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William Raveis hires Steinmetz as sales mgr.

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According to Chris Raveis, executive vice president and managing partner of William Raveis Real Estate, Mortgage & Insurance, LLC Mass., Zev Steinmetz joined the firm as sales manager.

"We are delighted to welcome Steinmetz to this role," said Raveis. "Steinmetz and our firm share many of the same values, especially our mutual commitment to helping our sales associates build their business using the high-touch high-tech tools we have available to them."

Previously a top producing sales associate in the company, Steinmetz brings with him a string of successes as a partner in one of the most successful real estate teams in the company. In four years, his team, Steinmetz Real Estate Professionals, has had a total sales volume of over \$92 million.

They were the top listing team as well as the top selling team in his office for the past three years. In addition, the team was the #1 producing team in Massachusetts last year and the #3 producing team in the entire company in the same year.

Steinmetz looks forward to his new position in the Brookline Office. "I am impressed with the company's commitment to empower our agents to move to the next level. Our environment of teamwork and success is unsurpassed by any other real estate company in Massachusetts and runs parallel with my vision to offer unequalled service to our clients and our agents," he said. "I love that William Raveis is a family-owned company with a focus on technology and a goal of staying ahead of the curve in the always-changing real estate business."

According to Raveis, the Brookline office will have increased administrative support in order to focus on agent services. "We are committed to increase our resources in order to better service our sales associates. Our advanced technology tools, coupled with our commitment to assuage the administrative encumbrance on our associates is a win-win situation for both our sales associates and our customers," said Raveis.

Steinmetz has also had experience in training, coaching, and in helping agents grow their business. He was previously a field trainer in the Newton office, where he trained new agents who came into the company.

A resident of Brookline for five years, Mr. Steinmetz holds membership in The Junto Group, a club focused on community improvement; The Jewish National Fund; and Cradles to Crayons. In addition, he is chairman of the Jewish National Fund Future and a member of the National Association of REALTORS.

He has earned a bachelor of science degree in Finance from Yeshiva University, Sy Syms School of Business New York and has studied abroad at Genesis Institute, Bet Shemesh, Israel.