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Stones

partner spotlight

PHOTO + FILM

By Elizabeth McCabe | Photos by The Stones Photo + Film

“We’ve been shooting real estate since 2012,” says Seila Stone. She and her husband, JC, are the owners of The Stones Photo + Film, a photography and videography business.

“I do photos and my husband does video,” explains Seila. JC is also a local REALTOR®, and that’s how they decided to start doing real estate photography. She and JC have gotten to work with a lot of brokerages in Midland and Odessa for their property listings. JC excels in videography, creating walkthroughs of homes with his expertise, including 360-degree virtual tours. He’s the trusted videographer for events for *Real Producers*.

In today’s digital age, you only get a few clicks to make a first impression. Create a positive first impression with listing photos from The Stones Photo + Film. Seila and JC have taken thousands of photos and know the best camera angles and how to make properties and people stand out!

EXPERIENCE + EXPERTISE

“I’ve had a camera in my hand since 2009,” says Seila. She started dabbling in photography before really pursuing her passion for it when their son was born.

“I was able to stay at home with him and gradually started getting more and more jobs with photography,” she explains. She then went full time with her business, and now photography is all that Seila does. “I primarily do weddings and families,” she explains.

Seila attended Odessa College, where she got a degree in photography and studio management. She is also a moderator for the company called Looks Like Film, which has over 60,000 members of wedding photographers.

AWARD-WINNING WEDDING PHOTOGRAPHERS AND VIDEOGRAPHERS

JC is proud to have been awarded the best in wedding videos by the Midland Telegram Reporter for 2022 and 2023. The Stones Photo + Film was also awarded the best in weddings for The Knot and WeddingWire.

CAPTURING
MOMENTS
TO LAST A
LIFETIME



“ I’M PASSIONATE ABOUT THE FACT THAT WE ARE CAPTURING MEMORIES. ”

What's Seila's secret to capturing stunning photos? "I like to capture the emotion," she shares. Seeing things through her photography lens, she is able to document memories that people can treasure for years to come.

"I'm passionate about the fact that we are capturing memories," she comments. After the wedding cake is gone and the guests have departed, photos are really the only thing that commemorate the wedding day. Looking back and remembering what made the wedding day special is done through flipping through photos or watching a wedding video. Weddings go by so fast. Capturing this memorable moment is essential.

As their website says, "We would like to say that we remember every little detail about our wedding day, but we would be lying. The one thing we are certain about is every EMOTION that we felt that day is brought back to life by simply looking at our wedding photos and videos.

"That is exactly the gift we want to give to you. The only thing you keep from your wedding day, besides your spouse, are your photos and the FEELINGS they bring back."

From the quietness captured while exchanging vows to the thumping of the bass while dancing on the dance floor, capturing the emotion is what Seila and JC do best.



Looking back on the photos decades in the future, you can see how excited or happy people were to be a part of a couple's big day. As the years go on, memories only increase in value.

HEADSHOTS, SENIORS AND FAMILIES

The Stones Photo + Film is a trusted photographer for headshots, senior photos and families. Expect a comfortable photography session. Seila and JC take the time to pose their clients in front of a camera so they look natural. Plus, it's a whole lot of fun.

"Clients love what we do," explains Seila. Often husbands tell her, "That was fun," or "That wasn't as difficult as I expected it to be. I thought I was going to hate it, but I had fun and enjoyed the experience."

OUTSIDE INTERESTS

When not taking picture-perfect photos, Seila and JC like to spend time with their two children. They have a son who is 8 and a daughter who is 1. They also have four dogs and a python. "He's the most well-behaved pet that we have," says Seila.

In their free time, they like to binge on Netflix and take time to kick back and relax. To Seila and JC, it's all about family and making memories with their two children. That's what life is all about for these two successful entrepreneurs.

FOR MORE INFORMATION

For more information on The Stones Photo + Film, check out their website, thestonesphotofilm.com.

