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Boulder County Real Producers • 5



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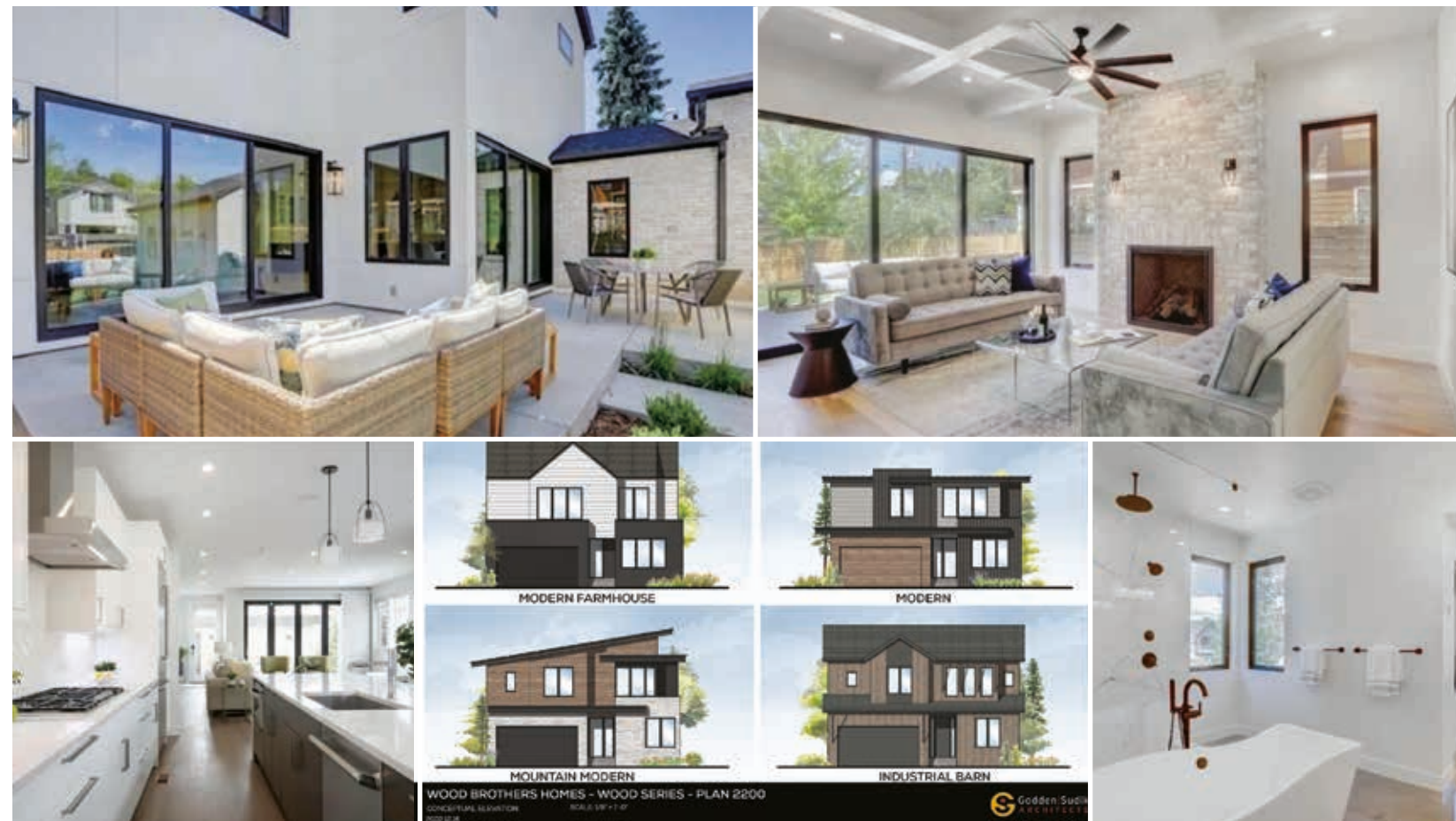
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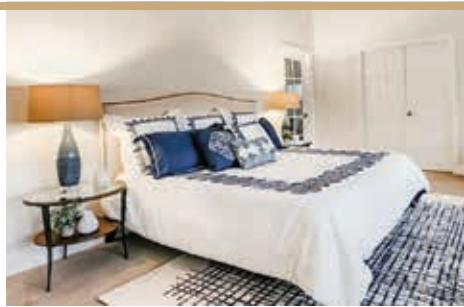
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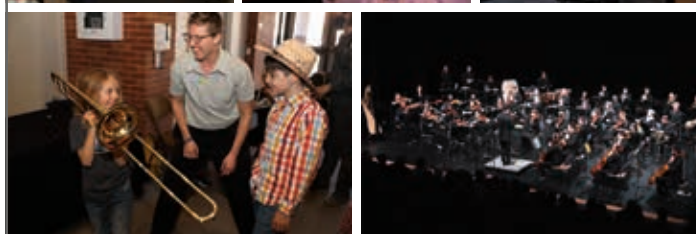
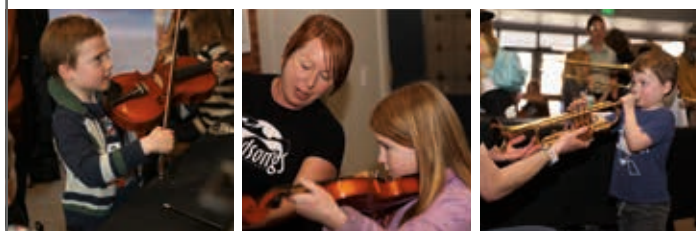
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Jennifer Fly

The Dynamic Force Behind One of Boulder's Hottest Brokerages



►► top producer

Article by **Debbie Pelzmann**
Photos by **Liv Berger**

Sitting down with the managing broker of milehimodern's Boulder office made one thing clear: sitting down is not how she spends much of her time.

While so many in top management positions spent the past two years fighting to keep staff onboard or handing out proverbial pink layoff slips, this local maven built a team of over 40 agents and established a flourishing hub of mentorship, personal business growth, and luxury home transactions in the Front Range.

As Jennifer Fly's track record, energy, and even her name imply, she doesn't see an opportunity and sit on it. She takes it and soars.

From Assistant to Expert Advisor

Jen's real estate journey began in high school as an assistant to a local agent in her hometown of Evergreen. But it wasn't part of the long-term plan — she dreamed of going to law school. Then life threw some curveballs. The sudden loss of her mother during her senior year was followed shortly by Jen becoming a mother herself.

"I was 19 and my daughter, Mary, was a baby. I was working and going to school and doing a little bit of everything to just pay the bills," Jen recounted. "I had to pivot. I thought 'Well, maybe I should try to work in real estate since I already know a little bit about that.'"

