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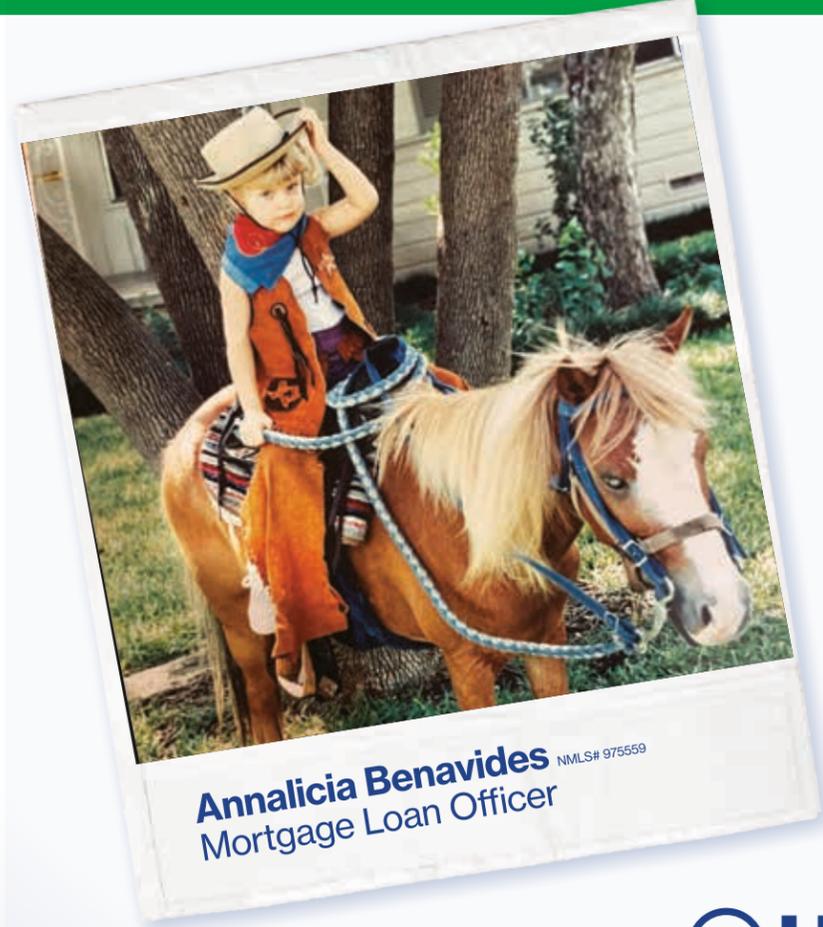


