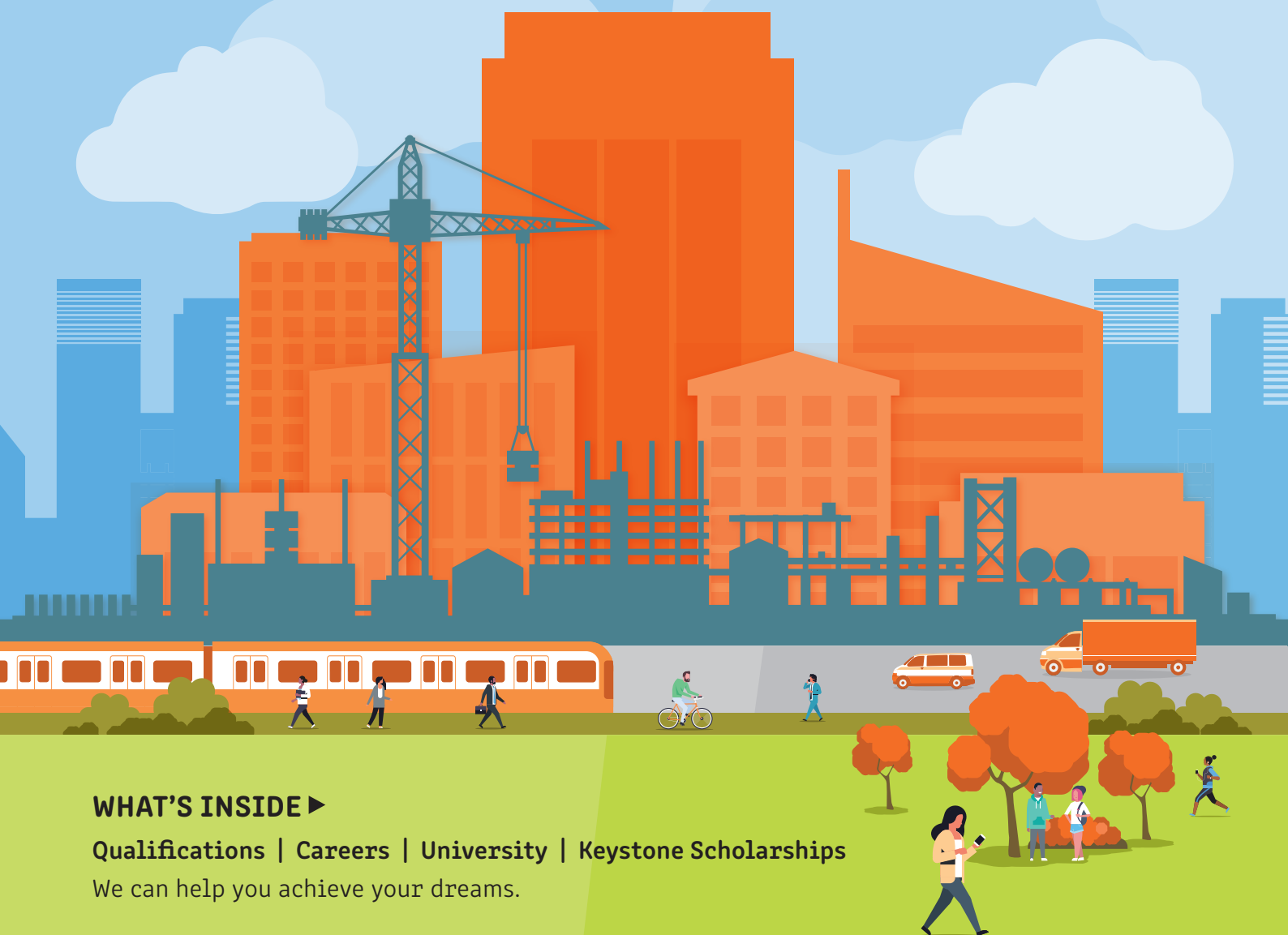




# DO YOU WANT TO **BUILD YOUR OWN FUTURE?**

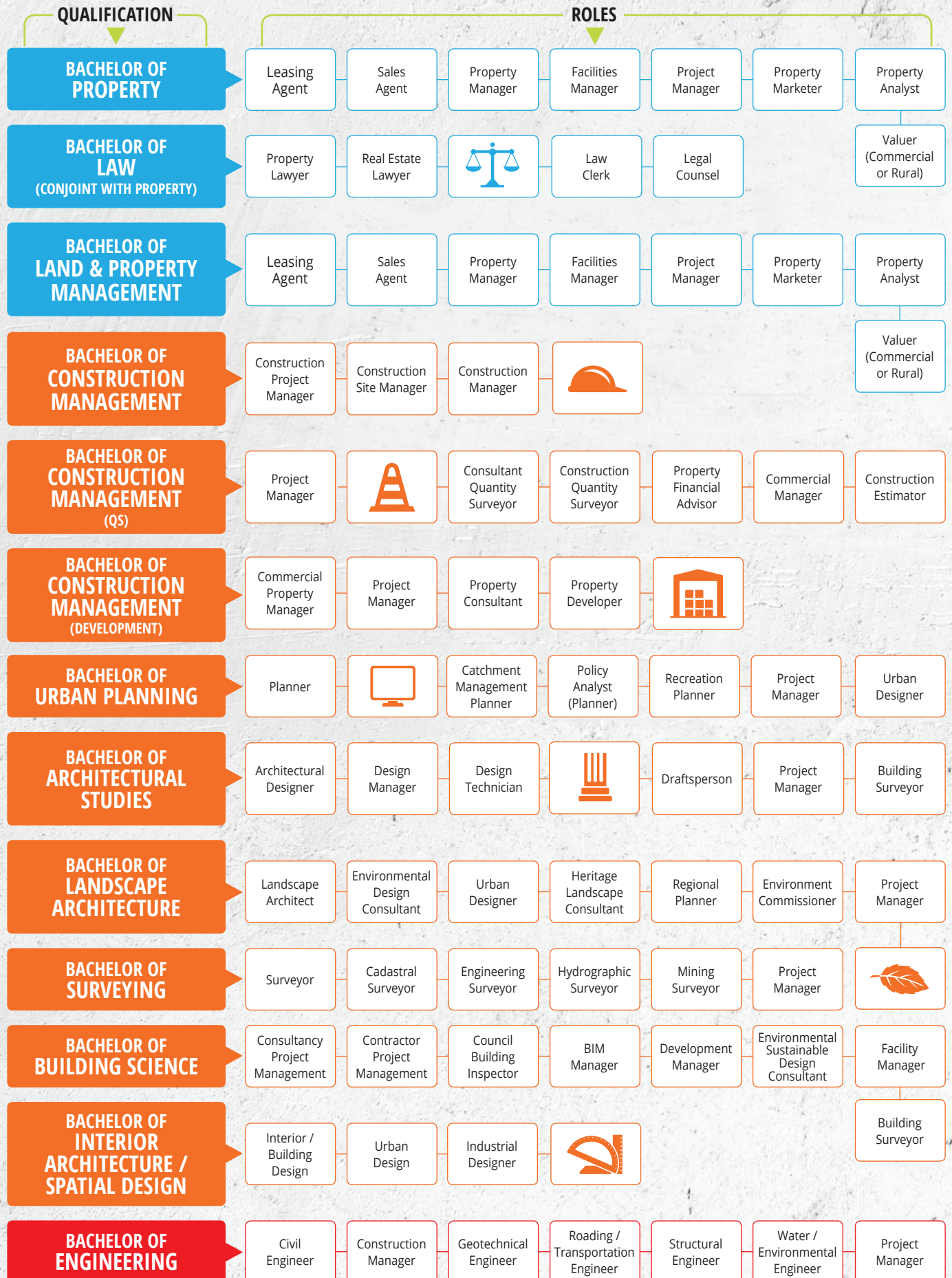


## **WHAT'S INSIDE ►**

**Qualifications | Careers | University | Keystone Scholarships**

We can help you achieve your dreams.

