

LOCAL STORIES

# Meet Tanner Digby | President Commercial Real Estate Brokerage Firm

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We had the good fortune of connecting with Tanner Digby and we've shared our conversation below.

**Hi Tanner, what role has risk played in your life or career?**

Risk can be a scary word for the majority of people, especially for business owners. I was fortunate enough to have been raised in a family of entrepreneurs. As such, I've been able to evaluate a risk averse approach and compare it to risk prone approach, from a very young age. Although my position on risk is certainly

not perfect, I have come to find that I lean more on the side of the risk prone approach. I think it's incredibly important to take methodical risks, in order to scale your business to the next level. I carefully use the word methodical, as I also believe that flippantly taking risks can quickly cause a downward spiral. In summary, taking methodical risks, with wise counsel is vital for taking your business to the next level.



**Can you give our readers an introduction to your business? Maybe you can share a bit about what you do and what sets you apart from others?**

Digby Commercial Advisors, a Commercial Real Estate Brokerage Firm was founded in 2021, in Golden, Colorado. 9 days after I turned 28 years old, I started this brokerage firm. We are proud to announce that we have completed over \$150,000,000 in total transaction volume.

I started the company with a little amount of money and no employees or contractors. Getting to the position that we are in today, was credited to unparalleled work ethic, exceptional communication, and reputable integrity. The inevitable challenges, accompanied with a startup business were certainly not easy. I firmly believe that any entrepreneur must have incredible mental strength, with the word "Quit" expelled from their vocabulary. I cannot even count how many sleepless nights I have had over the years, however, mental toughness and a deep passion for the commercial real estate industry and my business has kept me battling every single day.

The biggest lesson I've learned is to have a "Zoomed Out" vision. Essentially, if you have a challenge or difficulty for a day, a week, or a month, zoom out and ask yourself, "Will I even remember this in 5-10years?" or "How will this affect me in 5-10 years?". More often than not, the short-term challenge will be trivial in the grand scheme of life.

Digby Commercial Advisors finds tremendous satisfaction in genuinely assisting our clients with the commercial real estate goals. Most of our clients end up becoming dear friends.

**If you had a friend visiting you, what are some of the local spots you'd want to take them around to?**

I'd recommend visiting Red Rocks Amphitheater and getting dinner at The Fort afterwards. The Fort is a very unique and delicious restaurant, with incredible views. For the winter season, I'd recommend going to play ice hockey on Evergreen Lake or Keystone Lake or going snowmobiling in Grand Lake. Unfortunately, it's best to escape to the high country during the week, as the weekend traffic can be unbearable. For the summer season, I'd recommend boating on Grand Lake, golfing at Fossil Trace or Arrowhead Golf Course, or

hiking any 14nr. In Colorado Springs, I would recommend visiting Garden of the Gods, for another unique and beautiful scenery. Fortunately, in Colorado, there is no shortage of fun things to do.

**Shoutout is all about shouting out others who you feel deserve additional recognition and exposure. Who would you like to shoutout?**

I owe an immense debt of gratitude to my loving and supportive wife, whose unwavering encouragement and support has created a foundation of my business's success. Her endless belief in me, coupled with her willingness to stand by my side through every challenge and triumph, has been nothing short of extraordinary. From late nights strategizing to celebrating each milestone, she has been my rock, offering both emotional support and practical assistance whenever needed. Her unwavering faith in my vision fuels my determination, and I am forever thankful for her love, strength, and unwavering commitment.



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