

# TERRIE O'CONNOR

REALTORS



**Experience the Difference of a  
Landmark Company**

# TERRIE O'CONNOR

REALTORS

## Owner Profile

**T**errie O'Connor founded Terrie O'Connor Realtors in 1991 following a successful ten year career in real estate sales, marketing and management. She was a consistent achiever in the New Jersey Association of Realtors' Million Dollar Sales Club. She worked extensively with corporate transferees, while also marketing residential properties and new construction. Terrie served as Vice President and Manager of Murphy Realty Better Homes and Gardens from 1984 until 1990. Her office was consistently one of the company's most productive. Additionally, she initiated management workshops and developed the New Construction and Commercial Divisions for the company.

Terrie is licensed in both New York and New Jersey. She is a Director on the Boards of Commerce and Industry Association of New Jersey and on the Advisory Committee of the Women's Institute of Bergen Community College. Terrie chairs the Council for Hospice at Villa Marie Claire and is a member of the Order of St. John. She is a past Chairman of the Board of the Builders Association of Northern New Jersey and was the first woman President in 1994 and 1995. She has chaired the New Jersey Builders Association's Sales and Marketing Council and their statewide Sales and Marketing Awards (SAM Awards) in Atlantic City. She was a State Director and has served as Chair of both the Builders & Remodelers Association of Northern New Jersey Environmental and Legislative Committees. Terrie has also served on the Bergen County Executive Task Force on Affordable Housing. Terrie is a past Director of the West Bergen Board of Realtors and served on the



Professional Standards and Political Action Committees. Additionally, Terrie served on the Board of the American Lung Association of N.J. and was a member of the Steering Committee for Habitat for Humanity "Women Raise the Roof," building several homes in Paterson, N.J. She is a member of the Valley Hospital Auxiliary and the Women's Club of Upper Saddle

River, as well as the Saddle River Valley Residents Club.

Early in her career, Terrie's personal interest in the total building process led her into raw land sales, development and marketing of new construction. Her dual exposure from both the developing and the marketing sides of properties has given Terrie a broad perspective on real estate. She has worked with engineers, environmentalists, bankers, attorneys and has appeared before planning boards. As both the daughter and wife of U.S. Naval officers, Terrie lived in Malta, Hawaii, Panama, England and numerous places in the United States from the East to the West Coast. Terrie attended the University of Maryland in London, England. In London, she worked for the Commander-in-Chief U.S. Naval Forces, Europe (CINCUSNAVEUR). Along with her husband Tom, Terrie is a long time resident of Upper Saddle River, where they raised their four children, three of whom now work for the company.

Terrie was recently awarded the 2015 Mahwah Chamber of Commerce Humanitarian of the Year, 2015 Smart CEO Magazine Brava Award, 2015 Top 25 Leading Women Entrepreneur, and she was announced the 2015 Dorothy B. Brothers Scholarship Winner -Tuck- WBENC Executive Program.

ALLENDALE • KINNELON • RAMSEY • RIDGEWOOD

# TERRIE O'CONNOR

## REALTORS

### Celebrating 25 Years of Hallmark Service



*Seated left to right: Katy O'Connor Smiechowski, Terrie O'Connor  
Standing left to right: Joseph O'Connor, Matthew O'Connor*

Terrie O'Connor did not set out to build a family business. However, the growth of the company has been dramatically impacted by her son Matthew O'Connor, Vice President and Relocation Director; daughter Katy O'Connor Smiechowski, Director of Professional Development and Education; and son Joseph O'Connor, Sales Associate and Professional Photographer joining the firm. Measuring success is directly attributable to the contributions made not only by these outstanding family members, but the exceptionally committed and talented staff who work and support the company.

Terrie O'Connor Realtors is a full-service company with eight offices servicing northern New Jersey and southern New York state. Our dynamic sales team focuses on the needs of its clients and customers, who range from first time buyers to those listing high-end luxury properties. We are committed to treating everyone with the utmost integrity and respect and providing them with our unparalleled level of service - just the way Terrie built her successful sales business.