# PROPERTY & CONSTRUCTION CAREERS ROADMAP



MBIE occupation outlook categories: **SERVICE INDUSTRIES** **CONSTRUCTION & INFRASTRUCTURE** **MANUFACTURING & TECHNOLOGY**



# WOULD A CAREER IN PROPERTY AND CONSTRUCTION SUIT ME?

The Property and Construction sector has an impact on everybody's lives - from the buildings we live in, where we work, to where we play. If you stop to think about it, property plays a part in your life every day.

This sector is one of New Zealand's biggest employers, and isn't just about building sites and high vis jackets - there are lots of different jobs that you can do. You could be part of the planning, designing, developing, constructing or managing of a project right from the start through to its completion.

There really is something for everyone, and there are many qualifications that can get you there. In this guide we will introduce you to some different ways you might like to think about on your journey into our great industry. **Keystone Trust** is the largest scholarship provider in this industry, check us out on page 5!

One of the best things is that one day you will be able to drive through a city and say, "I helped to build that!"

This is a snapshot of some of the roles you can take up. The beauty of this industry is that there are lots of opportunities to use your qualification across many different jobs



## WHY I LOVE THIS INDUSTRY



**PATRICK**

KEYSTONE STUDENT • BACHELOR OF CONSTRUCTION

"The construction industry is full of people who are really enthusiastic about what they do, no matter what role they're in. If you are honest and do a good job you can go a long way with your career."



**RYAN**

KEYSTONE STUDENT • BACHELOR OF SURVEYING

"Every day in a surveying role is different! It is one of the few jobs that has true variety, because the amount of knowledge in the industry is incredible and there is always more to learn."

## what's inside ▶

- 4 **UNI OR APPRENTICESHIP?**
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# UNI OR APPRENTICESHIP?

To support the future growth of our industry, we need more skilled and educated young people entering the property and construction sector at all levels.



## thinking about an APPRENTICESHIP?

There are many ways to get into the property and construction industry. **Apprenticeships** is one other way to do this. You can do an apprenticeship for many trades including **Building, Plumbing, Gas Fitting, Electrical** and more.

These can all be done though **Industry Training Organisations, Private Training Establishments** or **Polytechnics** across the country.

## taking my own JOURNEY



### SIAOSI

KEYSTONE ALUMNI • HAWKINS

"I finished high school in 2010 and I wanted to do a trade. Being an electrician was my first role, but I lost my job and went on to work for a labour company. After a while I got offered a building apprenticeship.

I enjoyed being hands on, learning new skills and being a part of cool projects. It's awesome to look back and be able to say I built that!

After I was qualified as a **builder**, I worked for a small company, where I was the youngest in the team. I realised it might take me another 10 years to get higher in the company, so I looked at how I could improve myself. Studying a **Bachelor of Construction** seemed like a good idea.

Through my degree I have enjoyed learning another side to construction. It has opened up many opportunities, and I know I can go onto other roles in the construction field.

I am now working for **Hawkins** as a **Cadet**, which is an apprenticeship style programme, where they train me in all aspects of **construction management**. I'm finding my feet pretty fast, but there is still a lot to learn!"





# KEYSTONE SCHOLARSHIPS

## we can help you achieve your dreams

Keystone Trust began in 1994 with the vision to provide support for committed high school students from challenging circumstances to take up property and construction related qualifications. As you can see below, the Trust is backed by some of the biggest property and construction organisations in New Zealand.



**\$5,000**  
per year for  
up to 3 years

**PERSONAL  
MENTOR**

**MEET PEOPLE**  
at industry  
events

**LIFELONG  
CONNECTIONS**  
with Keystone  
students

**CAREER  
GUIDANCE**

**WELLBEING  
SUPPORT**

### KEY SCHOLARSHIP PARTNERS



### SPONSORS



### SUPPORTERS

Clarity Business Baker Tilly Staples Rodway CoreNet Global NZ JBWere Property Council New Zealand

NZ Green Building Council New Zealand Institute of Building RobLawMax McWilliams Consulting



# “ what difference does the KEYSTONE SCHOLARSHIP make?”



**BEN**

KEYSTONE STUDENT • BACHELOR OF CONSTRUCTION

*“Starting university, I was a bit conflicted because I didn’t know if I wanted to do the degree I chose. **Keystone** helped me a lot, as I met lots of like-minded people, and over time that fear disappeared.”*



