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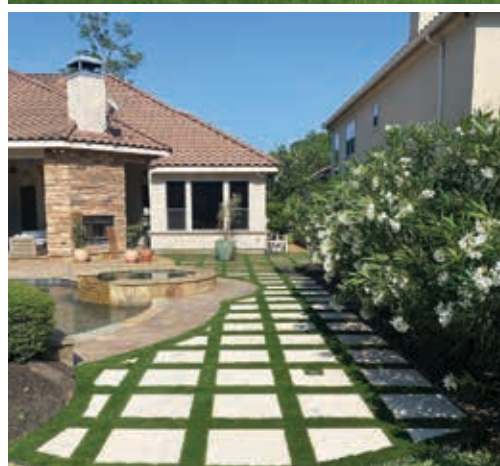
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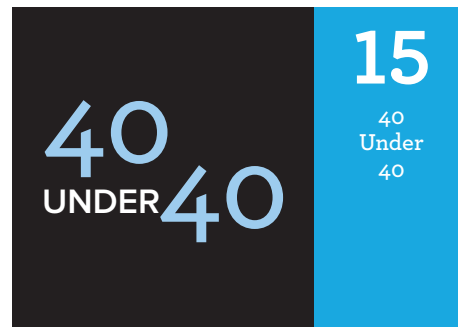


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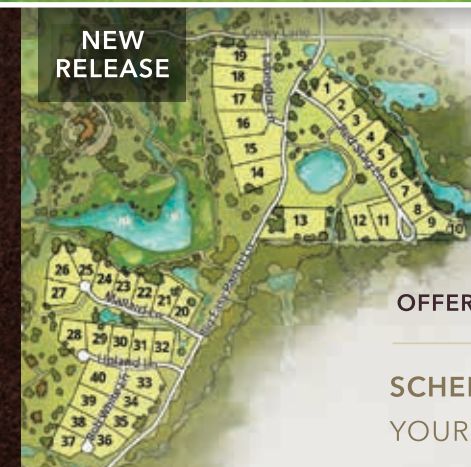


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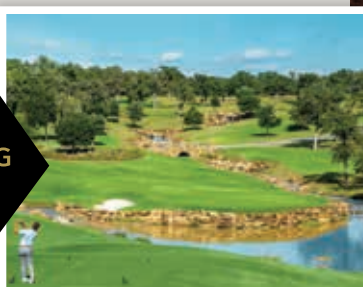
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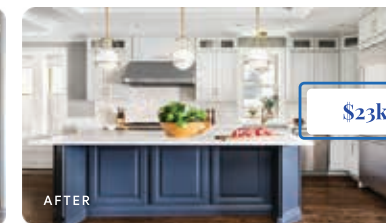
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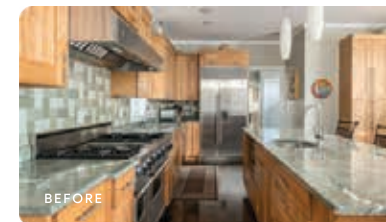


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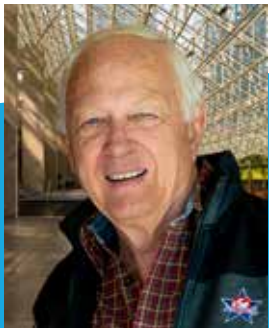
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WHAT ARE YOU FOCUSED ON?

I'm focused on growing myself as an individual and my businesses so that I can create a more significant impact and leave a legacy. I'm also focused on achieving my current goal of retiring my mother.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In five years, I see myself doing what I'm doing now, but not as hands-on as I have a team of individuals working for and with me to carry much of the load. I will still be in real estate production, but primarily by choice because of my love for it. I'll also be earning seven figures from my coaching program and speaking engagements around the world. In addition, I will have two to three more best-selling books out and multiple properties worldwide.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Just having enough time in the day to accomplish all that I would like to do.

WHAT ARE YOU GRATEFUL FOR?

I'm grateful for the opportunity to take what I've learned, share it with others, and see how it benefits them. I'm grateful to live on my terms and work in an industry with unlimited earning potential. Whatever I set my mind to and work to earn, I can.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has opened so many doors, from traveling nationally and internationally to other business startups. It's also allowed me

multiple platforms to speak and teach on and awards to win with recognition. In addition, through real estate, I've been able to purchase my dream car (a Tesla) and live a life of freedom by working hours that I set while I'm in or out of town.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

NEVER give up. Set a BIG goal, big enough to make you uncomfortable, break it down into small steps, lead-generate every day (regardless of how busy you get), and work till you achieve it. Also, be proud of your product. Don't sell real estate and not own any.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I hope to leave a legacy and mindset that others recognize that you can be a successful businessman by leading with love and integrity.

TELL US ABOUT YOUR FAMILY.

Although I haven't started a family, I'm proud to say I was raised in a Jamaican-American household. My parents were born and raised in Kingston, Jamaica, and I grew up with two younger brothers. After my parents split when I was younger, they both later remarried, and while one of my parents adopted a son, the other inherited one from marriage. So now I have four younger brothers, one of which has three kids of his own and one on the way.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

BOOKS!!!! I listen to audiobooks daily about business, personal development, and mindset. I'm also constantly watching videos,

podcasts, and content to grow daily. In addition, I'm plugged into groups, organizations, and platforms that keep me abreast of developments.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

I love the professional culture of Houston. There are so many hungry entrepreneurs who want to succeed and are willing to collaborate and share their successes and failures to help others.

WHAT DO YOU LIKE TO DO FOR FUN?

This is a loaded question because there's so much I enjoy. I'm active. I like to work out, play basketball, eat out, see live music, skate, do karaoke, attend networking events, social activities, church functions and open mic nights, dance, shoot pool, go to movies, have group outings, house gatherings, and game nights, and play video games; this list goes on! I'm fairly open and love to stay active.





ASHLEY VASQUEZ

REDFIN CORPORATION

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

To be more confident and calm. I struggle with anxiety, which often leads me to question my decisions or how I present myself, and the aftermath isn't always pretty. As a REALTOR®, I work with so many different personalities daily. From clients to lenders to escrow officers, we all have something different to bring to the table. I've grown so much in learning to be more confident and calm. With this growth have come many more opportunities like this one. Being nominated for 40 Under 40 is such a great opportunity that will lead to more opportunities.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Stay calm, be humble, and don't be afraid to let your peers know that you are just getting started. You'd be surprised how many veteran agents are willing to help you. It's ok not to know everything; real estate is a constant learning curve.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

The diversity, the food (of course!), and all walks of life walking together in good

and bad times. Houstonians truly have a different version of being Texan.

WHAT DO YOU LIKE TO DO FOR FUN?

I love theme parties/get-togethers, brunching with my cousins, traveling, and hanging with my four furbabies.

WHAT ARE YOU FOCUSED ON?

I try to focus on doing what's right and what's right by my clients. If you are authentic and honest, the rest will fall into place.

WHAT ARE YOU GRATEFUL FOR?

I'm grateful for all of my mistakes. Big or little, right or wrong, my choices were made. I've either benefited or regretted it. But I've always learned and taken something away from those mistakes.

TELL US ABOUT YOUR FAMILY.

Well, most of my family are women — two Geminis, two Virgos, and the rest are just as spicy if not spicier! There are a lot of opinions, feelings that get hurt, and things we say that we don't mean. We are Italian/Mexican, so you can expect some drama, but we are as thick as thieves and will always be there for each other.

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WHAT ARE YOU FOCUSED ON?

Helping as many people as possible with anything real estate-related, whether they do a deal with me or not. I just want to be a positive force in the real estate industry.

WHAT ARE YOU GRATEFUL FOR?

The opportunity to be a REALTOR® in one of the best cities in the greatest country on Earth. How does it get better than that?

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

I have collaborated with, worked with, and met hundreds, if not thousands, of people I would never have met. It has given me everything!

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

Branching more into commercial real estate, expanding my team, and growing my podcast and social media presence via consistent, useful content.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Producing daily video content from now till the end of my career. I didn't think it would be as difficult as it is!

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Whatever marketing strategy you choose, be consistent! Try everything and see what your strengths are. Whatever it takes to talk to more people.

TELL US ABOUT YOUR FAMILY.

I was raised by a small business owner family, which heavily influenced my decision to go into real estate and work for myself. Hard work was instilled in us at a young age, and I'm genuinely thankful for that. We are close and support each other greatly.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Making people aware of the actual data and being able to give people a detailed professional insight into the market.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I want to be remembered as a hard worker, a giver, and a contributor to the greater good — not just in real estate!

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Getting commercial certifications, so I can better serve that sector. My office has countless classes to keep us updated on the industry's changes.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

We are so diverse but so unified. We have great food EVERYWHERE and different types of communities — urban, suburban, and rural/country.

WHAT DO YOU LIKE TO DO FOR FUN?

I love running, hitting the gym, playing video games, and skiing!





BRITTANY BURNS



WHAT ARE YOU MOST PASSION-ATE ABOUT IN YOUR BUSINESS?

I am passionate about helping our military and veterans achieve their homeownership dreams! In addition to this, I am passionate all-around about assisting people to overcome obstacles and giving them the best service that I possibly can. My business is my baby and means a lot to me — because of it, I have formed lasting connections with hundreds of people.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

The legacy I hope to leave behind is generational wealth for countless families, guiding them in the right direction with their most significant investment/asset.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Some of the challenges that I face are ones that many of us face. The market is continuing to shift even as I write this, and for many of us, we've never gone through a "down market" before. It's uncharted territory for many of us REALTORS®, and anything unknown is always scary, but I am confident that we will all come out of it on the other side for the better.

WHAT ARE YOU GRATEFUL FOR?

I remain grateful for my opportunity and role in assisting people with their most significant and largest investment. My passion is helping others, and in this industry, I am fortunate to meet so many different people from many different walks of life and be able to pivot to cater to their individual goals and needs.

WHAT ARE YOU FOCUSED ON?

My focus as a REALTOR® is the American dream. It fulfills my soul

to help buyers and sellers alike with their real estate investment, whether getting a new buyer into their dream home or assisting a seller with the various changes we inevitably go through in life.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

The opportunities I've been privileged to partake in as a result of being a REALTOR® are community service, understanding and being able to walk in others' shoes, having a keen understanding of what it takes to be a homeowner, and making dreams a reality for so many people. Real estate has given me a deeper meaning in my life. I look at every day as what I'm grateful I have and GET to do versus what I don't have and have to do.

WHAT DO YOU LIKE TO DO FOR FUN?

I always make time for my 13-year-old son and husband; they are my world! I enjoy spending as much time with them as possible, traveling, reading, cooking, hanging out with friends and family, and being outdoors. My favorite thing to do is travel; we are Disney fans! My secondary passion is history, and I spend a lot of time reading history books, including world history and architectural history.

TELL US ABOUT YOUR FAMILY.

I have a 13-year-old son and a dog-ter, a 10-year-old Pomeranian named Xena, and also a devoted and loving husband.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In five years (and beyond), I will continue serving my community in real estate and more. I hope to further my clientele base of military and veteran homebuyers and sellers, as they

are my true passion. I specialize in this with my military relocation professional designation and affiliations with many veteran groups.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

My best advice is to set your expectations with your clients and stick to them! When I began in this industry, I was so hungry for work that I overlooked many of my core values. One of those is time with my son, and while it is necessary to hustle in this industry and work evenings/weekends — there should always be limits in place. For example, I try not to conduct business after 7 p.m. (unless there is an exceptional circumstance or emergency). Nobody was ever on their deathbed, wishing they had worked more and spent less time with their loved ones.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I strongly advocate for continuing education, and I never stop at "good enough." For that reason, I am constantly taking new classes and adding certifications to my list of professional achievements. I am also in the process of taking my Broker's license classes.



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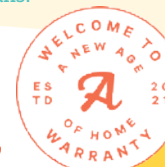
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BROOKE ADAMS

NEXTGEN REAL ESTATE

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

The rising interest rates and inflated economy make it very challenging in our profession. However, there will always be people buying and selling. I need to prove that I am their girl, and I will achieve that during our first strategy session. There is also a strain on supply and chains and tight labor, making it harder for clients who want to renovate or for investors to flip houses. But, with all challenges, there is a solution. I assure you I will help my clients navigate their issues and fears.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD I SAY?

Start your CRM on day one! Every person you come in contact with should be in your CRM and should be updated daily. I cannot stress this enough. I'd also encourage them to take the time to learn the business. Real estate isn't as easy as it seems on TV, but it is as exciting! You'll never know it all or stop learning. Every transaction you start will be different than the others, so take notes as you go to refer back to. Find a role model, a peer, or a leader to shadow before you start with your own clients. Shadow several if you can! Take bits and pieces from each and learn to make them your own. Many times we are one of many agents your clients know, and you've got *one shot* to win them over and gain their trust before moving on. Get comfortable being

uncomfortable and even more with failing. You will fail, and that is ok. Failure doesn't define you; it is a lesson for the next go around. The magical part of life is that we reset the clock every 24 hours to strive to improve and work toward our goals. There is no sense in wasting time crying about a failure you can't change.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

When I started, I would say the MONEY. As I have progressed, money will always be a driving factor, but I am most passionate about bringing happiness to so many others. I would have never thought seeing the purest bliss of others would bring so much fulfillment and joy. Seeing a scared first-time homebuyer not believe they can ever afford or even have the opportunity to buy a home, then make it to the finish line, gives me the strength to get up day to day, knowing I am right where I want to be with the career path I chose.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I hope the legacy I leave behind is I never quit, and with everything I touched, I climbed to the top as one of the best. I started as a pro bikini bodybuilder and won my pro card at 19. I started competing in pageants, winning 30+ titles all over the world. Next, I jumped into a career as a professional wrestler for WWE, ECW, TNA, and Impact Wrestling when I was 20 years old. I was told I'd only be a pretty face and had no shot of making it. I climbed the hardest ladder I have ever climbed and made one heck of a career for myself as a

pro wrestler for 12 years. This "pretty face" became a three-time Knockouts champion and one-time tag-team champion. I have performed in some of the largest arenas in the world. It is now time to add to that legacy with real estate. It's time to do what I do best: to be the best and to WIN. To win for my clients and make it to the top as a top-producing agent in Houston.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Right now, social media is where you need to be for marketing. Every month I take classes on social media for marketing and education. Luckily, my broker is a social media pro who hosts several opportunities to learn to develop our platforms in marketing ourselves. I also block out one day a week for classes at title companies, HAR, or my brokerage. Knowledge is power, and with how fast the market keeps changing, we as agents need to stay sharp and on top of all the latest trends, tips, and tricks. I have never been one to believe the required education to keep our license is enough in our industry.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

By far, the diversity. I genuinely feel we have the perfect melting pot in our stunning city. You will feel at home in Houston no matter where you're from. You can feel our culture of "everyone is your neighbor" from almost anyone you meet. Our city also has a vibrant shopping scene, restaurants, museums, and tons of jobs to offer. The

Woodlands, rated the No. 1 city in America year after year, is just 30 minutes north of Houston, surrounded by beautiful trees and parks. In the Houston area, there is something for EVERYONE!

WHAT DO YOU DO FOR FUN?

I am a mother of two and an exotic cat breeder, so there isn't a ton of fun time. I am sure other moms can completely relate. I dedicate extra time to my kids' crafting, learning, and outdoor activities. I also volunteer at the animal shelter with my children to teach them love, empathy, and compassion. During the rare times I get a little fun time blocked off, you can bet I'll be at a Rockets, Texans, or Astros game!! I spend most of my mornings in the gym or running a few miles before the rush of the day. I find great clarity in staying fit and living a healthy lifestyle.

