

# INSIDE *the* GATES

A Social Publication For The Residents Of Sonterra • October 2021



**Robert Elder &  
Stephanie Paxton**

Also In This Issue:  
**Meet Your Neighbor Article**  
Robert and Stephanie

**Neighborhood Night  
Out Review**  
Copa Wine Bar &  
Tasting Room

**Young Achiever**  
Sophia Rose Oliver

**Invitation to  
October NNO**  
Silo Nosh

**Resident Business Feature**  
Michelle DeStefano, Waechter  
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We are always looking for residents to follow up on leads, find great stories and send us ideas. Let's celebrate the great things happening in our community! No contribution is too small. Please email Yvette.schycker@n2pub.com with your pictures, suggestions, or requests.

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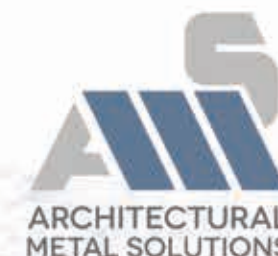
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**Neighborhood:** The Woods at Sonterra  
**Pets:** Palmer & Bentley  
**Professions:** Both of us are Real Estate Agents

We moved in to The Woods at Sonterra Oct of 2020 and fell in love with a home that needed a big hug! And a huge hug is what we have given it! We love the casual lifestyle that we have here and driving the south course later in the day with our two pups. We have embraced the country club life and very often can be found with friends dining at the grill and play the occasional Pickle Ball game with friends.

Stephanie is from Southern California and moved to Texas 27 years ago to pursue a career as a professional horse trainer. She competed and coached students to several National and World Championships. Many of her students earned equestrian scholarships to universities such as UT Austin, Texas A&M, South Carolina, Oklahoma State, Kansas State and Baylor, to name a few.

She transitioned to Real Estate sales 10 years ago and has been ranked as one of the top agents in the city year after year.

Robert came to San Antonio by way of Laredo, Tx. He has owned several companies to include a solid waste hauling company along with a portable restroom company, however, his love is Real Estate and he has been selling Real Estate in San Antonio for 30 years.

Together they formed The RoPax Real Estate Group at San Antonio Portfolio and are ranked #5 in the city out of over 13500 agents!

...

meet your neighbors

Nick Barrón  
PHOTOGRAPHY

# Robert Elder & Stephanie Paxton





• • •

**OUR Favorites**

*Activity:*

Steph's are riding horses, working out and investing. Robert's are working out, selling homes, cars & watch collecting

*Hang out:*

Being with some of our very close friends, who happen to live here in Sonterra.

*Restaurants:*

JPrime, Bohanans, Eddie Vs, Cypress Grill in Boerne

*Vacation Destination:*

Mexico beaches are relaxing for us and the mountains of Colorado & traveling to California to visit Steph's family

*Sports Teams:*

San Fransico 49'ers

*Family Dinner:*

A nice grilled steak and grilled veggies

**What do you like to do on your free time?**

We enjoy Sunday brunches and short drives to nearby cities to relax. Also, Robert has taken up gardening at their home.

**What is something that neighbors might not know about you and your family?** Our dogs have alter egos that we have created for them and during the day we talk about all of the amazing things Bentley does with Elon Musk and how Palmer loved to travel to far away lands in his private jet to party the night away at the most exclusive night clubs.







# Rose Oliver

“Music lifts my spirits and I feel a sense of delight when I sing and when I hear others sing.”

*Sophia has lived in Sonterra all of her life, 17 years. She loves the Sonterra community! She likes to walk the neighborhood with her four dogs visiting and laughing with friends and enjoys the summer swim team with the Oaks at Sonterra Sharks.*

*She lives with her mom Rosanne, dad Stephen, sister Sarah, grandma Virginia Gill and four dogs Mia, Luna, Eve, Olive. She is in 11th grade at Reagan High School and loves it!*

## What are your plans after high school?

I plan to attend college at the University of Texas-San Antonio or Texas State University in San Marcos.

## What sports and extracurricular activities do you participate in?

I love to be a part of my neighborhood swim team, The Oaks at Sonterra Sharks. Matthew Bridges is my swim coach. Matthew helped me believe in myself and he gave me a passion to be a better athlete and motivated me to achieve a faster time while on my swim team.

