MERIDIAN AUSTRALIA

FOR BUSINESS PARTNERS

THE 2026 EDITION

The Meridian Manual.

Your guide to partnering with Meridian Australia — research-led residential property investment for your clients, and a referral experience built entirely around you.

2011
SINCE
Established

2,500+
TO DATE
Client purchases

$1.6bn+
TOTAL
Purchase value

MERIDIANAUSTRALIA.COM.AU 02 9939 3249

A smarter way to guide your clients into property.

Since 2011, Meridian Australia has helped more than 2,500 Australians invest in residential property with confidence — pairing independent economic research with genuine end-to-end support across the entire purchase journey.

This manual shows you exactly how we work, who stands behind our research, and the engagement strategies you can use to bring the Meridian difference to your clients. Partnering with Meridian is about more than referring a client — it adds genuine, lasting value: mortgage-book growth as investment purchases drive new lending and repeat clients, stronger client retention as you become a more trusted part of their financial team, a wide variety of property types and price points, and a meaningful additional revenue stream.

Proven results

Clients have built highly successful portfolios with us for well over a decade.

Data & research

Detailed analysis of all market fundamentals, using data from leading sources.

Investment panel

Independent property economists offering unbiased views on capital growth.

End-to-end support

We control every moving part, so clients invest professionally with ease.





2011
EST.
Year established

50+
YEARS
Collective experience

2,500+
BUYERS
Client purchases

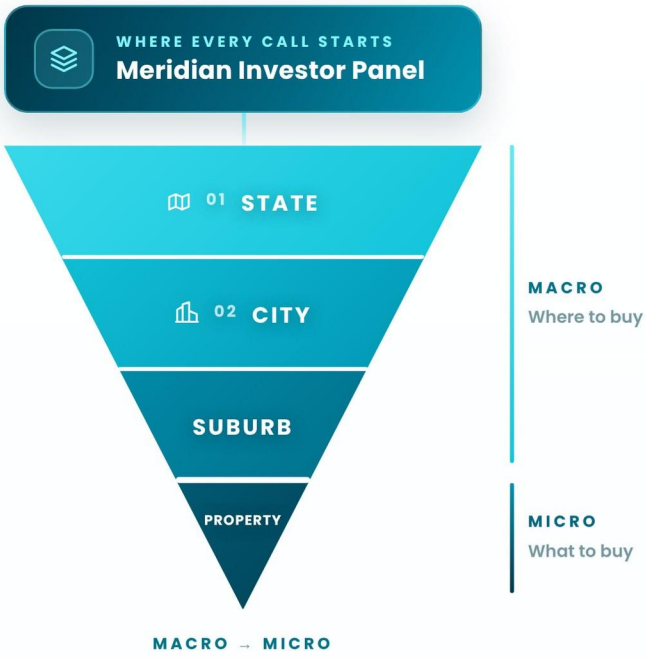
$1.6bn+
VALUE
Total purchase value

Our research model.

The Meridian approach narrows from the national economy down to the individual property — a disciplined funnel that filters every macro and micro fundamental to identify ideal assets in strong markets.

THE MERIDIAN RESEARCH MODEL

From a whole country to one property.



MACRO — WHERE TO BUY

- Economy
- Population growth
- Infrastructure
- Rental yields
- Supply & demand
- Availability of credit
- Affordability

MICRO — WHAT TO BUY

- Property type
- Land value
- Developer & build quality
- Depreciation & yield
- Value for money
- Quality
- Cash-flow fit

8 capital cities → **150+** suburbs screened → **1** property recommended

RESEARCH & DATA PARTNERS

KPMG · Quantify Strategic Insights · The University of Sydney · Cordell by Cotality

The Investor Panel — leading independent economists — meets three times a year to assess the drivers of capital growth in every Australian capital city and major regional centre, forming the foundation of our due diligence.

Meet the panel.

Leading, independent economists — drawn from some of Australia's most recognised research organisations.