**RYAN**

KEYSTONE STUDENT • BACHELOR OF SURVEYING

*“With **Keystone**, I have gained some valuable knowledge through the workshops, and I’ve made a lot of new friends, some who I would consider family.”*



@keystonetrustnz



## TOP TIPS FOR YOUR KEYSTONE APPLICATION

- Make sure you give the application a go, you have nothing to lose.
- Keystone Trust are looking for students who have a passion for the property and construction industry and want to succeed, so make sure you get this across in your application.
- Get your application in early!
- With Keystone you don’t need to be a top scholar, you just need to be committed to learning.
- Extra-curricular activities will definitely increase your chances of landing that interview.
- When you get to that interview, relax! The interviewers just want to get to know you as a person.



**JAMES PETHERICK**

KEYSTONE ALUMNI •  
LEASING AGENT AT KIWI PROPERTY

applications open on  
► **MAY 31**



applications close on  
**AUGUST 15** ◀





# STUDENT programmes

Keystone students are lucky enough to have many unique experiences throughout their university journey.

▶ Wellness and team building workshops

▶ An industry mentor from one of our sponsor companies

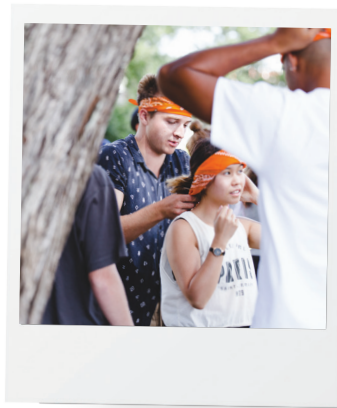
▶ Invitation to networking events with other students and our sponsors

▶ A buddy and a wingman to help you at university

▶ Showcases from industry leaders

▶ Tours around major building sites

▶ One on one catch ups with the Keystone Team



#

#buildyourfuture

## HOW CAN I GET A KEYSTONE SCHOLARSHIP?

1. Find the application form online on the Keystone Trust website, and make sure you fit the criteria.
3. Ask your teachers, sports coach, or a family friend for a reference letter.
4. Fill in the application form and don't forget to attach a photo!
5. Done! Don't forget to check your emails for a reply from us!

“

what's it like to be a **KEYSTONE STUDENT?**



**RENEE**

KEYSTONE ALUMNI • WSP OPUS

*"I applied for a scholarship with **Keystone** as I wanted to go to university, but I knew that it is very expensive. The scholarship also mentioned mentoring and support which I thought would be cool – but little did I know that would be the most valuable thing about **Keystone Trust**. Their willingness to help, mentor, or just catch up for a quick coffee is amazing. The effort that goes into creating a supportive environment is invaluable."*



**SAM**

KEYSTONE ALUMNI • DONE LTD

*"When I look back on my time with **Keystone** I'm amazed by the opportunity I was given - to be in a room with the heads of all the major architecture and construction companies. If I didn't get the scholarship, I wouldn't have met those key people who offered me my first shot, and my career path would have been so different."*





# UNIVERSITY life



#buildyourfuture



## WHAT I LIKE ABOUT STUDYING



**CALLUM**

KEYSTONE STUDENT • BACHELOR OF CONSTRUCTION

"Construction is recognised internationally, and you can work nearly anywhere in the world. Once qualified, you will have a great skillset for life."



**ANNTONINA**

KEYSTONE STUDENT • BACHELOR OF BUILDING SCIENCE

"I am able to learn about sustainable and affordable buildings and give back to my community with this knowledge."



**LUCY**

KEYSTONE STUDENT • BACHELOR OF URBAN PLANNING

"Urban planning is focused around the environment, people and sustainability. You get to solve pressing issues within your city and help decide a city's future."

## taking a leap OF FAITH

**TIM**

KEYSTONE STUDENT • BACHELOR OF CONSTRUCTION



"I'm from a small town called Balclutha, which is very different to Auckland. Everyone knows your business down there."

