



# Meridian Manual

FOR BUSINESS PARTNERS

# ABOUT US



Founded in 2011, Meridian Australia specialises in property investment within the Australian residential market, utilising a carefully formulated and extensive analysis methodology, with a track record of proven results.

Our research team and robust Investor Panel, consisting of leading independent economists, utilise our comprehensive model to identify growth locations and investment opportunities.

Our team guides clients at all levels of their property investment journey, from first time buyers, to experienced property investors.

We assist through the entire property investment process, from explaining the research on selected markets and securing the property, through to liaising with property managers, solicitors and mortgage brokers. We also provide post purchase support with ongoing annual portfolio reviews.

We understand that each property purchase is a large decision, our focus is to ensure that you have a seamless, comfortable and successful experience.

## RESULTS

Our meticulous approach has seen clients develop highly successful portfolios for over a decade.

## DATA & RESEARCH

We conduct detailed research on all market fundamentals utilising the data and analytics from leading sources.

## INVESTMENT PANEL

We consult with the brightest minds in the property industry, offering a unique and unbiased opinion on capital growth drivers.

## COMPREHENSIVE APPROACH

By taking control of all moving parts of the investment process our clients receive ongoing support and are able to invest with ease.



**50+**

COLLECTIVE YEARS'  
OF EXPERIENCE



**1500+**

CLIENT PURCHASES



**\$700M+**

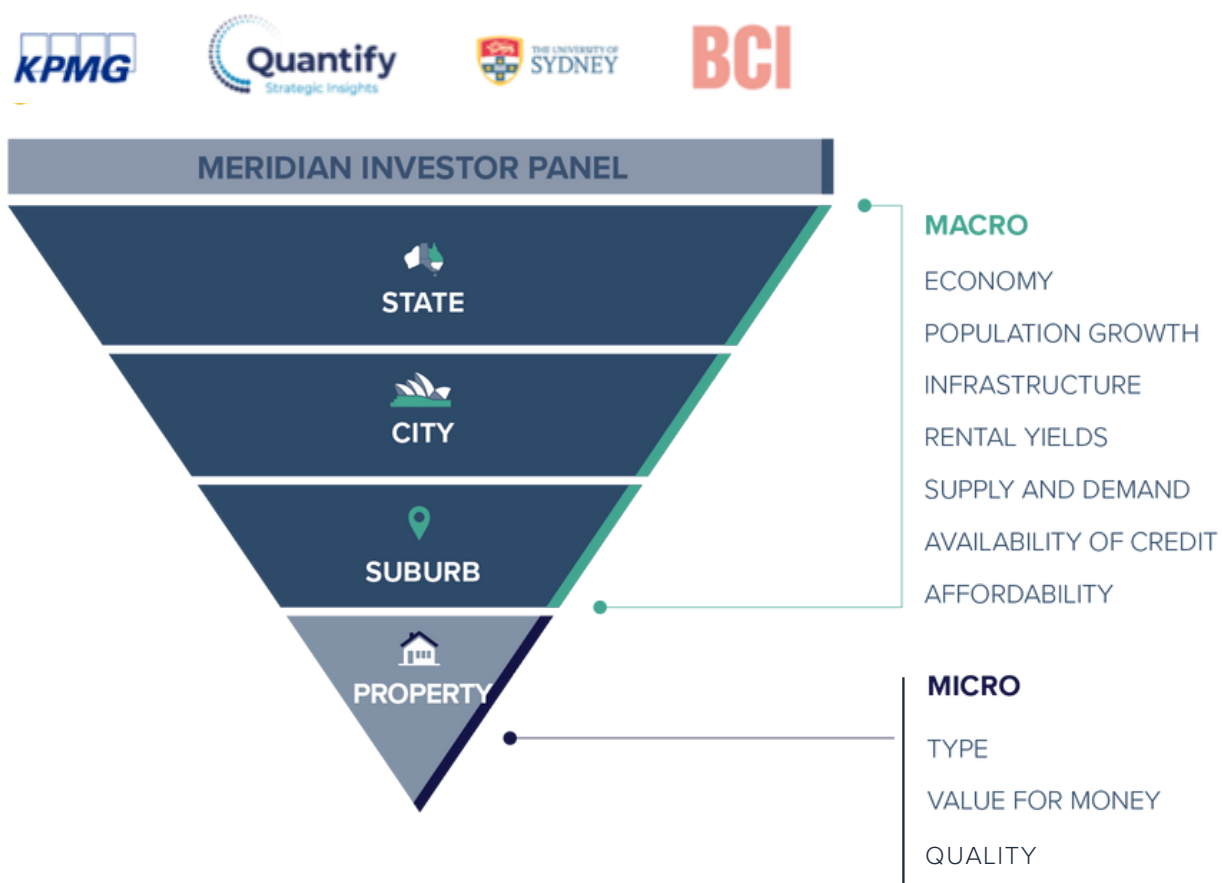
PROPERTY  
PURCHASE VALUE



# OUR ANALYSIS

## OUR RESEARCH MODEL

The Meridian Australia research approach encompasses in-depth analysis on all facets of the macro and micro fundamentals within the property market, enabling us to identify ideal properties located in strong markets.



## INVESTOR PANEL

The Meridian Investor Panel comprises of several leading, independent economists in the property sector and Meridian Australia Executives, all of whom are specialists in their field.

During each panel meeting, triannually, panel members engage in a meeting and discussion on the fundamental drivers influencing capital growth, of each Australian capital city and major regional centres.

The information reviewed and analysed in the panel meetings, forms the foundational components of our due diligence process, which guides clients toward high performing property markets.

# MEET THE PANEL



## SARAH HUNTER PARTNER & SENIOR ECONOMIST

Sarah is a Partner and Senior Economist at KPMG Australia, based within the Economics and Tax Centre. She was previously Chief Economist at BIS Oxford Economics, where she led the teams responsible for the company's subscription services that analysis and forecasts the outlook for Australia and Asia.



