

## Scholarship Programme 2019

For the 22<sup>nd</sup> consecutive year Laing+Simmons real estate agents are running their specially developed scholarship programme for Year 11 and 12 High School students wishing to enter the real estate industry.

Three scholarships will be offered in 2019. The scholarships will comprise of:

- Enrolment in the Real Estate Certificate of Registration Course with course fees paid for by Laing+Simmons;
- Continued mentoring by a senior Laing+Simmons representative; and
- One of the scholarship winners will be guaranteed a position within the Laing+Simmons group.

Applicants for the scholarships are requested to write in 100 words why they would like to pursue a career in the real estate industry. One applicant per office is then selected to participate in one week's work experience in their local Laing+Simmons office. Fifteen applicants will be short listed and interviewed, with three successful candidates being selected for the scholarships.

A highly respected organisation in the real estate market, Laing+Simmons has over 40 offices throughout Sydney Metro and regional NSW. With many years' experience in the real estate industry, a scholarship with Laing+Simmons is an opportunity not to be missed.

Not only does this programme offer applicants the opportunity to work with and be trained by some of the most professional operators in the real estate market; it also offers the possibility for continued employment with Laing+Simmons. In past years several outstanding applicants have been employed after the completion of the scholarship programme and have gone on to have successful long term real estate careers.

Enclosed in this information pack:

- Timeline of the programme
- Overview of the programme
- Q&A with successful winners



Applications  
close 31<sup>st</sup> July  
2019

For more information, please contact Jane Saliba | 9291 7000 | [jane.saliba@lsre.com.au](mailto:jane.saliba@lsre.com.au)

*Applicants for the Laing+Simmons Scholarship programme must be enrolled in year 11 or 12 at a NSW High School.*

# Laing+Simmons

## Scholarship Programme 2019



The Laing+Simmons Scholarship Programme is broken up into the following stages:

- Interested students submit an application, including a 100 word summary on why they would like to pursue a career in the real estate industry
- Applications will be reviewed and one lucky candidate will be chosen per office to participate in one week's work experience
- Of those who complete work experience, shortlisted candidates will be invited to the Laing+Simmons Corporate office for an interview
- Once interviews are complete three finalists will then be chosen to complete the Certificate of Registration Course, with the lucky winner also receiving an offer of employment within the Laing+Simmons network

In addition to the programme, students will also have the opportunity to attend a number of career nights throughout the year. These career nights provide students with valuable insight into the many roles within the Real Estate industry that are available for them to pursue. These sessions will also give students a chance to talk to some of the business owners within the Laing+Simmons network and have any questions they may have answered.

### ROLES WITHIN REAL ESTATE

#### ADMINISTRATION

1. Reception
2. Accounts
3. Marketing
4. Sales Administration

#### PROPERTY MANAGEMENT

1. Property Manager
2. Leasing Consultant
3. Business Development Manager

#### SALES

1. Sales Agent
2. Sales Associate
3. Lead Generator

# Laing+Simmons

Celebrating 22 Years of Unearthing Talent

Past  
Scholarship  
Winner



## Mark Semple

Director - Office Services  
Commercial Property



*// It's important for young people to realise that hand-in-hand with the glamour of a million-dollar listing is the grunt work involved securing the listing, building your network and establishing your reputation. Some of it is hard work but the experience and effort is well worth it in the end. //*

In 1997, 18 year old Mark Semple of Port Hacking High School was unveiled as the inaugural winner of the Laing+Simmons Scholarship Program. Over the course of his final year of high school, Mark Semple came to a decision that would shape his future career: he wanted to try his hand at real estate.

With visions of jumping straight into a residential sales role, Mark was investigating his options to kickstart his career when he noticed an advertisement for the Laing+Simmons Scholarship Program in the local paper, the St George & Sutherland Shire Leader. "If I was serious about breaking into the industry," Mark explains, "I had no choice but to apply. The work experience opened my eyes to what real estate was all about, and to be fortunate enough to win was a major confidence boost for a young person."

But not everything went to plan from the outset. Mark completed his work experience with his local Laing+Simmons office in Gympie and received some valuable advice from the principal at the time. Advice which he promptly ignored. "Though I had my mind set on sales, I was encouraged to seek experience and gain a grounding in the property management and leasing side of things as well," Mark says.

"However, after the work experience I secured a sales position almost straight away, where I lasted precisely two-and-a-half weeks before I was given my marching orders. "In the end, I went back and took the advice I first received during the scholarship placement. I broadened my experience in property management even though a role in either sales or leasing was always the end goal."

The advice and the experience proved fruitful. Mark worked his way up, through various property management and leasing roles in both the residential and commercial sectors, and is now a Director in a well reputed brand's office leasing team in Sydney.

And it all began 20 years ago with the Laing+Simmons Scholarship Program. "I'd certainly encourage anyone leaving school and interested in real estate to apply. It's a great opportunity to gain a first-hand look at what the industry is really about, the highs as well as the occasional lows," Mark says.

Past  
Scholarship  
Winner



## Jamie Barba

Sales Consultant  
Laing+Simmons Quakers Hill



*// Real estate is different to other industries. Unless you do the leg work, get out there and find listings, you've got nothing to sell. It can be a lucrative career, for sure, but you've got to earn every sale. Nothing comes easy. //*

Former Laing+Simmons Scholarship Program winner Jamie Barba is the first to admit he wasn't quite prepared for the all-encompassing nature of a career in real estate.

"Real estate was an area I always had an interest in, and the scholarship program was a great opportunity to dip my toe in the water. But back then as a high school student, what struck me most was just how much work was involved," Jamie says.

"I knew that if I was going to commit to this career path, it was an all-or-nothing scenario.

