

## **NOTICE OF ANNUAL GENERAL MEETING 2020**

Notice is hereby given that the Annual General Meeting of the Real Estate Institute of Queensland Ltd will be held at 12:00pm, on Friday 30 October 2020.

In consideration of the ongoing risks from the COVID-19 disease outbreak, the meeting will be held electronically, by accessing the following link:

[2020 REIQ Annual General Meeting](#)

### **ORDINARY BUSINESS**

1. Recording of Apologies.
2. Recording of Proxies.
3. To confirm the Minutes of the Annual General Meeting held on 25 October 2019. [2019 AGM Minutes](#)
4. To receive, consider and, if thought fit, to adopt the financial statements for the year ended 30 June 2020 and the related directors' report, directors' statement and audit report available at: [30 June 2020 Financials](#)
5. To confirm the election of Member Directors.
6. To consider and, if thought fit, to pass the following resolution:  
  
That LEO TSIMPIKAS be granted Life Membership of the Real Estate Institute of Queensland Ltd in recognition of his long, continuous and outstanding meritorious service to the Institute. A profile of LEO TSIMPIKAS' service accompanies this Notice.
7. To consider and, if thought fit, to pass the following resolution:  
  
That GEORGE HADGELIAS be granted Life Membership of the Real Estate Institute of Queensland Ltd in recognition of his long, continuous and outstanding meritorious service to the Institute. A profile of GEORGE HADGELIAS' service accompanies this Notice.

8. To consider and, if thought fit, to pass the following resolution:

That LESLIE (LES) THORNTON be granted Life Membership of the Real Estate Institute of Queensland Ltd in recognition of his long, continuous and outstanding meritorious service to the Institute. A profile of LESLIE (LES) THORNTON's service accompanies this Notice.

9. To deal with any other business which may be brought forward in accordance with the company's Constitution and the Corporations Act.

By order of the Board of Directors.



**Katrina Beavon**  
COMPANY SECRETARY  
1 October 2020

# EXPLANATORY NOTES

## RESOLUTION 6 - Life Membership – LEO TSIMPIKAS (Item 6 of Notice)

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Leo Tsimpikas was born on the Greek Island of Rhodes, famous worldwide for the Colossus of Rhodes, one of the Seven Wonders of the Ancient World. The story of his childhood indeed tells us a lot about the tenacious, generous and proud man he was to ultimately become.

Leo's family arrived in Australia when he was eight and settled for the first three years on a banana farm near Mullumbimby. The family moved to Brisbane in 1960, and while he never lived in a house in West End, he attended State High and his life and work have been centred in this suburb. Leo has grown to become one of West End's best-known merchants.

Leo's real estate career is extensive and includes many highlights including working at 'Colossus Realty' run by the legendary Stan Fas. Since becoming a real estate principal and business owner, Leo has operated various franchised and independent real estate offices. This has included, 'Nationwide West End Realty', 'Century 21 West End' and his current business, 'Leo Tsimpikas Real Estate' which was established 22 years ago.

Leo's passion and commitment to real estate is unwavering. He prides himself of delivering exceptional customer service. For this reason, he has maintained client relationships that span up to 40 years.

Leo has been a fierce advocate of the REIQ since he first became a member in 1974. He has encouraged countless real estate agents to become members of the REIQ and has always been committed to REIQ training.

Leo has always been dedicated to community work. In 1988, Brisbane hosted the World Expo 88. Considered by many as Brisbane's coming of age to the world; its love letter to the city was surely the Greek Pavillion, run by Leo. For six months, Leo dedicated himself to welcoming 15 million visitors from around the world to survey Greek art and sculptures from Byzantine to modern-day Greece, to experience the modern-era (and ancient) beginnings of the Olympic Games, to bask in the rich customs and traditions of Greek culture.

Leo was also instrumental in establishing the West End Traders Association in 1985. He has been the President of the Association numerous times and is still actively involved in it. Leo is one of the best known and most loved personalities in the West End. In fact, he is regarded by many as the district's unofficial Mayor!

Leo is a Justice of the Peace and on any weekday between 2pm and 3pm Leo can be found stamping and signing documents in his office, for people who need his service. Leo has been a justice of the peace for more than 36 years.

Leo's real estate business now employs his three children, Tino, Angela and Litsa who have all been inspired by Leo's love of real estate.

