



A Publication of the Malaysian Institute of Estate Agents

UNITE RELEVANT PROGRESSIVE

D'REAM

FOR INTERNAL CIRCULATION TO MEMBERS ONLY



Inaugural Sabah MASPEX Roaring Success!

INSIDE

National Real Estate
Awards 2015

How much is YOUR
professional fees payable?

**MIEA Continues to Support
Agents to Enhance the
Practice & to Protect Them -
www.propertyagent.gov.my**

Johor Property Market 2015

Greetings from the President and National Council of Management



**New Intake
11 January 2016**

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PREPARATION FOR DIPLOMA IN ESTATE AGENCY

The MIEA Programme Key Features & Benefits

- Taught by professionals and practitioners from the Real Estate industry
- Past year exam questions trend analysis
- Classes on weekends or evenings
- Revision classes will be provided
- Assignments and exams for each module to prepare participants for the Estate Agents Exams

Who should enrol for this course?

- School leavers who are considering a career in Real Estate
- Real Estate Negotiators
- Financial Planners & Wealth Managers
- Bankers and Mortgage Officers
- Property investors / developers' sales personnel
- Lawyers/ Insurance Agents/Auctioneers
- Retirees and those considering a career in Real Estate



Assessment

Students will be assessed through assignments and a final examination for each module. Assignments will be given at the first class and examinations will be held after completion of each module. These examinations will be in the same format as the **BOVAEA's Estate Agents Examination**.



Entry Qualification

- Minimum of MCE/SPM with 3 credits and 2 passes.
- One of the credits must be in either Mathematics, Science, Accounts or Commerce.
- Pass in Bahasa Malaysia at SPM level or equivalent.
- Minimum age of 17 years old to sit for the Estate Agents examination conducted by the BOVAEA.

Venues

Petaling Jaya	Unit C-27-05, Dataran 3 Dua, No.2 Jalan 19/1, 46300 Petaling Jaya, Selangor, Malaysia
Penang	MIEA Training Centre (Penang) Unit 8 & Unit 10, 5th Floor, Axis Complex 35 Jalan Cantonment, 10350 Penang
Johor	MIEA Training Centre (Johor) No. 33-02, Jalan Putra 1, Taman Sri Putra 81200 Johor Bahru, Johor
Sabah, Kota Kinabalu	Kinabalu College Level 3, 3rd Floor, Wisma Sabah 88817 Kota Kinabalu, Sabah
Sarawak, Kuching	MIEA Training Centre (Sarawak) No. 18-S, First Floor, Wisma Keretapi Lorong 14, Jalan Tun Ahmad Zaidi Adruce 93200 Kuching, Sarawak

For more information, login to www.miea.com.my



The Malaysian Institute of Estate Agents

The Malaysian Institute of Estate Agents (MIEA) is a recognised body representing all Registered Estate Agents in the country.

The Institute Theme

“ UNITED RELEVANT PROGRESSIVE ”

The Estate Agents' biggest and single most challenge is to be united. Unity is the binding factor that will allow us to have one voice, one common goal and one vision. Estate Agents must take pride and take ownership of the practice by working together for the common goal of the profession. As the old adage says, "Unity is strength, and strength is mighty". The call is for the leadership, the council, the members and the negotiators to work in unison and in unity to tackle the daily issues we face.

The Institute must be relevant to the members by meeting their expectations. The programmes, activities will all be aligned towards this goal. By the same token members must also be relevant to the institute by participating in the committees, programmes and to give ideas & feedback.

When one is united there is peace & harmony, and when there is relevance there is respect. When this is achieved there will be progress. When we progress there is growth, growth leads to betterment of our business and our lives and as a result we achieve recognition, respect and success. Only then can we bring change to the industry and be a dynamic Institute.

Guide For Contributors

Articles to be considered for publication are required to adhere to the following guidelines.

Submission of Manuscripts

Manuscripts must be submitted in English. Authors must provide original, unpublished work not under consideration for publication elsewhere. A copy of the manuscript together with original figures and tables must be submitted to the Editorial Board. Manuscripts, figures, tables and disks will not be returned to the author.

All illustrations, figures or tables in the article must be captioned, in clear black and white and ready for reproduction. Illustrations such as maps, pictures, etc must be submitted with a copy of the original photographs and clearly marked and captioned for clear reproduction.

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D'REAM is an acronym for "The Real Estate Agents, Malaysia".

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EDITOR'S NOTE

A friend said to me recently "Time flies when you are busy". I couldn't agree more. 2015 has been an eventful year for MIEA. As a new councillor, I am amazed and impressed to find out how dedicated and passionate the past and present MIEA Council of Management have been working tirelessly to develop, protect and elevate our Real Estate Industry.

MIEA organised many major events this year - MAREC '15, MASPEX Johor, MASPEX Penang, National Real Estate Awards (NREA) & MASPEX Sabah. MASPEX Sabah is the cover story of this issue as this is the first time MASPEX was held in Kota Kinabalu. Another highlighted event is the NREA. This black-tie event held on 3rd Oct 2015 at Sime Darby Convention Centre recognised the Crème de la crème of Real Estate professionals in the industry.

Many training programs were also provided by MIEA, like Negotiators Certification Course (NCC), Preparation for Diploma in Real Estate, Train the Trainers, just to name a few. MIEA sets out to promote and elevate a high standard of conduct and professionalism among the practitioners. Do check out the coming programs in this Bulletin under 2016 Training Programs.

Last of all, I have added a few interesting topics in this issue to make the bulletin more relevant and intellectually entertaining to our members. Again, I welcome any comments, new ideas and interesting articles.

Thank you for all your support in 2015. We at MIEA wish all our members Merry Christmas and Happy New Year!

Billie

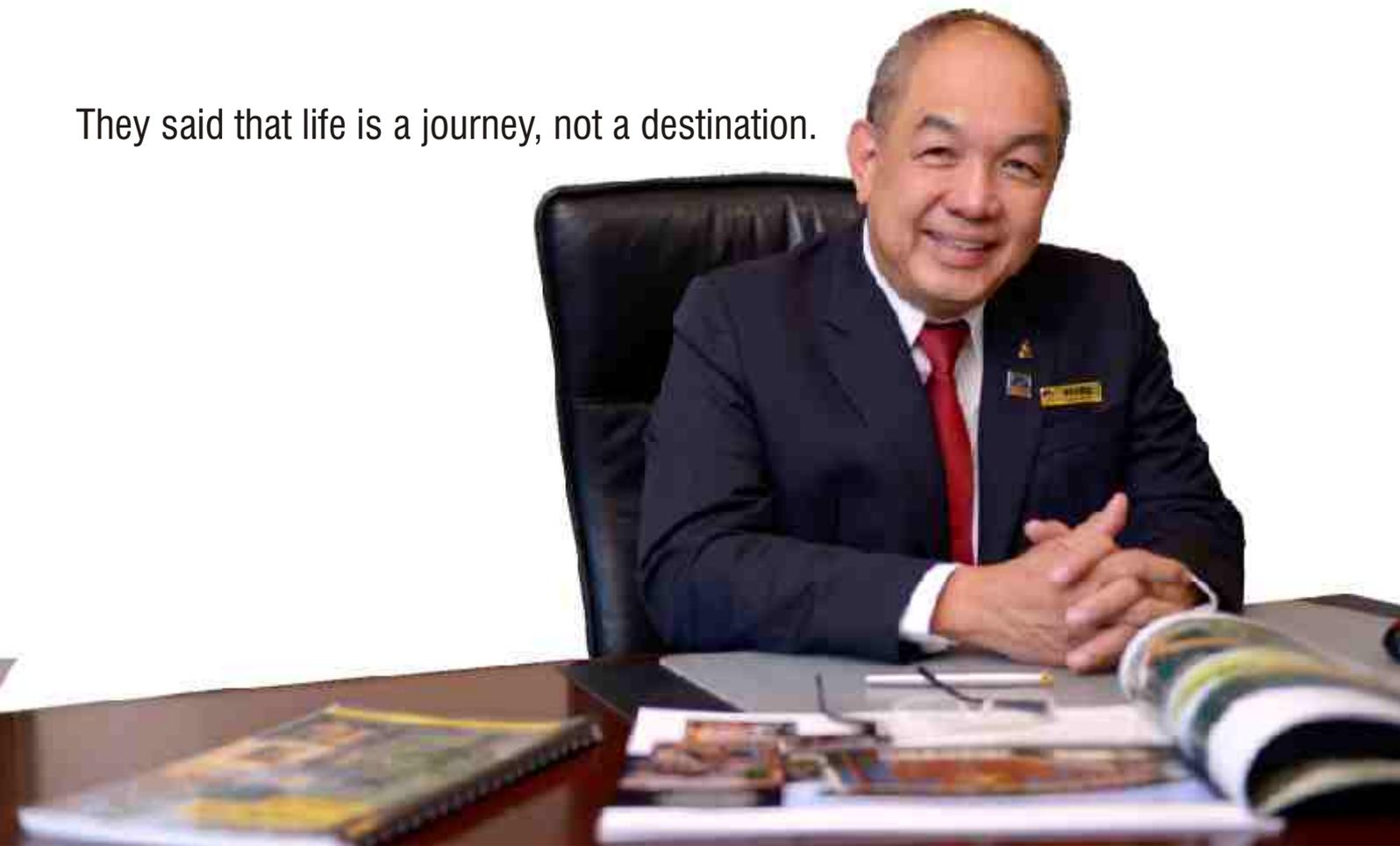
Editor, D'REAM Bulletin



OBJECTIVES OF THE INSTITUTE

- To unite those engaged in the Estate Agency Practice for the purpose of extending beneficial influence on the profession and related interests.
- To promote and maintain a high standard of conduct amongst members in accordance with the Code of Ethics of the Institute.
- To improve the technical and general knowledge of persons engaged in the profession.
- To develop and foster and maintain relations between members of the institute and to provide a platform for the networking and exchanging of ideas and opinions amongst practitioners.
- To provide for the upholding of the honour, reputation and status of members.
- To provide for the training, education, examination of persons practicing or intending to practice as estate agents, or who are otherwise employed or engaged in the profession.
- To represent members in discussion and dialogues with other trade/industry bodies and Government agencies.
- To safeguard and protect the interest of the general public against fraud by practitioners or illegal agents.
- To elevate and encourage the maintenance of a high level or professionalism amongst practitioners.

They said that life is a journey, not a destination.



Message from The President

They said that life is a journey, not a destination. I can attest to that, especially the life of your MIEA 16th President after six (6) months. From the start, it was all about defining the destinations or the forward looking initiatives to bring MIEA to greater heights. Getting the right team of Councilors, committee members and volunteers, both in Headquarter and states level to work towards these initiatives were made easier with these clearly defined plans of actions. I am glad to inform members that despite the challenges of the gloomy economic environment, we are now well aligned for the challenges ahead. Thank you for the enthusiasm and commitment by each and every one in the team.

