



Press Release  
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Newport Beach, Ca.

## TELES TEAMWORK REAL ESTATE AGENTS NETWORK IN NEWPORT BEACH

Teles Properties held its first Los Angeles/Orange County agent caravan in March in a concerted effort to reshape how all its properties are marketed. A chartered bus ferried about 40 Teles agents from Beverly Hills and Brentwood to visit the new Teles office in Newport Beach and view the firm's premier listings in Orange County.

"We work together as a team to sell our properties," says Teles President and COO Peter Hernandez. "Rather than the traditional approach of each agent being responsible for selling his or her own listings, we combine our talent, resources and databases. We have toppled the barrier of territorialism."

The Teles sales meeting was held at [2555 Altamar Drive, Laguna Beach](#), a stunning \$20.5 million contemporary oceanview home co-listed by Ernie Carswell and Alison McCormick.

Teles Properties is fully committed to its powerful cross-marketing program, which provides access to the full client database of every agent as well as to key business managers, financial advisors, accountants, agents, lawyers and the top real estate agents on the Westside. By combining their knowledge of buyers and sellers across Los Angeles and Orange counties, Teles agents have an extra edge in a competitive marketplace.

"Our approach is collaborative, and trust is fostered and protected within the organization," adds Hernandez.

**TELES PROPERTIES**  
424.202.3200 BEVERLY HILLS  
424.203.1800 BRENTWOOD  
949.270.0440 NEWPORT BEACH

MEDIA REQUESTS  
DOMAIN LLC  
[TELES@DOMAIN-LA.COM](mailto:TELES@DOMAIN-LA.COM)

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