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### **Rookie REALTOR'S First Real Estate Deal Sets Office Record** **Jessica Chen at Weichert, Realtors® - True Quality Service helps buyer with \$579K purchase**

LAKE WORTH, Fla. / July 11, 2018 – Weichert, Realtors® - True Quality Service, located in Lake Worth, is proud to announce that REALTOR Jessica Chen has set a new office record for a first-time real estate deal closed by an agent at the Weichert® affiliate.

Jessica Chen closed a \$579,900 home buying deal 38 days after joining the Lake Worth agency, setting another record in the process. No agent at Weichert, Realtors® - True Quality Service has closed their first deal in less time after joining the South Florida affiliate.

"I'm still in shock at how quickly this whole deal came together," said Chen, who joined the company in mid-April and closed her record-setting deal on May 23. "I felt confident throughout the entire process, however, with the coaching I received from my boss and resources provided by Weichert."



Jessica Chen

Chen's boss, Michael Garcia, the company's broker/owner, also had confidence in his new agent handling a transaction of this size as her first real estate deal.

"Jessica was working in the hospitality industry when I first met her a few years ago," said Garcia. "I saw how great she was at handling her customers' needs and knew she'd be a perfect fit for my office."

Garcia talked to Chen about switching careers, which she was reluctant to do at first. But Garcia wouldn't give up.

"There was just something about Jessica that I knew would help her succeed in real estate," added Garcia. "And I was right. Jessica hit a home run with her first real estate deal and she's already working on three other prospects. Jessica is a shining example of what hard work and a determination to succeed can do."

Chen's record-setting achievement was also recognized by the Weichert national franchise system, which serves over 300 markets in 37 states.

"What Jessica did was simply amazing," said Weichert Real Estate Affiliates, Inc. Regional Director, Bill Scott. "To earn a closing in the first 45 days of a new associate's real estate career is not only a testament to the resources Weichert provides its affiliated owners, brokers and agents, but to Jessica and Michael's excellent implementation of these resources."

Weichert, Realtors® - True Quality Service is an independently owned and operated Weichert affiliate. The office serves Palm Beach County and surrounding areas

For more information about Weichert, Realtors® - True Quality Service, located at 7109 Lake Worth Road in Lake Worth, contact Michael Garcia at 561-488-7693 or visit [www.WeichertTQS.com](http://www.WeichertTQS.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 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* 2018 Franchise 500 and was identified in 2018 by *Franchise Business Review* as one of the top U.S. franchises for owner satisfaction. Weichert Real Estate Affiliates, Inc. has offices serving over 300 markets in 37 states. For more information about Weichert, visit [Weichert.com](http://Weichert.com) or for information on franchise opportunities visit [WeichertFranchise.com](http://WeichertFranchise.com).

*Each Weichert® franchised office is independently owned and operated.*