

COLORADO SPRINGS

SEPTEMBER 2026

REAL PRODUCERS[®]



Tony
Casados

CASA BAY PHOTOGRAPHY

CONNECTING. ELEVATING. INSPIRING.

PRMGTM REAL ESTATE PARTNERSHIP PROGRAM

WE'RE
ALL IN

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

WHAT TO EXPECT:

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



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

JD PECK

BRANCH MANAGER

NMLS ID: 314883

📞 719.428.1020

✉️ jdpeck@prmg.net

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



COROOFING
& SOLAR



'25 PPAR AFFILIATE OF THE YEAR

ZACK STARK

COROOFING.COM • 719-232-8747

Preferred Partners

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

ASSISTANT TASKS

The On-Call Assistant
(719) 602-9490
theoncallassistant.com

BUILDER

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

CUSTOM FRAMING / ART GALLERY

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

DEVELOPER

Gold Hill
(719) 633-2202
goldhillmesa.com

ESTATE SALES & AUCTIONS

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

EXCAVATION SERVICES

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

FLOORING

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

GARAGE DOORS

ASAP Garage Doors
(719) 749-8904
asap-gds.com

GENERAL CONTRACTOR

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

GIFTS

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

GLASS REPAIR

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

HANDYMAN

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

On Top Roofing & Restoration

(719) 432-9886
ontoproof.com

Wickham's Workbench

(719) 632-5117
wickhamsworkbench.com

HOME IMPROVEMENT

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

HOME INSPECTION

A Buyer's Choice Home Inspections - Pikes Peak
(719) 368-4225
abuyerschoice.com/pikes-peak

Brick and Mortar Home Inspection Inc.

(719) 648-2835
bandmhomeinspections.com

Ground Floor Home Inspection

(719) 641-1555
groundfloorhomeinspection.com

Inspections Over Coffee

Bryan Zenner
(720) 845-5282
InspectionsOverCoffee.com

HOME PREPARATION SERVICES

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

HVAC

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

INSULATION

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

INSURANCE

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

Elevated Insurance Team

(719) 301-0095
elevatedinsuranceteam.com

The Agency

(719) 785-1330
theagencysprings.com

JUNK REMOVAL

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

Junky Town

(719) 799-8622
junkytowncos.com

LANDSCAPER

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

MARKETING

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

MORTGAGE

Central Bank
centralbank.net

Fidelity Mortgage Solutions

Vaughn Littrell
(719) 290-0415
vaughnlittrell.com

Low Cost Mortgage

Mike Floren
(719) 362-0439
LCMLoans.com

Masters of Lending Team

Eric Newman
(719) 313-3570
mastersoflendingteam.com

NFM Lending

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

Paramount Residential

Mortgage Group, Inc.
JD Peck
(719) 428-1020
jdpeck.lender.marketing

Rate

Andrew Deyo
(719) 725-1024
rate.com

MOVING & STORAGE

5 Star Moving & Storage
5starmovingandstorage.com

MOVING SERVICES

iHaul iMove
(719) 357-5865
ihaulimove.com

ODOR REMOVAL

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

OUTDOOR LIVING

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

PAINTER

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

ROOFING

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

PHOTOGRAPHER

Casa Bay Photography
(541) 213-5435
CasaBayPhotography.com

PHOTOGRAPHER | REAL ESTATE MEDIA

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

Freedom Real Estate

Photography
Ryan Warrum
(719) 675-5115
freedomrephoto.com

Vibrant Media Co

(719) 259-0061
vibrantmediaco.com

PLUMBING

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

PROPERTY MANAGEMENT

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

Dorman Real Estate

Management
(719) 213-9100
coloradospringsproperty.
management

REMODELER

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

ROOFING

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

On Top Roofing & Restoration

(719) 432-9886
ontoproof.com

On Top Roofing & Restoration

(719) 432-9886
ontoproof.com

SOLAR

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

STAGING

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

TAX PREPARATION

Eldridge Tax & Advisory
(719) 205-5504
eldridgetaxes.com

TITLE & ESCROW

Empire Title of Colorado Springs
(719) 884-5300
etcos.com

WATER DAMAGE

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

WINDOW REPLACEMENT

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

Windows America

(719) 597-8544
windowscoloradospringsco.com

WINDOW SCREENS

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



BILL'S
Plumbing & Drain







The Plumbing Partner You'll
Feel Confident Referring.

Call us today to get your plumbing
and drain appointment scheduled!

719-598-4775 • billsplumbinganddrainservice.com

Meet The Team



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



Tabby Halsrud
Editor
cosrealproducerscontent@n2co.com



Sue Hunyady
Ad Specialist
COSads@realproducersmag.com



Stefy Ruiz
Event Coordinator



Maria Bay
Photographer
541-213-5435



Aimee Garske
Client Concierge



Sara Cripe
Social Media Manager
sara@connectgrafiks.com

Do you know someone who should be more involved with
Colorado Springs Real Producers? Email brian.gowdy@n2co.com



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



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
strengthen connection within the real
estate community with the goal of
creating more patience, empathy, and
collaboration during transactions.

Our advertising partners are trusted
vendors who we invite aboard
our platform to build relationships
with real estate agents.



HELP YOUR CLIENTS SAVE THOUSANDS.

— ON YOUR CLIENTS' HOME LOANS

LOW RATES at a LOW COST

September NEW SEASON. NEW OPPORTUNITIES.

Helping your clients secure the right financing
with responsive service and reliable closings.

WHY REALTORS CHOOSE LOW COST MORTGAGE

- Fast Pre-Approvals
- Clear Communication
- Quick and Reliable Closings
- Always Available

GIVE YOUR CLIENTS A COMPETITIVE ADVANTAGE.

Partner with Low Cost Mortgage for
lending solutions you can trust and
save your clients money.

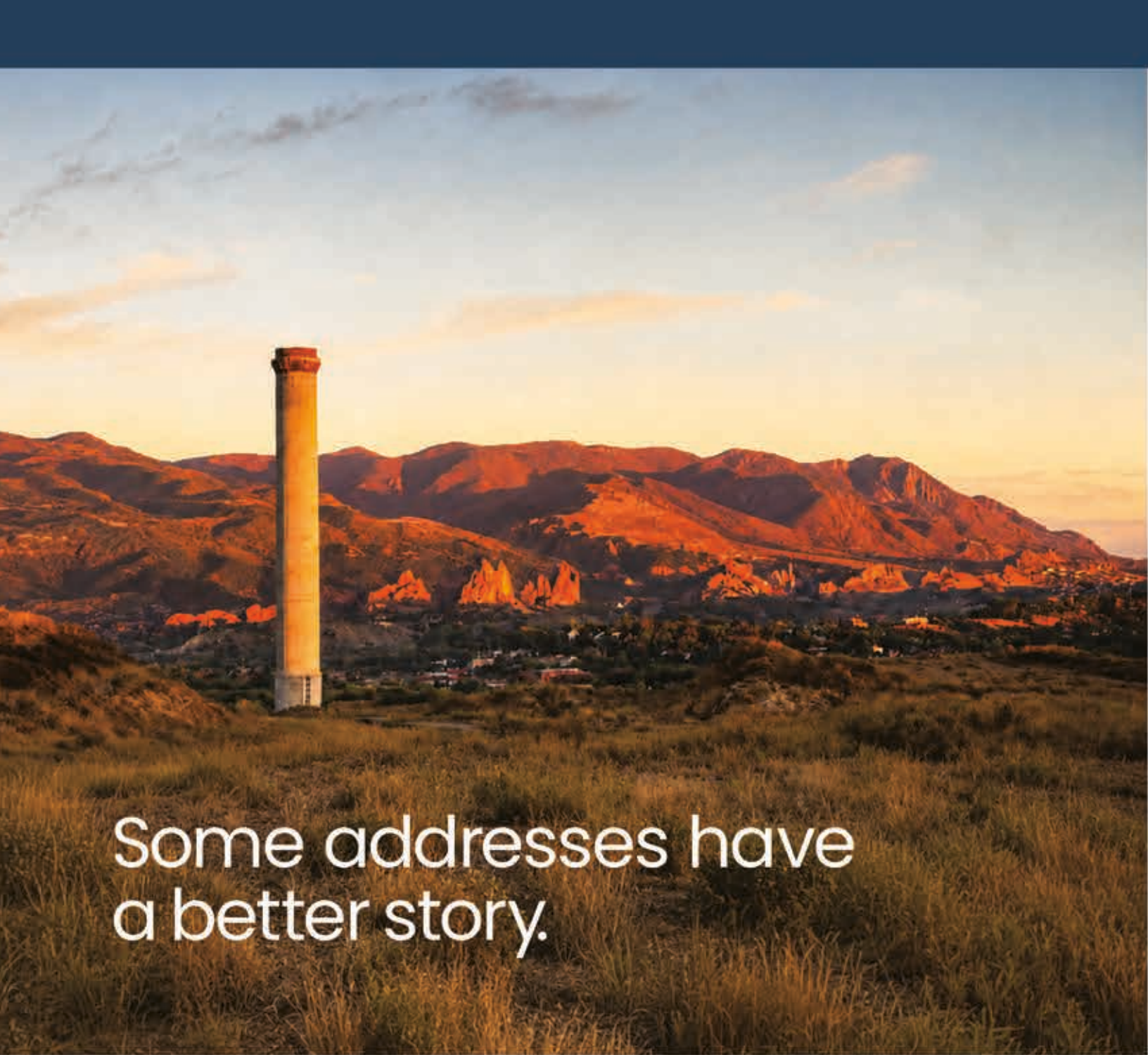
719-362-0439

(1-844-LCM-SAVE)
1 844-526-7283

LCMLoans.com



Low Cost Mortgage LLC • NMLS #2357261
*Savings amount based on a comparison of loan estimates. Individual results may vary.



