to love. Through thoughtful storytelling, strategic marketing, and an authentic understanding of the Montana lifestyle, Amelia is finding new ways to help buyers envision not just a condo, but the life waiting for them there. To date, the project is already more than 40% sold, and it's still in early construction, with a completion date estimated for Summer 2028. Amelia is fully engaged in the work and sees herself doing more development work in the future.

Amelia's success has earned her national recognition. She was recently named one of four leaders of Real Luxury, Real Brokerage's exclusive group of top-producing luxury agents from across the country. As Northwest Regional Director, she helps lead the brokerage's top luxury agents alongside some of the industry's most accomplished brokers. She stepped into the role during a period of major growth for the company. Real Broker recently completed its acquisition of RE/MAX, forming a combined company with more than 180,000 agents worldwide, and Amelia is helping guide how the brokerage serves luxury clients as it expands. The experience has sharpened her skills, broadened her perspective, and deepened her understanding of what it takes to serve clients at the highest level.

Outside of work, Amelia's favorite role is simply being mom to her two boys, Walker (9) and Cole (7). She describes them as her best buds and loves spending time with them. In the winter, they ski together at Big Sky, and in summer, you'll find them on the river, hiking trails, or camping. Amelia is a supporter of HRDC, the Bozeman nonprofit that helps people experiencing homelessness in Southwest Montana. This fall, she launched her first Socktober drive, collecting socks from past clients, friends, and neighbors to stock local warming shelters. She surpassed her goal of 300 pairs and plans to make the drive an annual tradition. It's a simple way to help people stay warm through a Montana winter and to bring her community together around a cause that matters.

Amelia has found that the most powerful way to sell Montana is to tell its story. Through her authentic presence, she gives clients more than a glimpse of beautiful homes – she paints a picture of the lifestyle, community, and possibilities that come with living here.

Whether she's showcasing a new development, highlighting a hidden gem, or capturing a day in the mountains, Amelia connects the property to the bigger Montana experience. It's a storytelling approach that has become a defining part of her success, proving that when you can help people see themselves in the story, they can begin to see Montana as home.

Learn more about Amelia and connect with her online at www.instagram.com/ameliarealestateco



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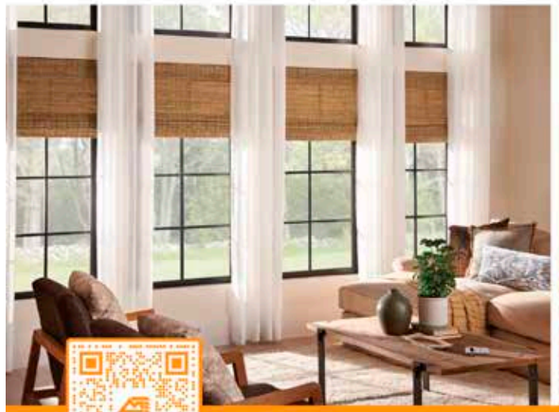
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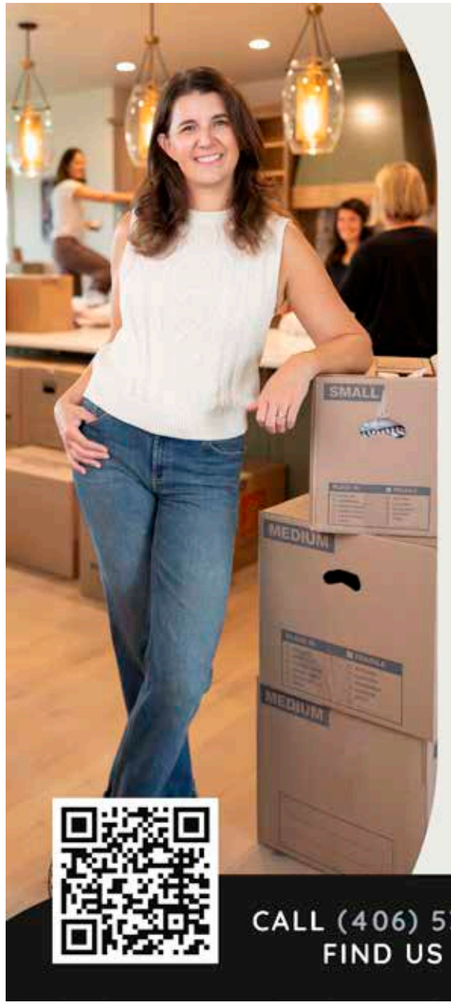
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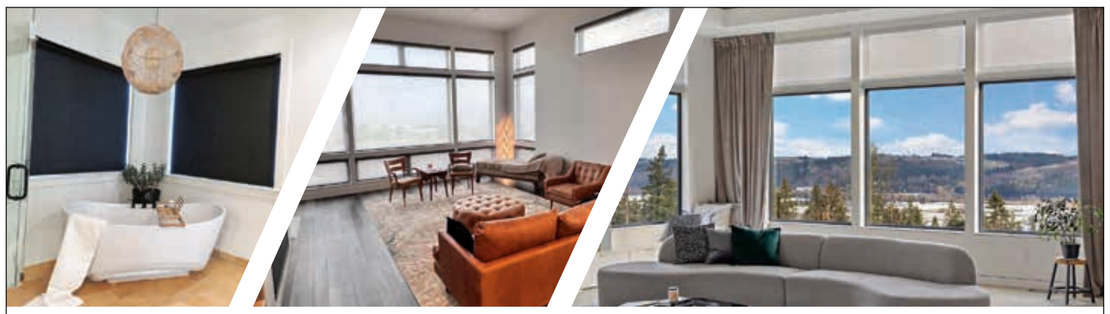
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YOUR COMMUNITY. YOUR CREDIT UNION.

