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What is San Antonio Real Producers All About?

Welcome to the brand new *San Antonio Real Producers* magazine! We are excited to launch this platform here in San Antonio as the premier publication of the real estate community. So... If you're picking this up for the first time, you may be asking, "What is this thing??" I'm glad you asked.

Q: WHO RECEIVES REAL PRODUCERS MAGAZINES?

A: The top 500+ real estate agents in the greater San Antonio area.

Q: WHAT IS THE GOAL OF THIS MAGAZINE?

A: We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals in the real estate industry.

We take the top 500 real estate agents and RP-vetted businesses in every market, and we build an exclusive community around that group. We share their stories, successes, market trends, and upcoming events — really, anything that will connect, inform and inspire, we put in our monthly publication.

Q: DOES REAL PRODUCERS HAVE EVENTS?

A: Yes! We will have specific networking events throughout the year.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple. You have to be on the top 500 list, and we take nominations seriously. You can nominate other real estate agents, businesses, brokers, owners or even yourself! Office leaders can also nominate real estate agents. We will consider anyone brought to our attention who is in the top 500 because we don't know everyone's story, so we need your help to learn about them. We cannot guarantee a feature, but we encourage you to meet with one of our team members, support Real Producers and attend our private events to increase your chances.

Q: WHAT DOES IT COST A REAL ESTATE AGENT/TEAM TO BE FEATURED?

A: Absolutely nothing, my friends, so nominate away! Everything we do for real estate agents in 100% free. We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE RP-VETTED BUSINESSES?

A: They are the best businesses in their category, and you can find them listed in our index! We don't just find these businesses off the street, nor do we work with all businesses that approach us. Many of the top agents have recommended every single business you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our team will further vet every business to make sure they are a good fit and bring value to our community. Our goal is to create a powerhouse network, not only for the best real estate agents in the area but the best businesses so we can grow stronger together.

Q: HOW CAN I RECOMMEND A BUSINESS?

A: If you want to recommend a business that works with top real estate agents, please email or message us!

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TODD WORRICH

Phyllis Browning Company.

Though real estate is Todd Worrich's second career, it's long been his passion, and the fact that he's found himself just as successful is a testament to his character. With an illustrious career in law already under his belt, Todd's ability to navigate contracts and negotiate on behalf of his clients has become second nature, making him stand out in the industry and a force to be reckoned with. Born and raised in San Antonio, his love for the city runs deep. An astute student, he attended Texas A&M University for his undergrad before continuing on to St. Mary's to study law. After graduating, he spent the following years working for various firms as he sharpened his skillset and built his reputation.

In 2007, he founded his own firm and his expertise became highly sought after. He earned the title of Super Lawyer in Texas numerous times and his name became renowned. As a lawyer, he found himself investing in real estate and soon fell in love with it. The estates, the designs, the interactions- all of it. So in 2017, after a decade of success in the law world, when Todd and his partner decided they were ready to move on from law, he knew exactly where to go.



For Todd, the process of the industry was already in his wheelhouse. Contracts and negotiations were no problem, but the hard part was attracting business. For so long, Todd had established himself as an attorney, even his closest friends couldn't quite comprehend the lane change. Potential clients and close friends already familiar with his reputation would automatically assume he was still an attorney or maybe the in-house attorney for Phyllis Browning, but this has now changed after his success in the real estate arena.

Recruited for his merit and capability, Todd joined the esteemed Jason Glast Group, the top sales team in San Antonio and the only group that averages over one million per transaction. With the team behind him, Todd has now reached the pinnacle of the real estate industry and his production is consistently in the top 5% of



San Antonio realtors. Naturally, his background in litigation has given him a distinct edge when it comes to the marketplace, as has his knowledge of the surrounding area. He has a keen foresight that enables him to navigate transactions a step ahead. A true asset for any home buyer or seller.

For Todd, it's the fact that he's now doing what he truly loves that's made all the difference. "Though I was successful in law, I'm so fortunate to now be able to do this every day of my life," Todd says with a smile, "I love it. I love connecting people and finding solutions. I love seeing new locations and architecture. This is my passion." Plus, Todd has the added bonus of being an industry representative in the city he truly admires. "The city itself is a huge melting pot that I'm proud to be a part of," he says, "It's one of the largest cities in the nation and is growing rapidly, yet it maintains that small town atmosphere. I love its rich history and culture. It's just an incredible place to call home."

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ANDREA WOLLENZIN

Jason Glast Group. Phyllis Browning Company.

Though her life is full and frenetic, Andrea Wollenzin prioritizes being present. Present for her son, present for her clients, and present for her community. That singular focus of being there for those who mean the most has made her an incredible mother, a valued presence in the community, and a powerhouse real estate agent. Born and raised in San Antonio, Andrea used to wonder if the grass was greener elsewhere, but as she's come to understand the cultural uniqueness of the Alamo City and gotten more involved within the community, she's only grown fonder of her own grass. She's built a beautiful life for herself and her family here, surrounded by the ones she loves, and for Andrea, nothing could be better.

Having a mother with a broker's license, Andrea grew up watching her take business calls and conduct transactions. Inspired, Andrea entered the real estate industry straight out of high school and sought to make a name for herself. As many a Realtor knows all too well, starting is the hardest part, and Andrea's path was far from easy. "Real estate is not for the faint of heart," she says, "I struggled for a very long time, but I always took

meetings and continued to persevere because I knew I would eventually get there. I had the vision and the drive." And once she joined the Jason Glast Group, the sky was her limit.

