

What others have said about Fiona Blayney....

Fiona Blayney is a sensational talent, and an asset to the property management industry. Few people have researched the business, interviewed the experts, and studied what makes and breaks a property management organisation more thoroughly than Fiona. Her unrivalled enthusiasm and copious work output are an inspiration to those who know and work with her. In an industry where consultants are quick to call themselves experts without experience or track record, Fiona is one of the few worth talking to.

Chris Rolls

Managing Director

Rental Express, Queensland, Australia

I was fortunate to meet Fiona a few years ago at a conference I was attending, and she spared me some time. We talked about my business and what she had been doing, as well as what she had seen in her travels, as a real estate professional training and coaching. I then asked her if she could help me with my business, particularly in property management, and fortunately she agreed. Fiona opened doors to our company that led to a path of better profit and business practices. Many of the concepts she introduced we now use as fundamentals to other parts of our business and businesses. Fiona has energy, enthusiasm and a willingness to share that is rarely found, and I have found her to be a true caring professional for whom I have enormous respect. I am one of the lucky ones, who she has shared her unlimited knowledge with; I will always be indebted to her for this.

Milton Rendell

Director

Real Estate Plus, WA, Australia

When you build a business or a team, it's critical that you find passionate skilled people to surround and support your plan. Fiona Blayney is one of those rare talents who comes along in life, and if you have the opportunity to work with her you'll be much richer for the experience. Fiona has been instrumental in assisting the growth of our property management team. Her skill in coaching and system implementation is a gift for any business. Fiona, you are a real talent, and I hope as many people as possible have the opportunity to experience your passion for this business.

Peter Mumford

Director

McGrath Manly, Mona Vale, Collaroy, NSW, Australia

Fiona Blayney is a passionate and enthusiastic trainer, speaker and business coach, whose energy and attitude is both infectious and inspiring.

The real estate industry needs more people like Fiona who can encourage and motivate with her commonsense procedures and effective and tested methods.

Anyone interested in improving their business should read Fiona's book because you can be sure that her ideas and systems work.

Fiona Blayney is an engaging and positive professional, and our industry is much advanced by her involvement.

Chris Hanley

Agency Principal

Byron Bay First National, NSW, Australia

Fiona Blayney is a radio host's dream – intelligent, engaging, sincere, articulate, inspirational – and all of this blending so beautifully with a great Australian wit. Superb! It's no wonder people from all walks of life hang off her every word, personally and professionally. People receive so much from what Fiona so generously gives to so many. When it comes to generosity of spirit Fiona Blayney 'walks the talk'.

Jackie Furey

Psychotherapist, Principal, Radio Host, 'Bedrooms to Boardrooms'

Fiona is an amazing individual with a great passion and enthusiasm for property management. She lights up the audience when on stage and her energy is soon absorbed by all in the audience. Fiona's dedication to lifting standards in the property management industry should be highly commended.

Melanie Dennis

Agency Principal

Melanie Dennis, Victoria, Australia

Fiona's contribution to both myself and my team has been invaluable. Her wealth of knowledge, key skills and expertise, coupled with her dedication and motivation have inspired both individual and team growth. This has helped develop the strong brand and reputation that our property management team is recognised for, and continues to pride itself on today.

Fiona's outstanding achievements and commitment are an inspiration for others to aim high and achieve the best result possible: 'Believe and Achieve'.

Kalu Golab
Department Manager
Insight Property Management, NSW, Australia

I have attended a number of Fiona's seminars and have always found her energy and enthusiasm infectious. This makes me want to listen to her and all that she imparts about creating and running a great lettings business. Given the current climate this is more important than ever, so I urge you to give this book 'mind space'. Building a good lettings department will be among the best things you ever do – believe me, I know!

Peter Rollings
Director
Marsh & Parsons, London, England

Fiona Blayney is one of the leading consultants in Australia. Her training sessions are delivered with passion, energy and humour. Fiona engages a group and takes them on a journey and ensures that there is take-home value in every session. She is committed to the success of her clients and the outcomes are always outstanding. Congratulations on your book Fiona.

Sadhana Smiles
Director
Realchange, Victoria, Australia

When I think 'Fiona Blayney' I think of Australia's young female in demand property management superstar now taking her message worldwide. It's a privilege to have known and looked up to Fiona on the early part of her journey towards (not world domination) but world education! Australian property management is lucky to have such a dynamic, compelling and inspiring ambassador.