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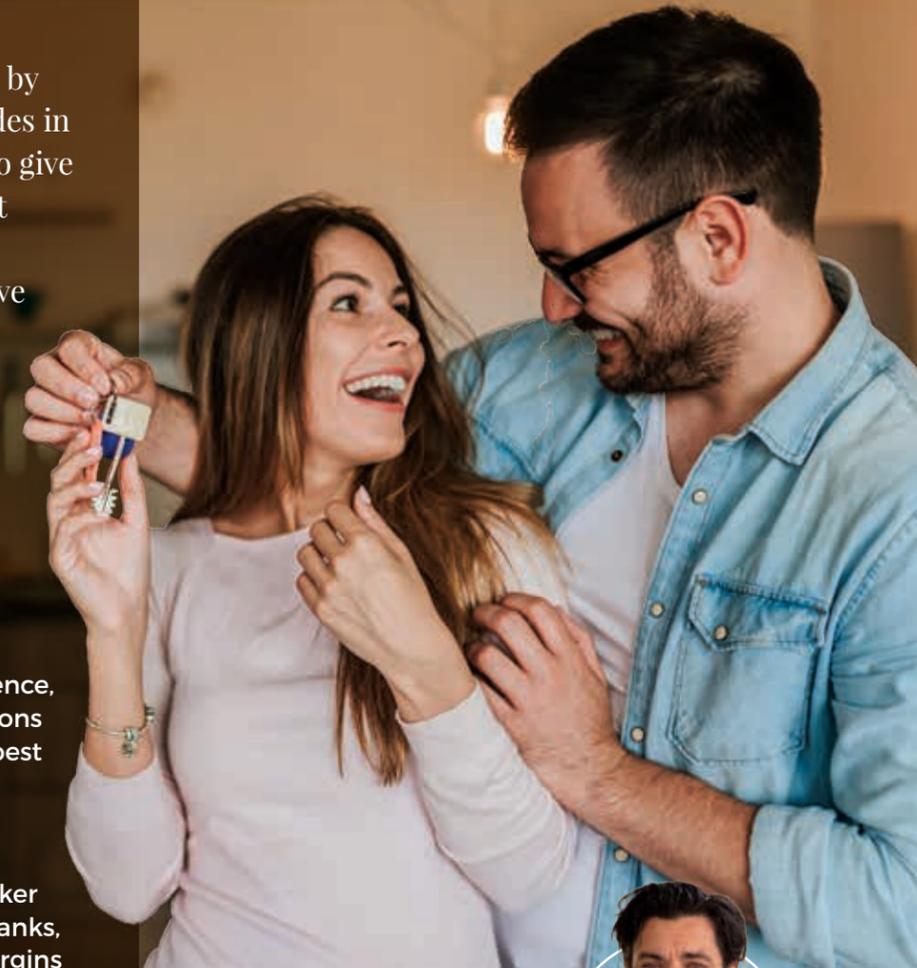
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We are anticipating the market to be more active than last year. Renewed optimism and hopefully some fiscal responsibility will raise consumer confidence, and we feel that there are two main reasons why working with a mortgage broker is best for your clients. Fast facts to make smart mortgage moves

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2. We work with multiple lenders giving the client more flexibility. Sometimes the situation is unique and one lender has a guideline that will get the file approved. Some lenders are better at VA loans or investments than others allowing us to have a specialty lender for specific products.

As a locally based broker with the resources of the largest lenders in the nation, we offer the best combination of service and financial value.



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# Similar Doesn't Mean **SAME**



Every month, your inbox and desk are flooded with magazines, emails, and flyers—most of them forgettable, few of them relevant. But **San Antonio Real Producers** isn't just another industry publication—it's *your* magazine. It's exclusive. It's personal. And while it might resemble others at first glance, trust me—*similar doesn't mean same*.

This publication is a curated reflection of the top-tier real estate professionals who drive the San Antonio market. It's your stories, your milestones, your network. Other publications may try to talk to everyone—but this one is created *with* and *for* the elite agents who are already making things happen.

And to the businesses who partner with us—yes, you've got choices. There are plenty of ad opportunities out there, from digital campaigns to media buys and social media spins. But **Real Producers** is different. We're not just a line item in your marketing budget. We're a relationship. We're a warm introduction. We're a trusted connector to the people who matter.

Marketing is essential for any brand, and let's be honest—if we were the only ones who thought connecting with top agents was a good idea, it probably wouldn't be a good idea. But again, similar doesn't mean same.

So what makes **Real Producers** uniquely different?

### **We are deeply connected.**

We've spent years cultivating relationships with the most productive agents in San Antonio. We don't just report on the market—we know the movers, the shakers, and the stories behind the stats. We've earned their trust, built real friendships, and created a community that no one else can replicate.

### **We are precise in our audience.**

We're not casting a wide net hoping something sticks. Every issue of **Real Producers** goes directly into the hands of the top

500 agents in this market—agents who consistently outperform and influence. It's not about how many; it's about *who many*.

### **We are personal in our content.**

This isn't generic "real estate content." Our stories spotlight the people behind the production—their journeys, values, and impact. This is about *you*, your colleagues, and the real-life dynamics of leadership in the industry.

