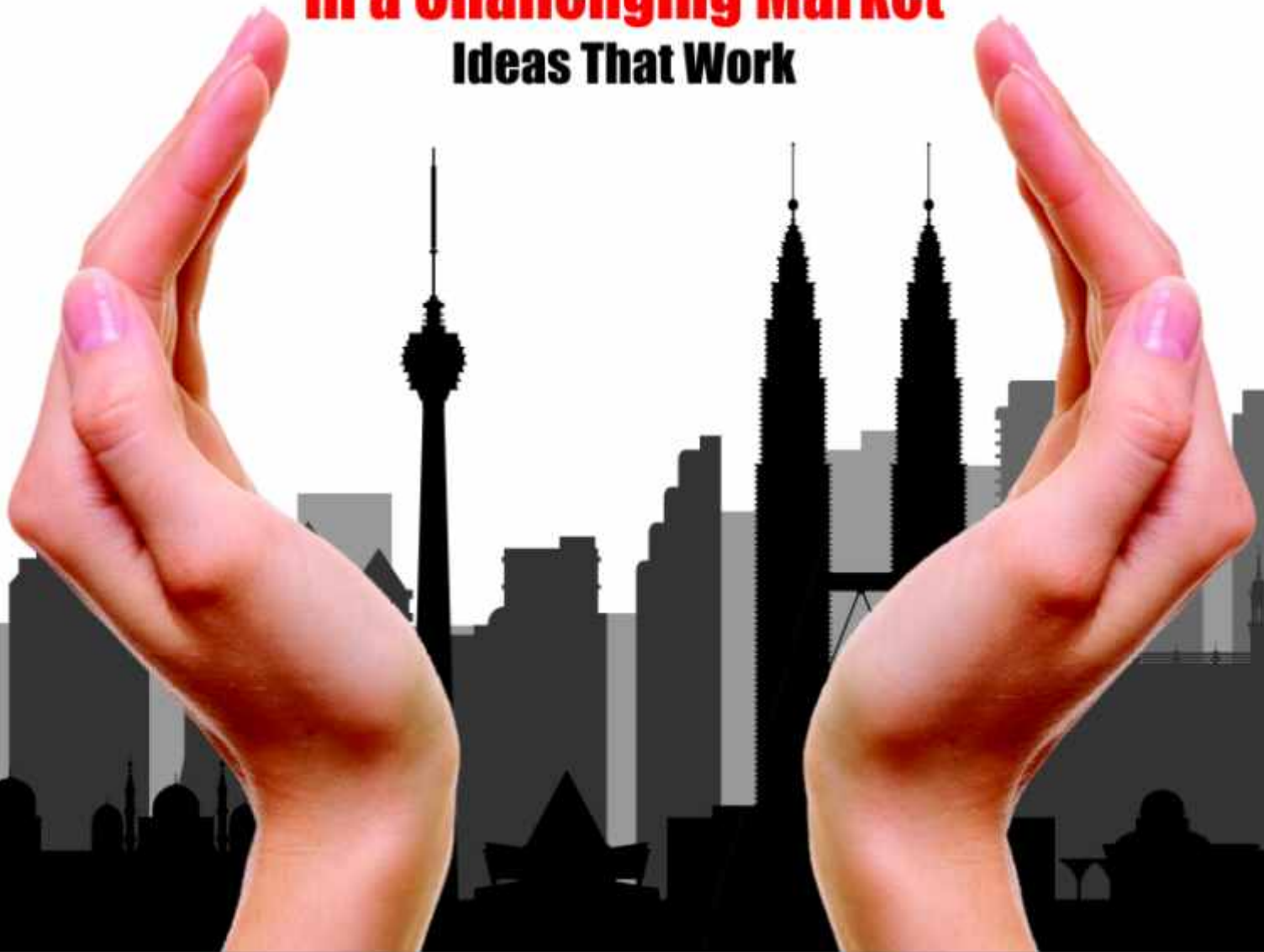


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1 - 2 March 2014 • Sime Darby Convention Centre

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## Innovative Solutions in a Challenging Market

### Ideas That Work

#### Table of Contents

The Convention Chairman's Message.....	5
The President's Message .....	7
The Board of Valuers, Appraisers and Estate Agents Malaysia's Message .....	9
Editor's Note .....	11
MAREC'14 Programme.....	13
Speakers Synopsis .....	15
Picture Gallery - MAREC'13 .....	26
MAREC'14 Organising Committee.....	32
22 Things Happy People Do Differently.....	34
MASPEX 2014 .....	39
MIEA Penang State Branch New Secretariat.....	40
Personal Data Protection Act (PDPA) Real Estate Sector Registration .....	48
Highlights of Personal Data Protection Act (PDPA) .....	49
MIEA in the News .....	50
Calender of Events.....	55



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Greetings and a very warm welcome to all of you to MAREC'14.

The first time I came across the name, MIEA, was when I was in my primary school. Believe it or not, I first "attended" MIEA's national council meeting at the age of 10. I can still vividly recall the then President, the late Mr. Wong Tai Kong, banging the meeting table arguing on the provisions of the commission split of 60/40 between company and negotiators. In order to attend that meeting, both me and my father, Mr. Lim Ah Leck had to take a midnight coach, reaching Puduraya at around 5am, then we will sit and wait until 9am plus at Pudu Station then proceed to MIEA's secretariat. 28 years' later, I have the honour to sit in the same council as Vice President, and not forgetting, today, is also our 28th MAREC Convention. And it so happens, that I am the Convention Chairman for this year! Fascinating, isn't it?

For the past couple of months, many new market cooling measures have been introduced by our government, such as the further tightening of bank's lending policy, the uplifting on foreigners' ownership on properties from RM500,000 to RM1 million, the increase in Real Property Gain Tax, the implementations of GST in 2015 and etc. We believe the market will no longer be the same, it is going to be a much bumpier ride for many of us especially in the year 2014. Hence, that leads us to our theme of the day, **"Innovative Solutions in a Challenging Market Ideas That Work"**. We bring to you, the biggest panel of capable and quality speakers ever in MAREC's history and to share with you how they use innovative ideas to outplay and outwit a more challenging market.

This year, besides our well received Million Dollar Round Table, for the first time, we have added two other forums, namely the **Real Estate Practice Round Table and Women in Real Estate**. The former is to provide the delegates a platform to discuss the underlying issues pertaining to real estate profession in Malaysia, while the latter provides a new perspective of how women can also perform in a male dominated industry.

I am hoping to that by the end of the second day, you will bring back home new ideas that will be of use to you either through our speakers or through other delegates. Do stay back and mingle around at our cocktail reception at the end of the first day, to further develop fellowships with other delegates attending this convention. The convention delegates are not only real estate agents and negotiators from Peninsular Malaysia, but also from Sabah & Sarawak, Singapore and not forgetting our NAR's liaison officer from The States, Ms Pili Meyer.

I would like to take this opportunity to thank MAREC'14 organizing committees, for making this event possible. Special thanks to President Siva Shanker, Deputy Convention Chairperson Ms Amanda Goh, MIEA national councils, MIEA youths and MIEA's secretariat for all their support. Last but not least, I would like to thank all the speakers and delegates for participating in this convention.

Allow me to end this speech with the quote from Milton Berle, "If opportunity doesn't knock, build a door."

Warmest regards,

Lim Boon Ping  
MAREC'14 Convention Chairman





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# MAREC'14

MALAYSIAN ANNUAL REAL ESTATE CONVENTION



My dear friend,

Warm greetings, Happy New Year and Gong Xi Fa Cai to everyone.

It is quite unbelievable that we are already into the third month of 2014. So much has happened in these two short months.

Our Negotiators Registration Seminar (NRS) has been ongoing. As you are aware, the deadline of 31 January 2014 was deferred by a month to 28 February 2014. MIEA took advantage of this deferment to conduct 3 more NRS, two in Kuala Lumpur and one in Penang. We were surprised at the response these last minute classes have received, proving once again that Malaysians in general has no urgency in meeting deadlines.

To date, we have conducted 41 NRS classes nationwide, from Penang in the north to JB in the south and to Kuching and Kota Kinabalu in the east. It has truly been a nationwide experience. Nearly 11,000 negotiators have been trained by MIEA in the last four months. What a magnificent achievement for the institute.