Terry Rawnsley

DIRECTOR

An award-winning urban economist specialising in transforming complex urban and demographic data into clear, actionable insights for decision-makers.



Angie Zigomanis

PRINCIPAL

Over 25 years across two of Australia's major independent economic and property consultancies, analysing and forecasting property markets.



Timothy Fisher

PROFESSOR

One of Australia's leading academics, with research expertise in applied econometrics, labour economics, and economic policy and development.

CO

Cordell

BY COTALITY · MARKET INTELLIGENCE

Market intelligence portal providing construction, cost and property data that informs the Panel's independent research.

Triannual cadence. Everything reviewed and analysed in these meetings forms the foundational components of the due diligence that guides clients toward high-performing markets.

Panel & executive team.



Glenn Piper

CEO & FOUNDER · MERIDIAN

Founding Meridian Australia in 2011, Glenn has personally transacted in over 160 investment properties and is passionate about helping others use property as a vehicle for success.



Adam Duffy

PARTNER · MERIDIAN

With a background in financial planning and personal property investing experience, Adam brings a wealth of knowledge to the investment space.



Bradley Wearne

GENERAL MANAGER & HEAD OF RESEARCH · MERIDIAN

With over a decade of research experience, Bradley specialises in analytical and strategic solutions, working hand in hand with the Investor Panel.

MA

Meridian

RESEARCH TEAM

Our internal research team guides clients at every level of the journey — from first-time buyers to experienced investors — with end-to-end support.

The Meridian Way.

A disciplined six-step process that takes your clients from first conversation to a growing portfolio — with Meridian managing every moving part.

1

STEP 01 / 06

Goals & Finance

A fact-finding consultation that builds a clear picture of borrowing ability, so the most suitable property options can be selected.

2

STEP 02 / 06

Property Market Research

The Investor Panel and our internal team identify the markets with the strongest fundamentals, shared as a thorough due-diligence report.

3

STEP 03 / 06

Identification & Negotiation

We identify and secure high-performing properties — typically exclusive, off-market opportunities within our chosen suburbs.

4

STEP 04 / 06

Pre-Purchase Due Diligence

A 50+ page market and property report, an individual cash-flow analysis and an indicative depreciation schedule.

5

STEP 05 / 06

Post-Settlement Guidance

Through our key relationships, we arrange negotiated rates for a reputable property manager and a building inspection.

6

STEP 06 / 06

Ongoing Portfolio Review

Annual reviews of every property, plus continued access to exclusive Investor Panel research and events.

Every step is managed by your dedicated Meridian Australia consultant.

MERIDIAN AUSTRALIA

FOR BUSINESS PARTNERS

Three ways to engage your clients.

Choose the strategy — or combination — that suits you and your clients.

01

Individual client meetings

A personal introduction to a Meridian Property Investment Consultant — in person or by video call, across a detailed 2–3 tier meeting process giving new and existing investors insight and direction on their path.