BY KATE SHELTON, PHOTOS BY AMBER SIDERIUS PHOTOGRAPHY



"When it comes down to it, we're truly here for our community and clients. We're local, and we're a not-for-profit institution. We are truly here to help the community and make this place better. We're members of the community, and we work hard to help buyers make dreams come true," said Kevin Romanshek, a trusted mortgage Loan originator at Whitefish Credit Union in Whitefish, Montana.

Whitefish Credit Union (WCU) understands that buying or selling a home is about more than a transaction – it's about helping people find their place in Montana. With a commitment to personal service and strong local relationships, Kevin and the entire team are here to support both real estate agents and their clients through the homebuying journey. By working hand in hand with agents and guiding buyers through the financing process, WCU helps make the path to homeownership possible. Kevin is committed to building lasting relationships, strengthening the community, and helping more people find a place to call home in the Flathead Valley. This is your community, and WCU is proud to be a part of it.

Founded in 1934, WCU is proud to be Montana's largest credit union,

> We are truly here to help the community and make this place better. We're members of the community, and we work hard to help buyers make dreams come true."

managing more than $2 billion in assets. With a longstanding commitment to serving its communities, WCU is a trusted name in the region. WCU has branches throughout Montana, including Whitefish, Kalispell, Columbia Falls, Eureka, Polson, Missoula, and Thompson Falls, and plans to grow across the state.

Kevin's journey to the Flathead Valley began in the small Northern California town of Paradise, where he grew up. In his 20s, he followed his brother to Jackson, Wyoming, drawn by a shared love of mountains and the outdoors. Nearly a decade ago, a job opportunity brought him to Whitefish, where he has since made his home.

Along the way, Kevin has built a successful 20-year career in the financial industry, starting as a part-time teller and working his way through operations management and consumer lending before becoming a mortgage loan originator at WCU four years ago.

"I've always loved helping people and making their dreams come true," Kevin said. "I have a huge passion for helping people achieve their goals. I get a lot of satisfaction from helping clients navigate one of life's biggest milestones: buying a home."

Kevin's straightforward approach to mortgage lending is both approachable and relatively stress-free, putting his clients at ease. "I try to make the mortgage process as straightforward as possible," Kevin said. "I do my best to provide clear answers and maintain good communication from start to finish. I want to make buying a house feel less overwhelming and ensure my clients feel supported every step of the way."

Kevin's friendly attitude and willingness to go the extra mile for agents and clients have made him one of the top originators at WCU. "I think it's about showing people what you can do for them, not just talk about it," he said. "When people see your work – and see that you do what you say you will – you gain trust. I'm lucky that my clients trust me because we get the job done and make it as smooth as possible."