Balancing single motherhood, full-time work as an assistant to an agent in Boulder, and school, Jen earned her real estate license and graduated at the top of her class with a degree in finance and business administration at the University of Colorado. In the twenty-some years since, Jen's

experience and her highly attuned way of sharing it with the real estate community continue to garner her recognition as a Boulder County real estate stand-out.

Embracing Luxury

Real Estate and Management

Moving on to work with a local developer allowed Jen to learn the intricacies of luxury real estate from the development side of the business, something she said gave her perspective and a leg up when she made the shift back to sales. Later, Jen joined Colorado Landmark Realtors in downtown Boulder as an assistant to the firm's owner. She rose to Vice President, a role that made her comfortable with the complexities



Local Artist Michael Dowling's work adorns the walls at milehimodern in Boulder. The new office on the 20th block of Pearl Street opened in February of 2022 and functions as an open space for agents to work collaboratively, host events and classes, and meet with clients and partners.



of contracts and supporting other agents, their deals, and their growth. "I found that really rewarding," she said.

milehimodern: A Platform for Success

An opportunity for change came two years ago when the owners of Denver's milehimodern (mhm), Carmelo Paglialunga and Carla Thompson, asked Jen to build its Boulder-area presence. Since then, the brokerage has evolved to include two Boulder offices and welcomed a roster of highly-respected and experienced agents to the team.

Jen still maintains her own client base — something she said she feels lucky to do since not all firms allow or encourage it of their managing



brokers. “I’m a more effective managing broker because I still sell. I’m in the trenches with my agents. Especially given the past few years, I think that brings something extra to the table.”

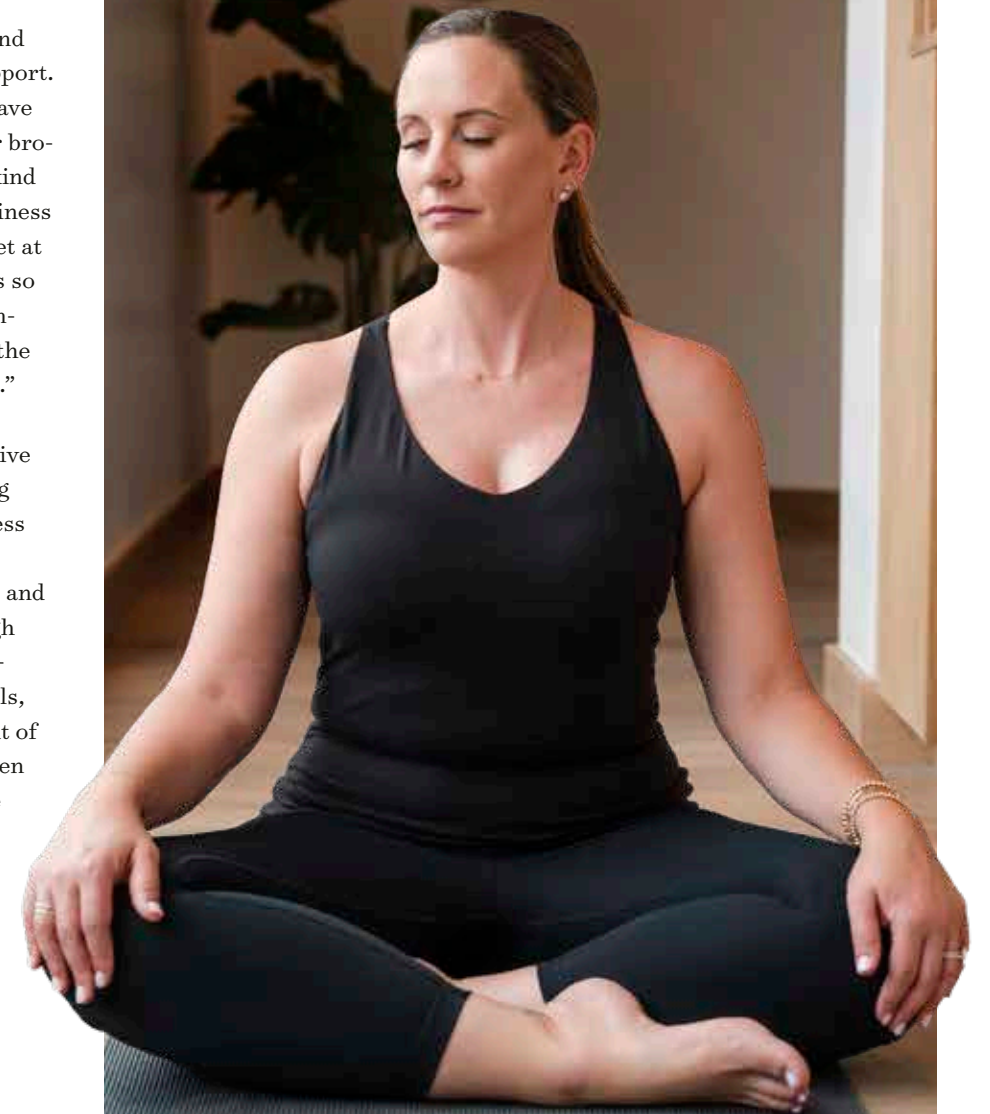
What makes mhm so special, according to Jen, is its “better together” mindset and incredible agent support. “Typically, agents have to look outside their brokerages to find the kind of coaching and business development they get at milehimodern. I was so excited to find a company so invested in the growth of its people.”

Agents at mhm receive one-on-one coaching from on-staff business coaches, as well as continuous learning and development through small-group mastermind sessions, panels, and training. A spirit of collaboration between agents and a culture of support for each other makes for a welcoming vibe that Jen said flows positively into client interactions and deals.

milehimodern’s approach helps an agent focus on who they are in order to find what works best for them. “There are so many different ways to be successful in real estate. We offer resources for the agent

“

When business growth comes from a place of authenticity,



that’s what makes someone really love what they do.

”



Shot on location at the Neve House project



Photo by Jen of her dog, ...



Photo by Jen of her family

to develop a business that feels true to them,” she explained. “When business growth comes from a place of authenticity, that’s what makes someone really love what they do.”

On the tactical side, each agent is assigned a robust team to support their transactions. Specialized pros handle things like visual artistry, listing copy, and more.

Forming a solid support team around agents has led to growth for them individually, Jen assured. Working together works, despite that agents are technically in competition with each other in a housing market with low inventory, a limited supply of clients, and a LOT of other agents.

Social Media That Sells AND Serves

Jen’s online presence, most notably her blog and Instagram profile, presents the calm, confident energy you get from Jen herself. But beyond stunning aesthetics and catchy hashtags (Jen is known for her #dreamtuesday series), she presents stories with insight, heart, and relevant data. Regularly featuring local businesses, Jen reaches an audience of thousands with everything from favorite local photographers to cultural honors and recognitions to (of course) the incredible luxury homes she and her colleagues at mhm are so adept at selling.

