

Leigh
BROWN®



Books

Outrageous Authenticity™

You Are Your Best Sales Weapon

The Seven Deadly Sins of Sales™

and the Deceptively Simple Strategies to Solve Them

Peeling The Onion™

Bring Your Relationships Back, Layer by Layer

Signature Topics

No Longer *Just* a REALTOR® (Fair Housing)

A New Real Estate Year:
Fresh/Focused/Forward

REALTOR® Code of Ethics:
Conversion Using the Code

“In order to be successful in sales, you have to do one thing before anything else, every single day, and that is to get the hell out of your own way. And what is the best way to do that? It’s to reconnect with your why.”


- Leigh Brown

Many know Leigh for her accomplishments as a highly successful REALTOR® and a best-selling author. This just begins to scratch the surface. She is an award-winning educator and influencer, an innovative CEO and a must-see international speaker. She actively educates professionals in every realm of business leadership and relationships. Leigh is a do-it-all professional.

Leigh has a passion for motivating those around her to want more. She has worked with all ranges of the professional spectrum — from new-to-the-trade rookies to CEOs of massively successful brands. It is her ability to articulate complex concepts in ways that everyone can relate to that makes her leadership so impactful.

Leigh wants to leave her mark on the next generation of professionals. Whatever your field of business is, Leigh has tools that can promote growth and a team-oriented environment. She has the sales techniques; she has the experience; she has the PASSION! Leigh wants to help YOU!

Contact Leigh’s Speaker Team to book
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“Leigh’s passion stands out when she is teaching. She lead our board retreat and was inspirational and entertaining. She helped our board to “just get it”. Her in depth understanding of the Realtor World, both professionally and the in’s and out’s of the Association served as a huge benefit for our board in building a strong foundation, leading us to success in the years to come!”

~ Monica Hayes - Team, Skogman Realty

“Leigh Brown delivers! I asked her to give a leadership presentation that she had to create from scratch, and the result was an off the charts winner. Great information delivered in a refreshingly entertaining and humorous style, and the attendees loved it. Leigh was one of our best received speakers of the past few years, and I definitely would work with her again.”

~ Steve Francks, CAE, RCE - CEO, Washington REALTORS®

“Leigh Brown was right on target with our convention audience both at our opening session and our CE program. We received many compliments about the offerings and she was great to work with and a pleasure to have at our convention. Many thanks from OAR!”

~ Tim Lockwood, Ohio Association of REALTORS®, VP Professional Development


“Thanks for your exceptional delivery of today’s National Code of Ethics presentation! Being able to handle almost 3 hours of information is no small feat! Know that your time, efforts and talents are most appreciated!!! Like you, I would hope to see Ethics be a more important highlight of our Professional responsibilities. All too often I come across those who seem to be clueless or just rude and disrespectful. Cheers to a better Professional Respect!”

~ Sue Ross-Chayes, Douglas Elliman, Beverly Hills, CA

“Leigh Brown... You changed me. You hit a chord, you were real, tough, poignant and true. You were 2 hours and 22 minutes that felt like 10. You changed perspective, you ignited passion and emotion. You are one of a kind. I can’t thank you enough. Just can’t. THANK YOU for your words. Thank you for sharing your knowledge. Thank you for being raw and gritty. But mostly thank you for your truth. I won’t be the same. The people in that room, won’t be the same. You are so impactful.”

