

# Raine & Horne

## Ayr

Raine & Horne Careers

we'll look after you®





## THE power OF OUR BRAND

Raine & Horne is one of the largest real estate groups in Queensland with incredible presence and a history that can offer the highest level of support.

In 1883, Tom Raine and Joseph Mortimer Horne opened the doors of Raine & Horne for business in Sydney. Raine & Horne has experienced incredible growth over the years and this growth shows no signs of abating. The concept of the full service 'family' agency (four generations) married with the highest standards of ethical behaviour has contributed significantly to the strength of the Raine & Horne brand in the marketplace.

With over 100 Queensland offices, over 500 throughout Australia, as well as offices in Indonesia, Papua New Guinea, Thailand, Malaysia and affiliate offices throughout the world, you have one of the strongest real estate networks nationally and internationally.

Today, over 6,000 people work under the Raine & Horne banner. We are rated as one of Australia's highest profile real estate companies. With Residential, Rural, Commercial, Project Marketing and Corporate & Auction Services divisions in Queensland alone, the Raine & Horne success story is still continuing.

## THE RAINE & HORNE difference

Why join the Raine & Horne team? Because we stand out from the crowd and so will you. Working with Raine & Horne means you can expect to be part of a network that is large enough to provide you with the kind of support that will see you succeed, and give you the freedom to make a difference.

Raine & Horne encourages the involvement of all members of the network. You will not only have the opportunity to contribute to the development of Raine & Horne, but you will be expected to. We are flexible in our ideas and welcome new and improved suggestions - this is our difference, and this is your opportunity to stand out from the crowd.

So while you are making your mark in real estate, you can be comfortable knowing that you are supported by an array of resources such as a powerful and growing brand, a strong and diverse network, and numerous marketing and technology tools that will leverage you to great success.

The Raine & Horne brand is well respected and represents the highest in professional practice, trust and integrity. The consistency of our reputation leaves little doubt that we will look after you.



A RAINE & HORNE

## career TO SUIT YOU

RESIDENTIAL

COMMERCIAL

RURAL

A career in real estate for the right person is exciting, challenging, demanding and rewarding. It can require longer hours and weekend work, but Raine & Horne believe in, and will support you to achieve, a work/life balance.

At Raine & Horne, we seek to find the right attitude. Above all, we look for:

- > Drive to succeed
- > Passion for learning
- > High emotional intelligence
- > Natural flair with people
- > Self discipline and good time management
- > The highest honesty and integrity
- > Pride in personal presentation

When considering a career with Raine & Horne, there are three levels of entry:

### Traineeships

Traineeships, where available, are for young achievers with potential and passion who wish to work towards further education whilst receiving excellent on the job training.

### Retainer System

The Retainer System (where available) is ideal for newcomers to real estate who will have the benefit of regular income whilst they are learning and building their client base and profile.

### Commission Only

Commission is for those people who aim to truly excel in the real estate industry and earn high income doing a job they really love.

**Education** > Raine & Horne embrace education. We love learning and we want our people to be the best in the industry. We invest 100% into our team and are committed to training, whether you are new to the industry or are experienced.

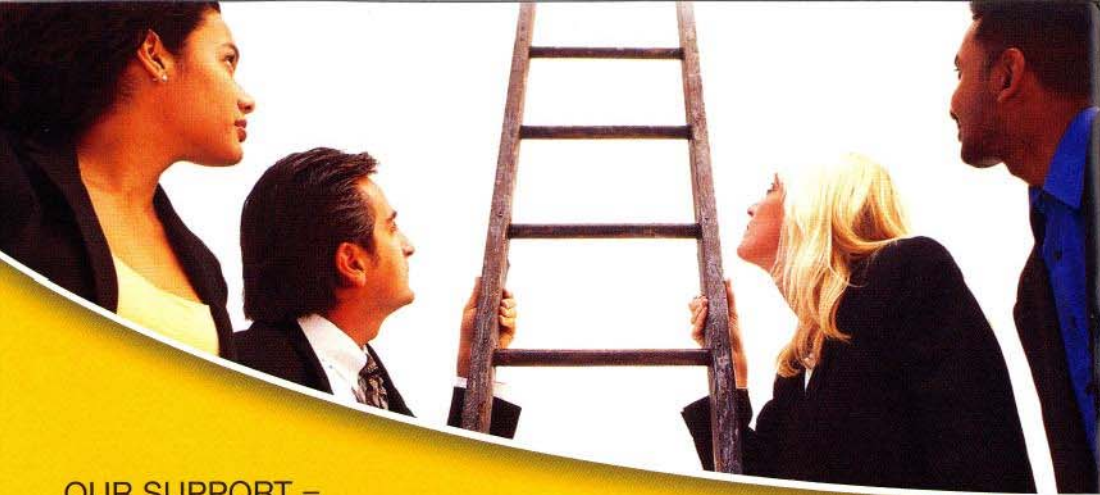
**Coaching** > Ongoing encouragement and mentoring comes from expert members of our Head Office, professional external trainers and motivators, as well as your own office team. Everyone has access to a solid network of support.