TELL US ABOUT YOUR FAMILY.

I am beyond blessed to have such a beautiful little family. I was the girl who never wanted to be married or have kids. I only cared about my career and felt you couldn't have both. Look at me now!! I am married to an incredible man, and I have a 6-year-old son and a 4-year-old daughter who I couldn't imagine life without. It is the best thing in the world to see two little humans you and only you created. My kids are my WHY. My son Jace has the softest heart and loves any animal he crosses. He is such an old gentle soul way above his years. He has a rare, misunderstood autoimmune disorder, which is why I became an exotic cat breeder. I wanted to offer the breed at a more reasonable price for families who may have children like my son to give them the ability to have a pet family member. My daughter Phoenix



our clients. Only the strongest agents will survive this shift, and I *will be one of those agents.*

WHAT ARE YOU GRATEFUL FOR?

I am grateful for the explosive first 18 months of my career I had and what opportunities those transactions will bring in the future. So many families trusted me with one of — if not the biggest, sometimes scary, and most exciting adventures they'll ever do in their lives. So many have become lifelong friends. I am truly honored to have worked with my clients in their home-buying journey. I am grateful to be able to list and help buyers with several homes in the luxury market, where many agents go their whole careers without hitting that milestone. Keep in mind that price tags aren't everything. It's just as rewarding to help so many first-time home buyers find their dream homes, and I am so grateful for their trust in any price bracket.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

With the help of my amazing brokerage, strong work ethic, and hunger to be the best, I see myself in the top 1% of all agents in Houston. I will not stop until I get there. Dreams aren't meant to just be a dream forever in my world. I have dreams, set goals, and never quit until I succeed. Not only do I want to excel in residential, but I am also currently jumping into commercial. I have been networking to do so for the last six months and educating myself. It is an entirely different beast I am eager to excel in. I work side by side with PCG "Piper Construction Group" for my commercial buyers to help with any demo work and buildouts a client may need to get their new business up and running as quickly as possible.

CAITLIN BOYLE

CHRISTY BUCK TEAM, INFINITY REAL ESTATE GROUP

WHAT ARE YOU FOCUSED ON?

I am focused on building a life for my son and me that we will be proud of. I am focused on building up our agents and team so that we can all achieve new highs with our business and achieve goals that we have only dreamed about. Finally, I am focused on creating a culture of productivity and positive vibes so that everyone wants to come to work each day and continue that work hard, play hard mentality.

WHAT ARE YOU GRATEFUL FOR?

I am grateful for my son. He's my reason for everything. I am thankful for my family. I would not be able to accomplish what I have without their support. I am grateful for amazing mentors who push me to improve and strive for more daily. Finally, I am thankful for my team. We have an amazing work family at our office, and I could not be more grateful.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has been everything to me. I thought I knew what I wanted to do with my life and then realized I did not want to spend ten years in school to get there. Having gone through purchasing a home with a great agent friend of ours, I fell in love with the process. It clicked for me — I could do this and help so many people accomplish their dreams. I got my license a few months later and have never looked back.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I see myself in the same role but with several new locations. I see myself still helping people accomplish their real estate goals. I see myself continuing to help agents see their potential and reach their goals. I see myself having a couple of investment properties of my own, continuing to build wealth, and setting my son up to do the same.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

I face a significant internal challenge daily — family/work balance. I have huge goals for myself, and accomplishing those goals is very demanding. I always struggle, questioning whether I'm doing enough as a mom, sales director, REALTOR®, daughter, sister, or friend. I don't want to let anyone down, and finding a balance to where I feel I'm fulfilling all of these roles adequately will always be a struggle, I think.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Find the office that fits YOU! Find the one that aligns with your beliefs, work ethic, and culture. I would try to make sure that your office and broker do not just talk the talk but also walks the walk. Having support, especially when starting out, is enormous!

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Helping people. That's what I'm the most passionate about in life, so it's a perfect fit that this industry can do that. I think so many agents do what we do for the paycheck, but what sets me apart is that I genuinely want to help my clients and agents accomplish what they're trying to do and be a resource for them every step of the way. I want clients and agents to feel like they can reach out to me for anything, and I will help solve whatever it is!

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I hope people consider me honest, helpful, caring, fun, and trustworthy. I want to leave a legacy of being there for my people, showing up as much as possible, and being the type of mom that was always there. I want to raise my son to be a caring, honest, and selfless human being who is an asset to whoever he encounters.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I plan on getting my broker's license in the next year. I also plan on staying up to date on our ever-changing industry by reading as much as I can and taking classes to update myself as much as possible. I plan on sharing that education with our agents so that we are all continuing experts in our industry and market. I am working on a program that I can offer to my clients that are local heroes — first responders, teachers, nurses, doctors, veterans, etc., so I am learning a ton about programs that help support those types of individuals.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

My number one favorite thing about the Houston area is the diversity. You see people from all over, food from all over, and so many different cultures everywhere you go. I also love the love that Houstonians have for our city. I am a HUGE sports fan, especially baseball (after playing softball for 30 years now), so seeing the love we have for our sports teams is awesome! Go 'Stros!

WHAT DO YOU LIKE TO DO FOR FUN?

I like to spend time with my son as much as possible. He just started playing baseball this year, so we are spending a lot of time learning that and having a blast! I also really enjoy playing softball, watching sports, attending as many Astros games as possible, cooking, and spending time with our Goldendoodle, Wrigley!



TELL US ABOUT YOUR FAMILY.

My son, Charlie, is 6. He is just the best — smart, funny, caring, and fun! My parents are still happily married and are the absolute best! My dad was in law enforcement for 40 years — retired police chief (twice) — and an Army veteran who attended West Point and played football at Penn State. My mom works at UTMB and has always been an artist with a very creative, loving soul!

My middle brother is 6'7" and is a manager at a local restaurant. He's the fun chef of the family! My youngest brother was in the Corps at A&M and is currently in the Marine Corps, going through pilot school. He's the golden child, but deservingly so! His wife has been with him since they were at A&M, and she's always been a part of our family. She fits right into our craziness!



BROOKE THEDFORD



EXP REALTY LLC

WHAT DO YOU LIKE TO DO FOR FUN?

We have three very active daughters. They are involved in multiple sports, so we watch them on a volleyball court or a softball field most of the time. But when we have some free time, we love the Astros ... love going to games. We enjoy trying new restaurants and cool spots in and around the city. The city never stops growing, and being able to continue to explore and learn about it never gets old!

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

The opportunity. Houston is such a wonderful place for growth and options. You can choose to be in basically any profession you want and thrive! Houston and the wonderfully diverse people who live here make Houston such a magnificent place! Whether you want to be in oil and gas, a doctor, a lawyer, a plumber, a police officer, or a real estate agent, you CAN do that here! It's incredible what this city offers to everyone!

TELL US ABOUT YOUR FAMILY.

My husband, Terry, is 39 and has been the love of my life since junior high school. We met at Wakins Junior High School (Cy-fair) in 1996. Little did we know at the time that we would get married out of high school and have three amazing daughters. Kailey is 17 and will be playing college volleyball at Ouachita Baptist University beginning in the fall of 2023. She is a senior this year and is ready to take the next step in her life, and we are so proud. Jenna is 15 and is involved in multiple sports. She is highly ranked in her class as one of the top athletes and excels in school. Bree is 11 and plays volleyball at Houston Stellar. She is doing very well in the fifth grade and is truly a joy. She is intelligent, athletic, and so kind. We also have a great support system

with my dad Jay, my mom Donna, and many other outstanding close family members. Our family is everything to us!

WHAT ARE YOU FOCUSED ON?

I focus mainly on residential real estate in the Pearland area but also cover most of Houston. I was born and raised here, so I am very familiar with the city and have contacts all over.

WHAT ARE YOU GRATEFUL FOR?

My family, for sure. I have a wonderful husband of almost 20 years. We met in junior high (I was 11 years old). We got married right out of high school. We have three beautiful daughters, ages 17, 15, and 11. They push me to be better, do better, and work harder. I hope to continually give them a good example to follow. Also grateful for my parents, who have shaped me into who I am today.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has provided so many opportunities for my family and me. The ability to make a significant income, all while being present for my family. It has opened doors to invest in real estate and other business ventures that have been fulfilling to my husband in terms of his career path. I hope to build a legacy for those who follow in my footsteps and become real estate agents, including my three daughters.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I love this question. I see my own brokerage being established with a team of excellent agents. We are helping as many families achieve homeownership as we possibly can. We are heavily involved in our community with events, gatherings,

knowledge, and fun! We are the go-to agents in Pearland and beyond! I picture at least one of my daughters being an agent and pursuing her dreams!

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

At this moment, market conditions. The market changed so quickly (almost overnight), and we all feel it. I have days where I struggle to stay positive and stay motivated. I work to “look at the bright side” and be a light for my clients. But ... I must! So every day, I pursue positivity, I pursue making a difference in my clients' lives, and I never give up. I never take “no” for an answer.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Keep going! Some days will seem impossible, like you will never make it. Keep going. Keep posting. Keep reaching out to your sphere. Never give up. Real estate is not for the weak and takes someone super strong mentally. But you CAN do it! Just decide not to take no for an answer.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Truly, helping others. I have countless reviews and testimonials of people telling me, “We would not be here without you.” As much pressure as that is, it is also the biggest blessing! To be able to help change the course of someone's life



because you helped them with one of the most significant transactions of their life. So, being able to make that big of a difference means everything to me!

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I hope to leave a legacy of light. I strive not only to be a light for my family but also to be a light for others. I am a Christian and always hope that people see Jesus in me and through me. When people think of me, my brokerage, my family, and my children ... I hope they think about joy, peace, honesty, integrity, and grit.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I am constantly taking classes, getting designations, and presently working on a few more hours until I can take my broker's test to become a real estate broker. I feel that learning will never stop, especially in real estate. No two transactions are the same, and no two clients are the same. There is always something to learn, and I think that's one of the things I love most about this business!



CAM DOUBENMIER

THE KRUEGER TEAM, KRUEGER REAL ESTATE



TELL US ABOUT YOUR FAMILY.

They are extremely important to me. They have made a significant impact on me in who I am today and the sacrifices they have made to make my life growing up so memorable. I prioritize reaching out to them every day to tell them that I love them and visit them every Sunday because they are that important to me. I think a lot of people don't realize when they grow up, they lose a lot of time they get with their parents, and I cherish every second I get to have with them. If a day ever comes when I have nothing left but them, I'll still be the wealthiest man in the world.

WHAT DO YOU LIKE TO DO FOR FUN?

I'm super into food and pop culture. I love the diversity of food that Houston has, so I love trying out new restaurants or food trucks around town or cooking new stuff at home. I also love all the events that Houston always has going on, from Comicalooza at GRB or any of the other fun things that you can find from social media groups that have events going on yearlong.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

The diversity and culture that we have here. Attending the University of Houston and living here my whole life, you see a wide array of different people and cultures in this great city. It makes life a little different every time I go out in the city as I am constantly meeting new people and seeing different things all over town.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I am constantly learning the ins and outs of this new digital age of marketing and sales. With an ever-changing landscape of how business is done, there are always

fresh and creative ways within social media and the internet to place yourself in front of millions of people. So just being able to learn tips and tricks to take advantage of such a rapidly growing space is a unique learning experience for me.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

Knowing that at the end of my career, I will have helped and impacted the lives of thousands. Whether or not I represent them, I want them to feel like I treat them and anyone like family.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Seeing how happy my clients are when they get to the closing table and knowing all the hard work has paid off. I strive to build that lifelong relationship where when they talk with others about their experience with buying or selling, they get excited to tell others how great I was to work with. That is the greatest paycheck I can ever receive.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Stay patient, and you will be rewarded for your persistence.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

The constantly changing market, due to unpredictable circumstances. Just making sure I am staying top of mind throughout every stage of every new client that comes my way by making sure that they feel important when I reach out. It is important to me that I give every client the same service no matter what stage they are at within their real estate journey.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

Being one of the most talked about agents within the industry due to my performance,

client care, and being a leader within my community. I want to be the person people talk about most when it comes down to being the most genuine and hardworking agent in Houston. I want to spearhead the younger generation of REALTORS® by exemplifying hard work and innovation within this career field.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Networking with new faces within the city, people from all over the world, and different backgrounds. I've been so blessed to have the opportunity to do what I do and be such a positive impact by making dreams a reality. It's given me such a great opportunity to make lifelong friends with clients I've built trust with, and at the end of the day, that's what makes this job special.

WHAT ARE YOU GRATEFUL FOR?

My family and those who I surround myself with. I'm a firm believer that you are who you associate yourself with. The people in my life are the ones who have made me the person I am today because they expect nothing but great things from me because that's the standard I hold myself to

WHAT ARE YOU FOCUSED ON?

My family and my job. Those are the two most important things in my life because they have given me a purpose. To take care of the ones I love and provide the best quality care and service to those I take on in my business. They provide me with goals to achieve and push myself harder every day.



CARLOS GARCIA DIEGO JR.

THE MONARCH TEAM

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Diversity! Everyone can be someone.

WHAT DO YOU LIKE TO DO FOR FUN?

Family gatherings, friend gatherings, driving in new areas and getting to know the new areas.

TELL US ABOUT YOUR FAMILY.

I have such an amazing family. My parents are immigrants to this country. They migrated from Mexico in the 70s. I have seven siblings and 22 nephews and nieces. My family is the most important pillar to me. We work together and come together to celebrate and share our love for one another.

WHAT ARE YOU FOCUSED ON?

Providing resources and information to families and individuals who seek real estate services.

WHAT ARE YOU GRATEFUL FOR?

The opportunity to work with various people and make their goals possible. Trusting the process and networking with great talent in the industry.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Many endless opportunities! Personally, the satisfaction of achieving personal goals and building lasting connections with clients. Professionally, the opportunity to work with various real estate professionals and network.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I see myself having a team, working with the same passion and work ethic, and continuing to help the community.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Challenges include having more time in my day to be in the field networking.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Have a goal and revisit it weekly. Following up is the key to your success. Never stop following up, and don't be afraid to be

different. Being different will be the key to your success.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

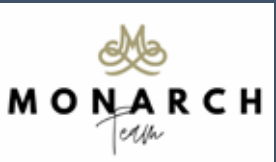
The day of closing! Seeing the joy in people. But what really drives me are the referrals — creating a lasting impression that they are willing to share my information.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

To always be helping! Not everything is about gaining a commission. Sometimes, the relationships we have along the way are more valuable and meaningful.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Networking and working in my community and participating within my brokerage to elevate my presence in the community.



CHARDAI JACKSON

LUCKY MONEY REAL ESTATE

WHAT ARE YOU FOCUSED ON?

My focus is on creating a happy, healthy, and purpose-filled life. One of my main focuses is building my name and legacy, so seven generations from now, my family/lineage knows that in 2022 I was thinking of them. My top priority is building now for tomorrow.

WHAT ARE YOU GRATEFUL FOR?

Wow! How much can I write? I have so much to be grateful for. When I rise at the beginning of the day, I'm always so grateful to hear the chirps of the birds speak to me. I open my front door, and the gratitude from the wind caressing my face and skin fills my body. As I journey into the world, I'm grateful for the many people I encounter that contribute to the formation of my experience. And let's not forget my family and friends, who add value to my life and are fruitful in many ways. Most days, at some point, my gratitude extends to the sun. I know we rarely think of the sun, but in all its majestic makeup, I'm so grateful that it supplies my life with growth. Being the force behind the development of my garden of grapes, bok choy, bell peppers, mustard greens, mint, cilantro, zucchini, and so much more, I then consume and am enriched by. And, above all, I'm grateful that I am love. That attribute alone affords me the opportunity of dealing with an array of individuals from all different walks of life. I'm grateful for all this wealth I have in my life.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

It's challenging to distinguish between personal and professional opportunities because I am my business. So, for me personally, it's always professional. But here goes. Being in real estate, I've gotten the opportunity to meet a flux of individuals from all walks of life and professions. And when you think about it, that alone is the most significant opportunity. Having the privilege to be in a room with people full of connections, ideas, real

estate experience, and wisdom, and a desire to see me grow, is an opportunity. This nomination is a prime example. The opportunity to be in *Houston's Real Producers Magazine* is definitely doors and levels opening.