~ Matthew J. Kirk, Senior Mortgage Banker, Atlantic Bay Mortgage

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AFFILIATIONS

2021	National Association of REALTORS® Vice President of Advocacy
2021	REALTORS® Relief Foundation, Vice President
2020	NC REALTORS® Legislative Chair
2020	National Association of REALTORS®, Executive Committee
2020	NC Homeowners Alliance Committee (NCHOA)
2020	NC REALTORS® Issues Mobilization Committee Chair
2019 - present	Habitat For Humanity Cabarrus County, Board of Directors
2019 - 2020	Harrisburg Family YMCA, Board of Directors
2019	NAR RPAC Fundraising Liaison
2018 - present	NC Housing Finance Agency, Board Member
2018 - 2020	REALTORS® Relief Foundation, Board of Advisors
2018 - 2019	NAR RPAC Fundraising Trustees Chair
2017	Residential Real Estate Council (formerly CRS) National President
2017	NC REALTORS® PAC Chair
2015 - 2016	CRRA Audit/Budget/Finance Committee
2015 - 2016	NAR RPAC Major Investor Council
2015 - 2016	NC CRS President
2014 - 2016	CRRA REBIC Board of Governors
2013 - present	NCAR Legislative Committee
2013 - present	NCR Board of Directors
2013 - 2018	CRS Board of Directors (National)
2013 - 2014	CRRA Government Affairs Committee
2012 - 2015	NAR Federal Financing and Housing Policy Committee
2012 - 2013	NAR Professional Standards Committee

DESIGNATIONS

ABR, AHWD, CDEI, CDPE, CIPS, CLHMS, CRS, C2EX, ePRO, MilRes, SFR, SRES

Member of AAREA, NAHREP, NAREB, NAGLREP

Platinum R President's Circle Hall of Fame Major Investor

AWARDS

2019	RRC Educational Contributor of the Year Award
2019	RRC President's Award
2018 & 2019	Video Influencer Award – Consumer Education by BombBomb and Tom Ferry
2018 & 2015	RPAC Hall of Fame
2018	Commitment to Excellence Endorsement
2017	Inman Real Estate Influencers
2016	RE/MAX Circle of Legends
2015	Inman News 101
2014	REAL Trends Top 10 Team - North Carolina
2014	RE/MAX Top 100 Worldwide
2014	Wall Street Journal/REAL Trends U.S. Top 200 Team
2016	Inman Innovator Runner-Up
2013	NC CRS of the Year
2011	RE/MAX Lifetime Achievement
2010	RE/MAX Hall of Fame
2007	RE/MAX Platinum, Chairman, Diamond Club Recognition

EXPERIENCE




2020	One Community Real Estate®, CEO
2011 - 2020	RE/MAX Executive, Broker/Owner
2003 - 2011	RE/MAX Signature, Broker/Owner
2000 - 2003	RE/MAX Metro Realty, Salesman

EDUCATION

Instructor Development Workshop (IDW), NC Real Estate
Commission, 2017

Licensed in Real Estate, South Carolina (#48608), 2001,
North Carolina (#213785), 1997

BSBA, University of North Carolina at Chapel Hill, 1996

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— 2020 —

Allegheny Valley Board of REALTORS®
 Arizona Association of REALTORS®
 Arkansas REALTORS® Association
 Associated Realty of the Americas
 Atlantic Bay Mortgage Group
 Broward, Palm Beaches and St. Lucie REALTORS®
 Butler County Association of REALTORS®
 C21 Scheetz
 CCAR Central Carolina Assn. of REALTORS®
 Citrus Valley Association of REALTORS®
 Colibri Group/McKissock Learning
 Daytona Beach Area Association of REALTORS®
 Denver Metro Association of REALTORS®
 Eastern CT Assn of REALTORS® (ECAR)
 First Weber
 Florida REALTORS®
 Gaston Association of Realtors®, Inc
 Greater Allegheny-Kiski Area Board of REALTORS®
 Greater Bangor Association of REALTORS®
 Greater Bergen REALTORS®
 Greater Mercer County Association of REALTORS®

Greater Owensboro REALTOR® Association
 Greater Piedmont REALTORS®
 Harrisonburg-Rockingham Association of REALTORS®
 Houston Association of REALTORS®
 Howard County Association of REALTORS®
 Johnston County Association of REALTORS®
 Lawrence Board of REALTORS
 Long Island Board of REALTORS®
 Metro Toledo Homes
 National Association of REALTORS® Annual Conference 2020
 NC REALTORS®
 New Orleans Metropolitan Association of REALTORS®
 NextHome Cape Fear
 North Carolina Real Estate Commission
 Northeast Association of REALTORS®
 Ohio REALTORS® Annual Convention & Expo
 Pacific West Association of REALTORS®
 Raleigh Area Top Producers Council
 Raleigh Regional Association of REALTORS®
 RE/MAX Properties, Inc.