The main fear I had about moving up here was failure. I didn't want to go back to Balclutha with the tag 'you dropped out of uni.' After doing architecture for one year, I realised it wasn't for me, and now I'm studying a **Bachelor of Construction**. **Keystone** really helped me because they supported me and it was great to have someone to talk to about everything.

I've learnt that sometimes you have to take a leap of faith. It might be tough at first, but it's going to be better for you in the long run."

## my first day OF UNI

**BLAIR**

KEYSTONE STUDENT • BACHELOR OF SURVEYING



"My first day at the **University of Otago** was very scary as I flew down to Dunedin at 6am so it was an early start! At first, I got a bit lost, but you get used to your surroundings pretty quick! The classes were a lot bigger than high school with hundreds of people in one lecture theatre. The best thing about this is that with so many new people, I've made some pretty cool connections across the campus."





# FIRST STEPS

## BLAKE

KEYSTONE STUDENT • BACHELOR OF PROPERTY

*"I come from Waipu, just south of Whangarei. It's a really small country town and there's not much you can do. In high school I worked part-time washing dishes at the local restaurant, and did some labouring. It's a really tight community and everyone knows each other."*

*When I got my interview with **Keystone**, I was so nervous, especially coming to Auckland. When I arrived I met the interview panel, and it became a lot more comfortable and because they're not scary at all.*

*My advice for anyone from a small town would be to take all the opportunities that are presented to you. I don't know where I would be right now if I hadn't had the courage to come to Auckland. Home will always be there as a safe haven to go back to when you need a break from the city, but you should get out there and meet new people and take opportunities that seem a bit frightening. The ones that are frightening usually have the best outcomes."*



Blake

## living on CAMPUS

*"I would recommend living in the Halls in your first year. The people that I met are my closest friends now and everyone is so helpful. There are people employed by the uni who live at the halls to help you out and help you meet people, this makes the experience really fun and friendly. The **Keystone** programme also helps a lot as they give you a buddy and a wingman to help you out at uni."*



# my first day OF UNI

## KYLE

KEYSTONE STUDENT • BACHELOR OF ARCHITECTURE

*"When I first went to class at **Victoria Uni**, I was pretty overwhelmed as there were so many people, but I got used to it after the first lecture. It was hard to find my way around at first, but I asked for directions and everyone around the campus was really helpful. There are also guides who show you around the campus so you can find your lectures!"*



## BEFORE UNI

- Go to the Uni open days
- Find out about different degrees
- Apply for Uni!!!
- Apply for Study link
- Check out the Uni halls
- Think of job ideas - how will I pay my bills?
- Look at Keystone Scholarships and see if you can apply



@keystonetrustnz



## “ WHY I CHOSE MY qualification



**ASALEMO**

KEYSTONE STUDENT • BACHELOR OF ENGINEERING

*“With an **engineering degree**, you get to be a part of something that people will see and use everyday, this is something that you can be proud of having accomplished.”*



**KAITLYN**

KEYSTONE STUDENT • BACHELOR OF PROPERTY

*“A **property degree** will allow you to take many different career paths. We study everything from property management and marketing to economics and finance, right through to more practical applications such as valuation and construction.”*



**JAYJAY**

KEYSTONE STUDENT •  
BACHELOR OF CONSTRUCTION MANAGEMENT

*“I love design and architecture, but I also wanted to do something in business management, where I could be a leader. A **construction degree** allowed me to achieve both of those goals.”*

## WHAT IS A QUANTITY SURVEYOR?

Jamie has been working as a quantity surveyor for three years, even though she only graduated from university in 2019! Jamie received two Keystone Trust Scholarships from **Dominion Constructors** and **Leighs Construction** in 2016 and 2017 respectively. Jamie now works as a Quantity Surveyor at **Ganellen**.

### JAMIE

KEYSTONE ALUMNI • GANELLEN

#### HOW DID YOUR CAREER START?

When I got my scholarship with **Leighs** they offered me part-time work as a **junior quantity surveyor** while I was at university. My degree was structured so that I was only there two days a week for lectures.

#### WHAT IS A QUANTITY SURVEYOR?

I would describe it as a construction accountant. You're in charge of all the finances on a project, talking to subcontractors and finding prices.

