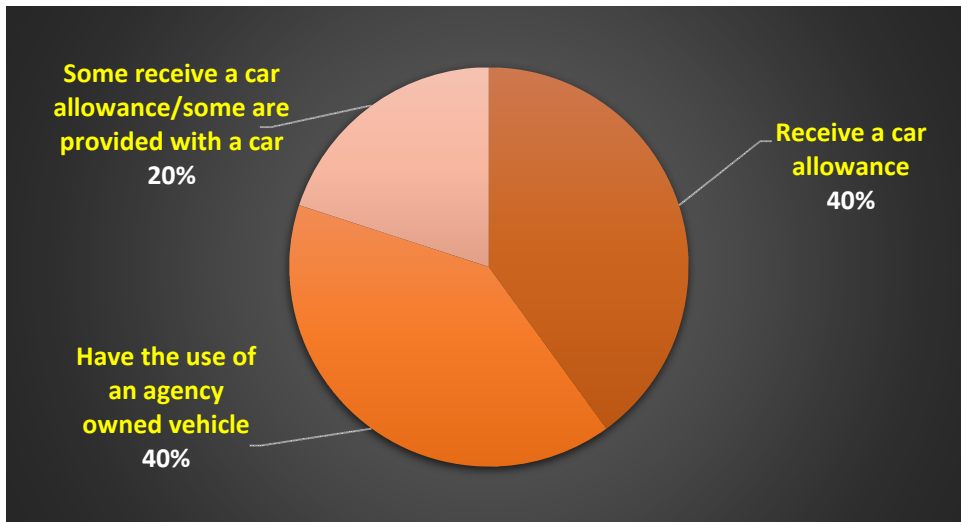


Best Practice Research

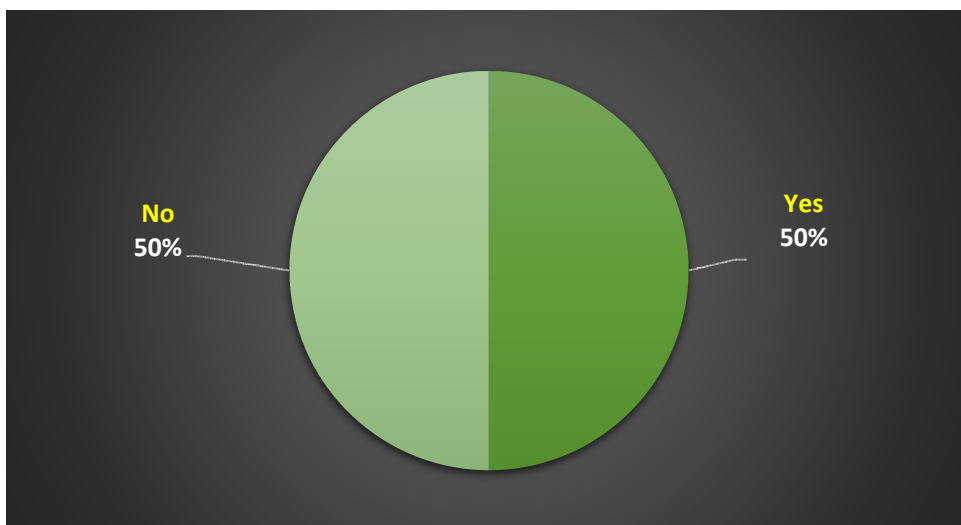
On the 4th of December 2018 we asked Australian and New Zealand estate agency practice

Q. Within your agency do your property managers (a) receive a car allowance or (b) have the use of an agency owned vehicle or (c) some receive a car allowance/ some are provided with a car?



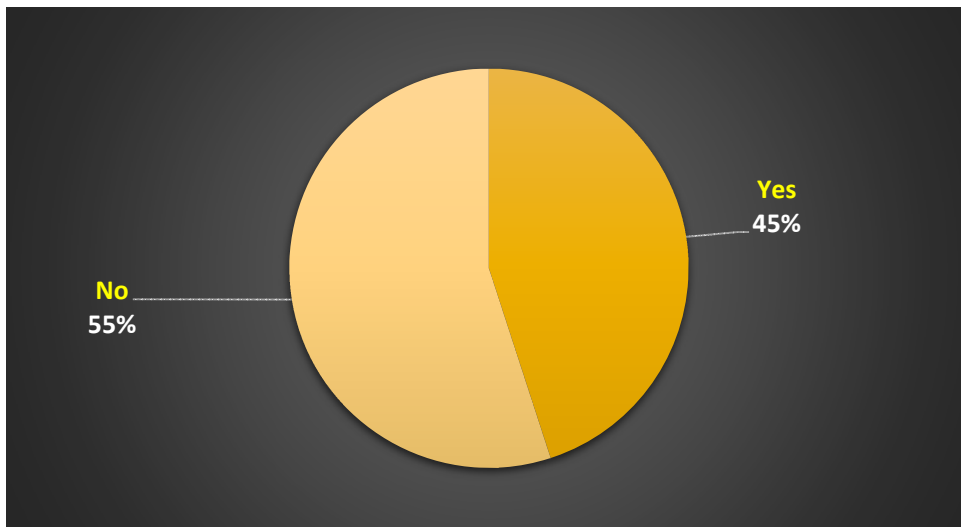
On the 27th of November 2018 we asked Australian and New Zealand estate agency practice

Q. Does your agency employ one or more Business Development Managers in order to grow the rent roll?



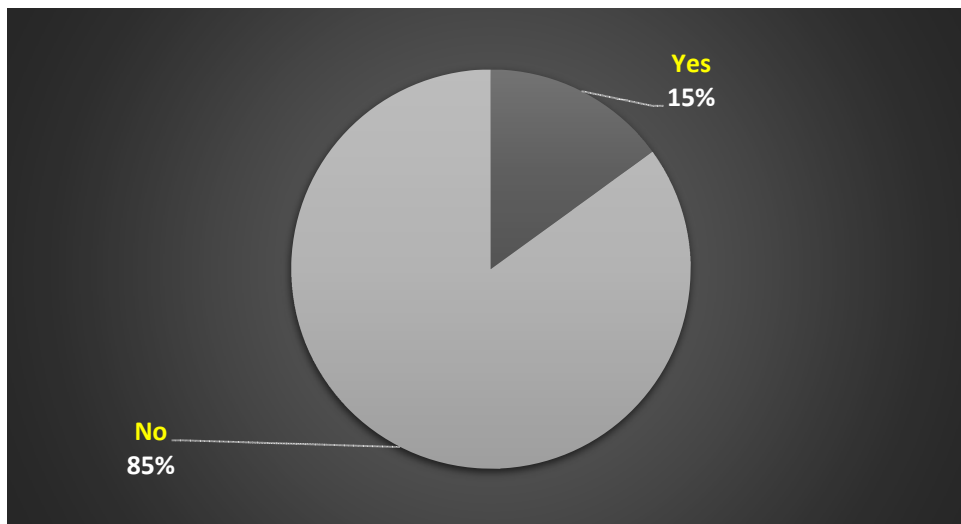
On the 20th of November 2018 we asked Australian and New Zealand estate agency practice

Q. Does your agency have a system for all landlords to be regularly contacted regarding purchasing another investment property?



On the 13th of November 2018 we asked Australian and New Zealand estate agency practice

Q. Does your agency conduct focus group research of your past, current and prospective clients?



On the 6th of November 2018 we asked Australian and New Zealand estate agency practice

Q. How often do you conduct a thorough review of your agency's client data base?

