

Keeping sales brief in the family

Mum Lynn McNair and daughter Lauren are helping other families find their new homes.

Lynn has now taken on the role of show home interior designer as well as selling the finished product.

As Development Sales Manager for Allanwater Homes Lynn enjoys her job so much, she has persuaded 21-year-old daughter, Lauren, to join her in a property career.

The mother and daughter duo are working together to sell Allanwater Homes' properties to families from all over Scotland.

Lynn, who is originally from Falkirk, joined Allanwater Homes four and a half years ago, shortly after she had moved to one of its new homes in Alloa.

She said: "At the time I was working in sales for another builder, but after experiencing Allanwater, I decided I would rather work for them – they offered a better product and gave great customer service. Shortly afterwards I got the job as Sales Adviser at a development they had in Alva in the Hillfoots, and since then I have not looked back – they are a fantastic company to work for."

Daughter Lauren initially began by covering holidays with Allanwater Homes, but now, as well as studying for a law degree, she is the Development Sales Manager at Allanwater Chryston, a family friendly development of four and five bedroom family homes.

Lynn said: “Things got very busy in sales, and I asked Lauren if she would be interested in covering some holidays for a short time. She knew how much I enjoyed my job.

“She came on board, loved it, flourished in the role, and now manages the Chryston development – I am very proud of her.”



Sidlaw

Lynn has also been busy studying and recently obtained an HNC in Construction Management after two years of study.

She continued: “I’ve now designed the interiors of two showhomes for Allanwater Homes, the Lewis four-bedroom villa at Allanwater Chryston, where Lauren is based, together with the newly opened Sidlaw three bedroom detached villa here at Oaktree Gardens.

“I’m really enjoying the interior design element, as well as sales – it’s another string to my bow.”

Prior to moving into house sales, Lynn and her husband had been running their own kilt shop business, Burnside Kilt

Company, in Falkirk.

She said: "We had our kilt shop for nine years, and whilst I enjoyed it, especially the interaction with customers, the time had come for a career change, but one that was still very people focussed."

Lauren McNair said: "I am learning so much every day. Needless to say, I get on very well with my mum or wouldn't have considered working together in this environment.

"I was delighted to be asked to take on Allanwater Chryston full time. It's a superb development in the best location for families, commuters and those resizing. There are so many amenities right on the doorstep.

"I enjoy the journey I go through with every client from their initial enquiry, to handing them the keys to their new dream home on settlement day, ensuring that they are happy and ready to start a new chapter as part of the lovely Chryston community.

"I have been particularly enjoying giving all prospective buyers a walkthrough of the Lewis showhome, which, thanks to mum, is looking sensational.

"She really has done an absolutely amazing job with both showhomes, bringing all her years of experience with fabrics, patterns, and design to bear to create a stylish and contemporary look which shows off the specification, finishing, and layout to perfection."

For house hunters looking for an out of town bargain prices at Allanwater Chryston are as follows: three bedroom semi-detached villas from £232,995

At Oaktree Gardens, Alloa prices start from £226,995 for the three bedroom semi-detached Arrochar villa.

The sales office is open from Thursday to Monday 11am to

5.30pm. The Lewis showhome at Chryston, and the Sidlaw showhome at Alloa, can also be viewed during these times.

Lynn – 07710 304482

Lauren – 07860 804957



Lauren and Lynn McNair