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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

## PROFILE

For more than 25 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 currently serves 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 a decade. John most recently served as Regional Director and Director of Professional Development for the largest privately owned real estate company in Northern New England.

Working primarily with Real Estate professionals in sales, lending, and title processing, John has addressed local, regional, and national audiences on topics ranging from Service to Stress. In addition to conducting seminars and workshops, he actively consults for brokers, lawyers, lenders, and title companies. "I focus primarily on helping companies and individuals in the real estate industry satisfy their education, business growth, and management needs."

## EXPERIENCE

### 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.

### John Doran; Sole Proprietor 10/97 –10/02

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

### 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.

## ACCOMPLISHMENTS

- Opened new real estate company under little known franchise, (RE/MAX), in 1987. Led that company to be the single most productive office in the State of New Hampshire within 3 years.
- Instructor in Real Estate: Daniel Webster College and Franklin Pierce College
- Selected to serve on NHAR Task Force on AGENCY '95-'96. The process resulted in the writing and passing of the first "AGENCY LAW" clarifying the duties and obligations of real estate licensees in the State of new Hampshire: SB 611 became law in 1996.
- As President Elect and later President served on Merger Committee which planned, coordinated, and consummated the merger of the Gr. Nashua Board of REALTORS, (450 +/- members), with the Gr. Manchester Board of REALTORS, (450 +/- members). This merger creating the largest local board in the State of New Hampshire was consummated during John's term as President at which time he became Co-President with his counter part from Manchester.

## 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**

**Broker Owner of the year  
RE/MAX of New England:  
'88, '90**

**NHREC  
Approved by NH Real Estate Commission to provide Core and continuing education courses for license renewal.**