Personally, real estate has drawn my family and me closer. See, now I'm the go-to person for them to better understand something dealing with real estate. Even if a member was at odds with me, y'all know how a family goes, they will still reach out for my professional opinion or even send me a lead out of love, and that opens the door for communication — fostering the opportunity for me to create more beautiful memories with the ones I love. I love my family.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I see myself to have exponentially grown the things that I devote my time to today, my community, expanding my mind, building my real estate business, and placing my family in the right position for continuous wealth.

I see myself with an even greater network of people around me. Having nurtured the connections I have today, with the enlightenment and guidance of those who know more than me, I will have already accomplished my real estate investment opportunities. I see my community knowing that I'm a viable asset to them. They know Chardai Jackson not only as a REALTOR® but also as the young lady who supplies them with fresh meals and a reliable source of everyday information. During these next five years, many of you will be inviting me on your platforms to provide information and motivation to REALTORS® and the community.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

The saying that we are our biggest critics is so true, and being in real estate with many tasks and astronomical goals, I've witnessed myself

living out this state-ment even more now. So many things must be done when you're a full-time real estate professional. Though I'm making strides at fulfilling each step every day, the continuous fluctuation of the market can make it appear as though I'm not doing enough. For example, ten clients this month to two clients the next month, when in all actuality, I'm doing exactly what needs to be done. As a real estate professional/entrepreneur, it's easy to develop the mindset that if we don't have a client, it's something we are doing wrong or not enough. So, the one challenge I'm overcoming is ensuring I'm kind and not too critical towards myself. I've learned to show myself grace. Each day I wake up and commend myself for the things I accomplished the previous day. I strive to be better, but if an off day comes, I still lead with love, commending myself for not being where I was the day before and being patient enough to know that I deserve an off day too.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

The car magnets are cute, and so are the coffee mugs, even the mint cases with your logo. You can go all out and buy all of those things, but you can't buy social interactions, you can't buy rapport, and you can't buy first impressions or lasting connections. My advice is to get out there, show your face, and meet and talk to people. Engage with your community in person and on social media. Let people become introduced to your personality, and don't be afraid to let it shine and be you. Those who are for you will flock to you.



WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Innately, I am a lover of people. I love to see people win. I love to see them thrive. I love helping people with solutions to their problems. And I love educating. And I love reminding

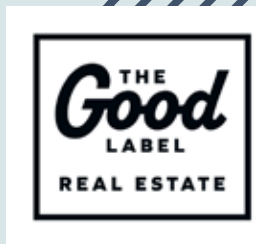
people of just how unique and special they are. If I didn't give it away in the previous sentences, I am most passionate about the people in my business. The people, my clients, provide me with a sense of fulfillment. My passion is driven by the thought of me being good to people and doing good business with people. When you think about it, real estate is not my business but helping people is. So, I'm making them my business!

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

Legacy has a unique position because it's not the things that I feel like I did that grant me my legacy, but more so how the acts that I have performed have made a mark within the lives of others — that story being told by them.

Everyone will remember me for my sunny disposition and ability to walk into a room and be the light source, deporting positive energy to everyone I meet. When I'm thought of, I will be remembered for my ability to make people feel grand, sound, and loved. The beauty that I brought to the world will be craved in the minds of those whose lives I impacted through my motivational speeches or empowering social media skits.

My legacy will be that when the Most High uniquely arranged my nucleotides, He chaotically organized them so my canvas could reflect beauty from the inside out, and He left no twinkle in me without a glow of love.



...

And my family will cherish the remnants of my persona as the one who spearheaded new generational patterns within the family. My legacy is not to be remembered in death but to live on in the lives of others.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

As a real estate professional, I have one must. I must learn something new every single day. I'm not concerned with how minuscule it is or even if it's something I can't apply to my current transactions. My goal is to make sure that I am constantly enriching my mind with information that is going to be beneficial to my buyers, sellers, investors, and even those who tune into my YouTube and social media platforms ... those who are not ready to buy now, but know that they want to establish generational wealth through real estate in the future and choose me as that reliable source.

I also align myself with people who know more than me. I don't mind being the least experienced in a room. I take on opportunities like that to help me shorten the learning curve. I use their knowledge as my business's blueprints and their insightful stories as roadmaps for my clients. You tell me a story about how something went wrong with a lender, and you best believe I'm asking all the necessary questions for my client, leaving no questions unanswered. Quite frankly, I use every source around me for education. I listen to podcasts, YouTube, and NAR and HAR market updates. I pay for classes, my mentor, and my broker. I have a fantastic team around me. So, If you know more than me or where I'm trying to be, I'm learning something from you.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

If you haven't heard, Houston is the hub! I mean, we have everything here! It's tough for someone to move here and not find a group, an area, or an activity that resonates with them. You can have a serenity-filled day at the Japanese garden, get muddy and go ATVing, or if you want to challenge yourself, visit the escape rooms. The dynamics of the housing communities are just as broad. No matter your demographic or tax bracket, there's a community with your name on it. To answer the question, the diversity, I absolutely love the diversity out here.

WHAT DO YOU LIKE TO DO FOR FUN?

I love to partake in activities that feel good to my soul. These activities typically involve me being out in nature, listening to music, or being around a festive bunch of individuals. My range of what fun looks like may consist of me saying one day, "Hey y'all, let's rent some RTVs and splash around in the mud." Then maybe on the following day, I might decide that I want to experience some alone time in the wilderness, and I might decide to go birdwatching or walk a trail. I box, I roller skate, I read. On Sundays, I like watching movies. Some days, I like driving without any directions just to see what I can see, and then when I'm tired, I cut the GPS on to find my way back. And on nights when it's not cold outside, I like lying in the bed of the truck and looking up at the stars.

TELL US ABOUT YOUR FAMILY.

My family is dangerous. Each one of us is heavily skilled and talented in many different areas. Along with our innately acquired attributes, our mother and fathers encouraged our well-roundedness by keeping us heavily involved in various activities growing up and fostering room for expressing our personalities and uniqueness. As a result, the whole bloodline is filled with beauty.

THE GOOD LABEL REAL ESTATE

WHAT ARE YOU FOCUSED ON?

Personally, I am focused on the industry as a whole. The industry hasn't changed in over 50 years, believe it or not. I believe blockchain tech will speed up the process, provide more info for the consumer, and completely eliminate the fraud that is running rampant. In the future, I hope to be part of the transition to a faster and more efficient system for Texas.

WHAT ARE YOU GRATEFUL FOR?

I am grateful for all my clients allowing me to serve them. Also, for the fantastic people I have met along the way. Finally, my family has supported me along the way, and I have been fortunate to have them in my life.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Learn to listen effectively to people. Be innovative, always learn to adapt to market changes, and have a plan. See what others have done in the past for guidance. Nothing is new under the sun.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

It has given me access to people I would have never met before. It has pushed my work ethic to its max strength and taught me a lot about myself personally. It raised the ceiling for me and financially opened my life to new experiences.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

Running the best quality brokerage in the city and expanding the brand to other cities.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Acquiring great talent takes time and lots of effort. Also, the current market rates are making people uneasy, so educating them about the reality of it all is paramount during these times.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

The agents I work with and pushing them to be the best version they can be. It helps out our industry as a whole to have capable people doing their jobs effectively.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

A great company that's a reflection of how we are as people. Also, I want to push for a bigger, better real estate experience and to be known for improving people's lives.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

CE courses and crypto education are at my forefront, and I will continue that pursuit.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

The food!!! It's the one thing I cannot seem to ever give up!

WHAT DO YOU LIKE TO DO FOR FUN?

I love driving around in my '56 T-bird, trying new places to eat and drink, and enjoying quality time with friends and family. I love to hunt and fish, so hopefully, I will get to do more of that in the future.

TELL US ABOUT YOUR FAMILY.

We are the loudest, most opinionated family of five, so watch out! We are very close and, at times, a little too honest, but we all love each other very much.

CLAIRE WARREN

BETTER HOMES AND GARDENS REAL ESTATE GARY GREENE, MEMORIAL

WHAT ARE YOU FOCUSED ON?

Residential real estate

WHAT ARE YOU GRATEFUL FOR?

I am grateful for countless things in this crazy career of real estate! But ultimately, I am most thankful to my clients for continually trusting me daily to help guide them through the monumental process of buying or selling a home. Whether it was a seller trusting me with their listing when I was new to the industry many years ago or someone new that hires me today, I always consider myself so lucky to be a part of something bigger than myself.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Ultimately, while what we do as REALTORS® is selling homes, the most important aspect is connecting with people. Real estate has connected me with so many wonderful people I would not have had the opportunity to meet otherwise that I can now call dear friends. In addition, it



has connected me with so many people from my past! High school friends and acquaintances and I now get to see them with their families, previous co-workers moving on to the next phase of their life, etc. I also feel more connected to my community by understanding so many aspects of the landscape that every REALTOR® needs to know about the environ-

ment. It has also forced me out of my shell, so to speak, to put myself out there in social situations and spearhead and support events by being the lead sponsor.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

I think experienced REALTORS® are used to facing many challenges at once. It is no secret that the market is shifting as interest rates rise, alternative brokerage models, I-buyers, etc. While

REALTORS® must adapt to an ever-changing market, ultimately educating myself and my clients about market disruptors and focusing on the value that my business delivers will continue to serve me well, as it has through other cyclical periods in this industry.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Real success in this industry takes a tremendous amount of work. Do not enter this business unless you are in it for the long haul. Stay committed, be consistent, and most importantly, stay true to yourself! There are a lot of coaching avenues and methodologies that are piled on new agents as they begin new careers in real estate. One of the best pieces of advice is that not all of those things will work for you personally. If you stay true to yourself and what feels authentic, that will also come across to your clients.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Simply put, I am fascinated by so many aspects of real estate, but design is my second passion, so the two go hand-in-hand. I love touring properties and imagining how to transform spaces and how my clients will build lives within their new homes. I love showing my clients how to increase their property values through a few well-chosen upgrades before listing their homes. Not all clients can envision a space, and I love adding that value and helping see the potential in various homes.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

A legacy that makes the name Claire Warren a household name that people trust and think of as second nature regarding who to call for their real estate needs. A legacy that continues to have the reputation of a top-producing, top-performing team that my daughters can inherit one day if they so choose. Working with my mom in this business has been one of the greatest gifts in my life, and I would be so lucky to pass that legacy down to my children one day.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I am always looking for opportunities to learn and grow, not just with industry-specific education, but as a real estate professional by stretching my goals and developing my team.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Simply put, Houston is HOME. No place gives me more comfort than my home city, with so much culture to offer all walks of life, from the incredible restaurants, art scene, entertainment venues, and endless neighborhoods. There is something for everyone here, and watching this city evolve my entire life has given me the ability to help my clients find a home and a lifestyle that suits them.

WHAT DO YOU LIKE TO DO FOR FUN?

I love traveling, spending time with my family, and all things interior design. I almost always have a project in my house that I am working on; the list is never-ending because design and decor is my creative outlet. I love to change things up and try new things, especially being inspired daily by various aesthetics I see in people's homes. I even do design consultations for past clients and friends as a hobby. I also love to paint, though it is hard to find the time these days!

TELL US ABOUT YOUR FAMILY.

My husband Brandon is also a top-producing REALTOR®. It's funny because we work for different brokerages — but despite our competitive natures, we are each other's biggest cheerleaders. One day we will join forces, but we have a great thing going for now! I absolutely love working with my mom Shannon Lester, who has been my lifeline and absolute inspiration in this industry. I have two daughters, ages two and five, that continually keep me on my toes and laughing, and a Goldendoodle named Margot, the best girl in the world.



LESTER | WARREN TEAM
REALTOR® ASSOCIATES



VLAD POWELL



WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

Being an immigrant from Ukraine, I moved here when I was just 5 years old from a third-world country. What I hope to leave behind is financial freedom for myself, my family, and my future children. I can proudly say I am already living my dream and beyond grateful for what I've experienced here in Houston.

WHAT DO YOU LIKE TO DO FOR FUN?

I am a mixed martial arts fighter. I have competed in several types of combat sports, including MMA, Jiu-Jitsu, and Kickboxing. I love training and improving my skills. I am also a car enthusiast and love driving my Mercedes Benz C63 S AMG.

WHAT ARE YOU FOCUSED ON?

I am focused on growing my business and connections within commercial and residential real estate. I am committed to constant and never-ending improvement. I am always looking to gain more knowledge in this eld to better serve my clients and help them get the best deal possible.

WHAT ARE YOU GRATEFUL FOR?

I am grateful to be here! Thankful for my family, friends, girlfriend, and clients I've met along the way. I am grateful for this journey. Grateful to be doing what I love for my career.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has been excellent for me. It has provided me with the life of my dreams. Personally, I have been able to buy a beautiful home and my dream cars because of real

estate. Professionally, it's given me financial freedom. This is my dream job because I never feel like I am "working." I love what I do!

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I see myself doing exactly what I'm doing now but on a much larger scale.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Every real estate transaction has unique challenges that I have to overcome to make it to the finish line and make a sale happen. No deal is the same. There are new challenges presented each time. It isn't easy working with another agent on these transactions because each agent is committed to their client and negotiating the best deal they can for them, but we have to work together to reach the end goal, which is the same for both of us—selling the house!

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Your network is net worth. So I advise joining as many groups as possible and developing long-lasting, meaningful connections. You don't have to tell everyone what you do because if you are genuine, they will find out naturally and then gravitate to you for guidance once trust has been established.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I am passionate about the beautiful homes I sell! I genuinely love real estate. I have always been drawn towards luxury properties, and it's amazing I can sell them and earn money. I have worked with some great clients that have become my friends now.

TELL US ABOUT YOUR FAMILY.

My family has worked in the real estate industry for 40 years. They inspired me to join. My dad and mom own an investing company. My younger brother is in NFT and pursuing his real estate license. My girlfriend also has a real estate license and is a huge asset to my team, being bilingual! We have a dog named Lorenzo.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I am taking CE classes and always looking to gain more knowledge. Lately, I've been working on commercial real estate certifications!

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Houston has an amazing culinary scene. The quality of food and all the diversity within the city is unlike any other place in the United States. I love visiting new restaurants with my girlfriend and experiencing all the new flavors.



VI TRAN



WHAT ARE YOU FOCUSED ON?

My current focus is building my actual clientele database.

WHAT ARE YOU GRATEFUL FOR?

I'm grateful for having support from my family, friends, and colleagues. I know I wouldn't be here without all of them.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Opportunities to meet vast amounts of people from different aspects of life. I always accept opportunities to learn more, and I feel this business has helped me personally by allowing me to meet many more knowledgeable professionals.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In five years, my goal, I would like to build a team.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

My challenges are economic, financial, and political. I understand those three factors either directly or indirectly affect real estate trends. I navigate through most challenges by making shifts to cope with an ever-changing market.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Work hard, long hours, and be honest. Don't cut corners.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I love my job. I wouldn't say I like one detail over another. I find everything delightfully fun in real estate.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

Maybe that's too far ahead in the future. For now, I just it to keep growing.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Get more certifications for different markets.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Houston is my home. The only place I have ever lived in the USA is Houston. I'm happy to be in Houston, and I love its size, diversity, and easy-to-travel road system.

