



NATIONAL
REAL ESTATE
AWARDS

MIEA

2016
AWARDS PACK

CLOSING DATE : 2ND AUGUST 2016

Take a leadership position
in the industry.

Participate in the industry
National Real Estate Awards
2016!



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TIMELINE FOR AWARDS JUDGING

Launching Date :	24th June 2016
Submission Closing Date :	2nd August 2016
Awards Judging Date :	13th August 2016
Winners Briefing :	19th August 2016
Photo Shoot Submission :	26th August 2016
Award Winners Rehearsal :	30th September 2016
Gala Dinner 2016:	1st October 2016
Post Award Cocktail Reception :	14th October 2016





INTRODUCTION

**“THERE ARE NO SECRETS TO SUCCESS.
IT IS THE RESULT OF PREPARATION,
HARD WORK AND LEARNING FROM FAILURE”**

Colin Powell

MIEA National Real estate Awards is now the leader & most significant award presented to Real estate Agents, Real Estate Firms and Real Estate Negotiators annually. Since the Awards inaugural debut in 2009 it has grown to be Nationally recognized by all real estate stakeholders including the Ministry of Finance and the Board of Valuers, Appraisers and Estate Agents. We are supported by our partners Maybank, MRCB, Propertyguru, theedgeproperty.com and Mudah.my.

The award recognizes the measure of success and pinnacle of achievement of real estate firms, real estate agents and real estate negotiators and a statement of their contribution to the industry as a whole, and the fraternity in particular.

It is an undeniable fact that the winners have achieved wide recognition through the awards from press coverage to National recognition. Business opportunities have grown, networking have widened, recruitment for RENs is easier, public confidence have become stronger, internationally recognized and respected among the practitioners.

Last year we saw a record no of submissions at many state levels and in all categories. We also saw a record attendance at the National Awards night.

We call on all practitioners to unite and make a bid for this year's awards night. The RENs are encouraged for the REN awards especially the MDRT awards which will go a long way to add value to your stature as a professional REN.

Let's make this, our night of celebration, celebrating the best in all of us.

2016 NREAAwards Organizing Committee



THE CHALLENGE TROPHY

The MIEA
National Real Estate Award
is a specially designed trophy

The shape is a free form U icon
that depicts the following:

The free form reflects the
versatility of Estate Agents in
dealing with many types of
properties.

The round base
reflects the world.

The U shape connotes the
unity of the membership in
achieving excellence.

The raised icon and the pointed
edge reflects that the sky is the
limit in what we do and that we
need to do our best and be
focused in our services to clients.



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AWARD CATEGORIES

REAL ESTATE AGENTS AWARD CATEGORY

- REA Category 1: Top Realtor**
- REA Category 2: Top Real Estate Firm**
- REA Category 3: Top Real Estate Firm (State)**
- REA Category 4: Top Rookie Realtor**
- REA Category 5: Residential Real Estate Firm**
5A. Agency firms or branches with 151 or more salespeople (Large)
5B. Agency firms or branches with 51 -150 salespeople (Medium)
5C. Agency firms or branches with 50 salespeople & less (Small)
- REA Category 6: Commercial Real Estate Firm**
- REA Category 7: Industrial Real Estate Firm**
- REA Category 8: Top Project Marketing Firm**
- REA Category 9: Most Innovative Firm**
- REA Category 10: Specialized Projects**
- REA Category 11: Real Estate Website**
- REA Category 12: Million Dollar Roof Top**

REAL ESTATE NEGOTIATORS AWARD CATEGORY

- REN Category 12A: Million Dollar Roof Top**
- REN Category 14: Top REN**
- REN Category 15: Top State REN**
- REN Category 16: Rookie REN**
- REN Category 17: Top Residential REN**
- REN Category 18: Top Commercial REN**
- REN Category 19: Top Industrial REN**



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GENERAL INFORMATION

A. PARTICIPATION

The award is open to all

- i) Registered Estate Agents
- ii) Registered Estate Agency firms
- iii) Certified Real Estate Negotiators.

Both Ordinary / Affiliate Members including Non Members of MIEA are eligible to participate. However, different bidding fees shall be payable. Refer to item J under general information.

B. PARTICIPATING FIRMS

Participation shall be by individual Real Estate offices or branches and not collectively as an organization.

C. QUALIFYING PERIOD

For sales concluded during the corresponding period from 1st January 2015 to 31st December 2015.

