

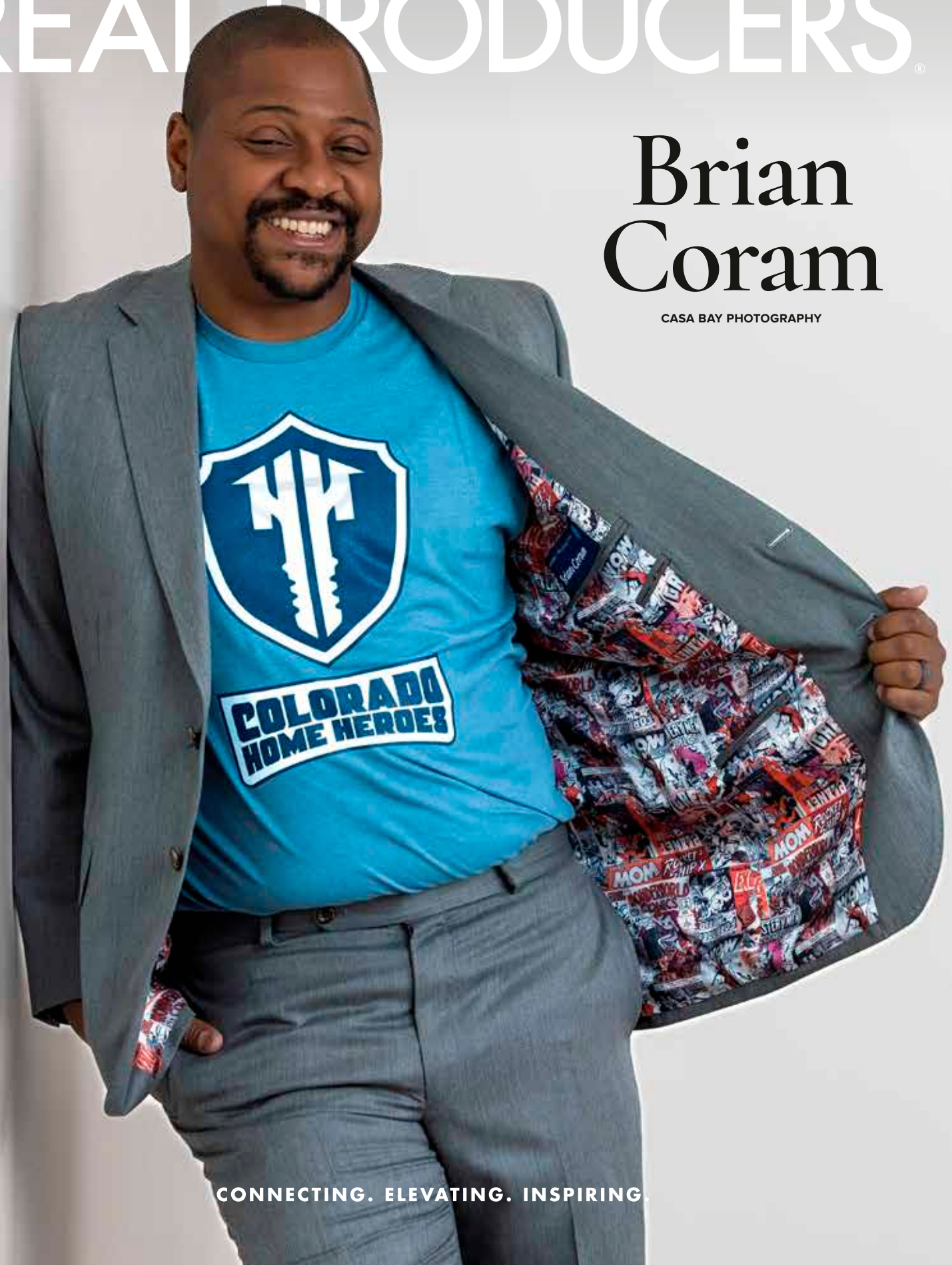
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Our Mission

