

# 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 and 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**



## 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 over 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, Michael Phelan**



## 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: One-year in depth program*

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**



Trusted business advisors and management consultants.



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