

to: Glen Wambeek
<glenw@21stcenturygroup.com.au>

date: 5 March 2017 at 17:36

subject: Testimonial from Natalie & Chris
Hensley

Dear Glen,

Each year, for several years, upon submission of annual tax return, my husband and I would find ourselves deep in conversation with our accountant about ways we could minimise our tax bill whilst maximising the equity we had in our own home.

Property investment had long been on our radar although we both felt we lacked the confidence as well as the know how to navigate this strange new world. We'd built up a good relationship with our accountant who recommended we speak to one of his colleagues, Glen Wambeek. Initially, there was lots of in principal interest. We'd find ourselves discussing 'what ifs' and 'one day'....but before we knew it, another year had passed and we'd done nothing. In 2015 we left our accountant's office, promising not to return in 2016 without having spoken to Glen. Of course we did, but it wasn't long before we took the plunge and soon found ourselves awaiting our first meeting with Glen.

We both spent the day psyching ourselves up for what we both thought would be the 'big sell'. Rather, what we experienced was a casual meeting where we discussed some of our financial goals and identified an amount that we both felt we could comfortably contribute each month. Glen took us through a few options but was keen to give us the space and time to determine if his proposal was something we wanted to pursue.

Amazed by how manageable it all seemed, we met with Glen a second time where he presented us with a step by step guide of how an investment with him would work. He then had several options to propose, all of which were fully costed and included a break down of financial commitments as well as potential tax savings/earnings. Every step of the way through these initial meetings and discussions, Glen maintained a high sense of professionalism, engendering high levels of trust and respect for his knowledge in this field. He made himself available to us round the clock and really did install the confidence in us to take the big plunge.

Glen and his team supported us through the whole process of purchase, design and build. He was able to offer support and direction in getting our financials sorted and he involved us every step of the way with colour and material choices just as he said he would. The regular updates of our build were always well received, with the onsite photos adding to our excitement and reassuring us that we were in safe hands.

As completion grew closer, we were introduced to Glen's property management team who did an amazing job securing a tenant. Not only was the tenant ready to move in the week the property was completed, they also secured a rental return that exceeded our planing and surpassed our expectations.

Glen's service didn't end there though. After booking flights to Brisbane to inspect the property, Glen kindly picked us up from the airport and played tour guide, driving us through the city and out to the Springfield Lakes development. His knowledge of the area was exemplary and left us only asking one question.....'why had we not taken the investment plunge sooner!?!'

We know that this is not the end of Glen and his fabulous team. We've been overwhelmed with their service and support since our purchase and really do feel as though they're only a phone call away. We really couldn't recommend Glen any more highly. What are YOU waiting for.....?

Kind regards,
Natalie & Chris Hensley