A special gratitude of thanks must be placed on record for the Chief Trainer and architect of the NRS, Past President, Soma Sundram. Without his assistance, we would never have been able to pull this off. He has been present at every single one of these 41 courses, arriving at 9am and only leaving after the last participant has left in the evening. Thank You Past President Soma, MIEA salutes you.

My friends, MAREC is yet again upon us. We have worked hard these past four months to put together a great Convention for you. We have lined up a series of talks and panel discussion sessions that we feel are relevant to the profession and industry at this point in time. We have chosen each speaker with much care and attention. We hope that you will find these sessions useful and relevant.

The next major project we will be undertaking is the second Malaysian Annual Second Property Exhibition (MASPEX). This is scheduled for 11, 12, 13 April and will be held yet again at the Tropicana City Mall. After the astounding success of the first MASPEX, we expect much more participation from Real Estate Agencies. We look forward to all of you taking a booth at MASPEX and joining in its success.

Our Annual General Meeting has been scheduled for 26 April, 2014. You should all be receiving your AGM notices soon. I would like to urge all members to make the time to attend the AGM and share in the success of MIEA. This once a year meeting is important because it sets the tone and direction for the Institute for next year.

Thank you for attending MAREC 14. I look forward to meeting all of you in the course of the next two days.

Siva Shanker  
President 2013/2015  
Malaysian Institute of Estate Agents



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Dear Members,

Warm greetings from the Board of Valuers, Appraisers and Estate Agents.

Thank you for inviting me to pen a few words in your MAREC Edition of the D'ream Magazine.

We have watched the Malaysian Institute of Estate Agents (MIEA) grow over the years from a small NGO to the respected organisation it is now. You have grown from conducting several projects a year to what has now become a full calendar of events that have had a tremendous impact on the profession of Estate Agency in Malaysia.

The landscape of how business is being done is changing even as we speak. The rate of change today is faster than it ever has been. If we are not constantly diligent and embracing this change, it will overtake us and we will be left watching helplessly.

A large portion of the workforce will be manned by the Gen Yérs. These are a group of people who think and behave differently from the Gen Xérs and Baby Boomers. Business owners have no choice but to reinvent themselves in order to deal with this generation of workers.

Technology continues to make great strides into the future. What is fashionable today has the capacity to become out of style within months. Embracing this ever changing and evolving technology must become part and parcel of our everyday life.

I know that MIEA has been extremely busy the last few months conducting the Negotiators Registration Seminar nationwide. I was given to understand by your President that MIEA has conducted a total of 41 classes in Penang, Johor, The Klang Valley, Kuching and Kota Kinabalu.

This is by no means a small feat, my congratulations to President Siva Shanker and his team for having successfully carried out this monumental task. It is indeed a large feather in MIEA's cap.

With this registration exercise the Board is hopeful that many of the ills that plague the industry can be eradicated. I trust the negotiators will be more responsible in the future and uphold the laws and rules that affect the profession.

Finally, I would like to record my sincere thanks to President Siva and the Convention Chairman Lim Boon Ping for inviting me here today as your guest. To the Organising Committee, Congratulations on a show well put together.

I wish MIEA every success and look forward to sharing your future achievements. May you have a successful convention.

Datuk Hj Abdul Hamid Bin Abu Bakar  
President  
Board Of Valuers, Appraisers And Estate Agents



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## 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

**"UNITE PRELUANT 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 invited 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 block and with a title 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 reproduction.

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## EDITOR'S NOTE

By Theresa Augustine  
[theresa@miea.com.my](mailto:theresa@miea.com.my)



We are very excited to present to you this year's bulletin which covers our annual MAREC14 convention. As always we congratulate the Convention Chairman Mr Lim Boon Ping, his deputy chair Ms. Amanda Goh, the committee for their timeless efforts and not forgetting 8 weeks of Domino pizza's for their brain storming sessions.

It has been an interesting start to 2014. Most notable for his effort in the national registration of negotiators is President of MIEA, Mr. Siva. We applaud him and his team for such a huge task.

You will find in your copy of the bulletin some interesting articles, a brief profile of the lineup of speakers for MAREC14 and also advertisements from our sponsors. We take the opportunity to thank all of them for their support.

MAREC Conventions have always been a common playground for friends old and new to meet and network. A few years back the convention was the only avenue to acquire your 10 CPD points to renew your real estate license to practice. With so many other organisations providing the same facility it is a wonder to still see a good number of participants at this year's MAREC14.

We at MIEA wish you all the best. Sit back and enjoy the speakers and their presentations. Stay for the networking cocktail and have a pleasant week ahead.

Thank you

Theresa Augustine  
Councillor and Editor in Chief

## 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 of professionalism amongst practitioners.



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## PROGRAMME

### DAY 1 - 1st MARCH 2014

- 8.00 am Registration and Networking
- 9.00 am Opening Remarks by Emcee,  
Mr. Christopher Chan
- 9.05 am Welcome Remarks by  
Mr. Lim Boon Ping  
Organising Chairman, MAREC'14
- 9.15 am Address by  
Mr. Siva Shanker  
President of MIEA
- 9.30 am Opening Ceremony
- 10.00 am TEA BREAK & PRESS CONFERENCE
- 10.30 am **Session 1**  
**Ideas That Work**  
Speaker:  
Mr. Siva Shanker, President of MIEA
- 11.30 am **Session 2**  
**Raising the 'BAR' in a changing  
Real Estate market**  
Speaker:  
Mr. Soma Sundram, Past President of MIEA
- 12.30 pm LUNCH TIME
- 1.30 pm **Session 3**  
**Top 5 Real Estate Strategies for a  
Massive Breakthrough Result**  
Speaker:  
Mr. Kenny Tan
- 2.30 pm **Session 4**  
**Revolution! A Clarion Call to  
Rebuild The Business World!**  
Speaker:  
Mr. Patrick Liew
- 3.30 pm TEA BREAK
- 4.00 pm **Session 5**  
**Estate Agency Practice  
Round Table Forum**  
Moderator:  
Mr. Nixon Paul,  
Immediate Past President of MIEA  
  
Panelists:  
Mr. Siva Shanker, President of MIEA  
Mr. David Kok  
Mr. Stephen Tew, Past President of MIEA
- 5.00 pm Convention adjourns followed by  
Networking Cocktail reception

### DAY 2 - 2nd MARCH 2014

- 8.00 am Networking
- 9.00 am **Session 6**  
**Social Media Secrets to Attract Clients  
and Recruit Agents**  
Speaker:  
Ms. Pam Siow
- 10.00 am TEA BREAK
- 10.30 am **Session 7**  
**Taxation Relating to Real Estate**  
Speaker:  
Mr. Koo Kian Ming
- 11.30 am **Session 8**  
**Women in Real Estate Forum**  
Moderator:  
Ms. Amanda Goh  
  
Panelists:  
Ms. Pili Meyer, NAR President's Liaison  
Ms. YY Lau  
Ms. Kayte Teh  
Ms. Judith Ng
- 12.30 pm LUNCH TIME
- 1.30 pm **Session 9**  
**Implications of the Strata Management  
Act on Real Estate Agents**  
Speaker:  
Sr. Adzman Ariffin
- 2.30 pm **Session 10**  
**The Power of Belief for Phenomenal  
Sales and Leadership**  
Speaker:  
Mr. Shon Foong
- 3.30 pm TEA BREAK
- 4.00 pm **Session 11**  
**Million Dollar Round Table Forum**  
Moderator:  
Mr. Stephen Tew, Past President of MIEA  
  
Panelists:  
Mr. Paul Khong  
Ms. Bernice Chee  
Ms. Celine Chin
- 5.00 pm Lucky Draw and Closing Ceremony





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# SPEAKERS SYNOPSIS



## Session 1 Ideas That Work

The world as we know it has changed. The way business is conducted has also changed. As business owners and entrepreneurs we need to make changes as well. The mantra of the new world order is "Change or perish".

This paper will attempt to identify some of these changes, especially those affecting the world of Real Estate practitioners. Having identified it, the paper will put forth recommendations that can be adopted by practitioners to embrace this change and make a better business environment for themselves. The paper will explore ideas and strategy that work, and will provoke the minds of participants to think critically.