They said that play hard, work hard and enjoy the fruits of your achievements. Next year will be MIEA 40th year anniversary celebration. It marks another milestones in the life of our beloved institution to a matured age. We have set up a special committee to organize monthly activities as part of the celebration to position and brand MIEA into the next level. Your participation will be most important for the success of all these programs and events which are all planned with you as members in mind.

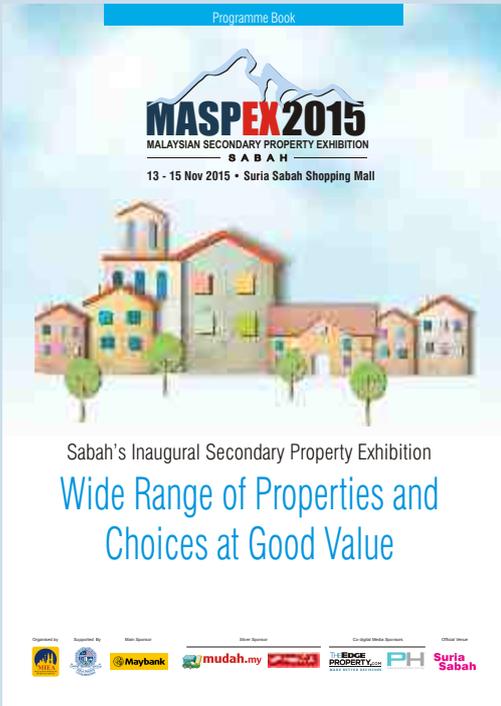
They said that “when the going gets tough, the tough gets going”. Yes, that is the life of the real estate professionals who are mainly focused on getting the sales transactions done with satisfied Sellers and Buyers signing on the dotted line of the agreement happily. There are some who want to get things done fast

and employed unprofessional ways to gain advantages. Here, I am referring to the illegal brokers. In the long run, it will not work as the long arm of the law will catch up on them. We have an organized and proactive approach in place to handle these illegals brokers. All of us are aware that the way forward is to be well trained through good educational and training programs and branding ourselves professionally to make a distinction. It is the long haul that we are after, and the journey of this progress requires a lot of patience and support from all of us.

As the year draws to a close, we are glad to inform MIEA members that all the programs for year 2015 had run smoothly. There are areas that we will be improving to better serve you. It is our fervent hope to make the year 2016 another progressive year for you and MIEA.

On behalf of the National Council of Management and Staff, we wish all of you Happy New Year and a great year ahead.

Yours truly
Erick YT Kho, MIEA 16th President



The inaugural Malaysian Secondary Property Exhibition (MASPEX) Sabah 2015 which ran from 13th to 15th November at Suria Sabah Shopping Mall had showcased 36 booths showcasing 3,000 properties in the secondary market worth over RM1.6 billion.

MIEA Sabah state chairman Henry Tai said "Property transactions have slowed down. This is the result of the property correction measures by the government which we expect to run for another one to two years. The value and volume of property transactions have dropped significantly and will continue to shrink,"

Tai also noted that the majority of residential property transactions fall within the RM400,001 - RM500,000 bracket and some of these property hotspots in Kota Kinabalu are Likas, Luyang and Jalan Lintas.

"Due to high land prices within the city area, most developers have moved to the fringes and nearby north and south towns, which are gaining traction," he adds.

According to Tai, stringent lending measures coupled with the marked decrease in new property launches have inadvertently created a stronger interest for secondary properties, especially landed properties among the growing number prospective purchasers, tenants and investors.

Tai said people in Sabah are buying more secondary properties than new ones, and that out of 5,122 residential property transactions in Sabah, 83.9% or 4,298 transactions were secondary properties.







First secondary property expo in KK Nov 13-15, 2015

November 13, 2015
7:46pm



... (IGNABALI). The Malaysian Real Estate Association (MASPEX) which is the only other and exhibit and promote their...
... (MASPEX) will be recognized as the first time home buyers or...
... first ever MASPEX was held in it...
要聞
MASPEX 2015
泰隆保險箱專業服務在MASPEX展銷會贊助
【星洲十三日訊】泰隆保險箱專業服務在MASPEX 2015展銷會中，以「專業、誠信、服務」為宗旨，為買家提供專業、誠信、服務。泰隆保險箱專業服務在MASPEX 2015展銷會中，以「專業、誠信、服務」為宗旨，為買家提供專業、誠信、服務。泰隆保險箱專業服務在MASPEX 2015展銷會中，以「專業、誠信、服務」為宗旨，為買家提供專業、誠信、服務。

24 | 2015年11月14日 星期六

封底聚焦



陳樹傑：二手房產不斷增值



陳樹傑與沙巴地產協會主席...

抓緊時機在沙置業

【星洲十三日訊】沙巴州副總督陳樹傑表示，隨著國內外的投資資金湧入，沙巴房地產市場正處於一個極佳的發展時機。他呼籲買家抓住這個機會，在沙巴置業。陳樹傑指出，沙巴房地產市場在過去幾年來一直處於穩定增長的狀態，這主要得益於沙巴州政府的積極投資和發展。他認為，沙巴房地產市場具有巨大的潛力，買家應該抓住這個機會，在沙巴置業。



陳樹傑：二手房產更搶手



陳樹傑與沙巴地產協會主席...



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陳樹傑與沙巴地產協會主席...



陳樹傑與沙巴地產協會主席...

沙巴新聞

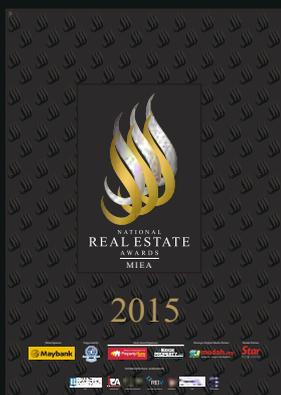
陳樹傑：去年交易 8926 項

沙房地產不斷增值



陳樹傑與沙巴地產協會主席...

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The National Real Estate Awards 2015 celebrated the finest real estate agents and negotiators in Malaysia on 3rd October 2015 at the Sime Darby Convention Centre in Kuala Lumpur.

The black-tie event was attended by 750 guests that included real estate agents, negotiators, property developers, financial institutions and representatives of related industries.



List of Winners for MIEA National Real Estate Awards 2015

Real Estate Agents:

- **Top Realtor of the Year**
Datuk Adrian Wang Fook Ping, CBD Properties Sdn Bhd
- **Top Real Estate Firm of the Year**
Hartamas Real Estate (M) Sdn Bhd
- **Top Real Estate Firm (Perak) of the Year**
New Ipoh Properties
- **Top Real Estate Firm (Penang) of the Year**
Property Talk
- **Top Real Estate Firm (Sarawak) of the Year**
Kozin Real Estate Sdn Bhd
- **Top Rookie Realtor of the Year**
Raphael Wong Wai Kit, Real Estate Finders (MY) Sdn Bhd
- **Residential Real Estate Firm (Small) of the Year**
Full Homes Realty (Kota Kemuning)
- **Residential Real Estate Firm (Medium) of the Year**
Property Hub Sdn Bhd
- **Commercial Real Estate Firm of the Year**
Hartamas Real Estate (M) Sdn Bhd
- **Industrial Real Estate Firm of the Year**
Royale Rich Real Estate Agent
- **Top Project Marketing Firm of the Year**
Hartamas Real Estate (M) Sdn Bhd
- **Most Innovative Firm of the Year**
Zerin Properties
- **Specialised Projects of the Year**
Knight Frank Malaysia Sdn Bhd
- **Real Estate Website of the Year**
Zerin Properties
- **Million Dollar Roof Top:**
Harry Goh Kim Yang, Royale Rich Real Estate Agent
Teo Zi Lin, Zilin Properties

- **Lifetime Achievement Award**
Mr Stephen Tew, Hectares & Stratas

Real Estate Negotiators

- **Top Real Estate Negotiator of the Year**
Wong Yau Long, Cornerstone Realty
- **Top State (Sarawak) Real Estate Negotiator of the Year**
Colin Wong Yek Fong, H. Simon Real Estate
- **Rookie Real Estate Negotiator of the Year**
Chris Tee Hwa Khuan, Property Hub Sdn Bhd
- **Top Residential Real Estate Negotiator of the Year**
Nick Lu Weng Kong, CBD Properties Sdn Bhd
- **Top Commercial Real Estate Negotiator of the Year**
Lim Yoong Siang, Hartamas Real Estate (M) Sdn Bhd
- **Million Dollar Roof Top:**
Shermine Lim Kwee See, CBD Properties Sdn Bhd
Gerard Chan, Three Acres Real Estate Sdn Bhd
Wong Yau Long, Cornerstone Realty
- **Top Online REN 2015:**
MIEA-theedgeproperty.com Top Online REN of the Year
Irene Chua Hui Siang, Leaders Real Estate
MIEA-PropertyGuru Top Online REN of the Year
Norafiza binti Arifen, Chester Properties Sdn Bhd (Taman Desa)





Award Winners - Point Of View



Wong Yau Long



Irene Chua Hui Siang



Nick Lu



Colin Wong Yek Fong



Y S Lim



Chris Tee Hwa Khuan

Why do you choose real estate as your career?

I've always been interested in finance and investments. As I was contemplating whether to venture into the financial sector or the real estate industry, I remember my father used to say this:

"Everything in this world grows older but property is different. It gets younger"

He explained further that the longer we hold on to the property ownership, the value goes up. It gives you higher returns. That's when I made the decision to go into the real estate business. That was back in year 2005.

Wong Yau Long, Cornerstone Realty

I sold my first property when I was 18 years old while working for a developer at the same time taking night classes for Diploma in Marketing. Although the Developer specifically advertised for someone with a minimum of 5 years working experience and with a degree, I nevertheless requested for a job interview with only a SPM certificate. During the interview, I presented myself as an overly enthusiastic young chap who wanted to sell properties badly. Eventually, I managed to persuade the boss to hire me as his sales executive and requested to start work as soon as possible. He reluctantly informed me I could start the following week while half smiling, then started to laugh and shake his head. That was how I got my foot into the property industry.

At that time, I had an overwhelming desire to sell properties because I knew that I can make a decent amount of money, I need to sell something expensive and properties are the most expensive thing when I was 18 years old. If there was aeronautical industry in Sarawak, you probably won't find me in this industry. You would probably find me selling aeroplanes, because aeroplanes are much more expensive than properties.

Colin Wong Yek Fong, H.Simon Real Estate

What will be your advice to new negotiator today?