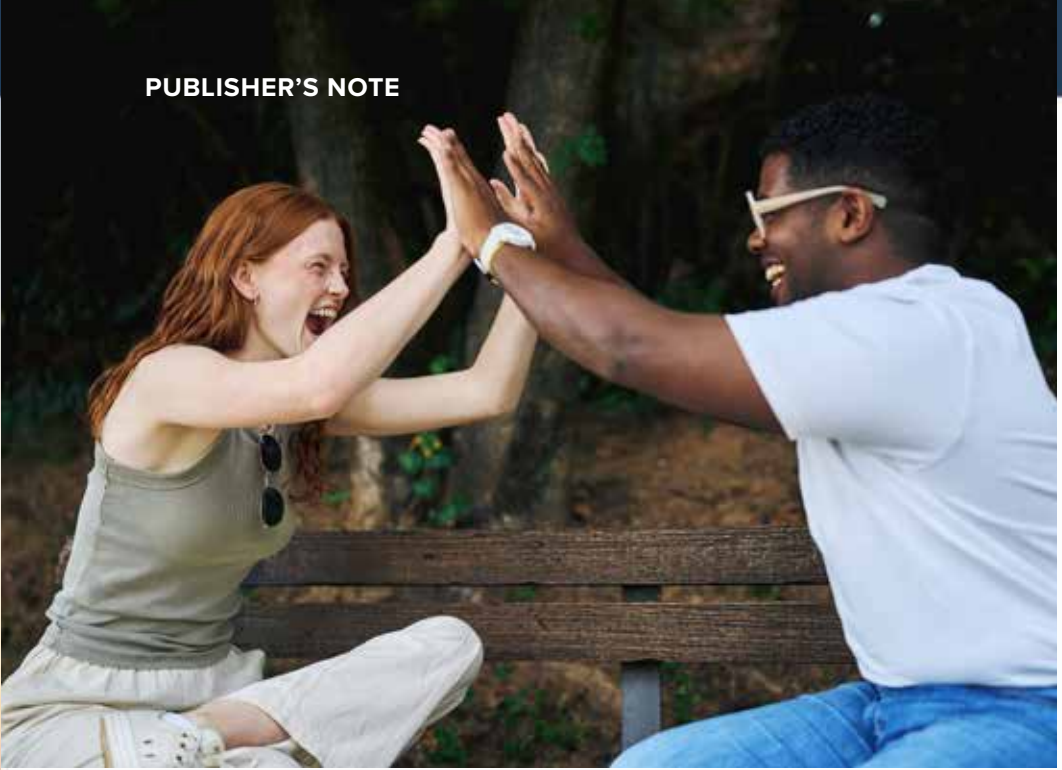
Some addresses have a better story.

Gold Hill's story began well before its first front porch. It is a story of industry, reinvention, community and a distinctive piece of the city finding new purpose.

Today, **Toll Brothers** and **Vanguard Homes** are building into that story, each bringing a different perspective to a neighborhood shaped by its past and helping define what comes next.

The place is Gold Hill. Connect with our builders at **GoldHill.com**

PUBLISHER'S NOTE



Ripple Effects

Every once in a while, I find it helpful to step back and think about the ripple effect of what real estate agents do for our local business community.

As the publisher of *Colorado Springs Real Producers*, I have the privilege of meeting with real estate agents and vendors who support them. One thing that continues to stand out to me is just how many lives are impacted by the work of a single agent.

When someone buys or sells a home, an entire network of people often comes alongside them. Lenders, home inspectors, photographers, cleaners, painters, contractors, stagers, movers, title professionals, insurance agents, and so many others all have the opportunity to serve because a real estate agent helped guide a client through one of life's biggest decisions.

Whether this has been an incredible summer for your business or a more challenging one, I hope you'll remember that your work creates opportunities for many others to provide for their families as well. That's a responsibility worth being proud of.

It's also one of the reasons I believe so strongly in the mission of *Colorado Springs Real Producers*. We exist to strengthen the relationships between the professionals who make this industry work. Our advertising partners have all been referred by top-producing agents in our community, and they're committed to earning the opportunity to serve more agents with excellence.

Thank you for the work you do, for the trust you build, and for the positive impact you have on this community every single day.



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

Where art and music come alive

Music on the Mesa +
Art on the Mesa

Live music, original art, food trucks and drinks available. Grab your lawn chairs, and bring your blankets!

Always free. Always open to the public.

- SEP 05 **Soapdish**
4 PM – 7 PM
- SEP 12 **Boots on the Mesa**
1 PM – 6:30 PM
(Doors 12 PM)
Ryan Chrys & The Roughcuts, Ashlee and the Longshot Revival, The Jason Wulf Band
- SEP 19 **Tony Luke Band**
4 PM – 7 PM
- SEP 26 **Rock on the Mesa**
1 PM – 6:30 PM
(Doors 12 PM)
Steely Dead, Zeppelin Alive, Grizzly Gopher

Art on the Mesa
Gallery opening every second Thursday
5 PM – 7:30 PM

Reflections from the Editor

Every REALTOR® has a story, but the experiences that shape them often become the greatest gifts they offer their clients. This month's stories explore three professionals whose lives have been shaped by different challenges, different opportunities, and different definitions of home.

These stories reveal how resilience, empathy, and a willingness to

embrace change can become the foundation for meaningful careers and lasting impact. They each followed their own path toward real estate, bringing experiences that continue to shape the way they serve others.

Tony, Dawn, and Mikaelle remind us that there is no single blueprint for creating a meaningful career.

I hope you enjoy reading the stories!



Tabby Halsrud
Editor

cosrealproducerscontent@n2co.com



CHICAGO TITLE
OF COLORADO
est. 1847

**DEEP ROOTS FOR
A STRONG FUTURE**



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

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

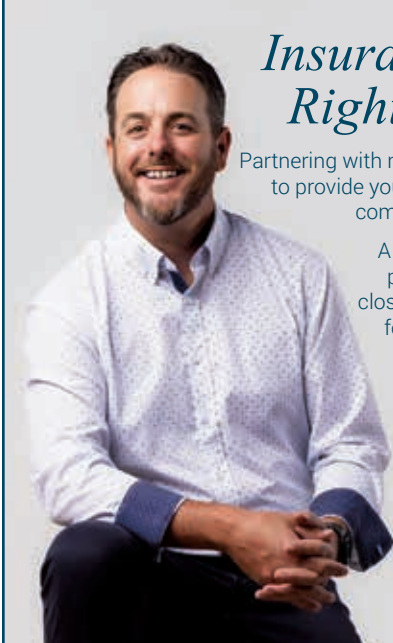


THAT 1 PAINTER

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



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



**Insurance-Done
Right. Always**

Partnering with multiple top-rated carriers to provide your clients with flexible, competitive options.

A seamless, stress-free process from quote to closing—so every deal moves forward with confidence.



Tony D'Alessio
President

Phone **719.301.0095** • Text **719.749.3420**
tony@elevatedinsuranceteam.com



Elevated
INSURANCE TEAM



**BEST OF THE SPRINGS
2023
WINNER**

**BEST OF THE SPRINGS
2026
WINNER**

Elevate Every Listing



Junk Town delivers relievingly reliable same-day junk removal to ensure your money isn't tied up by junk.

- Timely move-out clear outs
- Yard cleanups
- Last minute "get rid of this!"

So your clients know you get things done - NOW



- ☑ Same-day service available
- ☑ Upfront pricing (no surprises)

Call, text or DM for a free quote
(719) 799-8622

ABOUT JOHN

John Zwahlen

InterNachi Certified Master Inspector
CO Licensed Radon Technician
CCPIA in Commercial Inspections
Mold IAC2 Certified



I practice Irish step dancing with my wife at a local school and lead a HEMA (Historical European Martial Arts) group."



I love that in home inspections, NOTHING is ever the same. Every day is a new face, a new home, which speaks to my adventurous nature."



I appreciate this industry, and I am honored to care for our clients through this process."



720-845-JAVA (5282)
Front-range@inspectionsovercoffee.com
InspectionsOverCoffee.com

THE DREAM IS **FREE**. THE **HUSTLE** IS SOLD SEPERATELY.



FIDELITY MORTGAGE
SOLUTIONS

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

15455 Gleneagle Drive, Suite 230 | Colorado Springs CO 80921 | FidelityMortgageSolutions.com | NMLS #476792

Regulated by the division of Real Estate

Mikaelle TOWNS

BUILDING FORWARD,
WITHOUT LOOKING BACK

Mikaelle Towns’ story begins in a remote part of Alaska—and unfolds through a series of transitions that shaped both her perspective and her approach to real estate today.

Originally from Hatcher’s Pass, Alaska, Mikaelle spent the first 24 years of her life living off the grid and even in a bus for several years in several areas including Wasilla, Knik, Willow and eventually Anchorage. Her most memorable was when her family lived in a one-room cabin on 40 acres without running water or electricity, relying on hunting, fishing, public assistance, food banks and gardening to get by. It was a childhood built on self-reliance, where daily life required a level of responsibility that most people don’t experience until much later.

That foundation, while unconventional, instilled a resilience that would become central to her story.

Early Turning Points

Everything changed in seventh grade. Mikaelle’s parents divorced, and the life she had known shifted quickly. Her father, a long-haul truck driver, left, and her mother—who had never worked outside the home—struggled to provide stability. Within a short time, Mikaelle and her brother found themselves moving into Anchorage under the care of their grandmother.

The transition was stark. She went from a small, rural school to a much

larger one, surrounded by students whose lives looked very different from her own. It was during this time that Mikaelle made a quiet but defining decision about her future.

