

*For Immediate Release*

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### **New Officers Elected to Hotel Brokers International's 2010 Board of Directors**

KANSAS CITY, Mo., February 12, 2010—Members of Hotel Brokers International (HBI), the nation's largest brokerage organization with more than 30 offices coast to coast, today announced the organization's newly elected 2010 board of officers and directors. Tony DeGeorge, CHB, of Greene, Canfield, DeGeorge, Ltd. will succeed Jeffrey W. Westgor, CHB, of Westgor & Associates, Inc. as president.

In accepting the chief leadership position of HBI, incoming president DeGeorge shared his vision and goals for the organization. DeGeorge stated, "The past year brought numerous changes to our industry and in turn to our organization. As individual brokers we were unable to control the economy and its impact on the hotel real estate industry; yet, collectively as an organization we took control in moving HBI forward for the coming year. As HBI enters its 51<sup>st</sup> year in the industry, we must continue leading the advancement of our industry while utilizing our strength as a network organization to allow each HBI broker to reach their own personal level of success. We look forward to 2010 and the goals we have set forth to continuing to lead the way in hotel brokerage sales."

The 2010 HBI Board officers are:

President	Tony DeGeorge, CHB	Greene, Canfield, DeGeorge, Ltd.
Vice President	Joe McCann, CHB	Optimum Hotel Brokerage, LLC
Treasurer	Jennifer Church, CHB	Milmark Hotel/Motel Investments, LLC
Secretary	William L. Lazarus, CHB	Topher Real Estate Services, Inc.
Director	Steve Ferrarini, CHB	ProCom Lodging Brokers, Inc.

Director	Alan Brock, CHB	Brock Hotel Group
Director	Errol D'Souza, CHB	Laurel Real Estate Company
Associate Director	Diana Alt	Scoggin Blue LLC
Associate Director	Lee Vasche, CHB	Western Hotel Brokers, Inc.
Past President Director	Teague Hunter, CHB	Hunter Realty Associates, Inc.
Immediate Past President	Jeff Westgor, CHB	Westgor & Associates, Inc.

Westgor reflected upon his year at the helm of the industry's oldest and largest hotel brokerage organization. "Leading HBI through 2009 was especially meaningful to me because

50 years ago my father was one of the founders of the Motel Brokers Association of America, the predecessor of HBI," said Immediate Past President Jeff Westgor.

"Although the times have certainly changed, many of those tools and strategies he and the organization pioneered remain relevant."



**HBI Board of Directors**

Front: Jennifer Church, CHB, Treasurer; Tony DeGeorge, CHB, HBI President; Joe McCann, CHB, Vice President; William Lazarus, CHB, Secretary Back: Directors, Teague Hunter, CHB; Alan Brock, CHB; Diana Alt; Errol D'Souza, CHB; Lee Vasche, CHB Not Pictured: Steve Ferrarini, CHB, Director and Jeff Westgor, CHB, Past President

"The past year has been a difficult one for the economy and for the hotel industry," Westgor continued. "It was gratifying that HBI brokers continued their industry leadership by outperforming the industry as a whole. I have great faith in the new team. Tony, a past HBI president, is supported by a board with more than 200 years of hotel brokerage experience. While the first part of 2010 is likely to be slow, we believe that the economy and hotel transactions will pick up as the year progresses."

Hotel Brokers International, with more than 75 hotel brokerage specialists, is the leading hotel sales organization. Celebrating more than 50 years of successful hotel real estate transactions, the organization annually accounts for the largest share of mid-market transactions in the United States. With a database currently comprising more than 150 property listings, the HBI website attracts more than 30,000 monthly site visitors from approximately 40 different

countries. Founder and host of the popular Hotel Investor's Marketplace, HBI also developed the Certified Hotel Broker program and publishes *TransActions Recap*, the industry's leading source of hotel real estate sales data.

In addition to broker services, HBI offers affiliate membership to professionals in allied fields, including franchising, lending, appraisals and investment services. For more information about HBI's hotel listings or to become a broker or affiliate member, HBI may be reached at (816) 505-4315 or via the Internet at [www.hbihotels.com](http://www.hbihotels.com).