Negotiators need to understand that the real estate business is a cyclical business. Ups and downs are part and parcel of the business. Therefore, ride with the highs and prepare for the lows. Always keep a positive mindset and when faced with challenges, remember this fact. "Success in life comes not from holding a good hand, but in playing a poor hand well." - Denis Waitley

Wong Yau Long, Cornerstone Realty

There's no end road in learning, I learn and re-learn. To be success this industry, you have to love your job and ignore the voice that pulls you back.

Irene Chua Hui Siang, Leaders Real Estate

Stay focus in what you do & be honest to your customer. U give them your trust and they will give u their dreams.

Nick Lu, Senior Negotiator, CBD Properties (Mont Kiara) Sdn Bhd

Always aim to be the top 10% of the industry, even from day one of you becoming a negotiator. It means that you really need to go deep, learning everything you can about property and use your knowledge to provide value to the clients that you are serving. With that in mind and the results you will have in hand, you will be immune to the property cycle. You will always have more business than you can handle no matter what economic cycle you are in.

Colin Wong Yek Fong, H.Simon Real Estate

Understand your client requirement & expectation then match the best product in the market for them, consistently follow up and get back to client question within 24 hours if possible

Y S Lim, Director, Corporate Real Estate Services, Hartamas Real Estate (Malaysia) Sdn Bhd

Is property website advertisement your main marketing strategy? If Yes/No, Why?

Yes and No. In this digital age, going online is inevitable.

However, in this current economic sentiments, the response from this channel is not so encouraging. Other than digital marketing, there is a need to increase our marketing activities through personal selling such as road shows, sales events, cold calling, asking for referrals and networking activities. We don't just depend on one marketing channel.

Wong Yau Long, Cornerstone Realty

I believed there is no result without sacrificing or putting effort to my job, I started to reading more books and magazines related to real estate in order to improve my knowledge in all areas, I also started to do more networking as I believed my business shall expand if my network expanded. Advertisements is very important also....My two favourite tools in The Edge Property are the Transaction Finder and Location Scan. They make research so much easier. I previously search for information on past transaction but now I just need to search on theedgeproperty.com to get a reference price of the property. The mortgage, tax and rental yield calculators on the theedgeproperty.com are also very useful in helping my clients figure out their budget.

Irene Chua Hui Siang, Leaders Real Estate

In the beginning yes. That's to get yourself in the market & make yourself busy with people that are shopping around. The real customers are the ones that were referred to by other customers or friends. Work on them hard because eventually you won't want to depend on advertising. I've stop advertising heavily in the past 3 years because I've got enough referrals to work on. Referrals take years to build & that's where your credibility comes in a long way. Give that extra mile to that potential & it will come back in a good way either one way or another.

Nick Lu, Senior Negotiator, CBD Properties (Mont Kiara) Sdn Bhd

How do you push through your worst time?

Having almost given up when my confidence was at its lowest, I attribute my success to sheer persistence and the motivation and guidance afforded me by my agency, Property Hub. Drastic times also called for drastic measures and it was a personal commitment (and investment in myself) when I undertook a personal loan of RM26,000 to supplement two years' worth of savings in a 'Do or Die' venture. Giving up was never an option and my attitude then was to keep on believing and to settle for nothing less and to manifest my future as I saw it. A change of mindset and unreservedly trusting the guidance provided by Property Hub's leadership has brought me to where I am today.

Chris Tee Hwa Khuan, Senior Real Estate Negotiator, Team Leader - Mont Kiara Division

What are the mistakes you made on your path to success?

The mistakes are many and are as varied as you can imagine. But the biggest mistake one can make is not learning fast enough to correct your weakness and have a lackadaisical attitude about your work and your performance on a daily basis. Always aim to improve in managing your time, your energy and the quality of communications with your clients. Constantly look for ways to improve.

Colin Wong Yek Fong, H.Simon Real Estate

Mistake is a learning process and make sure never repeat the same mistake

Y S Lim, Director, Corporate Real Estate Services, Hartamas Real Estate (Malaysia) Sdn Bhd

MOU SIGNING

MIEA and West San Gabriel Valley Association of REALTORS (WSGVAR)

3rd of August 2015 • MIEA Secretariat



Erick with WSGVAR's President Tom Berge, Jr.

The Signing the MOU between MIEA and West San Gabriel Valley Association of REALTORS (WSGVAR) on the 3rd of August 2015 at MIEA Secretariat was part of the Vision and Mission of International Liaison Portfolio as follows:-

Vision :

Empowering Malaysian Real Estate Agents to do business borderlessly around the world

Mission:

Bring forth opportunities and open doors to Malaysian Estate Agents to enhance their knowledge in global real estate tools, technology, education and networking, as dictated by the ever-growing demands of the global competitive real estate market. Initiating a dialogue and establishing relationships through a MOA/MOU program and exchanging and sharing insights on ways and means to improve relationships with cross border partners.

Engaging and collaborating with the readily-available connections with the NARs cooperating associations in the Asian region and beyond to help improve and develop relationships with Malaysia's neighbouring countries in the real estate industry.

MIEA was happy to receive the California Realtors from WSGVAR who were on a Trade Mission to Asia with Malaysia as one of the countries they visited.

MOU signed between the two associations will open doors for MIEA members to engage in cooperative efforts as follows:- a) Both parties will promote and adopt each other codes of ethics and advancement of the professionalism in the real estate industry b) Both parties will promote and facilitate cooperative agreements between and among MIEA, MIEA members and WSGVAR, WSGVAR members c) Each party will cooperate with the other party's members who may be working in its market, in collaboration with its own members.

After the signing of the MOU and a photo session in MIEA's secretariat, International Liaison Committee members were proud to introduce and arrange a property tour of Tropicana Golf and Country Resort Township for the California Realtors.

Subsequently, we adjourned to Kuala Lumpur city centre to the Sales Gallery of Tropicana The Residences (serviced residences on top of the W Hotel in Kuala Lumpur City Centre) where our California realtors get to mingle and network with our members.



A Night To Remember



2ND MIEA SARAWAK BRANCH ANNUAL DINNER

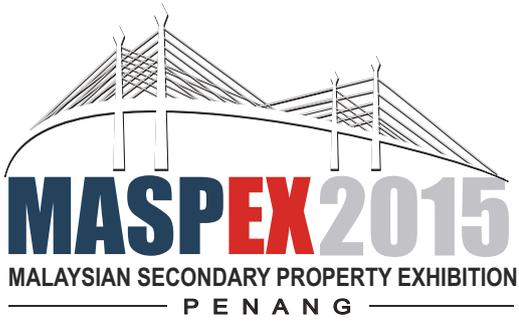
MIEA National Council and Sarawak Branch Committee Members

**Sarawak State annual turnover
for property transactions
has been quite consistent
at RM6.0 billion, out of which 40%
are normally transacted through
Real Estate Agents**

It was 'a night to remember', the second MIEA Sarawak branch annual dinner which fell on the 16th October, 2015. The dinner is held at the Imperial hotel, Kuching. Approximately 250 guests from various property related organizations attended the annual dinner. Many Real Estate Agents and Negotiators participated in the performance and it was a great success. The unique jungle choir conducted by OC received overwhelming response.

Sarawak Chairman, Alex Ting Kuang Kuo, in his speech said that the Sarawak real estate industry has been existed for several decades. In the last 5 years, the industry has taken a great leap forward with the structure becoming much more organised, competitive and active. He said the credit belongs to the MIEA team members and also the Board of Valuers, Appraisers and Estate Agents Malaysia (BOVAEA) for moving the Sarawak Real Estate Industry to the next level.

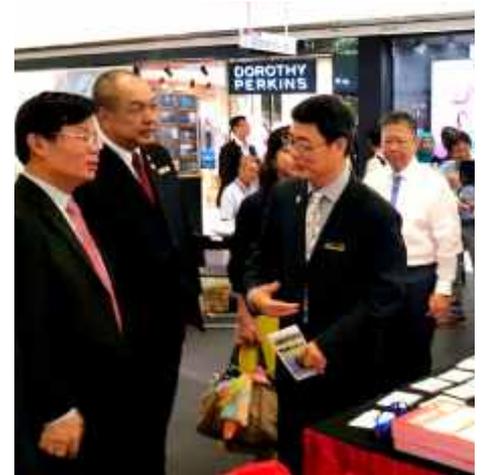
President of MIEA, Erick YT Kho, was the Guest of honour. In his speech, he congratulated the MIEA Sarawak team for their great efforts and contributions to the Sarawak real estate industry. He also gave recognition to the two MIEA National Real Estate Awards winners (held in Kuala Lumpur on October 3rd) from Sarawak Top Real Estate Agency Kozin Real Estate Sdn Bhd and Top State REN Mr. Colin Wong Yek Fong of H Simon Real Estate. According to Erick, the recognition benchmarks the gold standards of MIEA fraternity and he encouraged more agencies in Sarawak to participate in the following year's national real estate awards. He added "Please note that the Sarawak State annual turnover for property transactions has been quite consistent at RM6.0 billion, out of which 40% are normally transacted through real estate agents". He further emphasized that Education and training play an important role in making Real Estate Agents and Negotiators more professional. Hence, MIEA strongly encouraged all the Agents and Negotiators to join the diploma courses, real estate professional seminars and other initiatives.



MASPEX 2015
MALAYSIAN SECONDARY PROPERTY EXHIBITION
PENANG

13 - 16 August 2015 • Queensbay Mall, Penang

- Number of booths : 29 taken up (both REAs, MBB & Bahagian Perumahan)
- Showcase of more than 6000 properties valued at approximately RM2.75 billion
- Price Range from RM72,000 to RM4.38 million
- Number of visitors : more than 8000 visitors
- Leads from all REAs : 2,156 with 5 closed sales within the Exhibition



MAREC'16

MALAYSIAN ANNUAL REAL ESTATE CONVENTION

11 - 12 March 2016 (Fri & Sat)
 Connexion@Nexus, Bangsar South, Kuala Lumpur

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Types of Ticket	Valid Until	Price*	Select Ticket
Early Eagle	31 December 2015	RM1,099	
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Early Falcon	7 March 2016	RM1,299	
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Claim RM300 discount if you are a MIEA Member		Membership No.:	()
Claim RM50 discount if you are a MIEA member registered outside Klang Valley		State:	()
Claim RM50 discount if you sign up in a group of 3		Friend 1:	()
Claim RM50 discount for "No Lunch" ticket. Delegates can choose to dine at nearby restaurants.		Friend 2:	()
TOTAL			

*The registration fee covers:-
 - Participation in the 2-day Convention
 - Tea breaks (welcome, morning and afternoon) and Lunch
 - 6% GST

PAYMENT DETAILS :

All payment should be made via cheque to Malaysian Institute of Estate Agents - Public Bank Account No: 3184 1974 50

CANCELLATIONS : We shall refund registration fees less RM200 administration fee ticket for cancellation that we receive in writing before 31 December 2015. No refunds will be made for cancellation received after 31 December 2015.