#### HOW MANY QUANTITY SURVEYORS WORK ON ONE SITE?

It depends on how big the project is. For example, the two projects that I've worked on were approximately \$35 million, and there were only two of us on the site.



Jamie

#### HAVE YOU LEARNED ANYTHING THROUGH YOUR WORK EXPERIENCE THAT YOU DIDN'T GET THROUGH YOUR DEGREE?

That there's tons of different ways to be a **quantity surveyor**. At university, you are going to learn one way, whereas the companies you work for have their own way of doing things. It's exciting to have experience with both!

## where can I STUDY?

University of Auckland  
AUT, UNITEC  
Massey University

University of Waikato  
Wintec

Massey University

Victoria University  
WelTec

University of Canterbury  
Lincoln University  
Ara Institute of Canterbury

University of Otago  
Otago Polytechnic

look at a full list of  
UNIVERSITIES and  
DEGREES on page 15



@keystonetrustnz



# WHAT IS A PROJECT MANAGER?

Cynthia studied Architecture at the University of Auckland, and is now a Project Manager at **Xigo**. At High School she liked art, history, chemistry, and classics, and thought about being a lawyer. She received the Keystone Study Award in 2009, and graduated in 2014.

## CYNTHIA

KEYSTONE ALUMNI • XIGO

### WHAT DO YOU DO?

I work in project management at **Xigo**. A **project manager** is the person that connects everything on a project. You talk to the **architects**, the **engineers**, the **quantity surveyors** and the contractors. When a client wants to develop a project they want to develop, we help make it all happen and we figure out who needs to work with them, like **builders** and **plumbers**.

### HOW DO PROJECT MANAGEMENT AND ARCHITECTURE WORK TOGETHER?

Both **Project Management** and **Architecture** have a very long planning, development, and construction period. At Architecture School you are responsible for every part of a project, which is the same in project management. I also think that writing and speaking skills are useful as a project manager, and I used these a lot through university.



### DO YOU HAVE TO DO ARCHITECTURE TO BE A PROJECT MANAGER?

No, you can have any background to become a project manager but understanding the industry helps.

### WHAT IS YOUR ADVICE TO STUDENTS GOING TO UNIVERSITY FOR THE FIRST TIME?

You should do a course because you'll enjoy it. If you enjoy it, it will lead to a job that will last, and you'll be more likely to do well in it.

## the future



## LLOYD BUDD

KEYSTONE ALUMNI •  
DIRECTOR OF COMMERCIAL LEASING FOR BAYLEYS

*"I went to Palmerston North Boys High School and I studied a Bachelor of Business at Massey University. I went on to study at Harvard Business School's Executive Education Programme and I've worked in Property all over the world. I was the youngest **Bayleys** franchise owner at 23!*

*Over the last 5 years we have seen significant growth across so many sectors, and the industry is booming to keep up with demand from immigration, online shopping, and construction growth. Government policy is one of the biggest influences on the sector.*

*Property is a very dynamic industry with so much opportunity and I've found that **Keystone** is a unique platform that connects us all. If I hadn't had access to the people and networking opportunities from Keystone, I would never have had the start in the industry that I did."*





# insights FROM A CEO

**Scott Pritchard** is the CEO of **Precinct Properties**, an NZX listed company who own, manage and develop city-centre properties. Scott is also a **Keystone Trustee** and the **Chair of the Scholarship Selection Committee**.



Scott

## What did you want to be growing up and what did you study at university?

I wanted to be a PE teacher so I did a Bachelor of Education, then later on I did a Master's degree in Business Management.

## What's the most unusual job you have ever had?

I used to be a milk boy, delivering milk to people's homes off the back of a truck!

## What has been your favourite job and why?

My current job as CEO of **Precinct Properties** is my favourite. It gives me the opportunity to lead an amazing team of people who are all passionate about owning, managing and developing the best real estate in NZ, and I get to be involved in brand new projects like Commercial Bay in the centre of Auckland.

## What do you do in your down time?

I love to spend time with my family and I like to surf as often as possible

## Do you have any advice for your 17 year old self?

Be brave and have ambitious goals. I've realised that you can achieve anything you want to if you are determined enough and work hard enough.