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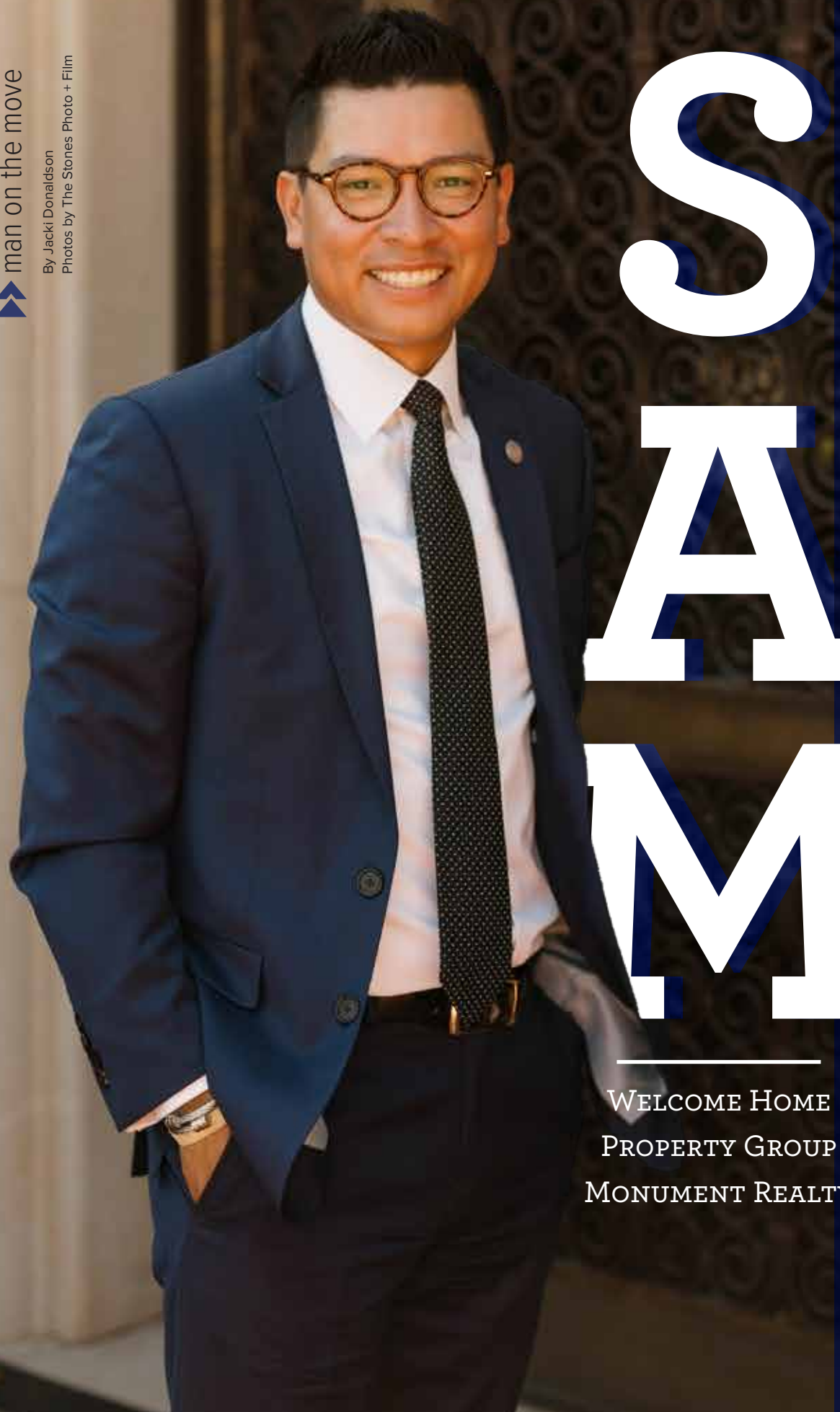
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“WHAT I FIND MOST FULFILLING IS KNOWING WHEN I GO TO BED AND WAKE UP EVERY MORNING THAT I DID WHAT’S BEST FOR THE CLIENT.”

Sam Segundo holds multiple titles, and “REALTOR®” is not at the top of his list. “I’m not a REALTOR® first,” he shares. “If I can be a good husband, father, man of Faith and light in the community, then the law of attraction will take care of my business.”