02

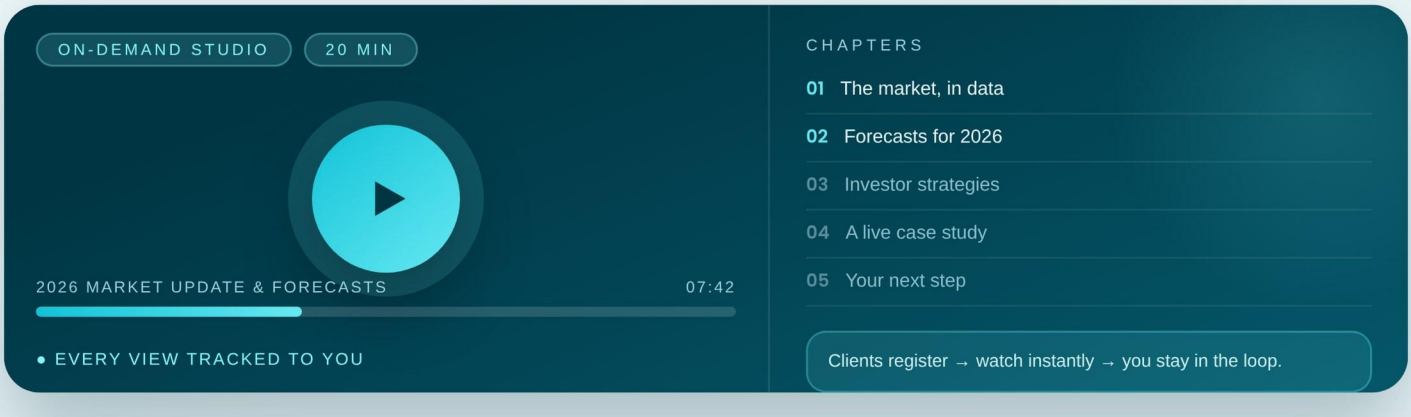
On-demand presentation

A 20-minute education video your clients can watch instantly, tracked to you.

03

In-person events

Bespoke educational events, built for you and hosted nationwide.



Every referral is linked to you in our CRM for communication and commission — and you stay informed at every milestone.

REFER A CLIENT VIA THE PARTNER PORTAL →

YOUR CONSULTATION | IN PERSON OR BY VIDEO



Meridian Consultant

STRATEGY · RESEARCH · NEXT STEPS

You

Your goals · your position · your questions

Individual client meetings.

A simple way to introduce clients to a Meridian Australia Property Investment Consultant — in person or via video call, across a detailed two-to-three-tier meeting process that gives investors real insight and direction.

WHAT YOU GET

- A personal introduction for every referred client
- In-person or video consultations
- A structured two-to-three-tier meeting process
- Insight and direction for new and experienced investors

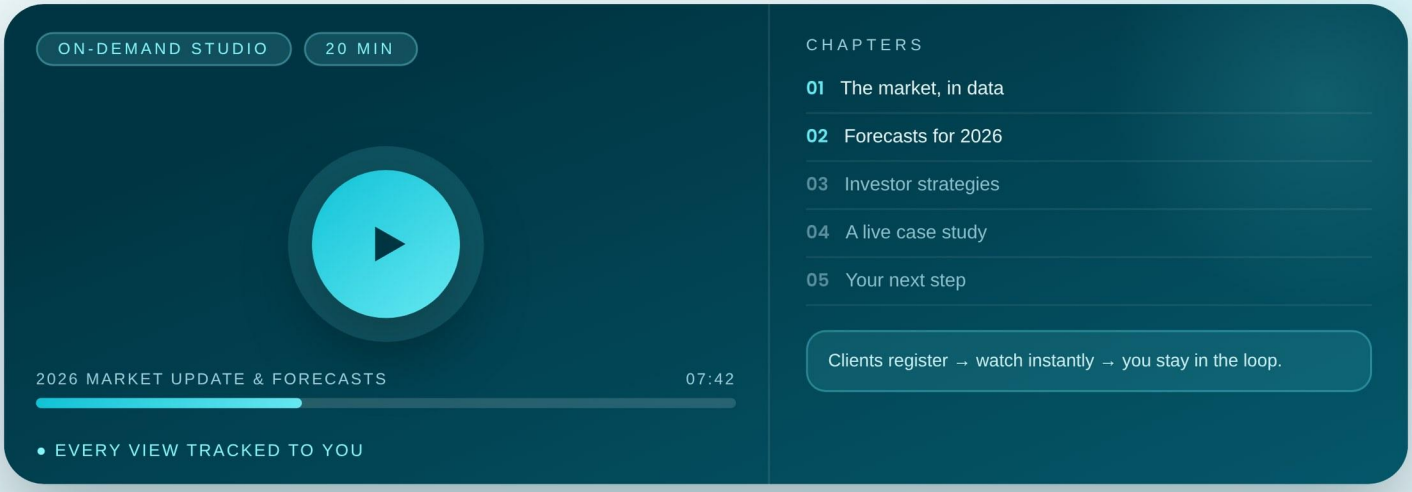
HOW IT WORKS

1. On referral, your client is linked to you in our CRM for communication and commission.
2. A Meridian consultant contacts you first — before your client — to set up the consultation.
3. You stay informed end-to-end: bookings, expressions of interest, settlement and portfolio reviews.