“I remember looking in the mirror and telling myself I was going to change my path,” she recalls.

It wasn’t a single moment that transformed everything, but it marked the beginning of a mindset that would guide her forward. She recalls being called a social climber in the eighth grade - but she understood early on that proximity was power. She intentionally put herself in rooms where she could learn, grow, and become.

Stepping Into Adulthood Early

After graduating high school, Mikaelle moved quickly into the next phase of her life. She enrolled in dental assisting school through a Native corporation program and began working multiple jobs to support herself.

At 18, she was already balancing school, work, and financial independence—determined to build something stable. When an opportunity arose to work as a legal assistant at a significantly higher wage, she made a practical decision to shift directions.

That pattern—evaluating options, adapting, and moving forward—became a consistent theme.

Not long after, another defining moment came when her grandmother, who had raised her during her most formative years, called with urgent news. She needed a liver transplant and someone to care for her through the process.

Mikaelle didn’t hesitate. She left her job, packed up her life, and moved to California to be with her.

“I wouldn’t be where I am without her,” she says.

For years, Mikaelle managed appointments, treatments, and recovery—learning to navigate complex medical situations while

continuing to support herself. The experience reinforced both her sense of responsibility and her ability to handle high-pressure situations with clarity.

A New Chapter in Colorado

Years later, Mikaelle’s life took another turn when she and her husband made a significant decision. Faced with the choice between opening a business or pursuing a new path, her husband chose to enlist in the Army.

That decision brought them to Colorado Springs in 2020, during a time when uncertainty was high across nearly every industry.

The move itself required another leap of faith. They purchased their home sight unseen using a VA loan, guided by

a real estate agent who stayed closely connected throughout the process.

For Mikaelle, that experience left an impression.

“I really loved the connection and how supported we felt,” she says.

It was the first time she saw real estate not just as a transaction, but as a way to create stability and community for people navigating major life changes.

Entering Real Estate

Although she had originally planned to return to dental hygiene school, Mikaelle began to reconsider her options. When she compared the structure of a traditional career with the flexibility of real estate, one factor stood out.





“I WANT TO
FIGURE OUT
HOW TO BUILD
SOMETHING THAT
SUPPORTS AGENTS
WITHOUT TAKING
FROM THEM
UNNECESSARILY,
SOMETHING
WHERE THE
REWARD MATCHES
THE EFFORT.”

“I didn’t want to miss my kids’ lives,” she explains.

The ability to build a career while maintaining control over her time ultimately led her to pursue real estate. She enrolled in classes in late 2021, earned her license in early 2022, and joined a local team shortly after.

Starting in a competitive market without an established sphere could have been a challenge, but Mikaelle approached it differently. Instead of focusing on lead generation in the traditional sense, she focused on building genuine relationships.

She joined local groups, connected with other families, and became involved in community activities—without any expectation of immediate business.

“Just be a good person and make real connections with people,” she says.

Over time, those connections naturally turned into referrals. Her business grew through trust, consistency, and word of mouth.

Growing Into Leadership

As her business developed, Mikaelle took on more responsibility within her team, eventually stepping into a leadership role where she supported other agents through transactions and day-to-day challenges.

But growth often brings new decisions.

After several years, she reached a point where she recognized it was time to move forward independently. The decision wasn’t about dissatisfaction—it was about capacity.

“I realized I was starting to limit what I could do,” she explains.

That realization led her to start her own team, bringing along agents who trusted her leadership and shared her vision. It was a natural progression, shaped by both experience and a desire to create something new.

A Different Vision for the Future

Mikaelle’s long-term vision for her business reflects the same mindset that has guided her throughout

her life—questioning norms and looking for better ways to operate.

She is particularly focused on how teams and brokerages structure compensation and support for agents. Her goal is to create an environment where agents feel valued without feeling like they are sacrificing their income to participate.

“I want to figure out how to build something that supports agents without taking from them unnecessarily, something where the reward matches the effort” she says.

It’s an ambitious goal, but one that aligns with her broader approach to business: thoughtful, intentional, and rooted in fairness.

Life Beyond Real Estate

Outside of her work, Mikaelle embraces a lifestyle centered on flexibility and experience. She describes herself as someone who isn’t attached to material things, a perspective shaped by a childhood where stability often required letting go and starting over.

She values travel, spontaneity, and time with her family, often prioritizing experiences over possessions. Whether it’s a last-minute trip or a simple day outdoors with her children, those moments provide balance to the demands of her career.

Moving Forward

Mikaelle Towns’ story is one of adaptability. From an off-grid upbringing in Alaska to building a real estate business in Colorado Springs, each chapter has required her to adjust, learn, and move forward without losing sight of what matters most.

She doesn’t present her journey as extraordinary. Instead, she approaches it with a level of honesty that reflects both the challenges and the growth that came with them.

Her focus now is clear: continue building a business that reflects her values, support the agents around her, and create opportunities that didn’t exist before.

And, as she has done at every stage of her life, she’s willing to figure it out along the way. 🏡



Jessica Jones VP of Mortgage Lending NMLS# 1640439

Winning starts before the first offer. For more than 24 yrs. Jessica Jones has partnered with Realtors to help buyers navigate changing markets with confidence. Her philosophy is simple: prepare early, communicate often, and solve challenges before they become obstacles.

Known for strategic lending and dependable execution, Jessica helps agents strengthen offers, protect contracts, and create smoother closings. Whether working with first-time buyers or complex financing scenarios, she believes every successful transaction begins with the right plan.

When she’s not helping clients, you’ll likely find her on the golf course -where patience, precision, and preparation win the day. It’s the same approach she brings to every loan, making her a trusted partner long before the closing table.

Applicant subject to credit and underwriting approval. Restrictions apply. Operating as Guaranteed Rate, Inc. in New York. Guaranteed Rate, Inc. D/B/A Rate;NMLS#2601; For licensing information, visit nmlsconsumeraccess.org; CO - Regulated by the Division of Real Estate



THE POWER BEHIND

EVERY SUCCESSFULL MOVE

*The best transactions are
won long before the closing table.*

Every successful transaction begins long before the first offer is written. For more than two decades, Jessica Jones has helped Realtors create that advantage through preparation, communication, and strategic lending.

Jessica Jones (719) 439-6440

“Golf has taught me that championships aren’t won with one great shot—they’re won by consistently making smart decisions from the first tee. That’s exactly how I approach lending. I believe the best closings happen because someone was thinking three steps ahead, protecting both the buyer and the Realtor long before anyone sat down at the closing table.”
- Jessica Jones



LOCAL Your local move in the Colorado Springs Metro Area for a worry-free experience.

COMMERCIAL Every detail is handled with expert care and professionalism.

WHITE GLOVE DELIVERY SERVICE Projects handled with expert precision from accepting items for storage, delivery, and set up in their home.

INTERSTATE As an Interstate Agent for Wheaton World Wide Moving, we leverage the power of our national van line network to move across the country effortlessly.

STORAGE Need Storage? Ask about our 20,000 sq ft, Dept of Defense approved for our military members' state-of-the-art facility with 24 hr surveillance.



CALL OR EMAIL TODAY
FOR A FREE ESTIMATE

719.227.7755

info@5starmovingandstorage.com

5starmovingandstorage.com

Woman AND Locally Owned & Operated



Wheaton
WORLD WIDE MOVING
We move your life®
USDOT 70719 | MC 87113

A TRUSTED PARTNER

Value-added services to prepare homes for sale.



719-900-8257

home-stretch.com/cos

HOME
stretch

Get in touch.

Meet the Owner:
Cheryl Garland

Servicing the Castle
Rock & Colorado
Springs area.



ON TOP ROOFING & RESTORATION

Quality roofing with a personal touch.

We treat every project with care and clear communication.

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

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

As a broker, working with this roof restoration team has been a huge asset. Their work consistently adds value to properties, boosts street appeal, and helps avoid inspection issues that can delay sales. I've referred them to multiple clients, and the feedback has always been positive. It's a service I trust to enhance property presentation and support a smoother sales process. - Cole Underwood

CONTACT US TODAY
OnTopRoof.com
719.432.9886

PROTECT YOUR DEALS WITH
TRUSTED
EXCAVATION EXPERTS

ABSOLUTE EXCAVATING LLC

Sewer & water line repairs, septic systems, and camera inspections - done right the first time.

- Licensed & insured
- Advanced inspection technology
- Efficient, dependable service

CALL OR VISIT ONLINE TODAY
719-440-6000 • Absoluteexcavatingllc.com

VIBRANT
REAL ESTATE MEDIA

OUR BEST SELLING PRODUCT:
LISTING LAUNCH PACK
FROM \$295
(Based on sq. ft.)

Includes:

- Unlimited Photos
- Aerial Drone
- 3D Tour + Floor Plans
- Property Website to showcase it all

Scan to schedule your next listing

Call us to learn more
719-259-0061

Your media partners - Not just photographers

DORMAN
REAL ESTATE
MANAGEMENT

EARN \$500 PER REFERRAL

Refer a client for property management and earn \$500 for every home we take on.

Trusted, top-rated service. We don't handle sales—so you'll never compete with us if your client decides to sell in the future.

Meet the owner/operators
Todd Dorman
Employing Broker/CEO

Alex Yoder
Managing Broker/COO

Call or visit online
719-213-9100
DormanRealEstate.com



Bringing
Clarity
and
Personal
Service
Back to
Insurance

CASA BAY
PHOTOGRAPHY

SAM Brossard

For Sam Brossard, insurance was always familiar territory—but it was never the career he expected to pursue.

