

Message From The President

GONG XI FA CAI!

What an exciting month! The first half of the month started relatively quietly with the CNY festivities, With the relaxation of restrictions, some normalcy has returned to our lives even today with infection numbers hovering around 30,000 daily, business is as usual. Having said that, as agents we cannot let our guard down and must ensure social distancing, mask policy and sanitising.

Instilling confidence in the marketplace is paramount to the recovery of the real estate sector. We need to infuse positivity when meeting our clients and prospects as in any market condition, real estate is a basic human need - be it to own or rent - there is a need we can assist! The important thing is to carve ourselves a niche where we can shine as the "Agent of Choice".

Do make use of the materials in this DREAM Bulletin as clients and prospects rely on data and views from key opinion leaders on the way forward in their decision making process.

As MIEA continually strive to bring greater value to our members, we encourage all members to get involved and take advantage of the partnerships forged by the Institute all for your benefit.



PRESIDENT CHAN AI CHENG

Ai Cheng

Without your involvement
you can't succeed. With your
involvement you can't fail.

Abdul Kalam

quoteaholic

MANIFESTO [2021 - 2023]



AUTHORITY & VISIBILITY

The Pen is Mightier Than The Sword

- Minimum of 3 Research Related Publications (Budget, PMR + 1)
- Sellers & Buyers Sentiments Surveys
- e-Publications On Real Estate Matters for Public Engagement

CERTIFICATIONS

Brand MIEA as The HUB For Anything Real Estate

To Step Up MIEA Real Estate Education - Our School

- MIEA Certified Courses For RENs
- 101 Certified Courses For Beginners
- Certified Specialist Courses

MEMBERSHIP & BENEFITS

Objective : **Recruitment & Retention Of Members**

- Communication With Members
- MMS in Mobile App Wrapping
- Membership Benefits Programme
- Work The Network
- Membership Focus Directory



MIEA AGENCY SUPPORT SERVICES

Pain Points Of Small Firms

- Office Administration
- Book Keeping & Accounting
- Compliance
- CRM System
- Tech Support
- Centralised Training

TENANCY ADMINISTRATION

To Assist Members To Better Manage & Grow Their Business In This Area - Recurring Income Stream

- Service Level Agreement Templates
- Tenancy Administration Software

BUSINESS DEVELOPMENT

MLS Sub Sale

MLS Project

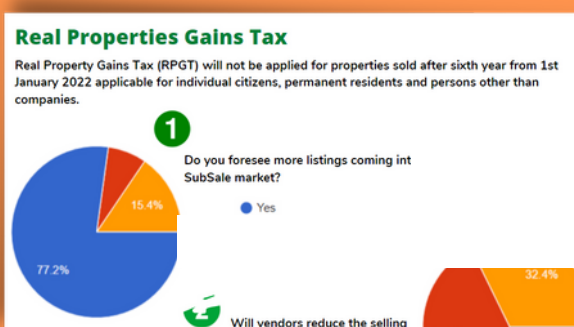
- Developer Initiative In Areas Of Project Marketing
- System To Track Bookings & Sales

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Purchase a property based on needs and financial ability

Purchasing a property based on the buyer's personal needs and financial ability and not from other people's opinions is the fundamental rule in investing in



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MIEA conducted a survey amongst members on their views on how the Budget 2022 will affect the property market for 2022.

MIEA Advises To Buy Properties Based On Need & Ability

Invest Based On Need & Ability

8 February 2022

MIEA issued a Press Release amidst talks that buyers should wait and not purchase properties during this pandemic times as advised by "Property Gurus". President Chan Ai Cheng sets to direct members of the public to make their decisions based on their own needs and abilities with data as their guide.

General statements are not useful when it comes to property purchase decisions.

Both purchase and rental are great options.

Rental provides flexibility while Purchasing builds Equity. It should be based on the individual's needs and ability. Property purchase is never just about market conditions - there are so many factors to consider and they are always unique to the person. Right time to buy is based on the individual and not on the general market!



Purchase a home based on your own requirements rather than speculation |...

Purchase a home based on your own needs and financial capabilities, not on the opinions of others.