Jen’s perspective on social media is that it doesn’t have to be strictly business. It’s an opportunity to share some of who you are so as to not get lost in a sea of real estate same-ness. It’s also important to support the local business ecosystem in which one’s clients — whether they already do or simply dream to some-day — live, work, and play.

When Real Estate Runs in the Family

Jen’s husband, Dierk, is the COO and General Counsel for Denver-based Kentwood Real Estate, which leads to a friendly and engaging rivalry as well as a collective

understanding of the business and its demands. She noted that boundaries can help to keep work from overtaking the conversation at the dinner table.

“When my son Jack was little, he coined the term ‘realting.’ He would be like ‘No realting at dinner!’” she recalled, laughing. “This job is a lifestyle. You don’t clock out at five o’clock and you’re done. It can be a little tricky to navigate.”

While Jen says she can’t pretend she’s figured it all out perfectly, she thinks they’ve done a good job at mhm helping agents find balance and joy in their work — and in doing it better together.

Jen prioritizes spending time with her family. They love to travel and explore Colorado with their dogs, Bodie and Cali. “And,” she added, “we still have a pretty strict rule of no realting at dinner.”

Find Jen on Instagram (@jenniferfly_realtor), Facebook, and Jenniferfly.com, and see what milehimodern is up to in Boulder.

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KATIE KUOSMAN

A YOUNG REALTOR'S INNOVATIVE APPROACH TO CLIENT SERVICES

Article by **Debbie Pelzmann**

You might recall from this Spring the collective “gasp!” heard up and down the Front Range as Boulder County homeowners opened the envelope containing their official property value assessments and resulting property tax increase. Anticipating the historic volume of appeals that would follow, one enterprising, early-career Realtor saw an opportunity.

Katie Kuosman hadn't been a Realtor for a year when she came up with the idea to design a Property Assessment Appeal Analysis that could help her community and clientele address the blow. Its goal was two-fold: Decrease the stress of the appeal process and ultimately, hopefully, reduce the financial load of property tax increases many thought were beyond the pale.

“People were shocked to see how much their taxes increased,” Katie said.

To create the report, which was customized to each property, she leveraged an approach blending macro-information (county and city data, in this case) with micro-information (immediate neighborhood and home-specific details from public records). With the analysis firmly grounded in data, it was equally critical she present the results in such a way that someone who doesn't work as an appraiser or real estate agent could understand them.

“I wanted to provide some higher-level context around the factors that resulted in such a

significant increase to their property taxes,” Katie said. “Additionally, an analysis specific to their neighborhood and their property was aimed to give them the best chance possible to have success with an appeal of their property assessment value with the Boulder County Assessor's Office.”

She offered it to families in the Rock Creek (Superior) area and several took her up on it. The jury's still out on those appeals at the time of this writing. But a different kind of success was felt in the affirming responses Katie received immediately following her efforts.

This data-driven approach to marketing a real estate business showcases an ability to access important data quickly, see the story it tells, and disseminate that information. Katie takes it a few steps further by considering adjacent homeowner-ship pain points, developing actionable next steps toward a solution, and being there to assist her prospects in taking them.

In a highly competitive industry like real estate, new and seasoned agents alike work hard and act fast, vying for a foothold in a tumultuous market of

home buyers and sellers. But there's always something new arising, and the latest class of agents not only brings a fresh perspective but does so with native digital skills, heightened increasingly by automation and AI.

Collecting, summarizing, and analyzing large sets of data is a young agent's way of life, allowing them to break through via innovative services homeowners and buyers haven't seen before. Where initiatives like Katie's property assessment appeal analysis are altogether unique, long-standing offers like market reports can be made shiny and new with detailed customization features. All of it can be designed, automated, and scaled with ease, given the right tools and know-how.



I WANTED TO PROVIDE SOME HIGHER-LEVEL CONTEXT AROUND THE FACTORS THAT RESULTED IN SUCH A SIGNIFICANT INCREASE TO THEIR PROPERTY TAXES.

In Katie's case, aside from her recent assessment appeal analysis, she sends a Customized Market Update (CMU) offer to friends, family, clients, and potential clients. She also uses an app called Focus 1st to create pricing charts she can walk clients through to help them create a strategy for submitting offers.

Building trust and becoming a go-to authority around pain points associated with home buying, selling, or owning is a surefire way for an agent to attract and keep clients by their side. With the data available, the tools to access it, and the technology to automate valuable, customized output, an agent with a bright idea can grow their business—regardless of their tenure in the field.



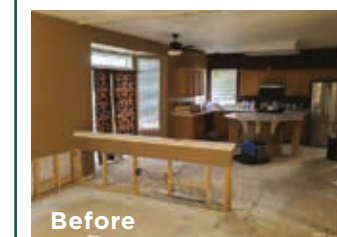
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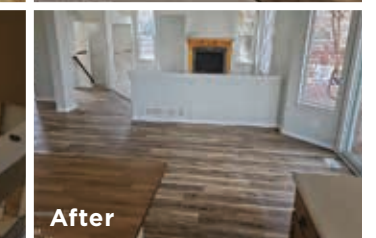
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By Christine Bowen • Photos by Liv Berger

Meet Lindsey Cynoski, a true Colorado native with a heart for her community.

Lindsey has been rooted in Boulder since she moved here from Vail in first grade. Although she ventured away for college, she found her way back when her second daughter was born in 2016. She completed her college degree at University of Colorado, but not before exploring different majors along the way. She smiles and says, “I was one of those students who took forever to decide on a major.” Finally, she settled on mass communications and English, embracing her passion for both fields.

Lindsey’s journey into real estate began in 2003. While working as an assistant in a real estate office, she discovered her interest in the industry and, encouraged by her mentor, took a leap and acquired her license. She says, “Although I didn’t remain an assistant for long, that experience ignited my career in real estate.”

She later worked as a sales associate for a developer in Denver and eventually became the regional director of marketing for Willits Town Center in Basalt. However, when the market crashed in 2008, Lindsey decided to pursue another dream she’d had since college – owning a women’s clothing boutique. Despite her love for reading and the desire to pursue a Ph.D. in English, she followed her passion and successfully owned and operated this small business until 2016 when she sold it to a friend and returned to Boulder.

During her time in Carbondale, a small town at the time, Lindsey truly embraced community involvement. Running her clothing store allowed her to integrate into the community, network, and identify her niche markets through events and support for local initiatives. She even organized many local events, trunk shows, and an annual fashion show.

This invaluable experience shaped her community-oriented approach, which she carried with her when she returned to Boulder.

