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Contents



PROFILES



20 Chelsea Swan



28 Chris Nelson-Orcutt and Megan McKinzie



IN THIS ISSUE

- 8** Meet The Team
- 10** Preferred Partners
- 12** Publisher's Note
- 14** By The Numbers
- 18** **FAQ:** All About Boise Real Producers
- 20** **Rising Star:** Chelsea Swan
- 28** **Partner Spotlight:** Chris Nelson-Orcutt and Megan McKinzie
- 36** **Cover Story:** Aimee Kane

If you are interested in contributing or nominating Agents for certain stories, please email us at tim.ganley@realproducersmag.com

Second Annual BRP OPEN

No Golf Required - Networking Event

BY TIM GANLEY

The 2nd Annual BRP Open is returning Tuesday, September 1, from 12:00 to 2:00 p.m., bringing together the Treasure Valley's top-producing real estate agents and *Boise Real Producers'* industry-leading partners for an afternoon centered on connection, conversation and community.

Despite the name and golf-course setting, this is not a golf tournament. No clubs, golf experience or golf attire are needed. Instead, guests can look forward to great food, drinks, golf-themed activities and plenty of time to meet new people and strengthen relationships with familiar faces.

The BRP Open was created to bring our real estate community together outside the typical business setting. It offers a relaxed

environment where meaningful conversations can happen naturally and relationships can grow.

This exclusive event is open to *Boise Real Producers'* Top 500 agents and partners. Attendance is limited, so watch for your invitation and reserve your spot early.

A special thank-you to Leader1031, Innovate Home Warranty, The Morrell Team, Cedar & Sage Homes, and all our Boise RP Preferred Partners for helping make this year's BRP Open possible.

Leave the clubs at home, bring your networking game and join us for an afternoon that promises to be well above par. We look forward to seeing you there!

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Boise Real Producers • 11

Year **THREE** Starts **Now**

BY TIM GANLEY

Two years of building, learning, and growing. Here’s what the journey has taught me and why I believe the best is still ahead.

It is hard to believe, but *Boise Real Producers* is officially heading into year three.

When I started this group, I knew it would take a lot of work. I expected the long days, the late nights, and the uncertainty that comes with building something from scratch.

What I did not expect was how much it would teach me.

Looking back over the last two years, I have realized this journey has been about so much more than publishing a magazine. It has been about building relationships, earning trust, learning from failure, celebrating wins, and growing both personally and professionally.

Year one was about proving this idea could work.

Year two was about finding our rhythm and building something sustainable.

Year three feels different.

It feels like we have a foundation. Now it is time to build something that lasts.

One of the biggest lessons I have learned is that growth almost never happens overnight. It happens through consistency. Through the phone calls nobody sees. The coffee meetings. The events. The early mornings. The late nights. Showing up over and over again, even when the results are not immediate.

There have absolutely been sacrifices.

Time away from family. Financial risks. Missed evenings. Stress. Moments where I questioned myself and wondered if I was making the right decisions.

But every one of those sacrifices has been worth it.

The reward has never just been growing the business. It has been the people.

I have had the opportunity to meet hundreds of incredible agents and business owners. I’ve heard stories of perseverance, success, heartbreak, second chances, and dreams coming true. Many of those conversations started as business meetings and ended as genuine friendships.



That has been one of the greatest gifts of this journey.

Early on, I measured success by numbers. How many partners we had. How many magazines we mailed. How many people came to an event.

Today, I measure it differently.

I think about the introductions that turned into business relationships. The conversations after an event that led to a new opportunity. The article that helped someone feel seen. The community that continues to grow stronger because people are choosing to invest in each other.

That is what *Boise Real Producers* has always been about.

Not just celebrating the top agents in our market, but creating a place where relationships come first.

None of this would be possible without all of you.

To every agent who has trusted me with your story, every preferred partner who has believed in this vision, every sponsor, photographer, writer, and supporter, thank you.

You are the reason this group exists.

As we step into year three, I am more excited than ever for what is ahead. There are bigger ideas, better events, more stories to tell, and more opportunities to bring this community together.

Thank you for being part of this journey.