WHAT DO YOU LIKE TO DO FOR FUN?

I like to travel for fun.

TELL US ABOUT YOUR FAMILY.

My fiancée and I have six Frenchies. We don't have children yet. We're focused on our jobs at the moment.

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The Woodlands, Texas 77380
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ELIO ALANIS



KELLER WILLIAMS HOUSTON CENTRAL

WHAT ARE YOU GRATEFUL FOR?

I'm grateful to be able to live another day and help change/impact another family by assisting them with their real estate needs.

WHAT ARE YOU FOCUSED ON?

On helping families achieve their real estate goals.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

I've been able to help 120 families in the past two years; this has opened friendships, referrals, business opportunities, and investments.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

Owning the most prominent social media presence and real estate team and helping thousands of people.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

I started during the pandemic; that was my biggest challenge. Beginning as an 18-year-old ... my age and experience were a challenge.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

I would tell them to double down on letting everyone know you are becoming an agent.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I'm passionate about marketing myself to families and helping as many families as possible.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I hope to leave generational wealth and inspire other agents.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I invest in personal and business coaching, where I meet twice weekly. Also, I take hands-on training every month.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

I love the diversity of people in this city and the culture.

WHAT DO YOU LIKE TO DO FOR FUN?

I like to fly planes or watch the Astros.

TELL US ABOUT YOUR FAMILY.

I come from a very business-oriented family that has been in the restaurant industry since 1980. My dad continued my grandparents' legacy in 2001 and has been a business owner since then.



ERIKA HERNANDEZ



WHAT ARE YOU GRATEFUL FOR?

As a first-generation Mexican graduate in my family, I'm grateful for the opportunity my parents gave us by taking a risk and leaving my family behind to have a shot at the American dream. I'm grateful for the opportunities the United States has given our family.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

I knew I was an amazing teacher when I taught at HISD, but in real estate, I learned that my teaching skills could take me even further than I imagined. I've met other top-producing Latinas in the field, including REALTORS®, title escrow agents, and loan officers. I've collaborated with people I never thought I'd ever have a chance to be friends with.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I can't see myself doing anything else for a living. I'll be doing real estate forever. For me, it's a rewarding job I enjoy every day. I meet amazing families, and they refer me to their friends too. Since I'm a social butterfly, this works perfectly for me.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Something that is somewhat challenging in my field is that other seasoned agents automatically assume I'm young and inexperienced. I tackle this by showing them my work ethic and work style. I'm organized, excellent at effective communication, and I'm great at problem-solving. Usually, it takes a little time to show other agents that I deserve respect regardless of my age. But, once I achieve it, everything else goes smoothly.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Don't take things personally, have a good work ethic, and always have your client's best interests at heart. Leads

will follow authenticity. Stay true to who you are, and you'll be fed leads/referrals left and right.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I'm most passionate about the *education* portion when helping sellers, buyers, and investors. When clients are educated and gain confidence in their actions, these are the best transactions.

WHAT ARE YOU FOCUSED ON?

Residential home sales — working with buyers, sellers, and investors.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I hope people remember me for the patience, care, and attention I give every person when they are buying, selling, or investing.



RACHEL MAY

CB
&A | REALTORS



CB&A, REALTORS®, THE KROM GROUP

WHAT ARE YOU FOCUSED ON?

Providing the best service to each client and giving them a personal experience. I never want a client to feel like they are just another number to me.

WHAT ARE YOU GRATEFUL FOR?

Within the industry, I am grateful for my brokerage. It is a family, and I am so happy I found this place to call home right out of the gate. I have so much mentorship and camaraderie there. I could never have done this job without the support they have given me.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has allowed my family to do many extra things, from tennis lessons to horseback riding, vacations, and beyond. This has given us so much more financial freedom to give our kids so much more than we could before. Professionally, it has given me a sense of self. Before, I felt like my whole identity was being a wife and a mother (which I love), but I wanted to be something for myself too.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

Hopefully, I will still be here at the same brokerage and thriving!

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

The changing market, like all of us. I am learning to "be still" when we have been running like crazy for the past few years. It all takes patience and work, but I am learning every day.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Go somewhere you have a mentor. Period.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

My clients have a personal experience with ME. I don't want them ever to expect to work with me only to find out they will deal with everyone besides me. I love the entire process, and I like seeing every part of it evolve.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

Wow, I am not sure. I don't know if I can answer this right now, but I know when I look back on all of this, I want to be proud of the career I chose to chase and hope that my husband and kids are proud of me too. So if I can achieve that, I will be happy.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Classes offered by so many, podcasts, and meetings of minds with others in the industry.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

There is always something going on — something to talk about and be excited about.

WHAT DO YOU LIKE TO DO FOR FUN?

I love spending time with my family. Whatever that looks like, that's what I want to do.

TELL US ABOUT YOUR FAMILY.

I have the most amazing and supportive husband. I have two daughters, 15 and 11. They are both so intelligent and kind and so beautiful. I could not be more proud of this family. I am so grateful they are mine.

HILLARY KREBS



THE GOOD LABEL REAL ESTATE

WHAT ARE YOU FOCUSED ON?

Relationships and empowering individuals to own their own home — one of life's most significant assets! I have focused primarily on buyers and renters in the past, but currently, I delegate about one-third of my focus to sellers and investors.

What are you grateful for?

This is a great question and one that's hard for me to answer without sounding too "cliche." I am grateful for everything. Every moment of every day, every individual I interact with, every being on this earth, both human and non. I truly believe that everything and everyone have a purpose, and even the worst moments of our worst days are a blessing because they challenge us and teach us something valuable. If I could list everything and every person in my life here, I would.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

So many! What stands out the most right now is the opportunity to grow as a professional and individual and push myself in ways I never thought possible. I now have the opportunity to dictate my destiny and take care of the most important people in my life. I have options every day to learn and grow in every aspect and

positively impact my community and (hopefully) the entire world. I have had opportunities to meet and develop professional and personal relationships with brilliant and genuine people and to learn from and work with many individuals from many industries and different walks of life. I've had opportunities



SLOANE LASWELL

THE KRUEGER TEAM, KRUEGER REAL ESTATE

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

I grew up in the greater Houston area, with my high school being in Montrose. It's extremely interesting to have come back after college and experienced the same areas of town from an adult perspective. I remember thinking that the Washington/East Sabine area was SO far away from things, and now it's become a central area of town! I love watching the city grow and areas of town expand.

WHAT DO YOU LIKE TO DO FOR FUN?

With a baby girl due Oct. 26, I know my idea of fun is changing! I love to work out and have found a home and community at F45 Oak Forest Houston. I also picked up golf when I started dating my now-husband. We enjoy golfing together on the weekends — he has a ton of patience for putting up with me learning such a difficult sport. I love trying new breweries and bike rides and binge-watching the latest Netflix series.

TELL US ABOUT YOUR FAMILY.

I have been married for a little over a year! We have a 3-year-old Australian shepherd named Biscuit and a little girl who will be born on Oct. 26!

WHAT ARE YOU GRATEFUL FOR?

I'm grateful for the opportunity to impact lives around me at a new, exponentially higher level. Not only have I gotten to work with buyers and sellers, but also now I get to help agents be the best for their clients.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has helped me grow in many ways, but I think the biggest is learning to have patience and see things from all sides. Both of these aspects can help both personally and professionally.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In the next five years, I hope to continue to grow with KRE. We've got big plans for the future of this team in the Houston area and more!

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Scaling a team is always a challenge, but scaling and maintaining the level of service this brand is known for is difficult. So I am always looking for ways to help these agents learn, grow, and flourish regardless of what the market is doing.

WHAT ARE YOU FOCUSED ON?

My focus right now is raising great agents around me. Getting a broker's license is one thing; leading a team is a whole different challenge!

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

If I could start my real estate career over again, I would hope to know two things. One, get to know service providers. They can genuinely help your business more than you know, and it's always good to have someone/a group of people you can rely on that is outside of your area of expertise. The second would be to know your contracts and different addendums. It's all overwhelming



at first, but it's important to have that knowledge to be the best advocate for your client.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Having switched roles from agent to management, I'm most passionate about training agents to be the best and most professional agents for their clients, from that initial phone call all the way to the closing table.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I want people to remember me for being someone helpful and willing to be that helping hand.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I recently got my broker's license and enjoyed going back through some of the initial things that a real estate agent is taught to learn. It's easy to forget what you learned during the certification process, so it was a good reset for me. I also am actively finding people to do training classes for our agents. Whether that be lenders, appraisers, inspectors, etc., I think it's important to understand as many aspects of the real estate transaction as possible!





ROCIO GUAJARDO

THE HOME SWEET SOLD TEAM, RE/MAX 5 STAR REALTY

WHAT ARE YOU GRATEFUL FOR?

I am grateful for being able to do something I love and make a living from it. For having a fantastic husband and now teammate who has always supported me.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I try to always stay on top of the changes in our market and the updates of our contracts and legal forms. Getting new designations and certifications is always a priority for me. I am currently SRE (seller's representative specialist), PSA (pricing strategy advisor), SFR (short sale and foreclosure resource), and CNE (certified negotiating expert). My goal for next year is to get my broker's license.

WHAT ARE YOU FOCUSED ON?

Doing things right and always give my best at everything I do, professionally and personally. Trying to get better every day for myself, my family, and my clients.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has allowed me to meet other great professionals in the industry and learn from them. The opportunity to get to know and work with clients from different cultures and backgrounds. Personally, it recently allowed me to become the first source of income for my household, and thanks to that, my husband was able to quit his job a couple of months ago to now focus on being a full-time real estate agent on our team.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I see myself as the leader of a larger team and having an investment portfolio with a few rental properties.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Keeping clients engaged and motivated while giving them realistic expectations with the

current market situation has been challenging lately. With social media and so many platforms always showing us what others are doing, remaining focused on my growth and improvement and not trying to compare myself to other professionals in this industry has always been a challenge for me. It's hard to avoid seeing others as competition and thinking you are doing something wrong or not as good. However, I always remind myself to replace those thoughts with "I can do more."

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Don't be afraid to ask. If in doubt, always go to your broker or a seasoned agent for advice. Get with a broker who will offer you good training and guidance. Take the time to learn the forms and understand the contracts. Always try to be professional and courteous to other agents. This is a small world; eventually, you might work with them again. Don't leave a bad impression.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Providing great service and earning my clients' trust. My top priority is ensuring my clients have a nice and stress-free experience while working with me. Knowing they feel well-represented and confident while going through such a necessary process, like buying or selling a property, is the best feeling for me. I love seeing them happy and thankful at the end of a transaction and know that they will refer me to their friends and family.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

Being known for my professionalism. Again, for always providing excellent service. For always keeping high standards in our industry. For helping others. For being a good person.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

The diversity of cultures. I was born in Houston but grew up in Mexico and went to school there as well. I came back to the United States as an adult, and I think that is what makes me appreciate the diversity in our city even more. Here in Houston, you get to experience so many different cultural celebrations and foods from everywhere. You can get to know people from pretty much all over the world.

WHAT DO YOU LIKE TO DO FOR FUN?

I love gatherings with family and friends. For example, having everyone come over for barbecue and pool time during the summer. Or getting together to play board and trivia games. I love trying new restaurants, foods, and drinks. I like karaoke, but I'm not good at it (please don't make me try)!

TELL US ABOUT YOUR FAMILY.

My immediate family is relatively small. My husband and I have no children (does a spoiled dog count?). Here in Houston, I have my mom, a sister, a brother, and his wife and kids. In Mexico, I have another sister and her family, whom we visit frequently and love spending time with. Also, my mother-in-law, my husband's brothers, and their families are in Mexico.



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LAUREN ASHLEY

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Truly ... I LOVE Houston. I am a huge FOODIE (with an immense love for craft beer) and love the diversity of everything Houston offers. Not only with food but with so many different experiences. We have a diverse community that provides a wealth of opportunity.

WHAT DO YOU LIKE TO DO FOR FUN?

I love to travel and be social! Those are my two biggest aspects of fun ... unless I am exhausted and want to cuddle on the couch with my husband and our 5-pound teacup Pomeranian. Regarding travel, my husband and I play credit card games to take some amazing vacations! But, more importantly, I love to be with my family and friends — whether I am just spending time with them, going out to eat, or hitting up a bar, I love being social in general!

WHAT ARE YOU FOCUSED ON?

The primary focus for my team and personal sales is residential sales through referrals from our sphere and through farming our communities. I was an individual agent last year (with an assistant) and decided that in 2022 I had to make a change after having closed 23 million in sales through 64 transactions. It had been time to start a team YESTERDAY, but I was busy focusing on my clients and not on growing the team. However, in January 2022, it was *necessary*. So I finally pulled in two additional sales agents and a transaction coordinator to continue to service my clients in the best way possible — with integrity, passion, and sanity!

Then as of this November, we have brought on another sales agent in the Heights area, focusing our efforts on an expansion model as we continue the growth of our team. My focus these past six months has included a variety of adventures and duties to continue to grow myself and my team! I aim to continue to service my clients while also

pursuing and developing as a leader/ mentor for my team to ensure they follow with the same authenticity. While we have much-continued growth to happen, this year, we have closed 60 transactions at over 23 million in volume, with two months left! The business activities that have contributed to this success have included a mixture of traditional tricks such as mailouts, open houses and magazine ads to community-sponsored events, support of local schools/ businesses, client appreciation events/ activities, and consistent face-to-face networking/ love of our sphere.

WHAT ARE YOU GRATEFUL FOR?

My supportive husband, family, clients, friends, and community. I have built a strong sphere, referral and farming-based business, which has made working with my clients a fun experience due to my already developed relationships and strong referrals/ reputation that follow with it. While this business brings many long days, nights, and lost time with your family ... being able to run a referral-based business has allowed me to refocus my efforts on keeping those relationships at the forefront of my mind.

TELL US ABOUT YOUR FAMILY.

I have a strong polish background which comes with a large family! It took a huge adjustment for my husband when he met me and married me to learn that I actually hang out with my third cousins and that they are family, but also friends, AND that we have family reunions in good ol' Anderson, Texas! However, I grew up in a single-family household with two other sisters and my mother. My parents divorced when I was three years old; however, it's not that my dad wasn't involved in our lives because he still very much was (and is). It just presented different challenges that have allowed me to grow independently and drove my passion for being better always for my family and spouse in the future. I now have an amazing husband that is

supportive of this career (and the time it takes away from family) and the overall growth of our business together. He has joined my team now, and I am so excited to see this growth together as a family for our future. We have no kids yet but expect to grow our family while we grow this business together.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

It has allowed me and my husband to explore the world because I can bring this business with us as we travel. While this business takes away a lot of precious time with family and friends (as noted in the previous answer); however, it has also allowed me to broaden and continue to grow my sphere and friendships. In that same regard, professionally, real estate has brought out so many aspects of growth for me as a human and a leader in many ways. I have always been career-driven, and this business has allowed me to take that and run with it! I see so much potential in the growth of my relationships and my ability to connect with the community and give back in many different ways. When I re-evaluate myself from when I began this career to now, I see confidence in myself as an agent and a leader. While there is so much growth still to go, I am grateful for where I am now and excited to watch this team's future.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I see growth in this team and the continuation of that even five years from now. I still want to be in production, but I want to be more focused on the



leadership and mentorship of my team. The more I grow this team, the more I see myself loving that aspect of this career!