Born in Naperville, Illinois, Sam spent much of his childhood moving around the country as his father advanced through a long career in the insurance industry. His family lived in Illinois, Florida, and Kansas before eventually settling in Colorado Springs after his parents retired. Growing up around insurance gave Sam an understanding of the business, but he initially charted a different path.

After college, he entered the world of private equity fund administration, working in a highly analytical, accounting-focused environment. While the work was stable, it lacked something important to him: people.

“I enjoy hearing people’s stories and interacting with people,” Sam explains. “I wasn’t getting that in the corporate environment.”

A serious jiu-jitsu injury ultimately became a turning point. During a lengthy recovery, Sam found himself reevaluating both his career and the kind of work he wanted to do long

term. Conversations with his father helped shape that reflection. After spending four decades in the insurance industry, his father believed that owning an agency offered a unique opportunity to build a meaningful local business while helping people navigate important financial decisions.

With that encouragement, Sam entered the insurance field.

His first role was working for another insurance agency, where he learned the fundamentals of the industry. While he enjoyed the work itself, he still felt something was missing. Much of the

role centered around high-volume sales activity rather than the relationship-building side of the business that had attracted him in the first place.

Seeking a better fit, Sam connected with leaders at American Family Insurance, a company his father had long respected for its culture and approach to serving clients. The move proved to be the right one.

In October of 2025, Sam opened his own American Family Insurance agency in Colorado Springs.

Today, his vision is straightforward: combine the convenience consumers expect with the personalized guidance many insurance buyers are missing.

“Everything is becoming more automated and commoditized,” Sam says. “People can go online and buy insurance in minutes, but many don’t fully understand what they’re purchasing until they have a claim.”

That philosophy shapes how his agency operates. While his team prioritizes responsiveness and efficiency, they also focus on ensuring clients have coverage that matches their individual circumstances. Annual policy reviews



are a standard part of the process, helping customers adapt as their lives, properties, and insurance needs change.

For real estate agents, that consultative approach often becomes especially valuable during transactions.

One of the biggest misconceptions Sam encounters is the assumption that insurance costs can be estimated based solely on the property itself. In reality, insurance pricing can vary dramatically from one buyer to another—even for the exact same home.

Factors such as roof age, wildfire exposure, property characteristics, claims history, and individual underwriting considerations can significantly impact premiums. In some cases, a buyer expecting a \$3,000 annual premium may discover their actual options are closer to \$6,000 or \$7,000.

Those surprises can create challenges late in a transaction if insurance discussions happen too late.

Sam encourages agents to bring insurance into the conversation early whenever possible. A quick review of an address can often provide valuable insight before buyers become fully committed to a property.

“Getting ahead of insurance questions helps avoid surprises,” he explains. “The earlier we can look at it, the better.”

That proactive mindset is one reason many real estate professionals view Sam as a resource rather than simply a vendor.

Not every situation results in a policy through his agency. When a particular risk isn’t a fit for American Family, Sam works to help clients find alternative solutions rather than simply ending the conversation. His goal is to keep transactions moving forward and ensure buyers receive accurate guidance, regardless of where coverage ultimately lands.

That problem-solving approach has helped him build trust among referral partners who know their clients will be taken care of.

“I want people to know that if a situation gets put on my desk, I’m going to help them figure it out,” Sam says.

Outside of work, Sam enjoys staying active. He spends time playing pickleball, hiking, and improving his golf game. He is also actively involved at Woodmen Valley Chapel, where he volunteers and serves within the church community.

Looking back, Sam appreciates the irony that he ultimately chose the very industry he once assumed he would avoid. With both parents having worked in insurance, the profession has been part of his life for as long as he can remember.

Today, that lifelong exposure, combined with a commitment to relationships and education, shapes how he serves clients and referral partners alike.

For real estate agents and professionals navigating an increasingly complex insurance environment, Sam’s focus remains simple: provide clear answers, solve problems quickly, and help clients secure the protection they need without unnecessary surprises. ▀



“I want people to know that if a situation gets put on my desk, I’m going to help them figure it out.”



The **ALIGNED AF** Inner Circle

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

**MONTHLY MINDSET + BUSINESS TRAININGS**
Think: clarity, confidence, goals, energy, and unapologetic alignment.

**HOT SEAT COACHING + Q&A MOMENTS**
We get real. We get raw. We get results. LIVE - twice a month!

**NEW WORKBOOKS + GUIDED PROMPTS EVERY MONTH**
Because when you WRITE IT, you INVITE IT.

**A PRIVATE FACEBOOK COMMUNITY**
Where you're surrounded by women who are building businesses their way.

**WORKSHOPS + SURPRISE BONUS SESSIONS**
You know I always overdeliver. Always.

**FULL LIBRARY OF TRAININGS**
Instant access to a growing vault of previous workshops, replays, and resources.

SCAN FOR ALL THE DETAILS!



ET&A ELDRIDGE

TAX & ADVISORY, LLC

Strategy Today. Peace of Mind Tomorrow.

Tax Strategy for Realtors & Real Estate Investors

Helping you reduce taxes, maximize deductions, and make smarter financial decisions year-round.

- Real estate & investment tax strategy
- Business and 1099 income planning
- Year-round advisory—not just tax season



Tax Planning That Works as Hard as You Do.

START PLANNING TODAY
Winston Eldridge
(719) 205-5504
eldridgetaxes.com





PROTECTING YOUR CLIENT... PROTECTING YOUR REPUTATION



Ultimate VA Package

Radon • Termite • Sewer Scope
\$50 Military Discount • Pay at Closing

Client-Focused. Trusted by Agents.

- Clear communication
- Scheduling ease
- Solution-oriented

NATHAN LILJESTRAND
Certified Professional Inspector
NACHI25040615
Backed by Years of General Contractor Experience

719-368-4225
Nathan.liljestrand@abuyerschoice.com
abuyerschoice.com/pikes-peak

SCAN TO LEARN MORE



Work Less. Achieve More.



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

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



Michael Shenuk
CEO/Co Founder

Aimee Garske
COO/Co Founder

Theoncallassistant.com
719-208-4605



Trusted by Top
Colorado Agents



Stage & Sell Faster



ELEGANT BY DESIGN
PROFESSIONAL HOME STAGING

Colorado's Preferred Staging Company

SCAN TO CONNECT

719-582-2999

www.ElegantByDesignStaging.com

THIS FALL, MAKE EVERY LISTING *Stand Out!*



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



WAYNE HELM

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

EXPERT MEDIA FOR
REAL ESTATE PROS



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

REALTOR COMMISSION 3%

structurecb.com
719.649.7195



BEST OF THE
SPRINGS
2026
WINNER

STRUCTURE
CUSTOM BUILDS

CASA BAY
PHOTOGRAPHY

Dawn *Marie* Beaver

Dawn has never been content to stay still. Whether it was moving across the world as a military spouse, stepping into unfamiliar careers, or rebuilding her life in Colorado Springs, she has consistently chosen growth over comfort.

Originally from central Pennsylvania, Dawn grew up near Harrisburg, in a region she still considers home. “When I go back to visit, I almost don’t recognize it because it’s grown so much, but my family is still there, so I’ll always call it home.” Life, however, had different plans for her path.

After marrying her high school sweetheart, Dawn spent years traveling with the military, living in eight different places around the world, including Germany. Eventually, that journey brought her to Colorado Springs and what began as a temporary landing place became something more permanent.

“It has never felt like home to me, but it’s not a bad place to be,” she says with a smile. “It’s so beautiful here; there is so much to do and see

and I love to venture out and explore!”

Still, her connection to Colorado runs deeper than the landscape. Over time, she built something just as meaningful—a community. “I’ve been so blessed by the relationships I’ve built here and they’re like my extended family,” she explains.

A Foundation of Service
Before real estate, Dawn’s path was anything but linear. She describes herself as a “Jane of all trades,” balancing roles as a military spouse, a mom, an Educational Paraprofessional while living abroad, a Red Cross volunteer Medical Assistant in Fort Carson’s pediatrics department, a writer for the local newspaper, a photographer whose work was featured in a major publication, and a volunteer at the local dog rescue.

But underneath the variety was a consistent thread: service.

“I’ve always sort of felt this need to do something bigger, because if we aren’t living in a way that makes the world a better place for others, then what are we doing?” she says.

That mindset shaped not only her own decisions, but her family as well—her children pursuing paths in military service and healthcare.

Even her earliest introduction to real estate reflected that same willingness to take action. In 2003, while living in Virginia, she came across a newspaper ad for a real estate opportunity.

“I thought, ‘Why not? I love taking care of people’” she recalls. She earned her license, but the demands of military life prevented her from pursuing it further at the time. Still, the idea stayed with her.

A Turning Point
Years later in Colorado Springs, two experiences converged to bring her back to real estate.

The first was watching a close friend Kim, work with her own clients in a way that felt deeply personal and relational. “I saw how she connected with people,” Dawn says. “It wasn’t transactional—it was meaningful.”

The second was far more personal.

During a difficult season of transition for her own family, Dawn and her then-husband were forced to sell their home. The experience left a lasting impression—not because of the outcome, but because of how it felt.

“There was no empathy. No compassion,” she says. “We were at the mercy of someone who just didn’t

seem to care about us or our situation. It felt cold.”

That moment became a catalyst.

“I remember thinking, People deserve better than this. A real estate transaction isn’t just black and white. It is a million things: it is emotional... and intimidating... and scary... and exciting... all at the same time, and folks should feel cared for, heard, and seen.”

Within months, Dawn was on the path to earning her license again.

A Difficult First Year
Dawn entered real estate in early 2018 with determination—but her first year tested that resolve.

Like many new agents, she quickly realized that licensing was only the beginning. “You get your license, but you don’t actually know how to sell real estate,” she says.

