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# JOHN DORAN

John Doran & Associates

5 Webster St, Nashua, NH 03064

Consulting, Coaching, Teaching for Real Estate Sales, Mortgage and Title Professionals

## EDUCATION & DESIGNATIONS

**Leadership New Hampshire, Class of 2000**

**Bachelor of Arts Cum Laude, Bowdoin College, 1973**

**GRI\***, Graduate of REALTORS' Institute, National Association of REALTORS (NAR)

**CRP\***, Certified Relocation Professional, Employee Relocation Council, (ERC)

**ABR\***, Accredited Buyer Representative, Real Estate Buyer Agency Council (REBAC)

**MENTOR, Brian Buffini**– 100 Days to Greatness

## AWARDS

**President's Trophy**  
Greater Nashua Board of Realtors: '87, '89, '95, '96

**President**  
GNBR/GMNBR: '97

**Realtor of the Year**  
GNBR: '97; GMNBR: '98

**Realtor Honor Society: Lifetime Achievement Award**

**NHREC**  
NH Real Estate Commission approved CORE, Pre License Instructor, and Electives Instructor

\*Designation attained; no longer a member of the Council.

## PROFILE

For more than 30 years, John Doran has practiced in the Real Estate business in NH as salesperson, manager, owner and entrepreneur. A graduate of The leadership New Hampshire Program, he has served in REALTOR leadership roles at the state and local levels. John has extensive experience in training and public speaking, and has been a NHREC approved credit course provider for more than two decades. John has been Adjunct Professor of Real Estate at Southern New Hampshire University since Jan. 2015.

### 10/97 – current John Doran & Associates

Seminars, presentations, training, coaching and consulting. Focused primarily on helping companies and individuals in the real estate industry satisfy their education, business growth, and management needs.

### Brin Realty Group: 3/11 – 3/13

Managing Broker, Bedford Office, educator, trainer and coach, for local, non-franchised, three office residential firm. Helped recruit, grow, trouble shoot, and manage risk.

### .ERA The Masiello Group: 10/02-08/06

As Regional Director for Nashua and Manchester Region, John oversaw seven offices with 140 total sales associates– coaching the Managers, working directly with Sales Associates and Staff, and coordinating Regional sales efforts. As Director of Professional Development John was instrumental in creating and overseeing a comprehensive, ongoing program of training and education for the entire 32 office operation.

### RE/MAX Prop. I; Broker/Owner 7/87-10/97

Duties included: Recruiting top professionals. Helping salespersons become business people in the real estate business. Helping associates increase net income and decrease work time by working smarter not harder. Addressing risk reduction, legal, and licensing law issues. Developing systems and services.

### Skills & Experience: I write, I speak, I present...

- **Leadership Skills:** in both Business and Professional Organization environments
- **Writing Skills:** used in marketing, policy statements, planning, correspondence...
- **Presentation Skills:** 20 + years teaching the most demanding NHREC credit courses
- **Training Skills:** working with top producers, broker owners & broker managers to grow business and get to the next level
- **Coaching Skills:** what I love to do best – helping salespeople grow into business persons in the real estate industry, helping people get to the next level!

### My experience includes:

- **Working with individuals, small firms, and large multi office firms**
- **Working with people in Mortgage Lending and Title as well as Real Estate**
- **Working with small groups and large audiences, even satellite TV**
- **Lecturing and doing 'hands on' workshops – experienced facilitator**
- **Testifying before NH House and Senate Committees, and in Superior Court**
- **1400+ LinkedIn Connections, 300+ FB Friends**