



A Publication of the Malaysian Institute of Estate Agents

D'REAM

Real Estate Agents Malaysia

FOR INTERNAL CIRCULATION TO MEMBERS ONLY



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We are here to serve

*Nixon Paul
MIEA President*

Picture courtesy of HomeFinder



Have you got your
Dinner Ticket yet?

Night of Recognition
where Eagles Soar



THE NIGHT OF
Recognition

34th Annual Dinner &
The National Real Estate Awards 2011

23 September 2011
Grand Dorsett Subang

Contact the Secretariat as tickets are limited
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The Council of Management 2011-2012



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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

“ **UNITED RELEVANT PROGRESSIVE** ”

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

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

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

Guide For Contributors

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

Submission of Manuscripts

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 Authors must provide original, unpublished work not under consideration for publication elsewhere.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

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

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

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Editor's Note



By Theresa Augustine • theresa@miea.com.my

Moving on up with the new line up!

THIS VERY PUBLICATION WILL BE MY FIRST exposure to being a councillor in MIEA. Wow !!!! I must say I have been honoured with the distinction of becoming a Councillor and even more impressed with the range of expertise represented in this organization. With the experience, depth of knowledge and keen talent that exist within this incredible new line up in MIEA, how can we go wrong?

I may have dreamt it, but I never expected to be editor in chief of this prestigious journal, much less even to participate in assembling the thoughts, observations, experiences, applied skills--the professional leadership that MIEA represents.

This is a particularly interesting time for Mr. Nixon Paul to be presiding MIEA over Real Estate issues. With the economy and financial markets in continued turmoil around the world, MIEA with the help of all its members, will be a great tool to refine and rethink standard viewpoints and long held assumptions. We here at MIEA are hoping to offer up new and different perspectives and new approaches to make this organization a tool that will benefit its members and to help lead the industry to new, better and higher ground.

Im my view, that is where we all should be; on higher ground. We struggle at times, but we continue to apply our experiences and our knowledge to increasingly complex situations. And we hope, in the end, to bring about the best possible solutions. Social media has been a great tool for a lot of businesses. We should make an effort to read, learn and apply these new ideas.

We urge all members to participate in the programmes we have lined up and to make this industry as professional as it should be.

And finally, just in case you need some inspiration to get the ball rolling, check our website www.miea.com.my and facebook page for updates on programmes and training sessions.

Theresa Augustine
Editor

OBJECTIVES OF THE INSTITUTE

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



Nixon Paul, President

Together, we can move our profession to the Next Level.

Organising a property exhibition for the secondary market catering to the middle and lower middle income segments of the market...

Bearing this in mind, the first project that we hope to embark on is to hold a property exhibition for the secondary market. The exhibitors will be exclusively Estate Agents only. Further to that the exhibitors are to work towards exhibiting and selling properties that are priced at Ringgit Malaysia One Million Five Hundred Thousand (RM1,500,000) and below only. This is to cater to the middle and lower middle income segments of the market. We believe that this segment has been neglected and provides an opportunity for estate agents to tap on. It must be noted that most of the new property developments launched are priced beyond the reach of the average wage earner.

This Secondary Property Exhibition will allow purchasers to source for completed properties in established and mature locations at affordable prices. This event will be the first of its kind and we believe it will be of significant interest to the public. For us to do this we need a sponsor, and that is where we are at right now - Sourcing for a sponsor!

... providing members and practitioners with short courses to be more conversant in property financing, legal issues, government legislation and even Feng Shui.

Education and training is another area that needs emphasis. To be able to meet the demands of the consumer today, our level of proficiency and professionalism needs to be of a good standard. Today the Estate Agent, apart from being proficient in property matters, needs to be conversant with property financing, legal issues related to the purchase of properties, government legislation and even Feng Shui.

Our objective is to work towards providing members and practitioners a wide range of short courses and talks to meet this growing need.