D. OPEN AND CLOSING DATE

Entries are open from June 24, 2016 and will close at 12 noon on 2nd August 2016. All documentation should be sent by Registered post/Courier/Hand delivered and should reach the MIEA secretariat by 12 noon on 2nd August 2016.

E. JUDGING CRITERIA

Winners are not judged by sales performance only but on other criteria's as stated under the awards criteria.

F. SERVICE TAX

To ensure accuracy in sales achievement, the judges will strictly base on payment of service tax to Royal Customs Department in the corresponding qualifying period i.e. 1st January 2015 to 31st December 2015. All copies of receipts for the year including payment in February 2015 to be attached and all authentications of sales must correspond with receipts of payment of service Tax

G. CONFIDENTIALITY OF INFORMATION

The award submission(s) received shall be strictly for the use of MIEA. The National awards committee, the Institute and the panel of Judges will undertake to ensure the confidentiality of all information received. All submissions will become the property of MIEA and we reserves the right to use any key information to announce the winners and their achievements



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H. JUDGES

The awards will be judged by a panel of experienced independent judges from outside the Real Estate Profession.

I. AWARDS GALA NIGHT

The Awards Gala Dinner is scheduled to be held on 1st October 2016.

J. ACCURACY OF INFORMATION PROVIDED

All participating firms must provide the information with accuracy and truthfulness. If any information given is found to be false, than the Institute reserves the right to disqualify or to withdraw the award at any point of time before or after the awards ceremony.

K. AUDITOR RESULTS

The results will be tallied and confirmed by an independent Auditor.

L. BIDDING FEE

Please enclosed the bidding fee together for each category and the fee is not refundable

All correspondence, enquiries are to be made to

MIEA Secretariat
Malaysian Institute of Estate Agents





BIDDING FEE TABLE

AWARDS CATEGORY Bidding Fee (RM) Bidding Fee (RM)
Member Non Member

REAL ESTATE AGENTS CATEGORY 2016

AWARDS CATEGORY	Bidding Fee (RM) Member	Bidding Fee (RM) Non Member
1) Top Realtor	1,500	3,000
2) Top Real Estate Firm	1,500	3,000
3) Top Real Estate Firm (State)	1,500	3,000
4) Top Rookie Realtor	1,500	3,000
5) Residential Real Estate Firm		
5A. Large (>151 REN)	1,500	3,000
5B. Medium (51-150 REN)	1,500	3,000
5C. Small (less than 50 REN)	1,500	3,000
6) Commercial Real Estate Firm	1,000	2,000
7) Industrial Real Estate Firm	1,000	2,000
8) Top Project Marketing Firm	1,000	2,000
9) Most Innovative Firm	1,000	2,000
10) Specialized Projects	1,000	2,000
11) Real Estate Website	1,000	2,000
12) Million Dollar Roof Top	1,000	2,000

REAL ESTATE NEGOTIATORS (REN) CATEGORY 2016

AWARDS CATEGORY	Bidding Fee (RM) Member	Bidding Fee (RM) Non Member
12a) Million Dollar Roof Top	1,000	2,000
14) Top REN	1,000	2,000
15) Top State REN	1,000	2,000
16) Rookie REN	1,000	2,000
17) Top Residential REN	1,000	2,000
18) Top Commercial REN	1,000	2,000
19) Top Industrial REN	1,000	2,000





WINNERS IN THE RESPECTIVE CATEGORY WILL RECEIVE THE FOLLOWING AWARDS, INCENTIVES & RECOGNITION

1. National Champion's Trophy
2. A Framed Certificate
3. Award Winners Lapel Pin
4. Press Conference and Media release in the press.
5. Advertisement in Media
6. Announcement of recipients in MIEA official "Award Recipient's handbook".
7. Display of Recipients on photo wall at MAREC Convention.
8. Winners write up in MIEA Dream magazine
9. Permanent listing of winners on MIEA website.
10. The right to use the approved winner's logo in all publications.





STEP BY STEP - ENTRY GUIDELINES

Step 1 – Bidding Process

- a) Select the category you wish to bid.
- b) Complete the Bidding Form and attach with the submissions.
- c) Use one bidding form for each category.

Step 2 – Filling it up

- a) Based on the awards criteria in the respective categories, detail out the requirements section by section.
- b) Highlight reasons why you deserve the award based on each section of the judging criteria in not more than 200 words.
- c) Marks will be awarded based on the facts you have outlined under the respective sections.

