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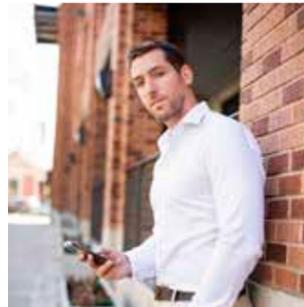
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FAQ

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! **Email: Jason.Smith@n2co.com**



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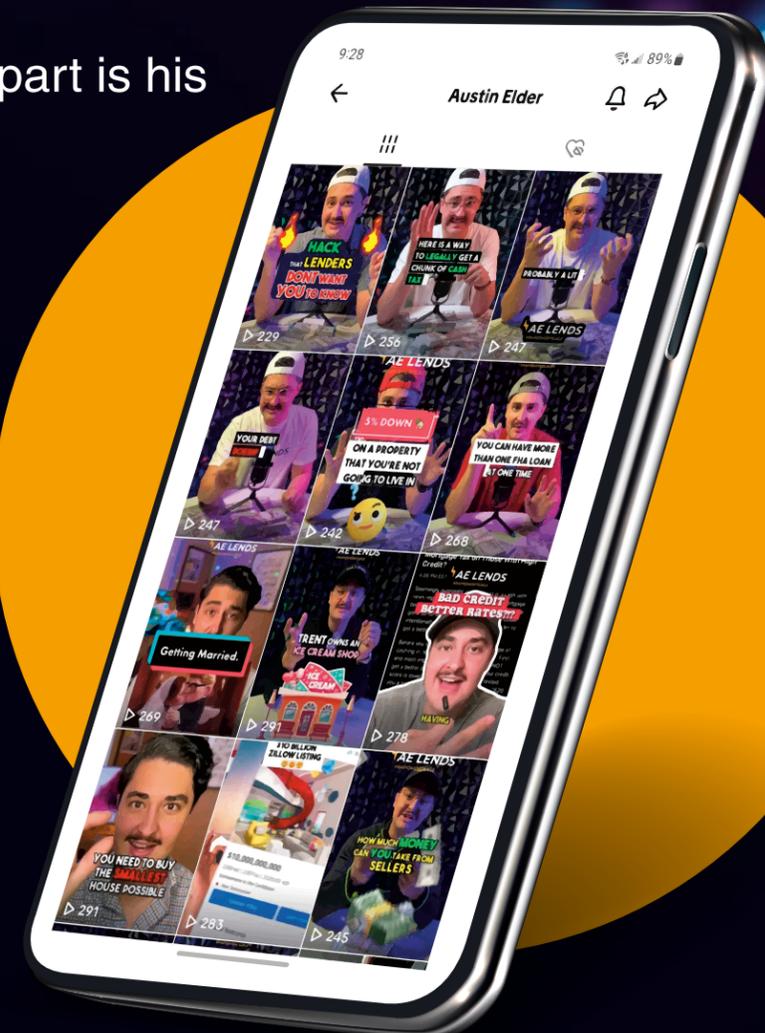
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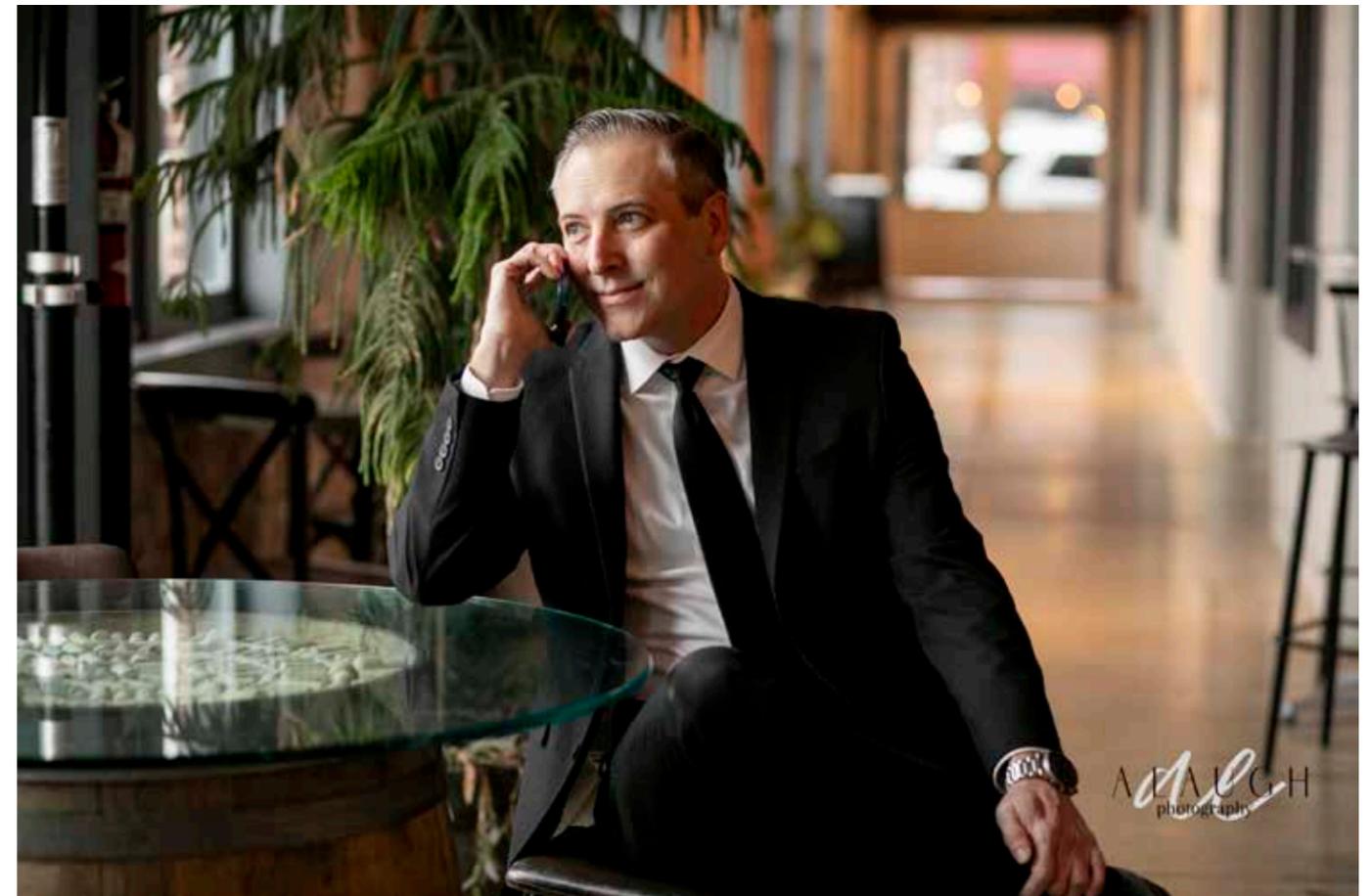
CLAY LAKE