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

This answer changes regularly! A continued challenge is work/ life balance (shocker!). However, as this team grows, there are so many more challenges that I find need to be faced from not only the stress that comes along with supporting my family but now supporting my team and my employees. It's an entirely different stress than just dealing with transactions and attempting to find the next transaction, but this is always a stress in this business!

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

When reflecting on this question, I reflect on my past experiences. I think of deals from as low as \$80,000 up to \$2 million 30-acre “impossible” deals that I never thought I would sell. It had ALL the hurdles — literally a road going through it that eventually was going to take out the million-dollar beautiful home that was built on it.



SAMANTHA KNOERR



CHRISTY BUCK TEAM, INFINITY REAL ESTATE GROUP

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

I love how much Houston has to offer all walks of life. There is so much for everyone here. The growth, the schools, the sports, and the lifestyle, yet everyone is so loving and down to earth. I love that while the cost of living may have increased this year, Houston is still a very affordable area compared to so many, and yet they do not cut back on what they offer people that live here.

WHAT DO YOU LIKE TO DO FOR FUN?

I am a huge outdoors person, and I love DIY projects. I have two small boys, and when we are not outdoors doing something, we are in the garage rebuilding our home for our lifestyle. Nothing better than spending time with them learning.

TELL US ABOUT YOUR FAMILY.

I have lived in the Houston area my entire life and call Pearland home. I have two small boys, 8 and 10 years old. The skills and experiences I have learned through real estate I carry down to my children. We do goal setting each year, and vision boards for those goals, give back as a family, build as a family, and I could not imagine life any other way!

WHAT ARE YOU FOCUSED ON?

My main focus is to continue growing our company, expanding, and other

investment opportunities! I also want to give back to as many as I can.

WHAT ARE YOU GRATEFUL FOR?

I am extremely grateful for so much! First and foremost, my two healthy children. And second, the opportunities that real estate allows. There are endless opportunities out there, and I am grateful to be in a position to help acknowledge and take advantage of those. I have met many incredible people in this industry, who I now call my friends and family.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has led the way for personal, professional, and financial growth for me! I am also a master coach with Workman Success Systems, where I help coach other real estate professionals across the United States on how to build a business of value. Real estate has also opened the doors to investment opportunities to grow my portfolio in multiple streams.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

My five-year plan includes expanding our real estate company and adding multiple streams of income. I want to be able to help a few charities that are near and dear to my heart on a much larger scale. I also plan to own multiple rental properties in that five-year plan. I plan to also change how real estate looks at admin in our

industry and build a platform for real estate admin!

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Right now, the market is bringing many challenges, but how we handle them and overcome them matters the most. With interest rates rising, inventory low, and values at an all-time high, we are constantly researching and learning to be ahead of the game for our clients. For example, reaching out to lender partners on the unique programs they are offering to offset the interest rates, scripting with our agents on how to guide clients calmly, and thinking our pillars of focus through.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

I would tell an up-and-coming agent to join a solid real estate team offering extensive training, mentorship, and coaching. Many real estate professionals do not come out ahead after their first year because of the lack of guidance out there. In the first year, you must be willing to make less and learn more. It will pay off in the long run.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I am incredibly passionate about business planning and guiding our agents toward their goals. Goal setting and closely tracking numbers are non-negotiable for me. When an agent comes to me and says they want to make enough money to help pay for their parents' bills, that is something I don't take lightly. I sit down, map out what this would look like with the agents, and make a plan to reach this goal. There was nothing better than when that agent came to me a year later and reached that goal!


WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?


I hope to leave the legacy of opportunity behind to others. I want others to remember me for giving and helping. I want to change how real estate is viewed and teams are considered. I want people to always strive to do more than they thought possible because they saw me do that; they saw me push them to do that.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Recently in September, I was promoted to Workman Success Systems Master

Coach. This is the highest level of business coach within their company. It is opening additional doors for me to learning opportunities. I am in the process of building a new program to help others, which that alone is teaching me so much. I plan to continue learning by adding designations to my name, also!






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SCAN ME

SAE (STEVE) YUN



ELEVATUS LLC

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has professionally gotten me into the network that I have. It had opened the door for my connections here in, locally, and nationwide. It generated wealth for my family. Personally, real estate has allowed me to meet and work with many great people — knowledgeable and like-minded people with that I can build lifelong lasting friendships and relationships.

WHAT ARE YOU FOCUSED ON?

I mainly focused on residential buy and sell. However, I recently got involved in the development side of the real estate business.

WHAT ARE YOU GRATEFUL FOR?

Grateful for the opportunities I got in doing business. The people who supported me and my business in the community. Also, thankful for my family, who helped me the most during the ups and downs.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In five years, the goal is to have a strong team of real estate and insurance agents contributing and thriving in the Houston community. Also, with my networks, I hope to contribute and focus on what I love most: getting connected with people. Building a real estate and insurance empire is the end goal.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

One of the biggest challenges that I am having is to raise the younger generation of REALTORS® and keep them motivated during the current real estate market by building that personal relationship and working side by side to guide them on the directions and goals they want to achieve, not only in real estate but in life as well.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Set a goal and keep moving forward. It may seem challenging initially, but it will not take you anywhere if you don't try and move forward. Just keep grinding, and your day will come.

WHAT ARE YOU MOST PASSION-ATE ABOUT IN YOUR BUSINESS?

Educating people. I am passionate about educating people on how to create their wealth through business, real estate, and tips in life.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

Real estate and insurance empire, of course. But reputation is what I am aiming for. I would want people to know me as a person who is great at what I do, knowledgeable, and passionate, and also a great guy to work it. So marking a positive reputation in my name is what I am striving for every day.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Experience sharing. Besides the standard CE courses, educational knowledge, and market updates, I love hearing and sharing experiences with people and from people. I believe experience is the most valuable thing to have.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

The diversity. I love people in Houston have diverse backgrounds and cultures. It allows me to learn from everyone I meet. Also, Houston is a mixture of city and country. So, it's got the busy lifestyle that cities have and the relaxing lifestyle of the country.

WHAT DO YOU LIKE TO DO FOR FUN?

I enjoy my time with my family. Bringing them to new places, traveling, and seeing the world. I also like to have time to relax and distance myself from busy work.

TELL US ABOUT YOUR FAMILY.

My wife and I work together as a team in the business. Children are the motivation for me to strive and do better every day. Without their support, I won't be the person I am today.



TARA MCMEANS

COMPASS RE TEXAS LLC, THE KRANTZ LINN GROUP



WHAT ARE YOU MOST PASSION-ATE ABOUT IN YOUR BUSINESS?

Taking care of people. Whether it's helping them buy or sell, picking out paint colors, or just being someone to call when they need something. I believe in fostering genuine relationships with people so they know you are trustworthy and you always have their back — not just when they need to buy or sell. This type of attitude creates longevity.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

In addition to raising them to become good people, my husband and I want to teach our children how to invest and make smart business decisions. I believe it is essential to teach these lessons when they are young. It creates confidence and a belief system that they can achieve anything they want. I want our children to be the most confident, genuine, and smart people possible, and our lifelong goal is to lead them in this direction.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

I love the job security that Houston provides! Despite economic conditions, the Houston area tends to be a safe place for jobs, and I appreciate that for myself and my friends and family. And, go, Astros! The food scene is pretty good too.

WHAT ARE YOU FOCUSED ON?

I am focused on providing top-notch service to every single client. I accomplish this through my high-tech, high-touch approach using the best technology resources that create interest in my clients' properties and my high level of personal communication and expertise. Ensuring my clients receive the best deal possible

and feel cared for is of utmost importance to me.

WHAT ARE YOU GRATEFUL FOR?

I'm grateful for my family, which is my "why" for everything I do. My husband supports my business and my drive to succeed while being my partner so that I can accomplish these goals. I'm eternally grateful for my friends, family, and clients who continually allow me to service their real estate needs. My clients tend to turn into friends and family, so I'm grateful for this fun and rewarding career that is so people-driven and fun.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

The list is endless. My husband and I have recently started investing in real estate, which is possible because of what I've learned throughout my career. I've also grown a robust sphere of friends and family over the last decade while selling real estate. In addition, I have people on my "team" who are there for me professionally and personally because of my experience. My life is richer in so many ways because of my career, and the most important way is the amount of compassionate and genuine people I have met along the way.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In five years, I see myself servicing my real estate clients just as I do today, but with a higher level of business. My husband and I will also have built a strong portfolio of real estate investments. I recently received my broker's license, so there is a potential that I will open my own brokerage in the next five

years if the opportunity presents itself and it makes sense. I tend to let things happen organically, so we will see what happens. But, without a doubt, I will represent my clients and will have that much more experience to help them achieve their goals. I also see myself driving my young kids around to their school events and sports practices and staying busy with that also.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Right now, the market has softened slightly due to higher interest rates. It is somewhat challenging to explain to buyers that it is still a great time to buy despite the higher interest rates. However, I explained that six months ago, buyers were paying 50k over the asking price but with a lower interest rate, so it balances out. Another challenge is getting sellers off the fence and getting them to list their homes now. Overall, it is still a strong market, and when we (as a team) make their house look perfect for showings and price it correctly, we will obtain an excellent price for their home. Clients have to know that you are on their side, and they have to know that together we are a team. In these changing times, I must communicate and show them that properly.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Stay the course and be disciplined. Make your daily calls and write your hand-written notes even (and especially) during times when your phone doesn't ever seem to ring. If you stay the course, you will be rewarded with continual business even during downturns. When the market is hot, save your money so that you are fine when the market shifts because what goes up will come down, and discipline will keep you safe.



KASHMIR

CORTAVE



IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Run!! Don't do it! Kidding!!

WHAT ARE YOU FOCUSED ON?

I am focused on becoming a better me in 2023 and breaking through the barriers and challenges I set for myself in 2022. I like to listen to new agents, old agents, lenders, and friends who have previously used a family member or friend as their REALTOR®. I focus on asking what they like/do not like about their home-buying process and try to make changes to better accommodate their needs. Part of my goal this year was to improve my Spanish-speaking skills and focus on learning real estate terms to help my Hispanic clients better understand the process.

WHAT ARE YOU GRATEFUL FOR?

I am truly grateful for every single experience, both good and bad, in my real estate career! My clients trusting me 100% with this huge milestone in their lives is one of the best feelings. I am also grateful for the people who have helped me become a better real estate professional! Allowing me to vent, having patience with such a demanding career, and helping me when help was needed.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Personally, real estate has allowed me to stop bartending after 11-12 years. I was a single mother for a very long time and could not afford child care to work a 9-5. I worked from 10:30 p.m.-3 a.m. My boys never saw me leave, and I was there as soon as they woke up. I took pride in the fact that I did not make them late to school, and I was always there to drop off lunch or meet with their teachers. Real estate has allowed me to continue to be there for my children and start my career.

Professionally, I have gained so much knowledge about homes and how they function. I know what buyers are drawn to and what they would change

had they designed the home themselves. Learning how to read and comprehend what they want and need has helped me ensure that my buyers are happy with their final selections.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In five years, I would love to become a developer while still serving my community as a real estate professional. I can listen to clients' wants and needs, keep up with the latest trends and floor plans, and know what matters the most when purchasing a home. Is shiplap necessary, or should those funds be allocated towards a tile floor in a shower instead of a basic shower pan? Knowing what will make a house feel like a home when developing a community is so important. What the developer may like versus what consumers like can be completely different. I want to create that warm feeling a buyer gets when walking into a model home, that feeling that makes a buyer say, "Wow! This is it. This is the one!"

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

One of the biggest challenges was the abrupt market shift! This change occurred from one day to the next, and having to explain to sellers that, for the most part, multiple offers and listing a home on the higher side may not be beneficial proved to be quite challenging. It may be better to list just under the average sales price to draw in the buyers we want. We have to ensure we hit that sweet spot to pull in as many potential buyers as possible within the first seven days.

When working with buyers, it is the complete opposite. Having to explain that it's not that the homes are losing their value but that homes are just not being sold for more than their value anymore. It might be offensive to submit an offer of \$50K less than the list price on a home listing at \$250K. That may not be the most beneficial tactic if we want our offer to be accepted.

When I first thought about becoming an agent, I reached out to my current broker. She told me, "It's not as easy as it looks, and it is very expensive to start." I asked a few other agents, and I felt like every agent was slamming the door in my face. I did not allow that to discourage



me. Instead, it motivated me to push harder and ensure I was the best I could be. When someone does reach out to me, whether to "pick my brain" or they have already signed up for the courses, that feeling of discouragement always hits me again. I take the time out of my day to meet that person face to face to answer as many questions as possible based solely on my personal experience. Meeting in person is so crucial because there typically are not any distractions. DO NOT GIVE UP! It is not easy, but nothing worth having comes easy!! Try not to set unachievable goals with deadlines!! Try to be realistic and only compete against yourself!

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I am the most passionate about the home itself. When a buyer has specific wants in their home, but those wants supersede their budget, I remind them that everything in and on a home can be changed except the location. If you want granite, and we keep passing up homes without it, we could pass up some really good homes. Let's look at the structure of the homes without granite and get someone out here to estimate what replacing that countertop may be. Sometimes, a home just needs some love, paint, and color to look like what is out of your budget. Don't pass up a good opportunity over what may be a simple fix.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I hope to leave behind a legacy of love, honesty, passion, and dedication. It is very rare for me to "pass" on a client. All clients get equal treatment, whether you want to lease a one-bedroom home or purchase your million-dollar dream home. I want clients to say, "She really worked with that landlord

to explain that my credit was low because of medical bills," or "Kash helped me lease my first space, and now I own the retail center."

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I have started renovating and building homes from the ground up. Knowing how a home fully functions and what to look for when touring a home is so important. It's really easy to open a door for a client, stand in the kitchen, and wait for the tour to end. Submitting an offer is repetitive information. Educating clients on the home based on what the eye can see is so much more helpful when it comes to our inspection reports. Since I have prewarned clients about potential roofing or plumbing issues, they typically do not get cold feet because they were already expecting it. Guiding buyers with realistic repair values based on personal experience allows a buyer to be calmer when making such a large purchase.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

I absolutely love how diverse our city is. I love learning about other cultures and different traditions. Before my career in real estate, I had no idea how important it was to know which direction the front door was facing and, to be honest. There were parts of the city I had never traveled through before. Houston provides so many opportunities to all ages and generations. I have met some highly successful individuals under the age of 30 and others who have become successful after retirement.

WHAT DO YOU LIKE TO DO FOR FUN?

I love traveling. There is no better way to spend free time than creating memories that last a lifetime. Trying authentic food and listening to stories from families worldwide makes me appreciate what I have at home. We get so caught up in our daily lives and want what social media makes us think is cool that we forget to appreciate the fact that we have hot water or local grocery stores.

TELL US ABOUT YOUR FAMILY.

There are five of us — my wife of four years, two teenage boys who are 15 and 16, and our new little guy who is 5 months old. My boys are in high school and very dedicated to football. Football season is a busy season for me. I can count on one hand how many games I have missed in their 10-year football career. Our new little man has reminded me to have patience! I have to really stop and ask myself, "Why is he crying? Has he eaten? Does he need to be changed? Is he tired?" I just have to listen to him, that's all. My wife is my biggest support system, my backbone. Her passion for building and my knowledge of the market and its trends have made us what some would say "a power couple." All four of them keep me going and make me push harder when things get tough. They're amazing and deserve the world.

KYLE POSTMA



WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

The legacy I want to leave behind is the work ethic I have. I want to be known as a go-getter and someone that wasn't doing something for himself. There's a bigger picture when you look at real estate. It's not just a transaction; it's typically the biggest purchase in a person's lifetime, and that's not something to take lightly.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I'm always learning, whether from someone else's mistakes or my own. You always want to make it a learning experience and never make the same mistakes twice.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Houston is such a melting pot. The number of different people in the same area is fascinating. And getting to know two completely different people is always cool to me, to learn their stories and get to know people.