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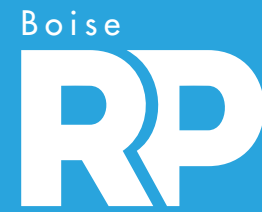


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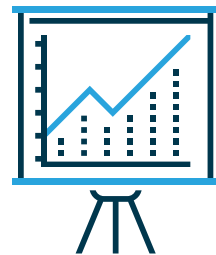
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RP All About Boise Real Producers

Who Receives Real Producers Magazines?

A: The top 500 real estate agents across Boise Idaho.

What Is The Goal Of This Magazine?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals in the Boise real estate industry.

We take the top 500 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

Does Real Producers Have Events?

A: Yes! We will have specific networking events throughout the year.

What Is The Process For Being Featured In This Magazine?

A: It's really simple. You have to be on the top 500 list, and we take nominations seriously. You can nominate other real



estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top 500 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.

To submit a nomination, please email: Tim.
Ganley@realproducersmag.com



What Does It Cost A Real Estate Agent/ Team To Be Featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share REAL stories of Real Producers.

Who Are The RP-Vetted Businesses?

A: They are one of the best businesses in Boise in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We will not even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

How Can I Recommend A Business?

A: If you want to recommend a business that works with top real estate agents, please email or message us!

Email: Tim.Ganley@realproducersmag.com

WHAT'S A PROMO?

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CHELSEA SWAN



GRATEFUL FOR EVERY OPPORTUNITY

PHOTOS BY CY GILBERT
WRITTEN BY NICK INGRISANI

Chelsea grew up in a small town in Northern California, raised by a single mother alongside her sister. Her mom inspired Chelsea and her sister with the mindset that girls could do anything, reach any goal and go anywhere, with strong values throughout their upbringing.

“My mom always instilled the value of working hard and making a path for yourself, chasing your goals. Nothing was off limits for us.”

She skipped college. At 21, she took a receptionist job that turned into more than a decade with the same company. She worked hard and grew alongside the company, and by the time she left, the company had put her through paralegal school, and she was working directly under the head of legal affairs, handling compliance, contracts, and human resources. An entry-level job had turned into something far more specialized.

When the company closed its doors, Chelsea was very

pregnant with her first son. Her husband, Scott, was in a position to support the family, so she stepped back and spent the next five years at home, creating a family and raising their two boys.

Then came 2019, a year that reshaped everything. Within a single six-week span, Scott suffered a devastating gunshot wound in a hunting accident and needed over a dozen reconstructive surgeries and spent weeks in the hospital. During this

time, Chelsea, who was at the end of her second pregnancy, gave birth to their youngest son, who was born with a cleft lip and cleft palate, marking the beginning of his own medical journey. Shortly after birth, a freak accident left Chelsea with a serious spine injury, risking permanent paralyzation and requiring multiple surgeries and procedures to save her life as she knew it.

“It massively changed the trajectory of our lives. We

were young parents, with some life experience but nothing really heavy. From that point forward, we just decided we were going to do whatever it took to live life exactly how we wanted. Just no more excuses at that point. That’s what pushed us to Idaho. We always wanted to live out here, so we finally said life is too short, things can change in a second, and we don’t want to wait another moment to start doing everything we always talked about doing.”



Her perspective shows up in her giving, too. In honor of her youngest son, she works to raise awareness about craniofacial conditions and donates a portion of every commission to various Cleft organizations on his behalf.

“We were almost ignorant, wasting life not doing anything important or significant. Once we got through all of that, everything changed. I feel I have a better understanding of people in general now; I’m more of an empath because of it. No matter a person’s situation, there are ways to get beyond it and reach their goals.”

Just before that difficult year, Chelsea reached out over Facebook to an aunt she hadn’t seen in years, and asked if the family could come visit them in Middleton, Idaho. A week-long stay turned into something permanent, and they now live just miles away and frequently enjoy family gatherings. Even Chelsea’s mom has since made the move to Idaho, and they see each other daily.

The move to Idaho gave Chelsea and her family the fresh start she’d been looking for, and in 2021, she finally got her real estate license.



She’d taken the coursework years earlier in California but never used it. Her legal background felt like an asset in a field built on contracts and sensitive information, and real estate offered both an escape from repetitive office work and a chance to help people reach their goals.