NST 8 Feb 2022



News : For property, invest based on need and ability

Property buyers must understand that real estate is a medium to long-term investment and not one based

StarProperty 9 Feb 2022



MIEA: Purchase a property based on needs and financial ability

MIEA president Chan Ai Cheng (pictured) said potential purchasers, therefore, should rent instead

The Edge Markets 8 Feb 2022

THE EDGETM
MARKETS
 MAKE BETTER DECISIONS



Utamakan keperluan, kemampuan sebelum beli rumah

KUALA LUMPUR: Sebarang pembelian hartanah perlu berlandaskan faktor keperluan peribadi serta kemampuan kewangan membeli dan bukannya

Berita Harian 8 Feb 2022



Purchase a property based on needs and financial ability

Purchasing a property based on the buyer's personal needs and financial ability and not from other people's opinions is the fundamental rule in investing in

PenangPropertyTalk 9 Feb 2022



Property prices not likely to ease any time soon

PROPERTY buyers and investors are advised to purchase property based on their personal needs and

Malaysia Reserve 24 Feb 2022



MIEA: Don't Need To 'Suicide' To Buy A House

Have property prices gone beyond the reach of many Malaysians, a news portal says you will have

BusinessToday 8 Feb 2022



房中介：价格最低点 是在是房好机

大房地中介曾珍强，由于冠病大流行，房地价格已作调整，除非出任何不可的情况，否房地价格不一步下

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PROPER | SUCCESS | LIFESTYLE
BUSINESSTODAY

eNanYang 10 Feb 2022

南洋
您的创富伙伴



Purchase a property based on needs and financial ability, says MIEA

KUALA LUMPUR, Feb 8 — Purchasing a property based on the buyer personal needs and financial

SelangorJournal 8 Feb 2022

SELANGOR JOURNAL



'Beli hartanah usah ikut pendapat orang'

Kuala Lumpur: Sebarang pembelian hartanah perlu berlandaskan faktor keperluan peribadi serta kemampuan kewangan pembeli dan bukan...

Harian Metro 14 Feb 2022



房地人澄清 撞警嫌犯 非合格人

(吉隆坡1180) 西房地人 (MIEA) 澄清, 早前涉及撞警而被控上庭的被告, 不是注册的房地人, 也不是得的地人。今...

MIEA continues fight against illegals

On 9 February 2022, there was a report in the media titled : Real Estate Agent charged with ramming car into cop at roadblock.

MIEA took to task immediately to check on the Board's website, the record of this person claimed to be a real estate agent.

Upon checking, this individual is neither under member or REN search and as such is believed to be a non-registered person.

We sought to the media immediately to correct this error as this report has brought disrepute to the real estate agent community.

This is a constant effort by MIEA to keep the public informed of the rise of illegals who can take advantage of the innocent public.

We encourage all members to report to the Board if you do come across the activities of illegal agents. Report with evidence is important so that the regulators can act more accurately and speedily.



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Press Release
10 Feb 2022

MIEA CHIDE 'ILLEGAL BROKER' FOR RAMMING CAR INTO POLICEMAN

'Totally irresponsible and reckless' is what we will call the illegal broker who was charged with ramming his car into a cop who was seriously injured at a road block on 5th February 2022.

We wish to refute the allegation in some media report that the individual is a 'Real Estate Agent'. A Real Estate Agent is defined in the Valuers, Appraisers, Estate Agent and Property Managers Act 1981 (ACT 242) is a person whose name has been entered in the register of estate agents and is issued, an authority to practice by the Board of Valuers, Appraisers, Estate Agents and Property Managers [BOVAEP], Malaysia.

We have checked the records and the individual is not registered as an Estate Agent nor certified as a Real Estate Negotiator. If he had claimed that he is a Real Estate Agent than, he could be carrying out work as an illegal broker and if that is true and if proven, he would have committed another offence under Section 22C, ACT 242 and can be charged under section 30 of the Valuers, Appraisers, Estate Agent and Property Managers Act 1981, where he could be fined RM300,000 or jailed for 3 years or both for impersonating as an Estate Agent.

Real Estate Agents undergo a minimum of 4 years of study and practical training before their names are registered by the BOVAEP. Part of the four-year course is to mold them as professionals and taught to respect the law, protect the public at large and be good citizens of the country. The ACT gives Real Estate Agents the same respect as other professionals like lawyers, engineers, doctors, valuers etc. Using the term 'Real Estate Agent' frivolously when they are "illegal brokers" has damaged the good name of the true professionals we are, said Mr. Soma the CEO of MIEA.

