

In 2004, Manny Ybarra launched his real estate company Pillar Commercial. Within months, he met a group of investors who owned a 1 million-square-foot office portfolio that was struggling from poor occupancy. “They gave me an opportunity to turn their portfolio around,” Ybarra says. “I have often been told how lucky I was to find these investors. I know, without a doubt, that God intervened during the early stages of this journey because it feels very natural and I couldn’t imagine doing anything else.”

### MEET MANNY:

**Where were you born?** Dallas

**Education:** Coppell High School, 1985; University of Texas at Dallas graduate, 1990.

**My greatest challenge:** Managing people. Commercial real estate is a fairly simple business. Managing different personalities and determining ways to help our employees achieve their own dreams has been the most challenging. People are complex creatures; they are also equally important and instrumental in our success.

**How I overcome it:** I ask a lot of questions, try to be patient (I’m not always good at being patient) and work on understanding others. It’s not always easy, but success is largely derived from helping others become victorious.

**My Family:** My mother is a native from Havana, Cuba, and my father was raised in West Texas (Colorado City). His family is originally from Mexico. I have a wife, Betsy, and two children, Sam, 11, and Amanda, 21. Sam is a fifth grader at McKinney Christian Academy. Amanda is a senior at Oklahoma University. Betsy is a stay-at-home mom and wife. I am an only child. My parents are still in very good health and live in Corinth.

**If you own your own business, how did you make that happen?** In 2004, I decided to launch my company, Pillar Commercial. Within months, I met a group of investors who owned a 1 million-square-foot office portfolio that was struggling financially from poor occupancy. They gave me an opportunity to turn their portfolio around. It took two years of keeping our head down and focusing on the task of repositioning these properties. I know, without a doubt, that God intervened during the early stages of this journey because it feels very natural and I couldn’t imagine doing anything else.

**What drives you to give back?** Many people have helped me throughout my career and have invested greatly in making Dallas a dynamic business center. I have been blessed in many ways living and working here. I believe it is only right to pay it forward. It’s a responsibility I take seriously. I genuinely love this city.

