



FINALLY

Weichert®

A Proven History Of
SUCCESSFUL AGENTS



A Positive Environment
WHERE YOU CAN THRIVE



THE LEADS You Want, The
Technology You Need



The Right Selling Systems,
TOOLS & TECHNIQUES



Everything You Need To Be
MORE PRODUCTIVE



Welcome to Weichert®

FINALLY **say yes to success.**

We've got what it takes to help you
become more productive and
successful.



A Proven History Of **SUCCESSFUL AGENTS**



Weichert®

FINALLY



Let **OUR FOUNDATION** Be Your Strength



FOUNDED
with one sales office
in 1969.



NOW ONE OF THE
largest independent
providers of home
ownership services
in the country.



HUNDREDS
of offices from coast
to coast.



FEEL CONFIDENT
knowing over 14,000
successful sales
agents use our system
every day.



Weichert® | **FINALLY**



OUR STRENGTH Will Help You Grow

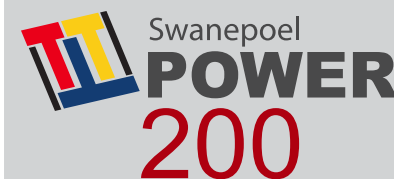


Weichert Companies serve TENS OF THOUSANDS of customers each year

- Named to Entrepreneur Magazine's Franchise 500 List 13 years in a row.
- Named to Franchise Business Review's List of Top Franchises – 2016 & 2017.
- Award-winning Relocation, Training and Technology programs.
- Jim Weichert consistently named to Swanepoel POWER 200 list of the most powerful people in residential real estate.



2017 Franchisee
Satisfaction Awards
FranchiseBusinessREVIEW





A Positive Environment **WHERE YOU CAN THRIVE**



SUPPORTIVE Local Office



COLLABORATE

- Weekly communication provides up-to-date information.
- An office environment of mutual trust and cooperation.



ACHIEVE

- Business planning activities to help you set annual goals and achieve them.
- Annual awards and recognition for your achievements.



The **TRAINING** To Succeed



Success**Track**

TRANSITION TO WEICHERT IS EASY

with our Success Track for Experienced Agents.

- Get familiarized with our full range of programs and services.
- Learn to use our systems to increase your earnings potential.

PLUS, the industry's most recognized brand for training offers countless ways to keep your skills sharp and up your game.



The Knowledge To **GROW**



Weichert[®] UNIVERSITY

WE KEEP YOU UP TO DATE ON INDUSTRY TRENDS AND BEST PRACTICES.

