

COLORADO SPRINGS

REAL PRODUCERS

INFORMING AND INSPIRING REAL ESTATE AGENTS

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What is it like to be awakened at 4 a.m. being thrown up in the air from an explosion-like event? January 17, 1994, the Northridge, CA earthquake did just that to our family. It caused over \$100,000 in damage to our home in Woodland Hills, CA in a matter of seconds and made it uninhabitable. Although I had been through many severe earthquakes growing up in So. California, this one sent me packing. We put the atlas on the coffee table and eliminated states until we ended up with Colorado as our best bet. A four-day investigation trip to Colorado Springs had us so entranced by the beauty of the area and friendliness of the people, that we bought a home in Black Forest before we left. At the time we had a house to repair and sell and we both owned businesses. I ran my interior design business long distance for 5 years before starting my real estate career here in 1998.

But let's go back to how this all started. I spent all of my childhood as a California girl growing up in San Diego. I am the oldest of 4 and suffer all the personality traits that an oldest child normally does. My twin sisters are 3 years younger than I am and still live in So California. My brother is 8

years younger and lives in Bethesda, MD where I was born. My mother is 90 years old and enjoys independent living in La Jolla, CA in what I refer to as a "stationary luxury cruise ship" aka high-end retirement complex. My husband, Don, and I will be celebrating our 13th anniversary May 4. They have been the best 13 years of my life. God blessed me with a loving, kind, responsive and patient man to share my later life. We have 3 adult children between us and 2 magnificent granddaughters. They will all be living in Colorado Springs by the middle of June - God willing! I am really excited to have all the family in the same place for the first time.

You probably wouldn't guess that until about 30 years old I was PAINFULLY shy. Even now I am still a homebody and more comfortable at home with my hubby than out at a party. At about 25 I decided to do something about my shyness and signed up

to teach some classes at a learning center, speak in a women's speakers bureau and take a job in flooring and window covering sales as a means of forcing myself to "get over it". It was a slow process but with time and immersion, I came to be fairly free of that fear of speaking and interacting with other people.

I graduated from UCLA with a BA in history and art history. The summer of my junior year I traveled to Europe on the \$7 a day plan. I went over with 2 friends but 2 weeks later I realized that I couldn't continue to travel with them. We just were not operating the same way. So I struck out on my own traveling alone in Europe for the next 3 months. I had some fantastic experiences that helped me realize that I was stronger and far more self-sufficient than I realized. The only regret was that it was lonely - no one to share the memories with later on. One of my more memorable events



was when I fell into the Grand Canal (sewer) in Venice, Italy. It took 6 Italian dock men to get me out of the algae covered canal. Yes, I went completely under water! That was 10 a.m. and my hostel didn't open again until 4 p.m. There went that favorite Swiss (not waterproof) watch I purchased earlier in Switzerland. Many exciting adventures and life lessons were learned on that trip that served me well throughout my life.

At 26 I took out a \$40 Thrifty Nickel ad and that was the beginning of my Los Angeles based interior design firm. I built a very successful high-end interior design business serving many celebrity clients over the years. 21 years later I sold the business and it is still operating 18 years later. I ran that business long distance for 5 years from my home in Black Forest without any of my clients knowing I was in Colorado. I had computerized my business to make it work long distance. At that time there were no computers in my industry at all.

We moved here in the summer of 1994 after the earthquake. I wasn't in real estate at the time but had owned a few homes. We came out and did the same kind of house-hunting trip that I take so many of my clients through. It was a busy four days cramming in city touring and looking at homes. We ended up negotiating the purchase of our first home in Black Forest over dinner at the Embassy Suites with the sellers and then gave the listing agent the terms to

write up the contract. Foreshadowing of a real estate career?

We moved to our home in Black Forest on 9 acres with horses, wild turkey, ducks, goats, dogs and 4 litters of puppies. I was a city girl gone country. That was a fun and exciting phase of my life but after 9 years and living in the forest, it was time to get back into town. I had been single for 6 years and it was time to get back into socializing again. I decided that ballroom dance lessons would be safe, fun and great exercise so that was the next adventure. The first time I went to a dance, I met my hubby, Don. He taught me to dance the tango and that was pretty much the end of that story. We were married about 7 months later.

My husband, Don, spent almost 40 years in grocery retail and has been a massage therapist, personal trainer and teaches self-defense. We spend time in Breckenridge and love to ski during the winter. We travel 10-12 weeks each year (a few weeks at a time) to decompress from the intensity of this business. We love to snorkel and see new places and beautiful scenery.

So how did I end up in real estate? Was it the subliminal memory from my career placement test in high school that said I would be suited to Real Estate. I doubt it, but that is still a funny thing to recall. It was a logical transition to start another business that was service oriented, dealt with homes, marketing, sales

and systems. Real estate would allow me to make an impact on the quality of my clients' lives and their financial future. I love the opportunity to serve my clients at the highest level, to be a motivational resource for my staff and other agents in the company, to mentor newer agents and teach what I have learned in the years that I have been blessed to work in this industry.

Real estate has allowed me to take the Dave Ramsey Financial Peace principles and put gazelle intensity to them to create a debt free lifestyle for me and Don. It has allowed me to work as a Dave Ramsey ELP and serve Dave's referrals. It has given me a thriving, growing business that will continue on long after I am done working in it.

I am an education junky and my list of designations is a testament to that thirst for continual learning. There is always something new to learn in our industry. Every transaction provides the possibility of a new learning experience. As I move into the later part of my real estate career, I find that I am even more interested in passing along the experience and knowledge that I have gained in the past 19 years in real estate.

I have been extraordinarily blessed with some of the most dedicated and loyal staff that any business owner could hope for. My unlicensed staff have been with me 7-10 years and I hope they will be part of my business for many more years. We are a tight-knit team dedicated to the best interests of our clients at all times. I am also committed to making sure that we serve clients that appreciate that dedication.

Working at RE/MAX Properties, Inc. has allowed me to engage with some of the top agents in the business in our city. It has provided me with opportunities to teach and mentor other agents in our company and at a national and international level through the RE/MAX brand. I have been able to serve clients all over the world from China, Japan, Italy, Germany, Mexico, Spain, Croatia, Australia and more.

I am thankful for all of the excellent agents in this city that I have had the privilege to work with over the years of my real estate career.

Moving to Colorado Springs and starting my real estate business have been two of the best decisions in my life. Marrying my husband, Don, was by far the best decision I have ever made.



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