In December we shall be conducting the Certified International Property Specialist course. This course is internationally recognised and is brought to us by the National Association of Realtors USA. I strongly advice members and practitioners to attend this course as it will better prepare you for future challenges that you will definitely face.

Apart from the above it is also my belief that there is a critical need for members and practitioners to network. It is no secret that the business environment is getting more and more challenging by the year and as such the need to network becomes increasingly important to sustain one's business. I hope the members will take the opportunity to do this at all the events that we plan to organise.

In conclusion, I am appealing to all practitioners who are not members of MIEA yet, to consider signing up as a member.

Let us move forward as one and take our profession to the next level.

Dear Members and Fellow Practitioners,

From the time I took over the presidency in April, it has been an experience that has been challenging and promising at the same time.

While the membership is faced with so many issues that needs to be addressed, Illegal Agents, Unethical Practises, Keeping the membership informed of the latest issues related to the profession and conducting training and educational programmes, just to name a few. It all seems so overwhelming.

After giving all these issues careful thought, the council has decided to prioritize its activities as it would be foolish of us to try and resolve all the outstanding issues at the same time as we simply do not have the resources to do this.

... creating value for membership, activities to enhance business turnover and fostering closer networking among members...

In view of this, we have decided to focus our activities on the following:-

- (1) To create value to the membership via educational programmes for members and their negotiators,
- (2) To create activities to enhance business turnover, and
- (3) To try and foster a close working relationship amongst practitioners, especially members.

I realise that with the ever changing business environment locally and internationally, MIEA needs to be proactive and innovative in assisting our members to meet the challenges ahead.

The winds of change are knocking on our doors and if we do not prepare ourselves for this ever changing business environment, we will definitely get left behind. It must also be noted that liberalization of the services sector becomes effective in 2015.

So the big question is what do we do? How do we assist our members? I do not have all the answers, but I do know that being innovative in our business activities is one of the ways forward. The conventional way of doing our business will slowly but surely prove ineffective.



**GREATER KUALA LUMPUR: MRT System
Rise of Bukit Bintang and Beneficiaries**

15th June 2011



MIEA Property Talk

Date : 15th June, 2011

Speaker : Mr. Ho Chin Soon

Venue : Royal Commonwealth Society

The Klang Valley Mass Rapid Transit (MRT) project will significantly affect the prices of commercial and residential properties along the MRT route, said some property developers and valuers.

Prices of commercial and residential properties along the MRT route could rise by 15 to 25 percent, depending on the location of the property in proximity to the stations, said Mr. Eric Ooi, a member of the Board of Valuers, Appraisers and Estate Agents.

“We expect generally properties within a 500 m radius of the MRT stations to have the most appreciation in value,” he said in an interview with StarBiz.

The MRT project, connected to a network of lines integrated with the LRT, KTM Komuter, monorail and intra-intercity buses would help cut travelling costs and ease traffic congestion, said Mr. Ooi, who is also Managing Director of Knight Frank.

In the short term, however, the MRT might inconvenience some, particularly those working or living near the stations.

“The impact of building the MRT is expected to be more physiological to the community,” he said, adding that any major structural developments will likely have a negative impact on a certain group of individuals.

Residents in some suburbs where the MRT stations are set to be built criticised the project, saying that it would cause traffic congestion and potentially lower property values.

Mr. Ho Chin Soon, Director of Ho Chin Soon Research, agreed with Mr. Ooi that some people would oppose the MRT project but in the long run, it would benefit most people, especially those in the lower income group who depend on public transport.

Feb 16, 2011 - HomeGuru.com.my



Proposed MRT Development and the effect it will have on the Property Values along its routes.

