

## Investor

26 March 2003

# 'Spend plenty because it drives you on to earn more'



RESORT Brokers managing director Ian Crooks . . . reads *The Courier-Mail* for his investment research.

IAN Crooks started Resort Brokers in 1992. It's now the largest broking house of its type in Australia with offices in Brisbane, Cairns-Port Douglas, Bundaberg, Sunshine Coast, Gold Coast, Sydney and Melbourne with a staff of close to 50.

**What is your biggest investment?**

My riverfront home in Graceville.

**What was the best financial tip you were given?**

Spend plenty because it drives you on to earn more.

**What was your best and worst investment?**

My best investment was a riverfront home in Chelmer and the worst investment was a block of land I bought in Waikato (NZ) and after five years I sold it at a loss.

**What investment vehicle do you prefer: property, shares, other?**

Capital growth.

**What type of investor are you?**

A property and share investor.

**What is the source of your investment research?**

Being in the field, reading the business pages of *The Courier-Mail* and *Financial Review*.

**What is your current financial challenge?**

To build Resort Brokers Australia into a multimillion-



dollar business.

**What is your biggest flaw as an investor?**

Impatience. I used to purchase investments thinking I was bulletproof and was never concerned about downturns in the economy which nearly caused me to go into bankruptcy.

**What is your biggest financial extravagance?**

Luxury holiday unit at Main Beach on the Gold Coast.

**What is your key to success?**

Positive outlook and energetic drive to achieve. I drove 2000km a week every week with an objective to building the company I now have.

**What is your financial goal?**

To expand the company so as to provide a multimillion-dollar net bottom line.

**Who controls your household budget?**

My wife.

**Do you get financial advice?**

No.

**Have you ever been ripped off?**

No.

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