What sets WCU apart is its people-first approach to banking. As a not-for-profit, member-owned cooperative, its focus is on serving members rather than generating profits for outside shareholders. That means earnings can be returned to members through benefits such as competitive loan rates, dividends on deposits, and lower fees.

As a Montana-run credit union, Kevin can do more for his clients."We service all of our loans in-house for the life of the loan. That means we're not selling them to anyone, and we're always here



to discuss your loans in person. We don't charge origination fees, meaning we're cheaper than other options."

"Being a local credit union also gives us the ability to lend on properties unique to the area. We live here. We understand the Montana way of living, and we're here to help make it happen."

One of the more popular programs WCU offers is their first-time buyer program. WCU offers 95% financing, meaning that buyers do not have to come up with large sums for a down payment. This program is designed to make homeownership more accessible, with flexible financing options tailored to buyers' needs. Another attractive benefit of financing with WCU is the fact that they do not require PMI (private mortgage insurance) on any of their loans. Thanks to local lending decisions, lower insurance costs, no lender origination fees, and personalized guidance throughout the process, WCU combines local expertise with practical advantages to help buyers enter the market.

Clients are supported by Kevin's assistant, Elizabeth Dewell. Her attention to detail and commitment to follow-through help keep the mortgage process running smoothly. Known for her quick responses and dedication to finding the right answers, she works closely with Kevin and his clients to ensure they feel informed, supported, and taken care of for the life of the loan.

When he's not helping clients find their way home, Kevin takes full advantage of the Montana lifestyle he moved for. Whether he's hiking mountain trails, paddleboarding, kayaking, or exploring, he's happiest when he's outdoors. The winter offers Kevin a chance to enjoy his favorite pastime: bowling on a local team. Kevin shares these adventures with his wife, Meg, whom he met in Whitefish. Their golden retriever, Marty, rounds out their family and keeps life entertaining.

"Real estate agents are such a key part of our business. I appreciate each one of them. I'm always here to support your business and clients. If you have questions about loan products or how credit unions work, don't hesitate to reach out. I'm always available."

For Kevin, being a mortgage lender is about more than helping someone secure a loan – it's about building relationships, supporting real estate agents, and helping buyers find a place to call home. By putting people first and investing in the community he calls home, Kevin and the Whitefish Credit Union team make it easier for buyers and agents to navigate the market.

"Being a local credit union also gives us the ability to lend on properties unique to the area. We live here. We understand the Montana way of living, and we're here to help make it happen."

Connect with Kevin and learn more about the Whitefish Credit Union advantage at KRomanshek@whitefishcu.com.

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RICK MEISINGER

ERA Lambros

Missoula Mainstay

BY JESS WELLAR
PHOTOS BY BESS BIRD PHOTOGRAPHY





"When I sold my restaurant, I wasn't sure what my next career would look like after 18 years in hospitality," Rick Meisinger admits. "I had three people pinging me: an insurance guy who wanted me to sell insurance for him, a stock broker who wanted me to trade, and then my commercial agent, who encouraged me to try real estate."

Fortunately for Missoula buyers and sellers, door number three won. Twenty-five years later, the ERA Lambros Realtor has spent his second act serving the community he has always called home. Rick has enjoyed many years exceeding $20 million in production, but at this stage of his career, it's less about chasing another sales record. After years of solving problems, cultivating relationships and showing up personally for his clients, he has earned the luxury of deciding what success looks like now.

The Big Pivot

Born and raised in Missoula, Rick is a proud local who never left his beloved hometown. After a year of college, an unexpected opportunity changed his plans: He bought the restaurant where he'd worked since high school. Rick began managing it at 21, became the owner at 24, and ultimately sold the business 11 years later after reaching a point of burnout.

The timing made the leap especially consequential. His daughter, Brylee, was born in July, and Rick sold the restaurant the following month. Suddenly, the longtime entrepreneur had a new baby, no restaurant and plenty of incentive to make his next move count.