I work at the kids center with Lifetime Fitness in the summer and volunteer with kids church as a Junior Worship leader with Community Bible Church.

At Reagan High School, I am active with the choir program, participating in Chantez Nouvelle and the Kantorei choirs, along with serving on Choir Counsel.

My passion for music started when I was a baby. My parents would take me often to Mi Tierra to hear Mariachi's sing and play instruments. I was so fascinated with their passion to sing. Also, at Community Bible Church, I enjoyed singing in various children's choirs from elementary to high school. In school, several teachers have played a major role in my passion to sing - Bush Middle school directory Audrey De La Cruz, my voice teacher Becky Westlund, and Reagan High School Associate Director Amanda Jeffries-Hardy.

Music lifts my spirits and I feel a sense of delight when I sing and when I hear others sing. My fellow choir members who are a part of Chantez, Kantorei, and Choir Counsel are a part of my life and they share the same type of values and passion for music so I feel right at home with them.

## Share your achievements or some highlights of your experience so far.

- Attend mission trips with my church and CBC Worship leadership with kids Church junior.
- Received the President's Volunteer Award 2017, PVSA Gold Level 2018, PVSA Gold level at Reagan High School with over 250 hours in 2019.
- Participating in the UIL All region Choir in Middle School and High School and with hard work, I was able to achieve Choir group All-Region Choir Sophia Treble Choir 2018, and Reagan High School Honors Treble Choir Soprano 2 2019.



## Share your specific strengths.

I think my natural ability of organizing activities, motivating children, offering children emotional support, and passion to teach music to children makes me unique.

## How do you keep a balance between sports, school, and other activities in your life?

I try to read my Bible devotional and prayer every morning that keeps me motivated and balanced. I try hard to exercise at Lifetime by swimming and walking my dogs in my neighborhood, finding activities with friends and family, and practicing for my voice music lessons.

## Name someone you admire. What makes them special and how have they motivated you?

My mother Rosanne Oliver is someone I admire because she is a volunteer with CBC, swim team leader for Oaks at Sonterra, business relationship manager with NFA, wonderful wife, a great mother to myself and my sister, and caregiver to my grandma Virginia. I am blessed to have my mom in my life because she gives me so much support and love.

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special invitation

## *Inside the Gates* **Neighborhood Night Out**

**Silo Nosh  
welcomes  
Sonterra!**

Sonterra residents are invited to join friends, neighbors and sponsors for a fun Neighborhood Night Out at Nosh Bar & Grill!

Location: Silo Nosh Bar & Grill (downstairs area)  
Date: Wednesday, October 20, 2021  
Time: 6–8 pm  
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For those that would like to ride their golf carts, there will be special parking.

Door prizes generously donated by our amazing sponsors!

Please RSVP to [Yvette.Schycker@n2pub.com](mailto:Yvette.Schycker@n2pub.com) or text 210-744-2030. There is limited space.



Please email Yvette at [Yvette.schycker@n2pub.com](mailto:Yvette.schycker@n2pub.com) to be added to the email list to receive invitations & reminders to our social events. Don't miss the FUN!







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# COPA WINE BAR & TASTING ROOM

*had Atmosphere, a Nice Variety of Vino, Excellent Service and Tasty Pizzas and Tapas*

We finally had our Sonterra Neighborhood Night Out at Copa Wine Bar! We have many requests over the years for this venue and on the other hand, there were several residents that attended who have never been! The reviews were excellent! They treated us to handmade pizzas and delicious tapas.

Thank you to our amazing *Inside the Gates* sponsors who came out and also gave generous prizes to our group:

Tom & Debbie Ortiz, Realty Executives Access  
Jeanne Philippus, J. Philippus Art Studio & Gallery  
Cheryl Nichols, The Premier Group (also a Sonterra resident)  
Nancy Duque, Tuscany Dental Care  
Hill Country Vision Center  
Thalia Guynes, Coronado Stone Oak (also a Sonterra Resident)  
Patty De Los Santos, Stallion Iron Doors (also a Sonterra resident)

Cheers until next time!

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ago because of her passion for building therapy awareness and physician relationship management across the U.S.

