



Oscar Elizondo

CEO Home/health Care

Oscar Elizondo is a distinguished business leader based in Texas, renowned for his extensive experience across the real estate, construction, and home health industries. Currently, he serves as the CEO of San Jose Health Care and San Jose Hospice Care, dedicated organizations that provide comprehensive home care services for seniors and specialized

hospice care. With a strong commitment to enhancing the quality of life for older adults, he aims to ensure that patients receive care that allows them to remain in the comfort and independence of their homes. His leadership at San Jose Health Care emphasizes the highest standards of patient care, while at San Jose Hospice Care, he focuses on treating patients with the utmost dignity and respect.

Elizondo has a remarkable ability to identify and capitalize on emerging opportunities in rapidly growing sectors. His foray into the home healthcare industry began when he acquired Trebar Inc., an existing healthcare business facing challenges with the IRS. Within a few years, he revitalized the company, growing its gross revenue to over \$4 million and expanding its workforce to 300 employees, ultimately leading to its successful sale.

Since assuming the role of CEO at San Jose Health Care in 2013, Oscar has guided the company through impressive growth. Under his leadership, the organization has expanded to serve nearly 750 patients, employed around 800 staff members, and achieved over \$15 million in annual revenue. At San Jose Hospice Care, which he has developed over the last two years, he has built a strong patient base of 30, with both organizations experiencing a collective annual growth rate of approximately 55%. Future expansion plans include entering markets in Corpus Christi, San Antonio, and Houston, Texas.

A Diverse Background in Real Estate and Construction

Elizondo's career extends beyond healthcare; he has also made significant contributions to the real estate and construction industries. As a project manager for Zondo Construction, he has successfully overseen the construction of homes, apartments, and commercial buildings throughout South Texas. An active real estate investor, Oscar understands the nuances of generating passive income and leveraging tax advantages associated with property ownership. His ability to forge strong relationships with bankers and his keen eye for foreclosure opportunities allowed him to buy and sell over \$4 million worth of property within his first year as a real estate agent and investor.

Oscar's passion for real estate is evident in his impressive achievements. He passed the real estate licensing exam on his first attempt—a testament to his dedication and expertise. Between 2012 and 2018, he engaged in real estate transactions exceeding \$10 million as an agent and investor with Prime Ventures and Alliance Real Estate Group. Known for his integrity, he provides honest guidance to both buyers and sellers while ensuring fair negotiations. He employs a comparative analysis approach to assess property values, considering essential factors such as location, community, and available amenities, thus fostering a positive experience for all parties involved.

In 2019, Oscar joined Zondo Construction as a project manager, where he focuses on planning and executing the construction of homes, condos, and apartments in South Texas. His project

management experience also includes overseeing renovations and restorations of both residential and commercial properties, showcasing his versatility in the field.

Leadership in Healthcare

Oscar Elizondo's primary focus remains on his role as the CEO of San Jose Health Care and San Jose Hospice Care, where he oversees all aspects of the organization's operations. He manages the financial operations of the main business and its subsidiaries, ensuring that all strategies align with the company's mission to provide exceptional patient care. His expertise in financial management allows him to maintain profitability by implementing effective budget and cash flow strategies. He also focuses on empowering his sales teams through well-defined processes that contribute to sustained growth. His passion for helping those in need drives his success in the healthcare industry.

Dedicated to fostering a healthcare organization grounded in ethical practices and quality patient care, he has established sound financial standards and procedures. This framework has ensured a consistent positive cash flow while supporting a dedicated staff that provides compassionate home and hospice care. Services include assistance with daily living tasks, nursing visits, spiritual counseling, social work, physical therapy, and end-of-life planning. Oscar's unique blend of accounting acumen and marketing insight has made him a leading figure in Texas's healthcare sector.

Community Engagement and Advocacy

Born in Corpus Christi, TX, Elizondo is deeply committed to serving his community as a resident of the Rio Grande Valley, currently residing in Pharr, TX. His dedication to community service is reflected in his past roles, including serving on the Economic Development Board of Pharr and as a City Commissioner. Oscar enjoys coaching little league football and baseball, and he has previously served as President of the local Boys and Girls Club, where he earned "Board Member of the Year" honors for two consecutive years. He is also an active member of the Lion's Club and a dedicated attendee of his church, Kingdom Builders, in San Juan, Texas.

Oscar's philanthropic efforts extend to organizations like Comfort House and Aurora House, which provide terminally ill patients with a supportive, homelike environment, regardless of their ability to pay. A devoted family man, he takes pride in his role as a father, with both of his children pursuing careers in medicine and nursing. In his leisure time, he enjoys cycling, running, fishing, and supporting Texas Longhorn football.

Oscar Elizondo is a dynamic and visionary leader whose career spans multiple industries, making a profound impact on both healthcare and real estate in Texas. His unwavering dedication to quality care, community service, and ethical business practices positions him as an influential figure in his field. Through his efforts, he continues to enhance the lives of

countless individuals, demonstrating that true leadership is not just about success in business but about uplifting and empowering those around him. His journey serves as an inspiring testament to the potential of resilience, vision, and a genuine desire to make a difference in the world.