Starting over in a new place with no network and young kids at home, Chelsea refused to consider quitting. She answered every call, showed houses even when she knew nothing would come of them, and went above and beyond in every way.

“I knew every single interaction would get me one

step closer to an actual client, from there every client is one step closer to closing. It just snowballed from there.

Chelsea’s business thrives on human connection. She’s able to work with multiple clients at once and still make each one feel like her only focus. She wants people to feel like family, like a friend they can call about anything, and many of her clients have become close friends.

Today, Chelsea is still a solo agent at Finding 43, though she has several newer agents working under her and learning the ropes. She runs a mentorship program and leads workshops and

“

I have a strong belief system that anybody can hit their goals — there’s enough room in business for everybody and there’s always a seat at my table. And for my clients, I’ll hang in there for the long haul. I’ll be there with someone for years before we work together if that’s what it takes.”

”



“

My mom always instilled the value of working hard and making a path for yourself, chasing your goals. Nothing was off limits for us.”



trainings at the brokerage, driven by a belief that there's room for everyone to succeed and that anyone can reach their goals if they're willing to put in the work.

“I have a strong belief system that anybody can hit their goals — there's enough room in business for everybody and there's always a seat at my table. And for my clients, I'll hang in there for the long haul. I'll be there with someone for years before we work together if that's what it takes.”

Outside of work, Chelsea and her family simply love being outside. They own a cabin in Cascade just steps from the lake, where they hunt, fish, kayak, and hike, and they're teaching their boys to do it all. They haven't bought meat from a store in years.

Chelsea's focus is just showing up as herself again and again, with sincerity, dedication and a level of care she feels is becoming harder to find. She has a couple of smaller builder projects in the works and continues to focus on and pour into her clients, taking each day as it comes, and remaining grateful for every opportunity.

“I don't take a single day for granted. It shows in my work, and my clients can feel that. I feel that a lot of the people who work with me feel inspired to let go a bit — life is not that serious. You can have fun and be yourself while reaching your goals, whatever it takes to find your path and live your life.”



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Chris Nelson- Orcutt's Approach to Lending

For nearly three decades, lending has been more than a career for Chris Nelson-Orcutt, it has been an opportunity to serve, connect, and make a lasting impact on the lives of the people around her.

As the leader behind Team CNO, Chris brings 27 years of mortgage experience, but her story started long before she entered the lending world. Before mortgages, before helping families purchase homes, and before becoming a recognizable name in the industry, Chris spent over 20 years in retail sales and management.

PHOTOS BY GARRETT LEO



It was during those years that she developed the foundation that continues to guide her today: communication, leadership, work ethic, and creating an exceptional experience for every person she serves.

Once Chris started a family, she searched for a new career that would allow her to spend more quality time with her children. With years of sales experience, strong communication skills, and a genuine passion for taking care of people, mortgage lending became the perfect next chapter. The results followed quickly.

Today, Team CNO has built its reputation around service, communication, and connection. While the mortgage industry is often centered around numbers, interest rates, and transactions, Chris has always believed there is something much bigger behind every loan. There is a person. A family. A future. “I truly care about the clients, their experience, and the people I serve,” Chris said. “Being a certified mortgage planner allows me to look at the client’s total financial picture. It is not just about getting the loan done, it is about helping them grow generational wealth through the purchase of real estate.”

That client-first mindset has earned Chris recognition as one of the top professionals in her field. Throughout her lending career, she has been recognized every year as a President’s and Chairman’s Circle award winner within her company. She has also been a Scotsman Guide Award Winner for the past 15 years and has been recognized multiple times as a Scotsman Woman Originator of the Year.

While the awards represent years of hard work, Chris’ motivation

has always been rooted in something much deeper. Her drive was shaped early by watching the example set by her parents, especially her father.

A gifted athlete, Chris’ father was inducted into the Seattle University Hall of Fame for both basketball and baseball. He played in the Final Four alongside Elgin Baylor and was later drafted into the Boston Red Sox farm system before being diagnosed with Multiple Sclerosis. Although his athletic accomplishments were impressive, the way he approached life had the greatest impact on Chris.

“He showed me what it looked like to never give up, work hard, and how powerful your mind is and how it can shape everything in your life,” Chris shared. Those lessons continue to influence how she approaches her business, her relationships, and her life.