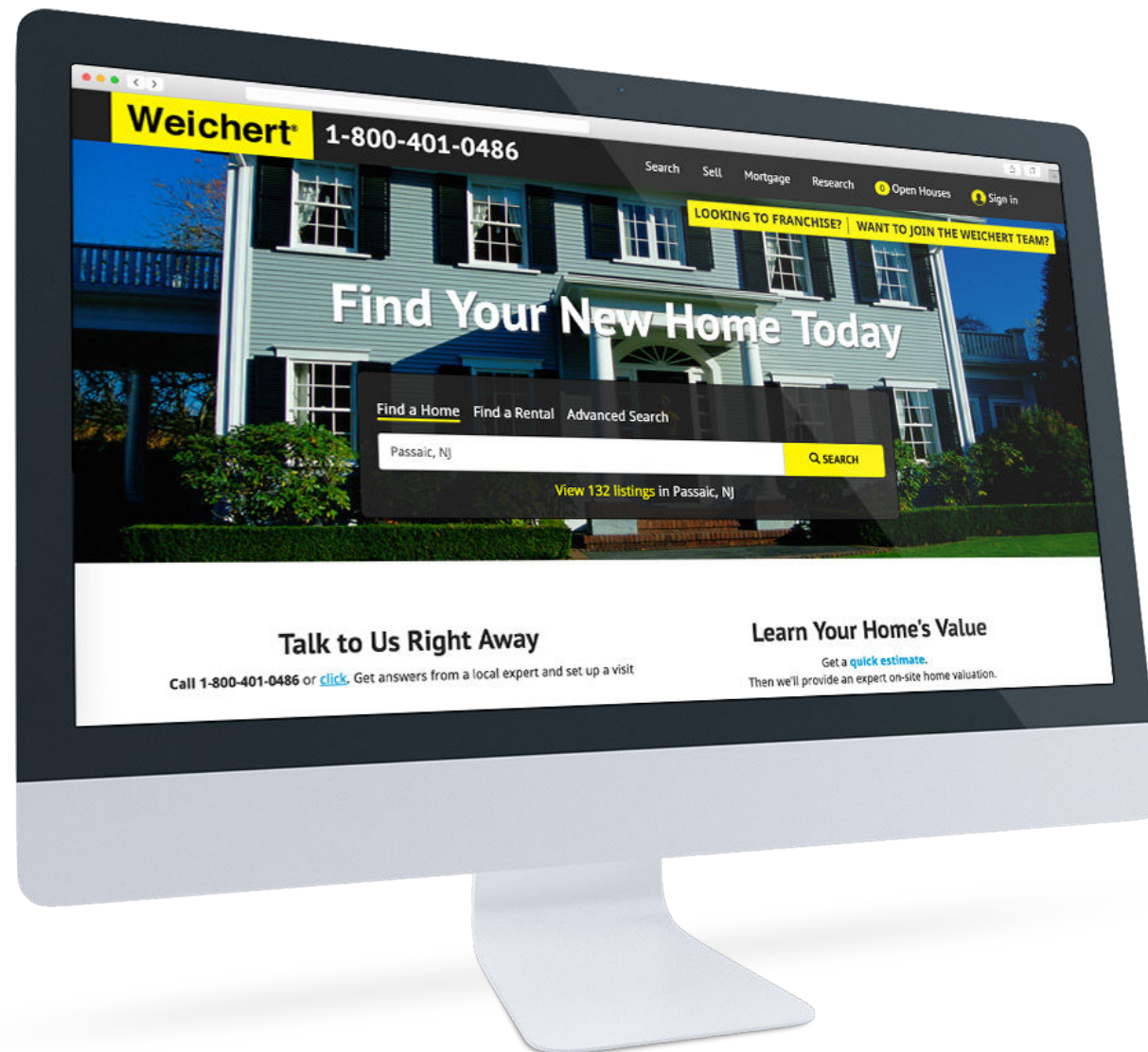
- National conferences & regional events keep you connected with peers.
- Weekly Webinars on timely topics and tools.
- In-person workshops to master key skills.
- Weichert University e-learning with access to courses, scripts and tips for working with Buyers, Sellers, & Prospects.



