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Victories



35th Annual Dinner
&
National Real Estate Awards 2012 Night

6 October 2012

Sime Darby Convention Centre, Bukit Kiara, Kuala Lumpur



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Quest for
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WILL CARR, MD

CELEBRATING

Victories

Programme

5.30 pm	Arrival of guest and cocktail
7.00 pm	Arrival of Guest of Honour
7.30 pm	Welcome Address by Organising Chairman
	Dinner is served
8.15 pm	Speech by MIEA President
	Inauguration of New Councillors
	Introduction of Council of Management 2012/2013
	Induction of Fellows
9.00 pm	Awards Presentation
10.00 pm	Speech by Guest of Honour
10.30 pm	Formality Ends and Party Continues

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Message



Tan Guat Eng
Organising Chairman

I am honoured to have been appointed the Organizing Chairman for MIEA's 35th Annual Dinner. This annual event has been growing in terms of prestige and attendance since the introduction of the National Real Estate Awards in 2009 and it is heart warming to note that members and practitioners have been very supportive of this event.

Over the last few years the support from sponsors has also been very encouraging and this is testimony to the Annual Dinner's growing prominence. Further to this the support we have received from the other associations and institutions has added stature and given prominence to this annual dinner.

The annual dinner is the perfect occasion for all practitioners and those in the property business to network and expand business activities. This event will be host to all the top performing estate agents and their subordinates as the award winners will be present there to be recognised and awarded their trophies during the awards ceremony.

I am happy to note that the President and CEO of Maybank, Dato Sri Wahid Omar, has agreed to grace this event as our Guest of Honour. His presence will definitely add stature and provide prominence to our Annual Dinner and the National Real Estate Awards.

I would also like to thank the management of Maybank, for agreeing to be our main sponsor and for all the positive support and encouragement provided. This is the second year in succession that Maybank has been our main sponsor and I sincerely hope that this will be the beginning of a long and fruitful working arrangement.

Lastly I would like to thank my committee members for their support and commitment in making this event a success. The team spirit and support provided by my committee members will be something that I shall always cherish.

Thank You.

Tan Guat Eng
Organising Chairman

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*Puchong *USJ *Cheras *Kepong *Taman Desa *Pandan Perdana



Message



Dato' Sri Abdul Wahid B Omar
President & Chief Executive Officer
Maybank



President Nixon and Members of MIEA,

Firstly, a very big thank you to both Mr. Nixon Paul, the President of the Malaysian Institute of Estate Agents and Members of the Institute for inviting me to your function tonight.

Congratulations to MIEA for the successful 35th Annual Dinner and 4th Real Estate Awards Night. I was made to understand that the awards night this year has been the most outstanding of all.

Maybank and MIEA have forged a smart partnership based on mutual respect and the creation of business opportunities for both organisations. I am pleased that this partnership has proven successful and has benefited both in many ways.

It is my hope that this partnership will continue for many years to come and will grow from strength to strength.

I wish everyone present here today a pleasant evening. Enjoy yourselves for you have done a wonderful job particularly for the Institute and also the entire property fraternity.

Lastly, my best wishes to President Nixon and Council of Management of the Malaysian Institute of Estate Agents for the coming year.

May you have a wonderful year ahead!

Thank you.

Dato' Sri Abdul Wahid Omar
President & Chief Executive Officer
Maybank



The Council of Management 2011-2013



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President



Siva Shanker
Deputy President
Professional Practice



Julie Wong
Immediate Past President



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Councillor



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Danny Ooi
State Chairman
Penang



Loo Kung Hoe
State Chairman
Johor



Stephen Wong
State Chairman
Sabah



Datuk Lee Hing
State Chairman
Perak



Message



Nixon Paul
President

The Annual Dinner and the National Real Estate Awards is an important event in MIEA's calendar. This is an annual event where all the captains of the profession and the related industries come together to network and celebrate an occasion where recognition is bestowed to our top performing Real Estate Companies and individuals.

This event is managed by two separate committees. The Annual Dinner was organized by our treasurer Ms Tan Guat Eng while the Awards Committee was headed by the Deputy President Mr Siva Shanker. Over the last 4 months both the committees have worked tirelessly to ensure the success of this event. Meetings start at 5pm at our secretariat and goes on till about 8pm. The sacrifices and the commitment of the committees to ensure the success of this event was heart warming and deserves praise. As president of the Institute I wish to state that I have been blessed to have such a committed group of people to work with on an important event like this. The success of any event is always determined by a few important contributing factors, such as, the people in the committees, the contractors that we work with, the members and practitioners for their support, and our sponsors for their financial assistance. Team work, dedication and a huge amount of cooperation amongst the parties concerned was critical in making this event a reality, and I wish to thank all the people and companies involved for their contributions in making this event a success.

I must make special mention and thank our main sponsor Maybank Berhad for their continuous support in all our major programs. Further to this, I must add that the support and encouragement we received from their management personnel has been simply fantastic. In conclusion I would like to appeal to all members and practitioners outside the Klang Valley to seriously consider participation in the National Real Estate Awards. In today's competitive and challenging business environment, branding and recognition is considered an essential tool required to win market confidence. Response from real estate practitioners outside the Klang Valley has been poor and it is my hope that in the years to come we will see greater participation from the other states.

Thank You.

Nixon Paul
President

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QBE has been in Asia for over a century and has a network of offices across the region with a wealth of local knowledge and expertise. QBE operates in all key insurance markets with offices in 52 countries and has the strength and security that comes from being part of a truly world wide organisation. We pride ourselves on meeting new challenges with fresh ideas. It means we can provide specialist insurance solutions - innovatively tailored to suit your needs. Please visit our website at www.qbe.com.my for more information.



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Message



Theresa Augustine
Editor

Greetings from MIEA!

The Secretariat is abuzz with so many happenings, new staff, updates from the Board, Training courses, Meetings, and a host of other activities. Yes ! MIEA is one busy place. Apart from the staff in MIEA, the rest in various committees are here purely on a voluntary basis. It has been challenging but mostly rewarding as we have had a few exciting and successful events which will be of great benefit to the real estate industry. Read all about these exciting news in our bulletin.

On a lighter note, the spotlight this time around seems to be on the Annual Dinner.