"Real estate felt an easy fit, I was very used to long hours and had a service-oriented mindset," Rick recalls. "Out of the three options that were proposed to me, real estate was also the most appealing because the relationships were what I enjoyed the most in the restaurant world."

Rick went all in with "total dedication," earning his license in 2001 and his broker endorsement in 2010. Commercial agent Ed Coffman initially steered him toward the industry, while supervising broker Dan Worrell became an important mentor. In true lifelong-Missoula fashion, theirs wasn't even a new relationship: Dan had once been Rick's Little League All-Star coach.

Staying Power

Those restaurant years proved more transferable than Rick might have imagined. Hospitality had already taught him to work hard, communicate and take care of people. But over the years, Rick has also accumulated the kind of local knowledge that can't be rushed. His work spans residential, commercial and multifamily properties, and he remains motivated by small wins, new challenges and the satisfaction of solving problems. But the part that means the most to him is decidedly human.

"My clients aren't just a number," he points out. "They are people and families that I am assisting achieve life long goals, dreams and financial stability. These are some of the biggest

decisions people make and I am involved to make sure they make the correct and educated decisions."

That care shows up in practical ways. Clients frequently mention his communication and availability, and when someone hires Rick, they get Rick.

His business model is similarly straightforward as well. While much of the industry has embraced an increasingly visible online presence, Rick has little interest in becoming a social-media personality, although he does make an effort to keep up with technology. Instead, an estimated 80 percent of his business comes from repeat clients and referrals, the cumulative result of decades spent earning trust.

The Long View

A quarter-century in one profession inevitably changes how a person measures a good year. Rick readily acknowledges that he once produced roughly twice what he does today. The reduction is intentional, not accidental.

His daughter's arrival at the very beginning of his real estate career had given him what he calls more "skin in the game," sharpening his focus during an uncertain transition. Brylee is now grown and living in Pittsburgh, Pennsylvania, and the intervening years have given Rick plenty of evidence that

"MY CLIENTS AREN'T JUST A NUMBER.

They are people and families that I am assisting achieve life long goals, dreams and financial stability. These are some of the biggest decisions people make..."



a meaningful career isn't measured solely in closings.

"It becomes personal and very fulfilling when clients circle back after many years and reiterate how thankful they are that you were a part of their lives and assisting with big decisions that helped get them to where they are today," he offers.

Those relationships help explain why Rick hasn't lost his appetite for the business. He's still motivated by learning something new and fear of failure, he readily admits, doesn't hurt either.

Plenty Of Trail Ahead

Life outside the office has never lacked activity. When Brylee was younger, Rick spent years coaching her fastpitch softball teams and traveling with her, with the teams collecting four state championships along the way.

> "I may be in the twilight of my career, but I still love what I do and will probably continue to do this until I can't."

These days, he gets outside by biking and hiking a couple of times each week. He's also a former competitive skeet shooter who ranked among the state's best and spent time as a certified instructor. Rick remains involved with Missoula Trap and Skeet and supports the Lambros Community Foundation.

Travel and good food are part of the equation, too. Rick and his significant other, Theresa, recently returned from Cabo, Mexico, and enjoying more experiences together is increasingly important as he finds a better balance between work and life.

Still, don't mistake reduced production for one foot out the door. Rick jokes he has no desire to trade real estate for a retirement job at Walmart. He's simply giving himself more freedom to enjoy the career — and life — he already has.

"I always have been and always will be an individual operator — when clients choose to work with me they get me and not an assistant," he concludes. "I may be in the twilight of my career, but I still love what I do and will probably continue to do this until I can't."

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Stefanie Hanson

Broker/Owner, Beckman's Real Estate, Powered by PLACE

Built to Build Others

BY KATE SHELTON, PHOTOS BY AMBER SIDERIUS PHOTOGRAPHY



"We are building something special here. I love to work with people who are growth-minded and want to leave a legacy for their clients and their family. I am all about ownership over excuses. And our team is exactly that – collaborators, willing to adapt, and hard workers. I love leading this team and guiding them to something better. This is just the beginning," said Stefanie Hanson, owner of Beckman's Real Estate, Powered by PLACE, in Kalispell.

