

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

**7 Deadly Sins of Sales™**

**Finding Your REALTOR® Why**

**Ten Tips You Can Implement Now!**

**Substance Over Ego 2.0 –**

**NEW for NAR Annual Conference 2020!**

*"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 best-selling author. But there's a lot more driving Leigh Brown. Her mission, simply stated, is to help others. She is an award-winning educator and influencer, an innovative CEO and a must-see keynote speaker. Leigh has spoken all over the world – from Garden City to Zoom-nation! 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 strive for more. She works 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, Leigh shares the tools that can promote growth and create a team-oriented environment. She knows the sales techniques. She has the experience. She's got the PASSION! Leigh wants to help YOU!

**Contact Leigh's Speaker Team to book  
Leigh Brown for your next event!  
michele@leighbrown.com**

f/y leighbrownspeaker  
in/@ leighthomasbrown

**leighbrown.com  
leigh@leighbrown.com  
704.507.5500**

## AFFILIATIONS

2021	National Association of REALTORS® Vice President of Advocacy
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	Harrisburg Family YMCA, Board of Directors
2019 - present	Habitat For Humanity Cabarrus County, Board of Directors
2019	NAR RPAC Fundraising Liaison
2018 - present	NC Housing Finance Agency, Board Member
2018 - present	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

[leighbrown.com](http://leighbrown.com)

[leigh@leighbrown.com](mailto:leigh@leighbrown.com)

704.507.5500

[f/y](#) leighbrownspeaker  
[in/](#) leighthomasbrown

## — 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 Piedmonth 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

## — 2018 —

AREA Retreat (MA)  
Athens Association of REALTORS® (GA)  
Boise Regional REALTORS®  
Boston CRS  
Calgary Real Estate Board  
California Association of REALTORS®  
Charlottesville Area Association of REALTORS®  
Cincinnati Area Board of REALTORS®  
Citrus Valley Association of REALTORS®  
Cobb Association of REALTORS® (GA)  
Coldwell Banker (OH)  
Collin Co Association (TX)  
Colorado REALTOR® Summit  
Columbus (GA) Board of REALTORS®  
Crown Realty (KS)  
CRS Sell-A-Bration 2018  
CRS Dubai  
CRS Dubai  
First Weber (WI)  
Florida REALTORS®  
Gainesville-Alachua County Association  
Georgia Association of REALTORS®

Greater Boston Real Estate Board  
Greater Louisville Association of REALTORS®  
Gulf Coast Association  
Hawaii Association of REALTORS®  
Houston WCR  
Huntsville Area Association of REALTORS®  
Idaho Falls Association of REALTORS®  
Iowa Association of REALTORS®  
Jacksonville Board of REALTORS® (NC)  
Kannapolis City Schools  
Maryland REALTORS®  
Metro Toledo Homes  
Mississippi REALTORS®  
Mobile Area Association  
National Assoc of REALTORS®, Broker's Edge  
National Assoc of REALTORS®, Region 11 & 12  
North Carolina REALTORS®  
Northeast Louisiana REALTORS®  
Northern Virginia Association of REALTORS®  
Ohio REALTORS®

OKC Metro Association of REALTORS®  
Orange Chatham Association of REALTORS®  
Pacific West Association of REALTORS®  
Pennsylvania REALTORS®  
REALTORS® Association of Lake & Sumter Counties  
REALTORS® of Palm Beach & Ft. Lauderdale  
RE/MAX Ames, IA  
RE/MAX Integra Boston  
RE/MAX New England  
Richmond Area REALTORS® (VA)  
Sacramento Association of REALTORS®  
St. Louis REALTORS®  
Tennessee Association of REALTORS®  
Utah REALTORS®  
Vail Board of REALTORS®  
Virginia REALTORS®  
WCR Capital Region  
White Mountain Association of REALTORS®  
The Womens Club (VA)