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## **Georgia REALTOR® Wins National Rookie of the Year Award** **Lance Rhodes Earns Prestigious Award From Weichert Real Estate Affiliates, Inc.**

HAPEVILLE, Ga. / Feb. 23, 2018 – Weichert Real Estate Affiliates, Inc. is honored to announce that REALTOR Lance Rhodes has been named its National Rookie of the Year for 2017. Rhodes is a licensed real estate agent at Weichert, Realtors® - The Piedmont Sky Group in Hapeville.

The first-year real estate agent was also awarded the prestigious President's Club award from the national franchise organization for his 2017 sales production.

"It truly is an honor to be named the Weichert franchise organization's national Rookie of the Year," said Rhodes, who closed almost \$5 million in real estate transactions his first year. "I quickly learned that many of the questions I had about real estate could be answered through the resources provided by Weichert. They gave me everything I needed to succeed as a first-year agent."

Rhodes joined the Hapeville affiliate after retiring from the political arena, where he served as a member of the East Point City Council for 12 years. He was contacted by the company's broker/owner, Chris Hough, shortly after announcing his retirement to talk about a new career.

"Chris invited me to come by his office to talk because he believed I had what it takes to be successful in real estate," said Rhodes, of East Point. "I left his office with less certainty than he did regarding my involvement in real estate. However, after considering Chris' passion and knowing about his years of experience, I decided to listen to his advice and take a chance."

The decision paid off big time for Rhodes, according to Hough.

"When I sat down with Lance to talk about joining our team I could tell he possessed all the tangibles and intangibles to be a successful real estate agent," said Hough. "But even I was blown away by his first-year sales production."

Rhodes's 2017 production earned him two of the most highly sought-after national Weichert Real Estate Affiliates, Inc. sales awards, which he received at a February 20 awards banquet in Hapeville.

"Lance proved beyond a doubt that Weichert gives the agents in our office the tools to succeed and we're tremendously proud of his first-year sales achievements" added Hough, whose office just completed its first full year as a Weichert affiliate after joining the national system in 2016. "He's also raised the bar for success in our office."

Weichert, Realtors® - The Piedmont Sky Group is an independently owned and operated Weichert affiliate. The office serves Hapeville, East Point, College Park and the surrounding communities.

For more information about Weichert, Realtors® - The Piedmont Sky Group, located at 631 N. Central Ave. in Hapeville, contact Chris Hough at 404-975-0717 or visit [www.piedmontsky.com](http://www.piedmontsky.com).

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**About Weichert Real Estate Affiliates, Inc.:** Weichert Real Estate Affiliates, Inc. has grown steadily since Jim Weichert, president, chairman and CEO of Weichert Companies, launched the company's franchise division in 2001. The affiliate division was created to offer a business model for franchisee ownership candidates described as "a clearly defined operating system for marketing and managing a real estate business." Weichert Real Estate Affiliates, Inc. announced its first affiliate in 2002, was ranked as one of the top traditional residential real estate franchises in *Entrepreneur's* 2018 Franchise 500 and was identified in 2018 by *Franchise Business Review* as one of the top U.S. franchises for owner satisfaction. Weichert Real Estate Affiliates, Inc. has offices serving over 300 markets in 39 states. For more information about Weichert, visit [Weichert.com](http://Weichert.com) or for information on franchise opportunities visit [WeichertFranchise.com](http://WeichertFranchise.com).

*Each Weichert® franchised office is independently owned and operated.*



Lance Rhodes (middle) was named the nation's top producing first-year Weichert affiliated agent for 2017. Also pictured (l-r) with Rhodes at the Feb. 20 awards banquet is Chris Hough and Weichert Real Estate Affiliates, Inc. Regional Director Amber Hassell.