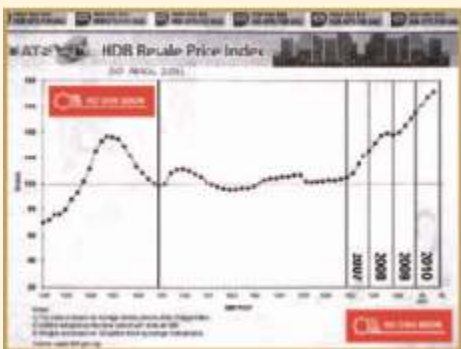
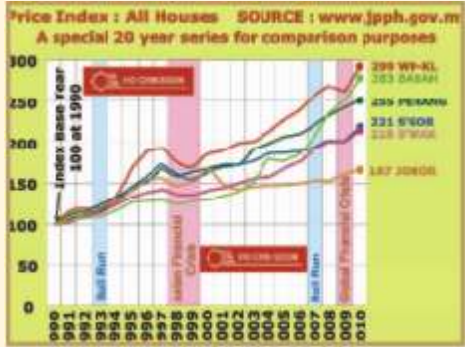
Selected Slides from Mr Ho Chin Soon Workshop

GREATER KUALA LUMPUR: MRT System Rise of Bukit Bintang and Beneficiaries

15th June 2011

1. Latest House Price Index
2. Two Major Factors Affecting Values in Greater KL
 - a. High Speed Rail from KL to JB and
 - b. Greater KL - MRT System
3. Why Bukit Bintang (Golden Triangle South) will rise
4. Who will benefit from the MRT Systems?
5. Conclusions

For 2011, Malaysia's population is estimated at 29 million people. The National Physical Plan was launched by Dato Seri Ong Ka Ting in Penang in 2005. Klang Valley is recognized as Heirarchy No.1 and includes Nilai and Seremban. Previously, KL Metropolitan Area and KL Conurbation were proposed names for Klang Valley but the new name for Klang Valley is Greater Kuala Lumpur.





NATIONAL
REAL ESTATE
AWARDS
2011

The MIEA National Real Estate Awards is organized annually by the Malaysian Institute of Estate Agents. The awards are designed to recognize outstanding achievements of Real Estate Agents, Real Estate Firms, Real Estate salesperson (Negotiators) and those who have contributed to the Real Estate industry as a whole. The awards will be judged based on performances from 1st January 2010 to 31st December 2010 under each category

Winners of the award will be recognized throughout the country as leaders in their respective fields. These awards will be an attestation of their contribution to the industry and how they have excelled in their respective fields and the winners will enjoy a powerful marketing platform.

There will be nine categories of Awards to be presented in all aspects of the profession and one category to recognize the Real Estate Salesperson of the year. This award gives recognition to the real estate salesperson who has played an important role in the industry. For the first time, a separate award has been created for State Branches - The State Agency of the Year Award.

These awards will be independently judged by a panel of judges invited from associations, NGO's and leading business personalities. The Awards will be presented at the MIEA Annual Dinner to be held on 23 September 2011 at the Dorset Regency Hotel in Subang Jaya. The theme for the night is aptly coined as "Where Eagles Soar".

Siva Shanker
Deputy President & Awards Chairman

2011 Nomination Now Open

The Awards Categories

CATEGORY 1

AGENCY AWARDS SMALL SIZED FIRMS (with less than 20 Negotiators)

- A) Residential Agency of the year
- B) Commercial Agency of the year
- C) Industrial Agency of the year

CATEGORY 2

AGENCY AWARDS - MEDIUM SIZED FIRMS (with 21- 100 Negotiators)

- A) Residential Agency of the year
- B) Commercial Agency of the year
- C) Industrial Agency of the year

CATEGORY 3

AGENCY AWARDS LARGE SIZED FIRMS (with more than 100 Negotiators)

- A) Residential Agency of the year
- B) Commercial Agency of the year
- C) Industrial Agency of the year

CATEGORY 4

SALESPERSON AWARD

- A) Residential Salesperson of the year
- B) Commercial Salesperson of the year
- C) Industrial Salesperson of the year

