



STRATA PROPERTY

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TCM STRATA

Collaboration is the name of the game....

Collaboration is possibly one of my favourite words.... It's the seed for success in business. Every business has collaboration at its core; whether it's a sole trader working with a client towards a common objective, a larger business working internally to provide a good or service, or two or more entities information sharing to provide an outcome. Collaboration creates innovation and efficiencies by bringing together the skills and functions required to reach a desired outcome.

The first step in collaboration is doing a very honest and realistic SWOT analysis. This step is probably the biggest impediment to collaboration given its confronting nature and ability to burst an ego into a million pieces in a matter of seconds. It's my opinion though, that this is what sets apart a good team and a great team; the ability to look at weaknesses and seek out ways to make them strengths or to add elements to your idea or business that omits these weaknesses. It also allows your strengths to be of a match to another person or business' weaknesses.

The TCM group of companies feature collaboration at every turn and its very

much what sets us apart from our competitors. Our clients benefit from the knowledge that from the first step of purchasing their property they have a team that can look after every step of their investment. TCM Strata, TCM Rentals and TCM Rentals Coastal work together to ensure that every facet of your property investment is taken care of. This ethos of collaboration extends beyond our own doors also and ensures that we seek out "the best man for the job" each and every time a specialist is required.

Collaboration also plays a big part in the successful operation of a Body Corporate. A Body Corporate is a group of investors who are collaborating with the guidance of a Body Corporate Manager to ensure their asset reaches its potential. A collaborative Committee builds on this further as they have an obligation to act and make decisions in the best interest of a Body Corporate. It is my opinion after almost 20 years in the property industry that when the door to collaboration is closed, the door to disputation is swung wide open. As Helen Keller quite accurately once penned "Alone we can do so little; together we can do so much".



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**

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