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THE  
**WASHLE**  
TEAM



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## The Washle Team

# Wynn Washle, Ph.D. & Laura Jo Washle

The Group, Inc.

### Making a Difference, **TOGETHER**

The path to becoming a top REALTOR® in Northern Colorado is not done purely through transactions. Instead, it's paved through serving people well and living a life of hard work and integrity. That's exactly how Wynn and Laura Jo Washle of The Group, Inc. have become some of the most well-respected agents around.

Wynn Washle, Ph.D., earned his doctorate in marriage and family therapy and worked for ten years as a private therapist and leadership consultant for small businesses. He thrived on helping coach people through some of the biggest, and most challenging, aspects of their lives, but after years in the business – he was ready for a less isolating role.



“As a therapist, you work by yourself. There's no team; it's just you and your clients,” Wynn described. “If I saw a client out in public, I couldn't approach them unless they approached me first due to confidentiality rules. It felt very isolating.”



Wynn was ready to make a move, and he mentioned it to his good friend, Larry Kendall – founder of The Group, Inc. “He asked me if I'd ever thought about real estate, and I honestly laughed at him,” Wynn recounted. “I couldn't fathom going from being a therapist to a REALTOR®, but the more I thought about it, the more it made sense. I talked it over with my wife, Karen, and we decided to go for it.”

That was the beginning of Wynn's long and storied real estate career. “It was the best professional decision I ever made,” he said. “I just adore our company, and I love what I do. What job can you have where you get to help people accomplish their dreams, make a good living, and still have a great life? I couldn't imagine doing anything else.”

“Real estate is all about asking the right questions and listening to the answers. Once you know how to ask someone about the personal, intimate details of their relationships – it's easy to ask real estate questions!” Wynn said with his contagious laugh. And it turns out he was right. Making the move from the world of therapy to real estate was easier than Wynn thought. He's built a successful business and has helped hundreds of families since he started with The Group more than 20 years ago.

*There's a huge level of respect among all of us. I've seen what an amazing job he and my mom do. I see how they treat people and it's only grown my respect for them. I feel fortunate to have them both on my team.*

Wynn's daughter Laura Jo officially joined the team in 2016, and together, they've created a solid partnership. "I graduated college and became a corporate auditor – a job I held for a year. As my anniversary approached, I knew I wanted a change. My dad asked me to join him, and I just laughed," Laura Jo said, her path into real estate sounding familiar.

"At first, I was nervous about joining him, but we talked about it more and more, and I realized we really could work together. I took the test, and here I am. That was six years ago. We've been working together ever since," she said.

"We joke she's the brains of the operation, and I'm the pretty face," Wynn added another hearty laugh. "She's just great. She's a lot smarter than I am. We co-list everything together, and I've seen so much growth since she joined me. She's very good at what she does, and we complement one another. It's been seamless."

The Washle Team is a true family business. Wynn's wife, Laura Jo's mom, Karen, rounds out the team, handling the administrative side of the business, marketing, and managing client care. "We just have a good thing going," Laura Jo said. "People feel like they're getting a package for the price of one, and they are," Wynn emphasized. And clients have noticed – the team has great reviews and the sales record to prove it.

"There's a huge level of respect among all of us," Laura Jo said. "I've seen what an amazing job he and my mom do. I see how they treat people, and it's only grown my respect for them. I feel fortunate to have them both on my team."

"Working with my daughter is amazing. I feel blessed – truly blessed – that I have the opportunity of a lifetime. How many dads get to work with their



kids? How many get to see their kids grow, mature, and develop a love for the career that you love so much? Not many," Wynn said. "I get to do that every day. I don't take that for granted."

Growing up, the Washles had the following family mission statement painted on the wall of their home – "As a family, we challenge to make a difference, living a life balanced in faith, love, and adventure." It's the same mantra they use to guide their business to this day.

And a difference they have both made. Not only for the clients they've guided through the real estate process but in our community as well. Laura Jo and Wynn are both members of the Foothills Rotary Club, and Laura Jo is on the Board of Directors for the United Way of Larimer County. Wynn runs the scorebooks for men's and women's basketball at CSU, and they're active in their community.

Outside of work, they both love to travel and spend time with family and friends. The Washle family is completed by daughter Kyndall who lives in California. Laura Jo is engaged to Imran Bhimani, who also happens to work in commercial real estate. They enjoy cycling, golf, a good game of pickleball, and all that Northern Colorado has to offer.

"We have the best real estate community in Northern Colorado, and I'm thankful to be here," Wynn said. The Washle Team looks forward to helping even more families in the future and continuing to serve the community well.

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