

TERRIE O'CONNOR

REALTORS

Terrie O'Connor Shares Insights with Elite Real Estate Audience at Orlando Conference



Recently Terrie O'Connor, Broker/President of Terrie O'Connor Realtors, was a speaker during the Leading Real Estate Companies of the World® 2012 Conference Week March 22-26 at the Hilton Orlando Bonnet Creek and Waldorf-Astoria in Orlando, FL. With an increased attendance from the previous year, the event welcomed nearly 1,000 top real estate brokers, managers, relocation professionals, sponsors and guests attending from the U.S. and over a dozen countries around the world. Participating brokerages represented a significant share of the U.S. real estate market, with annual sales production of over \$225 billion.

O'Connor who presented information on the topic of "Recruiting and Retention with Excellence," a presentation on how to insure the ability to recruit and develop the strongest sales associates in our market. This topic was among a distinguished line-up of speakers that included widely-recognized scientific figure Dr. Michio Kaku with a perspective on "How Technology Will Revolutionize the Next 20 Years and Beyond," and award-winning journalist, television legal analyst and trial attorney Lisa Bloom on "Understanding Today's Consumers and the Culture Surrounding Them."

Also featured were Mortgage Bankers Association (MBA) President/CEO and former FHA Commissioner David Stevens, who commented on the unprecedented challenges the mortgage industry will face in 2012, and social media expert Spike Jones, who offered guidance on "Engaging Your Associates with the Latest in Social Business."

Terrie O'Connor Realtors, founded in 1991 by Terrie O'Connor, is a full-service real estate company that has been serving northern New Jersey and is only 30 minutes from Manhattan. There are now 6 offices of Terrie O'Connor Realtors, located in Saddle River, Allendale, Ridgewood, Wyckoff, Ramsey - Main Street with the Corporate office located at the Office Court of Ramsey as well. The company consists of over 250 sales associates and provides real estate sales and marketing services for both residential and commercial properties. We also handle transfers from any location nationally or internationally. We provide information on all home services including rentals, mortgages, destination services, senior services, financial, area tours, legal, school reports, community profiles, staging and house value.

Terrie O'Connor Realtors is the local representative of Leading Real Estate Companies of the World®, the largest network of over 550 premier locally-branded firms producing \$225 billion in annual home sales. Terrie O'Connor Realtors was selected for membership in LeadingRE, which recruits only the best among locally and regionally branded firms. As a member of this global network, Terrie O'Connor Realtors can assist home buyers and sellers worldwide and can access LeadingRE's full range of brokerage services, including lead generation, branding support, luxury marketing, web exposure, technology systems, and state of the art learning and credentialing. Relocation kits are always available through our Relocation Department. You may contact our Global Relocation Director, Matthew O'Connor at 201-786-9055 or Maureen Sgambati, Global Relocation Coordinator at 201-786-9059. For more information on Terrie O'Connor Realtors, visit www.tocr.com