Prioritizing people over profits started yielding results for Sam after earning his real estate license in November 2023. Two weeks after joining Monument Realty’s Welcome Home Property Group in December 2023, Sam passed his college roommate driving down the road. He followed up with a phone call, the friends caught up on life, and Sam learned that his buddy was in the market to buy a house. “It was divine,” Sam recalls. “He had all his financial ducks in a

row, and I had the easiest and best first transaction anyone could ask for.” His friend, trading his 1,000-square-foot apartment for a four-bedroom, three-bath, 3,500-square-foot space, was thrilled to celebrate with Sam at the closing table.

The closing table is Sam’s all-time favorite place to meet with clients. “Before we get there, I enjoy meeting them in their homes or in our conference room where we can show them we mean business and they’re in great hands,” Sam shares. “And I’m always down to talk business over a slice of pizza at Luigi’s or coffee at Leyenda.” Although he is just in his first year of real estate, Sam has been busy consulting with clients all over town. Of his 10 closed transactions, he has

worked with folks relocating from one city to another, investors purchasing rental properties, estate sellers and his parents who recently bought a new home. He names his third transaction as his most challenging so far. “I was assisting first-time homebuyers who were complete strangers to me,” he explains. “Two days before closing, the house flooded. I had no idea how to deliver that news and the peace of mind that everything was going to be OK. In the end, we saved the deal, and now, the young family—now friends of mine—is in that home making memories.”

If you had asked Sam 12 years ago whether he saw himself as an agent, he would have responded with a resounding “No.” Back then, fresh

BEING A KNOWLEDGEABLE REPRESENTATIVE
AND KIND TO EVERYONE GOES A LONG WAY.
THE FUTURE IS BRIGHT.



out of college with a finance degree from The University of Texas Permian Basin, the Big Spring, TX, native landed at a local private wealth management firm/hedge fund. Starting as an intern, Sam later advanced Money Manager and Vice-President of Operations. “I never thought I’d end up in real estate, but my background in understanding global markets and how the world economies work together has been pivotal to my transition to real estate,” he expresses.

When a well-to-do top producer threw the real estate idea at Sam, he did his research and immediately saw the parallels between the two industries. Then, while completing his real estate studies, his wife, Shelby, recommended he meet with her childhood friend, Justin Willmon. “We met at Black Rifle Coffee and immediately hit it off,” Sam remembers. “He’s been instrumental in getting my business off the ground at Welcome Home Property Group, and the whole team has been critical to my growth.” Sam also credits Rich Dad Poor Dad by Robert Kiyosaki and Think and Grow Rich by Napoleon Hill for helping to shape his career and Shelby for being so supportive during his transition. “While it hasn’t been easy, she’s been very understanding,” he emphasizes.

Sam is having the time of his life. “Real estate allows me the opportunity to be flexible for my wife and son and gives me the drive to wake up every morning and hit the ground running,” he comments about his rewarding path. “What I find most fulfilling is knowing when I go to bed and wake up every morning that I did what’s best for the client. Having a fiduciary relationship is #1 for me. When I align my interests with the clients’ interests, I know I’ll do what’s best for them and not for me.”

As he looks ahead, Sam is not sure what’s in store. “Of course, I have big goals and dreams just like everyone else, and I fully intend to deliver on them, but playing the long game and strategically partnering with the right team, brokerage and clients will help me achieve what I set out to do,” he remarks.



“Being a knowledgeable representative and kind to everyone goes a long way. The future is bright.”

Family man Sam spends his free moments with Shelby, a legal assistant at Lynch Chappell & Alsup, and their son, Saxton Roy, born May 16, 2023. Every Saturday morning, they take their rescue pup Nyla, a 4-year-old Belgian Malinois, for a two-mile walk, and they enjoy going to the golf course together and attending church at Big Spring’s Family Faith Center.

“You can also find us often in the backyard around the pool or at Texas Roadhouse,” Sam notes.

A self-proclaimed high-achiever who reveals he was once one strike away from bowling a perfect game, Sam is steadfast in keeping his sights on what’s important. “But don’t get me wrong,” he smiles. “When it’s time to conduct business, it’s game time.”

Connect with Sam at sam@welcomehomepg.com.

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▶▶ top producer

By Beth McCabe
Photos by The Stones Photo + Film

JOSH REAMES

The Real Estate Place

SOWING SEEDS OF SUCCESS

For Josh Reames, the path from a life of farming and ranching to becoming a successful real estate broker was anything but straightforward.