### **We are intentional in our connections.**

Our exclusive events and one-on-one introductions connect business partners with agents in real, meaningful ways. It's not passive promotion—it's active relationship-building.

### **We are social.**

We don't just publish content—we create connection points. From intimate meetups to curated social events, we bring the **Real Producers** community together face-to-face, strengthening bonds and opening doors.

In an industry filled with noise, transactional thinking, and surface-level networking, **Real Producers** stands apart. We're built on trust, depth, and the belief that relationships drive results.

To the agents who allow us to tell your stories—thank you for being the heartbeat of this platform. And to the businesses who choose to partner with us—thank you for valuing connection over clicks, relationships over reach, and impact over impressions.

Because in real estate, in business, and in life—**similar doesn't mean same**.

— Jason Smith  
Publisher, *San Antonio Real Producers*

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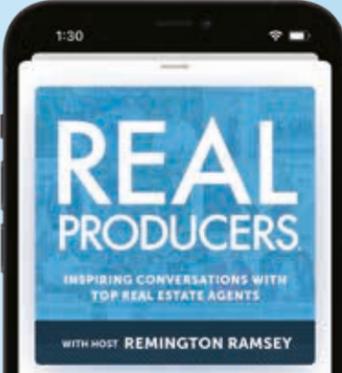
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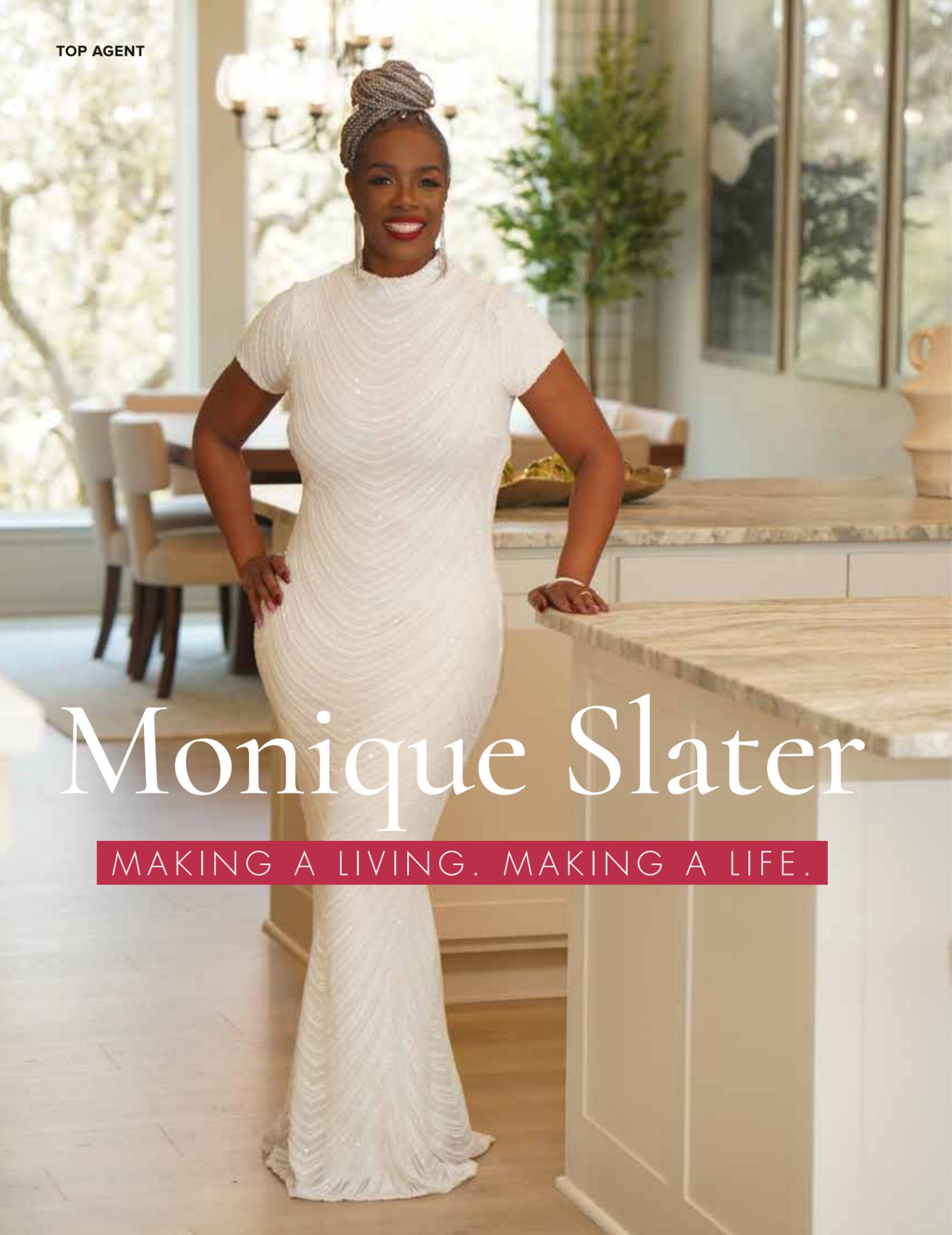