YOU STAY INFORMED AT EVERY MILESTONE — FROM MEETING BOOKING AND EXPRESSIONS OF INTEREST THROUGH TO SETTLEMENT UPDATES AND PORTFOLIO REVISIONS; ON REFERRAL, YOUR CLIENT IS LINKED TO YOU IN OUR CRM FOR COMMUNICATION AND COMMISSION PURPOSES

Refer — We consult — Secure & settle — Portfolio review

REFER A CLIENT VIA THE PARTNER PORTAL →



The On-Demand Studio.

The On-Demand Studio on Meridian 2.0 lets clients instantly watch a tracked, interactive property-education presentation — chapters, live data and a call to action. A unique tracking link means every referral is automatically linked to you.

ABOUT THE PRESENTATION

- Succinct 20-minute educational presentation
- National property market forecasts
- Practical investor strategies
- Live investment property case study
- Meridian Australia service overview

HOW IT WORKS

1. Submit the expression of interest form.
2. Within one business day, receive a viewing link and suggested script to forward to clients.
3. Clients register and get immediate access via email — you're linked to the tracking automatically.
4. A consultant contacts you before speaking with your client.

YOU STAY INFORMED AT EVERY MILESTONE

Refer — We consult — Secure & settle — Portfolio review

PREVIEW THE PRESENTATION →



In-person events.

Bespoke in-person educational events created for you, in a location that suits you — available nationwide, with a unique landing page that tracks every registration back to you.

ABOUT THE EVENTS

- A succinct one-hour educational event
- National property market forecasts
- Practical investor strategies
- Live investment property case study
- Live Q&A with Meridian presenters

HOW IT WORKS

1. Submit your expression of interest by email, with preferred venue and expected guest numbers.
2. Our marketing team runs the event process with you — venue, invitations and presenters.
3. Your unique event landing page tracks every registration back to you.

ENQUIRE · warren@meridianaustralia.com.au

MERIDIAN AI

MERIDIAN AI · EVENT PROMO

Your event, promoted for you.

Meridian AI drafts on-brand invite copy, RSVP follow-ups and social promo posts for every event you host — ready to send, in your voice, in minutes.

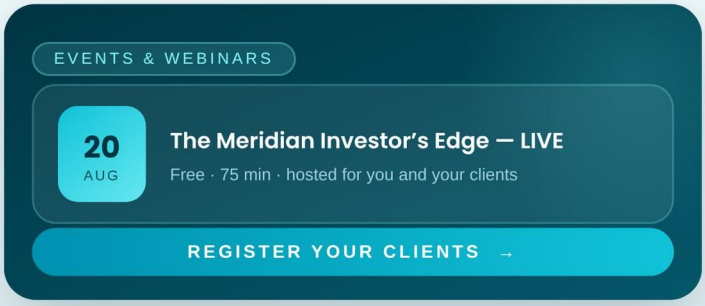
YOU STAY INFORMED AT EVERY MILESTONE

Refer · We consult · Secure & settle · Portfolio review

ENQUIRE ABOUT AN EVENT →

The Business Partner Portal.

Meridian 2.0 gives every partner a command centre — one-click introductions, always-current resources and events built for you.