You are probably holding the bulletin at this event. As always in true MIEA tradition, the Organizing Chairman this year, Ms. Tan Guat Eng and her dedicated team have been working hard to put on a good show. Lets applaud them for work well done. Remember, it is time and effort and purely voluntary.

We at MIEA, hope you enjoy the Annual dinner, mingle and network, make new friends, and stay safe. For those who have won Awards, we congratulate you. You are truly a leader in the real estate industry. Salute !

Theresa Augustine
Editor



The Organising Committee



Tan Guat Eng
Organising Chairman



Siva Shanker
Deputy President &
Awards Chairman



Nixon Paul
President



Kayte Teh



Judy Chen



Theresa De Silva



Kelvin Yip



Edwin Khoo



Raj Nathan



Judith Ng



Christopher Chan.



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3. P.P. Tony Lee Yoke Tet (Late)
4. P.P. V. Arunasalam (Late)
5. P.P. Datuk T. Mahima Singh (Late)
6. P.P. Khatijah Abdullah
7. P.P. Lew Chin Chuan
8. P.P. Wong Tai Kong (Late)
9. P.P. Charlie Chan Tian Inn
10. P.P. Thinahara Kumar Nagalingam
11. P.P. Raymond Tang King Seng
12. P.P. Stephen Tew Peng Hwee
13. P.P. Soma Sundram Krishnaswamy
14. I.P.P. Julie Wong

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2. Dr. Alyosius B. Marbeck
3. Mr S Y Kok
4. Mr Harpal Singh Graewal
5. Y. Bhg Datuk Hj Sahari Bin Hj Mahadi
6. Y. Bhg Dato' Alan Tong Kok Mau
6. Y. Bhg Dato' Alan Tong Kok Mau
7. Y. Bhg Dato' Mani Usilappan
8. Mr. Paul Lee
9. Mr. Bhag Singh

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2. PP. Tony Y.T. Lee (Late)
3. PP. Khatijah Abdullah
4. Mr John Chan Kim Foh, AMN
5. PP. Charlie Chan Tian Inn
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16 Lee Meng Tuck



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HO CHIN SOON

BOARD MATTERS

The Malaysian Estate Agency Standards shall be adopted soon

Alex J. Gomez
Councillor / Board Member



A change of guard is taking place at the Board. Details will be announced soon.

The Malaysian Estate Agency Standards shall be adopted soon and once in printed form shall be available for sale at the Board secretariat.

The Valuers, Appraisers & Estate Agents Rules 1986 should be implemented once its' gazetted. Some Rules have been relaxed due to changing market conditions and demands. The exam mode will also change with only 11 subjects which ONE can take within a year. There will also be exemptions granted as per specified subjects. Details from the Board's website i.e. www.lppeh.gov.my

The Registration of Negotiators will also take place by the end of this year much to the delight of the registered estate agents. Negotiators will also feel good once they are registered as this will create public confidence and may make them become more loyal to their bosses. It will also reduce the number of illegal real estate negotiators out there. The penalties for illegals have also been increased with further amendments to the Act with the main objective of protecting public interest.

The Board may also embark on an extensive Public Relations exercise through the various media on the benefits of using registered persons to conduct their real estate business. The public has been duped by unscrupulous people acting as 'bona fide' agents by masquerading themselves under existing registered firms but on fake IDs and call cards. The unsuspecting public then entrust them with their monies only to be found later that they have absconded. Some of our Malaysian public can be so gullible that they trust these people with their cash. All registered estate agencies insist that all transactions must be in cheque form in favour of the respective company. That money is safe as it is deposited in the Clients account of that firm and can only be transferred when certain conditions are met usually with the client's consent. Nobody gets hurt this way.

In the coming months, more positive things will be coming into our way, albeit for the enhancement of the Real Estate profession. This is a noble profession with the practitioners and the public only wanting to deal with people who have their needs at heart and not their money alone!

"Once you start working on something, don't be afraid of failure and don't abandon it. People who work sincerely are the happiest".

Chanakya

AN HISTORIC “REFERENDUM” DAY FOR ESTATE AGENTS



October 1, 2012 may well be documented as an historic day in the annals of our real estate fraternity where 250 practitioners met the call made by MIEA in referring them to a proposed standard by the Board of Valuers, Appraisers and Estate Agents to a vote for approval or rejection of standard 2.1.1 which states :-

“Real estate negotiators are salespersons appointed by the estate agency firm to assist in the listing and marketing of properties for sale/rent or lease. Real estate negotiators shall be under the direct employment of the estate agents and shall be paid salaries apart from commissions”

The briefing and dialogue lasted close to 2 hours. After the opening address of MIEA President Nixon and briefing by Mr. Alex Gomez on the turn of events, Mr. Alfred Charles a Human Resource Consultant with over 30 years experience shared the platform and talked about the employment act and the effects of minimum wage. He shared that 'freedom of employment' should be guaranteed and the issue of having trespassed this fundamental right of employees and employers. He further stressed that the issue of employment have many implications including;

- Salary plus EPF which translates to a minimum payment of RM1008 per month per negotiator
- EPF payable on commissions, payment for Socso
- Overtime payment
- Payment for working on public holidays
- Medical leave & cost of medical treatment
- Recognizing public holidays & annual leave
- Wrongful termination
- Enforcement will now come under the Employment Act & EPF

It was suggested that what may not have been taken into consideration was that when the Standards come into effect, existing “contract for services” will have to be nullified and or abrogated for which the answer was that it is not fair to affect any existing contract! The dialogue saw the two hundred fifty Registered Estate Agents and Probationary Estate Agents to discuss and debate and seemed prevalent in raising the following issues;

- That the practitioners are not consulted on critical issues
- those who are making these decisions are not truly aware of what is happening in the market
- Representation of Estate Agents representing MIEA in the board is insufficient for a balanced decision on estate agency matters
- that even after careful study of the implication on the industry and supported by two associations the matter was outvoted thereby not heeding the advice of practitioners
- that rules made are forced down on the practitioners
- there is great doubt on the enforcement of the salary standard
- Salary payment does not determine professionalism as claimed by many
- that there is dire need to have an Estate Agents Board
- many firms will be forced to trim down and those asked to leave will go underground and be illegal's

What amazed many was the effect of the minimum wage and its implications. Though the rule has been in existence in the current standards and via a circular, 95% of the practitioners are not paying salary and so the contention of the attendees was, why do we have to implement a rule that cannot be enforced. There was also a realization that if the

enforcement of this proposed rule is not done effectively than there will again be an imbalance in the industry where some will pay and others will not and this will result in an uneven playing field. Those present also shared that we are not perfect and that there are many areas that we need to improve vis a vis the control of negotiators, working with one agency, improving professionalism etc.

