

The Bay Area Team – Jim Walberg & Ann Marie Nugent

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PARIS, FRANCE – (January 21, 2009) – The Bay Area Team, Ann Marie Nugent, and Jim Walberg - a 35-year business owner and REALTOR®, who is well-known for his very successful real estate companies in the Caribbean and San Francisco real estate markets, openly shared how their global marketing strategies at the 4th Annual Who's Who In Luxury Real Estate International Conference in Paris, France. His presentation was January 21st – 23rd at Hotel du Louvre, Paris, France.

Four years ago, Walberg said he had a vision of an International real estate company, from the Caribbean to San Francisco. At that time he launched the websites www.EastBayRealEstate.com and www.CaribbeanIslandsRealty.com that allows Buyers from all over the world to purchase real estate in two of the most desirable locations in the world.

"I have spent almost 40 years in the San Francisco Bay area and the Caribbean as a business owner, REALTOR®, and a sailor, so I know these regions of the world very well," said Walberg, the 61-year-old co-owner of [The Bay Area Team](#), and one of the most successful real estate teams at Keller Williams Realty in Danville, California. *"I never expected that my dream would create such results so quickly. But, my vision of creating an internet presence that allows people from all over the world to participate in real estate sales and purchases, is now a reality."*

Walberg's international lead generation experiment has produced amazing results for his real estate companies. *"One hundred percent of our San Francisco Bay Area and Caribbean real estate results are coming from inquiries from our blog sites and past clients,"* he said. *"We are receiving inquiries each day from a total of 16 countries! This has been a significant addition to our real estate business revenue – beyond any of our expectations!"*

Unlike some professionals who guard their *"tricks of the trade"* to be successful, Walberg says that the professionals in the world of international real estate are remarkably open about their strategies for success. *"Successful Realtors are the most open and sharing community I have ever found."* he said. *"They want every member of the global real estate community to win!"* Walberg shared many of the keys to success regarding the global marketing of real estate with his fellow luxury real estate Brokers and agents at the Luxury Real Estate 4th Annual International Paris Conference in January 2009.

More than 60 LuxuryRealEstate.com delegates from Europe, Asia, and Australia attended this important conference. Walberg was the presenter for two of international conference sessions. Ann Marie Nugent, Walberg's wife and business partner, was also one of the delegates at the conference.

For more information on the 4th Annual Luxury Real Estate International Conference, visit www.luxuryrealestate.com/conference.

About Jim Walberg

Jim Walberg has been a member of the East Bay business community since 1970. He and his wife Ann Marie Nugent are the owners of The Bay Area Team at Keller Williams Realty in Danville, California. He is one of Keller Williams University's Regional Trainers. He is also a founding member of the International Luxury Real Estate Society, and he has been inducted into the REALTORS® Hall of Fame for the East Bay. He is in the very top escalon of Realtors nationally. He loves sailing in the Caribbean and traveling the world, collecting fine wines, reading, trout fishing, and skiing. However, the most important part of his life is his personal faith, his loving wife and business partner, and their three children – all of whom are in college.

About LuxuryRealEstate.com

www.LuxuryRealEstate.com is the most-viewed luxury real estate Web site in the world. The Who's Who in Luxury Real Estate network includes 1,813 of the world's finest real-estate companies with properties in 100 countries. Participation is strictly invitation-only by CEO/Publisher John Brian Losh. In *Ultimate Homes'* 2008 issue, the network represented more than twice the number of top 1,000 most-expensive properties in the country than any other network. The Who's Who in Luxury Real Estate network is governed by the [Board of Regents](#).

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