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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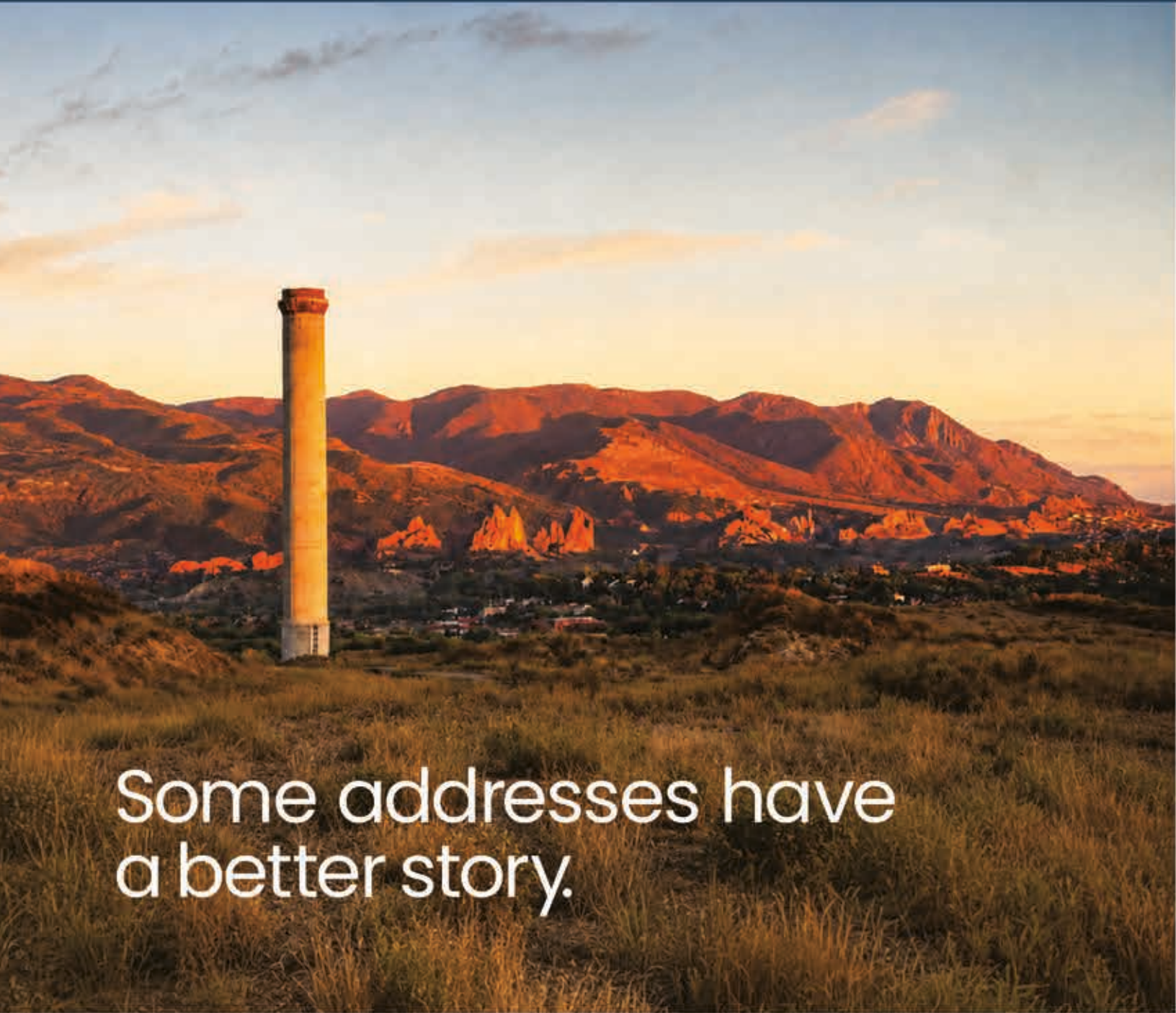


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PUBLISHER’S NOTE



Brian Gowdy and his mom, Lori, in Stevensville, MD, 2026

Earning Your Attention

I am an incredibly difficult person to advertise to.

I love movies, new TV shows, and plenty of things companies spend millions of dollars promoting—yet I’m regularly surprised to learn something I would have been interested in came out weeks or months ago—sometimes things are not on my radar at all. I use ad blockers. I stream my music. I don’t have cable. Outside of the Super Bowl, I couldn’t tell you the last television commercial I watched.

It’s interesting to think about because my primary role with *Colorado Springs Real Producers* is selling advertising.

Advertising has always been about earning someone’s attention and today attention is harder to earn than ever. We have more ways to avoid advertising, and more competition for the little free time we have.

That’s part of why I believe relevance matters so much.

When you open *Real Producers*, my hope is that it feels a little like opening a high school yearbook. You turn the pages and recognize people. You read stories about agents you’ve worked with, heard about, or wanted to know better. Our content is created for this real estate community—and the businesses advertising alongside it want to serve this same community.

There’s nothing cutting-edge about a printed magazine. You also can’t install an ad blocker on one. But earning your attention still requires us to create something worth picking up.

Thank you for continuing to do that. Your readership allows us to tell these stories, support our advertising partners, and continue our mission of building a more tightly knit real estate community.

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Reflections from the Editor

Real estate may be the common thread, but for Brian Coram, Javier Macias, and Clay Martin, the deeper connection is *people*. Each of these agents took a very different path into the industry, shaped by experiences in counseling, ministry, athletics, nonprofit work, homebuilding, and beyond. Yet all three ultimately found a way to turn their careers toward something larger than a transaction.

Their stories are a reminder that *purpose doesn't always arrive in a straight line*. Sometimes it grows out of years of experience, unexpected career turns, mentorship, or simply recognizing where your skills can make the greatest difference. For these three REALTORS®, real estate has become more than a profession. It has become another way to serve, guide, and make an impact during some of life's biggest transitions.

I hope you enjoy reading the stories!



Tabby Halsrud
Editor
cosrealproducerscontent@n2co.com

Every property has a past.



We make sure it doesn't come back to haunt the deal.

**CHICAGO TITLE**

THE BUSINESS OF CONNECTION

THERE ARE PEOPLE YOU HAVEN'T MET YET WHO WILL CHANGE YOUR BUSINESS.

THE QUESTION IS WHETHER YOU'LL HAVE THE COURAGE TO MEET THEM.



Andrew Deyo NMLS: 1889231
Producing Partnership Branch Manager

Think about the people who matter most to your business.

The client who became an advocate.
The agent who became a friend.
The introduction that opened a door.
The conversation that somehow became something much bigger.

There was a time when you didn't know any of them.

They were strangers.

That's the part of business we don't talk about enough. We talk about leads. Units. Volume. Conversion. Market share.

But some of the most consequential opportunities in your career will begin before there's anything to measure.

They begin in the unknown space between two people.

