



Weichert Real Estate Affiliates, Inc.

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Local REALTOR® Participates in National Panel Discussion **Kimberly Smith Shares Secrets For Real Estate Success at Weichert® National Summit**

HENDERSON, Nev. / March 15, 2017 – Kimberly Smith, one of the top producing Weichert® affiliated agents in the country, recently shared her secrets for real estate success with hundreds of real estate professionals at the franchise system’s national convention in Henderson, Nevada. The 2017 Weichert Summit, which attracted owners, brokers, managers and agents from across the country, was held March 5-8 at the M Resort in Henderson, Nevada.

“You truly have to be passionate about real estate if you want to succeed in this business,” said Smith, an agent at WEICHERT, REALTORS® - Pillar Northwest in Bellevue. “You also need the right business tools and marketing support to help you stand apart from your competitors. Being a part of the Weichert family gives me everything I need to provide my clients with the best real estate service in the industry.”

In addition to speaking at the Weichert Summit, Smith was also recently named a winner of the company’s prestigious President’s Club award for her 2016 sales production. Smith was joined by other top producing Weichert agents at the Summit for a panel discussion, which focused on best practices for success.



Weichert Real Estate Affiliates, Inc. invited Kimberly Smith (middle) to participate in a panel discussion at its national convention in Henderson, Nevada.

The Weichert Summit also featured a powerful lineup of speakers who provided insights and best practices to help the nearly 600 attendees grow their business and provide clients with the best tools and services real estate can offer. The speakers included industry experts such as Patti DeNucci, an award-winning author and business leader; David Knox, a real estate negotiation and sales trainer; Pamela Ermen, a national real estate coach and instructor, Jerry Ascencio, the chairman of the National Association of Hispanic Real Estate Professionals; and Andrew Dorn, a national speaker from Realtor.com.

The Weichert Summit also featured motivational speakers Harris Faulkner, an Emmy-winning journalist and Fox News Channel anchor; Chris Smith, a USA Today best-selling author and founder of Curaytor; Matthew Ferrara, a philosopher and writer; and Dan Elzer, a leadership, management and sales trainer.

WEICHERT, REALTORS® - Pillar Northwest is an independently owned and operated Weichert affiliate office serving the Seattle metropolitan area. For more information about WEICHERT, REALTORS® - Pillar Northwest, contact Lara Germino at 425-577-6280 or visit www.pillarnorthwest.com.

More information about Weichert Real Estate Affiliates, Inc. can be found at www.weichertfranchise.com or by calling 877-533-9007.

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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, Realtors, 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* 2017 Franchise 500 and is identified in 2017 by *Franchise Business Review* as one of the top U.S. franchises. Weichert Real Estate Affiliates, Inc. has offices serving over 300 markets in 39 states. For more information about Weichert, visit Weichert.com or for information on franchise opportunities visit WeichertFranchise.com.

Each WEICHERT® franchised office is independently owned and operated.