**'Don't just think outside the box..... get rid of the box'.**

### Speaker : Siva Shanker, President of MIEA

Mr. Siva Shanker is a Registered Estate Agent with the Board of Valuers, Appraisers & Estate Agents Malaysia. He has more than 25 years of experience in the property industry, having worked in both large international property consultancies as well as small local outfits. He started his career in 1982 with Gupta & Co, working as a Valuation Assistant. The 5 years he spent in valuations have given him an in depth grasp of the technical aspects of the industry. Siva then moved on to do agency work with Knight Frank Baillieu. In 1995, Siva accepted a role as Agency Manager with Azmi & Co. After several senior roles in Jones Lang Wootton and PPC International, Siva formed his own Real Estate firm, Linear Estates. Linear Estates was in operations from 2004 to 2010.

In light of the inevitable liberalization of the service sector, Siva accepted an invitation to join PPC International as Agency Partner. Linear Estates was then officially merged with the bigger entity of PPC International.

Siva has been an active member of MIEA and has always been supportive of the Institute. He served as Councilor for 2 years under the leadership of President Soma Sundram. He was the Convention Chairman for MAREC 08. In fact, he was the one who first coined the term "MAREC", which has now become a strong brand name for the Annual Convention.

Siva is currently the President of the Malaysian Institute of Estate Agents and has been instrumental in some of its high achievement in the last 2 years. Some of his greatest achievements in MIEA include being Convention Chairman for a record second time for MAREC 2011 and also being the Awards Chairman for the MIEA for the National Real Estate Awards consecutively for the years 2011 and 2012.



## Session 2 Raising the 'BAR' in a changing Real Estate market

The paper 'Raising the Bar in a challenging real estate market' will set to motivate practitioners on the many changes that are taking place and how one should raise their standard of practice. The speaker will candidly discuss the many changes that are already taking shape including the effects of the recent national registration exercise, the leadership and management challenges, recruitment, retention and termination policies. Raising the bar is about how to continue growing as a relevant practitioner. The paper will give a deeper understanding of what is happening in the practice and how to adapt to these changes.

### Speaker : K. Soma Sundram, Past President of MIEA

Soma Sundram registered Estate Agent has been in the Real Estate industry for the past 26 years. He also pioneered project marketing in Malaysia and is currently director & head of project marketing at Reapfield Properties Sdn Bhd.

He is a Past President and Fellow of the Malaysian Institute of Estate Agents and his key achievements in the institute is to have acquired the MIEA premise and introduced the MIEA National Real Estate Awards.

Soma is regarded as a leading Real Estate Trainer in the country and appointed as the chief trainer for the National Real Estate Negotiators Training Program where close to 11,000 REN's were trained. For his contribution to the fraternity he was honored with the MIEA National Leadership Award in 2013. Soma is a talented speaker and has shared the stage in many conventions and conferences.

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#### ACHIEVEMENTS:-

##### MIEA National Real Estate Awards

- Commercial Agency Of The Year 2008
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- Specialized Category Award 2011
- Real Estate Agency Of The Year 2012
- Real Estate Agent Of The Year 2013
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# SPEAKERS SYNOPSIS



## Session 3

### Top 5 Real Estate Strategies for a Massive Breakthrough Result

- Acquiring a simple yet effective business system
- achieve breakthrough Results in 2014.
- Adopting Top Marketing Strategies to differentiate yourself from over thousands of other agents
- Emerge and be the top lister among fierce competitions.
- Adopt sustainable business system exponentially increase your income consistently.
- Master the advanced negotiation techniques to close deals efficiently.

**Speaker :** Kenny Tan, School of Infinite Potential LLP

Kenny Tan has been in the real estate industry since 2004 and has an impressive string of accolades and achievements to his name. He co founded School of Infinite potential and bringing in unique ranges of programs to empower real estate agents. He is also the head of training in the largest real estate agency with more than 5300 agents in Singapore. Using methodology which is diverse, from inner strengthening to in-depth "on-the-job" problem-solution scenarios, all which will propel you to succeed in your business and life. His remarkable ability to go straight to the core of the challenge and effect rapid change makes him a unique commodity as a turn around specialist and success real estate coach. He has trained more than 1000 real estate agents in Singapore and Malaysia and has been featured on Star Papers, Straits Times, Business Times and TV Channels such as Channel 8 & Channel U.



## Session 4

### Revolution! A Clarion Call to Rebuild The Business World!

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- How to build a strong and sustainable business.
- How to create a highly respected business that will make a major impact on your industry.
- How to inspire people to be a part of your team and offer you their total commitment and effort.
- How to leverage on your business to transform the community and make a positive impact on society.

**Speaker :** Patrick Liew, Managing Partner, Global Enterprise Exchange

Patrick Liew, MBA, MSc, BSc is the Managing Partner of Global Enterprise Exchange. He is also a founder of Success Resources, arguably Asia's largest seminar organiser and a major shareholder of a company which is listed on the Australia Stock Exchange.

Patrick has also established an e-learning company which was rated by Deloitte and Touche as the 11th fastest growing tech company. He is a Special Adviser of HSR Global Ltd, a publicly-listed company on SGX-ST. Previously, he was the Executive Chairman and CEO.

Patrick is arguably the first person to develop a multimedia e-learning programme on entrepreneurship. He authored a Chinese book on business systems and was also the co-author of a Times Bookshop best-selling book.

Patrick won the Entrepreneur Of the Year Award For Social Contribution, the Asia Pacific Entrepreneurship Award, the Global Leader Award and five other business awards.





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# SPEAKERS SYNOPSIS



## **Session 5 Estate Agency Practice Round Table Forum**

**Moderator: Mr. Nixon Paul, Immediate Past President of MIEA**

Nixon Paul started his career in the Real Estate Business in 1982 and currently is the Managing Director of Carey Real Estate Sdn Bhd.

He set up his company in 1983 and since then has expanded his business by setting up offices in Kuala Lumpur, Ampang, Kota Kinabalu and Penang.

Nixon also served as the president of the Malaysian Institute of Estate Agents from 2011 till April 2013.



**Panelist : Siva Shanker, President of MIEA**

Refer profile in Session 1 - Ideas that Work



**Panelist : Mr. David Kok, Messrs David Kok and Associates**

Mr David Kok was admitted as an Advocate & Solicitor of the High Court of Malaya in 1995 after obtaining an LLB (Hons) degree from the University of London in 1992 and the Certificate of Legal Practice in 1994. Mr David Kok has more than 18 years of experience as an advocate and solicitor and is currently a partner at Messrs David Kok and Partners. Mr David Kok is one of the official Legal Advisor and honorary member to MIEA. He is the author of a 650 page law reference book entitled Conveyancing, Law And Practice in Malaysia for the international publisher Commerce Clearing House (CCH a Wolters Kluwer business) and is also the author of the books known as Legal Guide To Conveyancing Practice 1st and 2nd Edition respectively. He served as one of the Chairman of The Disciplinary Committee for the Malaysian Bar Council.



**Panelist : Stephen Tew, Past President of MIEA**

Mr Stephen Tew is presently a director and a major share holder of Axis Reit Bhd. He is also an active partner in Hectares and Strata Real Estate.

Stephen started his career in Rahim and Co as a negotiator and thereafter ventured on his own after he passed his Diploma in Real Estate and secured his license to practise from the board.

His business activities were generally focused on the Industrial and Commercial markets and he made a name for himself with the conclusion of several land mark transactions. His discipline and perseverance in his business activities has proven to be his formula for success.



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# SPEAKERS SYNOPSIS



## Session 6

### Social Media Secrets to Attract Clients and Recruit Agents

Everyone is using social media, however few know how to utilize social media to attract and acquire clients. Learn 3 powerful secrets on transforming your social platform into a tool to attract both clients and agents too. Its time to integrate social media into your internet marketing strategy to watch the profits explode.

**Speaker :** Pam Siow, School of Infinite Potential LLP

As one of Asia's reigning queens of digital marketing, Pam Siow is the master and commander of the ThinkSpace and Internet Biz Owners Club, a million-dollar regional brand with offices in Singapore and Malaysia.

A renowned business coach and consultant, Pam Siow and her team focuses on helping hundreds of business owners, entrepreneurs, corporations, and property developers gain true success and massive profits executing their digital campaign with their extensive knowledge about online marketing and social media; her very own digital marketing master-class formulated around her immense knowledge, real-world experience, and undeniable wit.

Pam has been featured on many top-tier regional media such as The Straits Times, Business Times, Channel News Asia, Bernama TV, Bella TV, Capitol TV, Kiss 92, and 93.8 Live for the company's various achievements and for her general expertise.