For the past three years, Andrea has been the top sales person in the Jason Glast Group. She is a ferocious advocate for her clients and for the lives they envision. A third generation Realtor, she knows how to utilize multi-level marketing tactics to reach her clients' goals, and her caring nature makes her a delight to work with. An excellent negotiator and communicator, she makes it easy to place your trust in her and bears that responsibility with grace. She celebrates her clients' successes, big and small, genuinely appreciating the connection she shares with every individual and family she's fortunate enough to support. Simply put, Andrea is good at what she does, but beyond being a top Realtor, she's also found community in a multitude of diverse areas. As an art enthusiast with a deep appreciation for the classical style, Andrea is the proud co-owner of a successful fine art gallery, Hindes Fine Art, located not far from her home in Terrell Hills. She's also the founder and CEO of Art in the Garden, a fundraising





effort for Young Life on the East Side, which recently became an official Fiesta event. Starting Art in the Garden in 2019 and, after taking an immediate two year hiatus due to COVID, it's incredible what the non-profit's accomplished in such a short amount of time.

As a special needs mother, she's also part of that extremely supportive and empowering maternal group. Andrea knows all too well the challenges that arise when trying to balance financial and parental responsibilities, but through every step of the journey she recognizes the beauty within. "I truly appreciate the collaboration and the fun that comes

with my communities," she says with a smile, "While there's a lot of serious work and topics involved, it's wonderful when that intensity is broken up with true moments of joy."

It's Andrea's presence of mind and spirit alike that has made her such a stand out. Within every community and collaboration she's involved with, there's an intrinsic level of care she brings that's invaluable. It's the reason Jason Glast, the Realtor with the highest average sales price in the San Antonio-area since 2003, sought her out for his team. It's what's allowed Andrea to continually make a positive impact for all her clientele and for the city she's proud to call home.





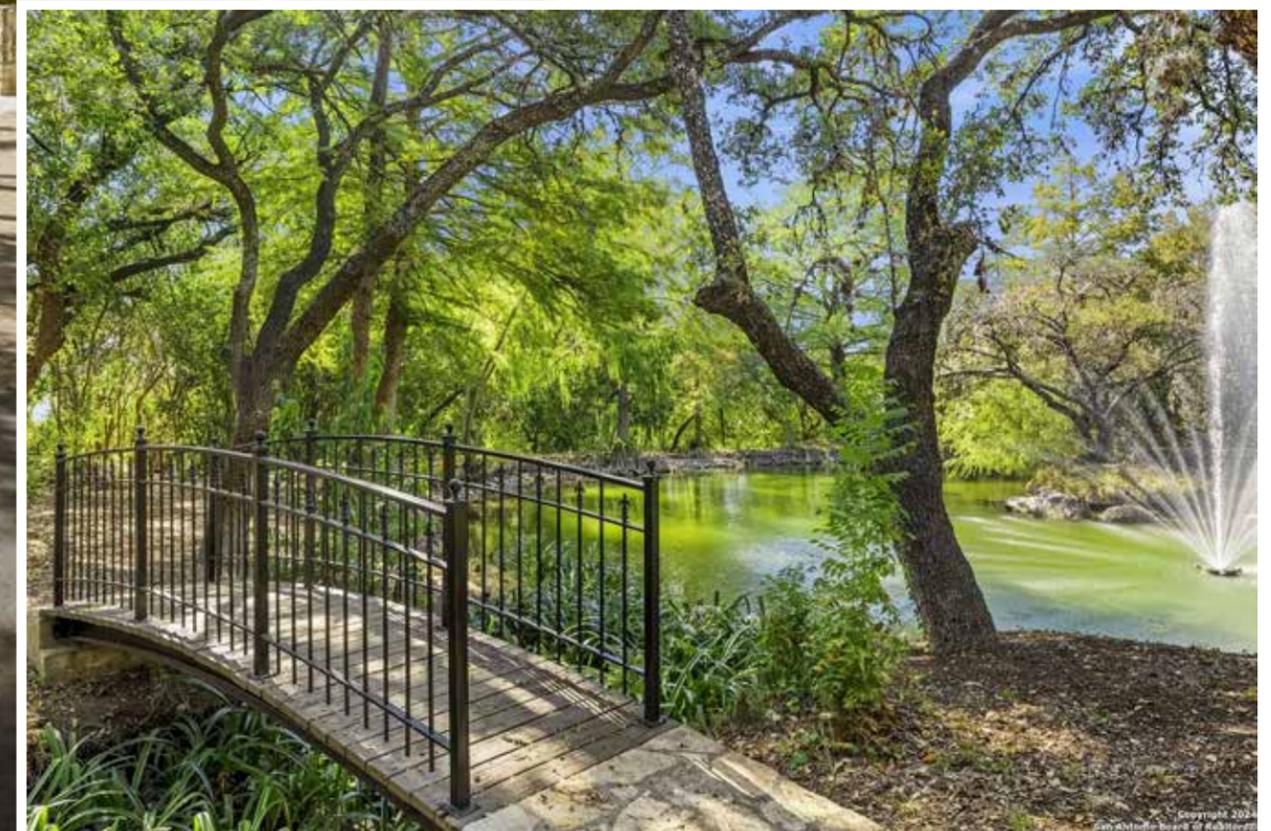
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