Lindsey has always had a natural talent for connecting with people. Whether she was helping customers choose the perfect outfit or guiding clients through the process of buying or selling a home, she finds joy in meaningful connections with others. She says, “Sitting behind a computer all day is not my style – I thrive on human relationships.”

For Lindsey, the most rewarding part of her business is finding a mutual respect and appreciation between herself and her clients. “Whether it is assisting an investor with their first property or guiding a first-time homebuyer, witnessing their excitement and gratitude is what truly fuels my passion.” She believes in serving all clients equally and cherishes those who value her experience.



This approach to her work allows Lindsey to build strong relationships with about 90% of her clients -- some even become close friends. While she is open to working on a transactional level, what truly excites her is the opportunity to build these lasting connections. Her recent experience

helping a first-time young homebuyer in a challenging market was particularly fulfilling, as she appreciated the added challenge and the client’s sense of appreciation. His parents even called Lindsey to thank her!

Upon returning to Boulder, Lindsey embraced a mindful approach to choosing which companies she wanted to work with, avoiding large firms where she might feel lost in the crowd and seeking out those providing a nurturing environment. She joined PorchLight, enticed by the company’s exceptional support staff and mentoring programs and stayed there for five years. Now at milehimodern, along with an amazing staff, there is a specialized business coach that she finds extremely valuable and helps the company prioritize individuality.

Lindsey’s primary focus is on real estate in Boulder County, and she readily directs clients to other professionals if their needs fall outside her area of expertise. According to Lindsey,

individuals now have a wider range of reliable options and more time to contemplate their choices, unlike the previous norm of making rushed decisions. She emphasizes the value of allowing ample time to digest the process before committing to a decision.

On a personal note, Lindsey has always been deeply involved in her community. Prior to dedicating her time to her children, aged 9 and 6, she served on the board of EFAA (Emergency Family Assistance Association), contributing to their fundraising efforts. Now, her focus is on her children’s schools, sports activities, and neighborhood events. She volunteers at Foothills Elementary, where she also helps with fundraising. Additionally, Lindsey sponsors various sporting activities, such as the North Boulder Little League. While she looks forward to returning to EFAA in the future, she currently supports them monetarily. In her neighborhood, Dakota Ridge, Lindsey actively plans engaging community events for both adults and children.



“

WHETHER IT IS ASSISTING AN INVESTOR WITH THEIR FIRST PROPERTY OR GUIDING A FIRST-TIME HOMEBUYER, WITNESSING THEIR EXCITEMENT AND GRATITUDE IS WHAT TRULY FUELS MY PASSION.



True to her Colorado spirit, Lindsey and her family lead an active lifestyle. They embrace skiing in the winter and camping during the summer. Lindsey herself is an avid runner, favoring trail running for its mental and physical benefits. Her son is passionate about sports, making Lindsey a proud baseball and soccer mom. Her daughter, on the other hand, excels in dance and gymnastics. Meanwhile, her fiancé is a bike racer, and they wholeheartedly support his training for the Leadville 100, an event he has tackled ten times already. When camping, Lindsey says, “I camped as a kid and thought never again, but thanks to my fiancé and his truck equipped with a cozy built-in camper and comfortable bed, camping has become a whole lot better.”

On rainy days, they enjoy indoor activities such as visiting the planetarium at Colorado University or catching a movie. The family loves exploring new destinations. Recently, they spent their spring break in Belize, which left the children in awe of the incredible experience. They try to pick a new place each year to explore and are always up for any



Photo provided by Lindsey



adventure, big or small. Additionally, Lindsey goes on an annual girls’ trip to The Rosewood in Cancun, Mexico – an occasion she really looks forward to. This fall, the family plans to visit Vancouver, Canada. For adults-only trips, Napa Valley, California, is their go-to destination.

The relationships Lindsey has built with fellow Realtors and the community are incredibly important to her. She values a collaborative rather than competitive atmosphere, where Realtors support and work together towards a common goal. Lindsey prides herself on being approachable and ensures that her clients and colleagues know they can rely on her, even during challenging times.

You can reach Lindsey Cynoski at (970) 366-1691 or lindsey.c@milehimodern.com.

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► rising star

Article by **Christine Bowen**
Photos by **Natalie Beck**

As numerous readers of this article are already aware, Boulder County consistently ranks among the top places to live in the United States due to its high quality of life. With a blend of outdoor recreational opportunities, a vibrant cultural scene, excellent educational institutions, and a strong sense of community, it's no surprise that people from other areas of the United States flock to this area to call it home. It's not very common to find native residents in Boulder County given its increasing popularity and growth in recent years.

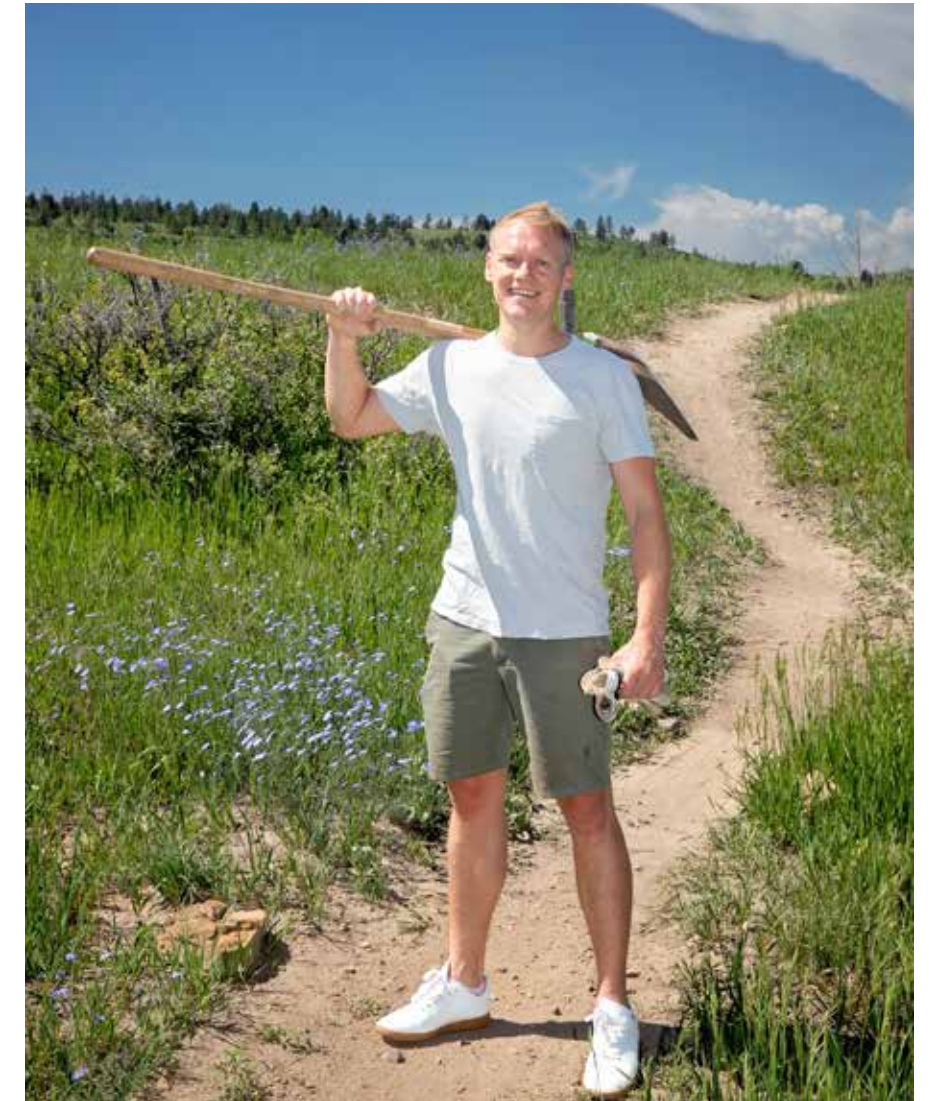
Ian Steinmo, an agent with House Einstein, is one of these rare residents and has spent most of his life here. Being a native of the area, Ian has a deep knowledge and understanding of the community. Furthermore, he has witnessed firsthand the changes and developments that have taken place in Boulder County over the years and can provide insights into the area's history, culture, lifestyle, and local real estate market. He says, "I came to Boulder when I was three years old and grew up in Table Mesa, South Boulder. My father taught at Colorado University for thirty years, which initially brought us here, and we stayed throughout my childhood. My folks, like so many others, were drawn to the lifestyle and local education system, thus they stayed, and I was fortunate enough to grow up in this wonderful place."