Name (per NRIC) :
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MAREC'16

MALAYSIAN ANNUAL REAL ESTATE CONVENTION

SPEAKERS

Psychological and Professional Requirements to Succeed in Real Estate



Colin Tan

ColinTan Group of companies started with ColinTan Training & Consultancy in June 2005 and in 4 years saw the company expanding into 4 more companies with 3 of these companies providing training and other business solutions to real estate agents in Singapore, Malaysia, Jakarta etc. Regarded by many to be the Best trainer in Singapore and definitely among the best in the world, Colin Tan, founder and shareholder of the Group of Companies is in the best position to constantly develop products and services to help real estate professionals to succeed. ColinTan Group of companies is constantly striving to provide real estate professionals with solutions

and systems to work and spend less yet earn many times more. It is no surprise to find so many of Colin's trainees at the top of many major real estate agencies as well as in the real estate in general. ColinTan's Programs were Developed to Cater to All Sales Professionals. An easy to understand program that reveals to participants the role the sub-conscious mind plays in affecting our actions which in turn plays a big part in determining whether we become successful or not. By following the system, participants will be able to re-align their sub-conscious thinking and gradually 'automatically' realign their work and help them

control their own destiny to success. Programming their minds to "Autopilot" their way to Success. Succeeding becomes Inevitable. His Programs are also applicable for everyone not in real estate who wants to experience great success in their business or career. This program analytically shows participants the most important Income Generating Activities and place in perspective the relation of the different Income Generating Activities. A MUST for all sales professional. ColinTan has also trained many REN to become top income earners in Malaysia.

6 Super Power Agents will be revealing their ingredients of success and sharing their hottest ideas and strategies.



Wong Yau Long
Cornerstone Realty

Wong Yau Long

Mr Wong has had a very successful 2014, in a market which has seen the introduction of cooling measures and the impending implementation of GST. Despite the fact that the market was perceived as slow, Mr Wong believed that there would still be plenty of opportunities in real estate. One simply had to know where to look. "When times are lean, it is always important to get back to basics". He strongly believes in the three-pronged fundamentals of reach, engage, and convert. Which means, reaching out to the target audience, engaging and building relationships with them, and ultimately converting these leads to sales. Even though he already has numerous accomplishments, he ensures that his success is sustained by never neglecting the basic, fundamental steps. He constantly engages with his clients by keeping them abreast of the latest market updates. By visiting them during festive seasons and sometimes just calling them up to say hello. These activities are vital to maintain the relationship with his clients because 40 - 50% of his sales come from existing clients and/or their referrals.

Chris Tee

Graduated from MMU Melaka. Joined Toyota Capital as IT executive. I came across Real Estate 2 1/2 years ago and decided to join the

Chris Tee
Property Hub Sdn Bhd

industry. It's a fruitful experience and at the same time painful because of many failures and anxiety during my first year in the industry. I was not doing well and it hurts my confident.

Things change when I started to win Monthly Top Rookie and 2014 Most Frequent Monthly Top Rookie, 2014 Top Rookie - Champion and 2014 Top Achievers - 6th Position. I am very pleased that I am given the opportunity to share my experience. I hope I can continue to inspire new REN and as well as Experienced REN to continue to work hard and to believe in the miracle of this industry.

Colin Wong

Colin Wong is from Kuching, Sarawak and is currently a Probationary Estate Agent (PEA) with the board with 13 years of experiences in the property industry. He leads a team of 15 negotiators and is actively involved in project marketing for both Malaysian properties covering both East and West Malaysia and foreign properties covering countries like Australia, UK, and Japan.

However, he started out in real estate agency selling secondary properties and selling secondary properties remains his first love and passion and he is still actively doing personal sales, covering land sales, commercial, industrial and residential properties.

Colin Wong
H.Simon Real Estate

Gerard Chan
Three Acres Real Estate Sdn Bhd

Gerard Chan

A civil engineer by training, Gerard ventured into real estate in 2009. He has since become an old hand in the industry concentrating in land transactions, corporate deals and also successfully handled projects in Kuala Lumpur and the Philippines.

Being a visionary, he personally draws up the company's road map towards long-term success and expansion. A leader by example, he leads the company's strategic thinking and steers the overall direction for the company's future.

Having a background in construction, he is frequently asked to be involved in developer's preliminary design and marketing strategies.

Working from the ground with the philosophy of providing impeccable service to both vendors and purchasers, he has built a reputation in KL Sentral and Brickfields. Satisfied customers have continued to invest into strong projects marketed by him.

Nick Lu

"I have been in the corporate world for over 10 years and after losing the last job due to economic reason, I decided to make a switch to the real estate industry. This switch has proven to be successful for me.

My focus is in the high end residential sector. I have always believed that this business is a

Nick Lu
CBD Properties Sdn Bhd

Shermine Lim
CBD Properties Sdn Bhd

combination of service & product. I embarked into the industry with the attitude of making sure that I deal honestly & always go the extra mile for each client. Through time & patience, I am able to build and sustain a strong enough data base of quality clients where numerous sale and rental transactions were repeated. This business strategy saved me a lot of time and advertising expenses.

Shermine Lim

Real estate is my greatest passion. I build my career with great enthusiasm, knowledge and utmost integrity, as well as uncompromising professionalism. A crucial fundamental in my work is the ability to build and sustain trust in long term relationships with the clients and my fellow co-agency negotiators. As this is an important aspect, I proudly make this my personal branding.

I am committed to delivering consistent performance and being self-motivated. I see hard work as an avenue to push myself to greater potentials. Staying positive and acting calmly and wisely has enabled me to battle through challenging situations. One key attitude I adopt is being pro-active. This quality has secured many transactions during my course of work.

MAREC'16 SPEAKERS

Next Generation Leadership Forum

This panel discussion brings together real estate agency principals below 35 years old to discuss leading edge ideas and practices, providing insight to trends that will transform the real estate industry in the next decades to come.



Stephen Tew
Hectares & Stratats Sdn Bhd

Moderator : Mr. Stephen Tew
Non-Independent Non-Exec Director,
Axis REIT Managers Bhd
Stephen is a registered estate agent with a career in real estate spanning 32 years. He was the President of MIEA in 2001-2003 and Board Member of Board of Valuers, Appraisers and Estate Agents from 1998-2004. Stephen was awarded the prestigious 'Life-Time Achievement Award' by MIEA in 2015. He is presently the Managing Partner of the estate agency firm, Hectares & Stratats.
Besides estate agency work, Stephen is also a founder shareholder of Malaysia's first Real Estate Investment Trust, Axis-Reit which is listed on the KL Stock Exchange. Axis Reit is Malaysia's biggest Industrial Reit with assets in excess of RM2.0billion. Stephen sits as an Exco Board Member of Axis Reit and is a substantial shareholder of it.
Stephen's focus on the real estate market revolves around investing in the Commercial and Industrial market and therefore is a regular speaker on these areas of the market. He is also a sought after speaker on the subject of "Achieving Success As A Real Estate Agent".



Ben Lee
Three Acres Real Estate Sdn Bhd

Ben Lee is the Co-Founder of Three Acres Real Estate Sdn Bhd and a Senior Committee of MIEA youth. He graduated in Bachelor of Science (Real Estate) from the prestigious National University of Singapore in 2009 and has been in the industry for 6 years and counting.
In year 2013, Ben Lee received his Ejen Hartanah License (E2345), awarded by the Board of Valuers, Appraisers and Estate Agents Malaysia (BOVAEA) and started up Three Acres Real Estate Sdn Bhd in the same year.
Three Acres Real Estate started with a humble beginning, only with a handful of negotiators. However, the agency grew tremendously over the two years and was awarded Finalist at The National Real Estate Award 2015 by MIEA."

Teh Young Khean
With a degree in Property Valuation & Management from Lincoln University, New Zealand and over 10 years of real estate industry experience involving valuation together with other consultancy services, Young Khean currently specialises in office leasing and tenant representation, conducting lease negotiations and restructuring of tenancies. He has also been involved in the project marketing sale of high end residential condominiums around Kuala Lumpur areas and overseas markets including London and Singapore.
Often required to liaise with multinational companies assisting in relocation, expansion, consolidation, location analysis, financial analysis and site selection feasibility, Young Khean has leased more than 500,000 square feet in the greater Kuala Lumpur area. Recent clients include Ericsson, Roche, Boeing, NSN, Cameron, Service Source, Huntsman, Regus, Ecolab, Fourwinds and Linde.



Teh Young Khean
Knight Frank Malaysia

Raphael Wong is the co-founder of Real Estate Finders (MY) Sdn Bhd and also the Chairman of MIEA Youth. He started venturing into real estate at the age of 20 with the mission to help people building their Real Wealth via Real Estate. In year 2013, he received his Ejen Hartanah License (E2311) awarded by the Board of Valuers, Appraisers and Estate Agents Malaysia (BOVAEA) and launched a stellar career in the real estate industry. Serving more than 2,000 happy clients, he is renowned for his passion, leadership and steadfast commitment to consistently producing a high level of achievement. Through determination, hard work and sweat, he has received numerous awards including iProperty.com Agent Advertising Awards - Star Agent (Residential) Winner 2015, Top Producer 2012 - 2014 and Top Achiever 2012 - 2014.
Raphael has been featured on The Edge Property, Real Estate Malaysia Magazine, The Star, The Sun Daily, Bernama and invited as guest speaker for property events to share his experience and knowledge.



Raphael Wong
Real Estate Finders (MY) Sdn Bhd

Million Dollar Round Table Forum

An exclusive forum dedicated for the top-notch players of the real estate agency industry.



Nixon Paul
Carey Real Estate Sdn Bhd



Wan Choy Heng
Property Hub Sdn Bhd



Dato' Adrian Wang
CBD Properties Sdn Bhd



Alex Ting
Kozin Real Estate



Eric Lim
Hartamas Real Estate Sdn Bhd

Dato' Adrian Wang
Managing Director of CBD Properties, Dato' Adrian Wang founded CBD Properties Sdn Bhd in 2007 at the promising age of 33. Today, CBD Properties had around 300 experienced and professional negotiators with 13 branches scattered all over peninsular Malaysia. Dato' Adrian has a wide social network overseas such as in Australia, Japan, China, Singapore and Cambodia.

Dato' Adrian Wang graduated from Science Civil Engineering in Oklahoma State University, USA. Due to his interest in the real estate field, he pursued a diploma in real estate in 2004. He first worked as a consultant engineer with KTA (Sarawak) Engineering Sdn Bhd from 1997 to 2000. Then, he moved on to Concrete Engineering Product Bhd (CEPCO) from 2000 to 2001. Lastly, before he established his own company, he worked as a real estate negotiator with Hartamas Real Estate Agency from 2001 to 2006.