Concurrently, Pam is columnist for the Star Papers in Malaysia, SME Magazine and the Singapore Business Review.



## Session 7

### Taxation Relating to Real Estate

The property sector has always been an interesting topic for discussion. Taking into cognizance the importance of the property sector to the economy and the complexity of the issues surrounding it, the presentation will be focused on the following areas of taxation:

- **Taxation of income from real property and gains from real property transactions**
  - Basis of taxation of rental income and deductible expenses, gain - loss from the disposal of real property
- **Updates on Real Property Gains Tax (RPGT) for companies and individuals**
  - Tightening of the RPGT regime in Malaysia and the compliance obligations
- **Impact of Goods and Services Tax (GST) on real property**
  - GST on difference types of real property and the impact of GST to property owners

**Speaker :** Koo Kian Ming, Executive Director of KPMG Tax Services Sdn Bhd

Koo Kian Ming is attached to the Corporate Tax Department of KPMG Tax Services Sdn Bhd. He has 15 years of experience in corporate tax compliance and advisory for multinational and local companies in diversified industries such as property development, construction, financial services, manufacturing, trading, plantation, and oil & gas. He also assists companies in applications for various tax incentives and advises companies on areas such as inbound and outbound investments, mergers & acquisitions, group re-organisation, and etc. He is currently the Executive Director of KPMG Tax Services Sdn Bhd.



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SABAH



# SPEAKERS SYNOPSIS



## **Session 8 Women in Real Estate Forum**

**Moderator: Ms. Amanda Goh, Principal of RealProperty.My**

Amanda Goh is currently the principal of RealProperty.My. She has more than 10 years of working experience in the real estate and construction industry. A qualified Chartered Accountant with the Institute of Chartered Accountants in England and Wales (ICAEW), Amanda was also awarded a Distinction in Masters of Science in Corporate Real Estate Finance and Strategy from City University, London. In addition, she holds the designation of Certified International Property Specialist (CIPS) from the National Association of Realtors (NAR), USA. Currently, she serves as a Councillor for the Malaysian Institute of Estate Agents (MIEA) and has initiated the MIEA Youth wing to unite young real estate practitioners.



## **Panelists: Ms. Pili Meyer, NAR President's Liaison**

Born and raised in Hawaii, Pili Meyer has lived in the Pacific Northwest of the US for the last thirty years. She is a graduate of Mills College.

Meyer is a successful real estate agent in Port Angeles, WA, an award winning international speaker in real estate, and actively involved in the Realtor Association. She has served as 2002 Washington Realtors state president, 2006 Region 12 Vice President for NAR, 2007 NAR Liaison, 2011 NAR President's Liaison to Malaysia. She has been an NAR Director for 15 years. She is a contributing writer to "The Real Estate Professional," a national magazine. Meyer has earned the ABR, CRS, GRI, SRES, and SRS designations. She also teaches the ABR, SRES and SRS classes.



## **Panelists: Ms. YY Lau, Managing Director of YY Property Solutions**

Ms YY Lau is the managing director of the company and is fully responsible for the corporate real estate and agency/brokerage operations of the company. Prior to establishing YY PROPERTY SOLUTIONS in 1995, Ms Lau was attached to a leading global real estate organization where she established her reputation as being one of the top real estate professionals in Malaysia.

In the course of her 18 years career in the real estate industry, Ms Lau has been servicing and working closely with clients mainly from the "Fortune 500 Companies", i.e. Citibank, KPMG, IBM, Nestle, Symantec, British Petroleum as well as Malaysian conglomerates such as the IGB Group and Bandar Utama Group. She is a much sought after commentator by the media on the local real estate industry as well as a speaker at public forums on the same. She has also been invited to speak at international arena in Jakarta, Seoul and Singapore, to name a few.



## **Panelists: Ms. Kayte Teh**

Kayte started her career as a real estate negotiator in 1995 and in year 2000, she obtained her license to practice as a registered real estate agent. Kayte is currently a Director with Carey Real Estate Sdn Bhd. She specializes in the sale and rental of industrial properties and is now spearheading the residential luxury property department. Kaytel is an active member of the Malaysian Institute of Estate Agent. In the year 2013, she was the Vice President of the Institute and organizing chairman of MAREC13. In the year 2012, she was the organizing Chairman of the MIEA Annual Dinner and Awards. Currently, she is Vice President of MIEA holding the "Business Development" portfolio, which entails organizing the Malaysian Secondary Property Exhibition as well.



## **Panelists: Ms. Judith Ng, Executive Director of CBD Properties (Sri Hartamas) Sdn Bhd**

Ms Judith has a Diploma in Estate Agency. She has been in the Real Estate industry for 14 years. She obtained her practicing licence in 2007 and became a partner of CBD Properties since 2009. She is heading the CBD branch in Mont Kiara. MIEA councillor since 2012 and in charge of overseeing the Membership department. Her appointment as Membership chairman has seen an increase of more than 50% membership in MIEA to date.



# SPEAKERS SYNOPSIS



## Session 9

### Implications of the Strata Management Act on Real Estate Agents

The enforcement of Strata Management Act 2013 (Act 757) is expected in 2014. This new act is expected to bring new challenges for developers, investors, owners, property managers and estate agents in terms of investment decision, lifestyle and legal implications when it comes to strata property ownership. It is therefore important to be proactive in preparing for the implementation of Act 757 and to look into innovative solutions in the marketing and sales of Strata properties in the future.

**Speaker : Sr Adzman Shah Mohd Ariffin, Chief Real Estate Consultant for ExaStrata Solutions S/B**

Sr Adzman Shah Mohd Ariffin graduated from University of Glamorgan, Wales, United Kingdom with a Bachelor of Science degree in Urban Estate Management. With over 25 years of experience in the property industry, Sr Adzman first started his career as in real estate at John David Watts and Morgan Chartered Surveyors and Cardiff City Council in Wales, United Kingdom, carrying out work mainly in valuation, real estate agency and property management.

Upon returning to Malaysia in 1991, he worked for various corporations and firms which included Taylor Woodrow International Ltd. on the STAR LRT project as the Land and Property Coordinator, Colliers Jordan Lee & Jaafar Sdn Bhd. Chartered Surveyors, Cold Storage Malaysia Bhd and Carrefour Malaysia covering wide ranging experience which include development planning, property and shopping centre management, market research and consultancy, marketing, acquisition, disposal and leasing. Sr Adzman Shah was the Deputy Managing Director of DTZ Nawawi Tie Leung Property Consultants Sdn Bhd. overseeing the firm's operations and in particular responsible for Valuation, Investment, Research Consulting and Asset/Property Management and thereafter, Chief Executive Officer of Hektar Property Services Sdn Bhd responsible for the asset management and centre management of retail assets worth RM1 billion under Hektar REIT.

Sr Adzman is currently Chief Real Estate Consultant for ExaStrata Solutions Sdn Bhd which undertakes real estate advisory, market research and feasibility studies, development design and planning, retail development consultancy, property management and marketing and leasing serving major clients which include Unit Kerjasama Awam dan Swasta (UKAS) under the Prime Minister's Department, Iskandar Region Development Authority (IRDA), AmanahRaya Berhad, Hektar REIT, MARA Incorporated, Aeon Big and Titijaya Group.

Sr Adzman is a Professional Member of the Royal Institution of Chartered Surveyor (RICS) and a Fellow of Royal Institution of Surveyors Malaysia (RISM). He is also a Registered Valuer, Property Manager and Estate Agent with the Board of Valuers, Appraisers and Estate Agents of Malaysia. He received a special award in 2011 for eminent contribution in the field of property management in Malaysia from the Board of Valuers, Appraisers and Estate Agents Malaysia. He is currently Vice President of the Royal Institution of Surveyors Malaysia, Chairman of the Property Management, Valuation and Estate Agency Services (PMVS) under the Royal Institution of Surveyors Malaysia (RISM) for three consecutive sessions (2011-2014) and Committee Member of Malaysian Institute of Professional Property Managers (MIPPM).

Sr Adzman sits on several advisory boards and committees which include Board of Governors for Institute Penilaian Negara (INSPEN), Strata Title National Committee under the Ministry of Natural Resources, Prosper Property Working Committee for Perbadanan Usahawan Nasional Berhad (PUNB) and is also a regular speaker on strata property matters relating to property management, Joint Management Body (JMB) and Management Corporation (MC) matters.