With a full range of real estate services, including a Real Estate School, the company currently has offices at the following locations:

- ◆ 75 W. Allendale Ave, ALLENDALE 07401  
201-825-0500
- ◆ 1483 Route 23 South, KINNELON 07405  
973-838-0100
- ◆ 300G Lake Street, RAMSEY 07446  
201-786-9055
- ◆ 45 E. Main Street, RAMSEY 07446  
201-934-0600
- ◆ 76 W. Ridgewood Ave., RIDGEWOOD 07450  
201-445-4554
- ◆ 75 E. Allendale Road, SADDLE RIVER 07458  
201-934-4900
- ◆ 366 East Saddle River Rd, UPPER SADDLE RIVER 07458  
201-327-7100
- ◆ 395 Franklin Ave., WYCKOFF 07481  
201-891-0100



If you are interested in a real estate career with a dynamic, pro-active, results oriented company that provides the kind of support you didn't think existed anymore, Terrie O'Connor Realtors is the company you want to join!

SADDLE RIVER • UPPER SADDLE RIVER • WYCKOFF

# TERRIE O'CONNOR

## REALTORS

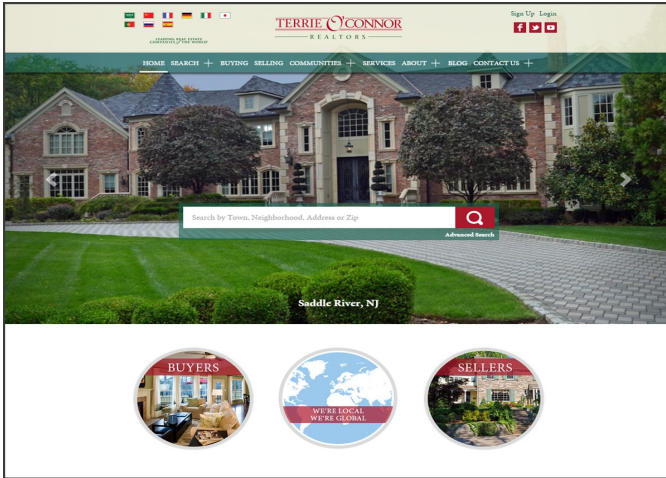
### What Agents Appreciate About Terrie O'Connor Realtors

- **NO FRANCHISE FEES** ... keep more of your commission on each transaction
- No end of year commission roll backs
- No referral fees charged to agents on company generated internet leads - company generated leads paid at 50/50 split
- Non-competing managers/Non-competing management team
- Computers and phones on each agent desk, state-of-the-art equipment in each office
- No agent cost for professional brochure/ad writing/professional photography
- No agent cost for Enhanced Listings on Realtor.com
- No cost for professional IT support, guidance and training at Terrie O'Connor Realtors
- No cost for public relations
- No cost for company generated advertising
- Classified ads provided by company on each and every public Open House
- Internet and Social Media Coordinator on staff (Facebook, Youtube, etc.)
- Professional color brochures
- Just Listed/Just Sold cards prepared for you including postage for listings
- Low cost E&O insurance
- No cost for enhanced Luxury Portfolio marketing
- Direct access to Senior Management and Company Owner
- National and global relocation partnerships
- Full time Relocation Manager on staff
- Full time Print Media Administrator on staff
- No monthly recurring desk fees
- No cost for work related photocopying
- No or low cost Continuing Education classes provided at Corporate Training Center
- Lawn signs and Open House signs provided by company
- Lawn signs installed and removed by the company at no charge to agent
- Unique and active community involvement

**More Than Real Estate Brokers. Friends You Can Trust!**

*\$100 Marketing Fee paid on listings only. These are Terrie O'Connor Realtors' current policies—the company reserves the right to change.*

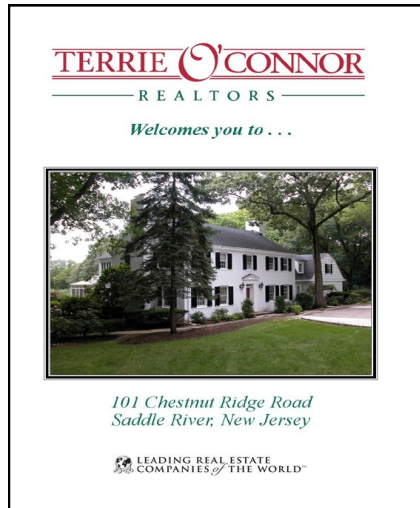
# Terrie O'Connor Realtors Offers Marketing and Advertising