Early on, she joined a team led by someone she admired. Within weeks, that perception shifted. After overhearing that person mocking her eagerness to learn, she was forced to confront a difficult choice: internalize the criticism or use it as fuel.

One moment, in particular, stayed with her. When she expressed interest in eventually working in luxury real estate, she was told bluntly, “No. You’re not there,” as she was looked up and down.

It could have been discouraging.

Instead, it became a defining moment for her.

“There was a part of me that believed it and thought about giving up. I questioned if I was in over my head or if I was cut out for this,” she recalls. “But we always have a choice in how we allow things to impact us. We can let them defeat us or define us,” she says.

That mindset has become central to both her life and her business.

Not long after leaving that team, Dawn closed her very first transaction—a luxury property.

Finding Her Path
By the end of her first year, Dawn had worked with three different teams. Each

experience offered something valuable, but none provided the full picture she was seeking.

What she did discover was clarity.

“I was told that in order to be successful, I needed to follow certain steps and to do things a certain way,” but Dawn recognized that those steps were outside of her comfort zone. “I’m not a cold caller. I’m not a door knocker,” she says. “That’s not how I connect with people.”

Instead, she leaned into relationships. Drawing from her military background, she began building a national network of agents in what she calls “feeder markets”—areas that frequently relocate clients to Colorado Springs.

That network, which began with just a few connections, has grown to dozens of phenomenal agents across the country and became the foundation of her business.

By her second year, after closing only 4 transactions, she stepped out on her own.

“My peers joked that I was crazy for going out on my own as a solo agent, that early on... I mean, I didn’t know real estate,” she admits. “But I love connecting with people. I enjoy helping others in a way that can make a positive impact in their lives. And I was so determined to find success that way.”





“People thought I was crazy. But I was so darned determined to find success *in my own way.*”

One experience stands out among the rest.

A 78-year-old client, recently widowed after more than 50 years of marriage, was relocating to Colorado Springs to be closer to family. It was her first major decision alone.

Dawn reached out to the client's daughter with a simple request: the last photo of her parents together.

At closing, she presented the image as a large canvas.

Dawn recalls. “I wanted her to have a piece of her past brought into the present. Something to make her smile everyday.” And Dawn remembers that “she just broke down and I felt incredibly blessed to be able to share in that moment right there with her.”

Moments like that, she says, are what makes all the long hours and sacrifices worth it.

Perspective and Purpose
Dawn's story is shaped not just by professional growth, but by personal resilience.

Over the years, she has faced challenges that tested her strength and her sense of identity. Through those experiences, she learned to shift her perspective—choosing growth instead of resentment.

She speaks candidly about her difficult divorce, finding her voice and recognizing her value.

“Along the way, I allowed others to make me feel like I wasn't enough,” she says. “Now I know I am,” she says gently, with a smile and a shrug.

“It's been a journey but through faith and the love and support of my family and friends, my blessings are far greater than my complaints.”

Looking Ahead

Outside of real estate, Dawn continues to pursue growth in unexpected ways. One of her current goals? Becoming a licensed pilot—a pursuit that began as a way to confront a fear of flying and turned into something more.

“I enjoy doing the unexpected,” she says.

It's a fitting reflection of her journey.

Because Dawn's career—and her life—has never followed a predictable path. Instead, it has been built step by step, choice by choice, shaped by resilience, connection, and a refusal to give up or settle.

And in the end, that may be what sets her apart most.

Not just what she's built—but how she's built it. 🏡

Growing Into Leadership

In 2020, Dawn joined Coldwell Banker Realty, a move driven by a desire to continue growing. She credits the leadership and culture there with helping her refine her business even further.

“I needed to think bigger. To be challenged. To be supported,” she says. “And it just felt like the right fit there.”

Since then, her business has continued to evolve—but her approach has remained consistent: relationship-driven, intentional, and deeply personal.

Creating an Experience

For Dawn, real estate is not just about closing transactions. It's about creating moments that last.

She refers to her closing process as a “red carpet experience.” Clients arrive to find a Welcome Home banner across the garage, a literal red carpet leading to the front door, a giant red bow on the door and a celebration waiting inside.

“I want them to remember how the day felt,” she explains. “Maybe they won't remember every detail of the transaction, but they'll remember that day and that they were celebrated.”



YOUR ALTERNATIVE LENDER

Helping You Sell More Homes with Smart, Flexible Programs

★ LOWER RATES. BETTER TECH. REAL PEOPLE. ★

Your Clients will LOVE our unique approach to lending.

- **BUY BEFORE YOU SELL** - move now without double payments, and tap into current equity
- **2ND MORTGAGE SOLUTIONS** - access your equity with variable or fixed rate options, without touching your existing first mortgage
- **INVESTOR LOANS** - purchase or refinance without having to prove personal income (no taxes or W2's)
- **SELF-EMPLOYED PROGRAMS** - qualify even with extensive write-offs, or no tax returns at all
- **REVERSE MORTGAGES** - 1st or 2nd lien options, purchase or refinance, equity lines available, all with optional payments
- **PLUS ALL TRADITIONAL PROGRAMS** - Conventional, VA, FHA, Jumbo at highly competitive rates



ERIC NEWMAN

Lead Mortgage Advisor

MastersOfLendingTeam.com
eric@MastersOfLendingTeam.com
NMLS #97776



C2 Financial Corporation cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. All dates are estimates and will vary based on all involved parties level of participation at any stage of the loan process. Contact Eric Newman at Masters of Lending Team for more information. Powered by C2 Financial Corporation LLC NMLS #135622

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



freedom

real estate photography

BEST OF SPRINGS 2020 WINNER

WORLD-CLASS VISUALS FOR EXCEPTIONAL LISTINGS

September Special:
Mention this ad to get a **FREE 30-SECOND REEL** on your first shoot!

719.675.5115
freedomrephoto.com

Make Every Closing Memorable

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

Perfect for:

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

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

LEAH'S ALL OCCASION BASKETS

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

ALL COUNTY PROPERTY MANAGEMENT

FALL MAINTENANCE PROGRAM

Protects your Referrals

Why top REALTORS® trust All County to protect their clients' homes

How All County Property Management prepares homes for winter

Family Owned and Operated Since 1990

35+ Years in Business

Lightning

Glassworks & Screens

"Glass in a Flash!"

Window Screens, Window Repair, Glass Repair, Window Replacements, and Door Repair. Anything with a window or door, we can repair or replace.

Call or text for a free estimate today

719-649-4001 • www.lightning.glass

ON TOP ROOFING & RESTORATION

Quality roofing with a personal touch.

We treat every project with care and clear communication.

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

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

As a broker, working with this roof restoration team has been a huge asset. Their work consistently adds value to properties, boosts street appeal, and helps avoid inspection issues that can delay sales. I've referred them to multiple clients, and the feedback has always been positive. It's a service I trust to enhance property presentation and support a smoother sales process. - Cole Underwood

CONTACT US TODAY
OnTopRoof.com
719.432.9886

CHECK HEATING SYSTEM
 CHANGE AIR FILTERS
 CLEAN GUTTERS & DOWNSPOUTS
 CHECK WEATHERSTRIPPING & WINDOWS
 CARE FOR YARD & EXTERIOR

WELL-MAINTAINED HOMES PROTECTS YOUR CLIENT'S INVESTMENT

We treat rental property Like it's our own.

ALL COUNTY COLORADO SPRINGS

CRMC® PROPERTY MANAGEMENT

VETERAN-OWNED. LOCALLY TRUSTED.

Professional management that protects your client's home and your relationship.

719.445.7172
allcountyrealtors.com

scott@allcountycs.com
misty@allcountycs.com

PROUDLY SERVING COLORADO SPRINGS & OUR MILITARY COMMUNITY

VETERAN OWNED

EXPERIENCE. INTEGRITY. RESULTS. THAT'S THE ALL COUNTY DIFFERENCE.

the CONFIDENCE BUSINESS



Maria Bay, owner of Casa Bay Photography, believes photography has very little to do with cameras.

PHOTOGRAPHY BY TEAGAN MUSHALL
FROM CASA BAY PHOTOGRAPHY

At fifteen years old, Maria Bay boarded a plane from Peru to England on a school trip that would quietly change the course of her life.

It wasn't the famous landmarks that stayed with her—it was the people. For the first time, she experienced a culture that looked at the world differently than she did: different traditions, values, and ways of communicating. She realized there wasn't one "right" way to live, only different perspectives shaped by different experiences.

"The world suddenly became so much bigger than my little corner of it," she says. "That trip taught me to become curious instead of judgmental."

Photography would eventually become the tool for that curiosity.

Maria had a long and winding journey to becoming a professional photographer. She studied medicine before realizing it wasn't the future she wanted, then advertising, teaching, psychology, theater, and writing—each valuable, none holding her attention for long.



"I was always looking for something challenging enough that I wouldn't get bored," she laughs.

She wasn't searching for a profession. She was searching for people. Photography gave her something no other career had: every client brought a different story, a different challenge, a different opportunity to understand someone else's world.

"I get to meet people when they're being vulnerable," she says. "I love that. That's where the real conversations happen."

That opportunity arrived unexpectedly while living in China. Maria was hired by an English-language business magazine serving the expatriate community, interviewing and photographing executives, entrepreneurs, chefs, and artists. She spoke very little Chinese, so communication became a mixture of English, Spanish, Portuguese, translators, and hand gestures.

"I learned that people communicate so much more than language," she says. "If you're paying attention, you'll understand what matters."

While she enjoyed writing, something shifted the first time one of her portraits appeared in print. "I realized I got more

satisfaction from that one photograph than from writing the entire article."