Outside of lending, Chris’ greatest accomplishment is her family. She and her husband have built a blended family of 25 years with four adult children, two sons and two daughters, and recently welcomed their first grandchild, Isabelle (Baby Belle).

“Spending time with my family is my favorite thing to do and we are extremely close”, Chris said. “I am so proud of each and every one of them”. When she steps away from work, Chris loves spending time on the golf course, walking the Greenbelt, traveling, working out, decorating, renovating, and attending some of golf’s biggest events, including The Masters, U.S. Open, and Ryder Cup.

Faith also plays an important role in Chris’ life. Her daily Bible study and devotionals help keep her grounded, and she stays involved through Capital



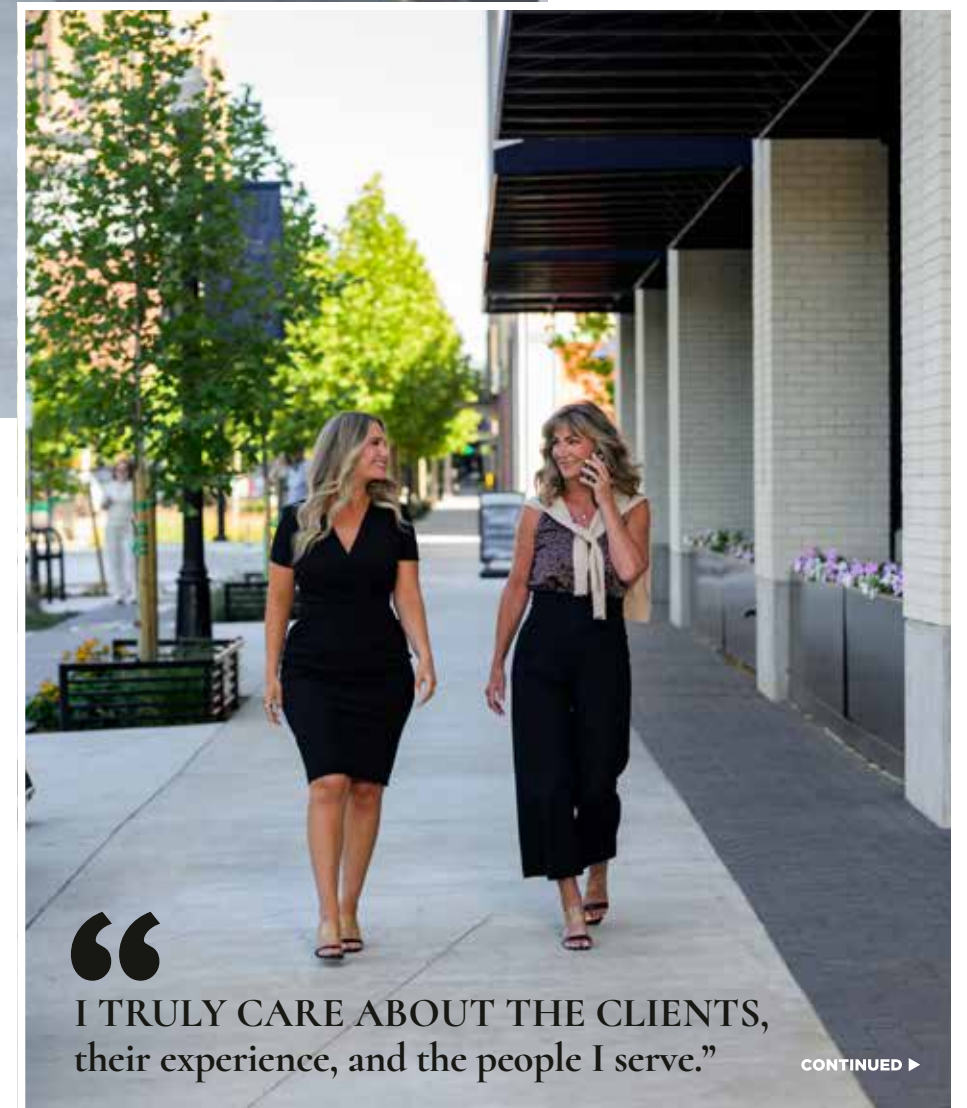
Christian and Foster & Hope. When asked what she is most grateful for, her answer is simple: Jesus, family, home, friendships, and baby Belle.