For Stefanie, success isn't marked solely by transactions closed or properties sold – it's measured by the people she is able to help build along the way. A natural leader, Stefanie isn't interested in developing a typical agency; instead, she's building a team of confident, capable real estate agents by investing in their success at every step. Through mentorship, collaboration, and a genuine commitment to seeing others thrive, she pours her time and experience into helping her agents sharpen their skills, expand their businesses, and reach the goals they dream of. For Stefanie, building a strong team means building strong people – and her team is living proof of it.

"One of the biggest game changers for me has been realizing that success is less about selling more real estate and more about building systems, people, and relationships. Early on in my career, I thought the answer was just to work harder, but the biggest shift came when I started investing in people, building a strong team, creating repeatable systems, and surrounding myself with others who were operating at a much higher level than I was," she said.

> **"It's never been just about selling homes – it's about creating an exceptional experience, serving people with integrity, and helping them achieve their goals with confidence."**

There's no denying it, this mentality has helped not only Stefanie succeed, but her team as well. The Beckman's Real Estate Team has become one of the most successful groups in the region. Not only do they close an impressive number of transactions, but they do so with integrity, earning them a great deal of referrals.

Montana has always been home for Stefanie. Born and raised in the Flathead Valley, she started her career as a dental hygienist. After marriage and children, Stefanie left the dental world and joined her mom's business: Beckman's Furniture. As one of the only high-end furniture stores in the region, Stefanie quickly found herself immersed in the world of interior design and high-end home staging.

It wasn't long before Stefanie saw an opportunity to offer their clients more. "The more I worked with homeowners during the staging process, the more I realized how much I enjoyed the real estate side of it. I saw an opportunity to provide even more value by helping clients not only prepare their homes for the market, but also guide them through the entire buying and selling process," she said. Stefanie earned her real estate license in 2013, creating a seamless, full-service experience for her clients.

"What started as a way to better serve our customers quickly became a true passion," she added. "I fell in love with helping people navigate one of the biggest financial and emotional decisions of their lives while building relationships that extend far beyond a single transaction. Today, that same philosophy still guides how I run my business. It's never been just about selling homes – it's about creating an exceptional experience, serving people with integrity, and helping them achieve their goals with confidence."

After a few years in the business, Stefanie found herself ready for the next

“I’ve learned that success isn’t something you achieve alone. Success is built by surrounding yourself with great people, continually investing in your own growth, and creating opportunities for other.”



evolution of her business. She founded Beckman’s Real Estate, paying homage to the Beckman name she and her mom built in the area. For the next several years, Stefanie poured into her team and continued to serve clients with the same level of care she’s always given.

“When COVID hit, real estate went crazy, as everyone knows. I was getting burnt out,” she detailed. “I truthfully didn’t know if I wanted to continue. I needed to make a change.”

Stefanie partnered with PLACE to help scale her team and provide better service to clients. “Joining PLACE and getting in rooms with top agents across the country completely changed my perspective,” she said. “It raised my standards, challenged my thinking, and showed me what was possible. Instead of trying to figure everything out on my own, I started learning from people who had already solved the problems I was facing.”

The move reinvigorated her love for the business and has helped the Beckman’s Real Estate Team expand to include more than ten agents and several support staff members. They’re one of the more productive teams in Kalispell, serving hundreds of clients a year.

“I love watching real estate change my team members’ lives, just like it did mine,” Stefanie said. “I love to see agents being successful. I am fully invested in coaching and mentoring. I think my purpose here is to help others succeed. I love this side of the business, and I’m finding myself doing more and more of it.”

The team is growing, and they’re always looking to partner with the right agents. “We want people with a growth mindset; people who are willing to be uncomfortable while learning – people who want more than just a transaction. We want people who think about the big

picture and want to create a legacy to pass down."

Stefanie is creating a legacy of her own. "I've learned that success isn't something you

achieve alone. Success is built by surrounding yourself with great people, continually investing in your own growth, and creating opportunities for others to succeed alongside you. That's the culture we've worked hard to build; that's the legacy."