Photography had quietly become her calling. Over the next two and a half years, she photographed executives, hotels, restaurants, and musicians throughout China, learning to adapt to constantly changing lighting, personalities, and environments. Then came the assignment that nearly ended her career.

A company had invested nearly \$10,000 to appear on the magazine's cover. Maria photographed the assignment—the editor hated it, and called her into his office.

"He spent several minutes yelling at me in Chinese," she remembers, laughing. "I didn't understand a single word." Her translator did. Maria was fired.

At twenty-four, she walked out angry. By the time she arrived home, the anger had disappeared. "I realized he was right."

She had become too comfortable, believing talent alone was enough. She'd forgotten that while this was just another assignment to her, it represented months of work for the sales team, the writers, the designers—and a major milestone for the business owner on the cover.

"I realized we were all a team," she says. "Everyone else had done their job. I hadn't done mine."

She couldn't live with that. Without being asked, and without expecting her job back, Maria called the cover subject personally, apologized, and told him the mistake was entirely hers, then asked for one more chance. The executive agreed. Maria planned every detail and arrived before sunrise, lights already set when her subject arrived at the hotel he managed. Fifteen minutes later, she had the cover photograph the magazine needed.

"It wasn't better because I became a better photographer overnight,"

she says. "It was better because I cared enough to prepare."

She delivered the images and went home, believing that chapter was over. Instead, the editor called her back, laughed as he looked through the photographs, and through a translator, told her he'd fired many people during his career.

"No one has ever done what you did," he said.

Then he used a word her translator didn't recognize. They had to pull out a dictionary to find it—gumption. Six months later, after watching her apply what she'd learned, the editor promoted her to Photo Editor.

"It wasn't just a photograph," Maria says. "It represented someone's company, career, and story. I realized how much responsibility comes with creating that image." Today, every session begins with the same promise she made herself back then: every client gets her very best.

Maria eventually left China and settled in Colorado Springs, where she opened Casa Bay Photography. That same lesson from the reshoot has defined the studio ever since. While it photographs families, seniors, and commercial clients, Maria has become especially known for branding photography and professional headshots.

She smiles when people describe her work as artistic. "I actually don't think branding photography is about my art. A bad branding session happens when the photographer is trying to tell their own story instead of the client's. The client already has the vision. My job isn't to replace it—it's to understand it and translate it into photographs."

That approach has made her especially valuable to the hundreds of realtors she's photographed throughout Colorado Springs. Many arrive believing they need expensive clothing, luxury cars, and dramatic lighting—Maria usually disagrees.

“

The goal isn't to create someone they don't recognize. It's to help them finally *recognize* THEMSELVES.”



“People don't hire a suit,” she says. “They hire someone they trust.”

She believes the strongest real estate brands aren't built around looking wealthy—they're built around being genuine. A first-time homebuyer needs someone who understands their fears and helps them navigate one of life's biggest decisions.

Her sessions begin long before anyone stands in front of the camera. “My job isn't to take photographs,” she says. “My job is to connect with people, understand their purpose, and create an image that helps them believe they can get there.”

Ironically, the person who has spent seventeen years helping people relax in front of the camera hates having her own picture taken.

“I hate it,” she admits without hesitation. “I've never liked photographs of myself.”

She understands exactly what her clients feel. People don't dislike photographs because they're unphotogenic—they dislike photographs because the person staring back doesn't match the image they carry in their own minds.

“We're afraid we'll look awkward. Older. Bigger. Different.”

She doesn't believe people are born photogenic. “It's a skill.” The first fifteen minutes of almost every session look the same: people are nervous, they laugh, they feel awkward. Maria teaches them how to stand, how to move, and how to stop thinking about the camera. Eventually, they forget they're being photographed—that's when she starts pressing the shutter.

“The goal isn't to create someone they don't recognize,” she says. “It's to help them finally recognize themselves.”

She carries the same mindset far beyond her clients: Casa Bay Photography's internship program has become Maria's passion project.

“I've had incredible teachers in my life,” she says. “I've also had terrible ones.”

Growing up, she often heard the same message artists hear everywhere: you'll struggle, you'll never make money, choose something practical. She wanted to rewrite that story. Today, students at Casa Bay don't simply learn photography—they learn leadership, communication, customer service, business, and confidence.

“I tell my interns all the time—you aren't bossy, you're management material.” If someone says they're bad at something? “They're not good yet, but if they work hard they can be the best.”

Some interns have returned year after year, including Teagan, now in her third internship, who jokes that she practically lives at the studio.

Maria smiles. “I don't think she realized how talented she was.” Then she pauses. “I think she's starting to believe it.”

The photographs accompanying this article carry a quiet irony: they weren't taken by a nationally recognized photographer. They were taken by a kid who hasn't even graduated high school. Teagan, the same intern mentioned above, ran the session herself—posing Maria, adjusting the lighting, coaching her through expressions, and capturing the images.

Maria expected to dislike every one of them. Instead, she found forty-eight photographs she genuinely loved.

“I've hired photographers before and never liked my pictures.” This time was different—her own student had used the system she'd spent years developing, and it worked, on her.

“I always tell clients they'll like their photographs once they relax enough to become themselves,” she says. “This was the first time I truly believed it for myself.”

Whether she's mentoring a teenager, coaching a nervous client through a first branding session, or helping a realtor communicate authenticity instead of perfection, Maria's mission stays consistent: she wants people to leave more confident than when they arrived.

When asked what she hopes people will remember decades from now, she doesn't mention awards, publications, or successful businesses. She smiles.

“I hope they remember that I saw something in them before they saw it in themselves.”

It's a philosophy that has shaped every chapter of her life—from a teenager discovering the world in England, to a photographer learning responsibility in China, to a business owner building a studio centered on trust and kindness. “We all choose what kind of business we're going to build,” she says. “We can build one that chases money at any cost, or one that reflects our values.” She chose the second.

“I believe kindness and doing things right will never be wrong.”



More than a studio. More than a meeting space.

Loft 130 is a downtown Colorado Springs community built for professionals, entrepreneurs, and creatives who want to build relationships, create content, host events, and continue growing their business.



BECOME A MEMBER

COMMUNITY MEMBERSHIP

- ♦ COMMUNITY & CONNECTIONS
- ♦ CLASSES & WORKSHOPS
- ♦ GATHERING & CELEBRATIONS

BECOME A MEMBER

CREATIVE MEMBERSHIP

- ♦ CONTENT CREATION
- ♦ STUDIO ACCESS
- ♦ PROFESSIONAL RESOURCES

Host client appreciation events. Attend workshops. Create content. Build meaningful connections.

READY TO JOIN?

SCHEDULE A TOUR *Today*

LOFT130.COM + DOWNTOWN COLORADO SPRINGS

541-213-5435 + 130 E. KIOWA ST., STE 200, COLORADO SPRINGS, CO



SCAN TO VISIT

What To Do After A Hailstorm

BY ZACK STARK,
CO ROOFING
& SOLAR



Colorado Springs had some notable hailstorms in summer 2026. Here are some helpful guidelines for the next time you or your clients' homes are affected.

First, don't panic-sign anything.

After a hailstorm, a lot of contractors start knocking doors fast. Some are good. Some are not. Some are local. Some are only here because there was a storm.

A few things I'd check before agreeing to anything:

Look for collateral damage first.

Check gutters, downspouts, window screens, metal vents, garage doors, AC units, skylights, paint, fencing, and soft metals. Roof damage is hard to see from the ground, but collateral damage can tell you whether the property took a meaningful hit.

Take your own photos.

Before anyone touches anything, take photos of hail size if you still have it, damage around the property, broken screens, dents, leaks, and anything unusual. Documentation matters.

Do not let someone pressure you into signing on the spot.

A good contractor should be willing to inspect, explain what they found, show photos, and give you time to think.

Ask if they are actually local.

Not "we have a Colorado number" local. Not "we rented an office after the storm" local. Ask

how long they've been operating here, where their office is, and who handles warranty issues later.

Verify license and insurance.

In El Paso County, you can check contractor licensing through PPRBD. Also ask for proof of general liability and workers comp. Also check EPCRA.org to see if they are a member of our local roofing association.

Be careful with anyone promising a free roof or saying they'll cover your deductible.

That is a red flag. Your deductible is part of your insurance agreement and both you and your roofer are committing fraud if they offer to waive it.

If you file a claim, make sure the inspection is documented well.

Photos, slope-by-slope findings, collateral damage, code items, and any interior leaks should all be documented. A vague "you have hail damage" is not enough.

If you're buying or selling a home, don't ignore this.

Roof issues can come up during inspection, appraisal, insurance binding, or right before closing. Better to know early.

Not every roof hit by hail needs replacement.

Not every storm causes the same damage across town. Colorado Springs can have one neighborhood get hammered while another gets almost nothing.

But if you had large hail, broken skylights, damaged screens, dented gutters, or car damage, it's worth getting the property checked by someone reputable.

Hopefully this information helps prepare you for the future.

To reach CO Roofing & Solar's Real Estate Agent Response Team, dial (719) 232.8747 and press 1

Brick and Mortar
Colorado's Trusted Inspection Team

Helping Great Realtors Create Confident Buyers

Trusted across Colorado's Front Range for clear communication, balanced insight, and inspections clients appreciate.

22+ YEARS OF EXPERIENCE
Thousands of homes. Countless confident decisions.

20,000+ INSPECTIONS COMPLETED
Deep knowledge. Proven results.

CLEAR, BALANCED COMMUNICATION
Reports that are easy to understand and client friendly.

LOCAL EXPERTS YOU CAN TRUST
Colorado Front Range specialists who know the area.

TRUSTED BY TOP REALTORS
Trusted by homebuyers. Respected by the professionals who serve them.

Your Reputation Matters. So Does Your Inspection Partner.

