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Katy, TX 77494

WHAT IS OPEN BOOK?

Open Book's goal is to facilitate the exchange of knowledge among industry leaders and innovators. Our events bring together key players in the industry, delivering brand visibility to our sponsors, cultivating prosperous partnerships, connecting services with consumers, and facilitating an environment for teaching and learning.

Open Book is a great way for industry leaders to stay up-to-date with the latest innovations and developments. The events provide an excellent opportunity for networking and building relationships with other key players in the industry.



Open Book brings you an opportunity to hear proven methods from agents and leaders, and get a road map to success from theory to experience.



Agenda

9:00 am Registration/Networking

10:00 am Welcome

Sponsors Presentation

Christopher Almaraz

Eric Perez

Chris Sears

Levi Lascsak

Panel - Danny Garcia, Mirta Amaya, Tania
Castelan moderated by Rebecca Soto

Grant Wise

Gil Ramos

1:00 pm Closing Remarks/Networking

Owner of Houston's Finest Realty Group

Christopher Almaraz

A born leader, Christopher is on a mission not only to help his own clients boost their credit scores and get into their dream homes, but to train others to share in his recipe for success. Currently, Christopher serves as the Director of Operations and Sales at Casas Houston, a new home builder, working to develop 40+ acres in Cleveland, TX. Christopher is determined to help this predominantly Hispanic community make the dream of home ownership a reality.

Certified by NAHREP 10, John Maxwell, Tony Robbins, and Dave Ramsey, he's a coach, mentor and trainer who uses his knowledge to educate agents and clients to achieve their goals. "I'm here to pay it forward", says Christopher. "If you educate one person, they'll educate 10 more. I'm trying to educate as many people as possible."

To spread the word about his services, Christopher and his real estate team of eighteen agents use social media and real estate search engines like Witley and Ylopo to share their listings. It's the dedicated customer service that brings business to Christopher and his team.

By providing a fundamental real estate education to others, Christopher inspires those around him to share in their knowledge. "The bottom line is that when you have that servant's heart and do things not expecting anything back, the doors will open for you ten-fold."

281-451-9756 | christopher@houstonfinest.realty.



Eric Perez

Chief Operating Officer at The Figueroa Team Real Estate

Eric is the COO at Figueroa Team Real Estate, the #1 eXp Real Estate team 2021-2022. Over the last 2 years Eric has helped the company grow from selling 600 homes a year to 2000+ transactions in 2021. He has built systems and processes to help the company scale from 20 agents to over 60+ agents.

"My ultimate goal in life is to constantly improve by challenging myself in every facet of my world, whether It be career wise, mental, or physical challenges. I aspire to become a better version of myself each day while building a business that brings the best out of myself and the others within it"

eric@figueroateam.com



Co-Founder, The Sears Group

Chris Sears

"Our growth is the result of the hard work and dedication of every member of our organization and I am pleased to share this incredible achievement with them. "The brokerage is co-managed with Jennifer Sears, managing partner, and together they have achieved remarkable success including opening their second office in Katy, Texas and managing the expansion of their organization from 40 agents to 330 agents in just three (3) years.

"Chris Sears approaches everything he does with passion and professionalism," said Mark Johnson, President and CEO, JPAR - Real Estate. "Agents want to work with The Sears Group because of the phenomenal culture of empowerment. Every agent is considered a business owner and the brokerage partners with them to help them achieve their real estate business goals."

(713) 357-0068 | sell@searsgrp.com



Co-Founder, Passivc Prospecting

Levi Lascsak

Levi Lascsak released his first YouTube video on December 5th, 2020 as a brand new real estate agent. He had not sold a home in 2020 or the first quarter of 2021. Levi partnered with Travis Plumb and they closed their first 2 transactions from the channel in April 2021. Over the next year, they generated 164 transactions, \$90M in production, and \$2.7M in commissions with zero ad spend from the channel. They now own the fastest growing and most viewed real estate YouTube channel in Dallas Texas and generate 3-5 inbound leads per day.

levi@livingdallastx.com



Team Leader at Liv Texas

Danny Garcia

Danny Garcia understands the sense of security and the potential to build wealth that comes with owning a home. And, having worked in the industry since 2000, the Houston native has helped create quite a bit of both. As an agent, Danny is passionate about educating families on the benefits of homeownership, and he specializes in working with first-time buyers to start building their American dream. Danny believes that real estate is a prosperity driver for the American family, and his scores of repeat customers agree.

As a high schooler, Danny got his first taste of the industry doing side jobs on the construction end. He found joy in the process of rebuilding and repairing houses, and he took pride in the resulting sense of accomplishment—not just for himself, but for the homeowners, as well. He went on to work in banking after college, focusing on real estate as a financial advisor and mortgage rep. Today, in addition to being a licensed agent, Danny is a real estate investor and home-building consultant, and his wide variety of industry experience gives him unique insight and unparalleled negotiation skills. Also a proud father of four, Danny enjoys spending time with his family and supporting his children's volunteer work at church.

(832) 545-0236 | info@livotexas.com



Mirta Amaya

Team Leader at Mirta Amaya Real Estate Group

Mirta Amaya has been in the real estate business for 4 years and thriving. She and her family migrated to the United States from Mexico at a young age, where she experienced the difficulties the language barrier many experience in this country.

Through her parents journey of buying their first home, it inspired her to help out her Latino community. bridge the gap of the language barrier they so often face with an amazing team of bilingual realtors. She and her team have has since dedicated their focus work to help her Latino community live out the American dream by guiding them through the process of becoming home owners.

