

At Thanksgiving, I Like to Reflect on the Many People for Whom I'm Grateful

By JIM SMITH, Realtor®

Thanksgiving is my favorite holiday, because it gives me an opportunity to dwell on all that I have to appreciate in my life — both professionally and personally.

First and foremost, I'm grateful for the nine broker associates who found themselves drawn to work at Golden Real Estate. They are pictured with me at right, outside our South Golden Road office. Let me introduce them, from left to right.

I have known **Jim Swanson** since we both worked at Coldwell Banker in 2002. Jim, a lifelong resident of South Golden, followed me to RE/MAX Alliance where we both worked before I bought a former restaurant building on South Golden Road and created Golden Real Estate. I value his familiarity with and love of Golden. He's also an excellent Realtor! You can reach him at **303-929-2727** or you can contact him by email at BrokerSwanson@aol.com. Thanks, Jim, for being with me as we grew our brokerage!

Chuck Brown, second from left, owned his own Metro Brokers office before giving it up to join Golden Real Estate several years ago, attracted by our commitment to sustainability. (He has a Tesla Model 3 on order.) He lives and sells in Paradise Hills on Lookout Mountain, but he's also our Denver expert, having listed and sold many homes there over the years. You can reach Chuck at **303-885-7855** or you can email him at Chuck@GoldenRealEstate.com.

Norm Kowitz came to us from RE/MAX Alliance. He lives in North Golden and is currently enrolled in Leadership Golden to deepen his knowledge of this city that he (and I) call home. His service on the board of directors of the Christian Action Guild testifies to his commitment to serving others. Deeply proud of his service as a U.S. Marine Infantryman, Norm also takes pride in the fine people his four children have become and, of course, in his five grandchildren. Also, he helps me by copyediting my columns. He's a great Realtor, too! You can call Norm at **303-229-3891**, or email him at Norm@GoldenRealEstate.com.

Next to Norm is **Carol Milan**, who has lived in Golden for 30 years (since college) and has been a strong community volunteer over that entire time. A mother of three teenagers, she is married to Kevin Milan, the chief of South Metro Fire District. I'm impressed at her commitment to Golden and how many people she knows! Prior to becoming a Realtor, she was a Registered Nurse at Colorado Orthopedic Hospital, where she attended to my wife, Rita, during her knee replacement! You can call or text Carol at **720-982-4941**, or email Carol@GoldenRealEstate.com.

Standing between Carol and me is **Kristi Brunel**,



who is also on the board of the Christian Action Guild and, like me, is a graduate of Leadership Golden. It was Kristi who recruited Norm and Carol to join Golden Real Estate. The Brunel family is well known for its long-time residency here and for its contribution of Golden's civic life. I value Kristi for her knowledge of investment properties, because she and her husband Kenny have long owned and managed several rentals in Jefferson County. You can reach Kristi at **303-525-2520** or email her at Kristi@GoldenRealEstate.com.

On the other side of me is one of our newer agents, **Debbi Hysmith**, a real dynamo of a Realtor who lives in Westminster. She came to us from another small brokerage, attracted by our commitment to sustainability. (She drives a Chevy Volt, which she charges for free in our parking lot!) She is also a home staging expert and even has her own inventory of furnishings that she uses to stage her listings. You can call or text Debbi anytime at **720-936-2443** or email her at Debbi@GoldenRealEstate.com.

Next to Debbi is **David Dlugasch**, a certified home stager. David had his own brokerage in Crested Butte, but relocated to Arvada 5 years ago and was drawn to join Golden Real Estate after reading my columns online. He specializes in Arvada real estate. He's my deputy managing broker. You can reach him at **303-908-4835** or David@GoldenRealEstate.com. David recently took delivery of a Tesla Model 3, which he, too, charges in our parking lot.

Next to David is **Carrie Lovingier**, who has been with Golden Real Estate for a decade. Carrie lives in south Evergreen (behind Evergreen High School), so I look to her when it comes to listing or showing Ever-

green listings. She is a great Realtor! Reach her at **303-907-1278** or Carrie@GoldenRealEstate.com.

Last but not least is **Andrew Lesko**, who lives in Golden (across the street from me). Andrew specializes in townhomes, condos and duplex properties. If you are considering buying or selling these types of properties, a great place to start would be his websites GoldenTownhomes.com and DuplexAlerts.com. Andrew can always be reached at **720-710-1000**, or you can email Andrew@GoldenRealEstate.com.

Next I'd like to salute and thank our many clients, most of whom came to us from reading this column, so I am *really* grateful for my readers! Remember, I love to hear from you, so do call or write me! And please know how grateful all of *us* are for all of *you*.

I'm also thankful for my colleagues from other brokerages and especially those in leadership positions at the **Denver Metro Association of Realtors (DMAR)** and fellow members of the MLS's Rules and Regulations Committee on which I've been privileged to serve for many years. I'm equally grateful for the staff who manage both DMAR and **REcolorado** (our Denver MLS). **Ann Turner** continues to provide excellent leadership at DMAR, and **Kirby Slunaker** has done the same for REcolorado.

Last but not least, I so love and appreciate my wife of 15 years, **Rita Smith**. She is my rock and is a great sounding board for everything I do and write. Thank you, Rita. I love you! I also thank Rita's son, **Bob Guinn**, a wine executive in California, for welcoming me into his family. Rita and I cherish every opportunity to be with him, his wife **Maria**, and his amazing teenage daughters, **Lauren** and **Melissa**.

Thanks for Your Response to Last Week's Ad

Although I did get two negatives responses, I was gratified to receive about 50 "thank you" emails, calls, texts and web contacts. Coincidentally, the New York Times just released a 45-minute video which does a great job documenting exactly what I was describing. I posted a link for that video online at www.JimSmithColumns.com. It's worth watching.



Get this column in your inbox every Thursday. Send your request to Jim@GoldenRealEstate.com.

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