# SPEAKERS SYNOPSIS



## Session 10

### The Power of Belief for Phenomenal Sales and Leadership

As a real estate agent, every initiative implemented comes with challenges, tough decisions and frustrating setbacks. We will share the strategies, social psychology, behavioral economics and neuroscience that is powerful and time efficient for sales and leadership success.

**Speaker : Shon Foong, School of Infinite Potential LLP**

Since 2006, Shon Foong started his first career in real estate business in the largest real estate agency in Singapore, ERA with only \$459 in his bank. Within 2 years, Shon Foong was the leading and fastest growing achiever and leader in the largest agency ERA Real Estate in Singapore. Shon holds countless Top certificates in Sale and Management and has become an expert in online marketing and sales strategies. He has lead a strong sales force to 100% sells out new launch condominium projects in the recent years. Having performed hundreds of workshops, coaching sessions, seminars, training programs. Shon brings to the table years of practical experience and technique and co founded School Of Infinite Potential training more than 1000 agents in Singapore and Malaysia. He has been featured on Straits times, Sunday Times, Business Times and Channel U for his real estate success.



## Session 11

### Million Dollar Round Table Forum

**Moderator: Mr. Stephen Tew, Past President of MIEA**

For Stephen Tew's profile, please refer to Session 5 - Estate Agency Practice Round Table Forum.



**Panelists: Mr. Paul Khong, Group Executive Director of CBRE Malaysia**

Paul Khong is the Group Executive Director of CBRE Malaysia. He has 20 years for professional experience in the real estate industry. He is a registered valuer and estate agent since 1999. He runs the Corporate Valuation Department, Corporate Agency Leasing and Transaction Divisions and also the Project Marketing Sections of CBRE in Malaysia and have successfully done numerous major landmark sales transactions thru out his career. He also contributes regularly to the local press. He is also a licensed Public Auctioneer in Selangor and Wilayah Persekutuan.



**Panelists: Ms Bernice Chee Swee Lan, CBD Properties (Sri Hartamas) Sdn Bhd**

Ms Bernice has had experience in various businesses including F&B, Insurance and Multi-level Marketing. She joined CBD Properties in August 2009 as a Real Estate Negotiator. She currently holds the Top Agent Awards for 2010, 2011 and 2012 in CBD Properties Sdn Bhd. She is one of the recipients of MIEA's national Real Estate Awards 2013 for the Negotiator of the Year under the Residential category.



**Panelists: Ms. Celine Chin, Hartamas Real Estate (Malaysia) Sdn Bhd**

Celine started her real estate career in year 2000. Prior to her success in real estate, she had a 10 years of accounting background in the financial and investment portfolio. Professionally, she passes a qualification of LCCI in Accountancy.

Today, with 13 years of experience, focusing in residential properties of Ara Damansara and Bukit Jelutong, she has been performing successfully and consistently as one of the top achievers in Hartamas Real Estate. Celine believes in hardwork, persistence, building relationships and working as a team with great support from a reputable real estate firm such as Hartamas Real Estate, enables her to excel in her real estate career.



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# 22 THINGS HAPPY PEOPLE DO DIFFERENTLY

There are two types of people in the world: those who choose to be happy, and those who choose to be unhappy. Contrary to popular belief, happiness doesn't come from fame, fortune, other people, or material possessions. Rather, it comes from within. The richest person in the world could be miserable while a homeless person could be right outside, smiling and content with their life. Happy people are happy because they make themselves happy. They maintain a positive outlook on life and remain at peace with themselves.

The question is: how do they do that? Its quite simple. Happy people have good habits that enhance their lives. They do things differently. Ask any happy person, and they will tell you that they

## 1. Don't hold grudges.

Happy people understand that its better to forgive and forget than to let their negative feelings crowd out their positive feelings. Holding a grudge has a lot of detrimental effects on your well being, including increased depression, anxiety, and stress. Why let anyone who has wronged you have power over you? If you let go of all your grudges, you'll gain a clear conscience and enough energy to enjoy the good things in life.

## 2. Treat everyone with kindness.

Did you know that it has been scientifically proven that being kind makes you happier? Every time you perform a selfless act, your brain produces serotonin, a hormone that eases tension and lifts your spirits. Not only that, but treating people with love, dignity, and respect also allows you to build stronger relationships.

## 3. See problems as challenges.

The word problem is never part of a happy persons vocabulary. A problem is viewed as a drawback, a struggle, or an unstable situation while a challenge is viewed as something positive like an opportunity, a task, or a dare. Whenever you face an obstacle, try looking at it as a challenge.

## 4. Express gratitude for what they already have.

Threes a popular saying that goes something like this: The happiest people don't have the best of everything; they just make the best of everything they have. You will have a deeper sense of contentment if you count your blessings instead of yearning for what you don't have.

## 5. Dream big.

People who get into the habit of dreaming big are more likely to accomplish their goals than those who don't. If



you dare to dream big, your mind will put itself in a focused and positive state.

## 6. Don't sweat the small stuff.

Happy people ask themselves, Will this problem matter a year from now? They understand that lives too short to get worked up over trivial situations. Letting things roll off your back will definitely put you at ease to enjoy the more important things in life.

## 7. Speak well of others.

Being nice feels better than being mean. As fun as gossiping is, it usually leaves you feeling guilty and resentful. Saying nice things about other people encourages you to think positive, non-judgmental thoughts.

## 8. Never make excuses.

Benjamin Franklin once said, He that is good for making excuses is seldom good for anything else. Happy people don't make excuses or blame others for their own failures in life. Instead, they own up to their mistakes and, by doing so, they proactively try to change for the better.

## 9. Get absorbed into the present.

Happy people don't dwell on the past or worry about the future. They savour the present. They let themselves get immersed in whatever they're doing at the moment. Stop and smell the roses.

## 10. Wake up at the same time every morning.

Have you noticed that a lot of successful people tend to be early risers? Waking up at the same time every morning stabilizes your circadian rhythm, increases productivity, and puts you in a calm and cantered state.

## 11. Avoid social comparison.

Everyone works at his own pace, so why compare yourself to others? If you think you're better than someone else, you gain an unhealthy sense of superiority. If you think someone else is better than you, you end up feeling bad about yourself. You'll be happier if you focus on your own progress and praise others on theirs.





## 22 THINGS HAPPY PEOPLE DO DIFFERENTLY

### 12. Choose friends wisely.

Misery loves company. That's why it's important to surround yourself with optimistic people who will encourage you to achieve your goals. The more positive energy you have around you, the better you will feel about yourself.

### 13. Never seek approval from others.

Happy people don't care what others think of them. They follow their own hearts without letting naysayers discourage them. They understand that it's impossible to please everyone. Listen to what people have to say, but never seek anyone's approval but your own.

### 14. Take the time to listen.

Talk less; listen more. Listening keeps your mind open to others' wisdoms and outlooks on the world. The more intensely you listen, the quieter your mind gets, and the more content you feel.

### 15. Nurture social relationships.

A lonely person is a miserable person. Happy people understand how important it is to have strong, healthy relationships. Always take the time to see and talk to your family, friends, or significant other.

### 16. Meditate.

Meditating silences your mind and helps you find inner peace. You don't have to be a Zen master to pull it off. Happy people know how to silence their minds anywhere and anytime they need to calm their nerves.

### 17. Eat well.

Junk food makes you sluggish, and it's difficult to be happy when you're in that kind of state. Everything you eat directly affects your body's ability to produce hormones, which will dictate your moods, energy, and mental focus. Be sure to eat foods that will keep your mind and body in good shape.

### 18. Exercise.

Studies have shown that exercise raises happiness levels just as much as Zoloft does. Exercising also boosts your self-esteem and gives you a higher sense of self-accomplishment.

### 19. Live minimally.

Happy people rarely keep clutter around the house because they know that extra belongings weigh them down and make them feel overwhelmed and stressed out. Some studies have concluded that Europeans are a lot happier than Americans are, which is interesting because they live in smaller homes, drive simpler cars, and own fewer items.

### 20. Tell the truth.

Lying stresses you out, corrodes your self-esteem, and makes you unlikeable. The truth will set you free. Being honest improves your mental health and builds others' trust in you. Always be truthful, and never apologize for it.