THE PERSON ACROSS THE ROOM.

You walk into an event and see someone you've wanted to meet.

Your mind starts negotiating with you. So you grab a drink. Talk to the people you already know. And maybe you leave without ever crossing the room.

WHAT IF YOU DID?

Walk over. Say hello. Ask the question. Because you have no idea what might exist on the other side of that conversation. Sometimes the greatest opportunities in our businesses begin with having the courage to walk toward something we can't yet see.

“
Your future isn't empty simply because you can't see it yet

”
That's why I don't believe relationships are something we turn toward only when we need more business. **They're the business we're building every day so opportunity already exists when we need it.**

DO THE SCARY THING.

Meet the people you think you're too small to walk up to and talk. Ask the impossible questions. There will always be someone in the room who seems more successful than you. Walk over anyway.

DON'T OUTGROW YOUR CURIOSITY!

When we're new, we'll talk to anybody. We do it because everything still feels possible. Then we get experienced. Our calendars fill.

We can become so efficient that we stop encountering the unexpected.

Walk into a room where nobody knows your production. Talk to someone who can't do anything for you - yet. Ask the question you worry might sound ridiculous.

ALL THINGS COME AND GO.

Markets change. Deals come and go. Great years will challenge us, and difficult years will give way to something new.

But there are still people you haven't met. Conversations you haven't had. Rooms you haven't entered. Opportunities you can't see from where you're standing today.

Look forward like a child looks forward. With wonder. With expectation. Then walk across the room.

Someone you haven't met yet may be waiting on the other side.

Andrew Deyo
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CLAY MARTIN



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From Kentucky Roots to Senior- Focused Real Estate

Clay Martin's story begins in Lexington, Kentucky, where he grew up alongside a brother who was five years older and eventually went into the military while Clay was still in middle school. After finishing high school in his hometown, Clay went on to play college football in Ohio during the 2007–2008 recession era.

He described that period as a turning point. He initially stepped away from athletics after realizing his path in football would not continue beyond college. That decision led him to transfer to a larger university while working and attending school, a transition he later reflected on as a time of personal missteps and learning. He ultimately completed his degree in sports management, a field he chose largely for its accessibility and speed toward graduation.

After college, Clay explored a range of career paths. He interviewed multiple times with the U.S. Olympic Committee and also pursued opportunities with the YMCA, including an entry-level role and attempts at director-level positions. At the same time, he worked in fitness management, including running a NineRound kickboxing gym.

It was during that phase that real estate first entered his orbit in a practical way.

Clay recalled seeing a friend's income from real estate and being struck by the comparison to his own earnings at the time. That moment became a catalyst. He decided to pursue his real estate license, initially believing it would be a straightforward path.

"I quickly realized that it was not easy," he said, reflecting on his first year, when he closed just one deal.

Like many new agents, the early experience was challenging. Clay compared the learning curve to skilled trades, noting that in other professions such as plumbing or electrical work, there is a structured apprenticeship period. Real estate, he said, required him to build that structure for himself.

Seeking guidance, he connected with Jeff and Kaye Pigott, who brought him onto their team. That mentorship period became foundational. Clay described it as a time when he was able to build confidence through repetition, with experienced agents serving as both guides and sounding boards. Over time, that support helped him move from uncertainty to consistency.

After several years, Clay eventually transitioned back out on his own, later partnering with his brother Jacob Martin, who is also in real estate. Looking back, he credited Jeff and Kaye with playing a major role in his development as an agent, particularly in helping him navigate the early insecurity that comes with entering the industry.

He also noted that his experience reinforced a strong belief in the value of mentorship in real estate.

It amazes me when I see some agents that come out the gate by themselves and they do the damn thing," he said, emphasizing how uncommon he believes that path is without support.

One of the most defining parts of Clay's career today is his focus on senior real estate services, a niche that was initially started by his brother Jacob and then Clay stepped into the role and ran with it.

He explained that early in his career, real estate felt transactional and left him unfulfilled. While he was able to generate income, he found greater meaning in work he had previously done in nonprofit settings, even when those roles were not financially rewarding.



Working with seniors ultimately bridged those two experiences.

"It combined the two," he said, describing how senior-focused real estate brought together financial work and personal fulfillment.

The work itself is highly hands-on. Clay noted that many of his clients are in their 80s or 90s, and the process often requires adapting to their communication preferences and mobility. Tasks that might normally be handled digitally—such as electronic signatures—often require in-person visits or printed documents.

Despite the logistical complexity, he described the work as deeply rewarding.

Many clients, he said, express gratitude for the support during transitions that are often emotionally and physically difficult. These situations frequently involve downsizing after decades in a home, changing health needs, or the loss of a spouse.

Clay emphasized that his role is not just transactional, but about guiding families through a major life transition with as much support and clarity as possible.

Outside of real estate, Clay shared that the past few years have brought significant personal changes. He and his wife Sarah Martin, a mortgage lender at Wings Credit Union, have been navigating a long and difficult journey to start a family, including multiple

What started as a pivot from athletics and early career uncertainty has evolved into a business centered on guiding people through one of the most significant transitions of their lives.



challenges and IVF treatments. That experience led him to reevaluate his lifestyle and relationships.

About two years ago, he made the decision to stop drinking socially, a shift he described as difficult at first but ultimately clarifying. Over time, he noticed his social circle narrowing to a smaller group of close relationships, which he said he has come to value more.

