



people in property
recruitment group

people in property news

What ROAD Lays Ahead For The W.A. Economy?

From The Desk of Julie Della, Managing Director



Are We Finding Our Way Back Onto The Supa-Highway?

Since our last newsletter the employment market has shown a vast improvement. The last few weeks has seen an in-flux of new jobs. This reflects a 53% increase in vacancies since May. We believe this is due to the mounting belief that most people feel the economy is on the way up!

So the question is - Why don't the financial institutions show a little faith, hope & charity to the people?

Read What 5 of Perth's Property & Construction Executives Think About These Hi-5 Questions:

1. Do you feel the Australian economy is improving?
2. What do you feel are the key factors for determining your answer to Question 1?
3. On a scale of 0 - 10, with 10 representing the highest difficulty, on what scale of 10 has the last 12 months affected your business?
4. When do you feel that the economy will return to, if ever, the "hey-days" of 2006/2007?
5. If you could sit down to dinner with any three people, living or not - who would they be?



The Dark Road in The Creepy Woods (Economy)



The Scenic Road on The Way Up?



Is The Supa-Highway Calling?



The Road To Recovery ... Is there a pot of gold at the end of the rainbow?



THE Hi-5 CLUB

- 1 = MD - Construction Company
- 2 = MD - Building Company
- 3 = CEO - Development Company
- 4 = MD - Corporate Property Agency
- 5 = CEO - Residential Property Group

Do you feel the Australian economy is improving?

1. Yes
2. Yes
3. Yes
4. Yes
5. Yes

What do you feel are the key factors for determining your answer to Question 1?

1. Selfishly, our actual position in comparison to earlier this year and the level of enquiries both from the private and public sectors.
2. Increase in client inquiry. Up-turn of property re-sale values. General stabilisation of the share market.
3. Auction clearance rates are up, next interest rate movement will be up, even President Obama thinks things are improving!
4. Particularly for WA the impact on sentiment of the strong likelihood that the Gorgon, Browse, Pluto, Inpex etc projects will proceed has been extremely positive.
5. The overall property sector has rebounded from a turnover point of view. June 08 - Dec 08 dropped by 60%, currently our turnover is 10-15% below 'boom times'.

On a scale of 0 - 10, with 10 representing the highest difficulty, on what scale of 10 has the last 12 months affected your business?

1. 2-3 (Minimal Effect)
2. 5-6 (Some Repercussions)
3. 7-8 (Serious Repercussions)
4. 2-3 (Minimal Effect)
5. 5-6 (Some Repercussions)

When do you feel that the economy will return to, if ever, the 'hey-days' of 2006/2007?

1. I hope it will not return to the 06/07 silly boom. That was totally unsustainable and hence the rapid slowdown that spooked all sectors of the market. However, I believe that our industry will return to (what is termed traditionally 'the good times') by middle 2010.
2. Currently expect it to remain relatively stable for the next 8-12 months with some steady growth towards late 2010 through to 2011.
3. Another 5 years, but perhaps not to the same level.
4. Hopefully a long time away - 06/07 was not real and rentals/values were not sustainable. Fundamentals were out of wack.
5. The longevity of the boom outlasted all previous booms and probably won't be seen again in my lifetime. We are in for good times again, however this is probably another 6-12 months away.

If you could sit down to dinner with any three people, living or not - who would they be?

1. Lance Armstrong, Kerry Packer & Michael Chaney
2. Richard Branson, Russell Brand & Bar Rafaeli
3. Dick Dusseldorp, St Paul & Warren Buffett
4. Paul Keating, Julia Zemiro & Sacha Baron Cohen
5. John Howard, Warren Buffett & Richard Branson

"we speak your language"



CLIENT INFORMATION PAGE

IS YOUR OFFICE EXPERIENCING AN INFLUX OF WORK?

During this time of re-building your business, it can be very difficult. As the work load gradually increases the risk of 'burn out' and 'long hours' can effect your teams production and general workplace environment.

WHAT TO DO?

Do you hire a new permanent person on the speculation that the steady increase of enquiries and generated work will continue?



WE HAVE THE ANSWER FOR YOU!

Hiring a Temp could be just the solution.

We have a fantastic supply of Temps looking for permanent work.

“Try Before You Buy”

For September ONLY

Any temporary candidate offered a permanent (Temp To Perm) position after 4 weeks, your fee will be reduced by the cost of the temps wages + 25% of charges!*

**Conditions Apply
To be read in conjunction with our standard Terms of Business. All Temp Invoices to be paid in full. Maximum of 4 weeks cost of wages refunded.*

HOW CAN A PEOPLE IN PROPERTY TEMP HELP MY BUSINESS?

- ✓ Clear a backlog of work.
- ✓ Send them back when the work is done!
- ✓ All temps are available at a minimum of 4 hours per day.
- ✓ Unsure if you actually need another permanent person? Either full time or part time - temps are a great way to assess your staffing needs.
- ✓ The opportunity to interview quality candidates available to start the next day.
- ✓ A fantastic way to see if there is a company/culture fit with your new proposed team member.
- ✓ Ascertain their weaknesses and strengths whilst monitoring their performance as a temp.



Call AMANDA on 9328 9755 or email temps@peopleinproperty.com.au for **FULL DETAILS NOW!**

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CANDIDATE INFORMATION PAGE

Refer A Friend Program

Use your industry contacts to earn yourself \$500 shopping vouchers.
(One voucher per referral)



***Conditions**

1. Candidate must not already be registered on our Data Base.
2. \$500.00 voucher is issued after the Candidate has completed the guarantee period.
3. Payment of the placement invoice has been paid in full by the Client.

WHAT ARE THE MOST COMMON REASONS FOR RESIGNING FROM A JOB?

- Company is experiencing a downward spiral.
- Relationship with management is damaged beyond repair.
- Life situation has changed.
- Your values are at odds with the corporate culture.
- You've stopped having fun & enjoying your job.
- The company is ethically challenged.
- You have behaved in ways that is considered improper.
- You've burned your bridges with your co-workers.
- Stress level is so high it is affecting your physical & mental health.
- You are un-challenged.

WHAT ARE SOME OF THE REASONS PEOPLE GET FIRED?

- Dishonesty and lack of integrity on the job.
- Lying on a resume.
- Refusing to follow directions or orders.
- Talking/gossiping too much.
- Conducting personal business at work constantly.
- Inconsistency - unreliable work behaviour.
- Inability to get along with other people.
- Inability to actually do assigned job tasks.
- Performing tasks slowly with numerous errors.
- High absenteeism rate.
- Drug/alcohol abuse.

HOT JOBS

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level 1, suite 3, 174 roe street, perth
reception@peopleinproperty.com.au
tel: +61 8 9328 9755

po box 198, north perth, wa, 6906
www.peopleinproperty.com.au
fax: +61 8 9328 9766

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