

Technological recruiting



Wayne Johnson and Gary Beasley.

CENTURY 21 Australia is using new recruitment technology to search out the natural real estate agents among us and introduce younger people to the industry.

The company's Real Estate Simulator works by testing the sales ability, general intelligence and personality of potential agents through video simulations, an aptitude test and a personality profile.

Results are then compared to a database of the scores of highly successful real estate agents in Australian and overseas.

Century 21 national franchise manager Wayne Johnson says the simulator makes the recruiting process easier for the job seeker and the employer.

"While our recruitment strategy aims to attract a wide cross-section of the demographic, one of the areas of focus includes the introduction of a strata of younger sales professionals to work hand-in-hand with our experienced senior practitioners," Mr Johnson said.

"It's a great opportunity for a measured transfer of knowledge to ensure we nurture successful careers for new younger entrants to the real estate industry."

Sole distributor of the technology, Gary Beasley of Matrix Simulators, says the simulator will result in a greater success rate among agents.

"Traditionally, over the last 20 years, the fall-out rate of new agents in the industry is huge," he says.

"Figures tell us that only 15 per cent of people who enter the real estate industry stay past 12 months."

Mr Johnson says Century 21's strategy is to increase the average number of salespeople in every office.

"The real estate simulator provides us with a tool to get the best people."

For anyone wishing to test out the simulator, visit the Century 21 website at www.century21.com.au and click on "careers".

house of the week

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At a glance

What: The telethon house lottery grand prize of 1998, features 29 squares of luxury living.

Inside: 3 large living areas and up to 5 bedrooms, master has deluxe spa ensuite, bay window and walk in robe. Stunning well appointed kitchen, quality floor tiles, carpets, ducted heating and cooling, alarm system and roller shutters.

Outside: Patio with retractable awning roof, easycare allotment, established and retained. No lawns to mow!

Best feature: Cost saving solar hot water service and 12 panelled electricity grid to produce your own power.

Wow factor: Huge rumpus and formal dine with double bay windows.

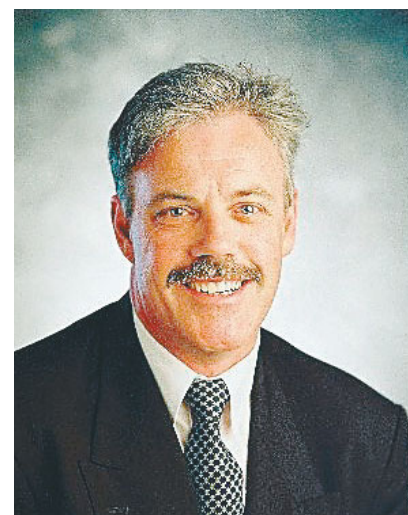
Surprise: Top of the range fixtures plus good sea views.

Price: \$435,000

Address: 33 Grand Boulevard Seaford Rise

Agent: Brian Pounsett 0411 519 630

Phone: 8382 3773 Professionals
Christies Beach/Morphett Vale
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Century 21 Hills & Valley **Phone the HELPM Hotline NOW 8178 0000**

LENDER	Intro Rate	Variable Rate	% Value Lent	Max Term	Initial Fee	Ongoing Fee
Adelaide Bank	6.75 (8.01) 12mth Intro Fixed	7.37 (7.40)	100%	30yrs	\$695	8/m intro Nil var
Aims Home Loans	7.30 (7.65) Easy Start HomeLn	7.65 (7.68)	95% intro 90% var	30yrs	\$660	\$299/a intro Nil var
AMP Banking	6.94 (7.68) Intro Fixed 1yr	8.07 (8.16)	95%	30yrs	Nil intro \$600 var	\$349/a intro \$10/m var
ANZ Bank	6.75 (7.65) Easy Start Variable >150k	7.37 (7.44)	95%	30yrs	\$500	10/m intro \$8/m var
Assured Home Loans	n/a	7.54 (7.57)	95%	30yrs	\$730.50	Nil
Aussie Home Loans	n/a	7.49 (7.52)	95%	30yrs	\$600	Nil
Australian Central CU	7.35 (8.00) Honeymoon Fixed 2yrs	7.49 (7.58)	95% intro 100% var	30yrs	\$830	\$7/m intro \$8/m var
Bank SA	6.65 (8.01) Great Start 1yr Fixed Int	7.49 (7.60)	95%	30yrs	\$700	\$10/m intro \$12/m var
Citibank	7.00 (7.80) Stand Var. Intro 1yr	7.37 (7.40)	100%	30yrs	\$799 intro \$649 var	\$250/a intro Nil var
Colonial State Bank	7.34 (7.54) 3yr Spec Rate Saver	7.56 (7.64)	97%	30yrs	\$100 intro \$700 var	Nil intro \$8/m var
Commonwealth Bank	7.34 (7.58) Economiser 3yr Intro	7.56 (7.64)	97%	30yrs	\$700	\$8/m
Community CPS Aust.	6.49 (7.91) Intro Fixed 1yr	8.05 (8.08)	95%	30yrs	\$695	Nil
Credit Union Aust	6.84 (7.90) Intro Var. 1yr	7.59 (7.52)	97%	30yrs	\$795	Nil
Gateway Credit Union	6.69 (7.40) Intro Fixed Honeymoon Ln	7.49 (7.49)	95%	30yrs	Nil	Nil
HSBC	6.75 (7.92) 1yr Disc Var	8.02 (8.06)	97% intro 95% var	30yrs	\$825	Nil
Members Equity Bank	n/a	7.49 (7.49)	95%	30yrs	Nil	Nil
nab	7.15 (7.63) 3yr Intro Fixed HomeLn	7.37 (7.40)	95%	30yrs	\$600	\$10/m intro Nil var
PowerState CU	6.59 (7.94) Intro Fixed 1yr	8.07 (8.11)	97%	30yrs	\$731	Nil
Resi Mortgage Corp	7.10 (7.42) SwitchnSave Intro Var	7.44 (7.47)	100%	30yrs	\$616	Nil
Savings & Loans CU (SA)	6.74 (7.95) Intro fixed 1yr	7.37 (7.45)	100%	40yrs	\$600	Nil intro \$8/m var
Westpac	6.99 (8.03) Prem Opt 1yr Guaranteed	7.37 (7.46)	97%	30yrs	\$600	\$8/m intro \$10/m var
Wizard Home Loans	n/a	7.39 (7.43)	100%	30yrs	\$760	Nil
Yes Home Loans	7.14 (7.64) Disc Access 1yr	7.54 (7.53)	90% intro 97% var	30yrs	\$835	Nil