

TOP AGENT MAGAZINE



TENBY DAHMAN

Tenby Dahman cannot stop half-way. She won't even stop 99 percent of the way. This pattern of completing everything she starts began at the age of three when Tenby entered gymnastics. That commitment continued through college where she competed as a Division 1 gymnast and earned her degree from the University of

Oklahoma. Shortly thereafter, while finishing her MBA at the University of Colorado Denver, she launched her career in the mortgage business. Based in Denver, Tenby serves the community with her team at America's Mortgage, a division of Cherry Creek Mortgage Co. Inc.

With every interaction, Tenby prioritizes education and fairness, especially given the barrage of information out there. "It's easy to focus on low interest rates, because that's what's in the news," she says. "For example, someone may be considering a 15-year mortgage because of its lower rate. But once I look deeper and learn they have no rainy-day fund for emergencies or that they're not maxing out their 401k, I'll help them see the benefits of saving in other areas before aggressively paying down their mortgage." Similarly, she advises people wanting to refinance. "If my analysis shows it will take them seven years to break even on the refinance, but they only plan to live there for five years, I'll explain why this wouldn't make sense."

Tenby means it when she says that happy clients are her most valuable assets. "I could care less about my paycheck," she says candidly. "A positive testimonial is the highest compliment. Every referral is an opportunity to provide someone the very best. It's my job to make sure each client is better prepared and educated after talking with me than they were beforehand."

In recognition of her dedication to clients, Denver's 5280 magazine named Tenby a Five Star Professional. Each year the publication contracts with a research firm to survey residents about local servicers who are nominated for recognition in their category. Based on consumer responses, 5280 awards Five Star Professional designations to the top recognized professionals in each of five categories. "I'm honored and humbled to be recognized by the community I grew up in and serve," Tenby says of her inclusion.

Behind her devotion to client happiness, Tenby knows homebuyers deserve to have confidence in every aspect of buying or refinancing their home. My team's philosophy is, "'Lending Confidence'," she says. "People can have confidence in the numbers we provide. They can trust they're getting the best loan structure and competitive pricing. They can have confidence in quick, straight answers, confidence that we'll communicate thoroughly from start to finish, and that we will go to bat for them all the way through closing."

Her attention to detail extends to the manner in which she engages with her clients personally. "I feel like I become friends with my clients. As we have conversations about their financial future, I try to get to know them in a relaxed and fun way," she says. "I want them to be confident they have an ally in me and that they can reach out to me anytime," she says.

One might wonder how Tenby can maintain life balance, especially as a wife and mother of two young children. "My spare time is spent with family and friends," she says. "My spare time is spent with family and friends," she says. She volunteers at her children's school and carves out time for her passions of mile-high cycling, hiking and yoga. "I do take on a lot," she says. "But I do my best to handle everything that comes my way. It really boils down to my personal nature to help others and always see things through."



To learn more about Tenby Dahman and America's Mortgage, visit www.yourmtgplan.com
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