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# Monique Slater

MAKING A LIVING. MAKING A LIFE.

From the rough city streets of Compton, California, to the prestigious rank of Chief Master Sergeant in the United States Air Force, Monique Slater's inspirational story is one of perseverance. Through her impeccable work ethic, she overcame obstacle after obstacle, positively impacting the lives she touched along the way. Today, she proudly sits as a leader atop another field, San Antonio's highly competitive real estate industry.

Growing up poor, Monique and her sister were true latchkey kids and learned to survive from an early age. Her mother worked two jobs to make ends meet, but it still wasn't enough, and twice the family found themselves homeless. This reality shaped Monique into the woman she is today, instilling in her a keen sense of resiliency, as she learned to hustle with the understanding that hard work will eventually pay off.

After getting in some trouble with the law as a young adult, Monique was charged with 300 hours of community service and found herself in the hills with CA Forestry, working on preventative measures against forest fires. While there, she worked alongside an Air Force team and, through conversations, Monique recognized the life changing opportunities that joining the military could provide. At 17 years old, she enlisted the moment she'd completed her hours and within the month she left for the military.

Having experience, she joined the Air Force as a firefighter and began working her way up the



ranks. At that time, she was the only female in the fire department, a position which only reinforced her resilience and hardened her resolve. At her second duty station, Monique met her husband-to-be while

stationed in Korea. They both received military orders to Shreveport and they desired to start a family, but as this was an unprecedented situation for her department, she kept her pregnancy secret for six months, riding

in the trucks and attending to her regular duties until the secret was out.

From there, she pivoted to an administrative position and then retrained as a Manpower Analyst



while continuing to rise through the ranks. “Some people are natural born leaders, but that wasn’t me,” Monique says with a laugh, “My supervisors and commanders saw my potential, which allowed me to grow into the position. I was always grateful and

humble for every rank I earned, but I got there strictly on hard work, dedication, and taking care of Airmen.”

In 2007, she arrived in San Antonio on assignment and the family settled into Military City, USA and, when

her husband retired in 2010, they chose to truly call the city home.

Unfortunately for Monique, between 2007-2018 she received three more assignments that called her away from her family. For these assignments, she was

requested by- name as her reputation preceded her. By the time she received her last assignment back to San Antonio, she knew in her heart it was time to retire.

Having served in three wars and reached the honorable rank of Chief Master Sergeant over the course of her 28 year military career, Monique understood a life of service and leadership. Over the years, she’d also become exceptionally knowledgeable and familiar with real estate investing. Due to a conscious fear of once again ending up homeless, Monique invested in homes whenever she was on assignment and, at one point, had a portfolio containing over 17 properties. She also took it upon herself to educate her fellow airmen to buy homes rather than pay rent as a way to invest in themselves and their futures. In 2018, just a month after retiring from the military, she combined all this knowledge and experience by obtaining her real estate license.