Step 3 - Evidence

- a) All entries must provide evidence of sales as required i.e. service tax receipts for the fees collected.
- b) Additional evidence like listing agreement, agreement to purchase, agreement to rent or any documents that proves completion of sale and collection of fees is acceptable.

Step 4 – Attachments

You are required to attach the following

- i) Logo of the firm
- ii) A passport size photograph of the individual person who is bidding for the award
- iii) Attach bidding form together with relevant bidding fee payable to “Malaysian Institute of Estate Agents”.
- iv) Please attach “Entry Form” on the envelop for each category separately.
- v) The “Declaration Form” is compulsory to be signed by the Registered Estate Agent/ Principal of the firm or the branches.

Step 5 – Award Submission

It's compulsory to submit the following

- i) 5 sets of hardcopy for judges
- ii) Softcopy in CD or Pendrive

If you have further clarification, please e-mail your queries to the National Awards Committee, Ms Nanee at projects@miea.com.my or call at 03 - 7960 2577





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**REAL ESTATE AGENTS
AWARD**

REA CATEGORY 1 TOP REALTOR



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INTRODUCTION

This award is presented to a **Realtor (Real Estate Agent)** who has shown great dynamism as a leader in managing his/her Real Estate firm. He/she must have shown exemplary leadership, promoting good agency practise and adhering to the standards of the industry.

**The winner of this award in 2015 is not eligible to submit for two consecutive years*

JUDGING CRITERIA

	Marks Eligible
Section 1: Personal Achievements	
Outline your personal achievements over the qualifying period	25
I. Plan for the year	
II. Sales	
III. Listings	
IV. Recruitment	
V. Retention etc.	
Section 2: Business Development Plan	15
State the main priorities in your personal business plan for the qualifying period and achievement of those plans	
Section 3: Professional Development Plan	15
State what measures you have taken to train & develop yourself to achieve your true potential. Give examples of those plans	
Section 4: Marketing	15
Detail new & successful marketing strategies you have introduced that has resulted in your success.	
Section 5: Service & Support To Firm And Other Staff	15
Give examples of your contribution to the work of your firm and support staff during the qualifying period.	
Section 6: Personal Milestone	15
List your personal achievements, milestones reached, awards received, recognitions that can help show your leadership ability to be an example to other Real Estate Agent's.	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



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REA CATEGORY 2 TOP REAL ESTATE FIRM



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INTRODUCTION

This award recognizes a **Real Estate Firm** that has excelled in Malaysia. The merit is to recognise a model real estate firm irrespective of size, volume of transactions or number of negotiators. They must have shown exemplary achievements in listings, sales, marketing and recruitment. Small, medium or large firms can apply.

JUDGING CRITERIA

Marks Eligible

Section 1: Achievements of the Firm	20
Outline the key achievements of your firm	
Section 2: Business Development Plan	10
State the main priorities in your business plan and achievement of those plans	
Section 3: Professional Development Plan	15
Number of negotiators in your firm and state what measures you have taken to train & develop your staff to achieve their true potential.	
Section 4: Marketing	15
Detail new & successful marketing strategies your firm engaged to achieve your success	
Section 5: Sales Achievement	15
Give exact details on sales achieved for the year and average sales per negotiator.	
Section 6: Listings	15
State number of written Exclusive and Non - Exclusive listings signed up for the year.	
Section 7: Service To Clients	10
Give examples of how your firm has displayed outstanding service to clients	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



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REA CATEGORY 3 TOP REAL ESTATE FIRM (STATE)

INTRODUCTION

One award for each state will be presented in this category. This award recognizes a **Real Estate Firm** that has excelled in the respective state. The merit is to recognise a model real estate firm irrespective of size, volume of transactions or number of negotiators. They must have shown exemplary achievements in listings, sales, marketing and recruitment. Small, medium or large firms can apply.

