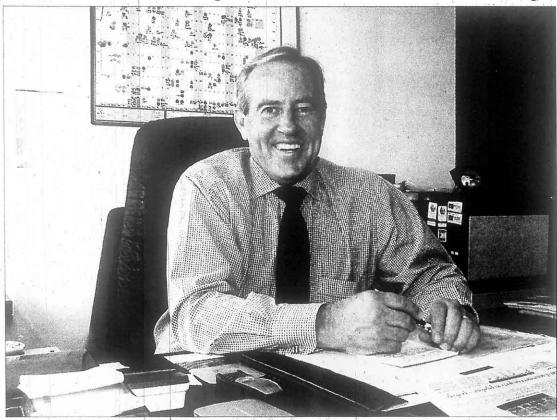
## Investor 26 March 2003

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



RESORT Brokers managing director lan 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 multimilliondollår net bottom line.

Who controls your household budget? My wife.

Do you get financial advice?

Have you ever been ripped off?