That year, she earned the Rookie of the Year award and has been recognized as a Top Producer ever since. In 2023, she was the #1 Residential Sales Agent for San Antonio and the #2 Top Black Real Estate Agent in the U.S. In 2024, her team was distinguished as the #1 Team for KW Heritage. What’s even more impressive, is that she’s achieved this success mainly on a referral basis; no buying leads, no open houses, no cold calling. “The majority of my clients are military,” she says, “I’m still locked in with that community and, honestly, staying connected to my military family has been the

“

I REALIZED THAT LIFE IS TOO SHORT NOT TO LIVE EVERY DAY.

You’ve simply got to live life now.”

most rewarding part of this new career. Being willing to go to war with one another and put yourself in danger for another military member, there’s an embedded sense of trust that extends beyond the battlefield.”

She also recognizes that there’s no better place to be than in San Antonio. “It’s a spread out city but it feels like a small town,” Monique says with a smile, “I walk into a restaurant and it’s ‘hey Monique!’ Everybody feels like neighbors and the community is very family oriented. They also love and support their veterans here, which I truly honor.”

It’s those same values that have allowed Monique to stand out on every path she’s taken, and it’s her love for her fellow service members, city and country that’s made her a pleasure to work with. For Monique, donating a kidney two years ago shed further light on this journey called life. “I realized that life is too short not to live every day,” she says, reflecting on her experiences, from where she began to where she is now, “You’ve simply got to live life now..”





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**- George M**

# CARPET NOW



Carpet Now was founded with the Real Estate industry as a focal point. As “a second generation flooring guy,” Ben Hendrix was growing accustomed to weekly calls from customers wanting to spruce up their home prior to listing. Naturally, those customers were seeking a good price along with a speedy delivery, so Hendrix thought why not design a company that specializes in that market specifically. With Carpet Now expanding across the state, it’s clear that Ben has built something more than capable of meeting the demand.

Recognizing that asking realtors for referrals is a huge request, Carpet Now takes being in a position of representation extremely seriously. “Everyone in business is looking for that edge in customer service and experience,” Hendrix said in an interview, “We’re a tool in the toolbelt that can be used to leverage a realtor’s success. Buyers don’t want a laundry list of fix-its, they want a house that’s ready. The more you can take off a consumer’s plate, the higher the premium they’re willing to pay.”

Since its founding in 2018, Carpet Now has continued to expand while leaving a trail of happy customers in its wake. The company’s success can be attributed to the philosophy of prioritizing People, Product, and Process. Since everyone’s in the people to people business, success starts with their sales team. At Carpet Now, everything is tracked, from response time, to punctuality, to each and every call. The authenticity of

their representatives is top tier because when people see that you care, they want to work with you. “For us to stand out,” Hendrix explains, “we don’t just want to be known in the flooring world for our customer service, we want to be known across industries. We want leaders, regardless of industry, to be inspired to run their business better after having an experience with us.”

When it comes to their product, carpet is changing constantly as technology continues to improve to remain in competition with hardwood and laminate. All levels of carpet products have truly leveled up in their durability and stain-resistance. Even an entry-level price point carpet will treat pet stains as a thing of the past. Furthermore, carpet will always remain affordable because it is one of the only flooring products completely made in the United States, allowing it to avoid the tariffs that increase the price of other products. Being that all carpet is American made, that gap in pricing will only continue to increase.

As for the company’s process, Hendrix likes to say that “Carpet Now isn’t a flooring company, it’s a logistics company.” Execution is everything, because once an installation date is set, come hell or highwater, that promise will be kept. “Our narrow focus allows us to be efficient, effective, and dependable,” he says. “We specialize at being the fastest, providing quality installations, and offering an affordable price point.