JUDGING CRITERIA

	Marks Eligible
<p>Section 1: Achievements of the Firm Outline the key achievements of your Firm.</p>	20
<p>Section 2: Business development plan State the main priorities in your business plan and achievement of those plans</p>	10
<p>Section 3: Professional development plan Number of negotiators in your firm and state what measures you have taken to train & develop your staff to achieve their true potential.</p>	15
<p>Section 4: Marketing Detail new & successful marketing strategies your Firm engaged to achieve your success</p>	15
<p>Section 5: Sales Achievement Give exact details on sales achieved for the year and average sales per Real Negotiator.</p>	15
<p>Section 6: Listings State number of written Exclusive and Non - Exclusive listed for the year.</p>	15
<p>Section 7: Service to clients Give examples of how your firm has displayed outstanding service to clients</p>	10
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



REA CATEGORY 4 TOP ROOKIE REALTOR



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AWARDS 2016
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INTRODUCTION

This award is presented to a new **Realtor (Real Estate Agent)** who has been in practise for not more than 2 years. He/She must have shown exemplary leadership, ability to penetrate the market, promoting good practise and having achieved reasonable success as a Rookie Estate Agent

JUDGING CRITERIA

	Marks Eligible
Section 1: Personal Achievements	25
Outline your personal achievements over the qualifying period	
I. Plan for the year	
II. Sales	
III. Listings	
IV. Recruitment	
V. Retention etc.	
Section 2: Entrepreneurial Achievements	25
Give examples of your challenges faced as a new entrepreneur while starting your real estate practise and how you managed to overcome it to your advantage	
Section 3: Business Development Plan	15
State the main priorities in your personal business plan for the qualifying period and achievement of those plans	
Section 4: Professional Development Plan	15
State what measures you have taken to train & develop yourself to achieve your true potential. Give examples of those plans	
Section 5: Marketing	10
Detail new & successful marketing strategies you have introduced that has resulted in your success	
Section 6: Personal Milestone	10
List your personal achievements, milestones reached, awards received, recognitions that can help show your leadership ability to be an example to other budding Real Estate Agents.	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



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REA CATEGORY 5 RESIDENTIAL REAL ESTATE FIRM

INTRODUCTION

This award will be presented to a **Real Estate Firm** who has excelled in **Sales / Rentals under Residential Properties**. This will include revenues from tenancy, lease, project sales and secondary property sales only. There are three sub categories for which an agency firm can apply.

- 5A. Large Firm - From 151 or more Real Estate Negotiators in employment**
- 5B. Medium Sized Firm- From 51 – 150 Real Estate Negotiators in employment**
- 5C. Small Firm- Less than 50 Real Estate Negotiators in employment**

*All RENs must be certified by BOVAEA

Participation for this award shall be for individual Real Estate offices or branches and not collectively as an organization.

JUDGING CRITERIA

	Marks Eligible
Section 1: Sales Achievements	35
List exact details on sales achieved in the Residential Sector for the corresponding period & provide breakdown on concluded sales & rentals	
Section 2: Achievements of the Firm	20
Outline details on the number of Listings done in the year giving breakdown on Exclusive and Non - Exclusive listings	
Section 3: New/Innovative Marketing Ideas	25
Outline details of any innovative marketing ideas that you have introduced and implemented that contributed towards the sales achievement	
Section 4: Number of Negotiators/Recruitment/Training Programme	10
Indicate the number of negotiators as at 1-1-2015 and at the end of the year 31-12-15. Also outline details of your firm's recruitment, training & retention programmes	
Section 5: Other contributory factors	10
Name any other contributory factors that resulted in the achievement of the above.	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words





REA CATEGORY 6 COMMERCIAL REAL ESTATE FIRM

INTRODUCTION

This award will be presented to a **Real Estate Firm** who has excelled in **Sales / Rentals under Commercial Properties**. This will include revenues from tenancy, lease, project sales and secondary property sales only.

Participation for this award shall be for **ONE firm only irrespective of size**.

JUDGING CRITERIA

Marks Eligible

Section 1: Sales Achievements

35

List exact details on sales achieved in the commercial sector for the corresponding period & provide breakdown on concluded sales & rentals

Section 2: Achievements of the Firm

20

Outline details on the number of listings done in the year giving breakdown on Exclusive and Non - Exclusive listings

Section 3: New/Innovative Marketing Ideas

25

Outline details of any innovative marketing ideas that you have implemented that contributed towards your sales achievement

Section 4: Number of Negotiators/Recruitment/Training Programme

10

Indicate the number of negotiators as at 1-1-2015 and at the end of the year 31-12-15. Also outline details of your firm's recruitment, training & retention programmes

Section 5: Other contributory factors

10

Name any other factors that contributed to the sales achievement.

