

Management Team

THOMAS B. ANDERSON, PRESIDENT



Tom Anderson has worked in the luxury sector of residential real estate for over 30 years, 23 of those years in New York City building Sotheby's International Realty from its founding stages into a world-renowned luxury real estate brand.

As a broker in the District of Columbia and six states, Tom has made a name for himself as an elite real estate executive who has personally achieved some of the most impressive and important sales on the East Coast.

In 2010 Tom received the Lifetime Achievement Award from Who's Who in Luxury Real Estate. A co-founder of Washington Fine Properties in 1999, Tom serves as President of the firm.

DANA E. LANDRY, PRINCIPAL BROKER



Dana Landry, a Founding Partner of Washington Fine Properties, has been the firm's Principal Broker since 2000 and has been instrumental in the firm's well-managed growth since its inception.

Prior to joining Washington Fine Properties, Dana spent 17 years with Mitel, a global leader in telecommunications, with 20 million users in over 90 countries. After serving in several financial management and analysis roles, Dana became the Manager of Finance for U.S. Operations. Next he was asked to move to Mitel's corporate headquarters in Canada to head corporate finance worldwide for one of the company's major divisions. He was then

asked to take on the corporate finance role worldwide across several divisions, overseeing all aspects of planning, budgeting, forecasting and reporting. This led to Dana being promoted to the Director of Finance for the corporation, with over 150 people in his group. His next challenge, having served as the financial point person for a major acquisition in the U.S., was to help integrate that acquisition into Mitel's U.S. business. This required Dana ultimately to relocate to Mitel's U.S. headquarters in Reston, Virginia, where, subsequent to the successful integration of the acquisition, he became Head of Finance, Human Resources and Information Systems for the U.S. Before leaving Mitel in 2000 to join Washington Fine Properties, Dana had also taken on responsibility for Financial Business Support for Sales, Marketing and Service.

As Principal Broker, Dana is responsible for the overall management and operations of WFP, including Finance, Human Resources and Information Technology. Dana is a Certified Management Accountant, a member of the Institute of Management Accountants, and actively involved in the Greater Area Association of Realtors and the National Association of Realtors.

Management Team (cont'd)



MARC P. SCHAPPELL, MANAGING PARTNER

Marc Schappell has spent the last 25 years in both strategic management consulting roles and general management roles. While completing his Ph.D. in Industrial/Organizational Psychology at George Washington University in Washington, D.C., Marc worked for the Economic Development Institute of The World Bank and the National Science Foundation. Marc then moved to New York City to work for the strategic management consulting firm Thomas Blodgett Associates, before returning to Washington to join Sterling Institute, also a strategic management consulting firm.

In 1985, Marc redirected his management consulting career to senior level executive recruitment, moving to New York and joining Egon Zehnder International, a global leader in executive search, with over 60 wholly-owned offices worldwide. Marc focused his recruiting efforts on Retail and the High-Net-Worth/ Asset Management sectors. In 1999, Marc became Managing Partner of Egon Zehnder's New York Office and, in 2005, Co-Head of Egon Zehnder in the United States.

In 2007, while thoroughly enjoying his career at Egon Zehnder, Marc decided to redirect his career once more, return to Washington, D.C., and join Washington Fine Properties, of which he was a Founding Partner in 1999. As Managing Partner, Marc oversees strategic and corporate development, recruiting and day-to-day operations. He currently serves on the Board of The New York Landmarks Conservancy and has an avid interest in historic preservation.