His dedication and passion has paid off when he was awarded the Real Estate Agent of the Year 2011 by MIEA, as well as the JCI CYEA Top 10 Finalist in 2013. In 2014, CBD Properties won the MIEA Real Estate Agency of the Year 2014. Last but not least, Dato' Adrian Wang was awarded the Top Realtor of the Year 2015 by MIEA.

Alex Ting
I graduated from University of Canterbury (NZ) in Civil Engineering in 1970 and passed the Royal Institution of Chartered Surveyors (Final) in 1979. I am very excited and passionate about the real estate industry, having been in the field for over 40 years. I believe there are endless opportunities in the Malaysian Real Estate and I want to encourage more young people to join this industry.
Professionalism and high ethics are the hallmark of my approach to business.

I take great pride in my work and have been constantly sharing my knowledge and experiences with both young and old.

Eric Lim
Eric Lim is the Founder and Group Managing Director of the Hartamas Real Estate Group. He currently sits in the Board of Valuers, Appraisers & Estate Agents of Malaysia as a Board Member as well as the Chairman of the Estate Agency Practice Committee. He is also the Deputy President of the Malaysian institute of Estate Agents (MIEA).

Eric was awarded the Real Estate Agent of the Year in 2014 by MIEA in the annual National Real Estate Awards, an industry recognition for his uncompromised dedication and commitment in directing and elevating the real estate industry to a higher professionalism standard and recognition.

MAREC'16 SPEAKERS

How To Close Sales FASTER Than You Ever Thought Possible



Jeevan Sahadevan

Jeevan Sahadevan is no stranger to success as an entrepreneur and as Malaysia's most experienced Action COACH. Jeevan is the FOUNDER and CEO of Leverage lab Sdn Bhd, a company offering Business Coaching through an Action COACH franchise. Jeevan is also one of the BEST and TOP coaches in the Asia Pacific Region, which consists of over 400+ coaches in Australia, New Zealand, Malaysia, Singapore, Indonesia and India.

He also holds 8 of Action's highest awards: "Best Client Results, Asia Pacific, 2011", "Best Client Results, Asia Pacific, 2008", "President's Club, Global, 2007", "Finalist, Best Client Results, Global 2006", "Coach of the Year, Asia 2006" "Coaches Choice, Asia 2006" "Most Improved Business Coach, Asia 2004", "Mr. Show Me the Money, Malaysia 2004" & "Coaches Choice, Malaysia 2004".

Jeevan has won the BEST Client Results Award for Asia Pacific twice; in 2008 and 2011 and also awarded Prestige Magazine's Top 40 Under 40 for 2012.

Jeevan N. Sahadevan graduated with a double honours degree in Business Administration and Human Resource Management from Keele University in the UK. Since then Jeevan has owned several businesses including travel agency, cyber-cafe, publications business, internet network consulting and even software distribution sales. In October 2000, Jeevan became the first entrepreneur to purchase a franchise from ActionCOACH when they opened their doors in Malaysia. Having been personally trained by Brad Sugars, Action's multi-millionaire founder and Chairman, Jeevan very quickly became a top coach.

Head Down Under: How To Generate Unstoppable Confidence And Beat The Odds



Gary Dean-Atkins

Mr. Gary Dean-Atkins, Dip.Clin.Hyp & Comm With 3 decades experience as a speaker on the international stage, Gary Dean-Atkins is a grand master of attitude.

He has a Diploma in Clinical Hypnotherapy/Psychotherapy and Communication and is a world authority on applied Psycho-Cybernetics, having made extensive studies of this landmark work by the celebrated Dr. Maxwell Maltz. (Psycho-Cybernetics has sold over 30 million copies worldwide).

As a very young man, during a Defence Force tour of duty to Malaysia, he was introduced to the very fundamentals that were to become the foundation of his life's work.

40 years later, he has come full circle, returning to the country to which he feels a huge debt of gratitude. It is now his express wish to share his knowledge and insights for the benefit of the Malaysian people.

After a decade in the military, Dean-Atkins pursued a career in the field of personal growth. Basing his work on the original science of the inner mind he subsequently founded MindMaxPlus™, a rare, innovative programme that stands alone in an ocean of self-improvement offerings.

Following a hugely successful launch within the Real Estate Industry, Dean-Atkins and his programme became a magnet for many other business owners, corporate leaders, elite sporting teams, and Olympians.

From curing cases of corporate burnout to dramatically increasing sales results; from enabling entrepreneurs to reach new levels of creativity, to putting athlete's minds in winning mode, Dean-Atkins' findings in the world of applied Psycho-Cybernetics have helped 1000's of people attain sustained personal success.

MAREC'16 PROGRAMME

TIME DAY 1 - FRIDAY 11TH MARCH 2016

- 8.00 Registration and Networking
- 9.00 Opening Remarks by Emcee
- 9.05 Welcome Remarks
by Ms. Amanda Goh, Convention Chairlady, MAREC'16
- 9.15 Address by Mr. Erick Kho, President, MIEA
- 9.30 Address by Guest of Honor
- 9.50 Opening Ceremony
- 10.00 Morning Tea & Press Conference
- 10.30 **Economic Outlook for 2016**
- 11.30 **Industry Trends and Insights Topic**
- 12.30 Lunch
- 14.15 **Psychological and Professional Requirements to Success In Real Estate**
By Mr. Colin Tan, ColinTan Group of Companies
- 15.15 **Secrets of Super Power Agents**
By Ms. Shermine Lim, CBD Properties Sdn Bhd
Mr. Gerard Chan, Three Acres Real Estate Sdn Bhd
Mr. Wong Yau Long, Cornerstone Realty
Mr. Chris Tee, Property Hub Sdn Bhd
Mr. Colin Wong, H.Simon Real Estate
Mr Nick Lu, CBD Properties Sdn Bhd
- 16.00 Afternoon Tea
- 16.30 **Next Generation Leadership Forum**
Moderator:
Mr. Stephen Tew, Hectares & Stratas Sdn Bhd
Panelists :
Mr. Raphael Wong, Real Estate Finders (MY) Sdn Bhd
Mr. Ben Lee, Three Acres Real Estate Sdn Bhd
Mr. Teh Young Khean, Knight Frank Malaysia
- 17.15 Networking Cocktail

TIME DAY 2 - SATURDAY 12TH MARCH 2016

- 8.00 Registration and Networking
- 9.00 **Positioning Malaysia In The International Real Estate Market : The Roles Of Real Estate Agents**
by Ms. Veena Loh, Malaysia Property Incorporated
- 9.45 **Industry Trends and Insights – Retail Sector**
By Mr. Tan Joon Kai, Shopping Mall Association
- 10.30 Morning Tea
- 11.00 **Selling Properties via Auction**
By Mr. Lim Boon Ping, Kim Realty
- 11.45 **Technology Topic**
- 12.30 Lunch
- 14.00 **How To Close Sales FASTER Than You Ever Thought Possible**
By Mr. Jeevan Sahadevan, LeverageLab Sdn Bhd
- 15.00 **Head Down Under: How To Generate Unstoppable Confidence And Beat The Odds**
By Mr. Gary Dean-Atkins, MindMaxPlus
- 16.00 Afternoon Tea
- 16.30 **Million Dollar Round Table Forum**
MODERATOR :
Mr. Nixon Paul, Carey Real Estate Sdn Bhd
PANELISTS:
Mr. Eric Lim, Hartamas Real Estate Sdn Bhd
Dato' Adrian Wang, CBD Properties Sdn Bhd
Mr. Alex Ting, Kozin Real Estate
Mr. Wan Choy Heng, Property Hub Sdn Bhd
- 17.30 Lucky Draw & Closing Ceremony

Please note this programme is subject to change. Please kindly refer to MIEA website for updates.

Johor Property Market 2015

Generally, the secondary market has softened since 2nd quarter of the year. The market selling price of stratified and landed property was adjusted downwards in the range of 10-15% in value.

Johor Transaction Statistics for Q3 2015

Table 5.1
NUMBER AND PERCENTAGE OF TRANSACTIONS BY PRICE RANGE FOR THE PRINCIPAL PROPERTY SUB-SECTORS

Price Range (RM)	Time Period	Residential		Commercial		Industrial		Agricultural		Development Land		Others		Total	
		No.	%	No.	%	No.	%	No.	%	No.	%	No.	%	No.	%
0 - 50,000	Q3 2014	999	8.3	12	0.6	3	0.8	375	16.8	53	9.0	1	50.0	1,443	8.4
	Q2 2015	449	5.9	34	3.3	5	1.7	470	18.7	57	14.1	0	ND	1,015	5.9
	Q3 2015	532	6.6	44	4.0	6	2.5	371	18.0	121	20.8	0	ND	1,074	6.3
50,001 - 100,000	1298	10.8	92	4.7	0	0.0	462	20.7	44	7.4	0	0.0	1,896	11.0	
	1127	14.8	38	3.7	26	9.0	470	18.7	52	12.9	0	ND	1,713	10.0	
	1784	22.2	189	17.4	2	0.8	401	19.4	54	9.3	0	ND	2,430	14.2	
100,001 - 150,000	981	8.2	114	5.9	18	4.9	333	14.9	67	11.3	0	0.0	1,513	8.8	
	1003	13.2	52	5.0	1	0.3	351	14.0	32	7.9	0	ND	1,439	8.4	
	935	11.6	59	5.4	3	1.2	288	14.0	25	4.3	0	ND	1,310	7.6	
150,001 - 200,000	1297	10.8	100	5.1	1	0.3	218	9.7	91	15.4	0	0.0	1,707	9.9	
	913	12.0	66	6.4	3	1.0	238	9.5	36	8.9	0	ND	1,256	7.3	
	771	9.6	55	5.1	6	2.5	234	11.3	23	4.0	0	ND	1,089	6.3	
200,001 - 250,000	1018	8.5	118	6.1	18	4.9	168	7.5	30	5.1	0	0.0	1,352	7.9	
	853	11.2	74	7.2	16	5.5	157	6.3	17	4.2	0	ND	1,117	6.5	
	744	9.3	65	6.0	10	4.1	145	7.0	14	2.4	0	ND	978	5.7	
250,001 - 300,000	995	8.3	105	5.4	6	1.6	129	5.8	18	3.0	0	0.0	1,253	7.3	
	611	8.0	64	6.2	1	0.3	152	6.1	10	2.5	0	ND	838	4.9	
	681	8.5	50	4.6	9	3.7	126	6.1	13	2.2	0	ND	879	5.1	
300,001 - 400,000	1684	14.0	178	9.2	17	4.6	153	6.8	34	5.7	1	50.0	2,067	12.0	
	1020	13.4	135	13.1	9	3.1	204	8.1	32	7.9	0	ND	1,400	8.2	
	914	11.4	95	8.7	9	3.7	155	7.5	27	4.6	0	ND	1,200	7.0	
400,001 - 500,000	1110	9.2	186	9.6	14	3.8	107	4.8	23	3.9	0	0.0	1,440	8.4	
	525	6.9	105	10.2	19	6.6	131	5.2	13	3.2	0	ND	793	4.6	
	615	7.7	81	7.4	16	6.6	103	5.0	65	11.2	0	ND	880	5.1	
500,001 - 1,000,000	1943	16.2	563	29.0	101	27.2	204	9.1	81	13.7	0	0.0	2,892	16.9	
	902	11.9	287	27.9	69	23.9	195	7.8	42	10.4	0	ND	1,495	8.7	
	839	10.4	250	23.0	59	24.2	169	8.2	107	18.4	0	ND	1,424	8.3	
1,000,001 & Above	694	5.8	475	24.4	193	52.0	87	3.9	151	25.5	0	0.0	1,600	9.3	
	202	2.7	175	17.0	140	48.4	144	5.7	113	28.0	0	ND	774	4.5	
	219	2.7	200	18.4	124	50.8	71	3.4	133	22.9	0	ND	747	4.4	
Total	12,019	1,943	371	2,236	592	2	17,163								
	7,605	1,030	289	2,512	404	0	11,840								
	8,034	1,088	244	2,063	582	0	12,011								
% Breakdown	70.0	11.3	2.2	13.0	3.4	0.0	100.0								
	64.2	8.7	2.4	21.2	3.4	0.0	100.0								
	66.9	9.1	2.0	17.2	4.8	0.0	100.0								