CATEGORY 5

SPECIALIZED CATEGORY AWARD

CATEGORY 6

REAL ESTATE AGENT OF THE YEAR

CATEGORY 7

REAL ESTATE AGENCY OF THE YEAR

- A) Small firm
- B) Medium sized firm
- C) Large firm

CATEGORY 8

STATE REAL ESTATE AGENCY OF THE YEAR

- Penang, Perak, Johor, Sabah, Sarawak

CATEGORY 9

REAL ESTATE LEADERSHIP AWARD



NATIONAL REAL ESTATE AWARDS 2011

Quest for Excellence

where eagles soar

2011

The Malaysian Institute of Real Estate Agents (MIEA) is proud to present the MIEA National Real Estate Award for 2011. These awards are presented annually to Real Estate Agents, Real Estate Firms, 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 field. The Award brings National Recognition, Honour and Sense of Achievement.

Inspiring the future



NATIONAL
REAL ESTATE
AWARDS
2011

Entries are open now

Closing Date : 5 September 2011

Awards Presentation Nite : 23 September 2011

Contact the Secretariat for the Awards Information Pack

Past Winners of MIEA National Real Estate Awards



REAL ESTATE
AGENCY OF THE YEAR



REAL ESTATE
AGENT OF THE YEAR



COMMERCIAL AGENCY
OF THE YEAR



SPECIALIZED
CATEGORY



MIEA LEADERSHIP
AWARD





Be One of the Very First Malaysians to
 “LOCALISE YOUR GLOBAL MARKET”.

Dates : 5th to 10th December, 2011

Time : 8am to 5.30pm daily

Venue: The Tropicana Golf & Country Resort
 Petaling Jaya, Selangor.

The Malaysian Institute of Estate Agents (MIEA) in its magnanimous efforts to bring the Real Estate Profession to higher standards of professionalism in Malaysia and the World over, is proud to announce that the prestigious CIPS Course and Designation is now available to the Malaysian Real Estate Practitioners. It is also open to all who are keen to make real estate their career or business.

The Certified International Property Specialist Course (CIPS) is designed to give you that huge edge in International Property Marketing in view of the impending REAL ESTATE MARKET LIBERALISATION.

The CIPS course curriculum offers you hands-on experience with international real estate transactions, as well as five full days of study focusing on the critical aspects of transnational transactions, including:

Currency and exchange rate issues, Cross-cultural relationships, Regional market conditions, Investment performance, Tax issues and more! Sell foreign properties to Malaysians with confidence. Sell foreign properties in foreign countries owned by foreign locals domiciled here and earn big Professional Fees! Please visit our website at www.miea.com.my for Course details and fees.

To be eligible for the CIPS Designation, you must complete 5 courses outlined below.

After completing "Global Real Estate: Local Markets", YOU can join the CIPS Network and start connecting with CIPS Designees all over the world. Imagine the World's Property Market at your doorstep!

Speaker Profile



Gail G. Lyons
 ABR, CCIM, CIPS, CRB, CRS, DREI,
 Green, QSC, RSPS, SRES, TRC.

Recognized nationally as a futurist and expert in international real estate and agency law and practice, as well as other areas of real estate brokerage, Gail Lyons has taught hundreds of seminars and courses throughout the U.S. and many foreign countries. She's written numerous articles and five books.

Gail is broker-owner of a small, residential firm, Boulder Real Estate Services International. The firm specializes in quality service to both buyers and sellers. She has been a full-time practitioner since 1973, all in Boulder County, Colorado. During this time, she's been president of her local REALTOR association, the Colorado Association of REALTORS and, nationally, the Council of Residential Specialists. At the National Association of REALTORS, she's chaired four committees including the International Operations Committee, served on the Executive Committee and on the Board of Directors. Since 2004, Gail has been Regional Coordinator for Asia-Pacific.

Gail is a senior instructor for the Accredited Buyer Representative designation, the Senior Real Estate Specialist designation, Resort & 2nd Home and Green designations. Within the field of International real estate, she teaches the Transnational Referral Certificate course, Expand Your Market, and International Real Estate for Local Markets as well as several specialized seminars designed for foreign markets.

