

**ANDREW WETZEL, MBA/ ASSOCIATE BROKER/ REALTOR  
ABR/ CSP/ e-PRO/ GRI/ PSA/ SRS/ MEDIATOR/ ETHICS INSTRUCTOR**

Long & Foster Real Estate Inc.

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**Web site** [www.AndrewWetzel.com/](http://www.AndrewWetzel.com/) **Blog** <http://WhyAndrewWetzel.com>

**REAL ESTATE EXPERIENCE:** I am an **experienced** (*since 1996*) full time Associate Broker, Realtor, Instructor (Ethics/ ABR/ SRS) and Dispute Resolution System Mediator **committed** to my clients and to my profession, as demonstrated by my education (certifications/ designations) and professional affiliations. I represent both Sellers and Buyers. Long & Foster is one of the largest *privately owned*, independent real estate companies in the United States and *the* largest in the Mid-Atlantic region with *more than* 10,000 agents in *over* 170 offices. Acquiring Century 21 Alliance positioned Long & Foster as a leader in the Northeast real estate market and the #2 position in the Philadelphia market.

**MISSION STATEMENT:** My **goal** is to provide my clients with *outstanding* service and to do so with responsiveness, integrity and reliability. I am **committed** to providing knowledge and representation that is *both* comprehensive and up-to-date. My clients deserve and will receive the finest service and I **guarantee** it. I want to earn your business *for life* and I want you to feel so strongly about my performance that you will feel comfortable enough to recommend my services to your friends, family and neighbors. This is a "referral-driven" business and your recommending me to others is the highest form of a compliment.

**EDUCATION:**

Real Estate **Broker** and **Mediation** Courses  
Graduate, Realtor's Institute (**GRI**)  
Seller Representative Specialist (**SRS**)  
Accredited Buyer Representative (**ABR**)  
Pricing Strategy Advisor (**PSA**)  
Certified **e-PRO** Internet Professional  
Certified New Home Sales Professional (**CSP**)  
Real Estate Practice and Fundamentals (Pre-Licensing)  
Leadership Development Program (Suburban West Realtors Association)  
Saint Joseph's University: **MBA**, Human Resource Management  
Saint Joseph's University: **BS**, Psychology (Business Minor)  
Dale Carnegie: Human Relations/ Motivation

**PROFESSIONAL AFFILIATIONS:**

Instructor (Ethics/ ABR/ SRS) (SWRA/ *since* 2011)  
Dispute Resolution Mediator (SWRA/ *since* 2002)  
Co-Chairman, Professional Standards Committee (SWRA/ *since* 2013)  
Member, Professional Standards Hearing Panelist (SWRA/ 2007; *since* 2012)  
Office Liaison to Suburban West REALTORS Association (*since* 2006)  
Member, SWRA Board of Directors (2008-2011)/ Secretary-Treasurer (2009-2011)  
Member, PAR Board of Directors (2009-2010)  
Member, TReND (MLS) Board of Directors (2003-2006)  
Member, Professional Standards Committee Appeal Panelist (SWRA/ 2008-2011)  
Co-Chairman, Grievance Committee (SWRA/ 2005-2006)  
Member, Grievance Committee (SWRA/ 2002-2004)  
Leadership Development Committee (SWRA/ 2008 and 2012)  
Public Relations Task Force (SWRA/ 2009-2011)  
National Association of REALTORS (NAR)  
Pennsylvania Association of REALTORS (PAR)  
Suburban West REALTORS Association (SWRA)  
Seller Representative Specialist Council (SRS)/ Real Estate BUYER'S AGENT Council (REBAC)  
Finance Officer, Sons of the American Legion (SAL), Manoa Post #667 (2014-2015)  
Commander, Sons of the American Legion (SAL), Manoa Post #667 (2010-2011)  
Past Member, Hilltop Civic Association