

YOUR TRUSTED REAL ESTATE ADVISOR

2014

Dear Sir/Madam,

I am writing to express my interest in working for you as your Washington State Licensed Professional Real Estate Broker, and have enclosed my resume and sales achievements for your consideration. I have a dynamic career reflecting extensive experience and record-breaking performance in the fast-paced and competitive real estate industry who possesses an extensive track record of selling nearly 1800 homes and \$1B worth of real estate over the last 17+ years. I thrive at using my strong interpersonal and leadership skills to increase business in competitive real estate markets, and have a proven track record of exceeding all corporate and personal quotas. Other highlights of my career that would help me to exceed as your Real Estate Broker would be:

- Developed lasting relationships with clients resulting in repeat business and referrals while gaining a very positive reputation in the industry
- Strong ability to connect with clients, analyze their needs and find properties to exceed all expectations
- Ranked in the Top 1% of all Agents in the Nation: 2004 – Present
- Ranked #26 out of over 2M Realtors Nationwide by The Wall Street Journal: 2006-2008
- Ranked Annual Production volume Over 60M+ volume TPCAR Realtor Association 2005-2008
- Pierce Commercial Bank #2 Agent/Loan Officer (225+ Loans/Annually): 2006-2007
- Ranked in the Top 1% (#1) in John L. Scott/Washington Division (416 Homes Sold/2007): 2007-2008
- Ranked in the Top 1% (#2) in John L. Scott/Washington Division: 2006
- Ranked in the Top 1% (#7) in John L. Scott/Washington Division: 2005
- Ranked in the Top 1% (#11) in John L. Scott/Washington Division: 2004
- Ranked in the Top 1% (#15) in John L. Scott/Washington Division: 2003
- John L. Scott Presidents "Elite" Award: 2002

In particular, the strong relationships I build with clients, brokers, lenders, team members and the business community has resulted in significant increases in our sales margins and customer service ratings while gaining enormous respect within the industry. I am certain that my results-focused, confidence, positive attitude and emphasis on your total satisfaction would be welcomed. My resume will provide additional details concerning my qualifications and accomplishments, and I would welcome the opportunity for an interview to discuss the performance you can expect from me. Thank you in advance for your time and consideration. I look forward to hearing from you soon.

Sincerely,

Don Leske
Enclosure