## EXPLANATORY NOTES

### RESOLUTION 7 - Life Membership – GEORGE HADGELIAS (Item 7 of Notice)

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The real estate of Brisbane's inner-western suburbs is a subject George Hadgelias knows a thing or two about. Not only was he born, raised and educated within a three kilometre radius of his childhood home in Petrie Terrace, but he has chosen to live and work in the area his entire adult life, and is now a veteran of the property industry with nearly forty years' experience.

George is a natural leader with an innate ability to forge enduring relationships. The opportunity to be deeply engaged in the lives of those around him is what led him to begin his career working as a teacher, first at Petrie Terrace State School and then at his alma mater, Brisbane State High School, before moving into real estate. His passion for helping to shape someone's future (whether it be through a home they rent or buy, or in guiding a member of his team) remained the same, and it's one of the key reasons you'll still find George holding open the doors of Ray White Paddington today, decades after turning it into one of the Ray White group's leading Queensland agencies.

Development of talent is one of George's greatest legacies. Those who have worked with him know that the foundational lessons he imparts, often delivered with cheeky humour, will stand them in excellent stead no matter where their careers lead. The sales agents at Ray White Paddington all learn from George that without trust, there is no client relationship, and that in order to gain that trust, a client's interests always come first. This hardworking team is competitive yet supportive, guided by George's honest and consistent approach.

George's success both as a sales person in his own right and as a business owner is ultimately a result of his unwavering commitment to and passion for real estate. There aren't many people still so enthusiastic and dedicated after decades spent at the top of their industry, and yet, day in and day out, George's big grin remains a familiar sight on Given Terrace. A respected, well-known Paddington local, when not working he is happiest spending time with his family, or watching the rugby with a cold beer in hand.

George joined the REIQ in 1983, was appointed fellow membership in 2015 and continues to be a strong supporter of the REIQ.

#### RECENT RECOGNITION

Elite Business Leader (Qld) - 2018, 2019 & 2020

## EXPLANATORY NOTES

### RESOLUTION 8 - Life Membership - LESLIE (LES) THORNTON (Item 8 of Notice)

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In 1971 and after 3 years of judicious university study, as a young man contemplating what his business career might hold, Les secured a sales position at Sherwood Real Estate at Wacol. Les worked in that role as a salesperson until the Brisbane floods of 1974 and found himself to be the proud owner of the real estate business at the ripe old age of 24.

Les relocated to Goodna where he continued to grow the business and at the peak of Thornton Real Estate, had 6 active real estate offices, located in Ipswich, Booval, Goodna, Upper Mt Gravatt, Logan City, and Aspley. He grew a team of high performing salespeople, many of whom today attribute their successes to the training of Les Thornton. Les has always invested in a wide variety of educational programs throughout the years for himself and his people and was a true advocate for professional development within the real estate industry.

Les holds an almost encyclopaedic understanding of financials in the business of real estate. He knows operational numbers to the last percentage point. Quick to realise the cyclical nature of the industry, Les set about future proofing his overall business by creating what ultimately became one of Queensland's largest privately traded property management portfolios at its sale in 2017.

Les was (and still is) an active member of the Ipswich branch of The REIQ, and lead a resurgence and rebuild of the branch, chairing it from 1990-1993. Les was also an inaugural member of The REIQ's training committee in the late 1970s. Along with the renowned Gordon Postle, he headed up one of The REIQ's early forays into industry training.

In the 80s, Les was cast as an industry renegade for being one of the first Ipswich real estate agents to adopt new concepts called 'Sole Agency' and 'Vendor Paid Advertising.' Les reminisces of the support he had from The REIQ at the time, who supported his 'different' way of doing business.

Les was one of the founding fathers of Professionals Real Estate Group and, from 1976, voluntarily helped grow the brand to 505 offices at that time. Les believed that every new business he could bring to the industry could only be good for his own learning and his own business. Les was the inaugural international Chairman of that Board, and in 2017 was inducted into their Hall of Fame for his contribution to the industry.

Les' personal life has been dedicated to his community and numerous charitable and educational institutions. His generous philanthropy is not widely publicised. Les was awarded Rotary's highest honour after raising well over \$500,000 to help families, many of them uninsured, rebuild their homes after the 2011 floods again devastated parts of Ipswich.

Les joined The REIQ in 1974 and 46 years on, even though he has sold his business and retired, Les maintains his REIQ Membership, attending Ipswich Zone events, the REIQ Summit, and participating as a generous contributor who continues to share his wisdom at various REIQ training events and across the wider industry.