It was also expounded that estate agency throughout the world follows a model where the principle is one of growth & expansion. The imposing of minimum wage will only contradict this universal principal. Only in Malaysia we follow a model that is unseen in other parts of the world.

A vote count was taken with a landside majority of 235 people signing the form to ask the Board that they be given the choice between 'Employment of Service and Employment for Service'. The meeting ended in a good mood of sharing and most importantly with the feeling that there is a need for unity and for a common voice. We pray and look forward that the new leadership at the Board whom we promisingly look up to will understand our plight and will cause the effective change we seek and help us see a greater growth of this profession.

It was a pleasure meeting so many stalwarts of the industry and those who have worked tirelessly to bring professionalism and decorum to this profession. We

dedicate this cause to these wonderful people. In conclusion a very senior and successful estate agent shared this thought with me and he said "sometimes we don't need thousands of people to prove a point, all you need is a few that fights for justice, truth and fairness and someday this will count. One man in the name of Mandela was what South Africa needed to fight a cause that was just and he got rid of apartheid, Gandhi single handedly fought with his heart and he brought independence to India. In this era we need agents of character and leadership to steer this fraternity to greater heights. Let this referendum be a shining example that 'you' as a Real Estate Agent can make a difference and you are an important individual to this fraternity.

Let's unite to be relevant and progressive,

Thank You

K. Soma Sundram
Past President & Fellow

referendum

The principle or practice of referring measures proposed or passed by a legislative body to the vote of the electorate for approval or rejection or a vote on such a measure.



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CBD Top Achievers 2011



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Jocelyn Tan



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Daniel Wong



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Alex Lai



Tim Wong



Calvin Koo



Vincent Lim



Sharon Lee



Belinda Hoe



Shayne Toh



Loh Ming Yaw



Dent Chan



Diane Khoo



Jason Low



Bryant Be



Kelly Tan



Evelyn Teo



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Nusajaya has been awarded the prestigious internationally acclaimed FIABCI Prix d'Excellence 2012 for the **Master Plan Category**. Aptly, 2012 sets the stage for Nusajaya to achieve its 'tipping point' where the splendour of its diverse signature developments will unfold.

We share this honour with all who have been with us in creating Southeast Asia's newest regional city – a masterpiece development, which showcases **'The World in One City'**.

Truly a Malaysian achievement for the world to see, we continue our journey with landmark developments of distinction, quality and excellence.





IPD-OUM & MIEA Collaboration Inked on 25 Sept 2012



The 25th of September 2012 will always be a momentous day for MIEA, as we finally put pen to paper and signed our Memorandum Of Agreement with the Institute of Professional Development – Open University of Malaysia. (IPD – OUM)

This collaboration will provide Negotiators and members of the public an opportunity to pursue a career in Real Estate. The course prepares students to sit for the Diploma in Real Estate which is conducted by the Board of Valuers, Appraisers and Estate Agents in Malaysia. There are 12 papers which candidates need to sit for and are given a maximum of 5 years to complete this diploma. MIEA's collaboration with IPD – OUM however, places emphasis in providing this facility in locations outside the Klang Valley. This diploma is generally not available in most other States.

Classes are being conducted in the evenings and on weekends to cater to working adults and part time students. Many of us in this profession understand the constraints of time during working hours and as such, can appreciate having these classes being conducted in the evenings and on weekends.

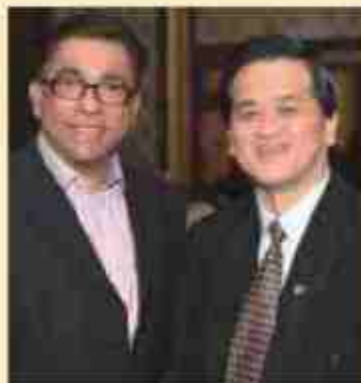
We are of the opinion that in the long term, we will see more candidates from East Malaysia and the states outside the Klang Valley, in peninsular Malaysia subscribing to this diploma and pursuing a career in Real Estate.

It is important to note that there are approximately 2,000 registered Real Estate Agents in the country (excluding Valuers who are also estate agents) catering to a population of approximately 28 Million people. The ratio of estate agents to a population of 28 Million is a gross mismatch. Our long term objective is to narrow this gap with more practitioners operating in locations outside Kuala Lumpur and Selangor.



Seems Like Only Yesterday...

34th Annual Dinner
&
National Real Estate Awards 2011
Presentation Night





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ompliments

Home is
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Qualifying Criteria

The Malaysian Institute of Estate Agents (MIEA) is proud to present the MIEA National Real Estate Awards 2012. These awards are presented annually to Real Estate Agents, Real Estate Agencies, Real Estate Negotiators and those who have contributed to the Industry and fraternity. The winners of these awards will be recognised throughout the country as leaders for their pursuit towards excellence in their respective fields. These awards bring national recognition, honour and a sense of achievement to the recipients.

Recipients of MIEA's National Real Estate Awards 2012

Real Estate Leadership Award	Dato' Leslie Lee
Residential Salesperson Of The Year	Ivan How (CBD Properties Sdn Bhd)
Industrial Salesperson Of The Year	Danny Luo (CBD Properties Sdn Bhd)
Residential Agency Of The Year (Medium Sized Agency Category).....	Property Hub Sdn Bhd
Commercial Agency Of The Year (Medium Sized Agency Category)	Hartamas Real Estate Sdn Bhd
Commercial Agency Of The Year (Large Agency Category)	CBD Properties Sdn Bhd
Specialised Category	Reapfield Properties Sdn Bhd
State Real Estate Agency Of The Year - Johor	Tiram Realty
State Real Estate Agency Of The Year - Sarawak	Borneo Real Estate
Real Estate Agent Of The Year	David Ong (Reapfield Properties Sdn Bhd)
Real Estate Agency Of The Year (Small Agency Category)	GDS Properties
Real Estate Agency Of The Year (Medium Sized Agency Category)	Hartamas Real Estate Sdn Bhd
Real Estate Agency Of The Year (Large Agency Category)	Reapfield Properties Sdn Bhd



The Trophy

The MIEA National Real Estate Award is a specially designed trophy. The shape is a free form U icon that depicts the following:

- The free form reflects the versatility of Estate Agents in dealing with many types of properties.
- The round base reflects the world.
- The U shape connotes the unity of the membership in achieving excellence.
- The raised icon and the pointed edge reflects that the sky is the limit in what we do and that we need to do our best and be focused in our services to clients.