That change also opened space for new interests. Clay has recently focused on golf and pickleball, and more recently purchased a gravel bike. He described gravel biking as a blend between road cycling and mountain biking, allowing him to

ride trails and paved paths without the intensity of technical mountain biking.

He has also leaned into exploring Colorado Springs more actively through outdoor recreation, including local trail systems such as Rock Island and other area routes.

Beyond recreation, Clay has expanded into media work through a YouTube channel called Colorado Springs Senior Living Resources. The channel features conversations with professionals who support seniors and their families through transitions such as downsizing and moving into senior living communities. Guests have included estate sale companies, moving specialists, and other senior-focused service providers.

Clay said he recently recorded his fourth or fifth episode and is continuing to grow the platform.

Looking at his career as a whole, Clay's path reflects a steady shift from transactional beginnings toward a more service-driven focus. What started as a pivot from athletics and early career uncertainty has evolved into a business centered on guiding people through one of the most significant transitions of their lives.

For Clay, the throughline is not just real estate itself, but the ability to combine practical work with meaningful impact—especially for clients navigating change later in life. ■

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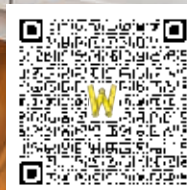
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HOW SCHUR SUCCESS GROUP CONTINUES TO BE A TRUSTED RESOURCE FOR REAL ESTATE AGENTS AND THEIR CLIENTS

CASA BAY PHOTOGRAPHY

When real estate agents encounter an estate filled with decades of belongings, a family overwhelmed by downsizing, or a property that can't move forward until its contents are addressed, they often need more than an auction company. They need a partner who can help solve a complicated problem from beginning to end.

That comprehensive approach has always been the foundation of Schur Success Group, but over the past few years, Rich and Shannon Schur have continued refining their business to better serve both their clients and the real estate professionals who refer them.

One of the biggest milestones has been strengthening the company's leadership team. The addition of Operations Manager and Graduate Personal Property Appraiser Ann Nyberg has allowed Schur Success Group to elevate both its service and its expertise. While Ann oversees many day-to-day auction operations and works directly with clients, Rich and Shannon have been able to devote more time to appraisals, real estate, business development, and mentoring their growing team.

"We're able to work on the business instead of just in it," Rich explains. That investment has also changed the

type of projects the company pursues. Rather than accepting every estate that comes through the door, Schur Success Group now focuses on larger, more complex estates where their appraisal knowledge and nationwide network create the greatest value for clients.

"We'll still sell Tupperware if we have to," Rich says with a smile. "But we're looking for opportunities where there is fine art, high-end furniture, or collectibles and our expertise really makes a difference."

That expertise often begins long before an auction is ever scheduled.

Unlike many estate sale companies, the Schur Success Group team includes three accredited personal property appraisers. Their ability to recognize valuable artwork, antiques, collectibles, machinery, and specialty assets allows them to identify opportunities others might overlook.

One recent Broadmoor estate illustrates the difference. While processing the home's contents, the team identified a piece of artwork that deserved a broader audience than a local auction. Through one of their national auction partners, the painting ultimately sold for approximately \$70,000—far exceeding the estate's expectations.

"It's about making sure nothing gets overlooked," Shannon says. "Because of our appraisal background, we know when something belongs in a different marketplace."

That ability to match assets with the right buyers has become one of the company's defining strengths. Whether it's fine art, agricultural equipment, collectibles, or specialty items, Schur Success Group leverages

relationships built over decades in the auction and appraisal industries to maximize value for their clients.

For real estate agents, that translates into smoother transactions and fewer obstacles.

Rich says one of the most common calls they receive comes from agents preparing a home for sale. "The seller says they want the house on the market in three weeks, but it's completely full," he explains. "That's when we become part of the team."

Instead of simply conducting an estate sale, Schur Success Group helps develop a complete plan. Valuable items are identified for auction or consignment, donations are coordinated through trusted partners, unwanted items are removed, and the property is prepared for listing. If outside specialists are needed, they already have established relationships to connect clients with the right professionals.

Their advice to real estate agents is simple: call early. "The earlier we're involved, the more options

everyone has," Rich says. "If we have time to plan, we can maximize value and reduce stress."

That collaborative mindset has helped earn the trust of brokers across Colorado Springs. Rich, who is a licensed broker, understands the concern some agents have about referring clients his way, but he is quick to put those fears to rest.

"My mission is to make the referring broker look good," he says. "I'm not trying to take listings. The agents we work with are our referral partners."

In fact, Schur Success Group frequently works alongside other brokerages, helping prepare properties while leaving the listing entirely in the referring agent's hands. Many agents simply text Rich a few photos or schedule a quick FaceTime walkthrough to determine whether an estate is worth auctioning or whether a simpler solution would better serve the client.

That willingness to provide honest guidance—even when it means recommending a dumpster instead of an auction—is one reason so many real estate agents continue coming back.

"We're going to tell people the truth," Rich says. "Sometimes there isn't enough value to justify an auction, and that's okay."

That honesty extends to appraisals as well. Many people assume an internet search provides all the answers, but Rich explains that professional appraising involves extensive market research, regional analysis, provenance, condition, and countless other factors that can't be captured by a simple online search.

"Our job isn't to guess what something's worth," he explains. "Our job is to research the market and determine what the evidence supports."

For Ann, however, the business has always been about something deeper than values and auctions. After nearly eight years with the company, she says the most rewarding part

of her work is helping families through emotionally difficult transitions.

