

John Gualtieri's Bio

With more than 28 years of experience in The Real Estate Industry, John built one of the most successful Real Estate Teams in North America.

Prior to his Real Estate Career, John attended Johnson & Wales University in Providence, Rhode Island, on an academic scholarship. He graduated *Magna Cum Laude*, with a degree in Business Administration. He then moved on to West Chester University in Pennsylvania, where he graduated *Suma Cum Laude* with a degree in Psychology. While at West Chester University, John was inducted into *Pi Gamma Mu*, an International Honor Society reserved for only those students who achieve at the very highest levels in The Social Sciences.

After graduating from college, John spent the next 4 years pursuing black belts in The Korean Martial Arts of Tae Kwon Do and Hap Ki Do. In 1983, the same year that he was licensed in Real Estate, John passed his black belt tests.

By 1984 he was the top agent in Pennsylvania for the largest national franchise in the state at that time. In the early 90's, he started his first Real Estate Team, which quickly became the number 1 Real Estate Team in The number 1 office for the largest real estate franchise in Pennsylvania and Delaware. In the early part of the millennium, John turned much of his attention toward both training and mentoring the members of his own Team, and training sales people in various industries. In 2007, he authored his first audio training program which teaches Real Estate Agents how to design an annual business plan.

Today, John is a consultant, coach, trainer, speaker, and author of training material for both the real estate industry and the general sales industry. He and his wife Karyn, live on sunny Seabrook Island in South Carolina, with their four dogs, Tessa, Gracie, Rocco, and Cash. John and Karyn have one daughter, Bonnie Crescenz; Bonnie and her husband Chris, live in central Montgomery County, Pennsylvania. John's hobbies include physical fitness, hiking, astronomy, personal development, and music (he is an accomplished guitar player). His most recent accomplishments include the following:

- Silver Medalists 2005 Patriot Games Triathlon (over 40 age group)
- 2006: Lifetime Achievement Award by International Franchise
- 2007: Competent Speaker Award by Toastmasters International
- 2007: Area Champion in Toastmasters International Speech Contest
- 2007: First Runner Up in District Toastmasters International Speech Contest
- 2007: Recorded & published, an intensive audio program on Business Planning for Realtors
- 2008: Recorded & published, an audio program designed to teach Realtors the necessary skill sets to navigate declining markets
- 2009: Competent Leader Award by Toastmasters International
- 2010: Recorded and Published *12 Secrets of The Mega Producers* – an audio program which describes the 12 characteristics that set the “mega producers” apart from the majority of people in The Sales Industry