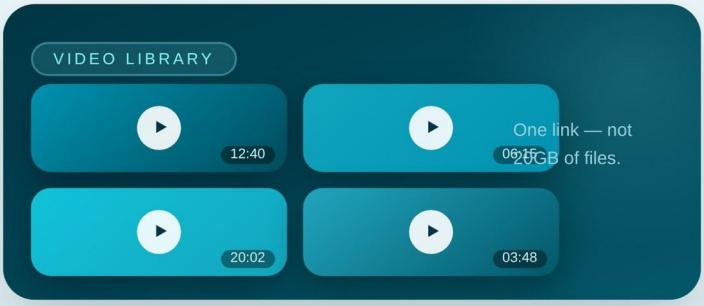


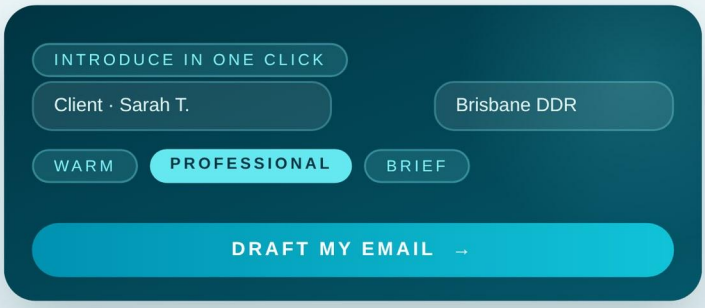
Events, built for you

Bespoke educational events and webinars for you and your clients — we handle venue, invitations and presenters; you host the room.

The Video Library

Every presentation, update and case study — streamable from one branded hub. Share a single link with clients instead of sending huge files.





Introduce a client in one click

Pick a client, a resource and a tone — Meridian AI drafts a ready-to-send, on-brand introduction for you.

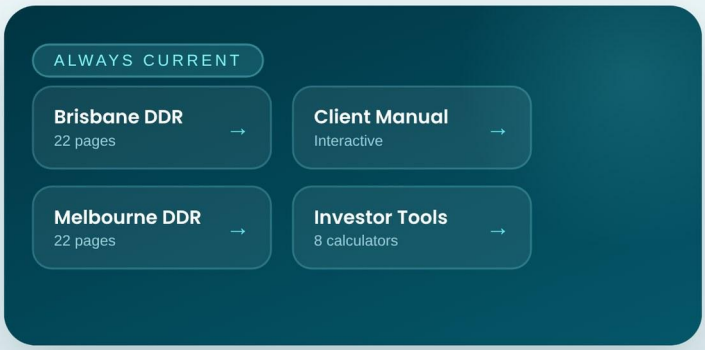
$1,500 for every successful referral* — paid at settlement. Business Partner commission agreements pay 30% (approx. $9,500 + GST average) per referred purchase — speak with your BDM.

REFER & RECEIVE

**Referral reward applies to successful settlements. Terms available on request.*

Portal · assets & intelligence.

Everything you send stays current and tracked — and our AI works alongside our people, never instead of them.

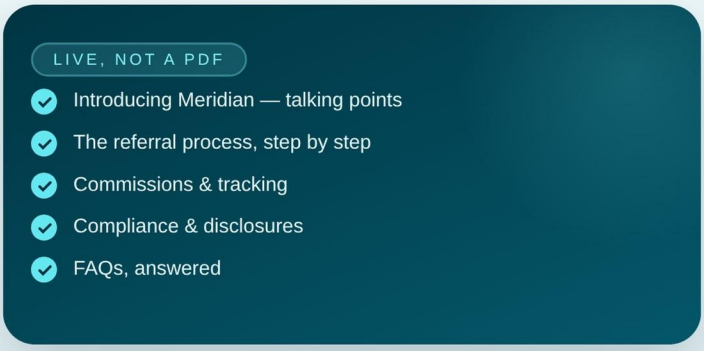


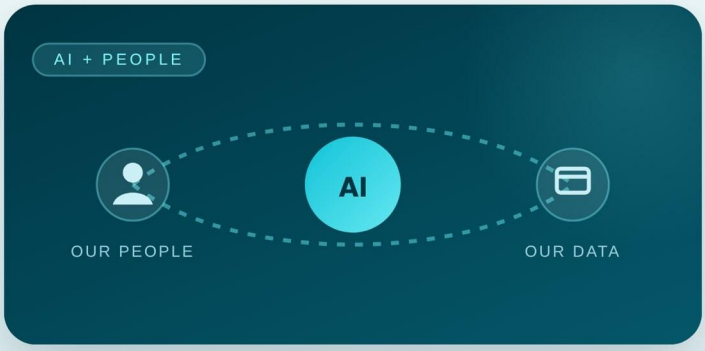
Brochures & reports in one tap

Every DDR, manual and tool — always current, shared by link (never a stale PDF) and tracked to you.