Many of the estates she manages belong to clients grieving the loss of parents or loved ones. Some never want to return to the home again.

“We recently worked with a woman who told us she would never step back into her parents’ house,” Ann recalls. “We handled everything so she didn’t have to.”

It’s that combination of compassion and professionalism that defines Schur Success Group. Every project is different, but the mission remains the same: solve problems, reduce stress, and help families move forward.

Outside the business, Rich and Shannon continue investing in the community through leadership and service. Rich remains active nationally as an instructor for appraisal and auction education while serving in leadership roles with local nonprofits. Shannon has expanded her own community involvement through



“ We want people to think of us as a resource. If someone has a problem involving an estate, an appraisal, an auction, or preparing a property for sale, we want real estate agents to know they can call us. ”

board service, and together they recently helped launch the Tri-Lakes Foundation for First Responders, supporting the health and well-being of local first responders.

As Schur Success Group continues to grow, Rich is excited about what comes next—not simply because the company is expanding, but because it now has the team in place to continue serving clients at an even higher level.

“We want people to think of us as a resource,” Rich says. “If someone has a problem involving an estate, an appraisal, an auction, or preparing a property for sale, we want real estate agents to know they can call us. Even if we aren’t the solution, we’ll help them find one.”

For agents navigating complex transactions, that kind of trusted partnership can make all the difference. 🏡



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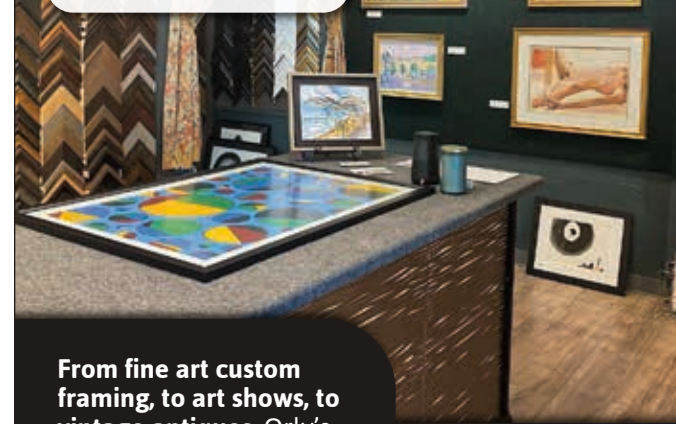
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Javier Macias

CASA BAY PHOTOGRAPHY

PEOPLE FIRST

When Javier Macias talks about real estate, he rarely starts with houses. He talks about people.

It is a theme that runs through every chapter of his life—from his childhood in Mexico, to years spent in ministry, to his work in homebuilding, and now to his career helping families navigate one of the most significant purchases they will ever make.

For Javier, real estate isn't a departure from his life's work. It is simply another expression of it.

From Mexico to Colorado

Javier was born and raised in Ciudad Victoria, a small city in the Mexican state of Tamaulipas. Growing up, he watched his hometown change dramatically as cartel activity became increasingly prevalent.

By the time he was a teenager, violence and instability had become a reality of daily life. Friends, neighbors, and families were affected in ways that left a lasting impression on him.

At eighteen years old, Javier faced a choice. He had an opportunity to play baseball at a private college in Mexico, or he could accept a scholarship to attend a Bible school in Woodland Park, Colorado.

He chose Colorado.

At the time, he was eighteen years old. He had never been to the United States. He didn't speak English. He didn't know the people who would be picking him up from the airport. What he did have was a growing conviction that his life was meant to be spent serving others.

"I wanted to learn how to help people," Javier says. "I wanted to learn how to build organizations, help communities, and then take that knowledge back home."

The transition was anything but easy. He arrived knowing little English and spent countless hours translating textbooks, seeking extra help from instructors, and immersing himself in learning. What quickly set him apart, however, was his purpose.

While some students were still figuring out what they wanted to do with their future, Javier felt a deep urgency. He had seen firsthand what pain, violence, and hopelessness could do to families and communities. He wanted to be equipped to make a difference.

That passion resonated with the school's leadership.

Before long, Javier found himself sharing his story on larger stages, speaking

at conferences, youth events, and churches across the country. A nationally broadcast interview with the founder of the college dramatically expanded his platform, opening doors to opportunities he never imagined.

"I think people could tell it was real," he says. "I wasn't trying to become famous. I wasn't trying to build a name for myself. I genuinely wanted to help people."

Returning Home

After graduating, Javier returned to Mexico determined to put what he had learned into practice.

For the next two years, he immersed himself in ministry, leadership development, and community outreach. He worked alongside business owners, government leaders, churches, and nonprofit organizations, helping

build programs designed to strengthen families and create opportunities.

His vision extended beyond spiritual development. Javier believed communities flourished when people were healthy physically, financially, emotionally, and spiritually. Whether helping organize initiatives, mentoring young leaders, or simply investing time in individuals, he approached every opportunity with the same mindset: people first.

Then, in early 2020, everything changed. While hosting a visiting group from Colorado Springs, Javier was asked to consider joining a church staff in Colorado as a youth pastor. He traveled to Colorado Springs to visit and explore the opportunity.

Two days later, the COVID pandemic shut the world down.

Suddenly, Javier faced a difficult choice. He could return to Mexico without knowing when he would be able to come back to the United States, or he could stay in Colorado without knowing when he would see his family again. Complicating the decision further, he was engaged to the woman who would later become his wife, and she was living in the U.S.