Clear communication. Balanced insight. A client experience that builds confidence—not fear. We help buyers feel informed, supported, and confident in their decisions.

Preferred across Colorado's Front Range. Because you clients become your reputation.

PARTNER WITH BAM

BandMHomeInspections.com
719-648-2835

TRUSTED BY HOMEBUYERS. RESPECTED BY REALTORS.

DON'T LET INSULATION ISSUES DELAY THE CLOSING

FAST ESTIMATES • RELIABLE SCHEDULING • CLEAR COMMUNICATION

Common Pre-Closing Solutions

- Attic insulation upgrades
- Inspection-related repairs
- Air sealing and energy concerns

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

RESTORING WHAT MATTERS MOST™

Your Full-Service Water Damage Restoration & Emergency Services Experts

Residential & Commercial 24/7 Emergency Services

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

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

PROUD TO SERVE COLORADO SPRINGS

Call for a home insurance quote today!

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

Insure carefully. dream fearlessly.

HOME | AUTO | LIFE | BUSINESS | FARM & RANCH

American Family Mutual Insurance Company S.I. & its Operating Companies. Life Insurance underwritten by American Family Life Insurance Company, 6000 American Parkway, Madison, WI 53783 ©2022 21178 - Rev. 10/24 - 26475626-MDD

REAL PRODUCER

CASA BAY PHOTOGRAPHY

Tony

CASADOS

Built on Relationships

For Tony Casados, real estate has always been about people.

That focus on relationships has been a consistent thread throughout his life, long before he built The Front Range Team. Whether selling newspaper subscriptions as a teenager, managing teams in the corporate world, or mentoring agents today, Tony has always been drawn to connecting with people and helping them succeed.

A Colorado native, Tony's introduction to sales came early.

As a teenager, Tony sold subscriptions for The Gazette, going door-to-door throughout Colorado Springs neighborhoods. Incentivized by pizza parties and small rewards, he quickly discovered he enjoyed the challenge of talking with strangers and earning their trust.

Those early experiences foreshadowed a career built on communication, relationship-building, and service.

Learning in the Corporate World

After college, Tony joined Verizon, where he spent the next decade building a career in sales, management, and marketing.

Looking back, he credits those ten years as some of the most valuable professional training he ever received.

"I never got a master's degree," he says, "but I got a master's-level education in business."

During his time with Verizon, Tony worked his way up through the organization, learning how to lead teams, create positive customer experiences, and develop systems that produced consistent results. He won many different sales and leadership awards while at Verizon including their President's Cabinet Award for the top 1% in the company which earned him a leadership trip with the CEO's to Saint Moritz, Switzerland. He also formed many of the relationships that would later shape his real estate career.





“

A big key to my success has been bringing that corporate structure into real estate.

People see the results, but they don't always see the work behind the scenes."

The decade brought important milestones outside of work as well. Tony met his wife, Fatma, during those years, and the couple eventually welcomed their son, Anthony.

While he enjoyed the corporate environment, real estate remained in the back of his mind.

He had purchased his own home and been impressed by the experience. He enjoyed watching people build wealth through real estate and was intrigued by the idea of creating a business of his own. Still, making the leap felt risky.

"I was scared," Tony admits. "I had a family to support, and going to a commission-only business felt like a huge jump."

Before entering real estate, a chance meeting with Tulio Pena would ultimately become the catalyst for the next chapter of his career.

Taking the Leap

Tulio was thriving in real estate, and the more Tony

observed him, the more intrigued he became.

"He was killing it," Tony recalls. "And I was always thinking about real estate in the back of my mind."

Eventually, the timing felt right.

Tony began working alongside Tulio, immersing himself in the business and soaking up everything he could learn. He attended buyer consultations, listing appointments, and lead-generation sessions, taking extensive notes and studying how Tulio communicated with clients.

"I wrote down everything," he says. "Then I made it my own."

Combined with the sales skills he had already developed in the corporate world, the mentorship proved invaluable.

The results came quickly.

Tony completed more than twenty transactions during his first six months in the business and nearly fifty transactions during his first full year—an exceptional start by any measure.

While the production numbers were impressive, Tony believes his success stemmed from a willingness to learn, work hard, and apply the fundamentals he had already developed throughout his career.

Building a Team

As Tony's business grew, something unexpected happened.

Former colleagues from Verizon began reaching out.

Many had watched his transition into real estate and were intrigued by what he was building. Several eventually joined him, creating the foundation for what would become the Front Range Team.

"At one point, my entire team was former Verizon employees," Tony says.

The transition felt natural. He already knew how to recruit, coach, and develop people from his management background, and he enjoyed helping others grow.

After spending time at a boutique brokerage and later moving to Keller Williams, Tony continued refining his leadership skills while expanding his team. Today, the Front Range Team operates under Real Broker. The Front Range Team is made up of twenty team members and has been a MREA (million real estate agent) team since 2018. In 2025 the team did over \$45 million and is on their way to exceed that number in 2026!

For Tony, the most rewarding part of that growth has never been the size of the team itself.

It has been watching people develop.

He points to agents like Brandon Tomic as examples—individuals he recruited early in their careers, mentored, and helped develop before they eventually

launched successful businesses of their own.

"I love training people," Tony says. "I love mentoring people."

That passion remains one of the driving forces behind his business today.

Weekly sales meetings, one-on-one coaching sessions, role-playing, scripting practice, accountability systems, and team competitions are all part of the culture he has intentionally created.

Much of that structure traces directly back to lessons learned during his Verizon years.

"A big key to my success has been bringing that corporate structure into real estate," he explains. "People see the results, but they don't always see the work behind the scenes."

Life Beyond Real Estate

Outside of work, Tony's life revolves around family, travel, and experiencing different cultures.

He and Fatma met while working at Verizon—Tony at Verizon and Fatma at a neighboring business. Fatma was born in Turkey, and over the years the couple has made numerous trips overseas to visit her family.

Tony has traveled to Istanbul, Izmir, Greece, and other destinations throughout the region, often bringing Anthony along so he can stay connected to his Turkish heritage.

"It's a big part of our lives," Tony says.

Closer to home, Tony enjoys snowboarding whenever he can. He and Anthony often hit the slopes together, continuing a hobby that has become one of their favorite ways to spend time together.

Family remains central to everything he does.

Growing up, Tony experienced the challenges of navigating two households after his parents separated. He and his sister were raised by both his mother and stepfather as well as his father and stepmother, later welcoming three much younger siblings into the family.

While the experience wasn't always easy, it helped shape the perspective he carries today—one rooted in adaptability, empathy, and understanding different points of view.

Those qualities continue to influence both his personal life and his business.

After more than a decade in real estate, Tony remains focused on growth—not only for himself, but for the people around him. Whether he's helping a client navigate a major life decision or coaching an agent toward the next stage of their career, the motivation remains the same.

For Tony Casados, success has never been a solo endeavor. It's built through relationships, shared experiences, and a genuine commitment to helping others move forward. ▀

CELEBRATING 25 YEARS IN BUSINESS



WINDOWS AMERICA

REALTORS' Most-Trusted Company for Windows in Colorado Springs

Lifetime warranty on parts & Labor

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

Check out our showroom
6602 Delmonico Dr.
Colorado Springs

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

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

We believe in raising the standards of the industry, to disrupt the status quo. We do this by being a part of a bigger team that protects, educates and is driven to excellence; so that we can offer high quality home inspections.




ASAP
Garage Door Service



PRIORITY SCHEDULING & SPECIAL PRICING
FOR REALTORS, SELLERS & NEW HOMEOWNERS

A Modern Garage Door Makes a Powerful First Impression

- ✓ LOCALLY OWNED & OPERATED
- ✓ HIGH QUALITY GARAGE SERVICE
- ✓ COMPLETE GARAGE DOOR SOLUTIONS
- ✓ WE OFFER MILITARY DISCOUNTS
- ✓ SENIOR CITIZEN DISCOUNTS

Google
★★★★★
TRUSTED BY
1,300+
COLORADO SPRINGS HOMEOWNERS



SCHEDULE YOUR FREE ESTIMATE
(719) 749 8904

PROTECT YOUR CLIENTS. STRENGTHEN YOUR REPUTATION.



Insurance Is More Than Just A Policy; It's About Peace Of Mind

With access to multiple carriers, we find the right coverage at the right price—delivered with the service and communication you can trust.

