

# LEAH BECK

## THE GRESHAM GROUP



Should Leah Beck's cell phone ring at five in the morning, don't expect a groggy voice to respond on the receiving end. Instead, be prepared for the best first greeting of the day. No matter at what time her phone alerts her, Leah understands its purpose.

"I feel lucky and blessed when that phone rings, as that means I can do something to help someone," she noted. "I am always available to my clients, as it is important to me to give them the best experience all around."

If you have never met Leah before, consider this fair warning.

When you do make her acquaintance, you will undoubtedly feel as if you have reconnected with an old friend. Her friendly and approachable presence readily puts most anyone at ease. It is obvious from her demeanor she is eager to provide the best experience and service possible and that she has the necessary tools, knowledge, understanding and most important, passion to do so.

When she acquired her real estate license in 2013 and subsequently joined the The Gresham Group / ReeceNichols Real Estate, Leah hit the ground running. Despite being new to the real estate arena as a professional, the industry has always been in her DNA. Her mother was a lifelong Realtor and her father owned and operated a construction company. She grew up around the business and continues to exercise her industry prowess on a regular basis.

An early morning riser, Leah greets each day with ambition, purpose and intention. Her clients are always at top of mind, and no matter the challenges that might greet her throughout the day, Leah has the enviable ability to successfully navigate those in seemingly flawless fashion.

"I have been truly blessed to do this," smiled Leah, who had recently returned from a professional training event in Las Vegas and was eager to implement new strategies and techniques. A problem solver at heart, Leah loves an opportunity to turn things around, not for the paycheck, but for the privilege of giving her clients a memorable experience.

"It is all about the relationships for me," Leah emphasized. "Plus, I work with a great team and am excited for what the future holds for us."



Licensed in Kansas and Missouri, Leah works with buyers and sellers at all price points.

"It doesn't matter if it is a \$50,000 transaction or a \$500,000 one," she noted. "Regardless, the service I provide is still the same, and that is the best it can be."

Leah's tireless efforts have not gone unrecognized by her peers. An award-winning agent, Leah is no stranger to frequent accolades

for her work. Admittedly competitive by nature, she will always go above and beyond the call of duty, but the rewards she seeks are for her clients, not solely for herself.

That commitment to the client translated to The Rewarding Lives Award from ReeceNichols, which she won in 2017. Leah received the 7-Star Award from Broker Agent Advisor in 2018 and 2019. Additionally, she is certified as an American Warrior Real Estate Professional, which means she has training specific to working with veterans to provide them a more positive real estate experience. It is also a way for her to honor the



men and women of the military. Further, Leah has been the top producer for the past four years within The Gresham Group. She has no intentions of ever falling below that benchmark, either.

"My drive keeps me on my A game and helps me focus not on the numbers but on the clients I serve," she explained.

As a listing agent, Leah will complete a thorough walk-through of the home to prepare a "to do" list of sorts that will position the seller for the greatest possible outcome.

"I don't have a crystal ball, but I will do everything necessary to ensure my clients get to full closing in 90 days," she said.

Likewise, when working with buyers, Leah will walk throughout the prospective home in order to determine how it will fit with the buyer's needs.

"I am not a structural engineer or a contractor," she cautioned. "However, I will look for what will be considered in an inspection. I set expectations for my clients, educate and advise them so they can make the best decision possible."

Highly proactive in her approach to everything she does, Leah endeavors to eliminate problems before they even arise. As a result, her brand as an agent continues to grow and draws more and more clients to her. She refuses to over-promise and under-deliver. She simply guides and gives her clients the tools they need to make what will be one of the biggest decisions of their lives.

"I would never put someone in a house I wouldn't put my own family member in," commented Leah. ■

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