After graduating from college, Ian spent a period of seven years living in Shanghai and Singapore. During this

time, his professional focus revolved around introducing unconventional sports brands to the Asian markets. He started out traveling around China carrying a duffel bag filled with samples of American sports equipment that are commonly seen on the trails of Boulder but have yet to establish a strong presence in Asia. As time went on, his pursuit evolved, and he eventually assumed responsibility for the sales, marketing, and distribution of CamelBak Products in Asia/Oceania and South and Central America.

After seven years, Ian returned to the United States and lived in the Bay Area, the headquarters for CamelBak. In 2017, he made his way back to Boulder to work remotely; however, he frequently was sent to Sao Paulo, Tokyo, or Sydney every few weeks. This experience allowed him to gain a wealth of knowledge. After nearly a decade of this lifestyle, he made the decision to transition to local work, aspiring to make a direct impact on the lives of individuals rather than focusing on publicly traded companies. Ian states, "I wanted to contribute to my community and feel a different sense of purpose in my efforts."

The shift into the real estate industry happened quite smoothly for Ian. While buying his own home in South Boulder, he worked with Osman Parvez and Sophie Kloor of House Einstein, a small investment-focused real estate firm. They developed a friendship throughout the home-buying process, and it led Ian to obtain his real estate license and join their team. "Working as part of this brokerage, we share a strong sense of camaraderie and genuinely find joy in working diligently together for our clients. We are like a happy little family," states Ian. In addition to Osman, Sophie, and Ian, the team of four is completed by Hamish Crabb-Loest, their transaction coordinator.



During his college years, Ian's area of focus was economics and politics. This educational background has consistently proven valuable in providing added value to clients, and the realm of real estate is no exception. Ian really enjoys gaining a profound comprehension of markets and utilizing this analysis to cultivate expertise. He works closely with clients and strives to provide guidance and advocacy throughout the complex process of buying or selling a property. Ian and the House Einstein team are currently building a comprehensive YouTube channel covering various aspects of real estate. The channel aims to provide valuable insights on topics such as the home buying and selling

process, current market conditions, neighborhood guides, and more. Ian's enthusiasm goes beyond assisting clients; he has great fun producing videos that seek to provide valuable information to potential buyers and sellers. He says, "My favorite or ideal client is one who is excited to learn and hopefully with these videos we are accomplishing that." Take a look here at: youtube.com/channel/UC_RxyHe7rgjveaOqCcgiYMw

Having grown up in Boulder, Ian has developed a strong passion for mountain biking and treasures the great outdoors. One aspect that holds great significance for him is the opportunity to give back to this amazing

community. Engaging in trail work with the Boulder Mountainbike Alliance is something he deeply values and actively participates in. Ian states, “Boulder Mountainbike Alliance is an excellent local 501 (c)(3) that advocates for outdoor access/preservation and stewards many of the fine multi-use trails in the Boulder area. Trails are easily eroded and are often expanded and braided in ways that adversely affect the local ecosystem; they require constant maintenance, which is really hard work. BMA runs weekly groups of trail crews to help keep Boulder Open Space trails in working order. I join for as many of these as possible. Anyone can join, no trail-building experience is necessary, and BMA is a fun and welcoming group. It is also so rewarding to run, hike or bike over a bridge feature that you helped create. A lot goes into trail work and we’re lucky to live in a place that supports outdoor access and preservation.” Visit their website at bouldermountainbike.org.

When Ian isn’t working, he and his partner are frequently found outdoors backpacking, mountain biking, and even camping in the high country earlier than they probably should. Given Ian’s extensive experience traveling for work prior to becoming a Realtor, it comes as no



surprise that his adventurous spirit continues. Ian describes his favorite destination: “Indonesia is probably the coolest place I’ve traveled to. The nation is an archipelago consisting of 18,000 unique islands, the topography, and biodiversity are mind-boggling. On top of that, there are 275 million people who speak nearly a thousand distinctive languages. In between jobs I once spent five weeks hiking up volcanoes, diving WWII shipwrecks, and making my way through jungles there, and really felt like I didn’t even scratch the surface in terms of seeing the country. It is so expansive, diverse, and disconnected that Indonesia feels otherworldly.”



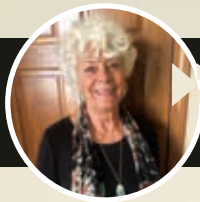
Dedicated to his team at House Einstein, his community, and the environment, Ian Steinmo is living a life of fulfillment. His unwavering commitment to his colleagues is evident in the camaraderie they share and their collective efforts to serve clients. Ian’s love for his community is felt as he works to provide valuable insights and guidance to those seeking to call Boulder County home. Additionally, his passion for environmental stewardship shines through his volunteer work with the Boulder Mountainbike Alliance, where he contributes to the preservation and maintenance of trails, ensuring a sustainable and enjoyable outdoor experience for all. With his multifaceted dedication, Ian continues to make a positive impact in the real estate industry and the local community he holds dear.



