



BROKERAGE CONSULTING TEAM BIOS



Dean Cottrill | EVP Brokerage Consulting

Dean leads the Brokerage Consulting Division of T3 Sixty, conducting C-Level custom consulting for large brokerages and overseeing the T3 Fellows program. Dean has over 20 years of experience helping brokers and their companies reach higher levels of success and profitability. He has hands-on leadership experience and having held several senior-level positions with real estate brokerage organizations including Long & Foster, Weichert Realtors and Coldwell Banker Residential Brokerage (NRT), where he spent the last 10 years of his career. As Group President at CB, he oversaw 66 sales offices and 4,000+ associates that generated more than \$10 billion in annual sales volume.



Lisa Piccardo | VP Brokerage & Team Consulting

Lisa is responsible for the delivery and management of brokerage and team consulting programs for the company. She founded, grew, and eventually sold an independent boutique brokerage company. She then served as President & Principal Broker of the company that acquired her brokerage. Prior to joining T3 Sixty she served as global vice president, lead affiliate services for Sotheby's International Realty where she led the servicing team for the U.S. and Canada and served as a business consultant for affiliates throughout the Mountain West region. She and her team supported approximately 150 independently owned and operated Sotheby's International Realty companies and 600 offices working closely with the affiliates to develop strategies that focused on growth and profitability, recruiting and retention and brand engagement.