

Good company

After working together on a north Queensland cattle station, **Brook Monahan** and **Dave Handley** formed a bond that would endure in business and private life



PICTURE: RICHARD WAUGH

Brook Monahan (38)
Managing Director
Mosaic Property Group

One of my favourite memories from when I first met Dave was when he drowned a LandCruiser ute while we were up north working at the cattle station together. It was flooding and he drove it across a creek with me and another mate in the front and despite us telling him not to we went head first into the raging torrent. The car ended up getting washed away and we just escaped with only our boots and hats. I still like to remind him about it to this day; it's a running joke between us.

My first impression of Dave was that he was a very reserved, hardworking and very honest, straight-up bloke. As our friendship and business relationship has grown, I've come to really admire those qualities.

He's as honest as you'll ever find. We're business partners but we're also best mates.

After 12 months working on the cattle station, I left and we both went on different paths. I started a business and stayed in touch with Dave and then 10 years ago I asked him to join another property fund management business of mine. He became director and part-owner.

We've since worked together on several businesses and then, when I rebranded the development and construction arm of a

former development business into what Mosaic is today, I couldn't think of a better bloke to head up the development side of the company.

Dave's very methodical, very systems-based and does the hard yards on a daily basis. Where my day-to-day role involves more strategy, marketing, finance and managing the team; Dave is the guy behind the scenes making it all happen.

He just gets the job done. There's no fanfare or excuses, he doesn't need a lot of recognition or lime light. It's part of the reason why we've always worked extremely well together; we both have different skill sets and recognise each other's strengths and weaknesses.

The business has grown significantly over the past few years. Our team has more than doubled and our business strategy is now really well entrenched, so we're very clear on where we're heading.

There's no doubt that I wouldn't have been able to grow the business and direction of the brand without the level of confidence I have in Dave. Without him, the business wouldn't be growing as fast or going in the direction we're heading.



We're business partners but we're also best mates

Dave Handley (43)
Director - Developments
Mosaic Property Group

When Brook and I met 17 years ago on a cattle station in north Queensland, I instantly noticed he was a hard worker.

He was a little out there and liked a few pranks but ultimately he wasn't afraid to have a go at anything.

It was pretty good fun back then. We were both footloose and fancy-free. We didn't have any commitments and the sort of work we were doing was pretty exciting.

Not long after we met, he left a box of rotten fish in my bedroom cupboard while I was away. When I came back a week later, you can imagine the smell. So as you can imagine, that did test the friendship in that early stage.

But as that relationship changed, as we matured with our business and our families, it's good to see we both enjoy what we do now at Mosaic as much we did back then when we were two young fellas causing trouble up in north Queensland.

Over the years, we've found we work really well together. We're quite complementary. We have a lot of similarities but our differences are where we seem to work best.

Brook is much more of an extrovert, manning the front of the property development business, whereas I'm more

introverted in a supportive role, making sure there's actually product to sell, controlling the backroom.

We share a lot of common values in the way we like to operate with people, and put a lot of focus on listening to what our clients want, the culture we want for the business and how we deal with external parties.

But I suppose the main reason our business relationship works so well is because we're best mates outside the office as well. Our families live alongside each other and we both have four kids who get along well. It makes it easy to socialise outside the business as well as work in it, which is probably unique but it seems to work well for us.

Brook has a lot of strengths I admire. He has strong integrity and is a man of his word; it's a strength that really stands out in how he operates Mosaic Property Group. He is also extremely generous with his time; even with the amount he has going on, he can always find time to help others. He also has a great work ethic and an ability to get things done.

Three years ago there was a really tough period in the business and I think his ability to stick out the tough times while at the same time growing and expanding the business is a credit to the kind of guy he is.

Having Brook at the helm really makes things a lot easier. You don't have to second guess or worry about the bigger picture, I can just trust he'll get on with the job, make the right decisions about where we are headed and take care of it.

- Jacinda Tutty