



First Tier

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WEICHERT, REALTORS® - First Tier Welcomes New Sales Manager

COLUMBIA, Mo. / Feb. 6, 2017 – WEICHERT, REALTORS® - First Tier is proud to announce it has hired a Columbia native with more than 10 years of real estate experience to oversee the professional development and growth of agents in its Columbia office. Jessica Kempf is the new sales manager at WEICHERT, REALTORS® - First Tier, which recently merged with Crane and Crane Real Estate.

“I am very excited to take on this new management position at WEICHERT, REALTORS® - First Tier,” said Kempf. “Our recent merger brings together a dynamic group of agents that are eager to learn as much as they can to have a successful career in real estate. My job is to share what I’ve learned throughout my career while connecting our agents with the amazing business tools and trainings provided by Weichert to help them offer the best service in the industry.”



Jessica Kempf

Kempf was a licensed broker at Crane and Crane prior to its merger last month with the top producing Weichert® affiliated office for two years running. She was responsible for advising agents and clients on real estate issues, conducting trainings in sales meetings, recruiting new agents, as well as managing the company’s website and advertising campaigns.

Also during her time at Crane and Crane, Kempf helped significantly increase the number of agents on staff while doubling the office’s annual sales volume from 2008 to 2012. She has also assisted in over \$100 million in real estate transactions since joining Crane and Crane in 2006.

“Jessica is an amazing sales person who brings a wealth of knowledge to her new position here at WEICHERT, REALTORS® - First Tier,” said Rob Smith, who is one of six owners of WEICHERT, REALTORS® - First Tier. “Having her onboard will be an asset to both our agents and clients that turn to us for help with all their real estate needs.”

Kempf joins a team of knowledgeable and dedicated agents at WEICHERT, REALTORS® - First Tier, which brings many years of combined real estate experience to its clients. She is also a member of the Columbia Board of REALTORS, the Missouri Association of REALTORS, the National Association of REALTORS, and the Women’s Council of REALTORS.

A graduate of the University of Missouri-Kansas City with a bachelor’s degree in business administration, Kempf is also a designated Certified Real Estate Brokerage Manager and Senior Real Estate Specialist. She was also named the 2013 recipient of the Emerging Business Woman of the Year award by presented by the Columbia Daily Tribune.

Kempf and her husband, Travis, live in Columbia with their two children, Colten and Callie.

For more information about WEICHERT, REALTORS® - First Tier, located at 3700 Monterey Drive, Suite A, in Columbia, contact Jessica Kempf at 573-256 8601 or visit www.weichertft.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, 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 the top traditional residential real estate franchises in *Entrepreneur’s* 2017 Franchise 500 and is identified in 2017 by *Franchise Business Review* as one 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.