



STRATA PROPERTY

KELLY ROBERTS
TCM Strata

LIMITLESS



Last edition I spoke about our year of YES! Two months down and we have embraced this outlook; the impact these three little letters have had is both unexpected and exciting. On a personal note, it has allowed me to learn and expand my knowledge about things that I did not think interested me but actually do. On a business level it has opened the door to expansion within the TCM group which has all the team super pumped and excited. We are excited to launch TCM Sales this month and as a fourth generation real estate agent and someone obsessed with all things property, I am looking forward to this new adventure.

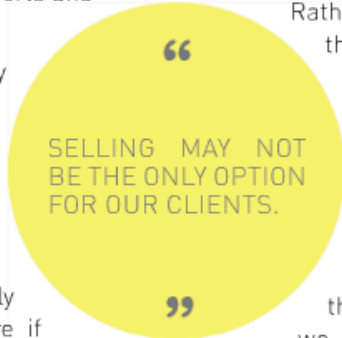
Too often we limit our choices and potential by self-doubt and fear. This fear can be as much of success as of failure! Unfortunately, human nature is such that most people will blame external factors for limiting their successes rather than facing those fears. Society also tends to have a negative connotation

with failure when in fact failure can be extremely positive. One of my best friends Emma Reynolds taught me (and the other million people who have viewed her TedEx talk) that failure can be positive as long as you "fail forward" and this revelation changed my view on the world and in particular business.

Failure is the opportunity to improve; the opportunity to get one step closer to the result you want. Failure is simply a lesson and when you think about it, it aligns to our early childhood learning where if the square peg didn't fit in the square hole, we would try again until we got it. Rarely does a child give up after the first attempt and neither should we as adults!

I am also a big believer that if something is worth doing then it's worth doing well,

and in order to do this you need to be prepared to put in the blood sweat and tears and not expect that a good idea is somehow enough. The 7 p adage is definitely something that we live and breathe in our Companies.



Rather than offer our clients the same hard sell, we understand that sometimes selling may not be the only option for our clients. It might be that your home is simply crying out for a makeover or renovation or is ripe for the rental market. Basically we ask our clients what their goals and outcomes are, what their big picture looks like and see if we can work out the best option for them moving forward, we won't simply recommend selling as the only option. There is no one fits all model when you are dealing with individuals and we "get" that.



Is your current provider making you a little **UNHAPPY?**

Strata Management
Linking people and property

Talk to the Largest Locally Owned Team of qualified Body Corporate Specialists and Make the Switch **TODAY**

Contact Us
Phone 0427 155 758
Email info@tcmstrata.com
Website www.tcmstrata.com

