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## MEDIA RELEASE

### **HAPPY AND SECURE CLIENTS DRIVES VILLAGE SALES SUCCESS**

For Casey Grange Village sales consultant Lynn Scott, the happiness and sense of security for her clients is paramount for the success of the village.

Her customer-focused approach and passion for her role has led to national recognition for Lynn, who has been taken out the inaugural Imagine Projects Award for Salesperson of the Year at the National Retirement Living Awards 2018, presented at a gala ceremony at Parliament House in Canberra.

Casey Grange Village is located at Cranbourne West, near Melbourne, and was launched by Retirement Communities Australia (RCA) in early 2017. The village comprises 201 independent living villas and a resort-style clubhouse.

Lynn is a licensed real estate agent with a background in both property sales and tenancy management. After deciding to branch out into retirement village sales, Lynn has consistently outperformed her targets in every role she has undertaken.

She has been the driving force behind sales at Casey Grange Village which has been RCA's fastest-selling village to date with 76 per cent of the village sold in under a year.

Lynn's warm and engaging manner when welcoming potential residents, combined with her thorough understanding of the industry, products and contracts and regard for the interests of other family members mean she is well-placed to help residents understand their purchase and make an informed decision.

As RCA's highest-performing sales person, Lynn is loved and respected by residents and her peers and is a role model for others in the retirement living industry.

The National Retirement Living Awards recognise high achievement across all areas of the retirement living sector, by people and companies helping ensure senior Australians have an enjoyable retirement. Awards are presented in seven categories from nominations across Australia.

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There are currently more than 180,000 people living in more than 2,300 retirement villages across Australia. With 22 per cent of Australians expected to be over the age of 65 by 2054, the need for comfortable, affordable and supportive retirement living options is ever-increasing.

More information is available at [www.retirementlivingawards.com.au](http://www.retirementlivingawards.com.au)

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