

What it takes to make it as a **PROPERTY MANAGER**



Property Management is an amazing career that can change your life. A lot of people are curious about what it takes to be a Property Management professional.

There are a lot of preconceptions about what it takes to be a success in Real Estate. And in our experience, most of them are wrong! Many believe that it's a great steppingstone to Sales, but the fact is, it's a great career in its own right.

A lot of people have friends or family say something like, "you are a great talker, you should get into Real Estate". This guide will help you work out if you are the type of person that could be a success, based on our years of training property managers.



Here are our **12 TOP TIPS AND OBSERVATIONS**

1. You aren't getting to where you want to be in your life and you are frustrated

People who are successful in the industry are driven to make their lives better and are looking for a vehicle to do that. They possess an inner drive to achieve more. The industry is perfect for that, as your income and success are in your hands. The more you put in, the more you get out.

2. You have goals

Most people have goals, very few have them written down and a plan to achieve them. For most people they are vague and take the form of "one day I would like to own my own home" as an example. That's a starting point. Due to the stability of our industry, with fast career progression possible, with the right training and guidance you can develop a plan to start achieving your biggest goals and wildest dreams sooner than you think.

3. You like people

A career in Real Estate is not about Real Estate as such. It's about delivering a service to the people that own and live in homes. It's a people business. If you find it difficult to talk to people then you will find Real Estate challenging, but if you are a good communicator then you are halfway there! You don't only have to be a good communicator; you also have to be a good listener who is genuinely interested in helping people.

4. You don't have to be extrovert!

A big misconception is that all successful Real Estate people have a big personality. Nothing could be further from the truth. Successful property managers have all sorts of personality types, but all of them understand all the points discussed here.

5. There's more flexibility than there ever has been

Property Management has benefitted from the work from home movement over the past 2 years. While it's not usually 9-5, some businesses will offer you Monday to Friday, some will ask you to work rotating Saturdays... some will allow work from anywhere 2-3 days per week. Career progression is fast for the person who is willing to get in, learn all facets of the business and strives to make customers happy.

6. What is the best background/ experience to be a Property Manager?

The simple answer is that there isn't a perfect background. We have found that successful Property Managers come from professions, trades, hospitality and can even be trainees straight from school. It's the person, not their history that dictates success.

7. Many say, 'but you're dealing with greedy owners and needy tenants? Why would you want to do that?'

While you've probably seen a horror story or two on A Current Affair. Mostly we're dealing with owners who just want good tenants paying fair rent. Tenants want a place they can call home that's secure, in good working order and an agents Property Manager that is responsive. One of the lessons you learn early is not to take things too personally. Bad things can happen to good people. We deal with people in all parts of their life.

8. Does the state of the Real Estate market make a difference?

The short answer is no. While the market changes, tenants always need homes and owners will always value real estate as a wealth strategy.

9. How much will you earn?

The good news is, this is largely up to you. For entry level, you can reasonably expect \$50,000 p/a and above.

With at least two years experience, you can expect closer to \$70,000 p/a.

Senior PMs are commanding \$80,000 + bonuses.

Department Heads and Business Development Managers: \$100,000 - \$250,00 p/a.

10. What is the best age to enter the industry?

Buyers are attracted to light and bright spaces so install white high wattage bulbs to brighten up any dark rooms or replace any yellow or flickering bulbs.

11. Are there jobs available in the industry?

The one great thing about the industry is that Real Estate businesses are always looking for Property Managers. Having the required qualification will open many doors for you. Some people choose to get their qualification first, while others secure a position and then gain their qualification.

In our experience, if you are looking for a job and you already have the required qualification, you will be more appealing to an employer.

12. What is the Career path?

Once you have established yourself as a Property Manager there are many options available to you. Here are a few:

The typical career path sees you start as a leasing cadet / assist property manager. You then move to Property Manager, Senior Property Manager, Department Manager, Directors etc.

You can start your own business online.

You can start your own business with a shopfront.



So there you have it. Our guide to the reality of a Real Estate Property Management career and what we have seen that makes a successful Property Manager, and answers to some FAQs as well.

WHAT SHOULD YOU DO NEXT?

Visit reaa.com.au, choose your state and choose the relevant course you need and get started on your path to success.

If you have any questions about course selection or anything else we are contactable in the following ways

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