### 21. Establish personal control.

Happy people have the ability to choose their own destinies. They don't let others tell them how they should live their lives. Being in complete control of one's own life brings positive feelings and a great sense of self-worth.

### 22. Accept what cannot be changed.

Once you accept the fact that life is not fair, you'll be more at peace with yourself. Instead of obsessing over how unfair life is, just focus on what you can control and change it for the better.





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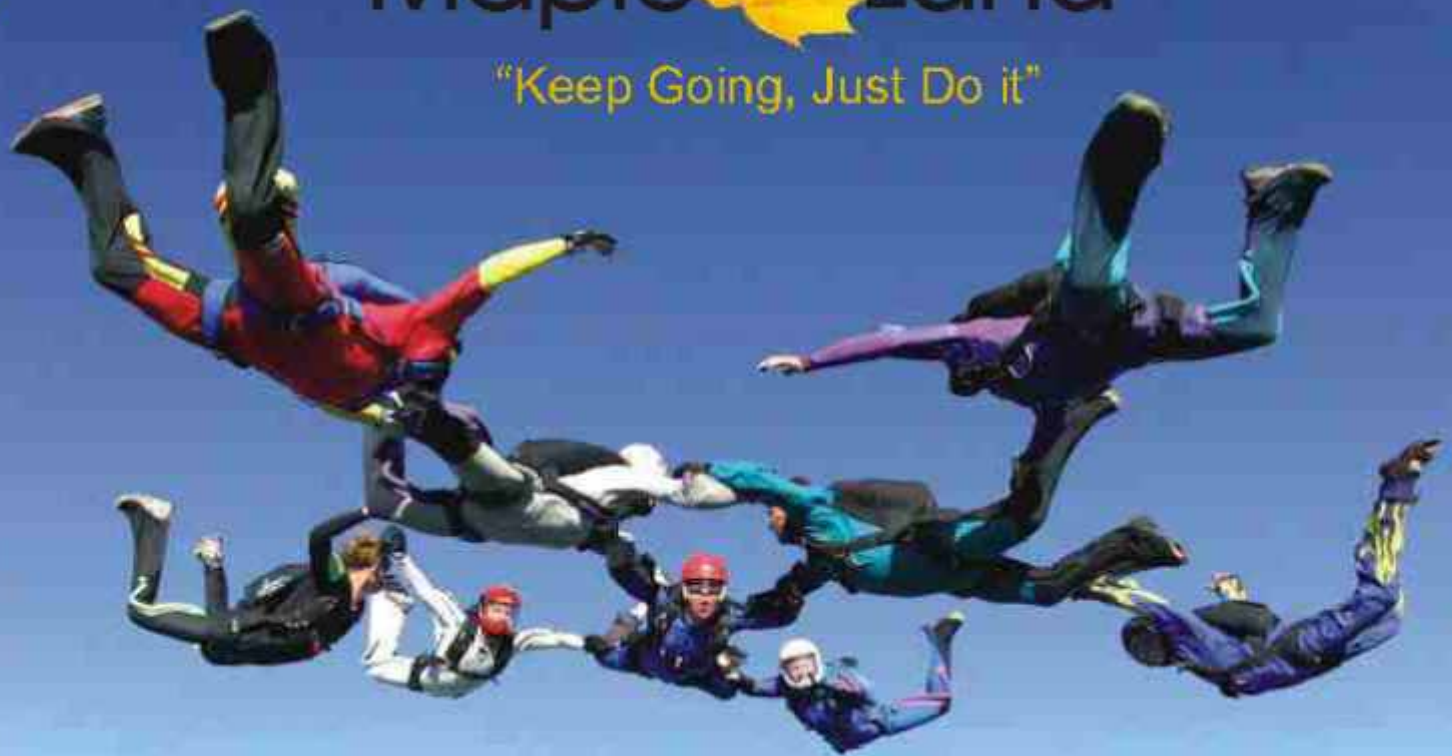
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# MASPEX2014

**MALAYSIA SECONDARY PROPERTY EXHIBITION**

**9 - 11 MAY 2014 | TROPICANA CITY MALL | PETALING JAYA**



**ADDING A NEW DIMENSION TO PROPERTY EXHIBITION**



# MALAYSIAN SECONDARYPROPERTY

EXHIBITION 2014

9 - 11 APRIL 2013 | TROPICANA CITY MALL | PETALING JAYA

Time : 10.00 am to 10.00 pm

MASPEX is an exhibition solely targeted toward the exhibition of secondary properties only and its exhibitors manned by bona fide real estate practitioners. MIEA is now gearing to organize its 3rd Exhibition, having held our 2nd exhibition last year at the Time Square Mall in Penang in September last year.

MASPEX has proven itself to be an effective platform for the public to directly obtain insights into the property investments / buying opportunities, explore the various investment choices in the property market and the meet the real estate practitioners face to face. It is also proven to be an effective gateway for the real estate companies to promote their properties, network with other real estate practitioners, brand and promote their companies.

The venue for this year's MASPEX2014 remains the same, ie at the Tropicana City Mall, Petaling Jaya.

Estate agents are encouraged to participate. Given space constraints in the Tropicana City Mall, booths are limited. Leverage on this opportunity to promote and brand your business. Application forms are available in MIEA' counters on a first come first served basis.







## Opening of MIEA's Penang State Branch New Secretarial Office

Last year 2013 was a hectic year for our Branch and a big thank you to all our Penang Committee members for coming together to organise the 1st ever MASPEX (Malaysian Secondary Property Exhibition) held in Penang from 27th to 29th September was successfully held with 20 participating Real Estate Firms and also Maybank for being the official sponsor. Over RM20 million in loan transactions were concluded during the 3 days of exhibition which was held at Penang Times Square.

In addition Penang Branch together with MIEA HQ conducted 8 Real Estate Negotiator Seminars over a period of 3 months and certified over 1200 negotiators working in Penang. With this registration of negotiators nationwide conducted by the Board of Valuers, Appraisers and Estate Agents MIEA Penang Branch is hopeful the future enforcement and action by the Board against the illegal negotiators will commence soon.

As we start 2014 and Penang Branch embarks on a new journey with the opening of our new Secretariat office at Axis Complex on the 23rd February, the present committee members are proud to be able to set up the new office as well as be privileged to have as our Guest of Honour YB Jagdeep Singh Deo our Penang State Executive Councillor for Town & Country Planning and Housing to officiate the opening in the presence of our members.





With the opening of the new Secretariat we intend to offer our members the following facilities such as a seminar room which can accommodate up to 50 participants for a small fee as well as a meeting room and small reference library. Members who work in Butterworth but wish to hold their meetings with clients can do so at the secretariat. The Secretariat intends to commence regular seminars as well as kick start the long awaited Open University Malaysia Diploma Courses soon for Penang as well as conduct CPD Seminars on a yearly basis.

Lastly Penang Branch will be organising the 2nd Maspex from 19th to 23rd June at Times Square, we hope our members will continue to support this event as it's standing in the Penang Property Calendar will become one of the main features in the future and MIEA and it's members can contribute positively towards ensuring prospective buyers have the best platform to look for their dream home as the Secondary market contributes up to 70% of the sales transactions in the State of Penang.



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### Corporate Services

- ✓ Strategic Management
- ✓ Transaction Management

## Offices To Let



### Menara Prestige

**Location:**  
Jln Pinang, KLCC

**No. of floors:**  
40 -storey

**Lettable Area:**  
10,000-350,000 sq. ft.

**Building Status:**  
New, GBI & MSC Status



### Menara Maxis

**Location:**  
Jln Ampang, KLCC

**No. of floors:**  
49 -storey

**Lettable Area:**  
1,000-15,000 sq. ft.

**Building Status:**  
GBI & MSC Status



### Menara Shell

**Location:**  
Jln Tun Sambanthan

**No. of floors:**  
33 -storey

**Lettable Area:**  
5,000-16,000 sq. ft.

**Building Status:**  
New, GBI & MSC Status



### Prima 6

**Location:**  
Cyberjaya

**No. of floors:**  
3-storey

**Lettable Area:**  
5,000-15,000 sq ft

**Building Status:**  
MSC Status



### NU Tower 1

**Location:**  
KL Sentral

**No. of floors:**  
26-storey

**Lettable Area:**  
10,000-14,000 sq ft

**Building Status:**  
New, MSC Status



### Plaza 33 Tower B

**Location:**  
Sec. 13, PJ

**No. of floors:**  
25 -storey

**Lettable Area:**  
8,000-19,000 sq. ft.

**Building Status:**  
New, MSC Status



### KL Eco City – The Pillars

**Location:**  
Mid Valley City

**No. of blocks:**  
12 blocks

**Lettable Area:**  
10,000-60,000 sq ft

**Building Status:**  
New, GBI Gold



### Prima 9

**Location:**  
Cyberjaya

**No. of floors:**  
7-storey

**Lettable Area:**  
5,000-15,000sq ft

**Building Status:**  
MSC Status

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## Personal Data Protection Act (PDPA) – Real Estate Sector's Registration

The Personal Data Protection Act (PDPA) 2010 came into force on 15 Nov 2013. The act was introduced specifically for the purpose of preventing the misuse of personal data for commercial purposes. Eleven sectors are classified as data users which includes communication, banking and financial institutions, insurance, health, tourism and hospitality, transport, education, direct selling, services, real estate and utilities sectors.