**Certification** > A Raine & Horne product, RH real start, provides you access to an online salesperson registration course accredited by the University of New England. Raine & Horne Queensland employs a Real Estate Coach who you have personal access to. Our Real Estate Coach holds education seminars in your local area every quarter. The education program features Induction Sessions, Skill Series 1 & 2 and Event Series.

**Seminars** > You can take advantage of these seminars and learn further skills in property marketing, negotiation techniques, client communications, auction and private treaty, property management, administration, information technology, business management, business planning and growth strategies. But the learning does not stop there. Special sessions include Guest Speakers, External Education and annual National Training Conferences.

**Online** > We believe in learning, face-to-face. However, we understand that some people also like to conduct their own education at a time that suits them. Raine & Horne's RHvision is a leading online real estate training platform. It allows you to develop your own library of training resources. Each month, new educational modules are published that can be downloaded to your personal computer, providing an extensive library of attitudinal, financial and self-skilling sessions.

LOOKING  
AFTER YOUR  
education



## OUR SUPPORT = YOUR **Success**

At Raine & Horne, our support services are something you will hear a lot about. This is because we are proud of the level of tools that are available to our people.

Everyday, we are thinking of new ways to improve the way our work is done. New services are continually being introduced to the network and many of these embrace technology.

For a long time now, Raine & Horne has not just been keeping up with the increasing sophistication of IT, we have been leading it. Some of the support tools available to you include:

- Network Xtranet** - an online resource library including marketing/ listing kits, standard letters and forms, corporate style guide, operations manuals, daily industry news, monthly network newsletters
- > **RHvision** - online training platform exclusive to Raine & Horne
- > **RHproperty Helper** - Raine & Horne CD that can add value to your client transactions by helping buyers and sellers with answers to their real estate questions, including their borrowing power
- > **RHtechpack** - your own personal website featuring your profile, testimonials, listings and contact details
- > **RHpremier** - an advanced and interactive custom website for marketing a unique property
- > **RHinbox Monthly** - an email newsletter that can keep you in touch with your community and clients
- > **RHsupport** - submit and track enquiries to head office through this online request system
- > **RHCompass** - complete database system for ease in client management

Raine & Horne also offer extensive marketing support tools. These include a national brand awareness advertising campaign, a broad reaching internet marketing strategy and ongoing public relations and corporate sponsorship to keep Raine & Horne in the spotlight.



## BE RECOGNISED, **rewarded** & **INSPIRED**

Yes, the rumours are true. A career in real estate can be at times, just plain hard work. But you can expect the rewards to be plentiful - financially and in a sense of self-achievement. Those in the industry will tell you that it is more than just a career. You will grow as a person and learn how to interact successfully with people. In short, you will gain an abundance of career and life skills that will be invaluable in your future.

Your ability to earn is up to you. Champions understand that they are responsible for their own success and they use all the support systems available to them in order to achieve financial rewards and personal recognition.

Raine & Horne have a high profile recognition program. Award Evenings are held every quarter on a local, state and national level. These evenings are important to the Raine & Horne group as they publicly acknowledge and reward those that are committed to achieving their best. They also provide a great place to network and offer inspiration throughout the year to everyone.

At Raine & Horne we encourage our people to continue learning, push to be better and drive you to the top. We expect energy and growth. In return, we can promise you a career path that matches your ambitions and our expectations.

### **The Raine & Horne Career Lifecycle**

**Traineeship -> Salesperson -> Team Leader/Sales Manager -> Franchise Owner -> Multiple Franchise Owner -> Industry Leader**

The time it takes for you to reach your career goals is in your hands. Your colleagues, leaders and recruitment personnel at Raine & Horne will support you all the way.

## YOUR **future** IN REAL ESTATE

So, you are interested in a career  
in Real Estate and believe that  
Raine & Horne have the expertise  
and tools to help you manage  
a successful career?

Contact

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