



Weichert Real Estate Affiliates, Inc.

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## **Local REALTOR® Participates in National Panel Discussion** **Paul Fonseca Shares Secrets For Real Estate Success at Weichert® National Summit**

HENDERSON, Nev. / March 15, 2017 – Paul Fonseca, one of the top producing Weichert® affiliated agents in the country, recently shared his 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.

“Weichert has given me the business tools to not only thrive, but succeed in the highly competitive South Florida real estate market,” said Fonseca, an agent at WEICHERT, REALTORS® - On the Gulf in Naples. “The office environment at WEICHERT, REALTORS® - On the Gulf is also great, we’re like one big family. The support I get from my colleagues and Weichert allows me to create a memorable home buying or selling experience for my clients.”

In addition to speaking at the Weichert Summit, Fonseca was also recently named a winner of the company’s prestigious Chairman’s Club award for his 2016 sales production. Fonseca 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 Paul Fonseca (on right) 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® - On the Gulf is an independently owned and operated Weichert affiliate office serving Collier, Lee, Palm Beach and Broward counties. For more information about WEICHERT, REALTORS® - On the Gulf, call 866-900-4853 or visit [www.weichertonthegulf.com](http://www.weichertonthegulf.com).

More information about Weichert Real Estate Affiliates, Inc. can be found at [www.weichertfranchise.com](http://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](http://Weichert.com) or for information on franchise opportunities visit [WeichertFranchise.com](http://WeichertFranchise.com).

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