THE LEADS You Want, The Technology You Need



TECHNOLOGY To Simplify Your Business

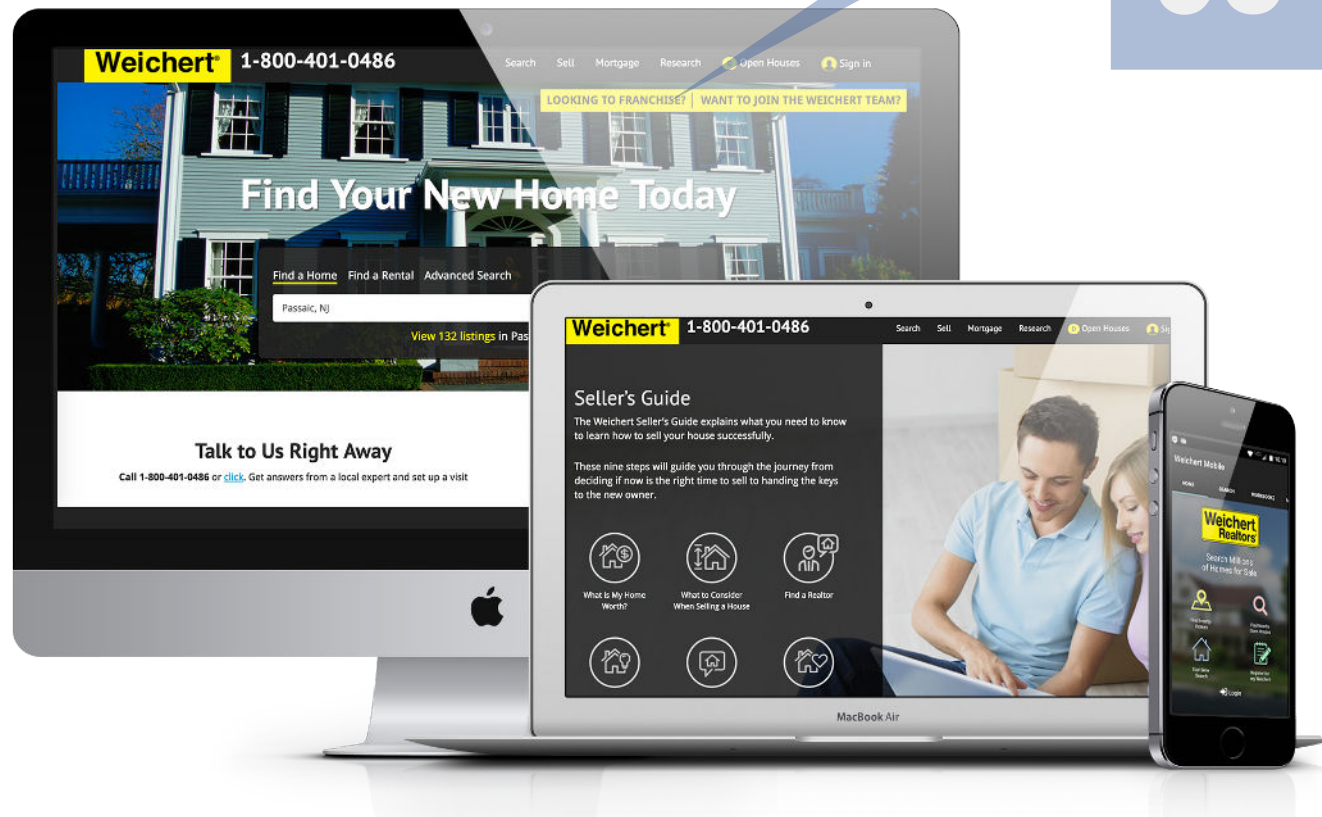


- **MARKETING AND SALES RESOURCE CENTERS**, social media support, customer follow-up programs, and more help to build your business and promote yourself in your market.
- **ONLINE TOOLS**, like our proprietary CRM and transaction management system help manage your clients, your marketing, and your transactions.
- **ALL EASY-TO-USE** and plug into, so you can spend more time closing deals.



Get Your Listings **SEEN**

Your business will be front and center on the web where **95%** of all buyers search for homes*.

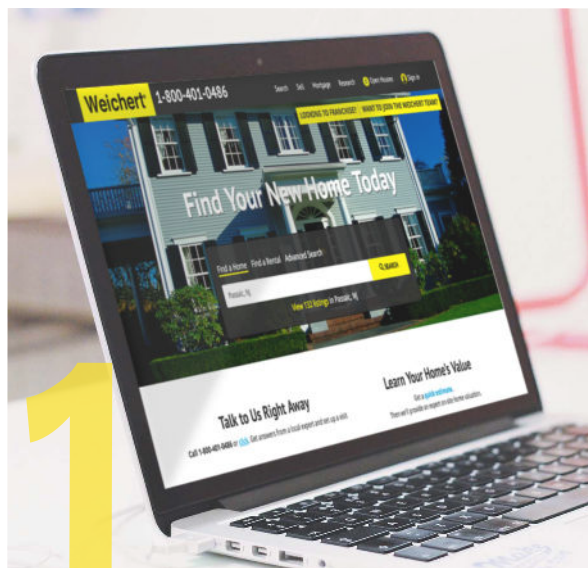


- Weichert.com is among the top real estate broker websites with more than **3 MILLION VISITS EACH MONTH.****
- Weichert invests millions of dollars in its Internet strategy each year, including a campaign of over a million search terms.
- Strong search engine connections and our streamlined efficient and amazingly fast search process lead potential buyers directly to your listings.

*2016 National Association of Realtors® Profile of Home Buyers and Sellers.
**Google Analytics, 7/2016.



FINALLY, An End-To-End Lead Generation System



Get more leads with our revolutionary Weichert Lead Network.

- Attracting leads through our website is the first step.
- Leads are fielded and screened by our state-of-the-art call center.
- Qualified, motivated buyers are handed off to an agent in minutes, providing unparalleled customer service. Other companies take hours or days.
- The lead is transferred into our proprietary CRM so it can be managed until closed.



CLOSE The Deal



Our proprietary CRM helps you
**MANAGE THE LEAD UNTIL
IT CLOSSES.**

- Set and send follow-ups, reminders and emails.
- Stay in touch with contacts.

Our transaction management system
**HELPS YOU FILE AND KEEP
TRACK OF DOCUMENTS.**



The Right Selling Systems, **TOOLS & TECHNIQUES**



A Presentation To Help You **WIN MORE LISTINGS**



PROVES YOUR VALUE TO MAXIMIZE COMMISSION.

- A proven winner in the Weichert selling system.
- Unique presentation differentiates you from other agents.