Total

100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words





REA CATEGORY 7 INDUSTRIAL REAL ESTATE FIRM

INTRODUCTION

This award will be presented to a **Real Estate Firm** who have excelled in **Sales / Rentals under Industrial Properties**. This will include revenues from tenancy, lease, project sales and secondary property sales only.

Participation for this award shall be for **ONE firm only irrespective of size**.

JUDGING CRITERIA

	Marks Eligible
Section 1: Sales achievements	35
List exact details on sales achieved in the Industrial sector for the corresponding period & provide breakdown on concluded sales & rentals	
Section 2: Achievements of the Firm	20
Outline details on the number of listings done in the year giving breakdown on Exclusive and Non – Exclusive listings	
Section 3: New/Innovative Marketing Ideas	25
Outline details of any innovative marketing ideas that you have implemented that contributed towards your sales achievement	
Section 4: Number of Negotiators/Recruitment/Training Programme	10
Indicate the number of negotiators as at 1-1-2015 and at the end of the year 31-12-15. Also outline details of your firm's recruitment, training & retention programmes	
Section 5: Other contributory factors	10
Name any other contributory factors that resulted in the achievement of the sales	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words





REA CATEGORY 8 TOP PROJECT MARKETING FIRM

INTRODUCTION

This award is to recognise a firm that has excelled in Project Marketing for developer(s). It can be one project or multiple projects and must showcase the marketing success of the project(s). For this category proof of Service Tax payment is not compulsory for unpaid fees but letter from developer confirming sales will suffice.

JUDGING CRITERIA

	Marks Eligible
Section 1: Sales achievements	30
State the project(s) completed and brief on developer no of units allocated, no of units sold, period of appointment, type of agency appointment, what role played before launch, fees payable by developer and Gross Development Value (GDV).	
Section 2: Achievements of the Firm	25
What was the overall marketing objective and its implementation. What were the challenges faced and how it was resolved.	
Section 3: Marketing Programme	25
Outline the marketing action plans implemented to achieve success and how effective were the plans	
Section 4: Negotiators Involvement	10
State no of Negotiators involved in the sales and how they faced individually	
Section 5: Other contributory factors	10
State other factors that helped in the achievement of success in the marketing of the project (s).	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words





REA CATEGORY 9 MOST INNOVATIVE FIRM

INTRODUCTION

Award given to a firm who has introduced New Innovative Idea(s) that has helped the firm and sales in particular for the corresponding year. You need to showcase how the idea was generated and how it helped the firm.

JUDGING CRITERIA

Marks Eligible

Section 1: Innovation

35

State the New Innovative Idea(s) introduced, how the Idea was born and how it helped position the firm. State in which area the innovative idea was used.

Section 2: Challenges Faced

20

How was the Idea implemented, challenges faced, how it was resolved and in what areas the firm benefitted.

Section 3: Overall benefits

25

State how the Innovative Idea(s) helped the firm overall and sales in particular. State percentage increase in sales as a result of the idea.

Section 4: Collaterals

10

Show proof of Idea in print in Web or in any other areas

Section 5: Other contributory factors

10

What other benefits resulted in the Implementation of the innovative idea(s)

Total

100

*Strictly submit the write up by filling each section as provided. Please highlight in an attachment, why, you deserve the award in not more than 200 words





REA CATEGORY 10 SPECIALIZED PROJECTS

INTRODUCTION

This award recognises excellence by a firm or an Estate Agent who has undertaken a project or sales, which can be considered unique or special. It must be different from a normal real estate transaction e.g. selling an island, reviving an abandoned housing project, contributing to education & training, sales of hotel / building, using a specific tool to increase productivity etc. The committee may consider giving more than one award under this category if the submissions are different, however it must be real estate related. Please specify the name of the “special projects” under which you are bidding for e.g. “Category 10 Specialized projects – Selling an Island”

*Award can be given to more than one person/firm but under different projects categories

JUDGING CRITERIA

	Marks Eligible
Section 1: What Specialized Project& Key Achievements	25
<ul style="list-style-type: none">- Name the specialized project undertaken- The uniqueness of the transactions & how it has impacted the firm- Key Achievements of the projects	
Section 2: Benefits	20
Name how this specialized work benefitted the client or the community at large	
Section 3: Significant Sales	20
Give details how you and your firm benefitted out of this specialized project.	
Section 4: Why the recognition?	25
Please write in not more than 200 words why you think this specialized project needs to be recognized.	
Section 5: Other contributory factors	10
State your personal contribution towards the success of this specialized project	
Total	100



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REA CATEGORY 11 REAL ESTATE WEBSITE

INTRODUCTION

The award will be presented to a **Real Estate Firm** that has the Best Website in the Country based on the following criteria.

