

We are always interested in talking to good people who wish to pursue a career in this exciting business. Our highly successful team in Rockhampton is gaining an enviable reputation in our area and beyond and maybe you could be a part of this ongoing success story.

You will need a strong desire to succeed and the drive to earn up to \$100,000 as our top salespeople do. Ideally you will have sales and marketing experience in Real Estate or have managed your own business, or just have massive enthusiasm.

If you have an attitude of doing whatever it takes to succeed, this could be the opportunity you have been looking for.

Factors to Consider

The hours can be long, particularly in the early months, you will need the support of your family to understand that you are building a business and the first 2 years are the foundation period.

There can be a tendency for some salespeople to work too many hours, whilst we require dedication, the focus must be on being productive and completing actions. As in most careers the truly effective achievers have mastered their time management skill and make it look easy. We will do our best to train you in every detail.

What is Expected from You

Upon joining Think Real Estate, you will be given clear direction on the target expected of you and you will be expected to make the following commitments.

Give:

- To always put the interests of you clients before your own
- To follow our system and policies from our "Office Manual"
- To show total honesty at all times in your dealings with clients
- To complete specific prospecting actions on a regular basis
- To reach our monthly new listing targets
- To possess an attitude that fosters and encourages achievement
- To work with our close knit team and avoid conflicts
- To continually improve your level of knowledge and skill
- To work hard to reach your goals and those of your clients
- To display loyalty to your clients and your colleagues

Receive

- Support from entire management and sales team
- A long term career with a high income
- Generous commission split and to share a personal assistant
- A high level of satisfaction being part of an agency the public can trust
- Challenges and excitement as no two days are ever the same
- Freedom of working hours that are under your control
- Opportunity to advance in your own agency

The Right Ingredients

The most appropriate people for a sales position in our office will have some of the following attributes:

- A strong desire and willingness to learn
- Stable work history and currently employed
- Enthusiastic and honest of excellent character
- Likeable personality and like helping people
- Previously bought or sold their own property
- Has a network of friends and acquaintances
- A passion for Real Estate
- A sporting background
- Competitive edge

You will need a modern vehicle, a mobile phone, some smart clothes and basic computer skills. It is required that you have a Real Estate certificate issued by the Office of Fair Trading. You will need to complete a 5 day course with the Real Estate Institute of QLD (REIQ), these are held regularly in Rockhampton.

Contact: REIQ (07) 5479 6272

Weekends

An enormous amount of productive activity can be created for the weekends, these include Open Homes and buyer appointments. Our offices are open Monday to Saturday but there are times when you will find it necessary to show buyers on Sundays. We encourage you to take a long break about every 8 weeks. A rostered day off is allowed in mid week, if required.

Family Support

You will need the whole hearted support of your family, Real Estate can be very demanding on your family life. The bonds need to be strong to withstand such pressure. By focusing on the ultimate benefits of a successful Real Estate career, your family feels part of your team.

Your Image

It will take some time to earn the respect of the community, Think Real Estate is based on "Client Benefits" and following our system will quickly enable you to earn the respect of your clients.

Training

The most successful salespeople are constantly improving and you will need to devote yourself to continuous training and improvement. Learning from others and studying the great achievers in Real Estate and other walks will be of great benefit. We will grow you from an acorn to an oak tree.

Selling

The true sale is made when a person grants you the right to represent them as their agent for the sale of their property. What you are selling is yourself, the company and the benefits of Think Real Estate and it's service provided to the seller.

The sellers are your clients and their interests must be placed before your own, be adhering to this principle you will receive many recommendations and referrals.

The better you care for your clients the more successful your career will be. When you learn how to give you will learn how to receive.

People of the highest integrity are very popular with clients.

Trust and confidence is the key and helping your clients will ensure your continued success.

Any other agents in Rockhampton who would like to find out what is on offer should call, we would love to hear from you!

Please contact Jason Rayner 0422 390 391, Janece Jones 0417 665 556 or Kym Trenaman 0438 823 599 for a confidential talk about your future in Real Estate. Or feel free to contact us via email.