MIEA has for many years been continuing to educate the public against using illegal Brokers who do not have any regard for the law especially being reckless in their dealings and having no respect for the law including protecting the interest of the public. As such referring the illegal brokers in the same light as registered Real Estate Agent damages the good name, image and reputation of our profession, he further reiterated. We totally do not condone the action of the individual who rammed the car into the police man who like us is a professional protecting the public at large.

----- the end -----

ABOUT MIEA

MIEA is a National body representing real estate practitioners in Malaysia. Established in 1974, it comprises of more than 6,700 registered real estate practitioners as members. As the largest association representing registered real estate practitioners in the country, MIEA empowers practitioners by promoting professionalism, protect public interest and is the leading voice for Malaysian real estate practitioners on matters relating to real estate practices in Malaysia. Real estate practitioners are encouraged to join MIEA to be in the know in the Malaysian real estate industry, as well as enjoy the benefits of being a member. **For further media inquiries please contact:** Mr K. Soma Sundram (email : secretariat@miea.com.my / ceo@miea.com.my or H/P : +6012-213 6236)

MIEA IN THE NEWS : CHILDCARE CENTRES/ KINDERGARTEN

NanYang sought the thoughts of our President Chan Ai Cheng on the trends in ChildCare Centres and Kindergartens as to whether the trend is moving from residential to commercial premises.

Via Google Translate :

As a vanguard standing at the forefront of industry sales, real estate agents have their own views. Among them, the Chairman of the Malaysian Association of Real Estate Agents (MIEA) Chan Ai Cheng believes that strictly speaking, this is not a trend, but an evolution.

She pointed out that the whole concept of the nursery is to facilitate dual-income families, so some centers will be located near the parents' work place, and some will be located near the home, so that parents can easily pick up and drop off.

"Over the past few years, the government has realised that more nurseries are needed where people work, so more and more centres are starting to appear in commercial areas or office buildings to cater for dual income parents."

She does not deny that in the past, many nurseries or kindergartens were forced to move to commercial areas due to complaints from their neighbors, but she believes that such centers are still in residential units.

Asked whether the emergence of more and more fenced units will exacerbate the above-mentioned situation, she said that it depends on the regulations made by the residents. harsher.



【独家】情“所逼”展 托儿所迁商区更灵活

不知什么时候开始，威省大山脚的花住宅区没有了朗朗声，更不小朋友，天真漫地在草坪上追逐嬉。

Conversely, many floor developments (high-rise units) are on their own internal commercial units, with nurseries, laundry rooms or mini-markets, which are not strictly commercial units, but small commercial areas located inside high-rise units.

Make good use of funds for trial lease operation

Chan Ai Cheng also suggested that business owners can first try to lease relevant units to operate, and only consider buying the units after the performance is stable and they decide to start their own business.

"This is because investing in real estate is not the core business of your business, and once you buy it, it is likely to lock up the funds you can use to expand your business."

Generally, renting is an option when starting any center, and once the business is established, buying is considered. The whole idea of a business is to generate income, so investing in real estate is somewhat non-core and locks in capital that can be used for its expansion, etc.

RESIDENTIAL TENANCIES ACT

MIEA's views on the Residential Tenancies Act



MIEA: Provisions for Residential Tenancy Act (RTA) is imperfect and inadequate, further engagement with stakeholders necessary. •...

MIEA: Provisions for Residential Tenancy Act (RTA) is imperfect and inadequate, further engagement with stakeholders necessary.

kopiandproperty.com / Mei Yun Mok / 26 Feb

KopiandProperty 26 Feb 2022



The Malaysian Institute of Estate Agents Supports RTA But Need To Address Weakness

The Malaysian Institute of Estate Agents (MIEA) supports the efforts of the Ministry of Housing and local government [KPKT] in the formulation of the Residential Tenancy Act (RTA), says Ms. Chan Ai Cheng the President of the...

BT BusinessToday / 24 Feb

BusinessToday 24 Feb 2022



(吉隆坡27日讯) 购屋者协会及房产代理公会认为，拟议中的住宅租赁法案 (RTA) 存在许多弊端，除了过分干预市场经济，利益也太过偏颇租户，因此政府仍需进行强而有力的研究，以免赶走投资者，影响经济。

大马购屋者协会 (HBA) 总秘书拿督郑金龙说，为了解决日后冲突，政府考虑将租户的2+1租赁押金，即2个月租金和1个月水电费，从房东手上交由政府所成立的中立机构保管，是不妥之举，因为这将损害房东和租户的利益。

“届时，繁杂与庞大的手续，在政府效率如此欠佳的情况下，将加剧租户取回押金。”