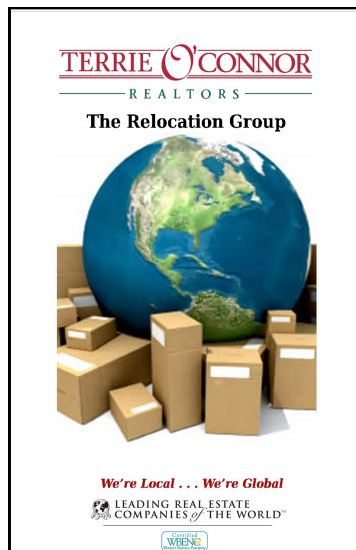
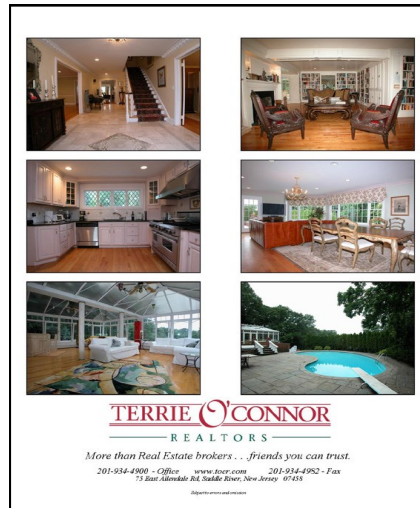
New and Improved Website and Personal Sales Associate Website



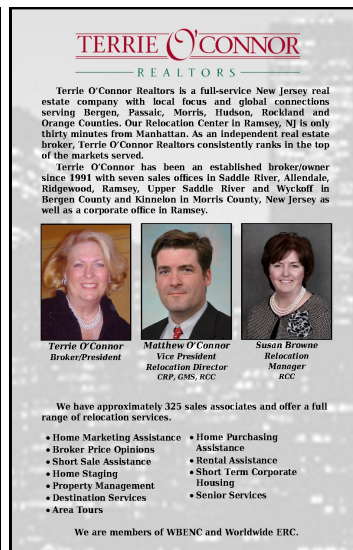
"Just Listed" and "Just Sold" Postcards



Professional Color Brochures



National and global relocation partnerships



## Outstanding Services Terrie O'Connor Realtors Provide

Terrie O'Connor Realtors (TOCR) provides access for networking purposes to a number of professional associations to which we belong in Bergen County:

- Builders and Remodelers Association of Northern New Jersey
- Commerce and Industry Association of New Jersey
- Allendale Chamber of Commerce
- Mahwah Chamber of Commerce
- Ramsey Chamber of Commerce
- Meadowlands Chamber of Commerce
- Montvale Chamber of Commerce (membership in progress)
- 200 Club

TOCR is a member of:

- Leading Real Estate Companies of the World
- Who's Who in Luxury Real Estate (LuxuryRealEstate.com)
- New York Metro Group
- Employee Relocation Council (ERC)
- Worldwide Employee Relocation Council
- New Jersey MLS
- Garden State MLS
- Hudson County MLS
- Greater Hudson Valley MLS
- REBNY (Real Estate Board of New York)
- RealSource Board of Realtors
- Passiac County Board of Realtors
- CoStar
- Hudson County MLS
- New Jersey Association of Realtors (NJAR)
- National Association of Realtors (NAR)

Real Estate Support and Management Services provided by TOCR

- For all listings offered for sale: Professional photography provided for all listings
  - Professional brochure writer provided for all listings
  - Brochures for all listings
  - Just Listed Cards (100, postage included)
  - Just Sold Cards (100, postage included)
- Business Cards
- Toolkit CMA program: Powerful differentiator from other agents using the standard NJMLS or GSMLS CMA.
- Technical Support: computers, printers, copiers, scanners, fax machines and wireless Internet in all offices
- Technical Training: Periodic tech workshops provided to help master new technologies
- TOCR comprehensive intranet site providing all the tools, forms, information and links that a successful Realtor needs today.
- Marketing materials
- Full-time Broker Manager
- Full-time Relocation Department
- Full-time Office Administrator
- Reimbursements for sign permits
- High quality post signs installed at TOCR's Expense on most listings
- Educational programs provided to TOCR agents
- In-House CE Courses
- Internet based CE Courses