Kirsty Dunphey www.kirstydunphey.com
Australian Telstra Young Business Woman of the Year, Founder www.reallysold.com,
Author, Advance to Go, Collect \$1 Million and Retired at 27 – If I can do it anyone can

Fiona Blayney has the rare combination of limitless enthusiasm and commonsense. Her ideas are always well considered, with the focus on practical implementation – she really does make you ‘Believe and Achieve’. When you work with Fiona you learn and are simultaneously re-energised, your mind is stretched and you gain the confidence to put your learning into practice. I’ve seen Fiona work highly effectively one-on-one with clients, with small groups of a dozen or so people and with audiences of 700; she adjusts her style seamlessly and makes you feel you’re the most important person in her world.

Peter Knight

Director

The Academy, UK

Fiona Blayney ... is one of Australasia’s leading ‘change educators’. She not only walks the talk, but more importantly, *illuminates the path for others to follow*. Her ability to communicate complex business strategies in a simple and easy-to-implement manner is something I have witnessed first-hand! Anyone committed to improving their results in the business arena (as well as the all-important game of life), can only benefit from reading this book and implementing the wealth of ideas contained in each chapter.

Rik Rushton

Personal Leadership Coach

Insight Personal Development, Victoria, Australia

I first met Fiona Blayney when I flew to Australia from the UK to attend a real estate conference. There is no one like Fiona in the UK, no one with the same in-depth industry knowledge, no one with the same entrepreneurial skill or ability to coach and train a property management team. There was no question that we needed her to work with our business. Fiona visits with us here in the UK as well as providing remote coaching and consulting services, using video conferencing, email and telephone support.

Since working with Fiona our property management business has been transformed. As a business we have become more effective and this has seen profits go from £50,000 last year to us now being on target to do £400,000 this year.

Fiona Blayney has been inspirational in her approach and she clearly cares deeply about the businesses and clients she is involved with.

I would have no hesitation in recommending Fiona Blayney and I have already introduced her to a number of other businesses in the UK who have been equally impressed with the quality of her work. I would describe her as one of Australia’s best exports.

Sean Newman

Director

Newman Estate Agents, UK

Our real estate group has many, regular training sessions and after many and varied trainers over the years Fiona Blayney is a breath of fresh air! She is engaging, entertaining, encouraging and full of relevant knowledge on 'hot topics' for property managers not only new ones, but also Senior PMs who think we know it all!

Her sessions are relevant to those we face in our businesses such as staffing, general issues with everyday management, and building and maintaining a profitable rent roll.

I really look forward to every session because I know I leave them feeling motivated and empowered, and I highly recommend people get on board!

Jo Bowyer

Senior Property Manager, Associate, Licensed Estate Agent

Hocking Stuart, Victoria, Australia

Through her coaching Fiona has helped develop the skills of many of our property managers, including some with several years experience. In doing so she has helped Hocking Stuart present a more professional property management business with the leadership and management skills necessary to ensure a healthy future. Her energy, enthusiasm and determination for her students to successfully negotiate all situations has brought her enormous popularity within our group. Fiona has earned the respect and admiration of everyone she has helped, including those people she has coached and their directors, and indeed the Hocking Stuart group as a whole.

Jackie Hall

Franchise Operations Manager

Hocking Stuart Corporate, Victoria, Australia

After 16 years in the industry what a relief and breath of fresh air to meet a mentor and trainer you can relate to in many facets of property management. It is great to see such a passionate individual like Fiona support and back the property management industry. Keep flying the flag high for property management Fiona!

Zac Karvoun

Director

Rendina Real Estate Pty Ltd, Victoria, Australia

Fiona Blayney is truly an amazing individual. With her wealth of knowledge and experience in the property management field, Fiona has been instrumental in the establishment of our business from the very beginning.

It is clear that Fiona loves her work! Her energy, her passion and her continual delivery of well-crafted planning and strategy has given our business the direction and focus to facilitate a natural growth of 200 properties in our first 12 months!

Personally, Fiona has helped me grow, learn and collapse the limitations that I would have normally placed on myself. As a coach, she has guided me to understand that if you do believe, you can achieve! I am so lucky to know Fiona, both as a friend and as a professional!

Buy this book!

Vasili Hadzellis

Licensee

Opendoor Property Management, NSW, Australia

I first met Fiona Blayney in 2003, at a National Real Estate Conference. Her personality and 'real approach' to property management immediately caught my attention. My thoughts were 'at last someone's on my page'. She combined youthful enthusiasm with professionalism.

As I write this note, it's a matter of hours from the biggest real estate conference that Australia has ever seen. This would not be as successful without Ms Blayney.

Fiona attracts people from both inside and outside this industry, and can make even the most struggling types bear fruit.

Our industry gets more difficult by the minute. NOT to have this young lady in your training corner is a mistake no one can afford to make!

Shane R Stone

Licensed Estate Agent, State Property Manager

Elders Limited, Victoria/NSW, Australia