In addition to her brokerage and instructing, Gail frequently acts as an expert witness for lawyers in Colorado as well as several other states. She served six years as a member of the Colorado Supreme Court's Unauthorized Practice of Law Committee.

Ms. Gail Lyons will be assisted by Ms. Pili Meyer.

The Certified International Property Specialist Network (CIPS Network) is the specialty membership group for international practitioners of the National Association of REALTORS®, the world's largest trade association. The CIPS Network is comprised of 2,300 real estate professionals who deal in all types of real estate, but with one common element: they are focused specifically on the "international" market. Whether traveling abroad to put deals together, assisting foreign investors, helping local buyers invest abroad, or serving an immigrant niche in local markets, CIPS members are consumers' best resource to ensure they are dealing with a professional skilled in the unique aspects of international real estate.

The World could be your new playground...

Speaker Profile



Ms. Pili Meyer

Born and raised in Hawaii, Pili Meyer has lived in the Pacific Northwest of the US for the last thirty years. She comes from a long tradition of teaching and real estate. Members of her family have taught everything from kindergarten to graduate school as well as being involved in many aspects of real estate. She is a graduate of Mills College in Oakland, CA.

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.

With market liberalisation looming right in front of us, participate in these courses so you will gain knowledge and skills that will give you the right platform to market professionally, properties globally.

For more information and registration, Please visit our website at www.miea.com.my or call on the secretariat at Unit C-27-05, Three 2 Square, No.2, Jalan 19/1, 46300 Petaling Jaya, Selangor Darul Ehsan
Tel : +603-7960 2577
Fax : +603-7960 3757
Email : secretariat@miea.com.my

The Education & Training Committee :
Mr. Alex J. Gomez, Ms. Leong Sook Ping, Ms. Jaclyn Yee, Ms. Marilyn Khor,
Ms. Amanda Goh, Ms. Ho Yueh Yu and Mr. Tan Mea Kuang.

The Topics

1) Global Real Estate: Local Markets (Day 1)

This introductory course offers you an overview of the international real estate business environment, including capital flow, currencies, government regulations and cultures. Topics such as international brokerage, networking, marketing, and selling will also be discussed.

CIPS Core Course

2) Global Real Estate: Transaction Tools (Day 2)

This course provides you with the tools needed to present investment information to international clients in their currency and area. You will learn how to measure investment performance, prepare financial projections, and understand the effects of taxes and exchange rates on investment.

CIPS Regional Courses

3) 3. Asia/Pacific and International Real Estate (Day 3)

This course addresses real estate practices in Asia and the Pacific with emphasis on cultural influences, economic trends and assessment of investment opportunities. An extra chapter on working with the Japanese is also included.

4) Europe and International Real Estate (Day 4)

This course provides you with insight in regards to working with clients in Western and Central Europe. Topics include: the European Union and its impact on international real estate, economic and real estate trends, networking and relationship building, and marketing and selling practices.

5) The Americas & International Real Estate (Day 5)

The Americas introduces participants to the unique dimensions of international practice in North, Central and South America. The course is designed to introduce:

- Social, economic, political and geographical characteristics of major American countries.
- Laws and real estate practices in major American markets.
- Procedures to evaluate American investment patterns, investor profiles and opportunistic real estate activity.
- Methods to develop a business network that will enhance international practice with American clients and/or properties.
- Techniques to promote properties, markets and professional services.

6) TRAIN THE TRAINER PROGRAMME (Day 6) Optional

Become an International Real Estate Trainer. Be the envy of many. You will be sought after by many local and foreign real estate firms to conduct their training programmes. These seats are limited to 30 only. Terms and Conditions Apply. MIEA at its sole discretion may alter or withdraw this Optional Train the Trainer programme. Intending participants shall be notified.

The Perfect Con job, leaves Estate Agency fuming!

16 July 2011 - Star report



From left: Nixon (MIEA) & Michael Chong (MCA)

Being too established does have its setbacks. A conman posing as an established Real Estate Agency's Negotiator pulled off the perfect con job.