Reading-Berks Association of REALTORS®
 Realty Expansion Brands
 REALTOR® Association of Prince William
 Realty Executives International
 Residential Real Estate Council
 REvive 2020 Coast 2 Coast
 Richmond Association of REALTORS®
 Sage Real Estate Ltd.
 South Metro Denver REALTOR® Association
 Southshore REALTORS® Association
 Tennessee REALTORS®
 The NCSHA Legislative Conference
 The Real Estate Blaze
 Tri-County Suburban REALTORS®
 Upper Peninsula REALTORS®
 West Michigan Lakeshore Association of REALTORS®
 WeWire (Women Empowering Women In Real Estate)
 Women's Council Lake Pointe
 Women's Council of REALTORS® District C
 Women's Council of REALTORS® Wealth, Health & Self Power Week

— 2019 —

2019 Annual REEA Conference
 2019 REALTORS® Conference & Expo
 American Business Women's Association (ABWA)
 South East Express Network (SEEN)
 Anne Arundel County Association of REALTORS®
 Atlantic Bay Mortgage Group Speaker Series
 Cambodian Real Estate Association
 Carteret County Association of REALTORS®
 Chattanooga – Women's Council of REALTORS®
 Coldwell Banker Mid-America Group of REALTORS®
 engage.marketing by HousingWire
 FOCUS (Follow One Course Until Successful) – RE/MAX United
 Gainesville-Alachua County Association of REALTORS®
 Garden City Board of REALTORS® Education and Leadership Meeting
 Georgia REALTORS® 2019 Inaugural Conference
 GLVAR Greater Las Vegas Association of REALTORS® Membership Meeting
 Great Smoky Mountains chapter of Women's Council of REALTORS®
 Greater Albuquerque Association of REALTORS®
 Greater Baton Rouge Association of Greater Capital Area Association of REALTORS® GCAAR
 Greater Piedmont REALTORS®

Greenville Association of REALTORS®
 Hattiesburg Area Association of REALTORS® Webinar
 Indianapolis Indy Century 21 Scheetz
 Iowa Association of REALTORS®
 Iowa City Area Association of REALTORS® Leadership Retreat
 IREC 2019 International Real Estate Conference
 2019 JAPAN – Gateway to the World
 Kansas Association of REALTORS® – (RPAC)
 Kentucky REALTORS® – (RPAC)
 Kentucky REALTORS® Annual Convention
 Knoxville Area Association of REALTORS®
 Long Island Board of REALTORS® Education Conference
 Lubbock Association of REALTORS® Membership Luncheon
 Mason-McDuffie Mortgage Corp. – Tahoe Sales Rally
 Metro Toledo Homes
 Missoula Organization of REALTORS®
 NAHREP® – RACE TO THE TOP to highlight Top Producers
 National Real Estate Ethics Day
 New Jersey Women – That's Who We R!
 North Carolina REALTORS® – (RPAC)
 Old Dominion Realty of Virginia

