



Readers' Choice Awards 2009

Which service providers boosted you to property success?

Our readers have spoken and the winners are...

The Readers' Choice Awards 2009 are a great opportunity for our readers to recognise the inspiring and supportive property professionals who have helped them achieve their investing dreams. We received an unprecedented amount of entries, as investors rushed to thank those who had enabled them to reach their goals.

The awards are sponsored by the Property Investment Professionals of Australia (PIPA) – the industry watchdog, which looks after consumer interests and provides training. The eight categories included mortgage brokers, buyers agents, conveyancers and real estate agents, to name but a few.

One lucky reader won a prize pack worth \$2,030. A big congratulations goes to Michael McShane for being hand-picked to win this prize selection of essential investment products.

Whether they are a mentor, accountant or tax specialist, all our winners represent the essential skills and ethics needed to succeed in the property industry. They go above and beyond the call of duty, empathise with their clients and most importantly, help their clients make informed decisions to achieve their investment goals.

**All winners receive:
An RP Data National Suburb
Scorecard report**

PROPERTY INVESTMENT ADVISOR OF THE YEAR



Lindy Lear
Rocket Property Group

Lindy Lear, a qualified property investment advisor, has worked for Rocket Property

Group for two years. Alongside building her own six-property portfolio, she has helped hundreds of others get started on their property journey. "The experience of building my portfolio has enhanced my role as a property advisor," says Lear, who is doing her diploma in financial services. "I've learnt so much through each step of the property purchases and I can now pass that on to my investors. Simple things such as having landlord insurance and having a good solicitor can take the worry out of investing." Lear says the key to successful investing is having the confidence to borrow money and understanding the power of leverage. "Believe that investing in property is easy," she says. "Make a decision and just get started – don't procrastinate or listen to negative people around you." Lear received the most votes of any nominee in the 2009 Readers' Choice Awards and wins an extra prize: PIPA membership and PIPA QPIA course registration valued at \$3,250.

BUYERS AGENT OF THE YEAR



George Kafantaris
Metropole Property Strategists

For the second year running, George Kafantaris, director of Metropole Property Strategists, has been voted readers' favourite buyers

agent. A chartered accountant, Kafantaris also holds a Bachelor of Business in Accountancy and a Queensland Real Estate Licence. Holding and growing a substantial property investment portfolio himself, he understands first-hand the challenges, mindset and thought processes of investors. "This is the second year in a row that I have won this award," says Kafantaris. "The first time was fantastic, and now to win the Buyers Agent Award and the Readers' Choice Award is just brilliant. It is very humbling to receive an award for doing something you love." Kafantaris says successful investors must have a strategy that they understand, implement and review. "You need to surround yourself with property professionals and like-minded people," he says. "All investors should treat investing as a business, not as a part-time hobby."

MORTGAGE BROKER OF THE YEAR



Jane Slack-Smith
Investors Choice Mortgages

During her 18-year mining career, Jane

Slack-Smith became fascinated with property investment and spent considerable time increasing her personal and professional development in this area. In 2005, she became a qualified mortgage broker, and with her husband, has built up a multi-million dollar international property portfolio.



PROPERTY MANAGER OF THE YEAR



**Stephanie Lelliott
Ray White**

Stephanie Lelliott is the Property Management Team Leader of Ray White Waterford, servicing Logan

in Queensland's south east (previously Ray White Marsden). Lelliott aims to "exceed client expectations through communication, professionalism and service, with enthusiasm and passion" and it has paid off – she has been on the winning team of Ray White's Queensland Property Management Team of the Year in both 2006 and 2007.

PROPERTY LAW SPECIALISTS OF THE YEAR

Hayton Kosky

Melbourne-based lawyers Hayton Kosky started out in 1991 through Brett Hayton and Bill Kosky. Specialising in property, business and personal matters, the firm uses digital and electronic conveyancing to help agents prepare quickly for transactions. Hayton Kosky provides conveyancing services for clients investing in Victoria but it also represents clients throughout Australia and Asia.

PROPERTY TAX SPECIALIST OF THE YEAR



**Jason Brown
Chan & Naylor**

Jason Brown is a senior client manager at Chan & Naylor, business, property and

taxation specialists. He is studying for his Certified Public Accountants qualification and holds a Bachelor of Commerce degree with majors in Accounting and Management from the highly regarded Deakin University in Melbourne.

REAL ESTATE AGENT OF THE YEAR



**Ian Hosking
Richards
Rocket Property
Group**

Ian Hosking Richards is a qualified property investment advisor, has a

diploma of financial services and holds real estate licences in both NSW and Queensland. Many clients who approach him are time-poor and just don't know how to get started. "Winning this award is a great honour and I thank everyone who took the time to vote for us," says Hosking Richards. "Although I am often seen as the public face of Rocket, it really is a team effort and I see the award as a reflection of the effort that everyone at Rocket puts in to ensure our clients receive the highest levels of service." Hosking Richards' advice for investors is to "find a mentor – someone who is already successful at investing – to guide you through the process." He also says investors learn the most by going through the process first-hand. "Do your research but don't get bogged down in the detail – you won't know everything before you buy your first property," he says.

PROPERTY VALUERS OF THE YEAR

Propell National Valuers

Residential and commercial property valuers, Propell National Valuers, provide valuations across Australia. The company's head office is located in Melbourne, with offices in Queensland, NSW, South Australia, Western Australia, Tasmania, ACT and Northern Territory. All valuers who work at Propell National Valuers are members of the Australian Property Institute and also take part in training through the API Continuing Professional Development (CPD) Points Program. The company is committed to quality in every part of its business and to its customer service.

WINNER: READERS' CHOICE AWARD

Michael McShane

Voted for:



**George
Kafantaris**

Winning comment:
"Metropole are always highly responsive, truthful and,

most importantly, cater to our needs – they listen!"

Michael McShane wins:

- A Washington Brown Residential Depreciation report
- A Metropole DVD and Book Pack
- 1-year *Your Investment Property* and *Your Mortgage* magazine twin subscription
- \$1,000 cash

George Kafantaris also wins:

- A PIPA membership and PIPA QPIA course registration valued at \$3,250

THE READERS' CHOICE AWARDS JUDGE:



**Andy Gale
PIPA**

Andy Gale, secretary of the Property Investment Professionals of Australia

(PIPA) judged the Readers' Choice Awards and hand-picked Michael McShane to win the Readers' Choice Award. PIPA was formed by industry practitioners with the objective of representing all stakeholders in the property investment industry. Members subscribe to a code of conduct and the organisation acts as a watchdog, protecting consumers.