JUDGING CRITERIA

Marks Eligible

Section 1: Usability

30

State when the website was developed, how the website is structured, framework of the content, how the user moves through the site and how user friendly is it.

Section 2: Appearance / Content

20

Show pictures of appearance, state appeal factors, show colour & layout, how does the website portray the company brand and state clearly the Real Estate Content in your website

Section 3: Accessibility & Reach

20

State whether the website can be accessed by all devices, search engines, can the website be used in different browsers, state the reach to the public and in what areas has the website helped your firm to position strongly in the market place.

Section 4: Functionality & Interactivity

15

Explain what technology is used in the creation of website, how effectively it links, how fast is the loading of the content, and how well it works on browsers

Section 5: Other contributory factors

15

Attach facts or figures that show visitation to the website, Show ranking as recognised by reputable sources etc. State how it has helped your REN's in marketing their property.

Total

100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



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REA CATEGORY 12 MILLION DOLLAR ROOF TOP (MDRT)

INTRODUCTION

This Award is presented to any **Estate Agents** who have sold in their personal capacity properties and collected a minimum of RM1, 000,000 (One Million Ringgit) in professional fees for the corresponding year. The revenue can be based on either a single or a combination of Residential, Commercial or Industrial sales and rentals. This must be personal sales or co-Agency sales and not team or sales of the firm.

JUDGING CRITERIA

	Marks Eligible
Section 1: Significant Sales Achievement	50
Give full breakdown on all sales achieved during the qualifying period and professional fees earned for each transaction	
Section 2: Significant Listings	20
State number of written Exclusive and Non Exclusive listings for the year (must attach the relevant listing forms of this award)	
Section 3: Marketing	20
List your goals and all marketing strategies which you have adopted that contributed towards the achievement of your sales.	
Section 4: Other contributory factors	10
Name any other contributory factors that resulted in your achievement.	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words





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**REAL ESTATE NEGOTIATORS
AWARD**



REN CATEGORY 12A MILLION DOLLAR ROOF TOP (MDRT)

INTRODUCTION

This Award is presented to any **REN (Real Estate Negotiator)** who have sold in their personal capacity properties and collected a minimum of RM1,000,000 (One Million Ringgit) in professional fees for the corresponding year. The revenue can be based on either a single or a combination of Residential, Commercial or Industrial sales and rentals. This must be personal sales or co-agency sales and not team or sales of the firm.

JUDGING CRITERIA

	Marks Eligible
Section 1: Significant Sales Achievement	50
Give full breakdown on all sales achieved during the qualifying period and professional fees earned for each transaction	
Section 2: Significant Listings	20
State number of written Exclusive and Non Exclusive listings for the year (must attach the relevant listing forms of this award)	
Section 3: Marketing	20
List your goals and all marketing strategies which you have adopted that contributed towards the achievement of your sales.	
Section 4: Other contributory factors	10
Name any other contributory factors that resulted in your achievement.	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



REN CATEGORY 14

TOP REN



NATIONAL
REAL ESTATE
AWARDS 2016
AWARDS PACK

INTRODUCTION

This award is presented to a **REN (Real Estate Negotiator)** who has shown good qualities as a leader in managing of himself/ herself. He/she must have shown exemplary leadership, promoting good agencies practise and adhering to the standards of the industry. They must have shown high achievements in listings, sales, marketing and after sales.

JUDGING CRITERIA

	Marks Eligible
Section 1: Personal Achievements	25
Outline your personal achievements over the qualifying period	
I. Plan and goal for the year	
II. Listings done	
III. Sales concluded	
Section 2: Business Development Plan	15
State the main priorities in your personal business plan for the qualifying period and achievement of those plans	
Section 3: Professional Development Plan	15
State what measures you have taken to train & develop yourself to achieve your true potential. Give examples of those plans including courses or specific training that you have attended.	
Section 4: Marketing	20
Detail new & successful marketing strategies you have introduced that has resulted in your success	
Section 5: Clients Satisfaction	10
Please state what you have done to satisfy your clients and attach any letter of commendation from them	
Section 6: Personal Milestone	15
List your personal achievements, milestones reached, awards received and recognitions that can help show your leadership ability that can be an example to other Real Estate Negotiator's.	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