*Upper Saddle River Grand Opening*

# TERRIE O'CONNOR

## REALTORS

### Outstanding Services Terrie O'Connor Realtors Provide

#### Advertising Provided by TOCR

- Print and internet advertising for all Open Houses
- Display advertising for listings provided in appropriate local newspapers and magazines
- Advertisement on our display pages in local newspapers announcing
  - Your association with TOCR Agent recognitions such as Salesperson of the Month, Circle of Excellence etc. in numerous newspapers (Suburban News, Ridgewood News, Town Journal, Suburban Trends, etc.) as well as online PR exposure
- Internet Advertising and Marketing: Extensive in house listing syndication service
  - Realtor.com Broker Showcase Program (Enhanced Listing)
  - Enhanced advertising on homes.com
  - Enhanced advertising campaign on Zillow.com
  - Agent web pages on the tocr.com website

#### TOCR Fees

- E&O: TOCR charges a once per-annum fee, currently \$450.00
- Marketing Fee: When a TOCR listing closes, there is a \$100 marketing fee
- Individual sales agent sign riders at agent cost
- TOCR does NOT currently charge any corporate override fee, franchise fee, desk fee or any other fee not mentioned above.



*Kinnelon Grand Opening*

#### Public Relations

- Announce through direct mail campaign that you have joined TOCR
- Your story to be written and sent to NJ newspapers
- PR provided by TOCR when you participate in any community service organization
- PR provided by TOCR when you are top Salesperson of the Month / Year, Circle of Excellence etc.
- PR provided by TOCR when you attend any important local or national meetings, educational seminars or relocation events
- PR provided by TOCR when you attain any designations (GRI, CRB, etc.)
- All PR is also posted to our company website and blog.
- When TOCR is called upon by TV, Radio and Internet and newspaper reporters for stories, opinions quotes etc., we frequently feature our key agents in these



*Wyckoff Grand Opening*

## Terrie O'Connor Realtors' Management Team



TERRIE O'CONNOR founded Terrie O'Connor Realtors in 1991, following a successful career of real estate sales, marketing and management. Terrie began her real estate career in 1981. She was a consistent achiever in the NJ Association of Realtors' Million Dollar Sales Club. She worked extensively with corporate transferees as well as marketing residential properties, land sales, and new construction. She served as Vice President and Manager of Murphy Realty Better Homes and Gardens from 1984 until 1990. Her office was consistently one of the company's most productive. Terrie's personal interest in the total building process led her into raw land sales, development, and marketing of new construction. Her dual exposure from both the developing and the marketing side of a property has given her a broad perspective on real estate.



MATTHEW O'CONNOR, Vice President of Operations, Chief Technology Officer and Director of Relocation, joined the firm in 2004. He worked as a technology consultant for firms in New Orleans and in New York. With both his engineering background and extensive consulting experience, Matthew is a significant force behind the growth and development of Terrie O'Connor Realtors.



NICKIE LISELLA has been a Real Estate professional since 1989 and holds the prestigious GRI designation awarded by the National Association of Realtors. Nickie joined the firm in 2002 and successfully opened the company's first branch office located in Allendale, NJ. Nickie was named the NJ Realtor Association 2012 Realtor of the year.



KATY O'CONNOR SMIECHOWSKI is the Director of Professional Development. Katy leads the many faceted educational and training programs provided by our company. Licensed for over 20 years, she is a recipient of NJ Association of Realtors® Circle of Excellence® award for 2011 and 2013. Katy holds a Master's in Curriculum and Instruction from Teachers College, Columbia University.



CHRIS TAUSCH has been a Real Estate professional since 2004. He holds the prestigious GRI designation as well as CDPE and CIAS designations. Chris also serves on the RealSource Board of Directors and the NJMLS Users Group and Grievance Committees. He has a degree in Management & Labor Relations from Rutgers University.



