**Title of Presentation:**

How to sell more doors by becoming an Investment Partner to your clients and new leads

**Format :**

Ted Talk Style

**Category:**

Technology, Marketing

**Presenter Information:**

Presenter Listing:

Don Ganguly

Founder, Investimate-from Homeunion

NARPM Affiliate

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**Public Speaking experience:**

Don Ganguly is featured in many business forums, interviewed by the likes of CNBC for the emerging trends in real estate and financial industry. Over the years Don presented at multiple real estate and technology conferences.  He was a recipient of the 2015 HousingWire Vanguard Award, which recognizes executives leading the housing economy.

**NARPM Board/committee positions:**

None

**Description/Summary of Sessions:**

Learn how to sell more doors by engaging with investors and leads as a local market investment expert helping them with their investment decisions. Climb the food chain and be a true investor partner vs a provider. Also learn how to do investment performance reporting vs rent and expense reporting.