

T3 Sixty Speaking Engagements



Speaking Engagements

Hire a T3 Sixty professional industry speaker for your in-person or online real estate industry event.



Adapting to Shifting Compensation for Buyer Agency

Presentation

The intense legal and regulatory scrutiny on the residential real estate brokerage industry's compensation structure has hit a critical point. It is imperative for brokers to begin proactively adapting to the shift. This session provides practical insights for leaders and agents on the buyer brokerage side of their business, enabling them to explain their value proposition, mitigate risks and even increase profitability.

Speakers: Dean Cottrill, Lisa Piccardo



Competitive Assessment on New Business Models

Presentation

Tailored for leaders within traditional brokerage companies, we provide an assessment of new business models. This session explores the trends, models and strategies that are revolutionizing the industry equipping leaders with the insights needed to refine value proposition, boost recruitment efforts and enhance retention rates positioning their brokerage for success in the ever-evolving real estate landscape.

Speakers: Dean Cottrill, Lisa Piccardo



Annual Trends Keynote

Presentation

This keynote address covers four to five of the top trends impacting the residential real estate brokerage industry, as analyzed in T3 Sixty's flagship annual publication, The Swanepoel Trends Report. Trends can be selected and refined for specific audiences and purposes from this [current list of topics](#).

Speaker: Jack Miller



Compensation Lawsuits and Impact on the Residential Brokerage Industry

Presentation

Deeply researched and analyzed, this session offers a succinct and strategic overview of the current compensation lawsuits facing the residential real estate brokerage industry. Explore key issues, various potential outcomes and learn how to prepare contingency plans for each scenario.

Speakers: Paul Hagey, Jack Miller



Navigating the Evolution of Real Estate Compensation

Presentation

This presentation looks at the impending transformations for organized real estate's longstanding value proposition and potential impacts on strategic and business preparedness and planning. MLSs and Associations will learn proactive strategies for strategic planning, financial preparation, policies and procedure alterations and more.

Speakers: Clint Skutchan



Realities, Trends and Movements in Organized Real Estate

Presentation

A deep dive into the dynamic landscape of organized real estate, explaining the intricacies of Associations and MLSs across the nation. This presentation also spotlights emerging movements of leading organizations – crucial indicators of business strategies that will influence best practices in the coming years.

Speaker: Clint Skutchan, Katie Shotts



Strategies for Successful Regionalization

Presentation

Explore the dynamic landscape of regionalization in the MLS and Association realm. Learn how collaboration, connectivity and innovative thinking are shaping the future of organized real estate. Discover practical strategies for evaluating opportunities, building relationships and achieving seamless regionalization, all while maintaining local voices and identities.

Speakers: Clint Skutchan



7 Key Areas of Profitability

Presentation or Workshop

With tightening margins and slowing volume, leaders must relentlessly scrutinize their key metrics and find ways to make small tweaks with big impacts to their top and bottom lines. Brokerage and team leaders learn how to analyze and optimize agent net gain and churn, production, expenses, commission rates and more.

Speakers: Dean Cottrill, Lisa Piccardo



50 Years of Change in the Residential Real Estate Industry

Keynote

This keynote, first delivered at the exclusive 2023 T3 Leadership Summit, covers how brokerages, franchises, associations, MLSs and technology have evolved and shifted during the last 50 years. With a focus on the patterns that keep repeating and an eye on the future, this session offers tangible, strategic takeaways for leaders across the industry.

Speaker: Jack Miller



The Real Estate Technology Landscape

Presentation

This session is a fast-paced overview of the entire technology landscape in real estate from the consumer's perspective. Key technologies in the customer journey, such as top-of-funnel advertising, middle-of-funnel CRM, and agent tools to bottom-of-funnel closing and back office, describe the entire real estate lifecycle.

Speakers: Travis Saxton, Arshad Ibrahim



Agent Archetypes – Mastering the Four Ways Agents Make Money

Presentation or Workshop

Agents can make money through just four fundamental funnels: Networking, prospecting, converting leads and marketing. By understanding the skills, practices and tools needed for each of these four archetypes, leaders can recruit, train and retain their agents more successfully.

Speakers: Dean Cottrill, Jack Miller, Lisa Piccardo



Three Recruiting Strategies

Presentation or Workshop

Leaders learn how to develop a recruiting strategy that stems directly from the organization's strengths and value proposition. This session begins with gap analysis and goal setting, and dives into targeting the right target audience for the organization. Lastly, leaders will learn how to create and implement a systemized recruiting process.

Speakers: Dean Cottrill, Lisa Piccardo



10 Steps to a High-Growth Business

Presentation

The core of T3 Sixty's consulting practice is our modular approach, which includes foundational, growth and scaling steps. Learn this playbook from the team who mastered and developed it, so you can — with or without us — create a business plan rooted in reality and poised to deliver measurable growth, deeper accountability and higher levels of success.

Speakers: Dean Cottrill, Jack Miller, Lisa Piccardo





Want to discuss a custom talk or presentation?

Reach out so we can find out how to best support you.

www.t360.com/speakers



Jack Miller
President and CEO



Dean Cottrill
Executive Vice President,
Brokerage and Team Consulting



Paul Hagey
Executive Vice President,
Publications; Editor-in-Chief



Travis Saxton
Executive Vice President,
Technology



Lisa Piccardo
Senior Vice President,
Brokerage and Team Consulting



Arshad Ibrahim
Vice President, Strategic
Development & Technology



Clint Skutchan
Senior Vice President,
Organized Real Estate



Katie Shotts
Associate Consultant,
Organized Real Estate



Trusted business advisors and management consultants