After prayer, conversations with family, and careful consideration, he chose to stay.

Building People

Javier stepped into a youth pastor role and quickly found himself leading a thriving ministry.

For the next three years, he poured his energy into mentoring students and families, helping young people navigate some of the most formative years of their lives. Under his leadership, the ministry experienced significant growth, but what mattered most to Javier were the individual stories.

Students struggling with depression found hope. Families found support. Young people discovered purpose and direction. "I loved every minute of it," he says.

As his family grew, however, so did his responsibilities. Javier and his wife welcomed their first child, and he began evaluating how to provide for his growing family while continuing to serve others. That transition led him to an unexpected opportunity.

A New Chapter

Through a friendship with the O'Leary family, Javier





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LEAVE THINGS BETTER
THAN HE FOUND THEM.

includes several former pastors and ministry leaders. The fit feels natural.

Since joining the team earlier this year, Javier has quickly established momentum while continuing to grow relationships throughout the Colorado Springs real estate community. Builders, lenders, agents, and industry leaders have become part of a network he has cultivated through genuine connection and service.

His philosophy remains unchanged. Whether he is helping a first-time buyer, working with a luxury client, mentoring an agent, or creating content online, the objective is the same: put people first.

Javier believes there is room for everyone to succeed when service becomes the priority.

became connected with Aspen View Homes. At first, he wasn't convinced he belonged in sales. "I told them, 'I'm not a salesperson. I'm a preacher,'" he recalls.

The response was simple: just help people. That philosophy fit perfectly.

Javier joined Aspen View Homes and quickly found success, not because he approached the role as a salesperson, but because he approached it as a consultant. He focused on

listening, educating, and helping buyers make the best decisions for their families—even when that meant recommending a competitor's product.

His career flourished.

At the same time, Javier continued pursuing creative interests that had been part of his life for years. Growing up in Mexico, he had participated in freestyle rap competitions. Those experiences eventually led to opportunities working with

Red Bull's freestyle battle platform, where he traveled, created content, and further developed his skills in media and storytelling.

The combination of communication, content creation, and relationship-building became a powerful foundation for his professional growth.

Real Estate with Purpose
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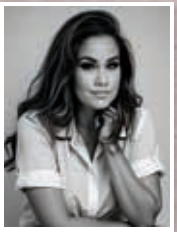


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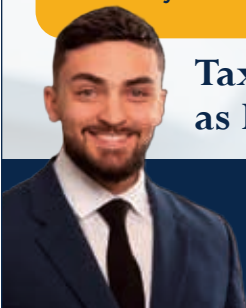
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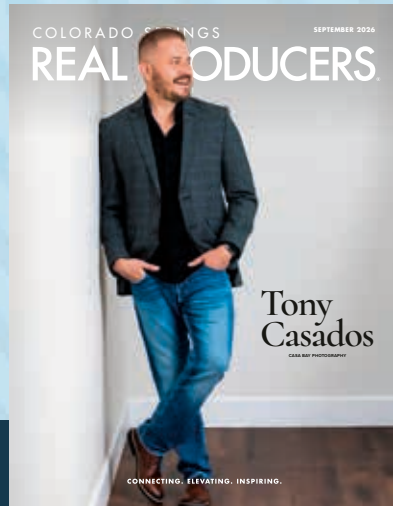


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FAQ



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.

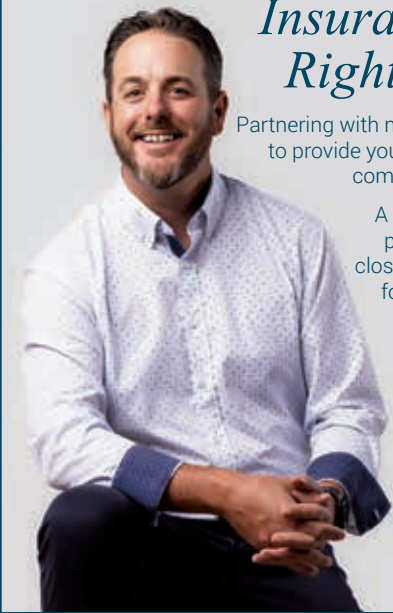
It’s worth noting, however, that Real Producers is an invite-only advertising platform, meaning we only invite companies who have been referred to us by those in the real estate industry to advertise. Our goal is to provide a list of the most-referred vendors in town for real estate agents to use as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

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

A: The best way is 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.

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When people think about healing, they often picture hospitals, therapy offices, or rehabilitation centers. At Bella Terra Farms in Larkspur, healing takes a different form. It might begin with the gentle nuzzle of a miniature Highland cow, the quiet curiosity of an alpaca, or the simple joy of holding a bunny.

Co-founded by Bryan and Tara Wells, Bella Terra Farms is a nonprofit sanctuary where miniature farm animals help create moments of peace, connection, and joy for people on healing journeys. From children and adults with disabilities to families navigating difficult seasons, the farm offers a

welcoming environment where visitors can slow down, connect with nature, and experience the calming presence of animals—all free of charge.

For Tara, the co-founder and executive director, the vision behind Bella Terra Farms has been years in the making.

As a young girl, Tara discovered a passion for working with children with special needs. That calling eventually led her to earn a degree in psychology and become an Early Intervention teacher serving children with disabilities. At the same time, a lifelong love of animals continued to grow alongside her professional journey.

