



Weichert Real Estate Affiliates, Inc.

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Weichert® Affiliates Win Big at 2017 Las Vegas Summit

Hundreds Attend National Event to Gain Insights for Real Estate Success from Industry Experts

HENDERSON, Nev. / March 15, 2017 – Hundreds of Weichert® affiliated owners, brokers, managers and agents from across the country attended the national franchise network's 2017 Weichert Summit last week in Henderson, Nevada. Held March 6-8 at the M Resort, the "Play to Win" themed summit 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 dynamic roster of speakers also provided information on market trends, advice for real estate success and inspiration for professional growth. 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; the Chairman of the National Association of Hispanic Real Estate Professionals, Jerry Ascencio; 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.



Bill Scavone, president and COO of Weichert Real Estate Affiliates, Inc., on stage at the 2017 Weichert Summit in Henderson, Nevada.

"Our summit was designed to educate and inspire our affiliates to achieve greatness, which is why we chose the 'Play to Win' theme for this year's national conference," said Bill Scavone, president and chief operating officer of Weichert Real Estate Affiliates, Inc. "We continuously strive to provide our affiliates with the best business tools and resources to help them achieve professional success. The valuable insights shared by our amazing cast of speakers, along with a chance to network with other successful Weichert colleagues from across the country, will help our affiliates stand out from the pack when they get in front of a client."

Other summit highlights included a panel discussion led by several of the franchise network's top producing agents, which focused on best practices for success. Special sessions were held for managers, where they received tips on lead conversion, leveraging referrals and recruiting, among other topics. Weichert also recognized the network's Top Agents, Offices and Companies for 2015 & 2016 at the Summit.

Weichert Real Estate Affiliates, Inc. currently has affiliate offices serving over 300 markets in 39 states, representing smart entrepreneurs who were interested in joining a nationally recognized brand which offers incomparable tools, training and marketing techniques to set them apart from the competition. Each Weichert affiliated office is independently owned and operated.

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.

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