Since his arrival in San Antonio, Clay has quickly come to appreciate and support the city he's adopted as his own. He's also quickly made his mark, having been awarded Winner of the Platinum Top 50, not once, but twice in the three years since he landed. Even with his impeccable track record of outstanding sales numbers, what's been more impressive is the way he's reached them- with humility, following the golden rule, and by serving the communities he's touched.

Coming of age in Las Vegas, the mentality of the sales world was etched into Clay Lake's psyche, and by the time he was 21, he'd already become the youngest sales director of a 1000+ room hotel and casino. Seeking another challenge, Clay left for Florida to attend the Florida Coastal School of

Law, and after graduating, entered the contractually dense world of the real estate attorney. Though his work as an attorney proved to be a great foundation, Clay always found it to be too transactional for his liking.

"As a real estate attorney, there's no follow up, and usually clients don't want to see you again," Clay says, chuckling, in an interview, "I wanted something more wholesome." In 2007, after selling his Las Vegas homes without an agent in a down market, Clay took a leap of faith, earned his license, and moved to Texas. Though some rookies come in and crush right away, that wasn't the case for Clay. Understanding the importance of his network, however, he got busy building the relationships that would eventually pay dividends in his future. In



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fact, all of Clay's business has come through referrals and through his sphere of influence, because there's something simplistically productive about "being a normal human being". His experience and knowledge of the law and of contracts soon became a major asset, not only for himself, but for his clients, making it easy for him to stand up against injustices and quickly call BS when needed. Attorney at Law magazine even did a cover story on him regarding the work he'd done as a top real estate attorney.

In the past few years, with his sharp skill set and morality, along with a new depth of experience as a realtor, Clay has quickly made an impact in San Antonio. His first year in San Antonio he sold \$25M as an individual agent, the following year he broke \$30M, and in 2023, Tom Ferry's Real Trends, as reported through the Wall Street Journal, listed Clay as #3 in San Antonio (13,000+ agent for the city) and #34 in the entire state of Texas. As previously mentioned, he was also proudly awarded the Winner of the Platinum Top 50 in 2022 and 2023 alike. Similar to his past, when he reached the pinnacle as a young sales director, Clay has once again manifested his way to the top.

"I'm a believer in the Law of Attraction. I'm in my 40s and still use a vision board," Clay says proudly, "and the first year I wrote '30 million in sales for the year' on that board, I surpassed it as a solo agent." Having already grown a deep appreciation for Texas, Clay was immediately struck by the culture that San Antonio and its people provide. He enjoys the genuinity and the diversity in each subdivision of the city, as well as its surrounding communities, whether he's taking in the majesty of an evening in Boerne or appreciating the history of the Pearl District. Having now helped his parents relocate to San Antonio as well, it's a city he's truly proud to call home.

Clay also makes efforts to give monetarily to a number of charities and graciously volunteers his time when able. "Visiting the San Antonio Food Banks is always great, but it's when you visit the Children's Hospital that you feel the weight of it a little more and really appreciate the impact you can have."

The way Clay approaches his work reflects the way he approaches his life; it's about doing the right thing. He recognizes that this industry is about people's lives and livelihoods. The decisions they're making are about their homes and their families. It's an industry where doing the right thing ought to be held unquestioningly in the highest regard. And for Clay, it's doing the right thing that allowed him to reach new heights as a young man in the first place. Doing the right thing allowed him to restart careers and pave his way to the top of the real estate industry, earning a slew of recognitions and awards along the way, while leaving a wake of satisfied clients and joyous families, who've now become friends.

It's doing the right thing, backed by hard work, that allowed Clay to live the life he's always manifested.

