

PRESENT

DON LESKE

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OBJECTIVE

REAL ESTATE SELLERS LISTING & SALES AGENT

Dynamic sales career marketing and selling Real Estate within a highly competitive market. Expert in selling homes through strategic marketing, tactical sales, and key lead generation techniques. Outstanding record of achievement in sales and contract negotiations. Excellent communicator with the ability to actively manage a high volume of sales.

Demonstrated strengths and achievements in:

- Communication
- Real Estate Sales
- Real Estate Marketing
- Telemarketing Skills
- Professional Sales Training
- Statistical Market Analysis
- Appraisal
- Contract Psychology and Negotiations

**Communication:** Droid 24/7 integrated and fully connected. Cell phone, instant email and text messaging.

EXPERIENCE

**John L Scott Real Estate Puyallup Canyon Road, Puyallup, WA**

**Realtor, 2002 - Present**

Residential sales specialist with previous annual sales volume of \$100+ million in gross sales volume with an average transactional volume of 300-400 sides/sales. Sales area: All of Pierce, South King and North Thurston Counties and sales prices ranging from \$60,000-\$2+M.

Maximum effective capacity with current staffing 125 SFR listings at one time. Daily sales training with Video, scripts and dialogs and objection handling/Role Playing. Develop, and implement effective print and online marketing programs along with IVR lead call capture technologies. Developed and maintain electronic lead follow-up systems and prospecting campaigns.

**Accomplishments:**

- Licensed Real Estate Agent in the State of Washington
- Graduate of the Institute for Luxury Home Marketing and Sales
- Graduate Real Estate Economics and Investment Analysis
- Professionally Coached In Real Estate Sales
- 2002- Presidents "Elite" Award recipient
- 2003 Ranked #15 in John L Scott/Washington Division
- 2004 Ranked #11 in John L Scott/Washington Division
- 2005 Ranked #7 in John L Scott/Washington Division
- 2006 Ranked #2 in John L Scott/Washington Division
- 2007 Ranked #1 in John L Scott/Washington Division
- Currently Don Leske is Ranked in the Top 1/10<sup>th</sup> of 1% of all Realtors in the Nation.
- The Leske Team has consistently ranked in the top 200 out of over 1 Million Realtors Nationwide by The Wall Street Journal.

John L Scott Real Estate	2002- <i>Present</i>
Windermere Real Estate	2001-2002
Washington State Mortgage-Pierce Commercial Bank (Lender/Loan Officer)	1999-2006
Evergreen State Homes (Owner/MGR MFG Home Sales Center)	1997-2001
Prestige Auto Center-Tacoma Sales Manager 5 stores	1990-1997

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**EDUCATION** Washington State Real Estate Fundamentals  
Professional Sales Coaching by Mike Ferry (Nations #1 Sales Trainer)  
Real Estate Marketing By CP Productions  
Real Estate Sales Training by International Sales Trainer Tom Hopkins  
Real Estate Sales Training by National Sales Trainer Myers Barnes  
Real Estate Sales Training by Harbour Homes Trainer Chris Seung  
Life Coach by Anthony Robbins  
Professional Certified Luxury Home Marketing Specialist  
Real Estate Appraisal  
MLS/CBA 101  
Associates Housing Real Estate Financing  
Real Estate Multi-Family Investment

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**PROFESSIONAL** ■ National Association of Realtors  
**AFFILIATIONS** ■ Tacoma Pierce County Association of Realtors  
■ Community Volunteer and Student Fundraising

**CHARITIES** MARY BRIDGE - CHILDREN'S HOSPITAL

**REFERENCES AVAILABLE UPON REQUEST**