In a recent press release organised by MCA, Mr Michael Chong called on Mr. Nixon Paul, President of MIEA to clarify after the media reported that an Auctioneer was cheated of RM48,000 in a Real Estate deal by altering the dates on a Post Dated cheque. This goes to show that public knowledge on property transactions is very much lacking. All payments must be made to the registered real estate firm and not to the individual. MIEA is considering planning a series of public awareness programmes to address this issue which is becoming rampant.

News Home > News > Nation

SEARCH

Saturday July 16, 2011

Landlord conned of RM48,000

"Heart Attack Warning"
Clean Arteries Before Surgery. Painless, Fast, Safe & Easy
www.YangTikuan.com/Anes00rm

KUALA LUMPUR: An auctioneer was cheated of RM48,000 in a real estate deal that was too good to be true.

Azharin Shaari, 37, said he was contacted by a real estate agent who called himself Alex on July 5 asking about a shoplot he advertised for rent in Bandar Tun Hussein Onn, Cheras.

Azharin to travel from Kulim the next day to meet Alex and the tenant, a Lim Seng Choon, who claimed to be a managing director of a company.

After signing the rent confirmation form and receiving a cheque for three months rental and amenities amounting to RM40,000, Alex asked Azharin for an RM8,000 commission.

Azharin gave Alex a personal cheque for RM8,000 post-dated to July 16 but found out on July 8 that the cheque had been cashed earlier and the RM40,000 cheque had bounced.

"It was supposed to be cashed on July 16 and I got the image of the cheque from the bank and noticed that it was tampered with. The date '16' appeared as '06'," he said during a press conference by MCA Public Services and Complaints Department head Datuk Michael Chong on Thursday.

Azharin lodged police reports at the Kulim and Kajang police stations on Wednesday.

Chong said that last year, there were six cases with RM58,000 in losses and two cases amounting to RM41,000 this year.

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IEA INTERNATIONAL FIESTA 2011
17 June 2011, Friday
6.30 pm - 1.00 am
Grand Copthorne Waterfront Hotel

12th ANNUAL DINNER & DANCE
incorporating
IEA Realtors Awards
2010/2011

JOIN US FOR AN EVENING OF
GORGEOUS FOOD • FUN GAMES
& FABULOUS
LUCKY DRAW PRIZES!

One Big Happy Family At IEA Annual Dinner



REES Workshop - Industrial Properties



July 2011. Real Estate Evening Series (REES) recent workshop on Industrial Properties was a complete success. The event was held in STADEC.



July 2011 - Stephen Tew's Full House REES Workshop on Industrial Properties.



MAREC has gone Global.

MAREC 2011 was featured in Peninsula Daily News website, www.peninsuladailynews.com. The article was on Pili Meyer visit to the MAREC 2011 in her capacity as the National Association of Realtors' President's Liaison together with National Association of Realtors President Ron Phipps and his wife, Susan.

Peninsula Daily News (PDN) is the largest local newspaper on the North Olympic Peninsula (Clallam and Jefferson counties) of Washington state. It has a total of 8.66 million page views. The print PDN has a readership of more than 46,000.

MAREC is now an internationally recognised event endorsed by NAR. If you have not signed up for MAREC 2012, do it now. We are limiting the numbers to 500 delegates for MAREC 2012.

MIEA seek Board assistance to resolve Singapore Real Estate Agents intrusion Issue.

July 2011. Following media reports by Star and NST, MIEA met up with the Board of Valuers, Appraisers and Estate Agents Malaysia to voice their concern over the matter as these contravenes Section 22D(5) of the The Valuers, Appraisers and Estate Agents Act, Malaysia.

Other issues brought-up were the 3% commission which the Board should publicise as many agents are not aware of these. MIEA is also seeking the Board's endorsement on hosting an exhibition for secondary properties. This will enhance the turnaround rate for transactions and enhanced the efficiency of the industry. In Sabah and Sarawak, illegal agents are placing advertisements in mainstream media and it is getting rampant. This must be curbed before the general public get cheated.