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Message



Siva Shanker
Deputy President
Awards Chairman

My dear friends,

It seemed like only yesterday, when I stood before all of you, announcing the winners of the MIEA National Real Estate Awards 2011. That was almost one year ago. How time flies. Have you noticed that the years seem to go by faster, the older you get?

When you are young, you can't wait to grow older. But when you get older, you wish with all your might that you were younger, and knew then the things that you know now.

My... what a killing you could make.

Which brings me to the participants and winners of the MIEA National Real Estate Awards 2012 (NREA). We are glad that they did not waste any time wondering where the years have gone. Neither did they waste their effort wishing they had made better use of their time. They actually DID make better use of their time. They are winners, all of them, in their own right. They rose to the pinnacle of their profession and will gain the respect and admiration of their peers.

A little background into the NREA. The MIEA National Real Estate Awards (NREA) is organised annually by the Institute. The awards are designed to recognise the outstanding achievements of Real Estate Agents as well as Real Estate Agencies. These awards are being presented for the fourth time this year, having made their debut in 2009.

As we learn more about organising these awards, we continue to improve them to suit practitioners as well as to these ever changing times we are in. At the last judging session, our judges pointed out to us several weaknesses in the awards criteria that we must now focus on improving for the next year. The NREA remains a work in progress, and continues to be tweaked and improved each year. This year saw a record number of 20 entries vying for a total of 22 awards. This is a vast improvement from last years entries. It is our fervent hope that these awards will continue to capture both the interest and imagination of practitioners and grow in both numbers as well as quality.

As always, the awards this year were judged by a panel of independent judges comprising of Mr Kumar Tharmalingam (CEO of Malaysia Property Incorporated), Ms Au Foong Yee (Managing Director of The Edge Communications Sdn Bhd) and Mr Ho Chin Soon (Principal of Ho Chin Soon Reseach Sdn Bhd). A great big thank you to these three individuals, who sacrificed their valuable time to sit and pour through the submissions diligently and with open minds.

As expected, there is a mixture of old and new faces in both the submissions as well as winners. To those who made the effort of putting in your submissions but did not win, please don't lose heart. We urge you to try again next year.

Only with more participation from practitioners will these awards gain popularity and the true recognition they justly deserve. It also augurs well for the profession as a whole. Let us keep on striving for the impossible.

On behalf of MIEA, I wish everyone a pleasant evening. We hope you have a wonderful time at our Annual Dinner & Awards Night. Eat, drink and be merry.

Siva Shanker
Deputy President
Awards Chairman



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REAL ESTATE AWARDS 2009
REAL ESTATE AGENCY
OF THE YEAR





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Message



Kumar Tharmalingam
Chief Judge

Dear President and members of the MIEA

This year's judges are prestigious and informative.

Judging with me was Ms Au Foong Yee, the Chief Executive Officer of The Edge Weekly and Mr. Ho Chin Soon, a well-known cartographer, author and speaker in numerous seminars on the Malaysian property market.

We were disappointed with the small number of entries this year and the lack of proper presentation and multiple repetition of their reasons for winning an award.

Many were capable and the candidates fully deserved the awards but the small number makes it very difficult for the judges to compare. In the end it was decided that a minimum of 75 marks per judge was the final criteria to win an award.

This is my fourth year as the Chief Judge for the MIEA Awards. I would like to see the requirements for entry to be more polished and more different.

There must be a clear distinction of what is needed for every award. Hopefully the standards for next year would be clearer. This is a job for the President and his Board.

On behalf of the judges, I wish to congratulate all the winners and thank them for the submission.

Kumar Tharmalingam
Chief Judge



Siva Shanker with the Judges - (R-L) Mr Ho Chin Soon, Ms Au Foong Yee & Mr Kumar Tharmalingam

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REAL ESTATE LEADERSHIP AWARD

Dato' Leslie Lee



New Bob
REALTY

Dato' Leslie Lee
Principal

Dato Leslie Lee is the first outstation member out of the Klang Valley to join MAREA/MIEA in 1977. This is testament of the commitment, faith, confidence and foresight he had in our National institute.

He served in the management committee for about 18 years, rising to the position of Vice President under the Presidency of Arunasalam, Liew Chin Chuan, Dato Mahima Singh, T.K. Wong and Puan Khatijah Abdullah.

He was elected as the first Proterm Chairman for MIEA Penang state branch at its first meeting held at the Penang Sports Club. He Initiated the 1st multiple listing system and Property exchange system for MIEA during the Presidency of the late Arunasalam and Liew Chin Chuan. He also hosted many MIEA National Council meetings cum dinners in Penang of which the first one was in 1985 during the Presidency of Lew Chin Chuan.

He also started the first liaison and contact with overseas National Real Estate Associations for MAREA during the Presidency of Arunasalam. In 1986 he was incorporated into the committee by the Board to formulate the Estate Agency Rules after the coming into force of the Act'1981 inclusive of Estate Agency.

He is the Founder of the MIEA Building Fund which was conceived, initiated and started by him during the MIEA AGM in 1991. To kick start the fund, he personally paid an initial amount of RM1500, eventually culminating to a total personal contributions of about RM15,000. This Building Fund laid the foundation for the realisation of MIEA's current premises.

He also paid a personal payment of RM15,000 personally for the salary of a full time staff to help out the secretariat

of MIEA for one year in 2003 during the 2nd term Presidency of Puan Khatijah. In 2005 he was conferred as Fellow of MIEA for his more than 30 years of contribution to the Institute and the real estate sector.

Dato Leslie Lee is married to Datin Doris Neoh for 36 years and they have 3 children- 2 sons, Dr Ville, Vince and a daughter Verene and a 3 years old grand-daughter Kaelyn.

