



Principal and founder

**Cooper Commercial
Investment Group**
Cleveland, OH

DAN COOPER

The bio: As a native Clevelander, Dan Cooper has deep roots in the Midwest. This is one reason why Cooper's commercial real estate career has flourished: He understands his clients' needs, his local market and how to get the best results when closing real estate deals.

Cooper's peers have recognized this. Early in Cooper's career, he was recognized by Crain's Cleveland Business as a member of the magazine's 20 Under 20 list of the city's top young business pros and entrepreneurs. Cooper has also been nominated by the NAIOP for its Transaction of the Year award, and was consistently named along with the Cooper Group as a Power Broker by CoStar.

Despite his success, Cooper finds time to support his community. He has supported several charities and foundations over the years, including Juvenile Diabetes Research Foundation, The Greater Ohio Lupus Foundation, John Carroll University, The Jewish Federation, Laurel School and Jewish Family Services.

The finish line: My favorite part of the business is finding a creative way to get a deal to the finish line when a lot of people would just give up and move on. I find that thinking outside of the box and coming up with those solutions are very rewarding.

Doing what's best for buyers and sellers: Educating a buyer or seller can sometimes be challenging. In this business you deal with all sorts of levels of expertise and understanding. Many times you know the right answer right away but trying to get others to understand why it is the right move can sometimes be both difficult and frustrating. It is a process, and usually they come around to realizing the answer you put in front of them from the beginning, but the time between giving them that answer and them jumping on board can be trying for someone like me who likes to keep things quickly moving toward a common goal.

Persistence matters: Persistence is one of the main reasons for my success. Whether that means persistence in following up with a possible future client, staying in front of an existing client, pushing a deal through from start to finish or persistence in trying to figure out a way to get a deal done where everyone feels like the final solution was a "win." This business isn't for someone who can't be self-motivated.

Out-of-office time: When I'm not working, I love hanging out with my three kids, traveling with my wife and extended family, exercising daily, watching movies and shows, going to sporting events and eating great food.

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