MADELINE RAPP has been a full time real estate professional since 1995 and serves Bergen and Passaic Counties. She is an award winning realtor, receiving the prestigious New Jersey Association of Realtors® Circle of Excellence® award annually from 1999 to 2010, who brings expertise in all phases of residential real estate to the firm. Madeline attributes her success in the real estate business to a dedicated, ethical approach. Her continuing education has concentrated on relocation services, USAA and senior real estate services.



PAT DEMILIA brings over twenty six years of expertise in real estate to Terrie O'Connor Realtors. Pat is a past President of the Real Source Board of Realtors in 2003 and served on several of its committees for the years leading up to her Presidency. Pat is a member of the Million Dollar Club/Circle of Excellence® and earned a plaque for her continuous membership in this group. Pat holds several designations, including GRI (Graduate, Realtor Institute), ABR (Accredited Buyer's Representative) and SRES (Seniors' Real Estate Specialist) earned from her continued education within the field.



BETSY CAVAGNARO has been a full-time Broker since 2005 serving her clients in Morris, Passaic and Sussex Counties. Her expertise in market preparation, negotiation, finance and working with buyers provides the Kinnelon office with a trusted advisor who has been in the field. Betsey values the relationships she's formed with her clients as well as with cooperating sales associates and provides them all with the honesty, loyalty and dedication that has been her trademark throughout her career.



JUDY PISANI is the manager of the Ramsey office and has been a realtor since 1987. Judy has extensive knowledge and experience in the industry and has been a consistent achiever in the Circle of Excellence®, the New Jersey Association of Realtors Million Dollar Sales Club. She has also achieved the designations of GRI (Graduate of Realtors Institute) and CRS (Certified Residential Specialist).



SHANE WALTERS is the manager of the Ridgewood Office. Shane has been a licensed Realtor® since 1995 and has been an instructor at the Terrie O'Connor Realtors Real Estate School since it was opened. With her training background, she provides Terrie O'Connor Realtors with an outstanding level of support for new licensees and well as experienced agents. Shane has a BS from Fairleigh Dickenson University and resides in Allendale.



## Terrie O'Connor Realtors' Management Team



BARBARA RIPSTON is the Director of Administration for Terrie O'Connor Realtors, providing guidance and support to the sales office administrators. She has extensive background in management having been President of the Upper Saddle River Board of Education; President of the Upper Saddle River P.T.O. and having served as a Councilwoman in Upper Saddle River. The unique combination

of Barbara's background, community involvement, and real estate expertise has enabled her to support the firm in the expansion of its infrastructure, marketing and administration.



JOSEPH O'CONNOR is Terrie's son and you might say that Joe was raised in the real estate business. After earning his real estate license, Joe began to work at Terrie O'Connor Realtors on a part time basis while pursuing an economics degree at Rutgers College. He is a lifelong resident of Bergen County and is especially adept in working with first time buyers. He is also the company's photographer who provides

our agents with exceptional photographs for their property brochures and website listings, at no cost to the agents.



SUSAN B. BROWNE has the dual role of Human Resources Manager and Relocation Manager for Terrie O'Connor Realtors. She is responsible for administration of the policies and procedures relative to the employees of Terrie O'Connor Realtors. She also achieved her RCC designation as a professional relocation consultant. Prior to joining Terrie O'Connor Realtors, Susan worked for 15 years

in the executive search industry in New York City. Susan has also been a licensed Realtor since 2000 and was awarded the Circle of Excellence® for several years.



LISA GLATTMAN is the Relocation Coordinator for Terrie O'Connor Realtors. Lisa has been a licensed Realtor® since 2003 and is a lifelong resident of Bergen County. Her real estate knowledge combined with her extensive understanding of the customers' needs, communities, transportation alternatives and her specific insight to the local school districts enables her to be an

invaluable asset to the Relocation Department. Lisa holds a BA in Sociology and has achieved her designation as a professional relocation consultant (RCC).



P.J. MARTIN SMITH is Director of Marketing & Business Development and has been involved in real estate her entire life, having also grown up in a family business. A high achieving NJ Assoc. of Realtors' Million Sales Club winner as a salesperson, she became an office manager and grew her branch office from a start-up in record time. With a masters in marketing from Pace University, she became

Senior Vice President for a major real estate franchise for 10 years before coming home to her northern NJ roots and joining the Terrie O'Connor team.