When her family moved to a beautiful six-acre property in rural Larkspur in 2021, those two passions came together. The dream of creating a sanctuary where miniature animals could bring comfort and healing to individuals with special needs became a reality. After a year and a half of preparation, Bella Terra Farms officially opened its gates in August 2023.

Research has shown that peaceful interactions with animals can reduce stress while increasing the body's natural "feel-good" hormones. At Bella Terra Farms, those benefits become tangible through the smiles, laughter, calm, and gratitude shared by visitors. Families frequently

leave saying it was their "best day ever," and those moments serve as the organization's greatest measure of success.

For the team behind Bella Terra Farms, healing isn't always dramatic. Sometimes it's found in a quiet moment, a shared laugh, or the simple comfort of spending time with an animal that asks for nothing more than kindness in return.

The organization itself reflects that same spirit of generosity.

Bella Terra Farms operates entirely through volunteers and community support. Every staff member and volunteer donates their time, while the ongoing care of the animals and the operation of the farm are funded solely through donations.

The mission has also become a true family effort. Although the founders' children—now young adults and teenagers—balance work and school commitments, they regularly volunteer during group visits and special events, stepping in wherever extra hands are needed.



The farm's season runs from May through October, and its calendar continues to fill with school groups, disability programs, families, and individuals seeking encouragement and healing. As demand grows, so does the need for sustainable community support.

Bella Terra Farms hopes to welcome even more monthly supporters who will help ensure every visit remains free for those who need it most. Ongoing donations provide daily care for the animals while making it possible for families and individuals to continue experiencing the farm without financial barriers.

For real estate agents, organizations like Bella Terra Farms can also become valuable community resources. Real estate professionals often work alongside clients experiencing significant life transitions, whether celebrating new beginnings or navigating unexpected challenges. Knowing about local organizations that offer hope, peace, and encouragement allows agents to connect clients

with meaningful resources when the opportunity arises.

Whether through becoming a monthly supporter, sharing the organization's mission with others, or simply introducing someone who could benefit from a visit, there are many ways to help Bella Terra Farms continue serving the community.

At its heart, Bella Terra Farms is built on a simple belief: love heals. Every animal, every volunteer, and every visitor contributes to an environment where compassion is freely given and healing often begins with the smallest of moments. As more members of the community become part of that story, the farm's impact continues to grow—one visit, one family, and one joyful connection at a time.

A note from Shannon Schur who connected *Colorado Springs Real Producers* with Bella Terra Farms:

As a board member of Bella Terra Farms, I believe in a mission that extends far beyond the boundaries of the farm. At its heart, Bella Terra Farms is built on a simple but powerful belief: love heals.

Every donation to Bella Terra Farms helps provide exceptional care for our animals while creating a safe, welcoming place where children, families, veterans, and our community can experience healing, connection, and joy. Your generosity ensures that our mission continues to grow, allowing us to touch more lives through compassion, education, and the belief that love truly heals. —Shannon Schur, Schur Success Group

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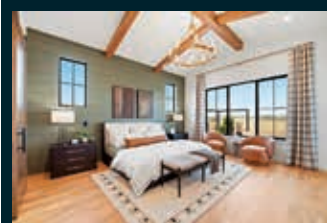
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BRIAN

MAKING A DIFFERENCE

Long before Brian Coram ever helped clients buy and sell homes, he knew the kind of work he wanted to do. He wanted to make people's lives better.

CASA BAY PHOTOGRAPHY

That goal shaped his education, his early career, and ultimately the way he approaches real estate today. While the profession may not have been part of his original plan, it has become another avenue for the work that has always mattered most to him: helping people navigate important moments and leaving them better than he found them.

Brian grew up in Colorado Springs after his military family relocated here when he was young. Aside from attending Colorado State University, where he studied psychology, the city has always been home.

Even in high school, he envisioned a career centered on service. After earning his undergraduate degree, he completed a master's degree in Family Studies and Human Services before earning a second master's degree in School Counseling. His professional path led him into nonprofit work and later the Department of Human Services, supporting young people and families facing significant challenges.

One of his earliest roles was with the Right Track Project, a program designed to help teenagers involved in the juvenile justice

system find employment, rebuild relationships, and establish stability.

Looking back, one experience still stands out.

After helping one teenager secure a job and reconnect with his family, Brian eventually moved on to other responsibilities. Months later, while walking through Citadel Mall, he spotted the young man sitting with friends. Not wanting to interrupt or put him in an uncomfortable position, Brian continued walking.

Instead, the teenager called out to him. The two caught up briefly, and the young man shared that he was in college, working steadily, and getting along with his parents. Before they parted, he thanked Brian for the role he had played in helping him change direction.

For Brian, that conversation affirmed that the work he was doing mattered. "It meant I had to have done something really good there," he says.

Seeing People Differently

Working with struggling families also changed the way Brian sees hardship.

During training at the DHS, an instructor who had personally experienced the system led participants through a modified version of the board game Life. Instead of moving steadily toward success, players encountered realistic barriers—losing transportation, missing work because childcare fell through, becoming

homeless after one setback compounded another.

By the end of the exercise, many participants had actually moved backward.

Everything in the game reflected experiences the instructor herself had lived through. The lesson stayed with Brian.

"It's easy to assume people just aren't trying," he says. "But sometimes they're doing everything they can, and life still isn't working in their favor."

