



News

Chicago

MEET NEW DTZ AMERICAS CHIEF EXEC JOE STETTINIUS

Jan 06, 2015 | Bisnow



Yesterday marked the **official merger of DTZ and Cassidy Turley** under the DTZ brand (owned by TPG Capital, PAG Asia Capital and Ontario Teachers' Pension Plan). Cassidy Turley CEO **Joe Stettinius**, now **Chief Executive of the Americas** for DTZ, gave us the details.



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The new company, with **\$2.9B in annual revenues** and more than 28,000 employees globally, will have the benefit of DTZ's **global platform** and Cassidy Turley's **scale in the US**, Joe tells us. There will be a big focus on building out services for investors and occupiers around the country via **strategic infill acquisitions** and recruiting, as well as abroad in Europe and Asia (DTZ has a particularly strong presence in **China** and the **UK**), he says.

A big merger also includes **company cultures**, less of a tall order given each firm's focus on **entrepreneurial** and nimble client service. **Technology** is a huge help: Getting everyone on the same platforms, from email to databases, on **Day 1** (yesterday) wouldn't have been possible a few years ago, Joe says. With its **global HQ in Chicago** and **Americas HQ in DC**, DTZ plans to **merge offices** in each market where both organizations have offices around the country as quickly as possible (**by summer**), and in most of those markets DTZ people will **move into the Cassidy Turley office**. Now let's learn more about Joe, who's based in DC:



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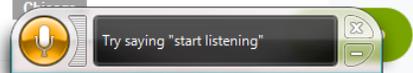
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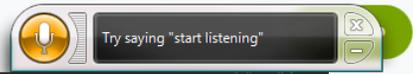
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Photo caption: Joe as "celebrity bartender" at a DC CREW event last year.

Job title: Chief Executive Americas.

What that means: Knitting together our strengths and resources globally to create a compelling solution for both clients and employees going forward.

What your company does: Global commercial real estate services provider.

Memorable project: The whole evolution of Cassidy Turley, from being a series of local boutiques to becoming a leading, full-service national company to this merger with DTZ. That's been the focus of my career over the last eight years, and the process taught me the importance of a common vision and strategy. What you're trying to do is much more important than how you're trying to do it.

Hometown: Richmond, VA.

First job: Exercising racehorses. Lesson learned – they're only running off when you're trying to stop them.

First commercial real estate job: I worked as a purchasing agent on the renovation of the Ritz-Carlton in DC.

Job in another life: Farmer. You get the benefit of the seasons and it seems like a great lifestyle.

Dream dinner party (guests can be alive or dead): George Washington, Custer (I'd love to know what he was thinking), Bill Clinton and Ronald Reagan.

Daily habit: Making a cup of coffee at home in the morning is one of my great rituals of the day. Cream, no sugar.

Favorite song of the moment: "Home" by Phillip Phillips.

Favorite book: *The Pillars of the Earth* by Ken Follett.

Favorite movies: *Gran Torino*, *Braveheart*.

Favorite vacation spot: Jackson Hole, WY, for fishing, riding and hiking.

Favorite restaurants: Rasika in DC (order the Palak Chaat, a crispy spinach dish) and Nobu (let the waiter order).

Bucket list: Go to Alaska, the North Pole and diving with great white sharks.

Family facts: Married with a 15-year-old daughter and 12-year-old son.

Hobbies: Riding and fishing, especially for false albacore.

Startling fact: I'm an identical twin and so is my father. My twin brother is in the data center business. (And no, they didn't pull any *Parent Trap* antics as kids.)

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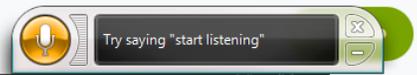


Joe Stettinius



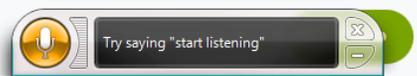
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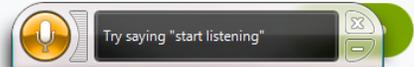
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