After decades of success, Chris continues to find inspiration in the people around her, including her daughter and now business partner, Megan. “She inspires me daily,” Chris said. “She is real, honest, positive, extremely intelligent and caring.”

Chris and her family have been part of the Boise community for more than 20 years and have owned real estate in the area

since 2007, and she is excited to continue growing her legacy in the Treasure Valley. Her goal is not only to be successful, but to be remembered for the way she served. “I would like to be known as one of the best loan officers in the valley,” Chris said. For her, the path to achieving that comes back to the same principles that have guided her entire career: relationships, communication, and showing up for people.

Whether it is meeting face to face, hosting events, connecting over a glass of wine, or simply taking the time to truly understand someone’s goals, Chris believes the strongest businesses are built through authentic relationships.



“
I TRULY CARE ABOUT THE CLIENTS,
their experience, and the people I serve.”

CONTINUED ►

For Chris Nelson-Orcutt and Team CNO, lending is not simply about helping people buy homes. It is about building trust, creating opportunities, and helping families build a future they are proud of.

For Chris, this business has never just been about loans, numbers, or closing dates. It has always been about the people, the relationships built along the way, and the families she gets the opportunity to serve.

If you have not had the chance to connect with Chris and Team CNO, take the time to get to know

the heart behind the business. Whether it is over coffee, a conversation, or even a glass of great red wine, Chris is always looking for ways to build genuine relationships with the real estate community she loves. 🍷



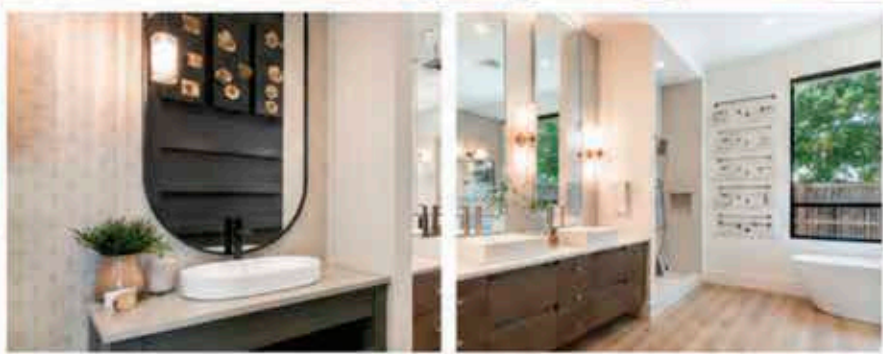
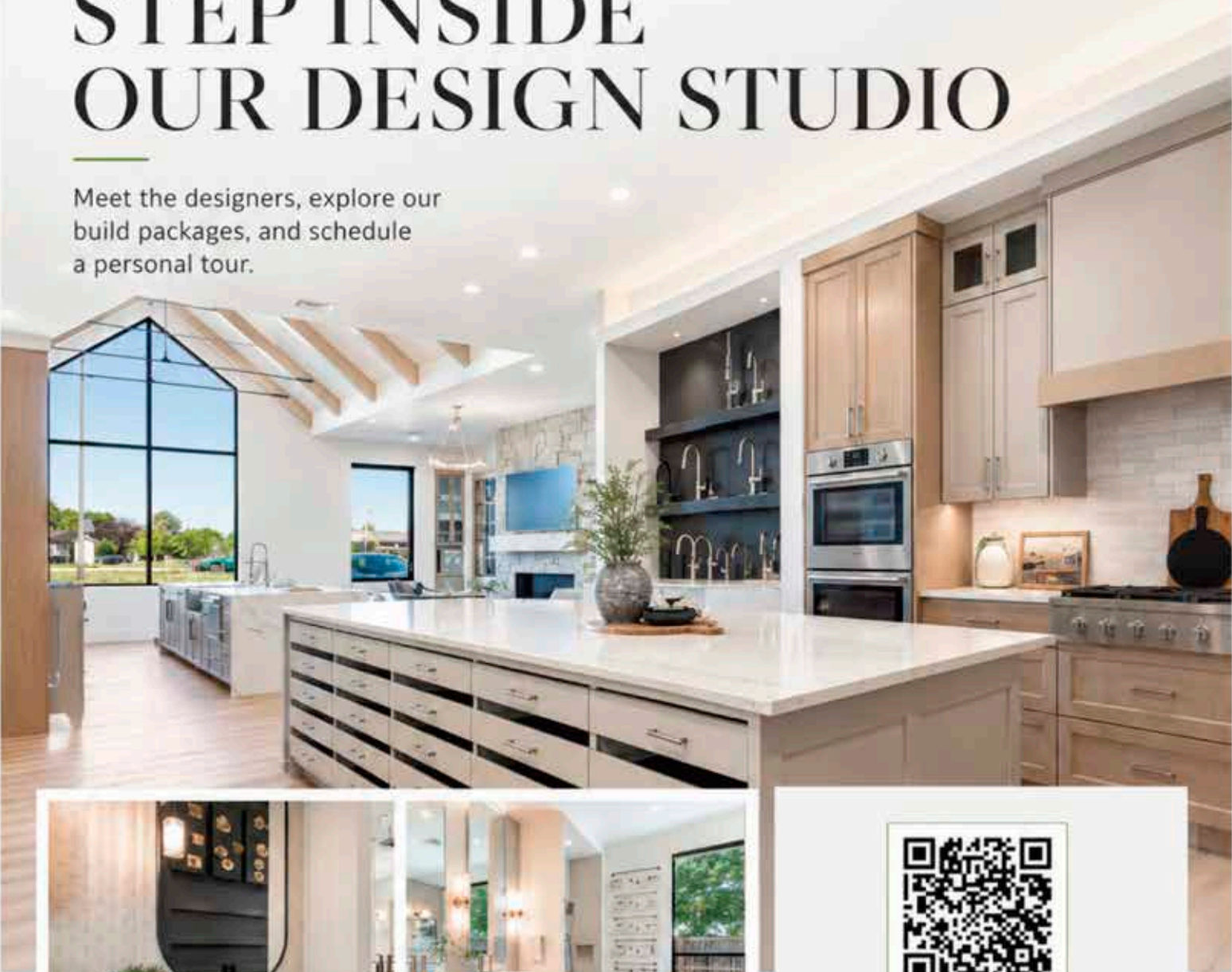
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To learn more about Chris Nelson-Orcutt and Team CNO, visit www.teamcno.com or call 425.327.0202.



