



## **Teresi to head new franchise division at Nothnagle**

November 20, 2009 - Front Section

Industry veteran Jay Teresi has been hired by Nothnagle Realtors to head the new franchise division. As director of new business development for Nothnagle, Teresi is responsible for leading the growth and expansion of the franchise system in N.Y. and surrounding states.

Teresi has over 20 years experience working in the financial and real estate industries. After a successful career on Wall St., he then turned to the mortgage and real estate industries. He previously owned and managed his own real estate company in Manhattan. Prior to Nothnagle, he served as director of regional development with Weichert Real Estate Affiliates.

"I was impressed with the dedication to technology as well as the progressive business management of Nothnagle. The real estate operating systems and solutions I am able to offer are comprehensive and, in my opinion, second to none, evidenced by the industry awards and rising national ranking. It is an exciting opportunity to be part of Nothnagle's expansion beyond WNY," he said.

"Jay has been a great addition to the leadership team of Nothnagle Realtors. He has really hit the ground running. What impressed me most about Jay was his ability to study each market and assess where the opportunities are. Nothnagle is looking to partner with like-minded brokers, our priority is not just on making a sale. Brokers have to be a good match in terms of their internal culture, committed to providing an exceptional customer experience and to implementing tools and systems that work for their agents and clients. These are the priorities that Nothnagle Realtors operates by. Currently Jay is in discussions with about 25 interest parties that have made our 'short list' of potential candidates," said Armand D'Alfonso, president and CEO of Nothnagle Realtors.

He has successfully launched the Nothnagle system into the Buffalo market, with the addition of Nothnagle Realtors Property Center to the system, schedule to open in early 2010.

Nothnagle Realtors plans to aggressively pursue this growth strategy with the goal of opening several franchised offices in New York, New Jersey and Pennsylvania initially. Nothnagle's goal is to grow the franchise sales team over the next 24 months. All franchise support staff will be locally based in the Nothnagle corporate headquarters to be located in downtown Rochester.

For more information, please visit [www.Nothnagle.com](http://www.Nothnagle.com).

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540