HOMEOWNERS • AUTOMOTIVE • COMMERCIAL

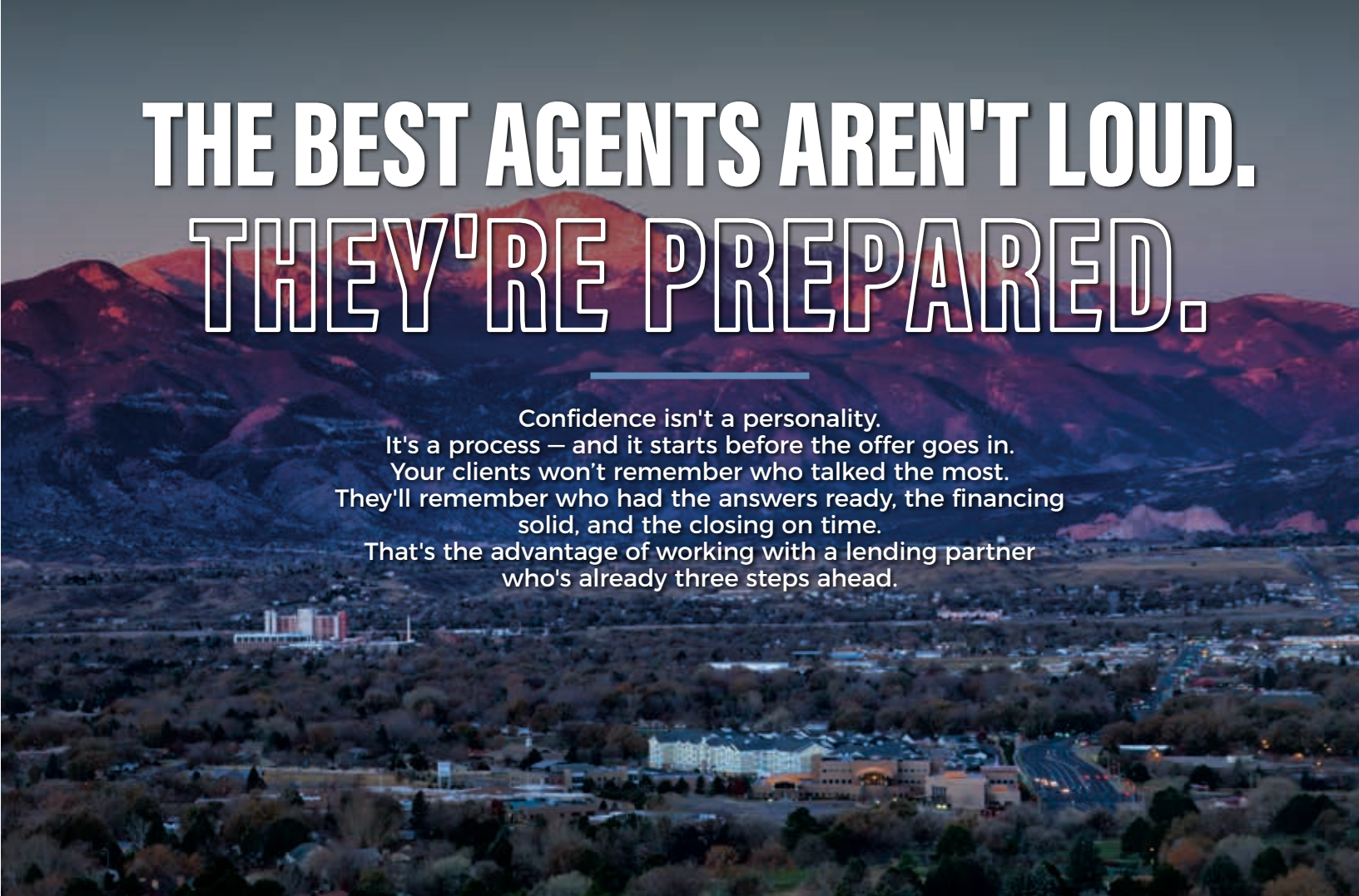
THE AGENCY
Comprehensive Coverage for All Your Needs

Michael Hendrickson
Office: 719-785-1330
Cell: 719-201-9200
michael@theagencycsprings.com
2045 Mulligan Dr.
Colorado Springs, CO 80920




THE BEST AGENTS AREN'T LOUD. THEY'RE PREPARED.

Confidence isn't a personality. It's a process — and it starts before the offer goes in. Your clients won't remember who talked the most. They'll remember who had the answers ready, the financing solid, and the closing on time. That's the advantage of working with a lending partner who's already three steps ahead.




Let's make your next deal look effortless.

MARY GREENWOOD

Branch Manager

NMLS # 459324

Cell: **719-649-6656**

1150 Kelly Johnson Blvd Suite 140

Colorado Springs, CO 80920

mgreenwood@nfmmlending.com

nfmmlending.com/mgreenwood



The pre-approval may be issued before or after a home is found. A pre-approval is an initial verification that the buyer has the income and assets to afford a home up to a certain amount. This means we have pulled credit, collected documents, verified assets, submitted the file to processing and underwriting, ordered verification of rent and employment, completed an analysis of credit, debt ratio and assets, and issued the pre-approval. The pre-approval is contingent upon no changes to financials and property approval/appraisal.

Equal Housing Lender. Make sure you understand the features associated with the loan program you choose, and that it meets your unique financial needs. Subject to Debt-to-Income and Underwriting requirements. This is not a credit decision or a commitment to lend. Eligibility is subject to completion of an application and verification of home ownership, occupancy, title, income, employment, credit, home value, collateral, and underwriting requirements. Not all programs are available in all areas. Offers may vary and are subject to change at any time without notice. NFM Lending, LLC's full agency and state licensing information, please visit www.nfmmlending.com/licensing. NFM Lending, LLC's NMLS #2893 (www.nmlsconsumeraccess.org). © 2025 NFM Lending, LLC. America's Common Sense Lender® Trade/service marks are the property of NFM Lending, LLC and/or its subsidiaries. Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act. www.nfmmlending.com. This advertisement is strictly for builder and realtor informational purposes, and should not be disseminated to consumers. This document is not an advertisement for consumer credit as defined in 12 CFR 1026.2(a)(2).



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

AGENT & VENDOR SNAPSHOTS

1. Welcome **Winston Eldridge of Eldridge Tax & Advisory** as a new Preferred Partner of *Colorado Springs Real Producers*. Winston helps business owners, investors, and real estate professionals move beyond tax preparation and into proactive tax planning. His focus is helping clients identify opportunities, reduce unnecessary tax burdens, and build strategies that support long-term financial growth. We're grateful to have Winston as part of our community and look forward to introducing him to more of the incredible real estate agents we serve. Welcome aboard, Winston!
2. Welcome **A Buyer's Choice Home Inspections Pikes Peak and Nathan Liljestrand** as a new Preferred Partner of *Colorado Springs Real Producers*! Nathan believes a home inspector should be more than someone who points out problems—they should be a trusted resource for both buyers and real estate agents. Backed by two decades as a general contractor, he combines technical expertise with a calm, educational approach that helps clients make confident decisions. Welcome to the Real Producers family, Nathan! We're looking forward to introducing you to more of Colorado Springs' top real estate professionals.
3. **Scott and Traci O'Connor**: What happens when strong leadership, a commitment to service, and a passion for helping others succeed come together? For Scott and Traci O'Connor, it has meant creating opportunities for agents, strengthening company culture, and helping guide the continued growth of RE/MAX PROPERTIES.
4. **Sheena Crompton**: Relationships are at the heart of everything Sheena Crompton does. A Colorado native and former school finance professional, Sheena entered real estate in 2021 with a passion for helping people navigate some of life's biggest decisions. Through consistency, communication, and a genuine commitment to serving others, she has built a business centered on trust and long-term relationships.
5. **Jake Wade**: Success rarely happens overnight—it's built one decision at a time. From building a thriving real estate business before the age of 26 to developing a passion for investing, mentorship, and continuous learning, Jake Wade's story is one of steady growth and intentional momentum. Look out for more on Jake Wade in a future edition of *Colorado Springs Real Producers*!



Central Bank
Strong roots. Endless possibilities.™

**Every Journey
is Different.
The Destination
is the Same.**

Every homebuying journey has its own twists and turns. **Scott Seaman** helps make the mortgage process smoother with preparation and perspective, gained from nearly three decades of experience.



Scott Seaman
VP | Mortgage Loan Originator
719 352-7077 | NMLS #449957

Find your way home with Scott.



5278 N Nevada Ave Ste 100 Colorado Springs, CO 80918

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



design • install • maintain



Love where you live.

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

Call Zack Langston
TODAY!
719.301.3000

freedomlandscapes.co



SCHURSUCCESS GROUP
ASSET APPRAISAL • AUCTION

Inherited Valuables or an Estate to Liquidate?

Schur Success Group: Appraisals & Auctions Done Right
When its more than just stuff, we handle it all - stress free.

- Professional Appraisals
- Thoughtfully Managed Estate Auctions

FOR LESS STRESS -
CALL SCHUR SUCCESS



719-667-1000
Info@schursuccessgroup.com



WICKHAM'S WORKBENCH



Boost value. Expand living space. Attract buyers.

Wickham's Workbench creates decks and porches that elevate every Colorado Springs listing.

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

- Home Repair and Remodel
- Fully Licensed and insured

(719) 632-5117





ORLY'S ART GALLERY
CUSTOM FRAMING FINE ART SERVICES



From fine art custom framing, to art shows, to vintage antiques, Orly's has the perfect touch for creating the perfect home environment.

719-630-3371
730 S. Tejon
Colorado Springs, CO 80903



Your HVAC Partner for Every Listing.




• Pre-Inspection Tune-Ups
• Clear Service Documentation
• Fast Scheduling for Listings
• Free Estimates & Second Opinions

SCHEDULE TODAY
719.330.1839
cheyennemountainhvac.com





BEST OF SHOWS
2024
WINNER
GOLD

Realtor Excellence Spotlight

THE KENTERA TEAM

The Kentera Team clients receive exclusive VIP moving benefits from iHaul iMove — trusted to carry the same five-star standard through moving day.

\$1000 move protection
10% OFF total move cost
\$100 FREE boxes

Want to offer these benefits to your clients?
Scan to learn how your team can become an Official Realtor Partner.




COLORADO SPRINGS

719.884.5300
5555 Tech Center, Ste. 110
Colorado Springs, CO 80919

COLORADO SPRINGS N

719.884.5300
8605 Explorer Drive, Ste. 250
Colorado Springs, CO 80920

CAÑON CITY

719.275.4900
120 N. 9th Street, Ste A
Cañon City, CO 81212

PUEBLO

719.544.2323
1401 Fortino, Ste. A
Pueblo, CO 81008



A Division of Stewart Title Company

**CHANGING SEASONS,
CONSISTENT SERVICE.**



**WE DON'T SUCCEED
UNLESS YOU DO!**

EMPIRE TITLE • ETCOS.COM


HAPPY
Labor Day