Pennsylvania Association of REALTORS® – (RPAC)
 Raleigh – Women's Council of REALTORS®
 RE/MAX Allegiance Business Meeting
 RE/MAX of Boulder, Inc.
 RE/MAX of Michigan Fall Sales Conference
 RE/MAX RE/CHARGE 2019
 RE/MAX Select
 Real Living Brokers Realty Group 1st Annual Conference
 REvive! Coast to Coast
 River Counties Association of REALTORS® – 2019 RCAR Leadership Retreat
 San Antonio Association of REALTORS®
 Scottsdale Area Association of REALTORS®
 South Carolina Association of REALTORS® – (RPAC)
 Southeast Minnesota REALTORS®
 SouthEast Valley Regional Association of REALTORS®
 Stone Martin Builders – Huntsville, Alabama
 The Mortgage Bankers Association of Raleigh
 Tucson Association of REALTORS®
 Wisconsin REALTORS® Virtual Event
 Women in Real Estate (#WIRE) 2019
 YPN 20 Under 40 Rising Stars in Real Estate Awards – Houston, TX

Full Topic Descriptions at: leighbrown.com/speaking/speaker-topics

Topics can be tailored to your event — one hour KEYNOTE, three hour CLASS, or CE eligible lesson.

* CE Eligible Upon Request

Leadership	Keynote	Class	CE eligible*	
●	●	●		<p>No Longer *Just* A REALTOR® – NEW!</p> <p>Learn how Fair Housing *should* impact your business and your community for the better – and how to tell that story in your marketing..</p>
●	●			<p>Igniting the Passion – Leadership Training!</p> <p>Learn the difference between “reason” and “purpose” and begin to lead others by <i>igniting their passion</i> to help them find their WHY.</p>
●	●			<p>Finding Your REALTOR® Why</p> <p>It can feel overwhelming to be a REALTOR® in a changing market with new competitors on every front. However, there is a way to differentiate yourself in a way that will grow your business. Add that new personal marketing angle to your impact as an association and community volunteer, and the sky’s the limit.</p>
●	●			<p>Leigh’s Soapbox</p> <p>If you want to know what Leigh’s Soapbox is comprised of, that’s UP TO YOU!</p>
	●	●	●	<p>7 Deadly Sins of Sales®</p> <p>Create an atmosphere for success by identifying ways to grow and succeed in business.</p>
	●	●	●	<p>A New Real Estate Year: Fresh/Focused/Forward</p> <p>Staying fresh, keeping focused, and moving forward should be any professional REALTOR®’s goal whenever you need a reset!</p>
	●	●	●	<p>Own Your Style</p> <p>Reclaim your time by presenting your most-confident self and vision to your clients, full of clarity, timely advice and empathetic insight.</p>
		●	●	<p>Ten Tips You Can Implement Now</p> <p>Every REALTOR® has moments of wondering what to do next. This session is chock-full of ideas from direct mail to client parties to social media, all of which can supplement your business in 2020 and beyond!</p>
		●	●	<p>Substance Over Ego 2.0</p> <p>Learn where to find all the data, stats, and industry trends that will help propel you to another level and be the professional the * brings to the table.</p>
		●	●	<p>3W’s of Attracting New Listings</p> <p><i>Who to attract, Where to direct those efforts, and What efforts to make.</i> Innovative tactics to gain seller-clients. Get in front of potential sellers and why they should select YOU as their REALTOR® professional!</p>
	●	●		<p>The REALTOR®/Lender Relationship – Mortgage Event Topic!</p> <p><i>She’s Really Not *That* Into You!</i> Relationship marketing, real estate, and unfiltered humor.</p>

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— About Leigh Brown —

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— Outrageously Authentic Introduction —

The definition of “Southern Belle” might just be appropriate... the gal I have the pleasure of introducing to you is certainly a “lady of society dedicated to her family and community”... but this sassy former chain saw saleswoman is way more than your AVERAGE Southern Belle. Hailing from the Tar Heel state, this lady is a double shot of honesty topped off with humor that, when combined, creates an exceptionally smooth and challenging presence.

If you are ready to duck and cover OR stand at attention, it's time to bring the lady out who could easily be your best friend OR your worst enemy, the choice is yours.

Ladies and gentleman, put your hands together for REALTOR® rockstar and RPAC champion... the one... the only... LEIGH BROWN!

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