UNITED RELEVANT PROGRESSIVE

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Fax: +6(03) 7960 3757
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Web : www.miea.com.my



REN CATEGORY 15

TOP STATE REN

INTRODUCTION

One award for each state will be presented in this category. This award recognizes a **REN (Real Estate Negotiator)** who have excelled in the respective state. He/she must have shown exemplary leadership, promoting good agencies practise and adhering to the standards of the industry. They must have shown high achievements in listings, sales, marketing and after sales.

JUDGING CRITERIA

	Marks Eligible
Section 1: Personal Achievements	25
Outline your personal achievements over the qualifying period	
I. Plan and goal for the year	
II. Listings done	
III. Sales concluded	
Section 2: Business Development Plan	15
State the main priorities in your personal business plan for the qualifying period and achievement of those plans	
Section 3: Professional Development Plan	15
State what measures you have taken to train & develop yourself to achieve your true potential. Give examples of those plans including courses or specific training that you have attended.	
Section 4: Marketing	20
Detail new & successful marketing strategies you have introduced that has resulted in your success	
Section 5: Clients Satisfaction	10
Please state what you have done to satisfy your clients and attach any letter of commendation from them	
Section 6: Personal Milestone	15
List your personal achievements, milestones reached, awards received and recognitions that can help show your leadership ability that can be an example to other Real Estate Negotiator's.	
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words





REN CATEGORY 16

ROOKIE REN

INTRODUCTION

This award is presented to new **REN (Real Estate Negotiator)** who has been in practise for not more than 2 years. He/She must have shown exemplary leadership, ability to penetrate the market and in promoting good practise and have achieved reasonable success as a Rookie Real Estate Negotiator.

JUDGING CRITERIA

Marks Eligible

Section 1: Personal Achievements

25

Outline your personal achievements over the qualifying period

- I. Plan and goal for the year
- II. Listings done
- III. Sales concluded

Section 2: Entrepreneurial Achievements

25

Give examples of your challenges faced as a new REN while starting your real estate career and how you managed to overcome it to your advantage

Section 3: Professional Development Plan

15

State what measures you have taken to train & develop yourself to achieve your true potential. Give examples of those plans including courses or specific training that you have attended.

Section 4: Marketing

15

Detail new & successful marketing strategies you have introduced that has resulted in your success

Section 5: Clients Satisfaction

10

Please state what you have done to satisfy your clients and attach any letter of commendation from them

Section 6: Personal Milestone

10

List your personal achievements, milestones reached, awards received and recognitions that can help show your leadership ability that can be an example to other Real Estate Negotiator's

Total

100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



UNITED RELEVANT PROGRESSIVE

REN CATEGORY 17 TOP RESIDENTIAL REN



NATIONAL
REAL ESTATE
AWARDS 2016
AWARDS PACK

INTRODUCTION

This award will be presented to a **Certified REN (Real Estate Negotiator)** who have excelled in Sales / Rentals under Residential Properties and will include fees earned from tenancy, leasing, project sales and secondary properties sales only.

Participation for this award shall be by an individual Real Estate Negotiator.

JUDGING CRITERIA

	Marks Eligible
<p>Section 1: Personal Achievements</p> <p>List exact details on sales achieved in the Residential Sector for the corresponding period & provide breakdown on concluded sales & rentals</p>	35
<p>Section 2: Listing Done</p> <p>Outline details on the number of Listings done in the year giving breakdown on written Exclusive and Non - Exclusive listings</p>	25
<p>Section 3: New/Innovative Marketing Ideas</p> <p>Outline details of any innovative marketing ideas that you have introduced and implemented that contributed towards the sales achievement</p>	20
<p>Section 4: Training Programme</p> <p>Outline details of the training courses attended and how it has helped you to be a Top Real Estate Negotiator.</p>	10
<p>Section 5: Other contributory factors</p> <p>Name any other contributory factors that resulted in the achievement of the above.</p>	10
Total	100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



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RREN CATEGORY 18 TOP COMMERCIAL REN

INTRODUCTION

This award will be presented to a **REN (Real Estate Negotiator)** who have excelled in **Sales / Rentals under Commercial Properties** and will include fees earned from tenancy, leasing, project sales and secondary properties sales only.