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health and wellness

By Dr. Felicia Santelli

IS YOUR MIND A TRAIN WRECK

Oops! I lost my train of thought!

That happens often when we forget what we wanted to say.

Have you ever wondered where the phrase ‘train of thought’ comes from? It’s a nice metaphor — a thought is barreling down the tracks of our minds, and then, sometimes, it derails (“I’ve lost my train of thought!”). We each have hundreds of these trains of thought every day — our internal monologues are chugging along, in our conscious minds and deep in our subconscious.

We’re planning a dinner for the evening, thinking about an upcoming job interview, ruminating about an embarrassing moment — all while we’re supposed to be doing something else. Recently, I heard the expression “thought trains” and it made me think about the times

I have waited at a railroad track

crossing, watching boxcar after boxcar pass by...sometimes 100 of them! (yes, I counted them!) These ‘box-cars’ made me realize: we have thoughts like that! The same thought that replays over and over. It may be the same thought you had yesterday, or perhaps several days before. It is just there. You recognize it. You may even know how it plays out, and what the caboose looks like!

This is a runaway thoughta thought train! Although we have thousands of thoughts a day, if we take notice, we can group them into ten to twenty thought trains! These thoughts can be grouped together; about relationships, self-opinions, job expectations, etc. Our minds have our own Grand Central Station, with thought trains that keep coming and going. It can be pretty stressful! However, it’s important to recognize that we are the locomotive. We pull the train on the desired track. And, what goes on in our minds can affect our health!

There isn’t enough time in the day to consider all our thought trains. We have to choose. Many of us are in the habit of taking whichever thought train comes first. We just get on board, without knowing where the train is going. How many perfectly fine mornings have been spoiled by an anxious or depressing thought train that derailed us for the next hour? When a negative thought train arrives, we sometimes can’t resist getting on board. We ride this thought train without question, as far as it will go.

But would you do this at an actual train station? Would you just show up, and walk onto the first train that pulls up? I hope not! This would be an incredibly inefficient way to travel! And yet, this is what we do with our thoughts. So, how do we break the habit, and start navigating our thought trains more efficiently? Meditation is the practice of sitting in that train station, eyes closed with our mind observing the thought trains coming and going. We’re not getting on any of them — we’re making a conscious decision to just let them pass.

Here’s a simple step-by-step approach: While sitting quietly with eyes closed:

- A thought train comes in.
- Identify it (“I notice I’m having the thought that...”)
- Now watch it leave, without engaging it.
- Repeat this for every thought that enters your mind (begin with only a few minutes).

This practice over time will help us detach from our thoughts. We don’t just get on the first train that comes our way. Or, if we do board the wrong train, we recognize it and get off. Detaching from a thought train mid-transit is an important skill to develop. So, don’t be discouraged when your mind wanders. The more we make meditation a part of our daily routine, the more control we will have to let unproductive thought trains pass.

INCREASE YOUR EFFICIENCY
Oddly enough, meditation can help us be more time efficient, especially when we are stressed most. Gandhi summarizes it well: “I have so much to accomplish today that I must meditate for two hours instead of one.”

For Gandhi, meditation was so fundamental to his productivity that he would make it a point to meditate for longer periods of time when he had the most to do. He understood the power of meditation to help him avoid those divergent thought trains that waste so much of our time and energy.

Even though it’s an investment up-front, meditation can help free up more time to do the things that matter most. We don’t have to meditate as much as Gandhi to see the benefits. Five, ten, or fifteen minutes daily can be enough to increase our focus and control our thought processes — to help us find the thought train we want to be on.

Meditation isn’t a cure-all. But it is a valuable tool. Our reality is affected by our perceptions, which means the thought trains we choose can have a major influence on our quality of life. Negative thought trains create negative thinking patterns that are reinforced with more energy every time you get on that train. If you’re a person that constantly gets on the wrong train of negativity, and you’re

someone that believes negative things about yourself, this energy will be directed into your life.

People can become ill because of constant negative thoughts. Anxiety, chronic stress, and depression are linked to negative thought trains. Negative thinking has a detrimental effect on the body, mind, and quality of life. We must learn to discipline ourselves to select the ‘right’ train so that our lives will be positive and fruitful. Visualize your mind as the garden we spoke about last month, planting seeds of flowers or weeds, positive or negative thoughts, and watch them grow. “Real, constructive mental power lies in the creative train of thought that shapes your destiny, and your hourly mental conduct produces power for change in your life. Develop a train of thought on which to ride. The nobility of



your life as well as your happiness depends upon the direction in which that train of thought is going.” Dr. Lawrence Peter (1972). **The Peter Prescription: How to Make Things Go Right**

We have the power to choose a train that will make life more stressful, thereby, bringing on illness; or the train that takes us to the road of peace, health, and wellness.

Take back your power! You are in control of your thoughts, your life, and your happiness!

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<https://www.quora.com/Language-Train-of-thought-vs-chain-of-thought-Which-is-older-and-which-more-popular-Do-their-usages-differ-in-terms-of-formality-etc>



Warm and Engaging:

MEET Lauren Daniels

► realtor to know

A Real Estate Journey Rooted in Passion

By Christine Bowen • Photos by Brenda Saint

With roots that stretch from the tropical paradise of Hilo, Hawaii to the charming town of Harvard, Illinois, Lauren Daniels found her true home in Boulder, Colorado. It was a serendipitous encounter during a weekend visit that led her to make the life-changing decision to relocate. Lauren says, “The Flatirons were jaw-dropping, the town was adorable, the weather was spectacular! I was immediately in love. A few months later, I made it official.”

Before embarking on her real estate career, Lauren devoted five years to teaching elementary education, kindergarten through 2nd grade. The skills she acquired in this career make her a better Realtor because while working in education she became proficient in honing in on different personalities and how those personalities learn best. That’s also a very important skill in real estate to ensure connections with the wide range of clients she encounters.

Furthermore, running has always been a passionate pursuit for Lauren, and her dedication led her to qualify for not just one, but two marathon Olympic Trials. The values instilled by her athletic journey, including unwavering dedication, hard work, perseverance, sacrifice, and a whole-hearted commitment to being “all in” effortlessly translated into her flourishing real estate career.

However, leaving behind the familiar territory of teaching for a commission-based career was a daunting decision for Lauren. The stress and politics outside the classroom had taken a toll on her well-being, and a change was in order. With the support and belief of a few key individuals who took a chance on her, she took the leap of faith. Today, she is eternally grateful for the opportunity to embrace a career that ignites her passion. Driven by her desire to make a positive impact and provide value to others, Lauren thrives on the joy of satisfied clients. Building strong connections is paramount for Lauren, as she cherishes the opportunity to transform clients into lifelong friends through shared experiences and exceptional service.

