

28 April 2014

Dear Sir/Madam,

TO WHOM IT MAY CONCERN

I have known Sandy since the early 1990's when he first joined the L J Hooker network in South Australia.

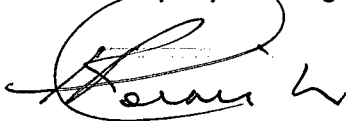
Sandy is recognized as an industry professional possessing a diverse skill set and deep understanding of property fundamentals with particular emphasis on strategic vision. He has taken on the largest, most difficult and least mature market in the world and has developed operating systems and brand presence in a time frame that was not thought possible; and all within an investment budget that is a fraction of his competitors.

His belief in quality people and sound operating systems has seen him build the Hooker brand in India on a stable and growing base to enable it to capitalise on its 'first mover' advantage in coming years. His stamp is on every facet of the business from its prominent branding, to training programs, the franchise model and package, market research, and of course the transactional models in both brokerage and Project Marketing.

Sandy has a rare blend of expertise that covers the residential and commercial markets at both a primary sale and secondary sale level. He understands the requirements of the Agent (and Agency) at the coal face and is one of the very few people in the business that has been awarded the highest sales awards in both residential property and commercial property, a unique platform that gives him the trust of his franchise partners.

Sandy is one of the most capable people I know and coupled with his direct no nonsense approach it makes him one of the great leaders in our business.

Belle Property Toowong



Russ Cornish
General Manager

Board Member (Real Estate Institute of Qld) - 1983-1990 * Board Member (L J Hooker Corporation) - 1990 -1997 * President (Council of L J Hooker Franchise Owners Inc) – 1990-1994 * Recipient (L J Hooker Award – 1993 * Fellow (REIQ) - 1995 * Member (L J Hooker Multi Million Dollar chapter) – 1990 -2009 * Owner (No 1 L J Hooker office in Australasia) – 1986-2009.