

TOP AGENT MAGAZINE

TIFFANY HUGHES

With a compassionate and caring attitude toward her clients, Tiffany Hughes stands out in the mortgage industry. For 27 years, Tiffany has helped thousands of clients achieve their homebuying goals, and her specialty focus on clients who are contemplating or going through divorce, allows her to assist people through a time of great change in their lives. Regardless of their situation, clients know they can turn to Tiffany to help get them on the right track.

As owner of Athena Mortgage Group, an independent mortgage broker, powered by MAC5 Mortgage Inc., Tiffany serves clients throughout the state of Colorado. Over 90% of her clients come from referrals, a sure sign of the trust and respect Tiffany has earned among her colleagues. In addition to referrals from past clients, much of her business comes from real estate agents, divorce attorneys and mediators Tiffany works with regularly. “Especially when working with divorcing clients, the process requires empathy as well as patience to get them from start to finish,” Tiffany explains.

Divorce attorneys and mediators contact Tiffany early in the process to provide her expertise and assistance. “When clients are referred to me, we go through loan scenarios and discuss whether they can afford to refinance and buy out the spouse, or whether they need to sell and downsize,” Tiffany says. “It provides a reality check for them so they can wrap their mind around what’s realistic and what’s not. My passion is in helping women and empowering them with knowledge, education, and support.”

To that end, Tiffany has started Women4Women (women4women.info), a website dedicated to providing



a platform where women can ask questions of other women members, as well as attorneys, real estate agents, financial advisers, and Tiffany herself. “I have been focused on building the Women4Women platform as a safe place for members to go to ask questions and get information,” Tiffany says. “I am also part of a group called Divorce Advice Colorado (www.divorceadvicecolorado.com) that does monthly seminars for people contemplating or going through divorce.”

A Colorado native who was born and raised in the state, Tiffany is passionate about sharing information to clients who are interested in relocating to Colorado. Her Explore Colorado page (www.newchaptersco.com/explore-colorado) includes sections on places to see, things to do and figuring out where in the state to live, with the Colorado Profile quiz.

In past years, Tiffany has served on the board of the Colorado Association of Mortgage Professionals to give back to her industry and her community. When she is not working, Tiffany enjoys running, camping, gardening in the summer, downhill and cross-country skiing in the winter and working out and traveling all year long.

“I’ve lived and traveled all over the state, and my goal in the future is to work more with people relocating to Colorado, as well as women going through divorce,” Tiffany says. “I love helping new and past clients. I truly feel that every loan is a puzzle. And if I can figure out that puzzle, I can make a difference in people’s lives.”



To find out more about Tiffany Hughes, you can call her at (303) 549-0891, email Tiffany@AthenaMtgGroup.com or find her online at newchaptersco.com