“加上，这原本是一个自由市场，政府一旦干预了私人住宅出租，难免有朝一日会干预商业建筑物的出租，包括购物广场、办公楼、餐厅等，这只会驱赶投资者。”

郑金龙今日接受《中国报》访问时指出，预料政府也将议决，把房东及租户的任何争议交给仲裁庭解决，这虽然能够帮助双方省下法院手续费用，但也让房东可

購屋者協會：利益偏頗租戶
住宅租賃法干預市場



■ 鄭金龙



■ 曾爱珍

能面临巨额罚款的局面。

对此，大马房地产代理公会主席曾爱珍认为，金钱管理需要一个非常快速、高效且无缝的流程，房东和租户出现争议时，法庭可能需要长达120天解决，这将大大影响租赁市场。

押金減低變複雜

她补充，政府还打算将押金减低至单月租金的25%，将使事情变得复杂。

“为保持房东权益，尤其是那些提供部分或齐全家具的房东，向租户收取至少1个月押金，为合理做法，没必要更动。”

房屋及地方政府部于去年尾宣布，该项法令预计在今年第1季提呈国会寻求通过，同时将把禁止种族歧视的相关条款，纳入法令。

鄭金龍：反饋調查缺陷多

郑金龙说，房政部就拟议住宅租赁法案进行的反馈调查存有太多缺陷，因为只触及全国总人口的0.009%，调查对象的群体分布也不均匀。

“涉及的调查对象，其中1104人是房东，另2015人是租户，除了调查结果可能会偏向租户，他们也未代表全部大马人的心声。”

“此外，调查中有87%为马来人，其他种族仅占13人；而区域只针对巴生谷和布特拉再也，有效性令人质疑。”

他建议，理想情况下，这项调查应涉及全国至少10%的在职人口，因为该法案会影响大多数有收入的国人。

“目前，政府应将重点放在重振经济复苏上，这项法令在这个时间点，可谓没必要。”

“政府不该急于立法，或至少应等5年。”



ChinaPress 27 Feb 2022

RESIDENTIAL TENANCIES ACT



MALAYSIAN INSTITUTE OF ESTATE AGENTS

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Press Release
24 Feb 2022

The provisions of the RTA is imperfect and inadequate and needs to further engage with stakeholders to improve its weaknesses

The Malaysian Institute of Estate Agents supports the efforts of the Ministry of Housing and local government [KPKT] in the formulation of the Residential Tenancy Act (RTA), says Ms. Chan Ai Cheng the President of the association. The time is right to model after more established property markets around the world in how they manage Landlord and Tenant relationship via a similar act. The Residential Tenancies Act 1997 in Australia is certainly one to model after providing a more structured framework for landlord and tenant relations.

Our real estate practitioners who represent the larger community of owners /landlords are concerned on the various provisions in the proposed act. The main concern is that of Deposit collection where an independent institution is to hold the deposit on behalf of the Landlord. While this is practiced in many developed countries, administering the refund where the landlords need to claim for cost of repairs on a timely basis will hamper his ability to get the repairs done on a timely basis and will result in income loss. This will directly impact the rental market especially when there are disputes and the tribunal may take as long as 120 days to resolve it. Where money is concerned, a faster, efficient and seamless process need to be introduced to administer this concern.

Collection of the rental deposit is going to create another adverse effect on the current practice as the booking fee or rental deposit to be collected shall not be more than 25% of the rental. i.e., if the rental is RM1000 the agent cannot collect one month's rental deposit but only RM250. Rental deposits are presently one-months rental amount paid upon acceptance of the rental offer and is used to offset the first month's rent of the property. There isn't a need to change this practice.

The new introduction is that the cost of preparing tenancy agreement is now to be paid by the landlords and not the Tenants as currently practiced. Given the proposed standardization of the Tenancy Agreement, probably fixing a processing fee for the tenancy agreement is sufficient which should just be a nominal amount.

The provision for collecting of Security deposit not exceeding 2 months may be low as cost of replacement and repairs can run much higher for high end properties. As such there should not be a blanket fixed amount and should be a two-tier security deposit provision for property rentals of certain value to meet the contingencies.

Repossession of a rented premise by the landlord can only happen on the 'order for possession by the tribunal'. This is an area that hopes to address the disputes between landlord and tenant in a more effective manner than how it presently is. This could be an area of concern if the timeline for settlement is too long and if all disputes require a tribunal for settlement.

