



## **2020 Ones to Watch: Daniel Zagoria, Marcus & Millichap**

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Name: Daniel Zagoria

Company: Marcus & Millichap

Title: Senior Associate

Education: UGA undergrad, NYU Real Estate Finance Masters

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

My very first listing, the Hampton Inn Fishkill N.Y., really put our team on the map and produced a couple of long-term relationships that have proven a cornerstone of our business. We have helped both the buyer and seller of that transaction build their respective portfolios over the years, and it has been particularly rewarding to help them grow into real players! It was a great eye opener that I can be successful in this business by focusing on top class service with an emphasis on the clients' needs.

How do you contribute to your community or your profession?

I have always been involved in my family's annual fundraiser, Lauren's Run, through which we, in conjunction with the CURE Foundation, have raised over \$3 million for pediatric cancer research. This is an extremely personal cause to me, as we lost my sister Lauren at two years old to neuroblastoma, a cancer that begins in nerve tissue of infants. Our cause is one of hope, that one day no more families will have to endure the same.

What led you to your current profession?

I originally moved to New York City to work in the music industry about seven years ago. As time went on, I fell in love with New York, but decided music was a better fit as a passion than as a profession for me. I had plenty of exposure to real estate, as both my parents and several of my friends were in the business in various capacities. Still, it was the training program offered by Marcus & Millichap that opened my eyes to the opportunity and gave me the confidence to make the leap.

What do you like most about your job?

I have always possessed an entrepreneurial spirit, from “inventing” new Gatorade flavors to sell to

my neighbors, to forming a record label while in college. The ability to create my own business, along with my team, and the way that every deal and every client provide new and unique challenges keep this job interesting and exciting. I love problem solving, and brokerage is always providing new ways for me to find creative solutions that add value to my clients.

What can our political leaders do to increase equality in the workplace?

It all starts from the top. Leading by example, including more diversity in their cabinets, changing the verbal rhetoric, and having the media turn down the amount of divisive content they portray would all go a long way.

Who or what inspires you?

My cousin Amy, who is over six years into her battle with Complex Regional Pain Syndrome (CRPS). A terrible accident nearly cost her the ability to walk and has put her in chronic pain with a condition that doctors around the world are still trying to fully understand. Throughout her extended, difficult, ongoing recovery process, she has not only kept up her spirit for her friends and family but has gone beyond her comfort zone to raise awareness for CRPS. She has made friends around the world who resonate with her cause and I could not be prouder of the way she has taken this battle head on.

If your life were made into a movie, what actor would you want to portray you?

You know, I would love to be able to claim Keanu Reeves, but I don't know nearly enough Kung Fu. I've been told I have striking resembles to Miles Teller, and word is he's a pretty decent drummer in his own right.

What social media platform do you use the most professionally?

LinkedIn, by far. It is a tremendous networking tool and I have found time and again that asking a mutual connection for a desired introduction can open just about any door. One cannot be afraid to ask for favors, and often people are willing to help facilitate, knowing that I will owe them a reciprocal favor in the future. This exchange of small favors helps to grow those relationships from mere connections to a whole network.

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