He had his secondary education at the Penang Free School until Form 6 and his tertiary education at the Hong Kong Polytechnic University. He left as a Second Navigating Officer in the navy in 1975 to enter the challenging real estate field.

In the late '80s to the early '90's New Bob Realty under his management became not only the largest estate agency in Penang but probably also in the whole country. He is the Chairman of New Bob Realty for the last 35 years

From the '90s he led his company by venturing upstream into the challenging market of property development and possibly became the first estate agent to become a property developer then. To date the company had developed residential, commercial and industrial properties.

Coming from a poverty stricken family background (being the youngest of 10 children) community services has always been his passion. He had sponsored poor students to pursue their university studies starting from the '90s. He had also given various donations to charitable deserving causes and sporting associations. He is very passionate in corporate social responsibility activities.



RESIDENTIAL SALESPERSON OF THE YEAR

Ivan How



Ivan How
CBD PROPERTIES SDN BHD



Ivan How started his first full time job as a real estate negotiator at the age of 22 in CBD Properties Sdn. Bhd.

He was born in Melaka and was barely able to complete his high school education. In his early life during high school years, he was eager to begin life on his own and started working part-time as a barista in the local Coffee Bean and Tea Leaf outlet as well as a few local hotels. He had relatively bad years in high school and failed a few major subjects and was barely able to further his higher education.

Somehow, he managed to pull through and changed into a new leaf after being given a second chance to further his diploma in MMU Melaka and graduated with an average 3.4 GPA. After completing his diploma, he furthered his studies at Sunway University College in Kuala Lumpur and graduated with a Bachelor of Science in Business Information System in the fourth quarter of year 2007 with a 3.4 GPA.

He won four annual sales award consecutively throughout his years in CBD Properties Sdn. Bhd.

During his college years, he found inspiration by attending many free courses and read many books about the stock market, foreign exchange market, derivatives, property market and various other investment vehicles. In property, he was truly inspired by the local property Guru, Milan Doshi and the internationally renowned entrepreneurs such as Donald Trump, Warren Buffett and self-help motivator Robert Kiyosaki.

After his graduation, he wanted to be his own boss despite all the earlier deterrence from his colleges and peers who followed the conventional path to start their careers in the corporate.

He was also curious and keen to learn about the property industry. Therefore, being a Real Estate Negotiator was the most suitable profession to start the endeavor. He started out fresh in the industry with CBD Properties Sdn. Bhd. and has continued to grow with the company throughout his real estate career. At such young age, he worked very hard to gain the respect of people in the field and it took some time to succeed.

Throughout his years in the field, he has grown to become a very influential sales negotiator in the industry. He is a true inspiration to his peers and people in the industry, showing them how to succeed at young age as long as they work hard and consistently towards their goals and see life as a long term game. He is well versed in the Klang Valley property market as well as the foreign market situation and has gained extensive knowledge in a wide-range of properties in the Klang Valley marketas.

He has been the CBD Properties top producer in the year of 2008, 2009, 2010, 2011 and 2012 and generated a total turnover of about RM140,000,000.00 in value of properties transacted. He has served more than 10,000 clients both local and foreign and has created recurring businesses from his existing clientele.



INDUSTRIAL SALESPERSON OF THE YEAR

Danny Luo Lian Wee



Danny Luo Lian Wee
CBD PROPERTIES SDN BHD



Danny Luo Lian Wee was born in the small town of Muar. He first came to Kuala Lumpur in 2005 to seek job opportunities. As a fresh graduate then, he was amazed by the real estate development in KL. Immediately, he did some studies on the real estate industry and was convinced of the great potential in this industry. Then and there he made the decision to join a real estate agency.

Just like other businesses, it involved a lot of hard work. He worked almost every day and often burned the midnight oil to get his property proposals delivered to his clients on time. He learnt many things the hard way, but everything was eventually worth it. He has never regretted his decision to get into this industry.

Throughout his learning curve, he found the secret ingredient of real estate success is in being “focused”. He chose to service the industrial sector and grew his business from there. He started to focus on a small industrial park in Puchong and within a year managed to service almost all the industrial property owners there. The sales result was significant and from then on, he has never looked back.

The emergence of internet marketing brought a new dimension to property marketing. Information can reach customers with just a click. Danny very quickly reinvented himself to adapt to this new way of marketing, constantly pushing himself to always be equipped with the latest marketing strategies and ideas to service his clients better.

He takes great pride in being of service to his clients in their property decisions.

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RESIDENTIAL AGENCY OF THE YEAR

(MEDIUM SIZED AGENCY CATEGORY)

PROPERTY HUB SDN BHD



Madam Patricia Ng
Principal

Property Hub is where Passion, Professionalism and Properties converge. Rebranded in 2010, Property Hub has since been established as a boutique agency servicing high end residential properties in and around Kuala Lumpur. We serve our continuing expanding pool of satisfied clients that consist of mainly high net worth corporate individuals that demands high degree of professionalism and integrity.

We managed to achieve the above because we started by believing in working towards building a professional real estate industry. We also believe that it starts with our professional approach towards the education and training of our negotiators. Our negotiators must undergo multiple education programmes and frequent dedicated-mentoring sessions. To date, we have successfully groomed more than 40 professional negotiators to expertly serve the industry.

With our corporate setup that includes complete office facilities and various departments, we have successfully provided a total business-solution to our negotiators so that they need only to focus on sales and marketing.

Coupled with an enticing career development path, office-culture and social development programme, we have developed a strong close-knit team of negotiators that works together passionately towards a common goal, success!



The Management Team



ABOUT US

i-smarte is a registered estate agency with the Board of Valuers, Appraisers, and Estate Agents Malaysia. We provide **professional real estate services through well-experienced and professional Real Estate Negotiators.**

i-smarte offers **a proven real estate marketing system balanced with dedicated personal service second to none.**

i-smarte negotiators are registered with the Board of Valuers, Appraisers and Estate Agents and are **committed to maintaining the highest standards of conduct and professionalism.!**

For a full list of properties please feel free to visit our website... Thank you.

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Since **METROWORLD** Realty inception in 2003, it has become a household name for its high efficiency real estate practices in the Klang Valley. The driving force behind the company's phenomenal success mainly contributed by its Principal and the dedicated management team whom had being in the industry for more than 17 years.