Table 5.3
VALUE OF TRANSACTIONS BY PRICE RANGE FOR THE PRINCIPAL PROPERTY SUB-SECTORS

Price Range (RM)	Time Period	Residential		Commercial		Industrial		Agricultural		Development Land		Others		Total	
		Value	%	Value	%	Value	%	Value	%	Value	%	Value	%	Value	%
0 - 50,000	Q3 2014	38.15	0.47	0.06	0.06	11.20	1.83	0.02	51.73						
	Q2 2015	17.41	1.03	0.21	14.59	1.63	34.88								
	Q3 2015	18.86	1.17	0.16	11.67	3.33	0.00	35.19							
50,001 - 100,000	98.84	6.97	0.00	35.67	3.44	0.00	144.92								
	87.03	3.20	1.75	36.46	3.88	0.00	132.32								
	130.41	15.35	0.18	31.27	3.96	0.00	181.16								
100,001 - 150,000	129.20	15.44	2.30	42.71	9.18	0.00	198.82								
	132.01	6.79	0.15	44.76	4.02	0.00	187.73								
	121.58	7.73	0.33	37.08	3.24	0.00	169.95								
150,001 - 200,000	233.41	18.37	0.19	38.52	16.24	0.00	306.73								
	163.98	11.92	0.50	42.28	6.45	0.00	225.13								
	138.50	10.19	1.14	41.37	4.17	0.00	195.37								
200,001 - 250,000	231.69	27.57	4.18	38.23	6.80	0.00	308.46								
	195.19	17.18	3.78	36.04	3.85	0.00	256.02								
	169.89	14.80	2.27	32.80	3.11	0.00	222.67								
250,001 - 300,000	278.91	29.47	1.67	36.02	5.06	0.00	351.13								
	170.94	17.89	0.30	42.16	2.78	0.00	234.07								
	190.75	14.33	2.54	35.15	3.59	0.00	246.37								
300,001 - 400,000	597.63	63.05	6.28	53.38	11.99	0.37	732.68								
	362.75	48.40	3.25	71.42	11.04	0.00	496.86								
	323.84	34.29	3.29	54.65	9.73	0.00	425.80								
400,001 - 500,000	502.86	86.26	6.72	48.64	10.45	0.00	654.94								
	238.39	48.32	8.62	53.31	5.98	0.00	380.63								
	278.94	37.09	7.41	46.83	28.81	0.00	399.07								
500,001 - 1,000,000	1,291.95	405.34	75.82	145.53	59.80	0.00	1,978.45								
	591.26	204.06	53.25	135.14	28.75	0.00	1,012.46								
	557.85	179.23	45.86	117.04	77.66	0.00	977.64								
1,000,001 & Above	1,268.08	1,414.63	776.16	176.32	1,436.76	0.00	5,071.96								
	338.20	361.84	553.62	320.02	961.58	0.00	2,135.26								
	502.05	842.22	448.04	118.35	766.37	0.00	2,677.04								
Total	4,670.73	2,067.57	873.39	628.21	1,561.56	0.39	9,799.83								
	2,297.15	720.63	625.42	802.18	629.96	0.00	5,075.35								
	2,432.47	1,156.40	511.21	526.21	903.98	0.00	5,530.27								
% Breakdown	47.7	21.1	8.9	6.4	15.9	0.0	100.0								
	45.3	14.2	12.3	15.8	12.4	0.0	100.0								
	44.0	20.9	9.2	9.5	16.3	0.0	100.0								

After numerous unfavorable news released by the press in relation to our current country's economic situation, political changes and our currency, ringgit devaluation against both US Dollars and Singapore Dollars, these instability and continuity devaluation of our currency are among the pertinent factors to put the real property market to a rest i.e. slowing down in purchasing of real properties, particularly the under construction exclusive apartments or condominium, commercial shop offices, and industrial properties as well.

The property purchasers and investors are adopting the "wait and see" attitude towards the acquisition and disposal of the real properties in Johor, particularly in Southern Region of Iskandar Malaysia (IM) such as Johor Bahru town areas nearby Danga Bay, Bandar Nusajaya nearby Second Link to our neighboring country, Republic of Singapore.

These potential property purchasers and investors are following up closely and monitoring the movement and improvement of our macro/micro-economic variables or elements before re-entering back into property investment in IM.

In addition, during the current Singapore Parliament session in May, 2015, it was reported that the number of new private homes in Iskandar Malaysia (IM) will exceed the total number of private homes in Singapore. That sent a cautionary warning of an impending bust in IM's property market. This news created a shock wave of pessimism in the online community of property investors.

Following with the news reported that only certain areas of IM will be open up to foreign investors has also caused those who have bought properties in IM to feel a little jittery on the resale value of their properties.

With the above mentioned mixed baskets of unfavourable news, surely it can be possibly foresee that the present lull in the real property will persist for a year or more.

However, as long as the global politics and economic has caused no fears and near future shocks, and with the good hope of both Malaysia and Singapore's government leaders' high commitment in creating a stronger ties by improving connectivity such as High Speed Rails, Third Causeway Link, extension of MRT routes to Johor Bahru; playing the complimentary economic activities and definitely, a strong support from the private sectors of both countries to create more job opportunities in IM region. IM is still the real property destination to live in by home owners or invest by property investors in the long term future.

Generally, the secondary market has softened since 2nd quarter of the year. The market selling price of stratified and landed property was adjusted downwards in the range of 10-15% in value.

The rental market for the secondary property is also following the slow wave of the market momentum, particularly for the newly completed apartments/condominiums. Far less calling in for renting of shop office and industrial properties. The rental rate has also adjusted downwards in the rate of 15-20%.



How much is YOUR professional fees payable?

“Remember to dot your I’s and cross your T’s.”

This is a common idiom and it does not mean that you have to be a perfectionist. It simply means that you have to complete the job paying attention to details. When writing in cursive, if one does not cross their t's and dot their i's, the uncrossed 't' can be misread as an 'l' and the undotted 'i' can be misread as an 'e' or even an 'l'. This idiom highlights that a seemingly minor error can have a big impact and/or effect.

1st Phase

Owner of land (Vendor) appointed ABC to sell his land. ABC Real Estate proposed to the Vendor the intended purchaser's offer and issued an offer to purchase outlining the terms and conditions amongst which contained

- address of property
- sale price
- earnest deposit to be payable by intended purchaser
- estate agency professional payable fees (when and how payable)
- if there is forfeiture of earnest deposit, how much is payable to ABC

2nd Phase

The Vendor revised the terms and conditions of the offer to purchase.

The Vendor included in the revised offer to purchase that the estate agency professional fees were to be payable upon receipt of the purchase price in full.

The Vendor accepted and banked in the earnest deposit given by the intended purchaser.

3rd Phase

The proposed sale of the property was aborted.

The Vendor forfeited the earnest deposit.

Given the simplistic scenario above, how much is the professional fees due payable to ABC Real Estate?

- Answer :
- Agreed full amount of professional fees
 - 50% of the forfeited earnest deposit
 - Nil

One has to always bear in mind that when an offer to purchase is submitted to the Vendor therein are TWO contracts namely

- **contract between the Vendor and the intended Purchaser for the sale and purchase of the property; and**
- **contract between the Vendor and the estate agency on payment of professional fees.**

In a recent court case based on a similar scenario as above, the court found that the Vendor, the intended purchaser and the estate agency were acting in accordance with the terms and conditions of the revised offer to purchase. In the revised offer to purchase, the payment of professional fees due to the estate agency in the event that the deal was aborted was not spelt out resulting to non payment of professional fees to the estate agency by the Vendor.

It is worthwhile to take note that whilst Seventh Schedule (Rule 48) Section C (Estate Agency) outlines a 3% as maximum agency fees payable, the Malaysian Real Estate Agency Standards 1999 outlines guidelines for practice of estate agency fees reiterating that an estate agency is only entitled to fees that had been agreed upon in writing.

Standard 7.1.3 Estate agency comes under the Law of Contract and agency fees are generally dependent upon the agency agreement between the estate agent and the principal. It is thus important for the estate agent to always obtain written instructions from the principal before commencement of the estate agency assignment.

Standard 7.2.1 The first rule in so far as estate agency fees are concerned is that it depends upon the terms and conditions of the agreement between the estate agent and the principal.

For more information or full details of the recent court case, please email to billielim@miea.com.my.



MIEA Continues to Support Agents to Enhance the Practice and to Protect Them

PP K. Soma Sundram

Over the last twenty years MIEA in its own quiet way have been carrying out many programme and activities to educate the public on the dangers of using illegal brokers, upholding practice standards, dignifying estate agency practice and educating REAs and RENs in being better prepared and equipped with knowledge and exposure about the real estate market.

We are pleased to say that over a year ago practitioners have been included in the EAPC committee to give ideas and play an active role in improving Real Estate Practice standards. Now there are two reps i.e. IPP Siva Shanker and PP Soma Sundram who have been appointed officially to be members of Estate Agency Practice committee (EAPC) and we are playing an active role in implementing many programs. We are also glad to state that the following have also been newly appointed to be in the TPC exam committee. PP Nixon Paul, Mr. James Tan, IPP Siva Shanker and PP Soma Sundram. All this reflects that the board is recognizing the contribution of MIEA and through the respective committees we are exercising our right to contribute to the fraternity directly.