## TERRY RAWNSLEY DIRECTOR

Terry is a Director at KPMG Australia, where his role focuses on providing insight into the macro economy and the functioning of Australia's cities and regions.



## ANGIE ZIGOMANIS PRINCIPAL

Angie's experience spans over 25 years working across two of Australia's major independent economic and property consultancies, analysing and forecasting property markets.



## TIMOTHY FISHER ASSOCIATE PROFESSOR

Timothy is one of Australia's leading academics, with research expertise in applied Econometrics and Labour Economics and also Economic Policy and Development.



# MEET THE PANEL



## MICHELLE AIZENBERG

CHIEF RESEARCH OFFICER

Michelle is the Chief Research Officer at BCI Central. Established in 1998, BCI Central was founded to create efficiencies and enhance transparency in the intrinsically complex construction industry.



## GLENN PIPER

CEO & FOUNDER

Founding Meridian Australia in 2011, Glenn has transacted in over 90 investment properties and is passionate about helping others use property as a vehicle for success.



## ADAM DUFFY

PARTNER

With his background in financial planning and personal property investing experience, Adam has a wealth of knowledge in the investment space.



## BRADLEY WEARNE

HEAD OF RESEARCH

With over a decade of research experience, Bradley specialises in providing analytical and strategic solutions.

# THE MERIDIAN WAY

**I**

## GOALS AND FINANCE

Our first consultation with clients is to understand exactly what is needed from an investment property purchase, it is a purely fact finding session. We work with our clients, in consultation with appropriately qualified professionals, to gain a clear picture of their financial borrowing ability. Therefore, we are able to select the most suitable property options.

**2**

## PROPERTY MARKET RESEARCH

We combine the effort and expertise of the Meridian Investor Panel and our internal team, to identify the Australian markets with the strongest macro and micro fundamentals. We share this analysis with clients in the form of a thorough due diligence report for each property and market.

**3**

## PROPERTY IDENTIFICATION & NEGOTIATION

We are constantly working to identify and secure high performing properties for our clients. Typically, these are exclusive "off market" opportunities within our identified suburbs.

**4**

## PRE PURCHASE DUE DILIGENCE

For a detailed analysis on each property, we provide clients with:

- 50+ page market and property due diligence report
- Individual property cash flow report
- Indicative depreciation schedule

**5**

## POST SETTLEMENT GUIDANCE

Following settlement of the property, through our relationships with key professionals, we assist clients with negotiated rates for a:

- Highly reputable property manager
- Building inspection report

**6**

## ONGOING PORTFOLIO REVIEW

We conduct annual consultations to review the properties in our clients' portfolios. Clients are also given continued access to our exclusive Investor Panel research and events, to ensure they remain up-to-date and informed.