RESIDENTIAL TENANCIES ACT



(PPM-001-10-14041977)

Any unpaid rental is to be claimed under security deposit which is against the norm as security deposit is meant to recover cost of repair for damages caused to the property by the tenant and not to recover unpaid rental as that is a breach of the Tenancy agreement.

There is also no provision for collection of utility deposits and one of the biggest challenges of Landlords are the unpaid utility bills by tenants. As real estate practitioners who are and will play an important role in supporting and adhering to the RTA, it is important to refer 'Agents' as specified in ACT 242 in the main definition of the RTA. It is not specific who agents are under the definition which we feel needs to be emphasized.

In general, we agree that much effort has been placed to get the Act right, there remains many weaknesses in the provisions of the RTA which needs to be further discussed and developed to have a practical and acceptable provisions with stakeholders. Rushing this will only anger and frustrate the property investors who are contributing to the economy and will result in loss of investor confidence in already a challenging time.

While we support the introduction of the Residential Tenancies Act as a solution for the Landlord and Tenant problems that the nation faces, there needs to be careful consideration of balancing Landlord and Tenant concerns that should not side one over the other. Pre - screening of tenants must become a precursor when identifying tenants and we are happy to state that MIEA is working towards this endeavor. We are in the midst of collating feedback from our practitioners on the provisions of the RTA which will be sent to KPKT.

While we recognize that there is no perfect Act or a perfect time for the introduction of an Act, we urgently request the intervention of the Honorable Minister of Housing & Local Government, YAB Prime Minister to extend the time to study further the nitty gritty of how this will work in real life and in real time. MIEA being the biggest stakeholder where our practitioners who are acting as agents for landlords are ready to give further input to this cause.

----- the end-----

ABOUT MIEA

MIEA is a National body representing real estate practitioners in Malaysia. Established in 1974, it comprises of more than 6,700 registered real estate practitioners as members. As the largest association representing registered real estate practitioners in the country, MIEA empowers practitioners by promoting professionalism, protect public interest and is the leading voice for Malaysian real estate practitioners on matters relating to real estate practices in Malaysia. Real estate practitioners are encouraged to join MIEA to be in the know in the Malaysian real estate industry, as well as enjoy the benefits of being a member. **For further media inquiries please contact:** Mr K. Soma Sundram (email : secretariat@miea.com.my / ceo@miea.com.my or H/P : +6012-213 6236)

NCC ALL OVER MALAYSIA



NCC Ipoh, Perak



NCC Kota Kinabalu, Sabah



NCC JB, Johor



NCC Kuching, Sarawak

Register Now
WWW.MIEA.COM.MY/NCC

Who Is Who At The Helm Of MIEA (2021-2023)

Name: Dato' Adrian Wang
Title: Board of Director, MIEA
Portfolio: Chairman MIEA Agency Support Services

EDUCATION

- Bachelor of Science in Civil Engineering
- Oklahoma State University, U.S.A. – 1997
- Diploma in Real Estate
- Registered Estate Agent - Board of Valuers, Appraisers and Estate Agents Malaysia - 2004

PROFESSIONAL EXPERIENCE

- (Since Year 2007) REA & GROUP MANAGING DIRECTOR, CBD Properties Sdn Bhd
- (Year 2000) Civil Engineer, CEPCO
- (Year 1997) Civil & Structural Engineer, KTA Sarawak

RECOGNITION & AWARDS

- 2018 CEO of the Year Award by MIEA'S National Real Estate Awards
- 2015 Top Realtor of the Year Award by MIEA'S National Real Estate Awards
- 2014 Real Estate Agency of the Year Award by MIEA'S National Real Estate Awards
- 2011, 2012, & 2013 Residential Sales Person of the Year Award by MIEA'S National Real Estate Awards
- 2011 Real Estate Agent of the Year Award by MIEA'S National Real Estate Awards

CONTRIBUTION TO MIEA

- Member of MIEA since 2007
- MIEA Board of Director 2021-2023

HIGHLIGHTS

- Key note speaker on property related topics for developers and real estate associations
- Build extensive international networks with companies in the property industry
- Effectively produced Top Achievers yearly in the real estate industry

HOBBIES

- Traveling
- Watching movies

Dato' Adrian Wang

MIEA Director



Will our Words and Action Help...