With the act in force, data users holding personal details have to abide to the law in handling data with care. It is an offence for data users to disclose personal data to third parties without the consent of the owner. The act also listed the various offences and penalties which include a fine of up to RM500,000 or a jail term of up to 3 years for processing personal data without a certificate of registration.

For those who have yet to register with the Personal Data Protection Department, we have listed below some useful information you need to know.

### How to apply?

- Complete the registration form which can be found at the Personal Data Protection Department's Registration Counter or download the form available at [www.pdp.gov.my](http://www.pdp.gov.my)



- Completed form must be submitted to the registration counter or by post to the following address:  
Kaunter Pendaftaran  
Bahagian Pendaftaran dan Operasi  
Jabatan Perlindungan Data Peribadi  
Aras 6, Kompleks KKMM, Lot 4G9  
Persiaran Perdana, Presint 4  
Pusat Pentadbiran Kerajaan Persekutuan  
62100 Putrajaya
- Registration Counter operating hours are from Monday to Friday, 8.30 am to 4.30 pm

### Registration fees

- Payment of registration fees must be made within 21 days at the registration counter after the applicant has received the registration approval via e-mail notification. Please bring along the acknowledgement slip upon registration.
- Registration certificate will be given after the fee is paid.
- Data user who belongs to two or more classes of data users must create a separate registration.
- The validity period of registration is 24 months from the date the application is approved. Renewal reminders will be sent via e-mail to the data user three months before the expiry date of the registration certificate.
- The annual registration fee rate charged is based on the type of business as per below table:

Nature of Business	Fees (RM)
Sole Proprietor	100
Partnership	200
Limited	300
Public Limited	400

### Relevant documents

The following documents must be submitted together if applicable:

- Memorandum of Association
- Articles of Association
- Form 24
- Form 49
- Form A (Business Registration, Business Registration Rules 1957)
- Form D (Registration Certificate, Businesses Registration Act 1956)
- Business license, etc.

Those categorised as data users have until **15 Feb 2014** to register with the Personal Data Protection Department. Please log onto [www.pdp.gov.my](http://www.pdp.gov.my) for more information on PDPA.







# Highlights of Personal Data Protection Act (PDPA)

The summary below highlights some key features of PDPA, useful for the information of REHDA Bulletin readers.

## Introduction

The Personal Data Protection Act, 2010 (Act 709) or PDPA is one form of cyber legislation recommended in the implementation of the Multimedia Super Corridor (MSC) as the policy goals set out in the Tenth Communications and Multimedia Act 1998 to ensure information security and network reliability and integrity. The main objective of this Act is to regulate the processing of personal data in commercial transactions by data users and protect the interests of general personal data.

PDPA provides regulations on good practices in the processing of personal data of individuals who are still alive. The Act defines the individuals of whom their data are processed as the data subject.

## Meaning of Personal Data

Personal data means any information that is used in commercial transactions relating directly or indirectly to a data subject, who is identified or identifiable from that information. The data can be recorded either manually or electronically, covers the objective and subjective well regardless of the source of information obtained which includes basic information up to sensitive information comprising information such as the physical or mental health or condition of a data subject, his political opinions, his religious beliefs or other beliefs of a similar nature, the commission or alleged commission by him of any offence or any other personal data as the Minister may determine by order published in the Gazette.

Some examples of "personal data" are:

- Name and address
- Identification number
- Passport number
- Health information
- E-mail
- Picture
- Recording images in closed circuit television (CCTV)
- Information in personal files

- Bank account details
- Credit card details

## Personal Data User

Under Section 2 of Personal Data Protection Act 2010, the Act applies to any person who processes and has control over or authorises the processing of, any personal data in respect of commercial transactions.

In respect of personal data, this Act is also applicable to the following data user:

- a. the person is established in Malaysia and the personal data is processed, whether or not in the context of that establishment, by that person or any other person employed or engaged by that establishment; or
- b. the person is not established in Malaysia, but uses equipment in Malaysia for processing the personal data otherwise than for the purposes of transit through Malaysia.

## Personal Data Protection Principles

The processing of personal data by a data user shall be in compliance with the following Personal Data Protection Principles. The principles are:

### 1. General Principle

Where a user is not allowed to process personal data of another person without consent. The definition of process in this context is handling data in an automatic method or computerised or any other process.

### 2. Notice and Choice Principle

Data-user must comply with the Notice and Choice principles which informed the initial purpose of the information to the data subject concerned.

### 3. Disclosure Principle

The principles of disclosure is identifying the purpose of the subject's personal data to be disclosed.

### 4. Security Principle

When processing personal data on any subject, precautions are taken so that the data is safe, not modified, abused or given to unauthorised parties.

### 5. Retention Principle

Principles of storage: storing personal data more than the required time limit is not allowed.

### 6. Data Integrity Principle

To ensure that the personal data is accurate, complete, recent, not confusing and meeting the purposes of why the data is stored and processed.

### 7. Access Principle

A person must be given the right to access personal data held by a data user and able to correct the data so it is updated.

## Unlawful Collecting of Personal Data

Section 130 of the Act states that without the consent of the data user, a person shall not knowingly or recklessly collect or disclose personal data that is held by the data user or procure the disclosure to another person of personal data that is held by the data user.

However, this does not apply if the person who collects or discloses the personal data falls under any of the situation below:

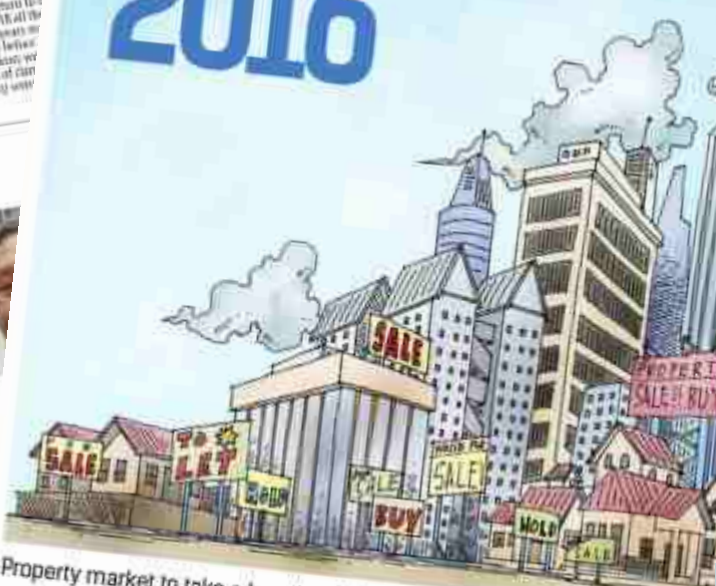
- i. necessary for the purpose of preventing or detecting a crime;
- ii. for the purpose of investigations;
- iii. required or authorised by or under any law or by the order of a court;
- iv. he acted in the reasonable belief that he had the right in law, to collect or disclose the personal data or to procure the disclosure of the personal data to the other person;
- v. that he acted in the reasonable belief that he would have had the consent of the data user if the data user had known of the collecting or disclosing of personal data or procuring the disclosure of personal data and the circumstances of it; or
- vi. that the collecting or disclosing of personal data or procuring the disclosure of personal data was justified as being in the public's interest in circumstances as determined by the Minister.

It is an offence if a person offers to sell personal data or advertise that the personal data is for sale. Anyone who commits an offence under this section shall, upon conviction, be liable to a fine not exceeding RM500,000 or to imprisonment for a term not exceeding three years or both.