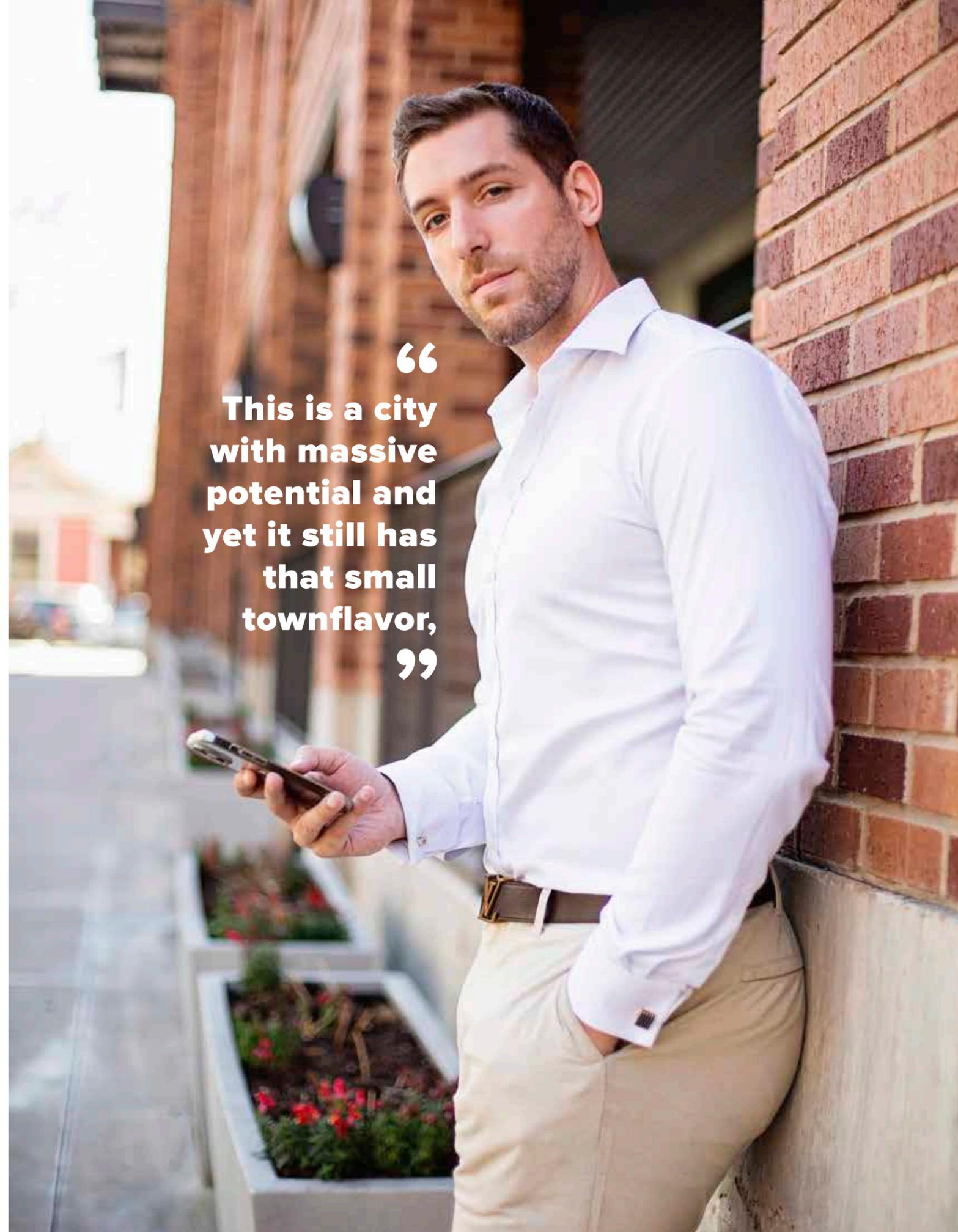


Tim Ohlbrecht

Tim Ohlbrecht's stature is nearly as captivating as his charisma. Living a professional's life since 16 and having traveled around the world has given him wisdom beyond his years, along with a skill set that's aided him across careers. Today, the self-proclaimed "walking billboard" is known for his numbers, as well as being the tallest realtor in Texas, and in a state where everything is known for being bigger, that's saying something. Born and raised in Wuppertal, Germany, Tim started off playing soccer like every other-German kid, but his height difference was always apparent. At 10, his parents decided to switch him to basketball, and for Tim, the game came naturally. He competed as part of the German National Youth League and by 16 had gone professional, competing against grown men while completing high school until he could graduate and go all in. Tim competed against the top of the German professional league, Basketball Bundesliga (BBL), winning championships and earning all star appearances. He was part of the team that competed in the 2008 Summer Olympics in Beijing, as well as the one that competed in the 2010 World Championships. In 2012, after traversing the globe and competing at the highest level, he arrived in Texas when he signed with the Houston Rockets. Though the career of a professional athlete is finite, most don't enter thinking about what comes next, but Tim was always entrepreneurially minded. Knowing that one day the ball would stop bouncing, he saw his experience in

professional sports as the fostering grounds for the tools that would serve him in the future. He knew how to leave it all on the floor and still wind up with a mic and camera in his face asking about the result. A social butterfly by nature, he was well versed in when to communicate in a professional manner and when to communicate in a personal manner. He understood different cultures, and had experienced a myriad of different peoples and customs. He knew how to move through a room, how to navigate the trappings of success and shiny objects in search of true value. All things considered, he acquired the skill set to be an exceptional realtor. Having started his family in Texas, with his son's grandparents living in San Antonio, Tim had long been acquainted with the growing city, so setting his foundation here was a no-brainer. "This is a city with massive potential and yet it still has that small town flavor," Tim says fondly in an interview, "For an entrepreneur, the opportunity here is unlimited." His ability to connect and be relatable found him quick success in the real estate industry, and his honesty and integrity has made him highly sought after. Tim's never-wavered in his understanding that the work he does is service based, he's not interested in the quick buck, he's interested in placing his clients and their families in a position that points them towards their best possible future. "I don't want them house-poor, where all they can do is pay the mortgage, I want them to enjoy their lives," he says, "There's always a reason someone is choosing to leave their