(832) 968-0215 | Mirta@Mirtaamaya.com



Team Leader at TJ Castelan Real Estate

Tania Castelan

Tania Castelan is a real estate professional, investor, team leader and most importantly an educator. She is also the owner of DAR Event Studio and has recently opened her second real estate office location in Port Arthur, Texas. Known for her extensive market knowledge and her unmatched devotion to clients and community, she continuously invests time, money and thought into the latest sales, marketing and negotiation techniques. Tania is deeply connected and raised in Southeast Tx. She understands the numerous and tangible benefits in life within the Golden Triangle, including the culture, and diversity.

She is a former teacher, education head for Connect Realty, and an active member of many organizations. She is not only a Leadership Beaumont Alumni and 40 under 40 Recipient, but she sits on the Legacy Community Health Advisory Board and Green Dot Public Schools Advisory Board. Tania takes pride in serving as one of SETX YPO (Young Professional Organization) committee chairs and Junior League ABOLISH committee. She also serves on Lamar University Alumni Advisory Board and has recently be awarded HPAC Business Impact Award. Tania finds education to be the key to everyone's success and continues to motivate and encourage others to pursue their dreams. Because of this, she was awarded Provisional of the 2019-2020 Year and her team has been top 5% in sales for her real estate brokerage the last 4 years. They have recently been nominated for team of the year. When Tania isn't working, she is planning charity events and hanging out with her little boy.

409-338-5600 | tjcastelan@gmail.com



Rebecca and Josue Soto

Realtor | Mentor | Author | Owners of Soto Legacy Group

Josue & Rebecca Soto are a husband and wife team that has grown in the real estate industry working together since 2006, serving the Central Florida area. They have focused on residential real estate and serving their Hispanic real estate community through a trade organization named NAHREP. They have earned awards such as Orlando Real Producers Top 500 agents, 2019 Top Orlando Couples, NAHREP's Top 250, eXp's Icon Agents.

Leading their local agents they have now expanded their organization into several states and 5 countries went from 4 agents when they came in, to now 380+ agents and counting! They participate in their company's affinity groups like ONE eXp, eXp Latino and they love mentoring agents. During the pandemic they took some time to write a book, Married In Real Estate where they journal their life experience working together in real estate as a married couple. It's told with Her Side and His Side of Love, Financial Ruin, Success & Working Together To Create their Ever After. So much can be learned from reading their story, the book comes with Life Lessons and exercises to reflect on your journey.

(321) 209-0181 | info@sotolegacygroup.com



Grant Wise

President & Founder of Witley

Grant Wise, a serial entrepreneur. Grant is the President and Co-Founder of Witley, a Marketing Intelligence Software for Real Estate agents. Grant Wise is the President and Co-Founder of Witley.

Grant is known to be a maverick leader and an innovative marketing strategist unafraid to lead companies in new directions. Grant helps companies implement systems to generate leads, build their brand, and convert more customers through marketing and sales automation.

Grant currently works with over 3500 businesses from single agents to large scale teams in Real Estate, Mortgage, Investing, and Title.

<http://likegrantwise.com/>



Growth Leader; Lead of Team G.R.E.A.T.

Gil Ramos

Gil Ramos is a Real Estate Coach & Entrepreneur dedicated to helping people win!

While Gil has been known by many titles...Leader, Mentor, Speaker, and Broker he takes great pride in his title as Husband and Father. With six kids which include two sets of twins, Gil has created an empire while balancing his “love-cations” and magical moments with his family.

In real estate, Gil is the CEO of Award Winning Mega ICON Team G.R.E.A.T., Gil Ramos Expert Advisors Team, a high volume residential real estate team in Central Florida. He also leads an organization of more than 2,300 agents around the globe. Gil has coached and mentored thousands of agents to reach new heights with his raw yet refined street level coaching style designed to touch the spirit and kick start action!

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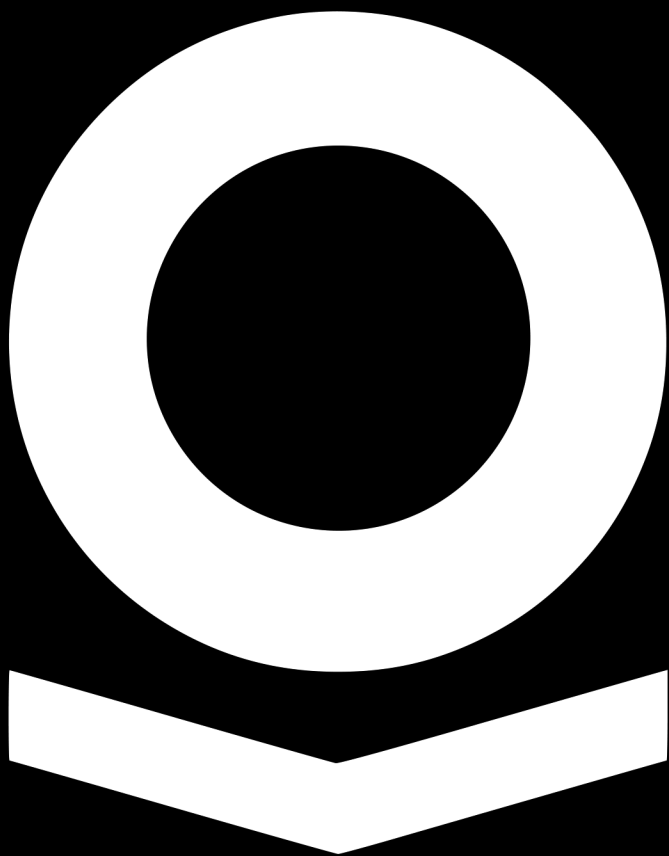
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