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Kuchal Lama Branch
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COMMERCIAL AGENCY OF THE YEAR (MEDIUM SIZED AGENCY CATEGORY)

Hartamas Real Estate (Malaysia) Sdn Bhd



Mr. Eric Lim
Group Managing Director

Hartamas®

Hartamas Real Estate (Malaysia) Sdn Bhd

The Corporate Services Division is a major division in the Hartamas Group of Companies. Unlike many others, it is a stand-alone department that focusses exclusively on the needs and requirements in the commercial sector of the property industry. This dedicated approach has resulted in coveted knowledge and expertise that is appreciated by our growing circle of long-term clients.

Our scope of services encompass

- Market evaluation
- Identification of best opportunities
- Building, infrastructure and financial needs analysis
- Evaluation matrix and selection rationalisation
- Lease negotiation
- Tenancy documentation
- Advice on fit-out and post-completion services

The numerous transactions we have concluded have given us an acute understanding of the varying needs of each landlord and tenant. This has enabled us to enhance the asset value for building owners in maximising rents, increasing occupancy and improving tenant quality by blending their investment objectives with tenants' occupational requirements whether for completed buildings or new builds.

On an institutional front, we advise on acquisition and disposal of quality premises. Our capabilities have earned us the trust and confidence of trust funds, Multi-National Corporations, Public Listed Companies and Government Linked Companies.

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website : www.propertyhub.com.my

Member of





COMMERCIAL AGENCY OF THE YEAR

(LARGE AGENCY CATEGORY)

CBD PROPERTIES SDN BHD



Mr. Adrian Wang
Group Managing Director



CBD Properties Sdn Bhd is one of Malaysia's leading real state companies since our establishment in 2007. We are a licensed Real Estate Agency registered with the Board of Valuers, Appraisers, and Estate Agents Malaysia and is a member of The Malaysian Institute of Estate Agents (MIEA).

Building on the principles of professionalism, reliability and progressiveness, our team is well recognized for their diligence, efficiency and effectiveness in providing real estate related services in handling the sale, purchase, lease, project marketing, corporate services, investment counseling of residential, commercial / retail, industrial, as well as corporate office space restructuring.

We are committed in providing innovative and effective real estate solutions to you, our valued clients. We subscribe to upholding and keeping to all standards of legally prescribed real estate practices. In our quest to provide services with an edge over others, we constantly sought to upgrade ourselves professionally.

CBD Properties (established in early 2007) was incorporated into CBD Properties Sdn Bhd in April 2008 and currently has 6 branches: Damansara Utama (HQ), Kuala Lumpur, Kota Damansara, Sri Hartamas, Puchong and Ara Damansara.

CBD Properties Sdn Bhd group has about 150 experienced and well trained negotiators.



CBD MANAGEMENT



SPECIALIZED CATEGORY AWARD

Reapfield Properties Sdn Bhd



David Ong
Founder & President
Reapfield Group of Companies

REAPfield®

Reapfield Properties Sdn Bhd

REAPFIELD ACADEMY is the key strategic planning and development arm for the Reapfield Group of companies. It was set up to lead the Group in areas of talent management, leadership training, media relations and development of innovative ideas for the group. It has since published THRUST focusing on the real estate industry and has also contributed to the public in areas pertaining to the development of the real estate industry by way of updates and property related research. Its role also includes the promotion of the Reapfield brand by developing strategic alliances with the media and other real estate related online players.





STATE REAL ESTATE AGENCY OF THE YEAR JOHOR TIRAM REALTY



Lim Ah Leck
Principal



Mr. Lim Ah Leck founded Tiram Realty way back in year 1983. He is currently the Inspector of the Board of Valuers, Appraisers and Estate Agents Malaysia. He was the past national council and vice president of Malaysian Institute of Estate Agent, the past Johor State Chairman of MIEA for more than 14 years. In view of his years of contribution to the industry and MIEA, he was awarded the Fellowship of MIEA in year 2005. With nearly three decades of experience in Johor property market, Tiram Realty has involved in various forms of property marketing which includes secondary markets, distressed properties and new development projects from both private and government linked entities. The hallmark of the company is that it pays attention even to small details, so as to ensure a hassle free process in any deals. Tiram Realty is a company that stands totally on the trust placed by its patrons. The company returns this trust by continuously providing professional service that carries the indelible mark of perfection. Whether a customer requires a simple house, or a multi-million commercial building, he needn't compromise for anything, but the best and reliable service.

Integrity, as Mr. Lim Ah Leck always believes, is the only and utmost important factor to his accomplishments today.





REAL ESTATE AGENCY OF THE YEAR SARAWAK BORNEO REAL ESTATE



Aubrey Chan
Principal



Borneo Real Estate was established in November 1987 as a proprietorship by the Principal, Aubrey Chan Yaw Kwong. Over the years, Borneo Real Estate has become a household name in East Malaysia mainly due to its strong presence in the local property arena and in that of recent years, have brought in various projects by renowned developers- commercial and residential in peninsula Malaysia to East Malaysia especially so in Sarawak. Borneo Real Estate is also involved in the sales of overseas properties from USA, London, Australia, New Zealand.

Our Vision Statement

To stand out as a leading real estate entity with passion for service, professionalism and recognition, whilst delighting our customers whom we see as the essence of our core business.

Our Mission Statement

To be the most passionately preferred real estate agency in the real estate industry, while striving to provide our clients with the optimum service and satisfaction they deserve. Service is the heart of our business.





