

Company: Small Businesses of Australia

Nomination Submitted by: Annette Densham, Award Writing Specialist

Company Description: Award Writing Specialist

Nomination Category: Entrepreneur Categories

Nomination Sub Category: Best Entrepreneur - Real Estate

Nomination Title: Moxin Reza - founder of Investor Partner Group

1. Which will you submit for this nomination, a video of up to five (5) minutes in length or a written essay of up to 650 words? Choose one:

Essay of up to 650 words

2. If you are submitting a video of up to five (5) minutes in length, provide the URL of the nominated video here, OR attach it to your entry via the "Add Attachments, Videos, or Links to This Entry" link above, through which you may also upload a copy of your video:

3. If you are providing a written essay for this nomination, submit in this space an essay of up to 650 words describing the achievements of the nominated entrepreneur since 1 January 2023:

Total 636 words used.

I began my career in data analysis, helping multinational companies create strategic plans. Seeking more meaningful impact, I founded Investor Partner Group (IPG) to help people build wealth through smart property investment.

My data-driven approach led me to develop the FEW Method, a tailored strategy guiding clients at every stage, whether starting out, scaling, or reaching high-net-worth status. I also created The Property Plans, tech platform designed to build sustainable, long-term portfolios.

To empower future property professionals, I co-founded the Australian Property Academy, bridging the gap between theory and practice with actionable insights. My Help Me Buy Property podcast extends this education further, providing accessible advice for all investors.

I authored The Millennial's Guide to Property Investing, a practical resource demystifying property strategies and helping readers design their financial future.

Over the past two years, my business has experienced impressive growth in turnover, profitability, innovations, technology improvements, and recognition.

I've increased the total value of properties transacted, from \$72.64 million in FY 2022-23 to \$121.05 million in FY 2023-24, a growth of \$39.6 million. The number of properties transacted also grew from 117 to 168 during the same period. My client base expanded from 71 clients in FY 2022-23 to 148 clients in FY 2023-24, with 89 new clients joining, including 45 through my Cashflow Real Estate (CFRE) initiative. This growth highlights the success of my client-centric, long-term relationship model.

I raised my marketing budget from \$100,000 to \$310,000, resulting in a fourfold increase in leads and inquiries. My visibility was further boosted through media coverage, including press features on Ticker TV and news.com.au, thanks to my participation in Publicity Princess' Meet the Press events. These opportunities allowed me to showcase initiatives like Real Estate for Women (R4W) and CFRE, attracting a wider audience and driving new business.

Unlike most buyer's agents who focus solely on property acquisition, I deliver an end-to-end service that creates ongoing opportunities for future growth and investment.

My CFRE initiative was a standout innovation, generating \$6.3 million in passive income for my investors in just one year. CFRE delivers high-yield properties in a challenging interest-rate environment, providing a financial advantage for my clients. I address a critical market need: high rental yields and cash flow sustainability despite rising interest rates. CFRE delivers net yields of 9-11%, has created 400+ rented rooms, and generated \$6.3 million in passive income for investors in just one year, evidence of its financial and social impact.

My Direct-to-Vendor Network is significant because it provides access to off-market properties below market value, creating instant equity and delivering savings that competitors can't match.

The R4W initiative, co-founded with ambassador Varsha Banker, equips women, especially single women, with the tools to succeed in property investment. R4W offers pathways to wealth creation, career opportunities, and side hustles, all while maintaining a work-life balance. By equipping 20 women to become buyer's agents, R4W drives meaningful change, expanding opportunities for women while strengthening my network.

Through my Help Me brand, clients access a full ecosystem of services, portfolio advisory (Help Me Plan), development support (Help Me Develop), buyer's agency (Help Me Buy), and tax/SMSF advisory (Help Me Structure). This holistic offering removes the need for fragmented services, saving time and better outcomes.

My focus on long-term client relationships has led to a 70% repeat business rate. Clients typically stay with me for 4.5 years and acquire at least three properties. I have intentionally capped acquisitions at 250 properties per year, ensuring sustainable growth and quality service over transactional volume.

I've been recognised for my achievements, with finalist spots in major industry awards such as the Australian Small Business Awards, REB Awards, PIPA Awards, and AFR's Fast Starters List in both 2023 and 2024. This recognition underscores the success of my business model.

4. In bullet-list form (up to 150 words), provide a brief summary of up to ten (10) of the chief achievements of the nominated entrepreneur since 1 January 2023:

Total 77 words used.

- \$250M+ in property transactions managed
- 400+ clients supported across Australia
- 80%+ referral and repeat business rate
- Helped clients average 3+ properties within 24 months
- 150+ women empowered through Real Estate for Women
- Delivered free biannual portfolio reviews to all clients
- Launched in-house portal integrating strategy, finance, tax, and property tracking
- Built co-living investment model addressing affordability in growth markets
- Established Australian Property Academy for investor education
- Full-service model delivered at standard buyer's agent fee, no hidden upsells

Attachments/Videos/Links:

[Moxin Reza - founder of Investor Partner Group](#)



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