## REASONS WHY I LOVE THIS INDUSTRY

1

This industry shapes our physical world and impacts many lives on a large scale.

2

The property and construction industry are growing our cities day by day.

3

We are forward thinkers! Predicting how society's needs will develop is critical for the growth of our community.

4

Teamwork in the property and construction industry is vital in order to reach all goals.

5

The demanding nature of the industry promotes critical thinking.

**IOANA**

KEYSTONE STUDENT • BACHELOR OF ENGINEERING

# THINKING ABOUT COMBINING LAW WITH PROPERTY?

**MARIAM**

KEYSTONE ALUMNI • MINTER ELLISON RUDD WATTS

Doing a **Bachelor of Property** and a **Bachelor of Law** conjointly has been so helpful! A lot of people don't realise that it is such a good combination, and completing a property degree made my law degree much easier. There is so much land law and people go into it not knowing some of the basic property terms, which is what you learn in a property degree. My current role at **MinterEllison** is a mix of both and my degrees help me to make the best use of my knowledge.





# a day in the life of A GRADUATE ENGINEER ►

## RENEE

KEYSTONE ALUMNI • WSP OPUS

Let's go over today. It's a Thursday, so a busy day of getting things done!

My days can change a lot and every day is different. I am based in Queenstown and enjoy the smaller office in a regional setting; it comes with the benefit of being able to get out and about on-site then come back to the office and do the behind the scenes work.



**BEFORE WORK**  
Coffee.



**MORNING**  
Calculating the capacity of an existing bridge.



**MIDDAY**  
Work event with pizza (yum!) - we're learning about possible career journeys.



**AFTERNOON**  
Drawing mark-ups of my design for a fall arrest system, contacting suppliers for information on components and report writing.



**AFTER WORK**  
Mountain bike ride with some of the office crew.



Renee



# WHAT IS IT LIKE FOR A YOUNG WOMAN WORKING IN CONSTRUCTION?



Dorota

## DOROTA

KEYSTONE ALUMNI • EUROPEAN STONEMASONS

### WHAT DID YOU STUDY AT UNIVERSITY?

When I left high school, I completed a Bachelor of Health Sciences degree and I worked as a radiographer for 3 years. I decided I wanted a career that gave me more of a challenge so I went back to Uni and studied a **Bachelor of Construction** at Unitec, graduating in 2018. Now I work for a sub-contracting company and I split my time between **quantity surveying** and **project management**.

### WHAT IS THE FAVOURITE THING ABOUT YOUR JOB?

That every single day is completely different, and you have to challenge yourself. Sometimes if things don't go your way it can be really frustrating but when you manage to stay on top of it all, it feels great.

### DO YOU HAVE ANY ADVICE FOR YOUNG WOMEN WHO ARE THINKING OF GETTING INTO CONSTRUCTION?

I'm glad I took a leap and joined the construction industry when I was older, but I wonder how much more I could have achieved if I had started sooner. My advice would be to do what you want regardless of what your mates think. It's an awesome industry to be in, one where I have always felt valued, respected and challenged. As a female in a male dominated industry, I recommend you bring your own skill set, your own knowledge and don't let anyone push you around.



# NETWORKS? MAKING FRIENDS IN BUSINESS

## ALLENE

KEYSTONE ALUMNI • RIDER LEVETT BUCKNALL

Networking is all about talking and building relationships with people who work in your industry. This new group of people will be helpful right through your career. **Keystone** opens doors for you to network with people at different stages of their careers; some are just starting, while some are the CEO of companies. The New Zealand construction industry is relatively small, so it is important to establish yourself and build trust and confidence through meeting new people.

The events **Keystone** organizes give you a platform for you to network and meet key people in the property and construction industry. Through my **Keystone** networks, I have been fortunate enough to land my current job as an assistant quantity surveyor at **Rider Levett Bucknall**.



## REASONS WHY I LOVE THIS INDUSTRY

1

The opportunity to create something that people use everyday.

2

Getting out on site and watching something being built.

3

Interacting with people to accomplish a project.

