

Nikki Zotto

Organizational Development | Branding | Business Strategy



Nikki Zotto is a national real estate educator and trainer who helps professionals strengthen their business, brand, and leadership capabilities. She has taught pre-licensing, continuing education, and undergraduate marketing and real estate courses, led education teams, and trained agents across multiple markets. Based in New York City, Nikki works as a trainer for a luxury real estate brand, supporting agents with technology adoption, marketing strategy, and efficient, modern workflows in a highly competitive environment. Known for her engaging delivery and practical approach, she specializes in simplifying complex concepts and translating them into clear, actionable strategies. Her work is grounded in real-world real estate experience and informed by expertise in marketing, curriculum design, and organizational psychology—resulting in high-impact learning experiences that extend well beyond the classroom.

EMPLOYMENT EXPERIENCE

DOUGLAS ELLIMAN

Sr. Training and Onboarding Specialist
2025 - Present

GRAND CANYON UNIVERSITY

Adjunct Faculty, Real Estate Finance
2023 - Present

ALACRITY LEARNING CONSORTIUM/NIKKI ZOTTO

Owner & National Trainer
2020 - Present

COLIBRI GROUP

Real Estate Instructor
2019 - 2021

LARABEE SCHOOL OF REAL ESTATE

Director of Education
2018 - 2018

UNIVERSITY OF NEBRASKA COLLEGE OF ENGINEERING

Recruiter
2016 - 2017

WESTWOOD COLLEGE

Adjunct Faculty, Marketing
2010 - 2015

UNIVERSITY OF CHICAGO

Communications Coordinator &
Editor
2008 - 2011

ALLIED ADVERTISING

Account Executive
2007 - 2008

TEACHING PHILOSOPHY

My teaching philosophy is rooted in servant leadership and a deep commitment to student-centered learning. I strive to create an environment where students are empowered with practical knowledge and skills while being supported in their individual growth and professional development. I lead by example, prioritizing clarity, integrity, and respect, and I approach education as both a responsibility and a service. My goal is to prepare real estate professionals who think critically, act ethically, and lead with confidence and compassion. Through thoughtful instruction and real-world application, I aim to contribute to a stronger, more principled, and more professional real estate industry.

CONTACT NIKKI

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New York, NY 10028

EDUCATION

GRAND CANYON UNIVERSITY

PhD (ABD) General Psychology
Industrial and Organizational Psychology

ROOSEVELT UNIVERSITY

Master of Science
Integrated Marketing Communications

UNIVERSITY OF NEBRASKA

Bachelor of Journalism
Advertising

REAL ESTATE LICENSES

Arizona

Broker: BR682980000
Instructor: I19-0124

Illinois

Managing Broker: 471.019239

Nebraska

Broker: 2017 - 2023