His story is one of perseverance, faith, and a dedication to helping others find their own piece of the American dream.

Josh Reames, now the Broker-Owner of The Real Estate Place, began his career journey in a completely different field. Raised in Albany, Texas, Josh spent his summers working at his family-owned grain elevator during the June wheat harvest. “I grew up farming and ranching,” Josh recalls. “I hauled hay, worked cattle, and fixed fences until school or football started. Looking back I realize how blessed of a childhood I had getting to work with my brother, Dad, and Granddad during the summers. Life was different back then. We usually sat down as a family at a lunch table that my grandmother had prepared and a supper table that my Mom prepared after work.”

After high school, Josh attended South Plains College and then transferred to Tarleton State University, where he graduated in 2003. His early career included a stint as a traveling feed salesman before his family moved to Seminole in 2006 where he started a small home remodeling business. However, it wasn’t until he joined the Farm Service Agency (FSA) in 2009 that he found a stable career. “I was a County Executive Director with the FSA, administering farm programs

and working closely with farmers,” he explains. “But I didn’t like being inside an office all day.”

The Leap of Faith into Real Estate

In 2013, Josh’s mother-in-law, Dixie Lentz, who was a broker at The Real Estate Place, suggested he consider real estate. “At first, my wife Amanda and I planned to get into it together, but she was already managing a gymnastics gym, so it was too much,” Josh says. “So, I just got my license.”

Balancing family, job, and coaching kids’ sports, Josh received his real estate agent license in June 2014. He initially dabbled in real estate while still working at the FSA. However, in October 2015, he made a significant decision. “Leaving an \$80K+ salary to work on commission was tough. It took lots of prayer,” Josh admits. “I told God if He provided buyers and sellers, I would do my best to get them into church.”

With faith guiding him, Josh jumped into real estate full-time and found success. “In real estate, I get to help and serve people daily,” he says. “God has blessed me and my family beyond measure.”



IN REAL ESTATE,
I GET TO HELP AND
SERVE PEOPLE DAILY.
GOD HAS BLESSED
ME AND MY FAMILY
BEYOND MEASURE.



Family and Faith

Josh's family plays a central role in his life. He and his wife Amanda, who owns a successful gymnastics and cheerleading gym in Seminole, have two boys, Landry Blaze and Rylan Ace. "Amanda is one of the hardest workers I know," Josh says proudly. "She started her gym in 2006 with 35-40 kids per week and now runs close to 300 kids."

Landry, their eldest, loves the outdoors and was involved in high school sports and bass fishing. He will attend Tarleton State University, majoring in business and fishing on the Tarleton State Bass Fishing Team. Rylan, their younger son, is fearless and entrepreneurial, taking on small jobs like pressure washing and mowing lawns. He also competes in track and pole vaulting. Rylan and Josh are also both pursuing their pilot's license.

As for Josh, when he's not busy with real estate, Josh enjoys working on the ranch and engaging in various hobbies. "Growing up on a ranch, the cowboy way of life just gets in your blood," he says. "I love showing my kids how I grew up and what we did for fun."

A Bright Future

In 2020, Josh received his broker's license and worked as an associate broker until May 2023 when he purchased the business, The Real Estate Place, and building from his retiring mother-in-law Dixie. "When I purchased the business, I inherited three great agents and just hired my fourth," he says. "I'm excited for him because he's starting at a time when many changes are in the works."

Looking ahead, Josh remains committed to his work and his community. "Hard work and putting in the hours will eventually pay off," he advises others. Josh can attest to that. He's

living his dreams through real estate, achieving a bright future in the process.

Despite the challenges of transitioning from a stable government job to a commission-based career, Josh's hard work and dedication have paid off. From the fields of Texas to the world of real estate, Josh is living proof that with enough faith, anything is possible.

Josh's favorite quote comes from Joshua 1:9: "Have I not commanded you? Be strong and courageous. Do not be afraid; do not be discouraged, for the Lord your God will be with you wherever you go." This verse has been a guiding light for Josh as he continues to help clients from the closing table and beyond. He can't imagine doing anything else.



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