The screenshot shows the website www.peninsuladailynews.com. The main article is titled "Port Angeles real estate broker attends convention in Malaysia". Below the article is a photo of Pili Meyer, National Association of Realtors president's liaison to Malaysia, with Julie Wong, president of Malaysia Institute of Estate Agents. The photo caption reads: "Pili Meyer, National Association of Realtors president's liaison to Malaysia, with Julie Wong, president of Malaysia Institute of Estate Agents. Meyer recently attended the Malaysia Annual Real Estate Convention in Kuala Lumpur, Malaysia."



The screenshot shows the Facebook page for the Malaysian Institute of Estate Agents (MIEA). The page features a cover photo with the MIEA logo and a post from the Malaysian Institute of Estate Agents - MIEA. The post text reads: "More than 10 representatives from PECA will be attending IEA Singapore annual dinner tonight. Strengthening ties as more collaborative work in between M1-SG for everyone moving forward". Other posts include "Asia Today: China's Real Estate Cools Finally" and "Internet's traffic is expected to grow 4 times bigger by 2015 compared to 2010. Close to half of the world's population will be accessing it by 2015. Here's some interesting information for awareness".

Negotiators' Training



June 2011. MIEA has done it again! A total of 23 people attended our June's weekend Negotiators Course. It is getting more popular by the day. It is an effective training programme for beginners in Real Estate Marketing. Keep checking our website for future courses! At the extreme left is Ms. Jaelyn Yee, Member of the Education Training Committee of MIEA.

Calendar of Events

23rd & 24th July 2011 (Sat & Sun)	Negotiators' Training Programme
20th & 21st August 2011 (Sat & Sun)	Negotiators' Training Programme
23 September 2011 (Friday)	34th Annual Dinner & 2011 Awards Night
23rd & 24th September 2011 (Fri & Sat)	Negotiators' Training Programme
22nd & 23rd October 2011 (Sat & Sun)	Negotiators' Training Programme
19th & 20th November 2011 (Sat & Sun)	Negotiators' Training Programme
17th & 18th December 2011 (Sat & Sun)	Negotiators' Training Programme

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

May 2011. A small bunch of happy people who literally enjoyed a one-to-one session with our trainers. We even had a couple of negotiators who flew in all the way from Sarawak. Our courses are conducted on schedule, come 'rain or shine'. **COME AND BE A PART OF IT!** "Education is what remains after one has forgotten everything he learned in school." Albert Einstein.



2011 Advertising Rate Card

Full color	Back Page	RM5,000
Full color	Back Inside and Front Inside	RM3,000
Full color	Full Page (ROP) (21 x 29.7cm)	RM1,000
Full color	Half Page Display (21 x 14.5cm)	RM600
Full color	Quarter Page Display (10 x 14.5cm)	RM300

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

MAREC12

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3 - 4 March 2012

Sime Darby Convention Centre, Malaysia.

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DATES	MEMBER	CREN	NON MEMBER
Until 31/12/2011	RM688.00	RM638.00	RM888.00
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The registration fee covers:

- Participation in the conference
- Morning and afternoon Tea Breaks and Lunch

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Payment should be made via cheque or bank draft to:
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Public Bank Account No: 3107564910

Terms and Conditions

- Fees are inclusive of programme materials and refreshments.
- Registration is confirmed only upon receipt of full payment.
- All payment must be received within 14 days of invoice.
- We reserve the right to refuse admission if payment is not received on time.
- No refund for cancellation can be made but you can nominate another person to attend on your behalf.
- The organisers reserve the right to change event dates, venue or programme as deemed necessary and no refund or part refund will be made.