[illegible][illegible]

Wait for  
**2016**



## Property market to take a breather this year and next

[illegible]

"A new house, or foreign car \$25,000 per unit, compared to the

## Property's hazy outlook

**Property's hazy outlook**  
A lack of clarity in the sector raises more questions than answers



State agents must register before Jan 31

With the huge demand for vitamins and the increasing supply of regulated vegetables, it is no wonder that illegal sales are taking



## S, residential areas inu

Timor-Leste is a small country.  
It also issued a rather small  
booklet on the subject.



## Updates on real estate

to turn a profit but to reach out to the public, educate them and bring them up to date with current events and happenings in the property market."

**Common ground**  
 MMA has been organising this convention for the past 20 years, and it has over the last few years become the biggest setting for real estate agents, real estate magazines and real estate publishers to come in and network, rather positively and respectfully.

"I don't understand and respect privacy players will promote their vision on a wide variety of topics. They will share their thoughts, ideas and strategies," says Mame.

2014 chairman Kim Roth says, "2014 is expected to be a difficult year."

from Singapore, Indonesia, Thailand and the Philippines, says Lin.

A new feature and highlight of the exhibition is the forum on women in real estate. NREA has invited several prominent and successful female estate agents to lead the forum. Jill Meyers, a regional director from the US National Association of Realtors, is

### Arbitrators

\* FROM PREVIOUS PAGE

Yusuf is the first Malaysian of Chinese but he is not the first Chinese living here. That he is the son of a Chinese mother and a Chinese father is purely a family business and not a political statement. He is a 100% self-employed, one of the few who have made the United Kingdom his home.

"It has to be said in your special case that I know Malaysia and I can find a little room to provide 'Empire' for some thinking."

To CDEP, there's a lot of respect for the Chinese and the Malaysian have the best in the country.

### Corruption and arbitration

"While there is talk of international efforts, Vireddo says, 'we would be unaware of any kind or the intent to hold that kind of conference.'"



# NEWS

## MIEA: 2014 not bad year for property market

**POSITIVE OUTLOOK:** Residential properties continue to be main driver

**ANAND AHMAD HAMDAN**  
KUALA LUMPUR  
anandahamdan@my.com

Year 2014 will not be a bad year for the property market, perceived by many amid edibles and regulations implemented by the government, said an Institute of Estate Agents (IEA) president.

IEA president Anand Hamdan said in an interview with the media that the property market in 2014 will not be a bad year for the property market, perceived by many amid edibles and regulations implemented by the government, said an Institute of Estate Agents (IEA) president.



MIEA president Anand Hamdan says property sales are expected to be higher this year than in 2013.

The real residential properties, which accounted for about 64 per cent of total sales in 2013, will continue to be the main driver of the property market this year.

Nevertheless, the market will see a consolidation in the first half of the year as it is still in a bit of a lull after the budget announcement and in waiting for the changes caused by the policy adjustments.

"The market is still waiting to adapt with changes such as the abolition of the Developer Interest Bearing Scheme and the implementation of a higher real property tax.

"We will see the market finding its level, people getting used to all the negative publicity, the percentage finding its own level, the loan-to-value ratio will be over and there will be a slight improvement in the second half of the year," he added.

Hamdan said other supporting factors include low interest rates and property prices, lower exposure to international tips and down, and demographics and a market shift from primary to secondary.

"With the removal of DIBS and the extra facilities that were

## Aussie Too many exemptions

## Revamping your house

Should one allocate to do up one's home?



Home renovation is a common trend in the current market. The demand for renovation is high, but it is not advisable to do renovation in the value of the property.

IEA president Anand Hamdan said in an interview with the media that the property market in 2014 will not be a bad year for the property market, perceived by many amid edibles and regulations implemented by the government, said an Institute of Estate Agents (IEA) president.

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**MyGov**  
The government's new online platform for public consultation.

**GEORGE TOWN:** Governance Technology (GTech) is a leading technology company in the region. It is a leading technology company in the region.

**THIRUVANANTHAPURAM:** The Thiruvananthapuram government is planning to launch a new project. It is a new project.

**CHENNAI:** Chennai is a city in India. It is a city in India.

**DELHI:** Delhi is a city in India. It is a city in India.

**KOLKATA:** Kolkata is a city in India. It is a city in India.

**MUMBAI:** Mumbai is a city in India. It is a city in India.

**PATNA:** Patna is a city in India. It is a city in India.

**RAIPUR:** Raipur is a city in India. It is a city in India.

**SHIMLA:** Shimla is a city in India. It is a city in India.

**SOLAPUR:** Solapur is a city in India. It is a city in India.

**THIRUVARUR:** Thiruvārūr is a city in India. It is a city in India.

**UDHUPI:** Udupi is a city in India. It is a city in India.

**VADODRA:** Vadodra is a city in India. It is a city in India.

**VARANASI:** Varanasi is a city in India. It is a city in India.

**VIZAG:** Vizag is a city in India. It is a city in India.

**WARRANGAL:** Warangal is a city in India. It is a city in India.

**YERVADA:** Yervada is a city in India. It is a city in India.

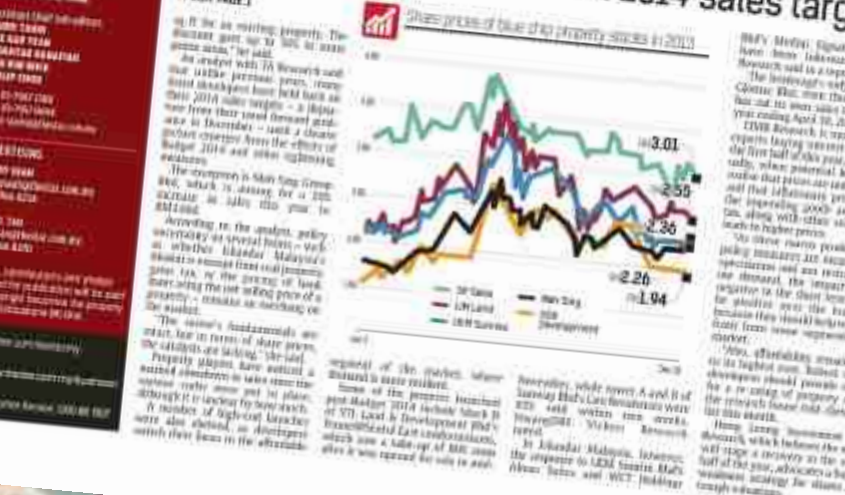
**ZOLINGEN:** Zolingen is a city in Germany. It is a city in Germany.

## Petronas throws lifeline for O&G sector

**KUALA LUMPUR:** Petronas has announced a new initiative to support the oil and gas (O&G) sector. It is a new initiative.

Petronas has announced a new initiative to support the oil and gas (O&G) sector. It is a new initiative.

## Many developers held back 2014 sales target



## Property outlook in 2014

What to expect in the property market this year. Find out at the Malaysian Annual Real Estate Convention (March 2014) organised by the Malaysian Institute of Estate Agents.

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1. CIMB Property Mart  
**Top Real Estate Agency Award 2009**
2. CIMB Property Mart  
**Top Real Estate Agent Award 2010  
Southern Region**
3. Standard Chartered Bank Malaysia Berhad  
**"Best SCB Panel of REA for  
Sales Performance Quarter 4, 2010"  
2nd Runner Up**
4. MIEA  
**National Real Estate Awards 2012  
State Real Estate Agency  
of the year - Johor**
5. Standard Chartered Bank Malaysia Berhad  
**"Best SCB Panel of REA for  
Sales Performance Quarter 1, 2013"  
2nd Runner Up**

# Calender of Events

<b>April</b>	<b>26th (Saturday)</b>	<b>38th Annual General Meeting (AGM)</b>
<b>May</b>	<b>9 - 11th (Fri - Sun)</b>	<b>3rd MASPEX</b>
<b>June</b>	<b>2nd (Monday)</b>	<b>New Intake - Diploma in Estate Agency</b>

Dates are subjected to change. Please contact the secretariat to confirm.



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<b>Full color</b>	<b>Quarter Page Display (10 x 14.5cm)</b>	<b>RM300</b>

For more information, please contact secretariat, Tel: 603 - 7960 2577 or email: [secretariat@miea.com.my](mailto:secretariat@miea.com.my)



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