DARLENE FREIDMAN is the Admissions Coordinator for the Terrie O'Connor Realtors Real Estate School. She is also the Public Relations Coordinator responsible for all press releases for the company as well as organizing all of Terrie O'Connor Realtors public relations events. Prior to joining Terrie O'Connor Realtors, she ran her own party and special events company which served large

department stores, companies, and small businesses. She holds a BA degree in history and also has her teaching degree. Darlene has been a licensed Realtor for 10 years and takes much pride in all her positions associated with the company.



MICHAEL TEEHAN is the senior staff member in the Terrie O'Connor Realtors IT group. He is responsible for creating, designing, installing, debugging, and maintaining the state of the art technologies used for all company operations. Mike is also one of the primary resources for assisting company staff and Realtors with the use of

both company technology and their personal devices. Mike joined Terrie O'Connor Realtors full-time in 2012, after working remotely for almost a year. He was born and raised in northern Vermont.



MEG MULDOWNEY is the Finance Manager for Terrie O'Connor Realtors. Meg has over 13 years experience as a real estate salesperson and continues to have a successful real estate career. Additionally, Meg has a BA from New York University and an excellent financial and economic analysis background. She has over 5 years experience providing accounting and bookkeeping services to the real estate industry

and an additional 20 years providing financial analysis services to a variety of industries.

# TERRIE O'CONNOR

## REALTORS

### Terrie O'Connor Realtors' Community Services

**Commitment to the Community:** Terrie O'Connor Realtors supports numerous local community and fundraising events throughout the year. The name recognition and community goodwill garnered by this participation enhances the reputation of the company as well as the individual Terrie O'Connor agents who live and work in the community.



**Upper Saddle River Breast Cancer Run**  
 L to R: Katy O'Connor Smiechowski, Julia Prisco, Terrie O'Connor, Terri Shedler, DeNelle O'Connor



**Wyckoff Day**  
 L to R: Mayor Frank Bivona, Theresa 'Terry' Meese and Mandy Brinkley



**Center for Food Action Thanksgiving Day Food Drive**  
 L to R: Nickie Liseaal, Jane Gerrity, Claudia Sanchez, Marianne Strasser



**Food Drive**  
 Ellen Kimmerle, Ridgewood Office



**Ridgewood 4th of July Parade**  
Janis Fuhman and Joyce Albert with Gov. Chris Christie.



**Ramsey Office Oasis Toy Drive**  
L to R: Artie Shattuck, Felicia Polcari, Nancy Bielen, Patti Reynolds, Marjorie Fiori, Judy Pisani, Tom Crudele



**American Diabetes Association Fundraising Event**  
L to R: Terrie O'Connor, Celia Riggio, Amy Werner, Danielle and Kevin Jonas and Denise and Kevin Jonas, Sr.



**TOCR Young Professionals Connection Food Drive**  
L to R: Zach Lisella, Julianna Sullivan, Joe O'Connor



**The Ridgewood Group at the Ridgewood 4th of July Parade**

# TERRIE O'CONNOR

## REALTORS

### Terrie O'Connor Realtors Support Team

The Management Team and all the Sales Associates are backed by a professional staff who provide technical and administrative assistance for the sales associates.

#### **Administrative Staff**

Each office has a full time Office Administrator responsible for assisting sales agents with their listing and sale transactions, as well as preparing their personal marketing materials and brochures and advertising for their listings. Each Office Administrator is dedicated to the success of every sales agent in their office and they are available to assist the new and experienced sales agents with their smooth transition to Terrie O'Connor Realtors.



#### **Technical Support Staff**

Technology is important in all aspects of daily life and access to the technology that is necessary for success in real estate is essential. Terrie O'Connor Realtors uses cutting edge technology to provide our sales agents with access to the tools to enable them to provide the best service to their clients. Our technical support team lead by our Lead Support

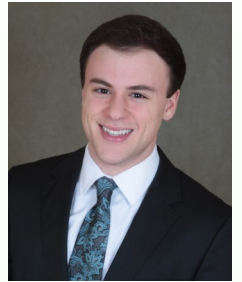


Michael Teehan

Engineer, Mike Teehan, is available to assist the sales agents with coordinating their use of Terrie O'Connor Realtors' technology and their personal delivery options, whether it's a PC or laptop, tablet, iPhone, iPad or smart phone.