REAL ESTATE AGENT OF THE YEAR

David Ong

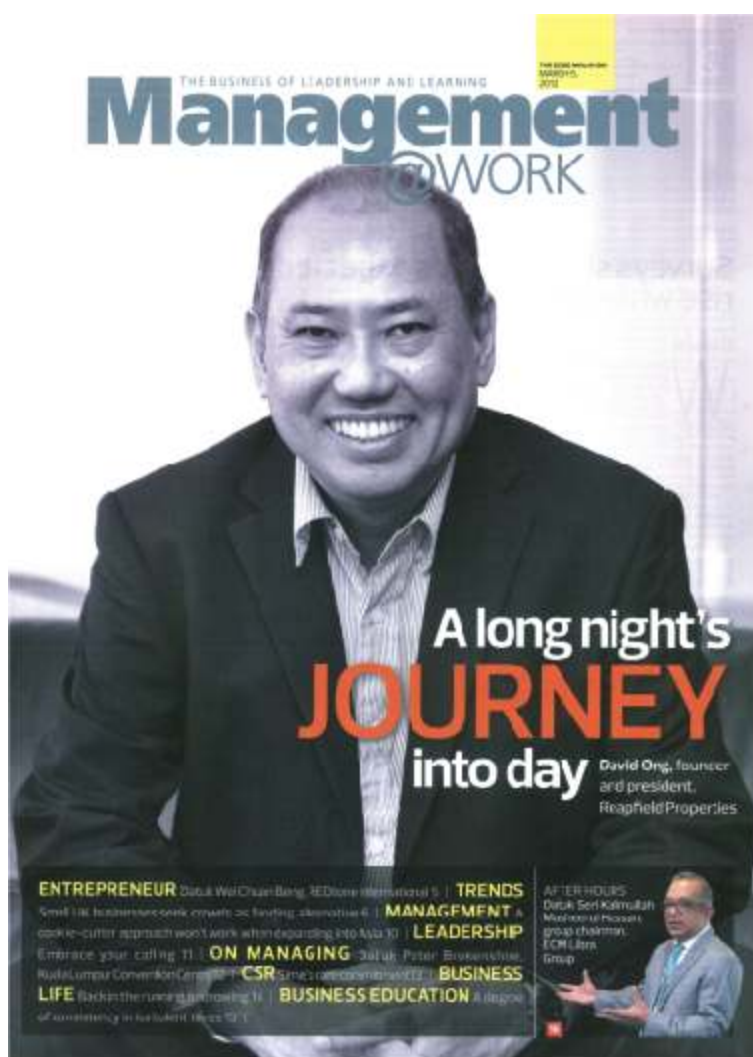


David Ong
Founder & President
Reapfield Group of Companies

REapfield®

Reapfield Properties Sdn Bhd

David Ong commenced a career in real estate 28 years ago from humble beginnings and today runs an organization of 15 offices with a turnover of RM\$2.8b in value of properties transacted last year. The organization served more than 9000 clients in 2011 alone. Focused on developing and equipping his leaders because he believes that a leader must constantly develop his people with a single focused mindset. David Ong shared recently in a book he authored THRUST where he shared the story behind how Reapfield has developed and every detail imaginable about how he has grown and the systems he has put in place for Reapfield to ensure the organization's continued growth.





REAL ESTATE AGENCY OF THE YEAR (SMALL AGENCY CATEGORY) GDS Properties



B. Govindasamy
Principal



“Passion keeps a person rejuvenated in any business one aspires and leads you a state of unconscious excellence.” This credo has kept GDS Properties going for many years and has now helped to propel them to the pinnacle of success in their chosen field.

Their Focus

Guide clients to realize their hearts desire through
“Good Deal or No Deal” philosophy.

Serve clients to make money when they buy
rather than when they sell.

Serve to give greater USE VALUE than you receive in
CASH VALUE.

Serve unto others as you would want others to serve unto you.

They believe that when you begin to focus on service rather than the by-product it creates, it eventually perpetuates continuous streams of income.

GDS Properties “Good Deal Specialist” Creed

- 1) Having the courage to be different and to stand out
- 2) Having boldness within the Real Estate industry to meet challenges
- 3) Creating value that has never been created
- 4) Being strikingly creative- To find the hidden potential of any properties
- 5) Always getting better and dreaming bigger
- 6) Understanding what separates them from anyone else

GDS Properties strategies for the way forward

They aspire to be the first “GO GREEN” Real Estate Agency” by exploring the possibility of harvesting solar power from the abundant supply of factory roof tops in the country and thus reducing carbon emission and dependency on fossil fuel.



REAL ESTATE AGENCY OF THE YEAR (MEDIUM SIZED AGENCY CATEGORY)

Hartamas Real Estate (Malaysia) Sdn Bhd



Mr. Eric Lim
Group Managing Director

Hartamas®

Hartamas Real Estate (Malaysia) Sdn Bhd

Hartamas Group provides a comprehensive range of real estate services. Established in 1996, we began with estate agency services and have since grown to comprise the following main divisions

- Agency
- Corporate Services
- Project Marketing
- International Properties
- Academy & Training
- Valuation and Asset Management

Each Division is driven by dedicated personnel and associates who offer valuable experience gained from varied backgrounds including corporate, finance, international marketing, legal, sales and many more.

Core Competencies

We believe in offering quality services that translate into long term relationships with our clients and customers. This is undergirded by integrity, passion and excellence. We work in an honest and transparent environment towards meeting the needs of our clients and customers.

Skills Development and Lifelong Learning

All our associates are equipped with knowledge and skills to effectively perform their roles. Each recruit is trained in our Hartamas Academy to wield the right tools, expand capacities and develop new talents. High performers are exposed to new markets and opportunities including mentoring new groups of younger associates.

Reputation

We are passionate and committed in all our endeavours, firmly believing that rewards follow hard work. This has garnered us industry respect as a leading agency that has translated into strong referrals. Our low staff turnover rates ensure good continuity for all our clients and customers, including leading local corporations, award-winning property developers, Government Ministries and Agencies, statutory bodies, key corporate figures and many more.

Welfare

Recognising the significance of holistic development, we provide avenues for balanced lives. Our associates enjoy free sports facilities, regular events, office gymnasium and annual trips.

*With Best
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Messrs David Kok & Partners

[Advocates & Solicitors]

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Apple iPhone 5 VS Samsung Galaxy S III

Which Is Better for Business?

When Apple announced the latest version of its popular smartphone, the iPhone 5, CEO Tim Cook proclaimed that their new device was the best iPhone the company has ever made. But is it the best phone on the market right now for business owners?

Though it's a few months old, the Samsung Galaxy S III is still a hot phone thanks to its multi-carrier availability, large and beautiful display, fast 4G LTE capability, and robust performance. The iPhone 5 can boast all of that and more.



Display: Is bigger better?

The iPhone 5 finally broke the mold and expanded to 4 inches, up from 3.5. The resolution went up accordingly, and now you can enjoy 1136 x 640 pixels in the Retina display. Compared to many Android phones, including the 4.8-inch Galaxy S III, 4 inches feels a little on the small size these days. That can be a good or bad thing, depending on how much screen you want.