Ben Hendrix. Owner.

It's the triple crown." Serving clients at their home and on their time is the modern way of doing business, which is why the initial home appointment with Carpet Now is essentially a traveling showroom. Clients can look at over 100 samples, in their own home's lighting, and have their house measured in less than an hour. Convenience at its absolute best.

As a local, family-owned, and award winning company, Hendrix is extremely proud of what he's built and the niche he's been able to fill, but it's the relationships he's formed along the way that he finds most rewarding. Within the company, there is very low turnover, and even as it's grown to cover city after city, that family culture has remained a pillar of their

operation. "When employees know how much they're cared for and protected, that foundation spills over into how they conduct themselves with clients or at networking events," Hendrix says proudly, "To me, that's worth celebrating."

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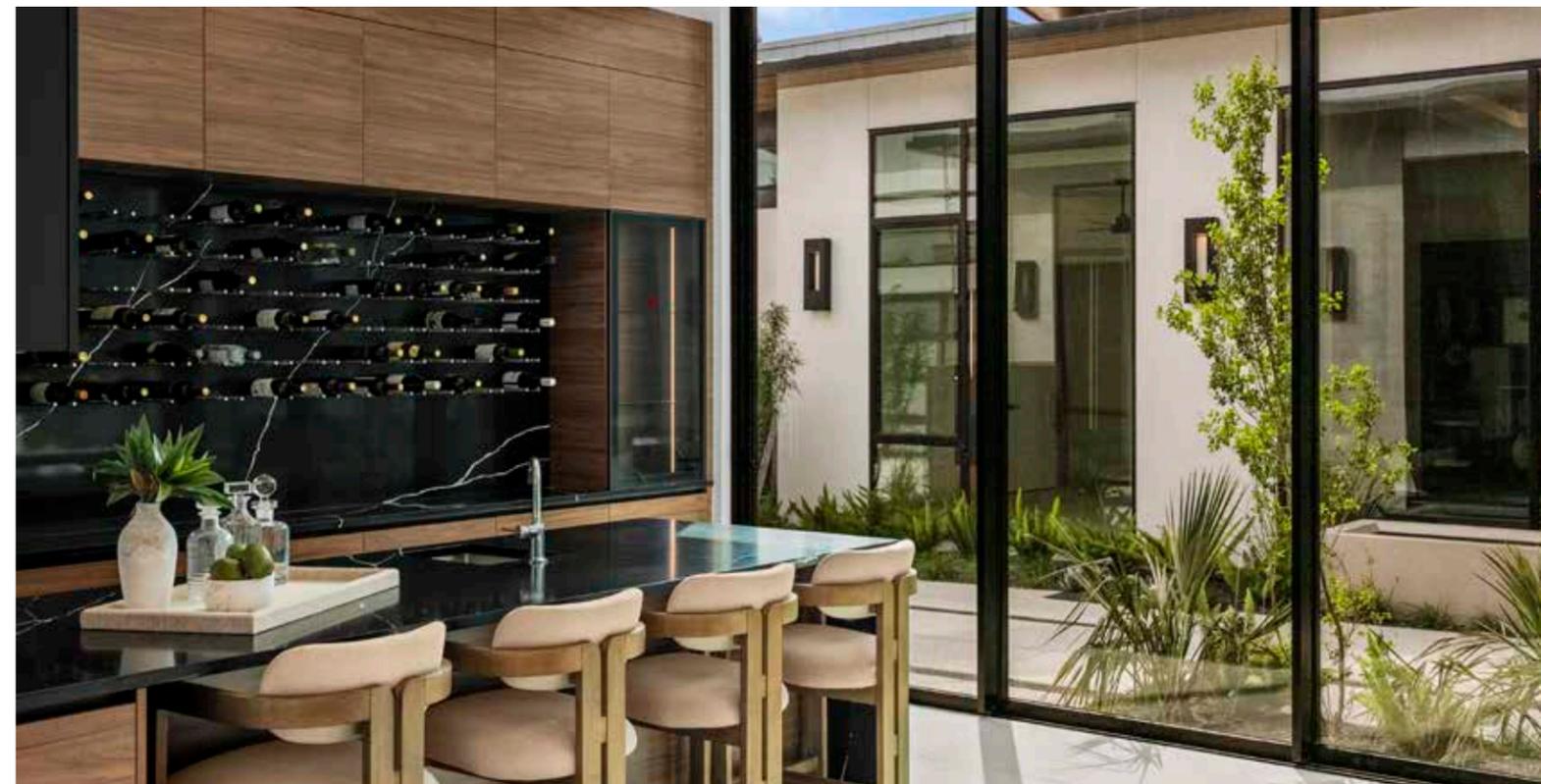
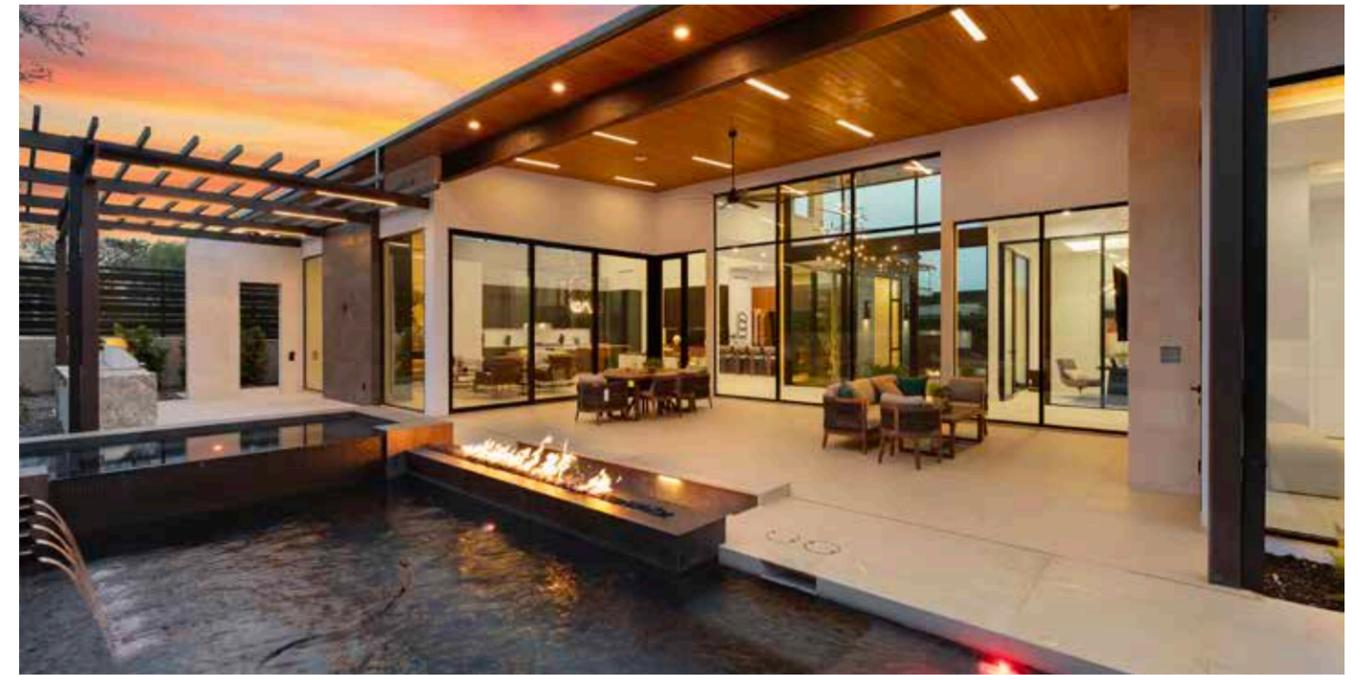
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