

BOULDER COUNTY

REAL PRODUCERS[®]

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MEET
JANET
LEAP

Janet first came to Colorado on a solo road trip in the early 1990's. She'd intended to spend some time in the Rockies before heading back home. Instead, she ended up putting down roots. A quarter of a century after making her way West, Janet has become an influential force in the Boulder County community, making waves with her Real Estate business and with her dedication to giving back.

Janet grew up in Monroe, Louisiana. As she began college, her commitment to helping others led her to pursue a major in pre-med. Near the end of her four-year curriculum, she opted to take some time off and recharge her batteries with a change in scenery. "I drove West for the winter, landed in Aspen, had lunch, and stayed for four years," Janet reflects. She loved Colorado's stunning landscape and thriving outdoor scene.

During her time in Aspen, Janet worked in the ski shops and restaurants. To make ends meet, Janet got creative. "I worked three jobs and lived with nine people," she says. "I was making it all piece together."

Come summer, she would head East to work as a white-water rafting guide in North Carolina, living in a semi-tropical rainforest on the river.

After four years of this nomadic lifestyle, a nudge from Janet's mother led her to transfer to CU Boulder to finish her pre-med degree. Being that Janet is always up for an adventure, she took an unconventional route from Aspen to Boulder. Three months of camping out of her car ensued, with her dog navigating as copilot. "From Aspen, I went north up into Canada, then all the way down the west coast, all the way across the south, and all the way up the east coast," she recalls. "I took the long way from Aspen to Boulder."

Following graduation from CU Boulder, Janet found herself with an unexpected job offer. Rather than entering the medical field, she accepted a job in tax negotiations. It was during this time that Janet met her husband Gabe. While Janet's time in the tax industry would soon end, her relationship with Gabe was only beginning. Today, the couple is happily married and have three sons—Wyatt (15), Cooper (12), and Eli (10), two dogs—Seymore and Lily, and Kenny the cat. There is never a dull moment in the Leap household!

After four years in tax negotiations, Janet was looking for a different opportunity. It was then that Janet got her Real Estate license. From that moment, her Real Estate career has more than taken root—it has flourished and she has grown her business year after year. She attributes her success to consistent marketing and strong relationships with her clients.



Janet wants to be her clients' first point of contact. She strives to provide support and guidance not only during the home buying or selling process, but long after the last "t" is crossed and "i" is dotted on the contract. "My goal is to be their go-to resource even after closing," Janet says. It is common for Janet to work across generations within a family, with her original client referring their parents, in-laws, and siblings to Janet's business. "I want to be their Realtor for life," she says.

Janet regularly reaches out to her clients. She connects in many ways, ranging from paper mailers to coffee/lunch dates to happy hour get togethers. "A huge part of my success is my consistency," she says. For the past 15 years, Janet has personally delivered holiday wreaths to her client's homes. For a dozen years now, Janet has hosted a client party at the Sunflower Farm in Longmont. "It's a magical little spot," she says, mentioning the rope swings and tree houses on which the kids love to play. The thoughtful work that Janet has put into cultivating her client community only adds to the magic.

As one of the top Real Estate agents in Boulder County, Janet is in a unique position to pay it forward. Long before she became a licensed agent, Janet was focused on giving back. "Gratitude is a big piece of who I am," she says. Since her early days in Boulder, Janet has embodied gratitude. "I was waiting tables and I was donating to Save the Children," she reflects. Today, Janet's Circle of Gratitude includes 15 local and national organizations. "I am able to support these organizations because of the business I have grown over the years. This is why I call it my Circle of Gratitude," she says.

Janet has woven the theme of gratitude into everyday life with her family as well. While enroute to school each day, the boys each share three things they are grateful for. Janet sees these Three Gratuities, as she and the boys call them, as a time to reflect on what they are grateful for and to have that as the starting point for the day.

During the early days of the pandemic, when schools closed, Janet thought of more creative ways to involve the kids in community work and giving back. As part of what is now known as the Green Wagon Project, Janet and her boys would knock on neighbor's doors, collecting dry food donations. As the project took shape, the family started to hand out flyers, collect in different neighborhoods, and involve friends in pickup efforts. During 2020, the Green Wagon Project donated over 6,000 pounds of food to the Emergency Family Assistance Association (EFAA).

Janet and her family give back together as well as enjoy the beauty of the Front Range together. In the winter, you will find



the family skiing or snowboarding at Steamboat, Copper, or Beaver Creek. Come summer, you will find the Leap family on one of the many local hiking trails or Gabe and the boys out and about on mountain bikes. On warm evenings, you may also run into the Leap Family playing nine holes on a local golf course. They take full advantage of the Colorado lifestyle, with its abundance of outdoor resources and activities.

The same spirit that led Janet to drive west for the winter decades ago is now a part of an unconventional family tradition of taking an unplanned road trip. For the past four summers, the family has jumped into the truck without a destination or reservations. "We don't know where we are going or how long we will be in each spot," Janet says. In a day and age of schedules and checklists, the practice of sharing spontaneity as a family is a special experience. To date, Park City and Lake Tahoe have been among the list of favorite stopping points for Janet and her family.

Wherever Janet travels, she brings her business acumen and sense of gratitude. Whether it is helping clients looking to start a new chapter or giving back with her family, Janet is a force of positive energy. The Boulder County community is lucky to have her call this corner of Colorado home.





Janet is amazing at her job! We have worked with Janet on several real estate transactions over the years and she ALWAYS comes through for us with her expertise, knowledge of the real estate market and helping us sort through all the decisions needed for a successful home purchase or sale.

V. Benson / Buyer & Seller

Throughout the whole process, from house hunting to closing, it really felt like Janet had our back and was doing everything she could in our best interest. We love our home and I honestly believe we would not have gotten it without her! I definitely recommend her to anyone hoping to buy or sell a home!

T. Bister / Buyer

We have known Janet for 15 years. [Janet] has always been incredibly focused and honest in all of our dealings with her. She is not just looking to make a sale, she takes the time to find out what our requirements are, what our dreams are, who we are and how she can help us get there within our resources.

L. Brown / Seller



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