WHAT DO YOU LIKE TO DO FOR FUN?

I love to play sports. Having been a quarterback for the University of Houston, my competitiveness is still there, and I will always need that in my life. I always have the attitude that no matter who you are, you are not going to beat me.

TELL US ABOUT YOUR FAMILY.

My mom Anita Notaro works for Highland Homes in new home sales. My dad Kirk Postma

works for Saudi Aramco. I have a younger brother, Shane Postma, who works as an accounting analyst for PCS. And I have a half-brother, Kirk Postma Jr., who lives in Florida.

WHAT ARE YOU FOCUSED ON?

I'm focused on being the best version of myself every day and giving my clients the best service while making it an enjoyable process on such a huge purchase.

WHAT ARE YOU GRATEFUL FOR?

I'm grateful for everything! Nothing in life should be taken for granted, and every day we get on Earth is a blessing. Also, being in a position to help people with purchasing a new home is an amazing feeling; just knowing you helped a family purchase a place where they're going to make the most of their most cherished memories is such an awesome feeling.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

I've made some amazing connections through real estate. Every day is a learning experience; my broker Marion Negron teaches me new things almost every day. I couldn't be more grateful to learn from a real estate professional like him. Being around the best every day helps you to become successful quickly if you can learn the "why" behind everything they do.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In five years, I honestly have no idea. I plan to become better than

I was last year; the sky is the limit if I can achieve that.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Right now is a super hard time with the way the rates are and the buyer's uncertainty. So this is where the best of the best get back to the basics and work harder than ever to flourish during such a rough time.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

I would say make a schedule and stick to it. The worst thing you can do is not take advantage of the short time throughout a full day. Being a REALTOR®, your time is very flexible, and it's easy to not utilize your time efficiently.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I'm passionate about creating an easy home-buying process with my clients and getting them the best property possible because I know this is where they'll lay their heads down to sleep at night. I want them to love every bit of the process because it's a very stressful time.



MYKA SANDERS

UPSCALE REAL ESTATE SERVICES

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Have plenty of money saved, and make sure you have a clear understanding of the business: what it takes to be successful (the good and the lessons), and a "why" for why you are getting in the business ... from there: solid training, great mentors and get a real estate coach!

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Helping the marginalized, closing the wealth gap, and helping single moms.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I want to leave a legacy of service, helping others, and shattering glass ceilings for women! A foundation, LeAnna's House, helped single mommas and changed the trajectory of their families.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Being involved in our local and state associations helps me to continue learning ... taking part in the Texas REALTORS® Leadership program has taught me so much and connected me to peers that have increased my skill set tremendously and sparked an interest to get more involved in our local associations.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

I love the diversity!

WHAT DO YOU LIKE TO DO FOR FUN?

I love spending time with my only son, entertaining at home with good food, or listening to live music.

TELL US ABOUT YOUR FAMILY.

I have a 13-year-old son that keeps me busy when I am not working! He is intelligent, loving, and handsome, with a smile that melts your heart.

WHAT ARE YOU GRATEFUL FOR?

I am grateful that I am blessed to run a company that allows me to help people acquire wealth, close wealth gaps, and provide for my family. I am grateful to work in my ministry, real estate. Finally, I am grateful for my village that helps with my son to allow me to run my business.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I see myself with multiple office locations nationally thriving and being able to purchase a home for a single mom annually.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

I think, similar to most REALTORS®, running my business as a business and ensuring my agents are doing the same and preparing them for all seasons/cycles of each market.

UPSCALE
REAL ESTATE SERVICES

JAIIME

MALDONADO



LUCKY MONEY REAL ESTATE, BIZZY REAL ESTATE GROUP

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has opened many opportunities to help others while growing my career. Professionally, I feel like I finally found the career I see myself in for years to come.

WHAT ARE YOU FOCUSED ON?

Residential real estate

WHAT ARE YOU GRATEFUL FOR?

For the opportunity to help my community while doing what I enjoy.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

Still in real estate, helping out the clients I have previously helped with much more production. I also see myself being more involved in my community.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

For always having time to help.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Some of the challenges I am facing as a new agent, but I understand, is that the market shifts, and as a REALTOR®, I need to learn to shift with it. I love this challenge, and it only affirms that I am in the right career.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Be consistent and figure out what you enjoy doing to earn business. There are so many ways to receive business.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Helping people, even if that meant I did not receive anything monetary. Some people just want to be educated on how real estate works and the process of buying their first home.

TELL US ABOUT YOUR FAMILY.

It's only my siblings and me, no parents. I have an older brother, two younger sisters, and a younger brother. I am the second eldest. We spend a lot of time together.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I am taking classes, attending weekly training sessions with my brokerage, and reading a lot. I am also learning from others' mistakes.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

The different cultures and the food! All of the different cultures coming together in one city makes me know that we all can come together and get along despite where we come from.

WHAT DO YOU LIKE TO DO FOR FUN?

I like to be outdoors, involved with the community, travel, pool, and, of course, real estate.

LUCKYMONEY
REAL ESTATE



KATHERINE

NEBEL

Photo by Jason Dotson, Doston Photography

STYLED REAL ESTATE

WHAT ARE YOU GRATEFUL FOR?

I'm grateful for so much. My wonderful husband was so supportive when I made a complete career change five years ago and decided to dive head-first into real estate. He continues to outdo himself now that we have two toddlers at home, holding down the fort some evenings and most weekends when I'm helping clients. I'm grateful for my friends and family who trusted me to help them with their real estate needs when I was just starting and still to this day! My excellent business partner, Allison Dragon, took a leap of faith with me last year and started our own team. Together we've grown our duo into a team of seven. I'm grateful for my past clients — for trusting me throughout the process and for becoming friends along the way. So many of them have treated hard situations with so much grace. I'm grateful for my parents, who demonstrated such phenomenal work ethic. Finally, I'm grateful that I wake up every day and love what I do!

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has opened so many opportunities for me. It has allowed me to determine my own level of success. I am in charge of

my future! Being in this industry has given me the opportunity to better connect and reconnect with friends, make SO many new friends, learn from people I would have probably never known before, and get involved with my neighborhood and community. It has also been such a blessing for my family. My children love nothing more than to randomly "go to work with Mommy" on a Saturday morning showing!

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

I would say plan to WORK. This is a fantastic and fulfilling career, but you have to put in the effort. Pick a brokerage that will focus on and acknowledge your success. Find a group of like-minded REALTORS® that you can lean on and meet with to ask questions and toss around ideas. Most importantly, learn early on to put down your phone for an hour every evening to focus on your family.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I am genuinely passionate about HELPING families, whether it is a first-time homebuyer unsure about where to start or a seasoned homebuyer purchasing their third or fourth home. A seller who is stressed out about relocation and needs me to remove the

burden of selling their home, or a family who lived in their home for 20 years, raised children there, and have a home full of memories. I have loved working with each of my clients and hearing their personal stories. It is truly my favorite part of my job.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I am in the Texas REALTOR® Leadership Program class of 2022. I am so honored to have been able to learn and grow with some of our industry's greatest leaders over the last year. I also run a team of seven agents, so I'm always thinking of ways to expand my knowledge for my team. My business partner and I often host trainings for other agents at our office and encourage our agents to attend trainings at other offices and title companies. I also passed my broker's exam in the spring of 2022.



REAL ESTATE
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TYLER GREEN



WHAT ARE YOU FOCUSED ON?

I am focused on helping as many families as possible build wealth through real estate. My family learned later in life how important owning a home is. I want to help people fast-track and understand that home ownership is great.

WHAT ARE YOU GRATEFUL FOR?

I'm grateful to be alive. I kind of work backward: I always wonder what people would say at my funeral or on my tombstone. I want positive things said about me and for people to be proud of the life I have lived.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Being in this industry, I have met some of my closest friends I would have never met if I was not in this industry. Opportunities it has helped me grow and develop faster than any career I have had before. From dealing with people to negotiating deals, I have learned so much in a short time.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In 5 years, I saw myself owning multiple properties, helping as many families as possible, and referring as many people as possible to help grow my business and everyone else's at the same time.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Of course, this market. Like everyone else but I am telling the clients

to have this mindset. Rent and home prices are still rising. If you lock in something now, your mortgage can only go down, not up. When the rates go back down a bit, refinance and get it cheaper or wait a few years and upgrade to something better.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Find someone who will let you shadow them, figure out the system and process and find an excellent brokerage that will invest in your future.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Helping people discover that building wealth through real estate is a great thing. My family learned late in life about investing, and I want to help families find out as fast as they can. This is a great tool for building wealth.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

One to where my Friends and family say I did nothing but live my best life and help as many people as possible.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I have a great coach at our brokerage who is constantly teaching us ways to build our sphere

and take care of our clients in the best way possible. I stay up-to-date on the market.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

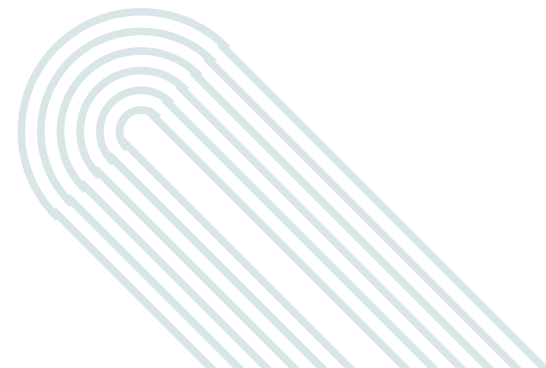
I love how Houston is diverse and a big melting pot of culture and people. From the food to a constant event on any given weekend. In Houston, you can always find something to do.

WHAT DO YOU LIKE TO DO FOR FUN?

Health is wealth. I love the gym, going to museums, and hiking.

TELL US ABOUT YOUR FAMILY.

My family is very diverse. My mom is Japanese, my dad is black, and my other siblings are mixed as well. They have always supported me in any career choice I have made in life.



MEGAN GARZA

Photo by Monica Jimenez, Monro Photography



WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

We are passionate about giving our clients the best real estate journey they can have while setting those expectations upfront. Their story matters the most. It's all about crushing goals.

WHAT ARE YOU FOCUSED ON?

We are focused on our daughters, family, and business growth.

WHAT ARE YOU GRATEFUL FOR?

We are entirely and wholeheartedly grateful for our daughters, who push us to be the best parents and role models. Also very thankful for our clients/VIP supporters, coaches, mentors, and good health.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Personal opportunities — real estate has allowed Joe to leave the oil field and be home full-time (super grateful for this, especially when you miss so many milestones). We are bringing our video game skills up a notch, lol, and also being able to give back to our community more than ever.

Professional opportunities — real estate has allowed us to meet some of the most influential individuals within the real estate world. There are investment opportunities and becoming a mentor and a trusted advisor to so many.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

We see our team in a beautiful, successful office with organized systems, 100+ transactions at an average of

WHAT DO YOU LIKE TO DO FOR FUN?

We love to watch our daughters play select softball, travel as a couple, and take family road trips! We also love some good food and laughter!

TELL US ABOUT YOUR FAMILY.

Joe and I are high school sweethearts (woohoo) and best friends. We have two beautiful daughters (9 and 14 years old) who keep us laughing and on our toes. They both play competitive softball and keep us extra busy. We also have three rescue animals that we love so much. Before real estate, Joe was in the oil field for 13+ years and worked offshore for seven years. I have a background in the medical field for 8+ years. We both come from large families, so family time is super important to us.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

It's definitely in a different market from past years, along with new challenges in our daily lives outside real estate. Still, we remain open-minded and focused on getting as much education as possible to stay on top of this ever-changing market and time. At the end of the day, you wouldn't grow without challenges.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

I would say this is the best opportunity to improve your life, but you have to be willing to put in the work constantly. It will never be easy, but if you have the right mindset, you can do so much. Be hungry, don't give up, and remember, a closed mouth doesn't get fed!!

\$350K per unit, a recognized brand, and a global real estate opportunity. Our daughters will be some of the top agents on our team, and we will be working on building our dream home.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I think the legacy we want to leave behind is that Joe and I put our heart and soul into everything we did for our family and the hard work we put in, so we could be at our daughters' school events, softball games, daddy-daughter dances, and birthdays. We also want to be remembered as friends who would help at any time and how we loved giving back to our community. Also, it doesn't matter where you come from; you can do anything you hustle for and be anything you put your mind to. Don't make excuses. Life is better facing everything head-on.



MARITA CORKILL



WHAT ARE YOU FOCUSED ON?

Growing my brand, selling, buying, and being a mom and wife!

WHAT ARE YOU GRATEFUL FOR?

My family, my referrals, my group, and my life

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

I've met some amazing people who have become friends for life. Opportunity to navigate some interesting deals and work with professionals in the industry. It has helped me purchase homes, land, and a living.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

Still raising kids, growing my group, and hopefully building a few commercial spaces.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

The market. It has slowed, so how can I help others in my group?

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Go all in. How can you market yourself, grow yourself, and help others?

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Growth! In sales and professionally. Also, growing my group.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I have four kids, ages 11, 10, 8, and 6. I would love to leave them a business they can move into, whether building, selling, developing, title, or insurance. I hope



those in the industry will always think of me as a team player, kind and caring for my clients and business.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

We host weekly meetings to help our agents in their personal growth.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

The culture! The food! The different areas!

WHAT DO YOU LIKE TO DO FOR FUN?

Raise my kids! They are active in sports, so we are usually on a field or a court every weekend. They are at a great age to travel. I never got to travel growing up, so I feel blessed to now travel and explore the United States and the world with my husband and kids.

TELL US ABOUT YOUR FAMILY.

I have been married for 13 years to my husband, Nick. We met in college at Southwest/Texas State University. We have four kids: Max, Kaylee, Miles, and Kendall.

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COMMUNICATES

We know that you realize how the home inspector conveys his inspection findings can have a direct effect on whether or not your transaction moves forward. At GC Home Inspection, we are committed to being neutral and non-scary when we communicate our inspection findings to your homebuyer.

TRANSACT

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JESSICA ZAMORA

LUCKY MONEY REAL ESTATE



WHAT ARE YOU FOCUSED ON?

My main focus is to help spread real estate knowledge to first-time homebuyers. My main focus is informing minority communities that owning real estate is a realistic goal. At times, I feel that our minority and lower-income communities don't have access to seminars or information to help them get started working towards owning property. I love to help my clients with great lenders and great credit repair programs so that even if they can't be approved at the moment, they are set up to work on their situation so that in a year or two, they are ready to purchase. Knowing you are helping a dream truly come true is a great feeling.

WHAT ARE YOU GRATEFUL FOR?

I'm grateful for my family, who continues to support and motivate me daily. They allow me to work a full-time corporate job and then continue to build my real estate career part-time. I'm grateful to my mentors and coaches who can pick up the phone at all hours of the day when I have questions because I do real estate during odd hours sometimes. They have been a great source of ideas in helping me grow my business tremendously. I'm grateful to my clients who put their trust in me and allowed me to join them on their journey to finding their perfect home. It's a beautiful feeling knowing you helped someone accomplish a goal that seemed at some point like an unattainable dream.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has given me a satisfaction I never knew I wanted or needed. I never knew how empowered I'd feel to see a family move into their home, see a new college graduate become a first-generation homeowner, or help a family start their rental portfolio. The simple satisfaction that you helped someone reach a goal. This has given me an excellent opportunity to get to know and support some great people. Professionally I have met some very impactful and knowledgeable people in real estate that continue to motivate me to help our Houston Metropolitan families. Meeting these incredible real estate professionals helped me realize there is room for everyone, and we have a lot of work to spread ownership information.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I see myself as a full-time real estate agent and possibly having a team to continue spreading real estate knowledge. I'd love to do a podcast where buyers and sellers can tune in and be informed on the ever-changing Houston Housing Market. I think everyone should have a goal for some real estate ownership, so I will continue to work towards helping more people connect to resources that can make that happen.



WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Right now, as a part-time agent, it's time. I don't have enough time to dedicate to farming to include more families in my circle. So time is a challenge. Another challenge is misinformation. Some people have these preconceived thoughts that keep them from believing what you're informing them on real estate. Unfortunately, most of the time, people have received misleading or outdated information, and it's tough to change their minds.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Don't get discouraged. We all have bad days, and we all meet rude people, but don't forget that there are truly honest, hard-working families that need our help navigating through real estate. It will require hard work and dedication, but the result will be rewarding. Also, find a brokerage that suits you. We often get into brokerages that don't accommodate your

personality or goals, so do your due diligence and select a brokerage that aligns with your goals.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Definitely helping people. Nothing is more rewarding than seeing families realize their dreams. I also want my clients to understand the process and why we require or do anything. I help my clients understand how we will make their dream come true and what it will require.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I hope to continue to be a trailblazer in this industry. I hope to exemplify that honesty, integrity, and hard work go a long way. I want to have families truly be grateful for helping them.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I'm taking the mandatory CLE, but at my brokerage, I help organize monthly fun games that help educate fellow agents with course materials we've reviewed for the month. These monthly games help our agents remember the material in a fun way that's let's traditional from your sit-down classrooms. It's really just a fun time as we continue to stay informed in our industry.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Our Houston diversity is like no other city. I think our city has so much to offer. You are always around the corner for good food, family entertainment, or recreational activities. Our city is beautiful and accommodates a wide spread of interests.

WHAT DO YOU LIKE TO DO FOR FUN?

I'm extremely competitive, so anything to do with sports is always fun. I do triathlons, run 5ks, play volleyball, cycle, and anything challenging is always a plus. I love spending time with family, so checking out local family friend activities is always fun.

TELL US ABOUT YOUR FAMILY.

My husband is extremely supportive of my career and an incredible teammate. He believes in me more than I do in myself. He motivates me daily and helps with my daughter whenever I have showings or open houses. My daughter is the most fearless little person I know. She always wants to show houses with me. She says she will sell houses like mommy one day. My mom is why I'm so ambitious she has been a business owner for over 20 years and has always shown me a true work ethic. My brother, friends, and family always support my business. They share, comment, and like my media posts, and I get a lot of referrals from them.



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TREVIN OBERKROM

CB&A, REALTORS, THE KROM GROUP



WHAT ARE YOU FOCUSED ON?

Currently growing my real estate team in Texas. We are a top 1% producing team, but we have room to improve.

WHAT ARE YOU GRATEFUL FOR?

Being surrounded by great support from my brokerage and my team. We have made a huge impact in the last couple of years, but we are only scratching the surface of where we can go.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Personally, it has allowed me to get much more involved in my local community as we as develop some great friendships with clients and local businesses. Professionally, real estate has pushed me out of my comfort zone and taught me a lot about my real estate goals.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

Running a team of 10 to 15 agents combined in Houston and DFW. Top 1% of production in all of Texas. I also hope to travel more and invest heavily in portfolio properties.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Interest rates and affordability with the inflated economy

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Buckle down from the very beginning; treat this like you are running a Fortune 500 company and not running it like a hobby. Build systems for everything and master efficiency.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Developing a huge influence in our local communities, growing our team, and helping my agents reach all their dreams and goals along the way.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I want my clients to feel like they are treated like family. I want to be known as the Boss that pushed, motivated and encouraged, and influenced my agents to be their very best and helped them reach all their dreams.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I am also involved in multiple professional development committees within the local MLS. I was one of 35 agents who just graduated from Houston's 2022 Texas REALTORS® Leadership Program.



WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

It's HOME! I grew up in the DFW area, and while I love north Texas, Houston is home! The vibe and lifestyle here are very different. It's the perfect mix of creative, comfortable, secure, and thriving!

WHAT DO YOU LIKE TO DO FOR FUN?

Travel ... my family and I like to sneak away from Houston for day trip get-aways and even quick two or three-day weekend Air BnB trips to new places we haven't traveled before.

TELL US ABOUT YOUR FAMILY.

I am married to my beautiful wife of 11 years, Amber. I have a 13-year-old stepdaughter Madeline, and we have three animals. My family is my world! They are why I do everything and strive to be at my best every day. I never want to fail them or let them down. I am blessed!

@realproducers

DWI DEFENSE LAWYER
TYLER FLOOD
& ASSOCIATES, INC.

713.224.5529
TYLER@TYLERFLOOD.COM

MOST DWI WINS OF ANY ATTORNEY IN HOUSTON*

NOT GUILTY - Failure to Stop and Render Aid - Fatality - Cause No. 1558495 - 248th Dist. Ct.
DISMISSED - Felony DWI with Child Passenger - Cause No. 1219121 - 338th Dist. Ct.
NOT GUILTY - DWI BAC over .15 - Cause No. 2351925 - HCCCL#4
NOT GUILTY - DWI - Cause No. 2329586 - HCCCL #11
NOT GUILTY - DWI 2nd Offense - Cause No. 2312687 - HCCCL #3
NOT GUILTY - DWI 2nd Offense - Cause No. 2301341 - HCCCL #12
NOT GUILTY - DWI BAC over .15 - Cause No. 2286175 - HCCCL #5
NOT GUILTY - DWI - Cause No. 2285979 - HCCCL #2
NOT GUILTY - DWI - Cause No. 2221386 - HCCCL #7
NOT GUILTY - DWI - Cause No. 2202703 - HCCCL #8
NOT GUILTY - DWI - Cause No. 2201805 - HCCCL #11
NOT GUILTY - DWI - Cause No. 2190328 - HCCCL #1
NOT GUILTY - DWI BAC over .15 - Cause No. 2190328 - HCCCL #1
NOT GUILTY - DWI BAC over .15 - Cause No. 2183629 - HCCCL #13
NOT GUILTY - DWI 2nd Offense - Cause No. 2180114 - HCCCL #10

*From 2017 to present. All DWI not guilty verdicts and all DWI dismissals from Harris County District Clerk's records as compiled on www.showmethejustice.com

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WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I can sum up the legacy I want to leave behind in a phrase; “Don’t look for motivation; look for what drives you. Motivation only lasts for a moment,

but the drive keeps you going.” Nothing in life comes easy, but our decisions and reactions are the two things we can control. When you have the drive and you know where you’re going, only you can stop you. So always push and never quit; life can be exactly what you imagine. The possibilities are endless.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Houston being the Land of Opportunity, is what I love most. Houston offers it all if you’re an entrepreneur, looking for a better career opportunity, or just needing a fresh start. I also love the food and the great weather! Being initially from New Jersey, I can appreciate the warm winters here!

WHAT ARE YOU GRATEFUL FOR?

I am grateful for the people I’ve met in the real estate industry and the opportunities real estate has afforded me. My broker, Chris Sears, is absolutely amazing. I’ve also met numerous agents that have become lifelong friends.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In five years, I see myself becoming a broker. I’m passionate about helping and supporting new agents to become successful. Being an agent focusing primarily on apartment locating, I’ve realized there’s a gap in full-on support with dealing with multi-family rentals without taking significant commission splits. With my previous experience

in property management, I want to bridge the gap and create endless possibilities for real estate agents that want to pursue locating.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

The advice I would give up-and-coming agents would be to go all in. What you put in is what you get out. I would also suggest starting off with doing rentals and apartment locating. The reason is that there will always be more people renting than owning, and renting is primarily the first experience people have with real estate. Dealing with renters allows you the opportunity to nurture a client-agent relationship and build trust and rapport during renting and, eventually, the home-buying process.



TORY RAMIREZ

THE KRUEGER TEAM, KRUEGER REAL ESTATE



WHAT ARE YOU FOCUSED ON?

Currently, I’m focused on becoming a better leader and working on

being a more efficient role model for the agents at my brokerage. My goal is to excel at the highest level and be a shining beacon of influence to those around me. In addition, I am pursuing another year of being a top producer and would like to help build out better routines and habits for not only myself but also the other member of my brokerage.

WHAT ARE YOU GRATEFUL FOR?

I’m grateful for the opportunity to help people begin the next chapter of their lives. It means so much that I can become a party of people’s home-buying stories. Buying a home is one of the most significant purchases an individual can make, and I’m always extremely honored when a prospect selects me as their agent.

What opportunities has real estate opened for you, personally and professionally?

Real estate has opened a plethora of opportunities for me in the past couple of years. Personally, it’s helped me become more emotionally aware and has helped me become more confident and self-assured. Professionally, I’ve won Top 20 under 40 and Texas REALTOR® to Watch and have been invited to speak on Panels. In addition, I earned a position as a recruiter and coach at my current brokerage and have continued to delve into leadership roles in and out of real estate.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In the next five years, I see myself as a nationally recognized coach responsible for a new generation of emotionally intelligent, empathetic, highly competent salespeople in the real estate industry.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Some of the challenges I’m facing now are the shifting/balancing market and teaching my agents to understand what this means for everyone and how to maneuver moving forward. Essentially, this is the time to be patient, educate your client, and build strong relationships with prospects.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

My advice would be to build strong relationships with people in the industry and seek a mentor willing to help you navigate the real estate profession as a whole. Getting with the right team and being under the right leadership early in your career can fast-track you to a long-lasting fulfilling career. Research the team/mentor you would like to learn from. See how you can add value and what you can gain from them.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I’m most passionate about being a problem solver to those in need. In sales, our primary function is to identify our prospective client’s pain threshold/problem and actively seek ways to help them get to the finish line.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I hope to leave a legacy of young men and women who remember me for helping build out their careers. Not just that, I have a dream that everyone I encounter and assist, they pay it forward and do the same. For instance, I’ve had plenty of mentors in the industry who have helped me become the person I am today and the person I will ultimately become when it’s all said and done.



My current goal is to help the new generation of salespeople with the hopes that I can change their lives and positively influence them, that they have no choice but to pay it forward to the next man or woman who comes to them seeking their greatness. And so on.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I’m taking CE classes, including negotiation skills and team leadership training, and I plan on attending Landmark.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

I love the diversity. Houston is a melting pot full of life, energy, and love. I truly appreciate that all people, from all religions, races, and creeds, all come together in harmony, and we begin to share cultures with one another, from the food to their religious traditions. It’s truly amazing.

WHAT DO YOU LIKE TO DO FOR FUN?

I like to read, play VR games, spend time with family and friends, work out, and go on bike rides. I also enjoy discovering new restaurants and hanging out in spots in the city.

TELL US ABOUT YOUR FAMILY.

My parents are high school sweethearts; both attended Wrillowrdige High School in Houston, Texas. My Father was a veteran and served in the Air Force. I was born in Cannon Air Force Base, NM, and my brother was born in Ramstein Air Force Base in Germany. My brother is also a real estate agent and is just now coming into his very own success story.

JORDAN WRIGHT



WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

“Carve your name on hearts, not tombstones. A legacy is etched into the minds of others and the stories they share about you.” Legacy is essentially the side effect of everything we do in life. When everything is said and done, our lives will leave an impression. The legacy I want to leave is that I was always caring, genuine, and kind to others and always stood for doing the right thing and being a good person. It’s not just about material things and leaving great wealth behind, although financial legacies are helpful. It will be about the memories I leave behind that will live on in the hearts and minds of all those I have crossed paths with. Your story is unique to YOU. No one really knows how to take this life journey, so don’t overthink the journey and enjoy the little moments that make up your life.

WHAT ARE YOU FOCUSED ON?

You become what you focus on! And I want to control my attention as much as possible and be conscious about where I spend my time and energy. I am in a phase in my life and career when I seek as much growth as possible. I am constantly putting myself out there to get uncomfortable and learn as much as possible personally and in my real estate career. Is this worth my attention? Will this enrich my life?

If the answer is no, it’s time to move on and re-focus that energy.

WHAT ARE YOU GRATEFUL FOR?

Although there are many things to be grateful for, I think the biggest one for me is genuinely practicing gratitude every day. A special mentor gave me a daily gratitude journal a few years back, and it really helped put things into perspective for me that this should be a daily practice. I am proud of and grateful for showing gratitude for the big and little things that occur during your day-to-day, even during the toughest of days. To have the mental strength to re-route any negative thoughts, practice being grateful. A quote that stuck out to me in this journal was, “When it comes to life, the critical thing is whether you take things for granted or take them with gratitude.”

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Where do I start? The referral connections I made during my real estate career have shown me the importance of building meaningful relationships and doing right by others. Since I joined the real estate world six years ago, I have had the opportunity to work for some established



and well-respected individuals. The opportunity to make genuine connections, learn from peers and mentors, and be able to navigate the endless possibilities real estate and investing have and pass that on to everyone I cross paths with has genuinely impacted my life and where I am heading.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

Sometimes it can be hard even to imagine where you will be in a year, much less five! But I try my best to take my business planning seriously and have goals in mind as I progress in my career. In five years, I will be in my mid-30s, and I hope to be a mother by then. I can see myself continuing to build my brand and possibly mentoring a few agents under me to have that motherhood and work-life balance and have support to help with that. It would be fulfilling to pour into agents under me in my business.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Challenges are a given in life; everyone faces them. And to me, our challenges are constantly changing depending on what phase of life we are in. Staying consistent in this changing market and the weird economic times our world faces has challenged me. The ebbs and flows we have all experienced over the last few years can be a challenge in itself. The real challenge for me is staying consistent in my daily routine and finding that happy medium. The real estate schedule can be hard to stay consistent with. The different clients you have definitely play a key role in terms of their availability and having to adapt to their needs and make yourself available as much as possible.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Find a mentor! This is crucial no matter what industry you are in, but 100% necessary in the real estate world. No transaction is the same, and having a go-to person with experience to help guide you initially is an absolute must if you want to succeed and not feel burned out. Another piece of advice I would share is not to try to be something you’re not and always strive to keep learning and growing. Try to make yourself relatable to your clients. Have fun with it, and be genuine.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I am most passionate about building genuine connections and really trying to understand where people are coming from. Having an open mind and always try to listen to understand, so I can

better serve them and navigate their goals. I always enjoy helping others learn and taking each aspect of my business as an opportunity to learn and share that with others. There is so much to learn in the real estate world! So, truly understanding what they want and connecting with them fuels my passion for what I do.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Learning is a lifelong journey! There is something to be said about a person constantly striving to learn and grow. You are never too old or young to take a class and learn something new. With that said, I have been trying to leverage continuing education courses and signing up for classes every month. In addition, I have partnered with a few Houston title companies who share monthly newsletters and education classes that I prioritize fitting into my schedule and attending.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Houston is HOME. I was born and raised here, so I may be a little biased in thinking that Houston is one of the greatest places! It has everything you could possibly need (minus my love for mountains and hiking). Houston is such a diverse city with such Southern charm and hospitality! The long summers and short winters are definitely a plus in my eyes. There is always something going on in the city! The food scene will never leave you hungry, and it is a way of life. TEX-MEX especially. In my eyes, Houston is such a great place to work and play and has something to offer everyone.

WHAT DO YOU LIKE TO DO FOR FUN?

Be present with friends and family and spend quality time with them! FUN in my world has a variety of meanings. Wellness and fitness bring me a lot of joy, taking care of my body and fueling it from the inside. I also love to make time for working out, yoga, and hiking! Shopping, organizing, and decorating are definitely something I love to nerd out on, often do, and help others with. Spending time with my husband and playing with our two pups is always fun in my book. I was always trying to seek new adventures, hanging out with family, checking out new restaurants, and going to happy hour with friends! I try to bring the FUN and positive light everywhere I go.