1. Build Teamwork & Camaraderie
2. Add Value in What We Say or Do
3. Create Positive Action
4. Benefit Our Members & the Institute

The MIEA Goodwill
 Test has been
 designed to help
 Real Estate
 Practitioners to be
 professional in their
 words and action.





MIEA INSURE

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IN COLLABORATION WITH **MALAYSIAN INSTITUTE OF ESTATE AGENTS**

SCAN HERE



log on to **instapol.my/mieainsure**

MIEA Insure is an insurance scheme specifically created and designed to cover the exposure to risks faced by Real Estate Agents and Negotiators (REA/REN).

MIEA Insure portal makes the following products available :



Professional
Indemnity Cover



Motor
Insurance



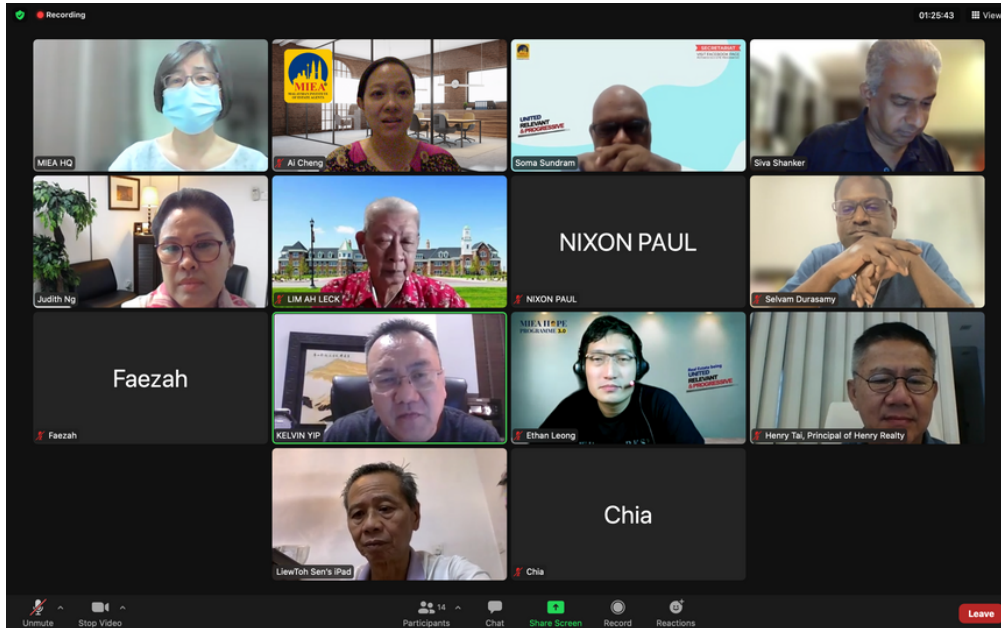
MIEA Landlord
Insurance

- i Professional Indemnity Insurance for Real Estate Agent(REA)/Firm and Real Estate Negotiator (REN)**
This Professional Indemnity is to cover any form of exposure to risk from professional service they provide to clients on a daily basis and it also cover costs and expenses incurred in the defence and/or settlement of claim brought against them, with the written consent of the insurer.
- ii Motor Insurance**
Provides instant comparison between all key insurance companies and takaful operators in Malaysia.
- iii Landlord Insurance**
It is a type of policy that covers property owners from financial losses suffered within their rental property due to runaway tenant.

Negotiators Certification Course (NCC) Trainers Get Together

21 February 2022

NCC Trainers got together to share updates, feedback and suggestions on how to power up our NCC classes. We thank all MIEA NCC Accredited Trainers for your tireless effort to share and to educate the new aspiring RENs, to leave a mark of professionalism in their hearts and minds,



ZOOM Test of Professional Competence (TPC)

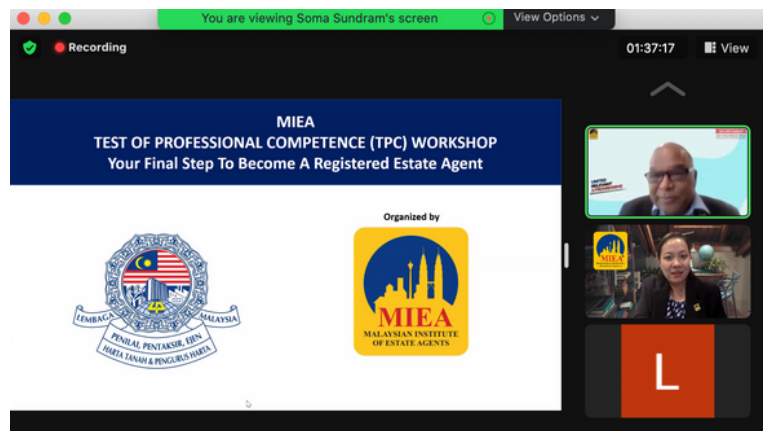
21 - 24 February 2022

MIEA conducted our bi-monthly TPC (Test of Professional Competence) workshop via zoom from Monday till Thursday. This workshop covers the entire process in preparing a Probationary Estate Agent towards obtaining their Estate Agent Registration.