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I recently had the pleasure of working with PrimeLending, and I can't say enough good things about my experience! From the start, Team CNO was incredibly supportive and reliable. They were always responsive to my questions, no matter how small. Chris Nelson-Orcutt, in particular, was amazing to work with. She took the time to explain all the different loan options available and helped me understand the benefits of each. She even went through several calculations multiple times to make sure I felt comfortable with everything. It made the whole process much less overwhelming. I'm really grateful for the guidance I received, and I'll definitely be recommending Chris and PrimeLending to all my friends. If you're looking for great service and someone who truly cares about helping you, look no further!

— Mandi M.

★★★★★

★★★★★

Highly recommend Chris! No wonder she was highly recommended by the Pennecard Real Estate team. In less than a month, Chris expertly navigated the mortgage loan realm on our behalf and made this out-of-state home buying process a walk in the park. Having an expert like Chris relieved so much stress which had a direct and positive impact on my family during a time that is traditionally difficult on the family unit. Also, the further along in the process of closing we got, the less we were expected to pay? I don't know what magic she was working behind the scenes but it was great! Thanks for all your hard work and constant communication every time I reached out. Looking forward to our next endeavor.

— Braden T.

“

Megan McKinzie was an absolute joy to work with! I finally took the leap and reached out to start my journey relocating to Boise, and from day one she made everything feel do-able and stress-free. She connected me with an incredible team and guided me through every step with so much knowledge, patience, and encouragement. In just about a month, I went from pre-approvals and “what ifs” to officially owning my first home. Megan was always available to answer questions, kept everything moving quickly, and truly had my best interest at heart the entire time. After two years of saving and working toward this goal, I couldn't have asked for a better person to help me cross the finish line. If you're looking for a loan officer who genuinely cares and goes above and beyond, Megan is your person. I'm so grateful for her!

— Braeden C.

