



SMASH PROPERTY

MINI EBOOK

choosing the right buyers agent.

THE WARNING

don't get burned.

If you're going to shop around — and you should — just make sure you can tell the difference between the serious operators and the smooth talkers. The questions below are how you sort one from the other.



**BEFORE YOU CHOOSE ANYONE**

ask these questions.

Do you have a proven system to help me reach my goals — not just buy a property?

At Smash Property, we map out your financial freedom goal first — then work backwards to find the properties that actually get you there. The asset has to serve the plan, not the other way around.

How do you filter out dud deals — what's your process?

Generic promises of "off-market" mean nothing without a rigorous selection framework. We follow our Smash Property Scorecard, filtering out anything that doesn't meet strict growth, yield, and risk criteria.

Will I see exactly how this property helps me hit my goals — with reasoning?

With us, every property comes with an Investment Growth Map, showing exactly how it stacks up against your goals. No "trust us" — show your work.

Are you incentivised to push certain stock?

Some agencies quietly take commissions from developers or have referral agreements. That's not aligned with your best interest. We're 100% client-paid — our loyalty is to your outcome, not someone else's bottom line.

BEFORE YOU CHOOSE ANYONE (CONT.)

three more to ask.

What happens if you don't deliver?

We aim to source an investment-grade property with strong fundamentals and at least \$30k in strategic upside — based on comparable sales or yield uplift. If we can't, you won't pay our full fee — and we'll donate \$1,000 to a charity of your choice for wasting your time. It's never happened. We don't plan on starting with you.

Can I speak to clients who've worked with you?

Real proof beats marketing every time. So yes, please — go ahead. The sooner you tick that box, the sooner we can get on with actually building your portfolio.

Do you personally invest — and what does your portfolio look like?

Would you take fitness advice from someone who's never trained? Same applies here. Everyone who works at Smash Property has a multi-property portfolio. We've walked the path you want to be on.

QUICK FILTER

If you can't get straight, specific answers to the seven questions above — or the answers feel rehearsed — keep looking. A real BA wears their process on the outside.





WE'D LOVE TO HELP

we look forward to helping you hit your goals.

Whether or not you choose to work with us, we hope this guide adds value to the journey. If you're ready for the next step, head to the website and book a free 30-minute discovery call — no obligation, no pressure, just clarity on your next move.



EDUCATIONAL // INSPIRATIONAL // ENTERTAINING

Disclaimer: Smash Property Investing is not a licensed financial adviser. All information provided is general in nature and does not take into account your personal financial circumstances. We recommend seeking independent legal, tax and financial advice.