

# Michael Wilkins | Founder & Director of Property

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## UP CLOSE

The best advice I've ever received?  
Be honest and transparent. It helped  
me understand the importance of  
trust in a business relationship.



**Building wealth on your own is challenging. I always believe you are more likely to reach your potential and succeed when you have a team of the best minds in the business cheering you on from the sidelines. Nuestar\* provides that highly skilled high-performance team and we are genuinely passionate about securing your success.**

I'm Michael Wilkins, Founder and Director of Property at Nuestar\*. I source and secure exclusive off-market property opportunities across Australia for our clients, as a direct result of my vast experience in property acquisition throughout my career. I travel across Australia extensively to conduct due diligence on all aspects of the asset. Over the years, I have built strong relationships with key stakeholders in each asset class. My secret sauce is the ability to be the first to hand-pick a selection of the best assets in the project to offer exclusively to our clients before the product is taken to market.

I've worn many hats over my 20+ year career in property, from sales and marketing to project management to property development.

It's because my career has been so varied that I'm able to see all sides of a property transaction which means nothing escapes my attention!

It was during the time early in my career working for a prominent builder that I discovered my true passion—matching the right people with the right properties to ensure long term success.

I first met Nick Hagen a decade ago. What struck me from that first meeting was his infectious enthusiasm, focus and dedication. It was exciting to find a like-minded person who really valued the same things I did. We decided that if we could promote the education and expertise of trusted partners around tax efficiency, superannuation leveraging and using the bank's money to build your own portfolio, all while providing a proven model of support along the way, we would be able to fulfil our shared purpose—to help others achieve a better life using property as the economic engine. And so, the business was born.

You could say Nick and I are the perfect balance—I run the property side of Nuestar\* using my vast experience in the sector while Nick uses his

qualifications and expertise in neuro semantics coaching to create long-lasting habits in our clients' approach to wealth.

Both Nick and I are strong advocates for creating wealth to support an exceptional quality of life long-term. Alarmingly, over 70 percent of Australians will rely on the pension during what should be the most stress-free period of their lives. Even high-income earners can fall into the trap of spending years working hard only to have nothing to show for it when the salary abruptly stops. It's therefore vital to devise a plan and begin executing a strategy as early as you can to ensure an alternative outcome. That's where our mindset coaching can really unleash our clients' potential.

Nick and I walk the talk, both having built extensive property portfolios over the years, so we know what it's like to be on the journey. Because of this first-hand experience, I get the greatest satisfaction when reflecting on how far a client has come while working with us; how their path to wealth has unfolded from the original "Sliding Doors" moment of joining us. I know we've done a good job when a client picks up the phone and says "We never thought we could do this and look where we are now!". There's truly nothing better.

“What makes us so unique is that we're on the journey with all of our clients.  
We invest in the opportunities too – and that makes it really special.”

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NUESTAR\*

Now that you know a bit more about me, I'd love to know more about you.