

QS Corner

TIP #61

In this month's QS Corner we help property investors achieve their dreams



Over the last couple of years I've become a bit of a seminar junkie.

They used to always be property seminars but in the last couple of years it's been business seminars that I've been attending.

After 20 years in business, every now and again I need a kick up the bum!

I took it one step further recently and flew to LA to hook up with 300 other like-minded business owners.

What surprised me most was the motivation and focus of the Americans I met there.

I was in one seminar and the presenter said, "Turn to the person next to you and tell them what your business does."

So I turned to the lady next to me and started by saying, "We work out what things cost to build."

She looked at me and said, "But what do you really do?"

I replied, a little bit scared of her, "I save people money?"

She looked at me and said in her sweet Californian accent, "But what drives you to do that?"

I thought about it for a while and replied, "I help property investors achieve their dreams."

That is going to be the new Washington Brown mantra because that's what we do.

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