# BUSINESS PARTNERS

## 3

Engagement strategies  
for Business Partners

To educate your clients on how to take the first or next correct step in their investment property portfolio we provide three tailored client engagement strategies.

Select the strategy or strategies that suit you and your clients.

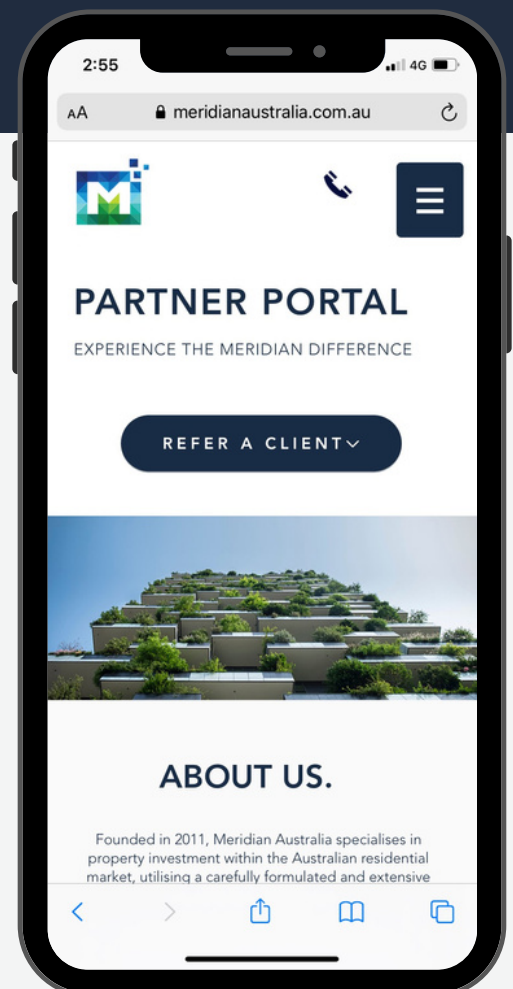
## HOW TO REFER CLIENTS

We have made the client referral process easy with our interactive Partner Portal. Experience the Meridian difference by getting the referral process started with one or both of our strategies.

REFER A CLIENT ▾



Scan here





# INDIVIDUAL STRATEGY



## INDIVIDUAL CLIENT MEETINGS

Our individual meeting strategy provides an opportunity for Business Partners to introduce their clients to a Meridian Australia Property Investment Consultant to get the property investment conversation started.

Individual meetings are conducted in-person or via video conference call across a detailed 2-3 tier meeting process, providing new and existing investors with insight and direction on their property investment path.

Upon submission of a client referral, the client is linked to the referring Business Partner in our CRM for communication and commission purposes. A Meridian Australia Property Investment Consultant will then be in touch via email or phone with the client/s to set up the initial Property Investment Consultation.

Business Partners are informed through the entire process, from client meeting booking to the expression of interests for an investment property, right through to settlement updates and portfolio revisions.

[REFER A CLIENT](#) 



# ON-DEMAND PRESENTATION



## EDUCATIONAL PRESENTATION

The on-demand video tool, allows your clients to instantly request and watch a succinct 20-minute property investment education presentation. Suitable for new and existing property investors. We have a unique tracking link for you, so your precious referrals are automatically tracked and linked to you.

### **About the presentation:**

- Succinct 20-minute educational video
- National property market forecasts
- Practical investor strategies for successful investing
- Live investment property case study
- Meridian Australia service overview

### **How it works:**

- Submit the expression of interest form below.
- You will receive a viewing link to forward to your clients within 1 business day.
- Send the link to interested clients. Interested clients will register their details and get immediate access to the video via email.
- You, as the Business Partner, will be automatically linked to the client tracking.
- A Meridian Australia Consultant will reach out to the client who requests contact immediately to schedule a meeting at a suitable time and get the ball rolling.

**ENQUIRE TODAY~**



# IN-PERSON EVENTS



## EDUCATIONAL EVENTS

Bespoke in-person events are created for you, as a Business Partner, in a location that is suitable to you. Events are available for Business Partners in locations nationwide.

Suitable for new and existing property investors. We develop a unique landing for you, so your precious referrals are automatically tracked and linked to you.

