

“Nurturing and developing our Agents has always been a key priority for us – it is one of the key reasons why we have so many high performers.”

Helping people find their happy Place.



The
**GROWTH
& NURTURE**
Team.





Growth and Nurture Team L-R: Director of Property Management Cathie Crampton, Head of Auctions & Performance Peter Burgin, Head of People & HR Amy Wolter, Managing Director & Corporate Sales Director Paul Curtain, Corporate Sales Leader & Matthew Foote, Head of growth.

In our years of experience, we have found that though our agents are outstanding at what they do in the real estate space, they need greater support for their business and their teams. Enter, the growth and nurture team whose key goal is to fast-track agents' growth in sales and business development through recruitment, retention, and customer experience.

Specifically designed for agents, business development managers, and their teams, this team of experienced Place people and real estate professionals collectively provide specialised training and development pieces.

We understand that growing a business is more than just selling more homes and bringing in more team members. It requires coaching, guidance, and clarity of purpose, and that is what this team are here to do.

Collectively, our growth and nurture team have 75 years of experience at Place, and even more in the Real Estate industry! Paul, Amy, Matthew, and Pete take a layered approach to their work in the growth and nurture community, each bringing something different to the table that is of value to our agents.

Growth & Nurture Team Mission.

Our Mission is to utilise the Information and Innovation Super Highway and provide "in office" leadership and support to our clients at the Principal + Sales Team Level.



Sales Growth (IISH)



Leasing Growth (IISH)



People Recruitment + Retention + Relations (Formal Partnership / Relationship)

- Assisting Principals to develop target lists
- Prospecting calls to talent
- Design recruitment strategies
- Undertake recruitment meetings
- Agent Pre-Start meetings
- Agent Change Over organisation
- HOP / PP immersion in office
- Nurturing communications including social media activity to pipeline talent
- Pitstops as required
- On-Call and Email support
- Team structure development
- Assist team with generation of "flow" in their business
- Principal and Agent coaching and guidance on people relations and performance
- Team + Individual Planning
- Identify agent problems to solve
- Office and team sessions including "Hack Day"
- Navigate human challenges
- Employee relations
- Report to the Principal
- Accountability to Recruitment Team



Amy Wolter
Head of People & HR



Tatum Green
People Partner