★★★★★

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Boise Real Producers • 35

Aimee KANE



Raising the Standards in Real Estate

PHOTOS BY BLAKE CLEMENS • WRITTEN BY NICK INGRISANI

Aimee grew up in Fillmore, California, a small agricultural town in Ventura County surrounded by orange and avocado orchards. The middle child of three, she settled into the role of peacekeeper early, and she stayed busy with basketball and swimming from a young age. By 13 years old, she was already refereeing youth basketball and worked as a city lifeguard all through high school.

“Sports definitely helped shape me to be who I am in this industry. Discipline, performing under pressure, resilience. It’s helped me continue to work hard, advocate for my clients, and stay composed.

She headed to San Diego State University to study TV,

film, and new media, with an eye on sports broadcasting. College brought more of the same drive: she competed on the triathlon team, worked on campus throughout her four years, and eventually managed a staff of 60 while still a student. She landed a full-time faculty position before she’d even graduated, which meant the last six months of school were spent working full-time while finishing her degree.

Aimee then got involved with Women in Sports and Events, a networking group connected to teams like the San Diego Chargers and Padres, and ended up getting a job with Fox Sports San Diego. From there, an opportunity arose with the YMCA of San Diego County to become the membership director of the brand-new



“Sports definitely helped shape me to be who I am in this industry. Discipline, performing under pressure, resilience. It’s helped me continue to work hard, advocate for my clients, and stay composed.”

La Jolla YMCA, a \$21 million facility on the La Jolla hills.

“We purchased a home in 2016, which was my first behind-the-scenes introduction that piqued my interest. There was also a board member at the YMCA who was a very successful agent in La Jolla. She was a powerhouse and I wondered how I could do what she was doing.”

She’d met her husband, Chris, playing beach volleyball in South Mission Beach, and he was from Boise. After ten years in San Diego, the two decided it was time to settle down and start a family, and Boise was their natural top option.

“Every time I visited Boise, I fell in love with it a bit more. It reminded me more of my hometown. Going to San Diego was more of a culture shock for me than Boise.”

The move happened fast. Aimee arrived in Boise in July 2018 with a one-way ticket, having never lived anywhere outside California, and gave birth to twins, Ethan and Ava, the following month. The twins spent a month in the NICU, and Aimee stayed home with them afterward to make sure they hit their milestones.

She pursued her real estate license on weekends that season, part of the last testing group before the license testing center shut down in 2020. She activated her license on April 1 of that year, just as the state’s stay-at-home orders began. The mentorship she’d expected never materialized, and the office closed its doors.

“I was the guinea pig for the first remote onboarding, but I feel like it gave me an opportunity to really learn the systems, hone in on what I needed to be doing.”

She closed her first deal that May and soon joined a team representing four local homebuilders, a rare opportunity in a market where sales teams don’t often work with every builder in town. She’d never handled transaction management before, but she learned quickly, managing as many as 50 files at once and coming to understand contracts and how builders like their deals structured. She spent six years with Better Homes and Gardens before joining The Agency Boise in 2026.

Aimee now runs her own solo practice, AIM Real Estate, with a tagline that captures her approach: always aiming for a higher standard. She’s kept her business intentionally personal, staying in touch with clients well after closing, checking in quarterly or at annual appreciation events. Many of those relationships have become genuine friendships, and she’s been invited to weddings, baby showers, and Christmas parties by people she first met as clients.

“I’ve always made an effort to take care of my clients to the best of my ability. I don’t want to lose sight of what’s important or take on too many people so they don’t feel like they have my full attention. My business has organically grown every year to date, just by putting my clients first and providing the best service possible.”



She earned her broker’s license in 2024, a decision rooted in her commitment to staying sharp as the industry has shifted.

“With the changes brought on by the NAR lawsuits, I felt it was more important than ever to differentiate myself through advanced education, professionalism, and a

higher standard of representation.”