"You've got to work long hours. After hours too. You're always on the phone or knocking on doors. It's a big commitment. But the rewards are also big, and the satisfaction of a job done well is immense."

Jamie completed the work experience placement at the Quakers Hill office and has been part of the team since - for the past five years and counting.

He looks back fondly on the past few years.

"Some of the people I met during work experience, I'm lucky enough to still be working with today. The scholarship program not only gave me a proper grounding in the industry, it actually delivered a real career start too."

We pride ourselves on being the local real estate specialists of choice, and where the Quakers Hill market is concerned, Jamie certainly fits the bill. It's convenient: he lives two minutes from the office. In fact, he's lived in Quakers Hill all his life.

Jamie's real estate education has covered the sales and property management aspects, but it's sales where he sees his future.

"It's the process that keeps me motivated. Finding the listing, securing a buyer, and helping people move into their new home. It's very satisfying."

But it's not easy, which is one of the first things Jamie learnt on the job.

"Real estate is different to other industries. Unless you do the leg work, get out there and find listings, you've got nothing to sell. It can be a lucrative career, for sure, but you've got to earn every sale. Nothing comes easy."

True enough. However with the experience he's gained through the scholarship program, and the skills he's learnt on the job in the years since, we're sure Jamie's career will continue to go from strength to strength.

Past  
Scholarship  
Winner



## Ben Cahill-Gachon

Commercial Property Management  
Associate  
Laing+Simmons Parramatta



*// I always thought that real estate would be a great industry to work in, and one that suited my personality. After being part of the team for the work experience period, I knew it was what I wanted to pursue. //*

By the time Western Sydney local Ben Cahill-Gachon was unveiled as one of the joint winners of the 2017 Laing+Simmons Scholarship Program, his real estate career was already underway.

The Epping Boys High School product completed a week's work experience with the market leading Laing+Simmons Parramatta office initially – he says – to investigate his career options.

But the experience left him with no doubt that a career in real estate was what he wanted to pursue. In commercial property management, specifically.

And he was fortunate to fit straight in with the Laing+Simmons Parramatta team.

"I always thought that real estate would be a great industry to work in, and one that suited my personality. After being part of the team for the work experience period, I knew it was what I wanted to pursue," Ben says.

He was in very capable hands during his work experience stint with the multi-award winning Laing+Simmons Parramatta office. One of the largest outfits in the Laing+Simmons network, the Parramatta team was the ideal environment for Ben to learn the ropes.

He's now playing a key role in the office's commercial property division, under the expert guidance of Jenna Hawkings and Agatha Alexanian.

To have the opportunity to be mentored by some of the most experienced operators in the Parramatta market, Ben has seen first-hand the standards of professionalism, work ethic and range of skills required for a successful career in real estate.

Now, that career is in full swing. Ben is a full-time member of the team and has fulfilled his dream of working in commercial property management.

His advice for school leavers? Be yourself and focus on the things that excite you.

"If you enjoy meeting new people and helping them out, then real estate may well be the career for you. That's how it happened for me," says Ben.

"It all happened quite quickly and I'm grateful to have had the opportunity to land a full-time role with a great team in an industry that excites me," he says.

Past  
Scholarship  
Winner



## Monique Layoun

Receptionist  
Laing+Simmons Mt Drutt



*// This is a great opportunity and the support I've received from the team has really reinforced my interest in real estate. I'm looking forward to a long career in this industry and I'll always be grateful to the Laing+Simmons team for giving me this start. //*

Monique did not set her sights on winning the Laing+Simmons Scholarship when she applied for the program during her final year at Nagle College in Blacktown.

She simply wanted to put her natural interest in real estate to the test by undertaking the week's work experience and seeing what makes a busy real estate office tick.

The Laing+Simmons Mount Drutt team took Monique under its wing and now, just a few months later, she's been declared the winner of this year's scholarship and is part of the team.

"When our Careers Advisor brought the Laing+Simmons Scholarship Program to my attention I thought it would be a great opportunity to see what real estate would be like as a career," Monique says.

"I didn't consider it a competition, I was really just investigating my options for the future." She made a strong impression and the experience with Laing+Simmons Mount Drutt reinforced her study plan for 2019.

Monique is about to embark on a Business Degree at the University of Western Sydney, majoring in Property. But as the winner of the program she's guaranteed a job with Laing+Simmons, and this month she'll start part-time on the front desk at Laing+Simmons Mount Drutt to build her experience while juggling her tertiary studies.

"This is a great opportunity and the support I've received from the team has really reinforced my interest in real estate. I'm looking forward to a long career in this industry and I'll always be grateful to the Laing+Simmons team for giving me this start," Monique says.

"I would highly recommend the scholarship program to anyone with an interest in property."

"Sydney's property industry in particular is scattered with past participants and winners of the Laing+Simmons Scholarship Program. For 22 years the program has consistently unearthed young, talented people who go on to have fantastic careers," says Laing+Simmons Managing Director Leanne Pilkington.

"Monique is a very worthy winner of this year's program and a successful career awaits her."



# Laing+Simmons

## Real Estate Scholarship Application Form

Full Name .....

Address .....

.....

### Contact Details

Home ..... Mobile .....

Email .....

School .....

### Education Details

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

Please complete this form and attach it to your 100 word response of:

**'Why would you like to pursue a career in real estate?'**

Please forward your application by **31<sup>st</sup> July 2019** to Jane Saliba:

Laing+Simmons Corporation  
Level 11, 15 Castlereagh Street, Sydney NSW 2000  
or email [jane.saliba@lsre.com.au](mailto:jane.saliba@lsre.com.au)

*Applicants for the Laing+Simmons Scholarship programme must be enrolled in year 11 or 12 at a NSW High School.*