

## **MILLENNIALS TAKE CHARGE**

The chief executive of Australia's largest network of independent real estate agents, Ray Ellis, has launched an initiative aimed at engaging the network's future leaders and giving them influence over the network's direction.

'First National Real Estate is well known for the spirit amongst its membership. It's vital that tradition continues; that younger agents, property managers and administrators have the opportunity to participate in our cooperative, and that we support them as they build the personal skills needed to take their careers and the network forward' said Mr Ellis.

With the initiative having commenced in the final quarter of 2016, a series of informal events attracted hundreds of First National's millennials.

Building on the success of the launch, FN Squad was created and has recently convened meetings in Sydney, Melbourne and Brisbane with presentations from industry leader and millennial coach, Chris Helder – who turns the 'be positive' industry upside down. The events were booked out within days.

'What a fantastic initiative by First National Real Estate; bringing together its next generation and creating an environment of energy, fresh content and sharing success. This is a strong initiative, which will deliver results.' said Mr Helder.

Participants also had nothing but praise for the events, with John McGregor of First National Real Estate Moonah (Hobart, Tas) saying he thought it was an incredibly exciting initiative.

'I've been with First National Real Estate for 11 years, having started when I was 19. Fostering new relationships that will be the foundation for future leadership is the kind of vision that will keep us at the forefront of the industry. Chris Helder's presentation was a great example of the network investing in its people by providing the best trainers in Australia. This benefits all our staff, ensuring that we retain the very best millennial agents. I'm excited about our network and I can't wait to see where FN Squad takes us in the future.' said Mr McGregor.

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