“
This is a city
with massive
potential and
yet it still has
that small
town flavor,
”





home, and I want them to be as comfortable as possible with the transition and actually enjoy the life experience." At 35, few can claim to be reaching the pinnacle of a second career after already succeeding in the first. Tim's made himself a stand out, not just physically, but on the page and within his sphere of influence. He's a man of the people, a man of his word, and San Antonio sure is proud to call him one of our own.

“ I don't want them housepoor, where all they can do is pay the mortgage, I want them to enjoy their lives, ”





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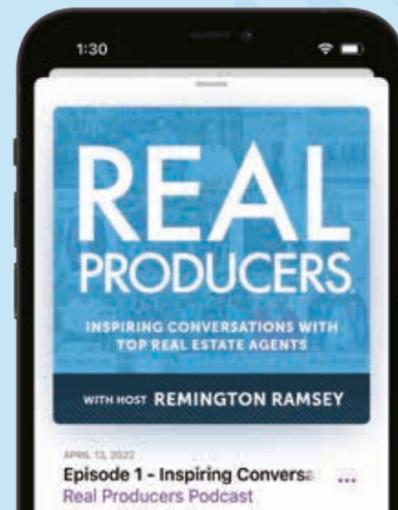
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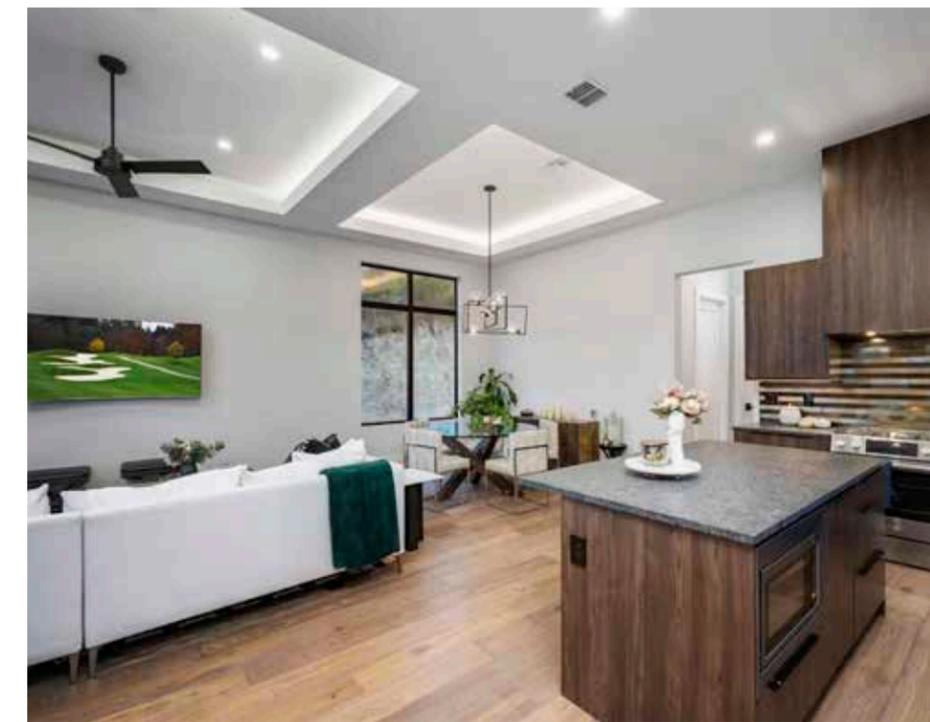
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