Participation for this award shall be by an individual Real Estate Negotiator.

JUDGING CRITERIA

Marks Eligible

Section 1: Personal Achievements

35

List exact details on sales achieved in the Residential Sector for the corresponding period & provide breakdown on concluded sales & rentals

Section 2: Listing Done

25

Outline details on the number of Listings done in the year giving breakdown on written Exclusive and Non - Exclusive listings

Section 3: New/Innovative Marketing Ideas

20

Outline details of any innovative marketing ideas that you have introduced and implemented that contributed towards the sales achievement

Section 4: Training Programme

10

Outline details of the training courses attended and how it has helped you to be a Top Real Estate Negotiator.

Section 5: Other contributory factors

10

Name any other contributory factors that resulted in the achievement of the above.

Total

100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words





REN CATEGORY 19 TOP INDUSTRIAL REN

INTRODUCTION

This award will be presented to a **REN (Real Estate Negotiator)** who have excelled in **Sales / Rentals under Industrial Properties** and will include fees earned from tenancy, leasing, project sales and secondary properties only.

Participation for this award shall be by an individual Real Estate Negotiator.

JUDGING CRITERIA

Marks Eligible

Section 1: Personal Achievements

35

List exact details on sales achieved in the Residential Sector for the corresponding period & provide breakdown on concluded sales & rentals

Section 2: Listing Done

25

Outline details on the number of Listings done in the year giving breakdown on written Exclusive and Non - Exclusive listings

Section 3: New/Innovative Marketing Ideas

20

Outline details of any innovative marketing ideas that you have introduced and implemented that contributed towards the sales achievement

Section 4: Training Programme

10

Outline details of the training courses attended and how it has helped you to be a Top Real Estate Negotiator.

Section 5: Other contributory factors

10

Name any other contributory factors that resulted in the achievement of the above.

Total

100

*Strictly submit the write up by filling each section as provided.
Please highlight in an attachment, why, you deserve the award in not more than 200 words



MIEA NATIONAL REAL ESTATE AWARDS



NATIONAL
REAL ESTATE
 AWARDS 2016
 AWARDS PACK

ENTRY FORM

Please complete this form and attached on the front of the award submission envelop

AWARD CATEGORY

Name of Firm:	FIRM E NO. :
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Name of REA:	E NO. :
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Name of REN:	REN No:
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Member (Membership No: _____) **Non Member**

Please confirm the following:

- I agree to the conditions of the entry outlined in the Award Pack
- I have attached my Award Submission with this form
- I am attaching a CD with relevant information as required.

PAYMENT

Cheque No: _____ Amount: _____

Note : All cheques must be payable to “ **Malaysian Institute of Estate Agents**”

Bank : Public Bank Berhad

Account No : 3184-1974-10

ENTRANT'S SIGNATURE _____

CONTACT INFORMATION

OFFICE ADDRESS _____

CONTACT NO. (OFF)	FAX (OFF)
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HAND PHONE NO.	EMAIL
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MIEA NATIONAL REAL ESTATE AWARDS



NATIONAL
REAL ESTATE
AWARDS 2016
AWARDS PACK

DECLARATION FORM

(To be enclosed with the Entry Form)

Part 1

I/We hereby solemnly declare that all information given in this Award's Submission are accurate and true to the best of my knowledge.

I/We understand that if any of the information provided in the submission is found to be untrue, misleading or is a cause for mis-representation The National Awards Committee reserve the right to withdraw the Awards at any point of time and may cause to publish such information in any media. Upon withdrawal of the Award, the trophy and the certificate shall be returned to the institute.

I/We fully understand and agree that I/We shall not have any right to any legal recourse.

Part 2

I/We affirm and declare that I/We upon having been selected to be the recipient of the this award will abide by the "Award Winner's" charter.

- I. Take up the number of tables allocated for this award
- II. To accept the Advertisement package for the Award Recipients Handbook &
- III. Other packages that may be introduced by the Awards Committee.

Principle / Real Estate :

Negotiator :

Date :

Co. Chop / Rubber Stamp :



Negotiators be certified and
registered with the
The Board of Valuers,
Appraisers and Estate Agents
Malaysia.



NATIONAL REAL ESTATE
AWARDS
2016

Malaysian Institute of Estate Agents (MIEA)
(PPM-001-10-14041977)

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