

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
Leigh Brown for your next event!
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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