“Michelle brings the clinical perspective from her experience as a nurse. Michelle and Michal complement each other and are able to create comprehensive plans for our clients,” Michal said. “We are an outsourced resource for the physician, so they can put their time and energy back into caring for patients. They know they have a full-time advocate in the market they can trust to grow their business.” Developing a base of referring physicians is one of the first steps in growing patient volume. Michelle is passionate to articulate her clients’ niche in the market and help them differentiate their practice from referring physicians. She highlights their expertise, their quality outcomes, and their innovative care solutions to set them apart from their competitors.

The ability to pivot quickly became vital last year when changing health policies kept medical offices on their toes. Michelle, leading the Referral Management Strategy of Waechter Consulting was able to continue building referring relationships both virtually and in-person. Many of their clients experienced growth in their patient referrals despite the challenges incurred during the pandemic. An established gastroenterology practice realized 293 referrals in six months and grew volume at their new office by 40%.

Michelle and Michal feel personally invested in the practices they represent, so much so they would recommend them to their own family members. Their clients experience their synergetic relationship.

“Engaging Waechter Consulting Group to manage our marketing activities has been a very smart move, their expertise and dedication are outstanding and the transparency and efficiency they run their business with are without par; to top it off each one of their staff members is a real pleasure to deal with. Our business has greatly benefited from our relationship with the Waechter Group,” said H. D. Allende, M.D., Medical Director of TDDC San Antonio.

Waechter Consulting also encourages their clients to engage in the community — a practice they model. Michal has chaired the American Cancer Society’s Ranch Chic Fashion Show for the past six years. Michelle has been honored to participate in the Ranch Chic Committee where she is on a sub-team of the Revenue Enhancers. In 2019 the event raised over \$75,000.

Find Waechter Consulting Group at <https://www.waechterconsulting.com> to schedule an initial consultation or call Michelle at **717-645-8678**.



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Concerns about health have been foremost in our minds recently, and consumers have become more savvy about finding help. Today’s physician needs not just the most up-to-date medical skills but also the acumen to run the business aspects of a medical practice. Physicians are experts in their medical field, but do they have the time to develop and execute a business strategy? One hallmark of an extremely effective person is knowing when and what to delegate.

Waechter Consulting Group is a consulting firm that helps physicians optimize business performance and grow patient volume. Waechter Consulting customizes a plan for each client that covers all aspects of business development including strategic planning, marketing, physician referrals, and consumer education.

Waechter Consulting was created four years ago by Michal Waechter, MHA, FACHE. She worked as a healthcare administrator with the Baptist Health System for almost 10 years before being inspired to create her own business to address this growing need. Michal earned her Master of Science in Healthcare Administration from Texas State University. She is joined by Director of Business Development Michelle DeStefano, RN, MPA, a registered nurse with a Master of Public Administration degree from Pennsylvania State University and a former Chief Nursing Officer. Michelle, after having a successful consulting tenure with Boston Scientific, joined Waechter Consulting almost two years

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Supplied by Matt & Kathy Wefel, Toro Realty Group, JP & Associates Realtors

Address	Neighborhood	List Price	Beds	Baths	SqFt	Description
19203 Tanoan	The Seventh at Sonterra	\$300,000	3	3	2,429	Townhome with lots of updates including flooring, counters, and shutters.
919 Peg Oak	The Oaks of Sonterra	\$375,000	4	2	2,255	Single story on a quiet street close to amenities with separate study and island kitch
523 Pueblo Vista	The Hills of Sonterra	\$407,000	4	2.5	3,173	Beautifully maintained cul-de-sac home with spacious floor plan and master down
643 S Birdsong	The Gardens of Sonterra	\$435,000	3	2.5	2,618	One story on a large corner lot and charming patio, floor plan with mother-in-law c
18930 Calle Cierra	La Cierra at Sonterra	\$569,000	3	3.5	3,155	Gorgeous Mediterranean home with open kitchen, master down and his/her closets
18942 Calle Cierra	La Cierra at Sonterra	\$589,000	4	2.5	3,500	Enticing San Miguel Hacienda style with quaint courtyard and fabulous outdoor livin
1303 Summerfield	The Midlands of Sonterra	\$625,000	4	4.5	2,719	Investor opportunity with long term tenants in this 2016 build
1426 Whisper Mtn	The Highlands of Sonterra	\$950,000	4	4.5	4,151	Superior built Mediterranean home with courtyard, pool, and full outdoor kitchen

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