For some, 4.8 inches is too big and more difficult to use one-handed. Four inches is stretching it, especially in that department. However, the almost (but not quite) 16:9 aspect ratio means the iPhone 5 is narrow compared to its height. The larger size also means fitting more on the screen, which can be a bonus for busy business owners.

The iPhone's Retina display has a resolution, or pixel density, of 326 pixels per inch versus the GSIII's 306 ppi density. Technically, the iPhone's density is better, but not by so much that most people will be able to tell by looking.

Related: Top 5 hidden Galaxy S III features you don't want to miss

Cameras: Front-facing HD, better low-light performance. Where the iPhone 5 gives the GSIII real competition is with its camera. Apple upped the ante with its rear-facing 8-megapixel camera, adding a dynamic low-light mode and speeding up the picture-taking process. The GSIII's rear camera (also 8 megapixels) is fine but doesn't always perform well -- especially in low light.

In front, the iPhone 5 finally has an HD camera (1.2 megapixels) that can record video up to 720p. This should make FaceTime chats even better and clearer. The Galaxy's front camera is 1.9 megapixels and also capable of 720p video.

Performance: Known unknowns

Apple claims its new A6 processor chip is twice as powerful as the A5 in the iPhone 4S. That means better, richer gameplay and more complex apps down the line. Meanwhile, the Galaxy S III's dual-core chip handily beat the iPhone 4S in performance benchmarks. It remains to be seen if the A6 offers as good or better performance.

One aspect that could keep the Galaxy on top is that Samsung's phone has 2GB of RAM. The iPhone 4S had only 512MB when most phones had at least 1GB. Apple doesn't list it on the Apple website, but the iPhone 5 probably has 1GB.

Apple claims that users can expect eight hours of battery life from the iPhone 5, even with the LTE capability, which traditionally draws a lot of power. The GSIII gets between eight and 12 hours depending on the usage and tweaks. Plus, if you need to go a super-long time without charging up, it's possible to carry and swap out an extra battery.

Related: Everything you need to know about the iPhone 5

Operating System: iOS 6 vs. Android 4

A new iPhone means a new iOS, and version 6 adds a lot of useful features. It also takes away a few things, such as Google Maps and the YouTube app.

Even though the iPhone 5's screen is bigger, apps will still work fine. Until developers update them, older apps will show in a letterbox-esque mode with black bars so you won't see any stretching or distortion. Apple apps are already optimized for the larger, longer display.

Siri also gets an upgrade in this version, which makes her a more useful companion when searching for sports scores or movies. Since the iPhone now has three mics, she'll be able to understand you better, especially when on the road in noisy areas.

The Galaxy S III is still running Android 4.0, which is one version behind the very latest from Google. The upgrade is coming and will bring with it Google Now and other Jelly Bean features. But even with Samsung's S Voice with the GSIII, it's often not as useful as Apple's Siri.

Price: Are they worth it?

The iPhone 5 starts at \$199 for the 16GB version, \$299 for 32GB, and \$399 for 64GB with a two-year contract.

Galaxy S III pricing starts out at \$199 for 16GB with a contract on most carriers (T-Mobile costs more), but the carriers offering the 32GB version usually have it at \$249, \$50 less than the iPhone 5. There's no 64GB version of the GSIII in the U.S. (PRICES STATED ARE IN US CURRENCY).

Bottom line: No clear winner

Both the iPhone 5 and the Galaxy S III have features that appeal to business owners with a range of mobile needs. Some will prefer the iPhone for the benefits of iOS and the huge app selection, the more compact design, or even better cameras. Others will choose the Samsung's GSIII for the bigger display, expandable memory, replaceable battery or less restrictive operating system.

Coaching Business Leaders...

The Athletes's Way



Elite athletes encounter many of the same mental challenges that successful entrepreneurs face on a daily basis, according to JoAnn Dahlkoetter, a sports and performance psychologist in San Carlo, Calif. She should know. In addition to coaching business leaders, Dahlkoetter currently counts five Olympic gold medalists as her clients. She finds that many of the same strategies athletes use to outwit mental obstacles work in business as well. Here's her advice for overcoming three of the most vexing psychological challenges, whether you're a startup or established entrepreneur looking to grow.

Challenge No. 1 - Negative thinking. Slumps happen in athletics, business, and life. Start asking positive questions when you find yourself thinking: I'm not good enough. I can't do this. Nothing is going right. Try: What's good about this situation? What tools and resources do I need to move in the direction I want to go? Asking yourself better questions can help you move forward. Perhaps the big client you lost wasn't the best fit anyway, and now you have the bandwidth to service a bigger, better customer. The more you actively turn around negative thinking, the easier it gets to see opportunities in adversity, Dahlkoetter says.

"Remind yourself of the skills and talents that got you to the level of success where you are now," she says. "Visualize yourself having the outcome you want over and over and over again." Then, focus on the moment. Don't think about the past or worry about the future. Instead, determine the very next thing you have to do to get the outcome you want. If you're worried about closing a big deal, make a list of the tasks that will give you the best possible advantage--studying competitors' strengths and weaknesses, writing a killer proposal, polishing your presentation--and then tackle those to-dos one by one. Taking positive action is a strong way to dissolve fear, she says.

Challenge No. 2 - Exhaustion. Just as athletes experience injuries and burnout, even the most resilient business owners can get fatigued from putting so much into their businesses. In addition to the sage advice of eating healthfully and getting enough sleep, Dahlkoetter says it's critical to plan breaks ranging from a few hours where you disconnect to a few days away. If that's not possible, take a "mental vacation." Get to a place where you'll be uninterrupted for five or 10 minutes. Breathe deeply and visualize yourself relaxing in a beautiful setting, like at the beach. Sound hokey? Research has long shown the positive effects of meditation on stress levels and health. In fact, a new study from the University of Washington found that regular meditation can increase concentration and make you more productive.

Challenge No. 3 - Fear. During the Olympic games, a decade or more of preparation and training can lead to a single competition. Entrepreneurs have that kind of pressure when they encounter business-threatening obstacles or setbacks. When fear becomes paralyzing, you've got to go back to the basics, Dahlkoetter says.





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