REGISTRATION FORM

Fax to 603 - 7960 3757

Delegates Details

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E No: _____

Member

Non Member

Name of Company _____

Address _____

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Registration Fees : RM _____

Optional Welcome Dinner : RM _____

Total : RM _____

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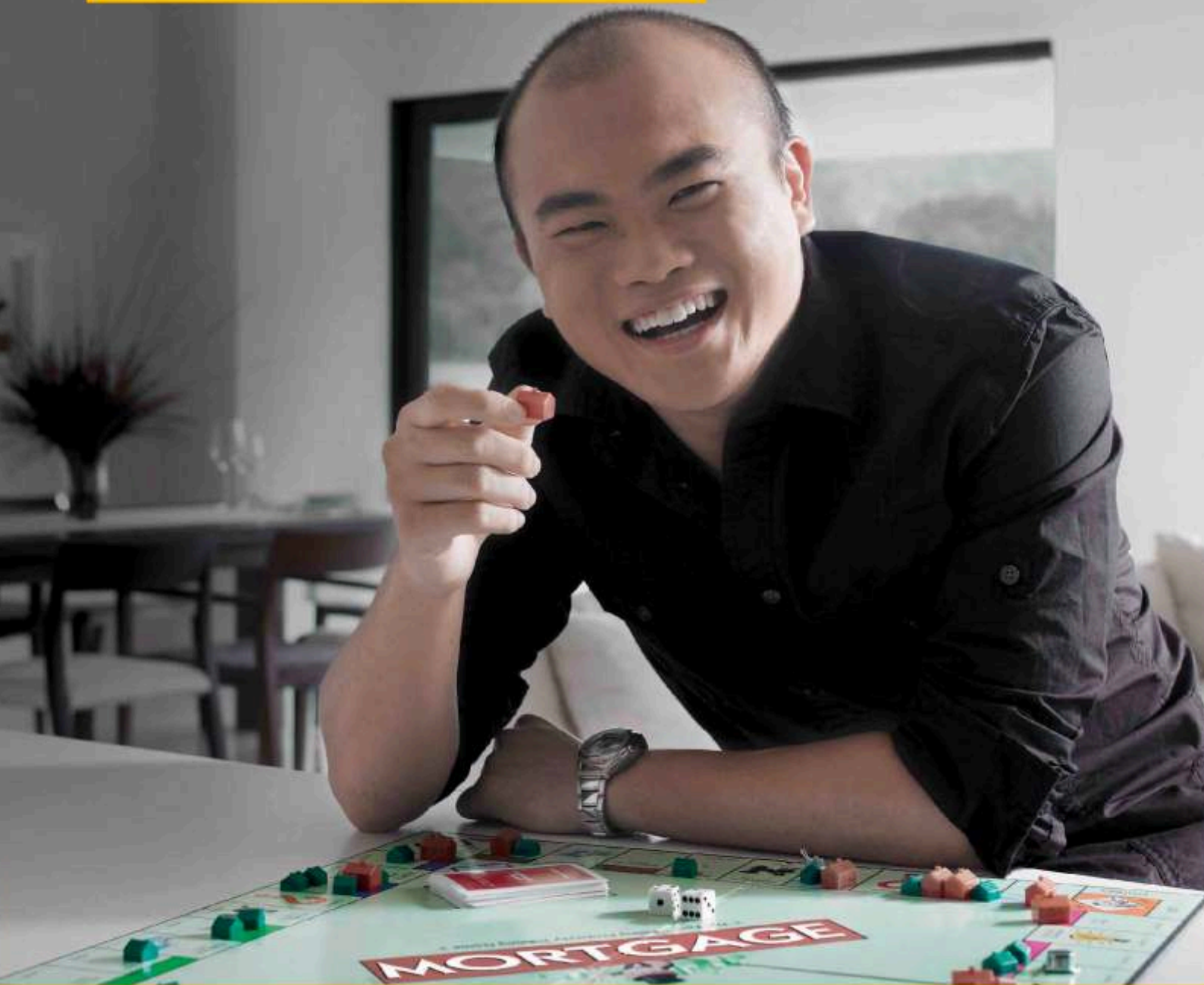
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