

PRESS · SPEAKING · PODCASTS

Glenn Torres

The Godfather of Acquisition Systems

Glenn Torres is the Godfather of Acquisition Systems. He runs a 52-agent real estate team at eXp Realty – 41 active agents (79% activation), \$14.4M in YTD closed volume – built without spending a dollar on cold lead sources. Over \$19M+ generated for partners across his broader business. \$50M+ in audited client ad spend across four years. Grant Cardone Licensee; trained as one of 16 Grant Cardone 10X Elite Coaches worldwide earlier in his journey. Glenn doesn't sell motivation. He installs structure – the infrastructure that turns “trying” into a system.

\$14.4M

YTD 2026
VOLUME

52

AGENTS ON
TEAM

79%

TEAM
ACTIVATION

\$19M+

FOR PARTNERS

\$50M+

AD SPEND
AUDITED

\$0

COLD LEAD
SPEND

SIGNATURE SPEAKING TOPICS

- **Hustle Mode vs Infrastructure Mode**
Why hustle keeps you busy but broke – and what to build instead. Signature talk.
- **From Rock Bottom to \$14.4M YTD**
The personal arc – friend's floor with two kids → 52-agent team.
- **Building a 52-Agent Team With \$0 on Cold Leads**
The acquisition system used to scale 0 → 52.
- **Activation Rate Beats Lead Volume**
Why 79% team activation matters more than 1,000 leads/month.
- **The Layer Above the Ad Campaign**
Buyer intent data and the fix when CPL creeps up.

FEATURED APPEARANCES

- **Grant Cardone HQ**
Featured Speaker (x2)
- **10X SuperLife · Dubai**
Featured Speaker (x2)
- **ConnectCon · Dallas**
Featured Speaker (x2)
- **Multiple Podcast Appearances**
Acquisition systems & 10X

CREDENTIALS

- Grant Cardone Licensee · 10X Coaching Certified
- Trained as 10X Elite Coach (1 of 16 worldwide)
- Levels 1-4 – Money Mindset, Bootcamp, Marketing, Sales
- \$100K+ invested in continuous development

BOOK / PRESS / PARTNERSHIPS

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