4

There are lots of different opportunities to learn something new, or move to a different job within the industry.

5

Being part of a team and physically putting a building together.

## ALYSHA

KEYSTONE STUDENT • MASTER OF ARCHITECTURE

# WHAT IS AN INTERN?

## BRIAR

KEYSTONE STUDENT • BACHELOR OF LAND AND PROPERTY MANAGEMENT



An **internship** is when you do work experience at a company for a short period of time, usually while you are still studying. I recently did an internship for **project management** company **RCP** in Christchurch and I met some amazing people. This was an opportunity to not only see how project management works but to get experience in a job to see if it's where I could potentially end up, after uni. When you leave an internship, you have lots of contacts from the company and you can refer to them for advice.





# WHERE CAN I STUDY?

The University of Auckland

AUCKLAND

- Bachelor of Property
- Bachelor of Engineering
- Bachelor of Urban Planning
- Bachelor of Architectural Studies
- Bachelor of Law

AUT

AUCKLAND

- Bachelor of Engineering
- Bachelor of Engineering Technology
- Bachelor of Design  
majoring in Spatial Design

UNITEC

AUCKLAND

- Bachelor of Construction
- Bachelor of Architectural Studies
- Bachelor of Landscape Architecture

University of Waikato

HAMILTON

- Bachelor of Engineering

Wintec

HAMILTON

- Bachelor of Engineering Technology

Massey University

AUCKLAND & PALMERSTON NORTH

- Bachelor of Business (Property)
- Bachelor of Construction

Open Polytechnic

DISTANCE LEARNING

- Bachelor of Engineering Technology

Victoria University

WELLINGTON

- Bachelor of Architectural Studies
- Bachelor of Building Science
- Bachelor of Landscape Architecture

WelTec

WELLINGTON

- Bachelor of Engineering Technology

University of Canterbury

CHRISTCHURCH

- Bachelor of Engineering

Lincoln University

CHRISTCHURCH

- Bachelor of Land  
and Property Management
- Bachelor of Landscape Architecture

Ara Institute of Canterbury

CHRISTCHURCH

- Bachelor of Construction
- Bachelor of Engineering Technology
- Bachelor of Architectural Studies

Otago Polytechnic

DUNEDIN

- Bachelor of Architectural Studies
- Bachelor of Construction
- Bachelor of Engineering Technology

The University of Otago

DUNEDIN

- Bachelor of Surveying

## what does it ALL MEAN?



### INDUSTRY TERMS

**Consultants** help to plan and design a project, on behalf of a client who wants something built.

**Contractors** build the project once the designs have been finalized. Contractors spend most of their time working on site.

**Subcontractors** work in specialist areas and are employed by contractors when they need help. They often work on site alongside contractors.

**Service providers** are responsible for utilities such as the water and electricity.

A **corporate network** is a group of people who work in a similar industry and job.

**ITO** is an Industry Training Organisation. You can do an apprenticeship through an ITO.

An **apprenticeship** is a way to teach someone a skill with on-the-job training and some type of accompanying study.



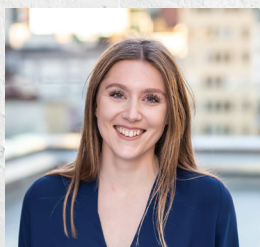
## meet the KEYSTONE TEAM



▲ **Victoria McArthur**  
GENERAL MANAGER



▲ **Jenny Knight**  
COMMUNICATIONS  
& ADMINISTRATION  
CO-ORDINATOR



▲ **Louella Mancera**  
MARKETING & EVENTS  
CO-ORDINATOR





2019 Future Leaders Workshop

apply for a  
► **KEYSTONE**  
**SCHOLARSHIP**  
now!

**SUPPORTING  
tomorrow's  
PROPERTY LEADERS**

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*Postal* PO Box 142, Shortland Street, Auckland 1140

*Physical* Level 8, SAP Building, 151 Queen Street, Auckland 1010

*email* [info@keystonetrust.org.nz](mailto:info@keystonetrust.org.nz) *phone* +64 9 375 7453

[www.keystonetrust.org.nz](http://www.keystonetrust.org.nz)