



The Home Team

FOR IMMEDIATE RELEASE

CONTACT:
Evan Roeser
Weichert Real Estate Affiliates, Inc.
973-401-5578
eroeser@weichertrealtors.net

Weichert, Realtors® - The Home Team to Offer Buffini & Company's Pathway to Mastery® Advanced Training Program for Real Estate Professionals

HOMEWOOD, Ill. / Dec. 22, 2020 – Weichert, Realtors® - The Home Team will be offering Buffini & Company's The Pathway to Mastery—Advanced training program for agents. The course, which is the second in a three-part series, provides methods to optimize agents' databases, dialogues for increased client satisfaction and role play scenarios to guide the buying and selling experience. Developed by industry expert Brian Buffini, the eight-week course strengthens agents' work by referral foundation to create critical mass in their database and turn clients into loyal advocates. Classes, which will be offered both virtually and in-person, will begin January 5, 2021 at 9:30 a.m. and will continue weekly on Tuesdays for the eight-week duration of the class. Agents from any brokerage are welcome and encouraged to attend.

Facilitated by Teresa Joyce, the broker/owner of Weichert, Realtors® - The Home Team, The Pathway to Mastery—Advanced training program will be delivered through a series of video modules and includes weekly action steps to accelerate agents' careers. Participants in each class have access to a robust online resource center that includes infographics, presentations and dialogues, access to Referral Maker® CRM and a tracking system. Class time is devoted to watching the modules, group discussion, synergy sessions and receiving encouragement and accountability.

The Pathway to Mastery—Essentials, the first course in the program, was been taken by more than 11,000 students in its first year of launch. Those agents put their business foundations in place. Now Weichert, Realtors® - The Home Team will offer the advanced course which will expand on those foundations and show how to become a person of influence.

For additional information or to join The Pathway to Mastery—Advanced training program, please contact Teresa Joyce at 708-960-4476 or TeresaJoyce.Weichert@gmail.com.

Weichert, Realtors® - The Home Team is an independently owned and operated Weichert affiliate. The office serves Cook County, South Suburbs and Northwest Indiana.

For more information about Weichert, Realtors® - The Home Team, located at 1820 Ridge Road, Suite 214 in Homewood, contact Teresa Joyce at 708-960-4476 or visit www.weichert-thehometeam.com.

About Weichert, Realtors® - The Home Team: Weichert, Realtors® - The Home Team is dedicated to providing caring, quality service to our clients and to our brokers. At Weichert, Realtors® - The Home Team we are family and strive to be the best for our clients! We provide the Home Team Advantage to deliver a Home Team Win!

###

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* 2020 Franchise 500 and was identified in 2020 by *Franchise Business Review* as one of the top U.S. franchises for owner satisfaction. Weichert Real Estate Affiliates, Inc. has offices serving over 350 markets in 41 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.