The trust bestowed upon her by clients who refer her to their loved ones is a testament to the trust she creates in her professional relationships. When it comes to clients, Lauren’s ideal match is one who places their trust in her expertise and understands that their goals are her goals. A standout example of her work involved assisting an entire family in finding their perfect homes in Boulder County, enabling them to be closer as their family grows. Lauren says, “It truly warms my heart to see family members closer and being able to spend more time together. It also means the world to me that I was chosen and trusted to



help them all find their Colorado homes based on their specific wants and needs. We celebrated the final closing with a lovely dinner with all of us together.” This heartwarming experience and witnessing their joy resonates deeply within Lauren.

Lauren’s commitment to excellence is evident in her forward-thinking approach to real estate. Treating her business as a well-oiled machine, she dedicates herself to focused work hours, optimizing her systems to ensure a steady flow of business. By harnessing her most productive hours and continuously expanding her knowledge beyond her current expertise, Lauren embraces growth and stays ahead of the curve.

Looking ahead, Lauren envisions several trends shaping the future of real estate. The pressing need for multifamily properties and affordable housing calls for innovative solutions, rewarding those who can create attractive and accessible options. The work-from-home phenomenon, which has firmly established itself, will continue to elevate the desirability of homes with dedicated office spaces and inviting outdoor living areas. Green buildings and sustainable practices will gain prominence as society’s commitment to environmental stewardship grows.

Technological advancements will streamline and expedite real estate transactions, making them faster and more convenient. Beyond her professional endeavors, Lauren embraces a sense of community and is actively involved in volunteer work. She spends her time walking shelter dogs waiting to be adopted at the Humane Society and actively participates on the Special Events Committee for Impact On Education supporting students and teachers in Boulder Valley School District. Lauren states, “We are currently planning the annual gala which takes place on Friday, August 25th. If you’re interested in attending, please see the information below to purchase tickets!”

These endeavors hold personal significance for her, aligning with her love for her two cherished dogs and her firsthand understanding of the vital support teachers and students require to thrive. In her moments of leisure, Lauren enjoys morning runs with friends at Boulder Reservoir or on scenic trails. She enjoys reading, hiking with her dogs (Cadence and Dash), and indulging in wine tasting with her husband. They are both big fans of any place that serves a hearty brunch! They enjoy places like Eat! in Broomfield, Lucille’s, and The Buff in Boulder, not to mention Huckleberry in Louisville. Weekends are often spent at their cabin in Evergreen, enjoying nature and some downtime. Running remains an integral part of their lives, and while Lauren’s focus has shifted, her husband, Matt, continues to compete professionally for Nike Trail, drawing them to breathtaking mountain towns across the United States and Europe. Matt participates in ultra running which is a sport of amazing endurance. Various distances are raced competitively, from the shortest common ultramarathon of 31 miles to over 200 miles!

With all the training that goes into being an ultra-runner, it’s no wonder Matt and Lauren recently appreciated a relaxing dream vacation overlooking the ocean and the island of Moorea while staying in an overwater bungalow. Lauren says, “It was honestly the most beautiful place we’ve ever been, and it was so lovely to just relax for a week and be surrounded by such breathtaking views and great company. I’m usually someone who likes to go somewhere once, and then move on since there are so many potential places to visit, but I would 100% visit the island of Moorea in Tahiti again.” If





time wouldn't get in the way, Lauren has many other ambitions she'd like to accomplish. She says, "I'd like to learn at least one new language but preferably two! I'd like to learn to play an instrument, maybe the piano, and I'd like to become proficient at another sport outside of running - perhaps cross-country skiing or golf."

In closing, Lauren warmly emphasizes her pride in being part of the collaborative team at milehimodern. Instead of a competitive environment, she finds herself surrounded by like-minded agents who share the common goal of success while uplifting and supporting one another. The wealth of learning and coaching opportunities, coupled with the unparalleled marketing resources available, enriches the experience she can provide for her clients. Lauren says, "Being with milehimodern allows me a career where my success is directly related to what I put into it. I love to work hard, and I'm okay with working long days, and strange hours, but I wanted to make sure I'd see the fruits of my labor for putting in that kind of work and time." The financial rewards she now enjoys far exceed her expectations as an educator, and although it took time to reach this point, the journey has been beyond worthwhile. She goes on to say, "I am truly a people pleaser at heart, so nothing makes me happier than happy clients after buying or selling a home."

Lauren's story serves as proof of the power of taking a leap of faith. When you follow your passion, doors open, and possibilities unfold. She firmly believes in providing value to others, whether it be through assisting with home purchases or sales or offering expert guidance on home renovation projects. Her unwavering dedication and commitment to excellence ensure that her clients receive the utmost care and attention.



Lauren Daniels | ldaniels@milehimodern.com | 303-884-8144
For agent details: <https://www.mhmhomes.com/agentdetail/73823/lauren-daniels/>

Impact On Education Annual Gala Event Details:

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TOP 100 STANDINGS

Real Producers in Boulder County for Q2 2023

#	First Name	Last Name	Office	
1	Marybeth	Emerson	Slifer Smith & Frampton-Bldr	Boulder
2	The Bernardi Group	The Bernardi Group	Coldwell Banker Realty-Boulder	Boulder
3	Zachary	Zeldner	Compass - Boulder	Boulder
4	Patrick	Brown	Compass - Boulder	Boulder
5	Patrick	Dolan	RE/MAX of Boulder, Inc	Boulder
6	Cari	Higgins	Compass - Boulder	Boulder
7	Stephen	Remmert	Compass - Boulder	Boulder
8	John	Canova	milehimodern - Boulder	Boulder
9	Kim	Hullett	Porchlight RE Group-Boulder	Boulder
10	Jon	Hatch	RE/MAX of Boulder, Inc	Boulder
11	Janet	Leap	RE/MAX of Boulder, Inc	Boulder
12	Susan	Baca	RE/MAX of Boulder, Inc	Boulder
13	Lynn	Ryan	RE/MAX of Boulder, Inc	Boulder
14	Andy	Burgess	Compass - Boulder	Boulder
15	John	McElveen	milehimodern - Boulder	Boulder
16	Steve	Altermatt	RE/MAX of Boulder, Inc	Boulder
17	Brian	Delaney	Delaney Realty Group	Boulder
18	Jay	Hebb	LATITUDE40 Real Estate Group	Boulder
19	Deborah	Read Fowler	Slifer Smith & Frampton-Niwot	Niwot
20	Nina	Mooney	Porchlight RE Group-Boulder	Boulder
21	Brigitte	Furst	8z Real Estate	Boulder
22	Elizabeth	Ryterski	RE/MAX Elevate	Louisville
23	Kristin	Kalush	Compass - Boulder	Boulder
24	Jennifer	Egbert	milehimodern - Boulder	Boulder
25	Laura	Shaffer	RE/MAX Elevate	Louisville
26	Rich	Gibbon	RE/MAX of Boulder, Inc	Boulder
27	Lindsey	Cynoski	milehimodern - Boulder	Boulder
28	Amanda	Lovato	Lovato Properties	Boulder
29	Daphne	Queen	8z Real Estate	Boulder
30	Alissa	Peterson	Compass - Boulder	Boulder
31	James	Thomas	RE/MAX Alliance-Boulder	Boulder
32	Julie	Berghoff	RE/MAX Elevate	Louisville
33	Daryl	Smith	RE/MAX of Boulder, Inc	Boulder

