



PROPERTY INVESTORS AWARDS 2018

Proudly presented by **your investment property**

Recognising Australia's leading property professionals, the team at *Your Investment Property* are proud to announce the winners of our first-ever Property Investors Awards. Representing the best in the business, the winners wowed the judges with their expertise, experience and stellar track record

MEET OUR JUDGES



Nicola McDougall
Broker and Mortgage Mena



Frank Knez
CMAA, CMAA



Kylie Davis
Director



Matt Carlson
CMAA, CMAA



Peter Kouzios
Property Investment
Professorial of Australia (PIA)



Malcolm Gunning
Real Estate Institute of
Australia (REA)



Quentin Kilian
Real Estate Institute of
Northern Territory (RENT)



Peter Brewer
Real Estate Institute of
Queensland (REIQ)



Kevin Turner
Real Estate T&A &
Real Estate Group



Danni Addison
Urban Development Institute
of Australia (UDI), Victoria

AGENTS, BROKERS, ADVISORS, PROPERTY MANAGERS

– the list goes on. These are the professionals who help make investing in real estate a seamless, profitable experience, assisting us as we navigate the complex waters of building wealth through property.

At their best, they can transform potential storms into smooth sailing and help us avoid making costly mistakes – which is why we are absolutely delighted to celebrate the best in the biz by announcing the winners of our inaugural 2018 Property Investors Awards!

In a celebration of the services that are integral to property investing success, we proudly reveal the winners across 11 categories, recognising the broad range of talent in the industry.

CATEGORIES

-  **Building or pest inspection**
-  **Buyers' agents**
-  **Property advisors**
-  **Landlord insurance**
-  **Developers**
-  **Mortgage brokerage**
-  **Mortgage product**
-  **Property stylists**
-  **Property management**
-  **Short-term rentals**
-  **Tax and depreciation specialists**



PROPERTY ADVISORS

Market and investment education is critical to wealth creation through property, as it helps ensure that people are not blindly investing their money. The winner of our Property Advisor category demonstrates a genuine commitment to helping others achieve financial success. Congratulations **Empower Wealth!**

WINNER: EMPOWER WEALTH



Ranked last year at number 72 in the *Australian Financial Review's* Fast 100 list of fast-growing companies – up from number 98 in 2016 – Empower Wealth is going from strength to strength in the property advisory space.

Ben Kingsley



Every property advisor on the team has achieved their Qualified Property Investment Advisor (QPIA) qualification to provide best-of-breed advice – and this is just the beginning of Empower Wealth's commitment to its clients.

"Our fee-for-service advice, as we don't

accept commission kickbacks, sees us create completely unique plans to suit each client. It's not a generic plan, so it takes several weeks, multiple meetings and many man-hours with each client to develop and sign off," says Ben Kingsley, director of Empower Wealth.

After many months of detailed development, in August 2017 the company also released its new cloud-based client portal called My Wealth Portal.

"Its purpose is to give clients a central store of information relating to their money, property and overall financial position, as well as being a strong communication platform between clients and their advisors," Kingsley says.

"Developed and built in-house from the ground up, it's the next generation of interactive intelligence between a client and their advisors. We've already seen our clients benefiting in terms of improved productivity and less friction points in the overall service delivery, and this type of technological innovation ensures we are ahead of the pack as further fintech and proptech developments evolve."

JUDGE'S COMMENT

"Showing outstanding year-on-year growth of 73% when many in this field suffered a decline, Empower Wealth's client survey results showed customer satisfaction at 91% for overall satisfaction and 98% being willing to recommend their services. The release of a cloud-based client portal demonstrates a progressive client focus and the ability to harness technology to grow."



Kevin Turner
Real Estate Talk &
Real Estate Urcut