On top of that, her husband Chris, who spent nearly two decades in commercial construction before launching his own residential building company, has given her an added layer of insight into new construction, a segment



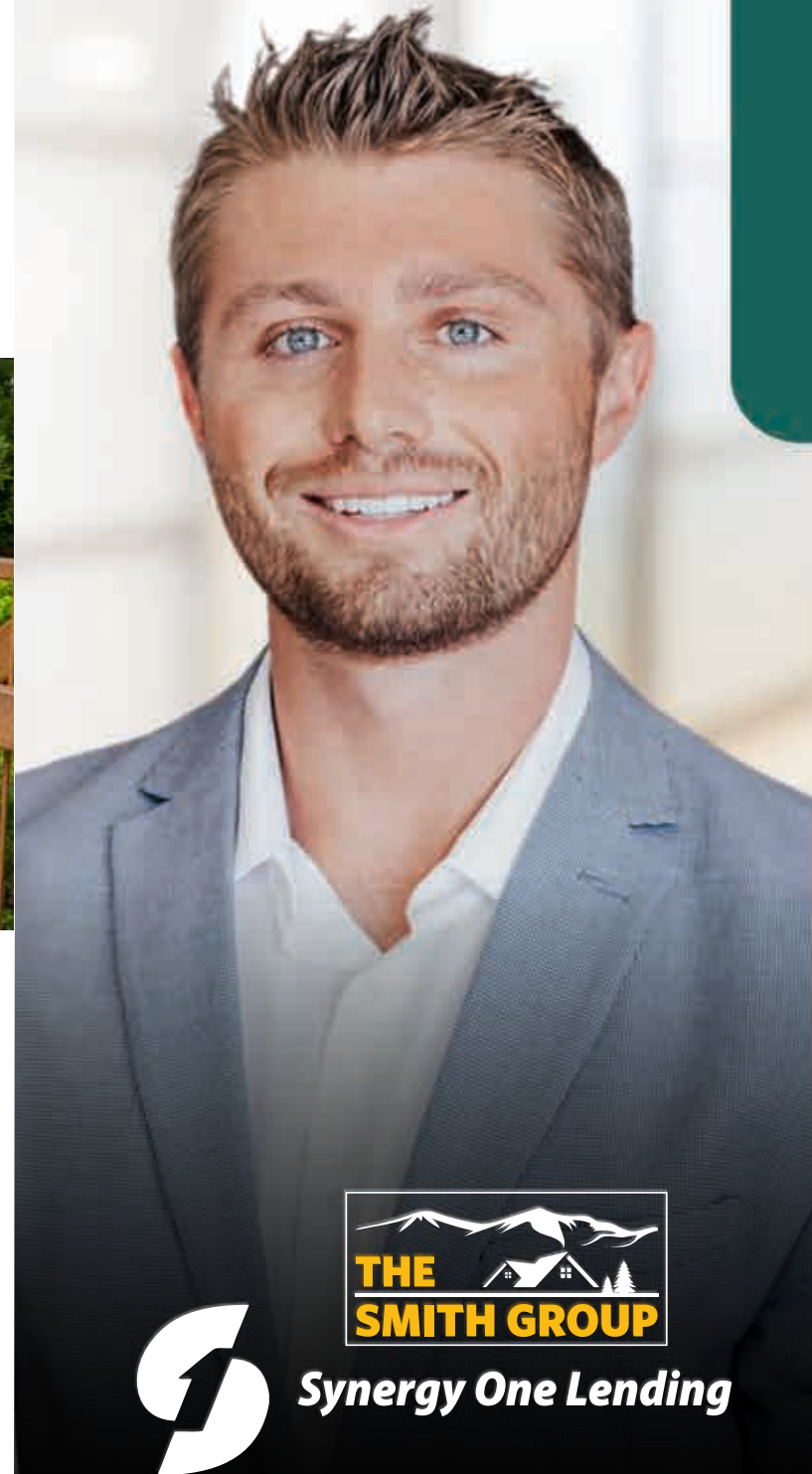
that dominates the Treasure Valley market.

Outside of work, Aimee enjoys anything active or outdoors. She plays basketball in city leagues, works out at F45, rock climbs, and spends time on the water at the YMCA, Lucky Peak, and area rivers.

Looking ahead, Aimee hopes to build a team of her own

one day, extending that same level of service to more clients. Her long-term goal is to be known throughout the Treasure Valley as someone who leads with honesty and integrity. She volunteers with St. Jude and Ronald McDonald House, and hopes to pass those values on to her own kids, whether that means a big act of service or something as simple as picking up trash on a trail. 🍷

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