TELL US ABOUT YOUR FAMILY.

I come from a unique family background, so I will keep it short and sweet as I could write paragraphs on them and how wonderful they are. There is nothing cookie-cutter or normal about my family, but I would not have it any other way! I have a huge family on my mom and dad’s side. I grew up very close with my mom as she was a single mom most of my childhood, as my dad was in the military and did not stay in Houston long when they first met and had me. From my dad, I am blessed with two sisters and a brother! We have always lived far from each other, being connected to the military and getting stationed and moving every year. I got married at 23 and have a wonderful husband. We just celebrated 11 years of being together and are coming up on seven years of marriage. Pretty soon, we will be starting a family of our own.

JOSE NIETO

J. NIETO TEAM



WHAT ARE YOU GRATEFUL FOR?

I am grateful to be able to succeed in an industry where it is hard to make it and to be a top-producing agent.

WHAT ARE YOU FOCUSED ON?

My main focus at the moment is to ensure I help as many families as possible achieve homeownership. My goal is always to beat my number from the past year.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Personally, it has opened the door to becoming an investor. I am on my third rental property, and I would have never thought I could purchase a little alone house.

WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

I plan to become a young millionaire in five years and get my dream house.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

I navigate working with low-income families and finding them a house due to them only being able to afford so little. It's the biggest navigation, but I make it happen.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

To ensure they do the research and have passion for doing it. It's not all about the lifestyle or fancy stuff. It's about if you know what you are doing.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

Growing my team is what I am passionate about.



WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

That they remember Jose Nieto

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I ensure I stick with continuing education and network with as many people as possible.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Diversity is what I love the most.

WHAT DO YOU LIKE TO DO FOR FUN?

Besides work, spending time with my family.

TELL US ABOUT YOUR FAMILY.

They are the most supportive family ever!

THEODORE BRUTUS FOSTER

RE/MAX 5 STAR REALTY



WHAT ARE YOU GRATEFUL FOR?

I am simply grateful to be here. I am a firm believer in faith, and I understand the opportunities I have in life aren't always afforded to everyone. I never thought I would be in the position I'm in to help others as I am today. While I believe being able to do this comes naturally, the fact that people believe and trust in me is truly humbling. Because of this, I can do things for my family that we didn't get to do growing up.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Ride the wave. The real estate industry is a wave of emotions and a series of highs and lows. When most new agents like myself a few years ago get into the industry, they expect the same level of success as

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

The legacy I plan to leave behind will hopefully be more centered on the lives I impacted versus the career achievements I've earned. I've always agreed with the motto, "each one teaches one." Building generational wealth not only for my family but for others has always been a passion of mine. My life would never be fulfilled if I was to withhold knowledge from others that may allow them to be successful sooner than I have. Although I work hard and owe a lot of my success to it, I also understand success can come from being knowledgeable or even being in the right place at the right time. Many people weren't afforded the opportunities I have simply based on them not knowing. I hope I will be able to change that for some.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

Besides continuing education provided by Champions School of Real Estate, I researched everything. More than any other industry in the world, real estate is interesting because it isn't a one-size-fits-all industry. Every client and every situation is different. Currently, I am working on becoming an expert in financial literacy. I have also recently paired with several teachers around the Houston area to teach High School kids the importance of maintaining a positive credit profile. This has become something I'm very passionate about and things I necessarily wasn't aware of before my real estate journey. The goal is to educate soon-to-be college graduates on financial literacy so that we can bump the average age of first-time homebuyers from 33 to 27.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

Diversity! I love living in a city where we have a lot of different cultural backgrounds and people. I love the saying "Houston is an hour away from Houston" because of the unique size of our city. You can go to one side of the city, and it feels completely different from the next. We make everyone feel welcome and take pride in being from Houston. No matter where people are initially from when they get here, that southern hospitality tends to rub off on them.

THERESA WYCHICO

TELL US ABOUT YOUR FAMILY.

My parents were both born in the Philippines. When they decided to start a family, they moved out to Katy, Texas, so my younger brother and I could attend one of the best school districts in town. They sacrificed a lot and worked extremely hard to provide everything for us. We are all very close and put family first, no matter what.

WHAT ARE YOU FOCUSED ON?

Building the brokerage, brand marketing, and mentoring my agents to be best in class regarding industry knowledge and providing top-notch service.

WHAT ARE YOU GRATEFUL FOR?

I am grateful to my family for encouraging me always to dream big and supporting my life decisions. I'm incredibly grateful to my mentor and now business partner for always supporting my thirst for knowledge and pushing me to be the best version of myself every day. I am grateful to all my agents because this brokerage would not be where it is without them. I am most thankful for all the hardships and failures I've endured because, without those experiences, I would not be where I am today.

WHAT OPPORTUNITIES HAS REAL ESTATE OPENED FOR YOU, PERSONALLY AND PROFESSIONALLY?

Real estate has given me the freedom to run a business on my own terms and provide an environment conducive to learning and growing, fun and friendly, where everyone can just be themselves. Real estate has removed the glass ceiling that I was accustomed to and has allowed me to see that there is no limit to what I can accomplish.

Personally, real estate has brought me so much joy. Overall, I am a much happier person working for myself. I now fully understand the saying, "Do what you love, and you'll never work a day in your life."



WHERE DO YOU SEE YOURSELF IN FIVE YEARS?

In five years, I see my business partner and me opening other offices around town and building an international presence for Alpha Commercial Group. As the business grows, I continue to see us involved in several community projects and worldwide brand recognition.

WHAT ARE THE CHALLENGES YOU ARE FACING AND NAVIGATING?

Historically, the commercial real estate (CRE) industry has been a male-dominated industry and is still very much that way. Over the last two decades, we have seen more and more women enter and stay in the CRE sector in Houston. Most reports say that it can be an extremely intimidating and competitive

industry for women, but I am here to show the world that we are here to make our mark and are ready to be alongside the best of the best.

IF YOU COULD GIVE ADVICE TO AN UP-AND-COMING AGENT, WHAT WOULD YOU SAY?

Find a broker and mentor that you can learn from. Be a sponge. Soak up as much knowledge and training as you can. Find what works for you and do that consistently. Real estate is all about consistency.

WHAT ARE YOU MOST PASSIONATE ABOUT IN YOUR BUSINESS?

I love to see people succeed. There is a certain type of joy that comes with watching your agents succeed and closing deals or having them call you to tell you that they implemented what they learned in training, and it worked! Helping agents build their own businesses and watching them grow is so rewarding. It's also great to see business

owners succeed; whether it's opening their first brick-and-mortar or opening multiple locations, it's a great feeling to be able to help people make their dreams come true.

WHAT IS THE LEGACY YOU HOPE TO LEAVE BEHIND?

I want Alpha Commercial Group to live on way past me. I want people to recognize Alpha Commercial Group as a women-owned, minority-owned business that created its own path in the commercial real estate industry. You CAN do whatever you put your mind to, and there is no dream too big. No one can take away your grind, passion, and persistence.

WHAT STEPS ARE YOU TAKING TO FURTHER YOUR INDUSTRY EDUCATION?

I am currently in the process of obtaining my CCIM. I also attend several

events around town that provide market updates and discuss current and proposed development projects.

WHAT DO YOU LOVE MOST ABOUT THE HOUSTON AREA?

The diversity and the food! I am a native Houstonian, and I've always loved how diverse Houston is and the variety of restaurants we have to match. One of the latest reports about Houston said we have over 12,000 food and drink establishments here from more than 70 countries and American regions.

WHAT DO YOU LIKE TO DO FOR FUN?

I like to dine at new restaurants, and yes, I take pictures of my food and post them on my social media. I love to travel, especially internationally. To relax, I love to read and do puzzles.



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At Select Title - People come first. Our entire belief system begins and ends with this simple motto. We believe this fosters a culture of engagement, empowerment and enthusiasm in every member of our team, helping them deliver unprecedented service to you and your clients. Our culture is the cornerstone of who we are. We truly believe that People work for People, not companies.

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Kristin

HATFIELD

JUST THE BEGINNING FOR ENDPOINT

KRISTIN HATFIELD KNOWS WHAT AGENTS WANT — BECAUSE SHE WAS ONE. KRISTIN WORKED AS A REALTOR® FOR ABOUT FIVE YEARS BEFORE TRANSITIONING TO TITLE AND ESCROW ABOUT THREE YEARS AGO.

After the birth of her second baby, Kristin needed a nine-to-five job, but she was still passionate about real estate. So she took the opportunity as Business development manager for a local brick-and-mortar title company, where her title journey began. Making Kristin knowledgeable and experienced as a real estate agent in traditional title as well as her new venture into the digital title and escrow world with Endpoint.

“Endpoint was a divine meeting,” Kristin remembered. “A door opened for me that I wasn’t even looking for.”

She was on vacation at a ski resort around Christmastime when she found herself seated next to one of the founding members of Endpoint at the bar and grill.

“I was immediately intrigued,” Kristin shared. “When he pulled out his phone and showed me the technology, I was impressed.”

That’s because Endpoint Title’s technology keeps everybody in the know—buyers, sellers, and agents alike. It’s the next generation of home closing, title, and escrow.

So, what is Endpoint Title exactly? Endpoint is a digital title and settlement company built from the ground up to make home closing easy for all. Founded in 2018 by a diverse group of tech

and real estate veterans, Endpoint develops technology that streamlines the closing process for real estate agents, buyers, and sellers. In addition, a suite of software APIs for integration and partnership opportunities for PropTech companies, investors, and brokerages looking to scale closing capabilities.

“It’s exciting to be the first,” Kristin shared. “Our mission statement is to make home closing easy for all, and I stand behind that. At Endpoint, we understand traditional title services’ flaws and provide a solution. I love the innovation and boldness of my company! In the ever-changing real estate market, the ability to pivot and provide solutions is vital for a company’s success and sustainability. We can be paired with clients who want a digital, streamlined experience; we are a solution for title and escrow that no one else is bringing to the table.”

Endpoint has a unique blend of quality people, simplified processes, and technology and is accessible innovatively. For example, they have a chat box, phone, email, and platform.

“In addition to everything you’re used to doing traditionally, we’re providing other solutions,” Kristin shared. “You still get a human element, but it’s also a quicker and more efficient by leveraging the technology in processing of files. Our system is like a transaction manager for the agents. It’s not just a robot. There are quality people hands-on behind the scenes.”

And those people are working quickly. Endpoint’s goal is to close in half the typical closing time. Because of automation and technology, the process never gets “stuck” because someone is sick or on vacation. Instead, clients get a round-the-clock experience with to-the-minute updates to close at a higher volume more efficiently.

“We are a well-oiled machine that leverages technology,” Kristin said.

» partner spotlight

By **Megan Taylor-DiCenzo**
Photos by **Lacy Davillier**,
Davillier Photography and Graphics



Because of the transparency and efficiency of each transaction, Endpoint Title is changing the mindset of REALTORS®. Buyers and sellers no longer have to go through the real estate agent for title updates and questions.

Instead, Endpoint's tech is user-friendly and organized, so buyers and sellers can stay up-to-date every day, every week, or just at the end of the process—whatever they prefer.

“With our electronic earnest money deposit option, agents are no longer handling checks. REALTORS® are always on the go, so they enjoy having their transactions at their fingertips,” Kristin shared.

Mobile notaries are included at Endpoint, so they can close at any time and location, even after hours, with no penalty or extra fees. There are so many benefits that it's an excellent solution for specific buyers and sellers.

“We make the agent look like a rockstar,” Kristin laughed. “We're changing the old way of doing things. It's Blockbuster meets Netflix. We were comfortable doing it the old way, but now we have an app on our phones, and it's streamlined.”

That's undoubtedly what this new generation of buyers and sellers wants.

“Consumers are now very involved,” Kristin remarked. “They have Zillow and neighborhood apps. They want things like E-Sign. Most people don't have a printer or a check in hand; everything is electronic nowadays and that is what people want and expect. You must change with the market, or you will be left behind.”

Not only is Endpoint's technology convenient and efficient, but it also helps it helps reduce human delay and error that traditional title companies struggle with.

“It's revolutionizing the process for sure,” Kristin explained. We want to be a solution.

While Endpoint is a young company, we are backed by First American Title, one of the nation's largest Escrow and settlement

companies, which gives us a national footprint to operate across state lines. In addition to our lower fees, convenient signings, and quicker closings, we also offer a suite of APIs for prop-tech companies, investors, and brokerages to partner with Endpoint and integrate our software into their system to provide in-house title solutions. Our engineering and design team has the ability to create efficiencies unique to each partner and help scale their business.

“I have an open heart for meeting new people,” she shared.

She enjoys traveling, the beach, and spending time with her family, friends, and two sons, Kolton and Kamden.

“I am a full-time business woman and a soccer mom with an entrepreneurial heart, so my life is busy. I stay focused and organized thanks to my google calendar, iced coffee, and a whole lot of Jesus!” Kristin shared.

Kristin has been a member of Life Community Church since 2017 and is committed to her spiritual growth.

“I love my church and my Lifegroup,” she expressed. “Meeting weekly with a small group of faith-filled ladies over the last four years has been an attribute to my success both personally and professionally.”

“If you're going to be successful you must prepare for rejections, objections, and critics. As a disruptor, new ideas are not always liked—and that's okay. I was born with resilience in my heart and I am made for this!” Kristin explained. “I get to challenge the status quo every day and provide solutions that will help people and make a positive impact in our industry.”

Kristin feels fortunate to have found Endpoint and the opportunity to be one of the first marketing her company in Houston, Texas. Through this go-getting attitude, Kristin is networking toward success while learning from other business owners and like-minded people.

“

AS A DISRUPTOR,

NEW IDEAS ARE NOT

ALWAYS LIKED—

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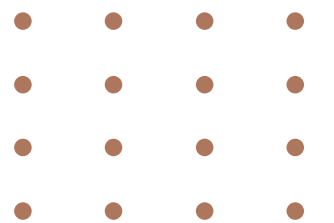
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Kristin Hatfield
endpoint.com | (281) 857-7272
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Real Title Solutions



Who is TL Global?



THE FOUNDER



Til Lowery developed the fantastic TL Global System; it is a win-win program that helps Buyers to realize their dream of homeownership regardless of their credit or situation, Realtors earn more money and Investors make a good ROI in a socially responsible way.

THE PROGRAM

Is TL Global a Lender?

No. TL Global is a training company that trains buyers, realtors, and investors how to work together to fulfill the American dream of homeownership by creating win-win outcomes for all parties.

How can YOU help your clients get their dream home with no credit check and no income verification?

An investor will buy the home, and owner finance it to your buyer, and realtors – you receive your commission!

What are the primary requirements to get owner financing?

Everything is about the down payment. Your client's cash is their credit!

ATTENTION REALTORS

Our team is here to support you and help to make it even easier for your clients to achieve their dream home. Let's help make their dream of homeownership a reality together!



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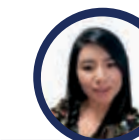
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Nineteen years in the mortgage business has given me the opportunity to enjoy working with many different customers and scenarios. Giving expert mortgage advice to Houstonians has become my passion.

- ✉ jabeya@kgcm.com
- 🌐 www.kgcm.com
- 📞 W: 832.813.0100 x332 | C: 832.524.3842
- 🏠 K&G Capital Mortgage Jay Abeya NMLS 252320
- 📱 @jay.abeya
- 📍 12603 Southwest Frwy | Suite 670 | Stafford, TX 77477