Your partner playbook

Talking points, the referral process, commissions and compliance — live in the portal, always up to date.





AI that complements — never replaces

Meridian AI and LM connect our research, our data and your referrals — so our people spend their time where it matters: with your clients.

AI that connects, people who advise. Our AI links research, data and referrals — freeing our consultants to spend more time with your clients. Log in at **meridianaustralia.com.au/partner-portal**

Past recommendations.

Our past recommendations showcase a cross-section of investment properties purchased by Meridian Australia clients since 2011 — an indication of the wide variety of options we have provided, and will continue to provide, depending on requirements. Each property, carefully selected, has generated a strong performance for the purchaser.



PAST RECOMMENDATION

Upper Kedron, QLD

House | $599,000 (2018) → $1,202,000 (2025)

GROWTH SINCE PURCHASE **+101%**



PAST RECOMMENDATION

Arana Hills, QLD

Townhouse | $507,500 (2019) → $1,000,000 (2025)

GROWTH SINCE PURCHASE **+97%**

Wynnum West, QLD +158%
HOUSE
$515,000 (2015) → $1,330,000 (2025)

Newport, QLD +120%
HOUSE
$556,900 (2018) → $1,225,000 (2025)

Carseldine, QLD +99%
HOUSE
$615,000 (2020) → $1,225,000 (2025)

Jindalee, WA +70%
HOUSE
$675,000 (2021) → $1,150,000 (2025)

Nowra, NSW +59%
HOUSE
$553,750 (2020) → $935,000 (2025)

Alkimos, WA +51%
HOUSE
$595,000 (2022) → $900,000 (2025)








Every recommendation is backed by a **50+ page due-diligence report**, an individual cash-flow analysis and an indicative depreciation schedule — the same rigour applied to every client purchase.

Estimated values as at 2025. Past performance is not an indicator of future performance.

Real people, real results.

★★★★★

I bought three investment properties with the assistance of Meridian Australia. We are incredibly impressed with the outstanding service provided. Their well-researched due diligence and extensive incorporation of experts in the field reassure us that we have made excellent investment decisions.

David · 3 PROPERTIES PURCHASED

★★★★★

From the get-go they have been nothing but helpful, patient and incredibly knowledgeable. We purchased two investment properties and are aiming for another this year.

Jade · 2 PROPERTIES & COUNTING

★★★★★

Meridian's research is sound and all investments have far exceeded performance expectations. I have the utmost confidence in the team.

Matt · PORTFOLIO CLIENT

Ready to refer your first client?

Choose a strategy, refer via the Partner Portal, and stay informed from first consultation through to settlement and annual reviews.

BOOK A STRATEGY CALL

REFER A CLIENT

★★★★★ **2,500+** investors guided • **50+ yrs** collective experience • **$1.6bn+** transacted

Notes.

Space for your own notes on referral opportunities, client conversations and next steps.

MERIDIAN AUSTRALIA

Property investment, done properly.

The information contained in this document is provided for information purposes only and is not to be considered as advice or a specific recommendation. Individual personal and financial circumstances and the needs of individuals differ. All client statements are authentic statements received from Meridian Australia clients. Meridian Australia has relied on third-party data providers in the development of this document; changes in circumstances after preparation may also impact the accuracy of the presented information. Investors should seek professional advice before deciding to invest in any Meridian Australia product. Risk factors — including interest rates, demographic change, market demand and the economic environment — should always be considered.

meridianaustralia.com.au 02 9939 3249 info@meridianaustralia.com.au

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