The benefit of building a solid team is that Stefanie is able to have more work-life balance. She's been married to her husband, Jason, for 16 years; they have two kids, Justin (13) and Annie (11). The Hansons also have two dogs who are very much part of the family: Tucker and Maverick. During the summer, you can find the family at the lake, and on the mountain in the winter. Their kids are active and involved in school and sports, keeping the family on the go. Stefanie is proud to be a sponsor of Mikayla's Miracles & Blessings Foundation, an organization dedicated to helping families in the Flathead Valley have the resources and support they need to thrive. Stefanie serves her local school community by serving on the West Valley School Board for the last six years and was retained for another term. The Hansons are also active members of Canvas Church in Kalispell.

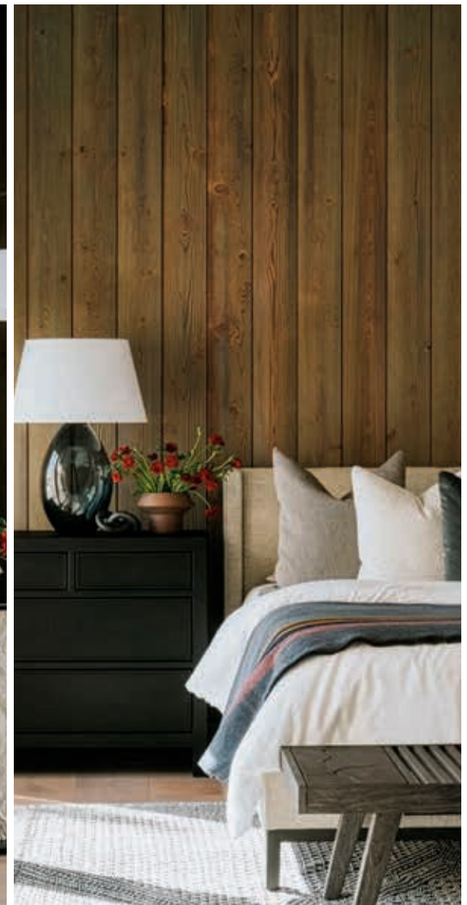
With a career built on relationships, collaboration, and a genuine desire to help others succeed, Stefanie has dedicated herself to creating an environment where her team members are encouraged to grow, serve, and thrive. Just as she has built a successful career from the ground up, Stefanie's greatest passion lies in building others – helping them reach their potential, find success, and create a legacy of their own.

Connect with Stefanie and learn more about joining the Beckman's Real Estate Team at www.beckmansrealestatemt.com/careers









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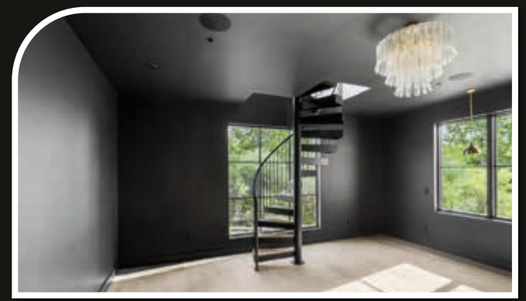
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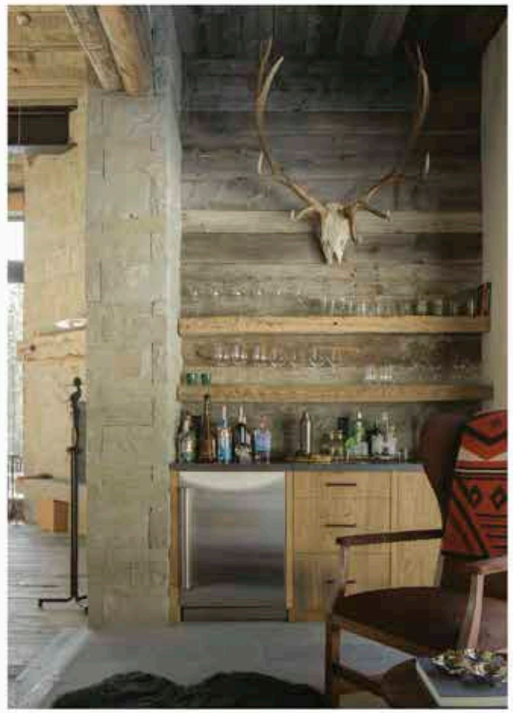
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