#	First Name	Last Name	Office	
34	Brian	Sundberg	Sundberg Real Estate	Boulder
35	Alison	Sirlin	Live West Realty	Boulder
36	The Hughes Group	The Hughes Group	milehimodern - Boulder	Boulder
37	Chris	Angelovic	LIV Sotheby's Intl Realty	Boulder
38	Osman	Parvez	House Einstein	Boulder
39	Kelly	Atteridg	RE/MAX of Boulder, Inc	Boulder
40	Laura	Levy	Coldwell Banker Realty-Boulder	Boulder
41	Gary	Calderon	Accent Properties	Boulder
42	Batey	McGraw	DFH Colorado Realty LLC	Denver
43	Kim	Payes	LATITUDE40 Real Estate Group	Boulder
44	Philip	Booth	Slifer Smith & Frampton-Bldr	Boulder
45	Clove	Berger	RE/MAX of Boulder, Inc	Boulder
46	Dena	Schlutz	Estate Professionals	Boulder
47	Krista	Koth	8z Real Estate	Boulder
48	Boulder Home Source	Boulderhomesource	RE/MAX Alliance-Boulder	Boulder
49	Maureen	McCarthy	RE/MAX of Boulder, Inc	Boulder
50	Patricia	Dessel	Compass - Boulder	Boulder

Disclaimer: Information is pulled directly from MLS. New construction or numbers not reported to MLS within the date range listed are not included. MLS is not responsible for submitting this data. Some teams report each agent individually. Boulder County Real Producers does not alter or compile this data nor claim responsibility for the stats reported to/by MLS. Data is based on UPSTAR counties.

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Real Producers in Boulder County for Q2 2023

#	First Name	Last Name	Office	
51	Zana	Leiferman	Real Realty Colorado	Niwot
52	Dorothy	Pacheco	8z Real Estate	Boulder
53	Justen	Staufer	Staufer Team Real Estate	Louisville
54	Tamara	Sherrill	RE/MAX Alliance-FTC Dwtm	Fort Collins
55	Kimberly (Kiki)	Kidder	Compass - Boulder	Boulder
56	John	Hoeffler	WK Real Estate	Boulder
57	Wendy	Wyckoff	Wendy Goodyear Wyckoff, Broker	Boulder
58	Zori	Levine	8z Real Estate	Boulder
59	Barb	Silverman	LIV Sotheby's Intl Realty	Boulder
60	Susan	Ingle	Coldwell Banker Realty- Denver Central	Denver
61	Meghan	Bach	Compass - Boulder	Boulder
62	Kelly	Moye	Compass-Denver	Denver
63	Sian	Murphy	WK Real Estate	Boulder
64	Kimberly	Thompson	milehimodern - Boulder	Boulder
65	Marcia	Cotlar	8z Real Estate	Boulder
66	Michelle	Clifford	Compass - Boulder	Boulder
67	Liz	Benson	WK Real Estate	Boulder
68	Michelle	Murphy	RE/MAX Elevate	Louisville
69	Spencer	Clapperton	milehimodern - Boulder	Boulder
70	Bella	Weber	Coldwell Banker Realty-Boulder	Boulder
71	Stan	Meade	Meade Builder Services, LLC	Longmont
72	Ethan	Bullock	Compass - Boulder	Boulder
73	Ryan	Bass	8z Real Estate	Boulder
74	Catherine	Burgess	Compass - Boulder	Boulder
75	Sue	Masterson	RE/MAX of Boulder, Inc	Boulder
76	David	Janis	Coldwell Banker Realty-Boulder	Boulder
77	Leyla	Steele	RE/MAX Alliance-Boulder	Boulder
78	Karolyn	Merrill	RE/MAX of Boulder, Inc	Boulder
79	Logan	Schlutz	Estate Professionals	Boulder
80	Eric	Breslin	LIV Sotheby's Intl Realty	Boulder
81	Olga	Delange	milehimodern - Boulder	Boulder
82	Lucy	Conklin	Compass - Boulder	Boulder
83	Barbara	Mcintyre	Barbara McIntyre Independent	Boulder

#	First Name	Last Name	Office	
84	Matt	Ladwig	WK Real Estate	Boulder
85	Mary Ellen	Wood	Compass - Boulder	Boulder
86	Josh	Behr	LIV Sotheby's Intl Realty G	Greenwood Village
87	Joni	Renee	Slifer Smith & Frampton-Bldr	Boulder
88	Joel	Ripmaster	Slifer Smith & Frampton-Bldr	Boulder
89	Digger	Braymiller	RE/MAX of Boulder, Inc	Boulder
90	Wendy	Daniel	Slifer Smith & Frampton-Bldr	Boulder
91	P Caldwell	Sullivan	Four Star Rlty & Prop Mgmt	Boulder
92	Tr	Swanwick	LATITUDE40 Real Estate Group	Boulder
93	Jeffery	Erickson	LIV Sotheby's Intl Realty	Boulder
94	Christopher Botsy	Phillips	Compass - Boulder	Boulder
95	Charlene	Rosenblatt	Coldwell Banker Realty-Boulder	Boulder
96	Sara	Oclassen	8z Real Estate	Boulder
97	Kimberly	Fels	RE/MAX of Boulder, Inc	Boulder
98	Erik	Boye	8z Real Estate	Boulder
99	Jon	Sisenwein	Compass - Boulder	Boulder
100	Andrea	Lunzer	St Vrain Realty LLC	Longmont

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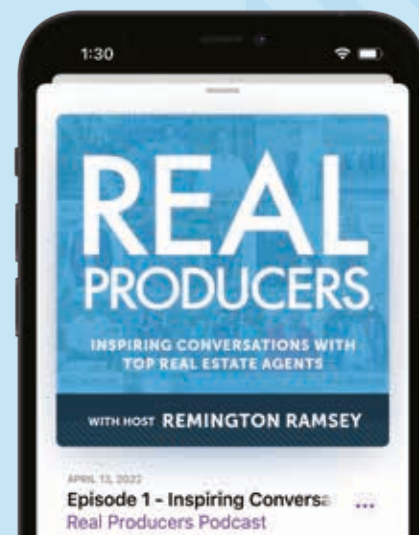
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