#### **Intern Program**

The correlation between education and success in the workplace is reinforced at Terrie O'Connor Realtors by their commitment to a college intern program. College students interested in receiving college credit for their work experience are offered part time positions during summer break and part time while attending classes.



Zachary Lisella

Members of the intern staff, under the supervision of Zachary Lisella, provide additional assistance for the administrative staff so that the sales agents are assured that they will receive the marketing and advertising support to achieve their real estate goals.

#### **Administrative Support Staff**

**Barbara Ripston** - Director of Administration

**Zach Lisella** - Allendale Office Administrator - Social Media Coordinator

**Jane Gerrity** - Allendale Office Administrator

**Roseann Vadala** - Kinnelon Office Administrator

**Eileen Warbrick** - Ramsey Office Administrator

**Marianne Zarychta (MZ)** - Ridgewood Office Administrator

**Elizabeth Driever** - Saddle River Office Administrator

**Fran Elia** - Wyckoff Office Administrator

**Mary Jane Tarabocchia** - Upper Saddle River Office Administrator

# TERRIE O'CONNOR

REALTORS

## Testimonials

There are many reasons that I decided to join Terrie O'Connor Realtors. Having been dissatisfied with my previous company for various reasons, I began looking for a new company that was a better fit for me. By that I mean, a place where I could feel more "at home" and feel more comfortable. I needed to feel that when I had a question or a problem that I wanted help solving, I could reach out and have an answer immediately. From Terrie herself, to all the staff in her corporate headquarters and my wonderful manager, there is always someone there for immediate attention to any circumstance that may arise. In addition to that, I was further drawn to this company once I saw all the fantastic marketing tools and gorgeous brochures with professional writers and photographers that were there at my fingertips. Having been with the company now for over 2 years, there is not a day that goes by, that I don't tell myself what a great decision I made! **-Anne Marangi, Upper Saddle River Office**

When I decided to pursue my dream and get into real estate, I interviewed with a firm in NYC, a firm in Wyckoff and my long time friends at Terrie O'Connor Realtors. While NYC would have been exciting and the exposure to clients from around the globe incredible, it just did not seem the right fit. While Wyckoff is a great town and the agent who sold our home sat at a desk with the firm behind door number 2, it too wasn't home for me. And isn't Real Estate about finding the right home? So when my wife and I had dinner with the O'Connors just as the market bubble burst in 2008 and asked what they thought of their old friend entering the Real Estate pool. They honestly stated that it would not be an easy road. They said they knew I could be successful and that they would provide the tools and support it took to get me there. They kept their promise! **-Sean Farley, Ramsey Office**

I joined Terrie O'Connor Realtors 5 years ago when the company I was with merged with a larger company. I was looking for a smaller company that provided the services of a larger company. Honestly, it is heaven. I am continually surprised at the amount of support and training that Terrie O'Connor provides to the agents, including a photographer and brochure writer for all listings. The company is very aware of the importance of advertising. In my other company I felt like I had to be on top of advertising. Here, I can trust that my listings are being marketed effectively. The internet presence is amazing. My listings are on more sites than they were at a much larger company. It is also very impressive how quickly the company is growing. They have gone from one office in Saddle River to six offices including Saddle River, Allendale, Ramsey, Ridgewood, Wyckoff and most recently Kinnelon. The training is amazing which is why they attract so many new agents. Terrie O'Connor has a fantastic reputation in the area which helps agents get listings. There is no better place to work! **-Kathy Platt, Saddle River Office**

### Did You Know?

Terrie O'Connor Realtors offers its sales agents the opportunity to meet regularly with other Terrie O'Connor sales agents and expert speakers covering specialty areas. These groups include:

- Commercial Group
- International Group
- Young Professionals Connection

Ask us about participating in one or more of these groups

## Memberships and Affiliations

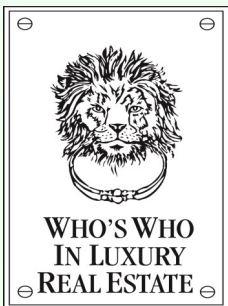


**Leading Real Estate Companies of the World** (Leading RE) is the home of the world's market-leading independent residential brokerages in over 50 countries, with over 500 firms and 120,000 associates. They are the largest network of residential real estate firms, and network affiliates, such as Terrie O'Connor Realtors, are widely recognized as the premier providers of quality residential real estate and relocation services. Our by-invitation-only network is based on the unparalleled performance and trusted relationships that result in exceptional client experiences. Our affiliation with this top-notch organization allows us to market our properties to unprecedented groups of professionals that, collectively, produced \$321 billion in sales in 2014, with over one million transactions, which is over \$81 billion more than our closest network competitor.

**Luxury Portfolio International** is a unified collection of the world's most experienced, visible and highly regarded experts in luxury real estate. As the premium division of Leading Real Estate Companies of the World, Luxury Portfolio exclusively markets a selection of the network's extraordinary homes, utilizing a sophisticated mix of online and offline media to position properties for maximum exposure in an elite market. The program markets over 35,000 properties annually on the award-winning LuxuryPortfolio.com and in prestigious publications circulated around the globe. Encompassing more market-leading independent real estate brands than any network, members are recognized for their agility, expertise and superior competence in both local and global markets.



**Worldwide ERC®** is widely recognized as the authority on global workforce mobility, and continues to build on its network of professionals, partners and stakeholders, on its print and electronic programs and services, its research capabilities, technology tools that create e-solutions for its constituencies, and its public policy work to ensure best practices and standardization in the industry. Membership has grown to nearly 1,600 corporations and 10,000 service industry members around the world.



**Who's Who in Luxury Real Estate** - well known in the industry since 1986, the Who's Who in Luxury Real Estate network is a global collection of the finest luxury real estate brokers in the world. This group of more than 130,000 professionals in more than 60 countries collectively sells in excess of \$128 billion of real estate annually. Members are hand selected by Chairman/Publisher John Brian Losh, one of Realtor Magazine's 25 Most Influential People in Real Estate. Luxury Real Estate has been recognized by the Webby Awards, has received "Best of the Web" by Forbes Magazine, honored with an ADDY Award for Excellence in Web Design, and deemed "Best Website" by consumer surveys.



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## REALTORS

### New Agent Training

Here is the list of topics discussed during our 5 week program offered to new and experienced agents:

- **Welcome to Terrie O'Connor Realtors!**  
*Orientation to TOCR technology and Intranet*
- **Customer Relationship Management**  
*Your "Sphere of Influence" and how to reach them*
- **The TOCR 30/60/90 Day Success Plan and the TOCR Daily Action Planner**  
*Setting yourself up for success!*
- **Office Procedures**
- **Working with Buyers**
- **Successfully Utilizing Social Networking to Build Your Business**
- **Competitive Market Analysis**  
*Selecting the properties*
- **Working with Toolkit CMA**
- **Successful Listing Presentations**
- **Enhancing Your Listing Presentation with Technology**
- **Rental Listings and Leases**
- **Introduction to Relocation**  
*Relocation services provided by Terrie O'Connor Realtors*
- **Contracts of Sale**
- **Your CMA and Pricing**  
*Working with sellers to appropriately price their property*
- **TOCR Marketing and the Internet**  
*Maximizing your presence on luxuryportfolio.com, realtor.com, Zillow, Trulia, LinkedIn & Facebook*

# TERRIE O'CONNOR

— R E A L T O R S —

***Saddle River Office***

*75 East Allendale Road  
Saddle River  
201-934-4900*

***Allendale Office***

*75 West Allendale Road  
Allendale  
201-835-0500*

***Ridgewood Office***

*76 West Ridgewood Avenue  
Ridgewood  
201-445-4554*

***Ramsey Office***

*45 East Main Street  
Ramsey  
201-934-0600*

***Kinnelon Office***

*1483 NJ Route 23 South  
Kinnelon  
973-838-0100*

***Corporate Relocation Center***

*300G Lake Street  
Ramsey  
201-786-9055*

***Upper Saddle River Office***

*366 East Saddle River Road  
Upper Saddle River  
201-327-7100*

***Wyckoff Office***

*395 Franklin Avenue  
Wyckoff  
201-891-0100*