



FIABCI

International Real Estate Federation

**News Release
FOR IMMEDIATE RELEASE**

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**FIABCI-USA 2010 Spring Conference:
Expert Internet Marketing Professional Shares Lead-Generation Tips**

ALEXANDRIA, VIRGINIA – (March 27, 2010) – Jim Walberg, owner of The Bay Area Team, and a 40-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 his global marketing strategies at the FIABCI-USA 2010 Spring Conference in Alexandria, Virginia.

Five years ago, Walberg said he had a vision of expanding his real estate practice from San Francisco to include the Caribbean Islands. 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](http://www.TheBayAreaTeam.com), 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, 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 successful *"marketing secrets"*, 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!"* Because of Walberg's success in lead generation from the internet, he was awarded the 2009 Best Global Networking Award from Who's Who In Luxury Real Estate. More than 60 delegates from Europe and the Americas attended this important conference.

About FIABCI

FIABCI, the International Real Estate Federation, is [local](#), [national](#), and [worldwide](#). Established over 60 years ago, the International Real Estate Federation (**FIABCI**) is the only truly international organization of its kind in the world. Comprised of professionals in all areas of the industry, **FIABCI's** long-standing and highly respected presence in the international community gives it's members instant accessibility, credibility, and dependability. Through our individual and association members in 65 countries, **FIABCI** membership gives professionals access to contacts around the world – over 2,000,000. **FIABCI-USA** (the US Chapter) is the only international real estate organization representing the entire spectrum of the real estate industry in the US. FIABCI's mission is to open the international community to it's members on a local, national, and international level, so that they may develop a broad base of real estate contacts that will translate into increased business opportunities and ultimately financial success. People connecting people to create one global marketplace is the result of membership in FIABCI. For more information log on to: <http://www.fiabci-usa.com/>