That perspective continues to influence how he approaches people today, reminding him that every story contains circumstances others may never fully understand.

An Unexpected Career

Real estate entered Brian's life through his older brother, who believed his background in counseling and working with people would translate well into the profession.

Initially, Brian wasn't convinced. His brother talked about the financial opportunities, the

flexibility, and the career potential, but none of those things resonated.

What finally changed his mind was hearing about a community outreach effort that involved purchasing hats, gloves, and sandwiches to distribute to people experiencing homelessness.

That conversation reframed what real estate could provide. Brian realized that success in business could create opportunities to help others in meaningful ways.

"I don't need to be a millionaire," he says. "I just want to be happy."

Today, he still views real estate through that lens. The profession allows him to build relationships, solve problems, and create opportunities to serve people both inside and outside the transaction.

Impact in Everyday Moments

Ask Brian about the ways he gives back, and he becomes noticeably hesitant. He wrestles with the idea of talking publicly about acts of generosity, concerned

“

IT'S EASY TO ASSUME PEOPLE JUST AREN'T TRYING. BUT SOMETIMES THEY'RE DOING EVERYTHING THEY CAN, AND LIFE STILL ISN'T WORKING IN THEIR FAVOR.”

CORAM

“

IT DOESN'T HAVE TO BE PERFECT. MAKING A DIFFERENCE IS **MAKING A DIFFERENCE.**”

that they could sound self-congratulatory. At the same time, he recognizes that sharing those stories can inspire others to act.

“I haven’t settled that completely,” he admits. What he is comfortable saying is that meaningful impact often comes through relatively small moments.

When he learned that a local teacher couldn’t afford a plane ticket to visit an ailing parent, Brian simply purchased the ticket.

To him, it wasn’t about recognition. It was about removing one obstacle at exactly the right time. He believes making a difference doesn’t require waiting until someone has unlimited resources.

“It doesn’t have to be perfect,” he says. “Making a difference is making a difference.”

That same philosophy shapes the advice he offers to anyone hoping to become more involved in their community. “Just start.”

Whether it’s helping a family buy dance shoes, assembling care bags for people experiencing homelessness, or quietly stepping into someone’s moment of need,

Brian believes consistent action matters more than grand gestures.

Lessons That Last

Brian credits many people with shaping his outlook, from mentors throughout his career to fictional heroes like Captain America, Black Panther, Spider-Man, and Batman. Their stories of responsibility, sacrifice, and using one’s abilities to serve others continue to resonate with him.

One lesson, however, has stayed with him longer than any other.

As a sixth grader, his teacher lined the class against one wall and repeatedly instructed them to “go halfway” toward the opposite side of the room.

Eventually, every student stood inches from the far wall. Then she told them to go halfway one more time. The class insisted

they couldn’t move any farther. Her response became a lesson Brian has carried ever since.

“No,” she told them. “You’re not at the wall because you decided to go halfway.”

For Brian, it became a lifelong reminder that partial effort never truly reaches the goal.

Outside of real estate, Brian enjoys spending time with his wife, Sam, whom he has known since high school. The couple will soon celebrate 20 years of marriage and have raised two children together. Kai, who recently started at The Colorado School of Mines, and Talia, a junior in high school.

He has also embraced the idea that new passions don’t have an expiration date. In recent years, he has learned to play hockey, started piano lessons, explored target shooting, and rediscovered

his love for gaming and other longtime interests.

Those hobbies reflect another principle he tries to live by. “The only thing you can’t make more of is time,” he says.

That perspective shapes not only how Brian spends his free time but also how he defines success. While he enjoys real estate and the opportunities it provides, his larger vision extends well beyond his own career. One day, he hopes to help create a children’s hospital where families can receive care regardless of their ability to pay.

Whether that dream becomes reality or not, it reflects the same purpose that first led him toward counseling years ago.

For Brian, the career has changed. The mission never has. ▀



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- 2. Sean-Michael Kayga:** Sean-Michael Kayga, originally from Phoenix, Arizona, joined the army at 18 and served for 10 years, including a stint at Fort Carson. After leaving the military, he pursued a career in real estate, inspired by his friend and mentor, Charles Beaton. Sean-Michael emphasizes the importance of community and infrastructure in real estate and values loyalty and service.
- 3. Jessica Brown:** For Jessica Brown, real estate has always been about people. After a career as a clinical social worker helping veterans navigate life's toughest challenges, she found a new way to serve others—guiding buyers and sellers through some of their biggest life transitions with empathy, patience, and genuine care.
- 4. Vanessa and Ricky Marquez** took very different paths into real estate, but both have built their careers around one shared purpose: serving people well. Originally from Germany, Vanessa turned what began as a flexible career for her growing family into a thriving real estate business through vision, determination, and an entrepreneurial mindset. Ricky's journey—from military service and law enforcement to real estate—gave him a unique ability to remain calm under pressure and guide clients through life's biggest decisions with confidence and care. Together, they've built a business that plays to each of their strengths, allowing them to better serve their clients while creating the family life they always hoped for.
- 5. Troy Gedack:** From nearly 30 years in education to leading the next chapter of a respected real estate team, Troy Gedack has built his career around helping people grow through life's biggest transitions. A Colorado native, he brings an educator's heart, a passion for problem-solving, and decades of community connections to every client he serves. Outside of work, you'll often find Troy exploring the outdoors, playing the piano, or planning his next adventure, including a yoga retreat in Greece this fall.



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