Having been in the EAPC allows us to bring fresh ideas and to implement many programs that benefit estate Agents. Heading the PR committee, I was tasked to draw up a campaign last year to promote the REN programme and the use of tags with a budget of RM1,000,000. We achieved the following;

1. Launching the 'Ask for the tag campaign'
2. Placed electronic banners on selected highways
3. Advertised in major national dailies in three vernacular papers on the registration of RENs and to use RENs in providing real estate services.
4. Placed billboards along expressway in the Klang valley and other states

5. Printed and distribute leaflets on REN registration and using registered agents
6. Developed a microsite to promote the campaign and
7. Organized PR activities with interviews on radios etc.

It is important to state that the EAPC committee managed to get the support of the board to set aside RM1,000,000 towards this effort which was part of the money collected by the Board from the REN registration exercise.

The first campaign ended last year and we were allocated another RM500,000 for 'campaign 2' for 2015 and we did the following;

1. Developed a dedicated website to support the boards website to carry campaign related news, press rereleases, real estate news and one can see this effort if you visit www.propertyagent.gov.my.
2. Developed a campaign called C.A.M.P. a separate write up will explain what C.A.M.P. stands for.
3. Came out with series of capsule ads outlining the campaign as in 2 above.
4. An extensive Series of PR programs including radio talk show, newspaper interviews, write ups in papers and press conferences.
5. We also came up with a radio ad in English and Chinese on the illegal issue plus
6. A video production on illegal brokers called the "wolf agent"



www.propertyagent.gov.my



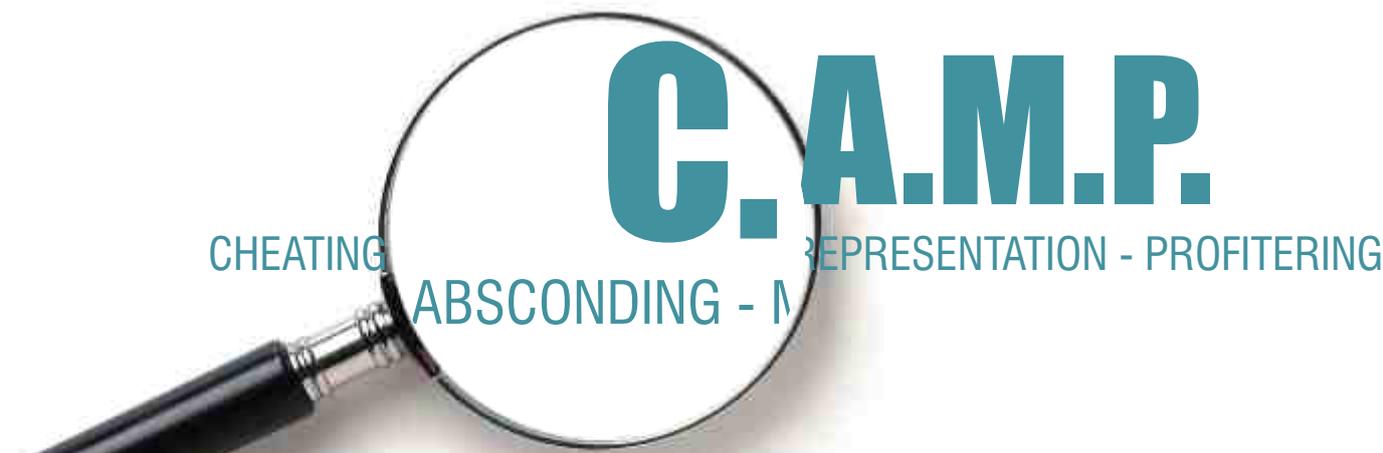
Rujuk Bovaea sebelum beli hartanah

... (Small text content, likely a news article or press release snippet) ...



Guide to Buying a Property [English]





DANGERS OF DEALING WITH UNREGISTERED AGENTS & NEGOTIATORS

What is “Cheating” in a Real Estate Context?

Cheating is a specific criminal offence in property law. Cheating is a very broad term in real estate, and nearly every reported case involves the victim being subjected to cheating at some point. It is worth noting that other misconducts such as

Misrepresentation, and Profiteering can also fall within the realms of Cheating.

A key definition of Cheating would be 'acting dishonestly or unfairly to gain an advantage over you. An illustration of this would be the conduct of a sale or rental of a property with the intention to withhold information.

The key word is intention hence it is the element of dishonesty that makes it a case for Cheating. We see this in R. v. Sinclair, which upholds that that to cheat and defraud is to act with deliberate dishonesty to the prejudice of another person's proprietary right.

One of the biggest mistakes people make is assuming that it could never happen to them. In reality, statistics contradicts this. In Malaysia it's estimated that 20% of house buyers are cheated every month. Based on the complaints received, the actual numbers may be higher.

To shed light on these dangers, the scenarios below illustrate some of the common examples of cheating:

- A person who claims he is an agent for the owner and tries to collect a cheque from the buyer when in actual fact he is not.
- A person who collects deposits for tenancies or sale and asks for cash or cheque in his name.
- A house sold 'with trappings and furniture when in reality no such benefits were included.
- A person withholding pertinent information on

the sale just to close the deal & make some money.

How to Protect Yourself

Registered Estate Agents (REA) undergo 4 years of study, they sit for 12 papers over a two-year period and after passing the exam, they undergo two years of post-practical training under the supervision of a Registered Real Estate Agent. On completion of the practical training, they have to sit for their part three exam which is an oral test before being registered. Only after that they are registered with the Board and then authorized to operate a firm where Real Estate Negotiators (REN) are employed.

- All Negotiators are certified and carry a tag, deal only with them. If possible, check with their firm and verify details through a quick meeting or phone call.
- Always have an inventory list of what will and will not be included in your sale or rental.
- Familiarize yourself with your rights and responsibilities and don't be afraid to challenge any provisions or ask for clarifications.
- Take note you are protected when you deal with a REA or a REN as they come under the oversight of the Board of Valuers, Appraisers & Estate Agents (BOVAEA).
- Ensure all monies are banked into the “Firms Clients Account” as it is covered by professional indemnity insurance.

What is “Absconding” Within the Context of Real Estate?

In a real estate context, Absconding is the running away with clients' money usually with your deposit money. An example is an illegal broker who accepts a deposit for a promised

transaction but vanishes soon after with the deposits.

- Examples of Absconding includes but is not limited to the examples given below:
- Making away with the booking deposits or rental deposits
- Asking for payments to be issued in their personal names.
- Not paying back the deposit when a sale or tenancy is aborted for a legitimate reason.
- How to Protect Yourself
- Unfortunately, it is seldom easy or even viable to relocate absconded brokers. Keep in mind that if you have been the victim of fraud you are unlikely to meet him again, therefore prevention is better than cure.
- Every negotiator works for a real estate firm, who are certified and can be recognized by the Tag issued by the Board. As always, only deal with certified negotiators.
- The Real Estate Firm are allowed by law to act as a stakeholder for all monies collected. They must be deposited into the firms “client's account”. All clients account is insured by a professional indemnity insurance.
- Issues your deposit payments by cheque only under the name of the real estate firms clients account only.

What is “Misrepresentation” Within the Context of Real Estate?

Misrepresentation can be defined as a false statement of fact, or the withholding of material fact affecting the purchase of your property.

In common law, an agent's statement must have been what the buyer or seller relied on to make his purchase therefore to prove Misrepresentation, it must be demonstrated that e or she would not have made the purchase if



From left : K.Soma Sundram, Eric Lim & Tunku Fauzi Malek showing off real ID tags. Members of the public are advised to look out for the REN numbers.

not for the agent's Misrepresentation. Essentially if you rely on an agent's false statement to your own financial detriment, when the agent was supposed to have made the statement in good faith, then you have suffered Misrepresentation.

Misrepresentation can be a false fact, but can also be the mere absence of fact as well. These circumstances are known as misrepresentation by omission. For example, a material fact that would have affected your decision in the purchase of a property. Sometimes a lie can be a matter of degree for example being told a leasehold has 80 years remaining, when in actuality it is only 75. Misrepresentation is also a common form of cheating. There are many forms of misrepresentation, which includes:

- Claiming to be a REN or agent when he is not or the act of illegally masquerading as somebody else is an identity Fraud.
- Lying/omission about whether a property is leasehold or freehold.
- Lying/omission about the length of leasehold years remaining.
- Lying/omission about clear view when in actual fact a building is coming right in front of the building
- Withholding information when selling land that there is a compulsory land acquisition.
- Lying/ omission about termite infection, fires or suicides or even leaking roofs.
- Giving low property values when in actual fact the value is higher.

What You Can Do

- Check that you have a legally registered agent who can be held accountable by law for any representations and assertions that he or she makes in the course of dealing.

- Always ask whether the agent has verified the information by examining a copy of the title deed.
- Ask for building plans to verify land area and especially built up areas.

What is "Profiteering" Within the Context of Real Estate?

Profiteering may refer to situations when someone attempt to take advantage of circumstances to make excessive profits. It is the generation of unfair or unauthorized profits through manipulation of prices.

Under Schedule 7 of the Board of Valuers, Appraisers and Estate Agents Rules 1986, the fee chargeable for the sale of land and building should not exceed 3% i.e. the maximum fees that an Agent or Negotiator can obtain on a property worth RM500, 000 would be RM15,000. This ruling is in place largely to protect the public from exploitation or from profiteering.

It's important to note that when an Agent is appointed there is a creation of what is known as agency law under the contracts act. Here, an agent is seen as one who legally steps into the shoes of the owner. The agent cannot exceed the authority placed on him by the vendor.

- Examples of profiteering might include one of the following scenarios:
- Collecting higher fee than as prescribed by law.
- Collecting differential sum from seller's price and selling price e.g. seller wants a minimum of RM500, 000 but agent sells for RM600,000 and the agent takes the profit of RM100,000
- The owner of a 70,000sft land want to sell it at RM120. The agent hikes it up by RM5 and sells it for a profit of RM350,000

- The fees payable for an aborted deal and on forfeiture should be 50% of the fees or 50% of the Earnest deposit whichever is lower and not just 50%.

What You Can Do

- Always ask the agent the Comparative Market Analysis (CMA) comparative values in the vicinity.
- Engage the services of a Valuer to do a valuation on the property which is acceptable by the banks.
- Check transacted values from National Property Information Centre (NAPIC).
- Agree to pay the prescribed fee than the differential sum.
- Always put down all arrangements on paper. Our effort in the last 2 years was spent in helping the public understand that using the services of agents is wise and prudent. This has created wide exposure and understanding among the public on the use of tags and why refrain from using brokers and this indirectly has helped many to call estate agents. The work continues as there are millions more whom we have to reach and will continue to draw up more programs. In this respect if anyone has an idea as to how we can implement new ways or improve our work, it would be helpful and appreciated. Please contact the undersigned.





