



Question of the Month: How has the use of social networking technology helped you conduct business?

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Larry Gruttemeyer, broker/owner of Foresite Realty Advisors-LI, Lindenhurst, N.Y.:

"LinkedIn is where I was introduced to the CEO's of ARGUS Software and RIISnet.com. Currently we are one of the first brokers in the country utilizing ADAPT - the ARGUS Distressed Asset Platform & Technology powered by RIISnet. ADAPT, through the patented innovations of RIISnet, enables distressed asset fiduciaries, within minutes and with total anonymity and password protected entry, to: Triage toxic assets, prepare them for sale, determine highest and best use, project an asset's or portfolio's current and future health, determine real-time current and future pricing, and instantly and confidentially align supply with national qualified buyers currently looking to acquire specific assets or portfolios. The ability to get on the front edge of the future of this market changing platform is directly attributed to social networking."

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