### **About the in-person events:**

- Succinct 1-hour in-person educational event
- National property market forecasts
- Practical investor strategies for successful investing
- Live investment property case study
- Meridian Australia service overview
- Live Q&A with Meridian Australia presenters

### **How it works:**

- Submit the expression of interest via email to [warren@meridianaustralia.com.au](mailto:warren@meridianaustralia.com.au). Please include your preferred venue and number of expected guests.
- Our marketing team will commence the event management process with you.

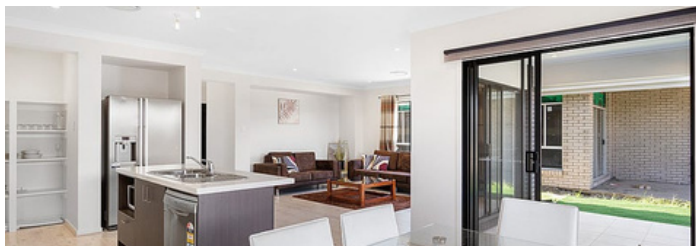
### **Enquire via email:**

Please email [warren@meridianaustralia.com.au](mailto:warren@meridianaustralia.com.au) with your interest in holding an in-person event.



# PAST RECOMMENDATIONS

Our past recommendations showcase a cross section of investment properties purchased by Meridian Australia clients since 2011, to give an indication of the wide variety of property investment options that Meridian Australia has, and will continue to provide to clientele, depending on their requirements. Each property, carefully selected, has generated a strong performance for the purchaser.



## NEWPORT, QLD

HOUSE

Purchase price/date: \$556,900 in 2018  
Estimated value/date: \$860,000 in 2022

Potential gross profit: \$303,100  
Potential capital gain: 54%



## CARSELDINE, QLD

HOUSE

Purchase price/date: \$615,000 in 2020  
Estimated value/date: \$810,000 in 2022

Potential gross profit: \$195,000  
Potential capital gain: 32%



## NOWRA, NSW

HOUSE

Purchase price/date: \$553,750 in 2020  
Estimated value/date: \$740,000 in 2022

Potential gross profit: \$186,250  
Potential capital gain: 34%



## ARANA HILLS, QLD

## TOWNHOUSE

Purchase price/date: \$507,500 in 2019  
Estimated value/date: \$680,000 in 2022

Potential gross profit: \$172,500  
Potential capital gain: 34%



## UPPER KEDRON, QLD

## HOUSE

Purchase price/date: \$599,000 in 2018  
Estimated value/date: \$990,000 in 2022

Potential gross profit: \$391,000  
Potential capital gain: 65%



## WYNNUM WEST, QLD

## HOUSE

Purchase price/date: \$515,000 in 2015  
Estimated value/date: \$800,000 in 2022

Potential gross profit: \$285,000  
Potential capital gain: 55%



# OUR CLIENTS



Our approach to investing has seen clients develop highly successful portfolios for over a decade.



"I bought 3 investment properties with the assistance of Meridian Australia. We are incredibly impressed with the outstanding service provided by Meridian Australia. Their well-researched due diligence and extensive incorporation of experts in the field reassure us that we have made excellent investment decisions."

**DAVID**



"Our experience with Meridian Australia has been amazing. From the get-go they have been nothing but helpful, patient and incredibly knowledgeable. We managed to purchase 2 investment properties, and are aiming to purchase another this year."

**JADE**



"Meridian's research is sound and all investments have far exceeded performance expectations. Meridian's guidance is based on the most current data and I have the utmost confidence in the team with all investment decisions."

**MATT**





The information contained in this document is provided for information purposes only and is not to be considered as advice or a specific recommendation. Individual personal and financial circumstances and the needs of individuals differ. All client statements in this document are authentic statements received from Meridian Australia clients. Investors should seek professional advice from their accountant or financial advisor before deciding to invest in any Meridian Australia product.

It is vital that the risk factors that could affect the financial performance of a property are considered. Risk factors include, but are not limited to: movements in interest rates, demographic changes, market demand and the political and economic environment. Meridian Australia has relied on third party data providers in the development of this document.

Changes in circumstances after the preparation of this report may also impact on the accuracy of the presented information.

Connect with us



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[meridianaustralia.com.au](http://meridianaustralia.com.au)

