

Scholarship Programme 2023

For the 26th consecutive year Laing+Simmons real estate agents are running their specially developed scholarship programme for Year 12 individuals wishing to enter the real estate industry.

Three scholarships will be offered in 2023. 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 full time 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 (Lithgow to Armidale). 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 applications
- Overview of the programme
- Q&A with successful winners



Applications
close 30th June
2023

For more information, please contact **Jacqui Barnes** | 0404 044 456 | jacqui.barnes@lsre.com.au

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

Laing+Simmons

Scholarship Programme 2023



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 applicants 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
5. Operations management

PROPERTY MANAGEMENT

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

SALES

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

Laing+Simmons

Celebrating 26 Years of Unearthing Talent

Past
Scholarship
Winner



JACQUI BARNES

Head of People and Culture
Laing+Simmons Corporation



"The Laing+Simmons Scholarship Program is one of the core initiatives that helps us identify and foster talented people into the Laing+Simmons family. And for me personally, it will always be special."

When Jacqui Barnes became Head of People & Culture at Laing+Simmons in early 2021, it was a case of her career coming full circle. Of the many initiatives she oversees, the Laing+Simmons Scholarship Program is among them. And Jacqui herself was one of our first scholarship recipients.

The year was 1999 and Jacqui's school days were coming to an end. Taking a chance on submitting an application to the Laing+Scholarship Program would turn out to be one of the best decisions she ever made.

"Like many school leavers, I was excited to experience the real world, begin earning some money and kickstarting my career. But I wasn't 100 per cent sure what I wanted that career to be. Then I spent a week working with Laing+Simmons and the experience had a profound effect on me," Jacqui explains.

"I knew real estate was the career I wanted to pursue and more than 20 years later, to oversee the same program which gave me a start and shaped my career, is a real privilege."

Jacqui's first-hand experience of the Scholarship Program, combined with the collaborative relationship she has with everyone in the Laing+Simmons network, means she can coordinate the right people with the right offices to ensure a great fit.

As a result, the experience is more fulfilling for the young people who participate and the offices benefit from the extra – and enthusiastic – pair of hands.

"My focus is to nurture talent into the brand, support people in formulating career path objectives in collaboration with our principals, embed accountability standards to see those objectives achieved, and ultimately ensure that through our culture, the best people remain part of the Laing+Simmons family long-term," Jacqui says.

"Helping young people get a foot in the door of a busy, competitive, fast-paced industry is extremely rewarding.

"The Laing+Simmons Scholarship Program is one of the core initiatives that helps us identify and foster talented people into the Laing+Simmons family. And for me personally, it will always be special."

Past
Scholarship
Winner



ABRIELLE ROSS

Business Development – Sales
Laing+Simmons Dee Why



“The Laing+Simmons Scholarship Program made sense for me because I was clear that real estate was the career I wanted to pursue. For anyone as certain as I was, or simply wondering whether the industry is where they’d like to be, I’d absolutely recommend the program because of the many insights to be gained.”

Abrielle Ross was a Laing+Simmons Scholarship Program recipient in 2018. In her words, it’s what “literally kickstarted my real estate career”. But while the program may have opened the door to the industry for Abrielle, it’s the family feel at Laing+Simmons Dee Why that has empowered her to flourish since.

Today, Abrielle is in the important growth role of Business Development – Sales at Laing+Simmons Dee Why. She’s the valuable support to the team’s sales function, contributing at open homes and through buyer negotiations, and playing an important role in prospecting and lead generation.

Prior to this, she gained experience as a leasing consultant with the leading northern beaches office, before being promoted to a sales and marketing role and then her current position. She continues to support the team’s property management function to this day.

“The work experience I did with the Laing+Simmons Dee Why team really opened my eyes to all the different tasks and responsibilities that a career in real estate demands. I got a feel for the way a busy real estate office operates. I was always interested in working in real estate but the scholarship program showed me what it takes,” Abrielle says.

“It also introduced me to some wonderful people that I’m fortunate to call my colleagues. The family environment at Laing+Simmons means we all help each other, we share in each other’s success and we celebrate everyone’s achievements together.”

For Abrielle, ultimately those achievements will be in the sales realm. The scholarship program and her time with Laing+Simmons Dee Why has helped Abrielle decipher the path she wants to take. That means progressing to become a stand-alone agent.

“The Laing+Simmons Scholarship Program made sense for me because I was clear that real estate was the career I wanted to pursue. For anyone as certain as I was, or simply wondering whether the industry is where they’d like to be, I’d absolutely recommend the program because of the many insights to be gained,” Abrielle says.

Laing+Simmons

Real Estate Scholarship Application Form

Full Name

Address

Contact Details

Home Mobile

Email

School

Education Details

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Employment or work experience details

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**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 **30th June 2023** to Jacqui Barnes:

Laing+Simmons Corporation
16/175 Pitt St, Sydney NSW 2000
or email jacqui.barnes@lsre.com.au

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