Train The Trainer

Certified the 1st batch of Train-the-trainer. Go forth to be a great and competent trainer!

To elevate a high level of professionalism in the real estate industry, MIEA has successfully organised the **1st Train-the-Trainer program on the 7 & 8 November 2015**. This program is facilitated by Mr. Johann Paul Gregory, a MBA Professional Speaker & Trainer. Many agencies participated in this 2-day intensive training program - Mapleland Properties, Carey Real Estate, CBD Properties, Azilah Properties, Azmi & Co, Reapfield Properties, 91 Real Estate, City Link, Metroprime Properties, Cornerstone, Property Hub, Sherwood Realtors, The One Property International, Kozin Real Estate, Stephen Wong Realtors, Mabest Properties, Tiram Realty, Rahim & Co., Reliable Properties & Henry Butcher.

Objective

To train trainers to be effective presenters and trainers

Project Outline

The participants will be able to:-

- Demonstrate effective presentation and delivery skills
- Learn the various characteristics of a great trainer
- Be a competent trainer
- Generate excitement from the audience during the training
- Develop training modules
- Develop assessment paper
- Conduct ice-breakers with ease
- Transfer learning and experiences to the audience effectively





2016 Training Program

Mark Your Calendar

Dates/Days	Topic	Location
7 & 8 Jan (Thu & Fri)	Negotiators Certification Course	MIEA Johor
9 Jan (Sat)	Dialogue with BOVAEA	Sarawak Club, Kuching
9 & 10 Jan (Sat & Sun)	Negotiators Certification Course	MIEA Petaling Jaya
16 Jan (Sat)	Property Tips For Challenging Times Ahead	MIEA Penang
21 & 22 Jan (Thur & Fri)	Negotiators Certification Course	MIEA Petaling Jaya
29 Jan (Fri)	Change of Land Use Process	MIEA Johor
30 & 31 Jan (Sat & Sun)	Negotiators Certification Course	MIEA Petaling Jaya
19 Feb (Fri)	Limited Liability Partnership - The Tax & Financial Implications	MIEA Petaling Jaya
20 & 21 Feb (Sat & Sun)	Negotiators Certification Course	MIEA Johor
25 & 26 Feb (Thu & Fri)	Negotiators Certification Course	MIEA Johor
27 & 28 Feb (Sat & Sun)	Negotiators Certification Course	MIEA Penang
27 & 28 Feb (Sat & Sun)	Negotiators Certification Course	MIEA Petaling Jaya
12 & 13 Mar (Sat & Sun)	Negotiators Certification Course	MIEA Petaling Jaya
19 & 20 Mar (Sat & Sun)	Negotiators Certification Course	MIEA Petaling Jaya
26 & 27 Mar (Sat & Sun)	Negotiators Certification Course	MIEA Petaling Jaya

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MIEA Sarawak
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 Wisma Keretapi,
 Lrg 14, Jalan Tun Ahmad
 Zaidi Aduce
 93200 Kuching
 Contact : Ms. Noreen
 Tel : +6082 - 234 811

For more information, please log into www.miea.com.my

Our Deepest Sympathies
 and Heartfelt Condolences
 to the family of the Late Tay San





MIEA IS A PLATFORM FOR NETWORKING

THE BENEFITS OF MEMBERSHIP

RECOGNITION

You are part of an organization that upholds the integrity of the profession, find common grounds for practitioners to air their views and to find common grounds to benefit each other

AFFILIATION - LOCAL & INTERNATIONAL

You will immediately reach associations as far as the USA, Australia & the Asean countries

FREE BULLETIN

You will receive a quarterly bulletin D'REAM and get to know the latest happenings in the industry and market

WEBSITE

An interactive website to get the latest updates and to connect with members and to display properties for sale among members

LEGAL ADVICE

Free legal advice for members through a panel of MIEA's lawyers. Any member can get free advice on any real estate issues

EDUCATION & TRAINING

You will be able to learn and educate yourself through the many educational and training programmes at members rate

SOURCE OF INFORMATION

The Institute has a wealth of real estate information and members can update themselves with these information

MARKETING & NETWORKING

With members there is trust & one can market themselves and provide the network for the negotiators

SEMINAR & TRAINING CENTRE RENTAL DISCOUNTS

Our seminars and conventions attract hundreds of participants. Our new training centre can accommodate up to 80 people. Only members benefit from the discounts given

LIBRARY & RESOURCES

We have a comprehensive library for members and they can borrow books, make duplicate articles, brochures, forms and other relevant real estate information

SOCIAL AVENUE

We organize many social events including bowling, karaoke, annual dinner and this gives members of the fraternity a social avenue

ARBITRATION

In the event of disputes between members, the Institute have avenues for arbitration thereby solving issues without going to the courts

GOVERNMENT LEGISLATION UPDATES

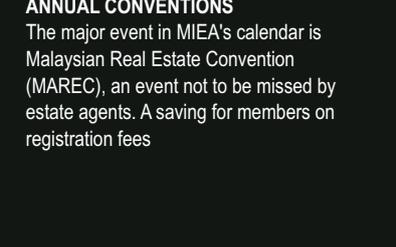
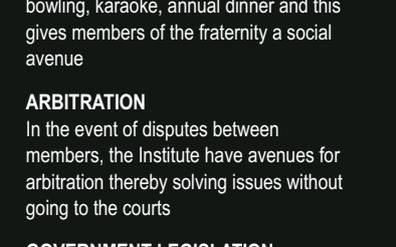
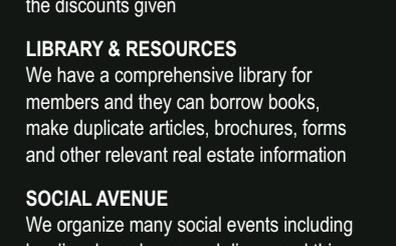
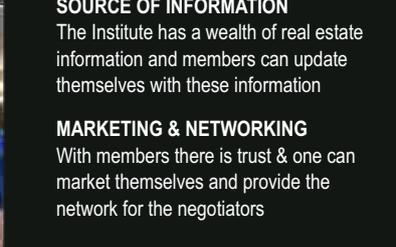
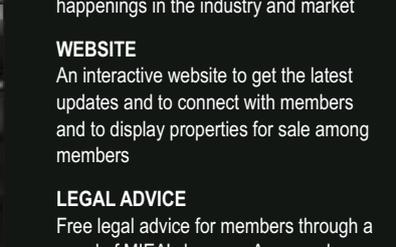
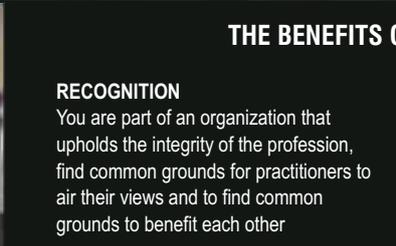
Members are updated with changes in the legislation on real matters

PROFESSIONAL AWARDS

Starting 2008 all members can vie for the real estate industry awards for recognition and service standards

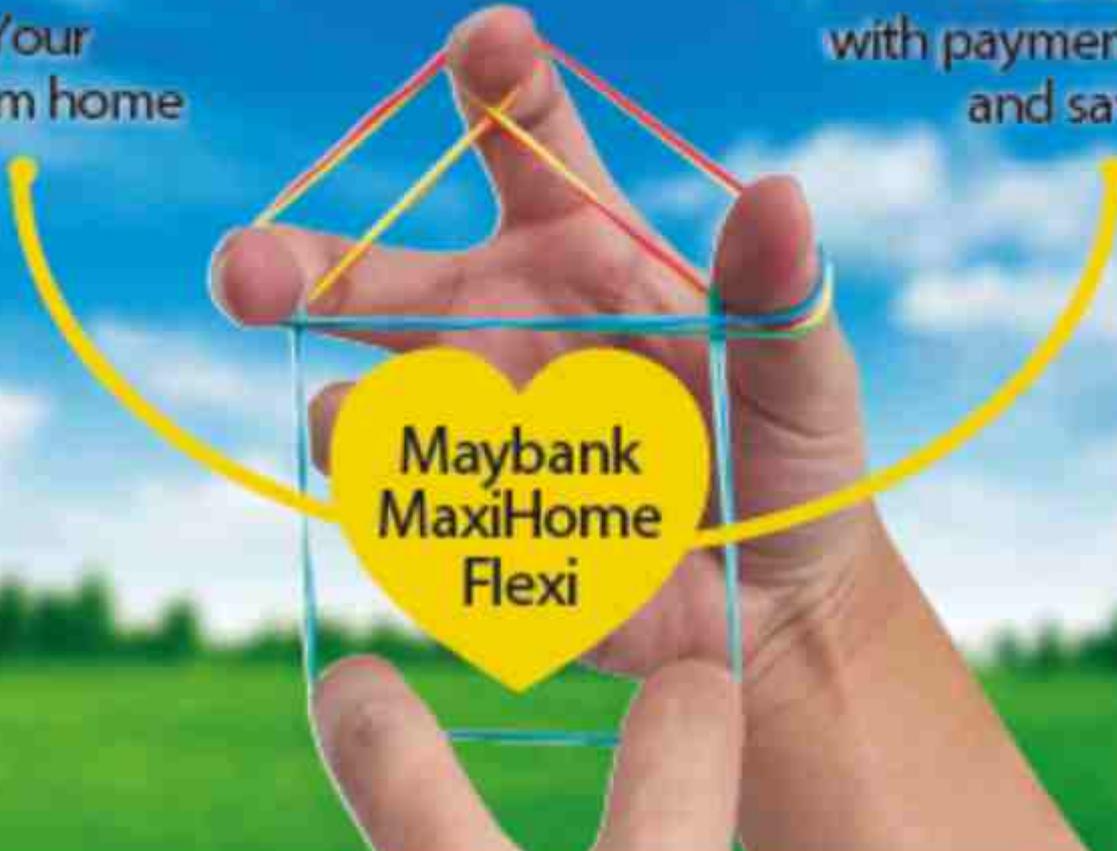
ANNUAL CONVENTIONS

The major event in MIEA's calendar is Malaysian Real Estate Convention (MAREC), an event not to be missed by estate agents. A saving for members on registration fees



Your
dream home

A home loan
with payment flexibility
and savings



Maybank
MaxiHome
Flexi

1 3-in-1 Account

Combine your Savings,
Current and Loan accounts.

2 Flexi-Pay

Pay more to save on interest and
withdraw excess funds anytime.

3 No Extra Charges

For extra payment or
withdrawals from the
account.

4 Earn Interest

Gain up to 1.85% per annum
for credit balances
above RM5,000.

5 Insured Coverage

Complimentary PA insurance
coverage and medical expenses.

6 Easy Access

Via Maybank ATMs, Phone Banking,
Cash Deposit Machines, Maybank2u
and all MEPS ATMs nationwide.

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