A Marketing Program That **ACTUALLY WORKS**

73% of homeowners visit at least one open house.*

- System designed for promoting and follow up.
- Brings more Buyers, helps grow your sphere of influence.
- 1 out of every 3 Weichert Open Houses leads directly to a sale.*
- 92% of buyers found Open Houses to be a useful source of information while looking for a home.**

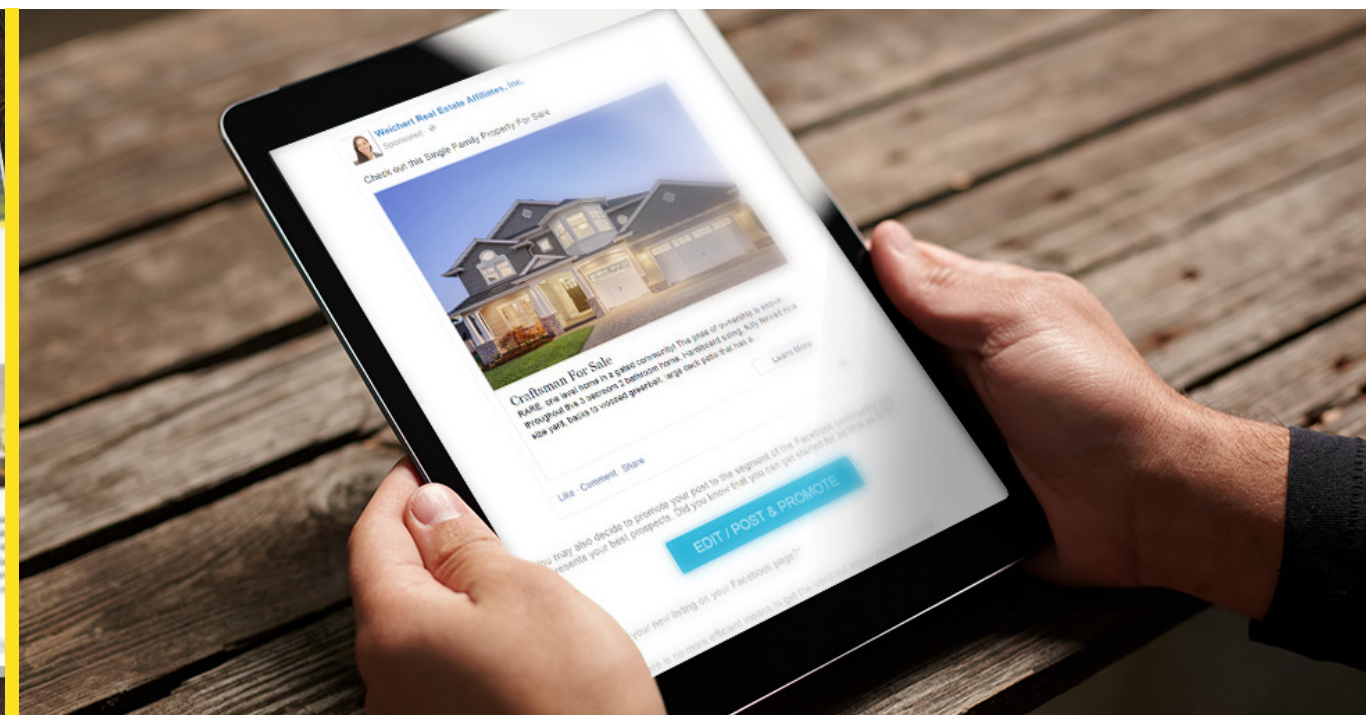
*Based on a private study conducted by Weichert, Realtors®

**Based on 2016 NATIONAL ASSOCIATION OF REALTORS® Profile of Home Buyers & Sellers





Online Resources That Make It Easy To Build Awareness & **DRIVE BUSINESS**



BUILD YOUR BRAND

- Customize brochures, direct mail, email templates, and more using our design centers.
- Stay in front of prospects using our full of suite of programs such as:
 - Social Media
 - Prospecting
 - Client Follow-up

SELL MORE

Impress buyer and seller clients by using our full array of sales materials, tools, presentations, online courses, scripts, and tips.

All accessible via our comprehensive intranet.



Weichert®

FINALLY



Everything You Need
To Be **MORE PRODUCTIVE**



We Can Help Take Your Business to **THE NEXT LEVEL**



- A supportive culture at every level to help you succeed.
- Training that helps you stay ahead of the pack by sharpening your skills and helping you use tools effectively.



- Technology that drives leads to increase your business.
- Proven marketing tools to grow your sphere and your business.



FINALLY,

**A PRODUCTIVE,
SUCCESSIONAL CAREER
IN REAL ESTATE!**

I'm confident we can
help you go further
than you ever expected.

Let's get started!

Weichert®

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