Session covers : Work Diary, Record of Experience, Task 1 & Task 2 and the TPC Interview.

Special thanks to the trainers President Chan Ai Cheng and CEO PP Soma Sundram for their dedication in coaching PEAs in their journey.

**Upcoming session : April 11 - 14, 2022
(Monday to Thursday)**



Membership Benefits



UP TO 4% DISCOUNT
on selected models
UP TO 7% DISCOUNT
on BMW 7 series



UP TO 6% DISCOUNT
on selected models



Discount from RM500 to
RM1,200 depending on
the models



3% DISCOUNT
First Unit
5% DISCOUNT
Subsequent Unit(s)



6% DISCOUNT
on selected models
Polo, Vento, Tiguan, Passat.
2% DISCOUNT
Golf & Beetle



- Basic Health Screening at RM250 (normal rate RM530)
- Dental Services 5% discount
- Nutridos + BP proprietary Products 10% Discount



Enjoy 10% off on food and beverage
valid at Starbucks 3 Two Square.
(Exclusive for MIEA members)



- Exclusive discounts for members;
- 15%-25% On All Products
 - Seasonal offers can be 30%-40%
 - Free Delivery Nationwide
 - Hassle Free Payments



BLACKBIXON™
Charging Your Life!



- BlackBixon Coffee machine package for home & office use
- BlackBixon Original Coffee in capsules
 - Free Use of 1 unit of coffee machine
 - Minimum monthly consumption of 2 tubes (20 coffee capsules) valued @RM50*
 - Refundable security deposit RM218 for coffee machine*
- Contact Jessly @ 016 3287888 for further details



Please note that these privileges are for MIEA members only. As such you need to show proof that you are an active member by showing your **E - Membership card** [this has been sent to you earlier and you need to download it and store on your phone]

Call our hotline for more information about Membership

☎ 03 7960 2577

☎ 010 425 1158

🌐 www.miea.com.my

📘 MIEA.on.FB

📷 #myrealagents

✉ membership@miea.com.my



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... pre-qualify your prospects' interests with a virtual tour on a link

8Prop 360 Virtual Tour

Features

- Guided Tour
- Dollhouse View
- Floor Plan
- Measurements
- Blur Brush

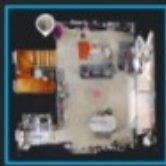


URL Link

- Free Hosting*
- URL for WA & Listings

Contact Details

- Name
- Phone Number
- Email



Package Deals

1+1 Trial Offer

RM194/unit

RM388 for 2 Units

8Prop Deal

RM123/unit

with RM988 for 8 Units

Terms & Conditions

- Valid for all all residential & commercial properties in Klang Valley only
- Up to 10,000sqft per unit scan

Own Your Listings!

Share your
Virtual Tour
with Contact on:



& listings on property portals.
Valid for indefinite period!

3 Steps to Book Your Scan

1

Book 360 Scan
& pay online

2

8Prop crew scans property
on scheduled date & time

3

Receive link in 24 hours &
share it to your prospects for
virtual viewing!



**ENQUIRE &
BOOK SCAN:** +6016 735 0570

AGENCY SUPPORT SERVICES

MATTERPORT 360 Virtual Tour, Instant Floor Plan & Dollhouse

MIEA Exclusive for 360
Scan from RM123, you
can save time with a
photographer sent to
your unit and get a url
link + photos of property
in 24 hours as below:

<http://8prop.com/model.html?m=Fy6tSdQnLfe>

The url link & photos can
be shared over
Whatsapp, FaceBook,
PropertyGuru &
iProperty Listings &
others for more leads!

Every 360 link is
stamped with your
Contact Details for your
client's & prospects to
remember & call you.

Kindly WA
+60167350570 if you
want to book a scan! ☺
<https://wa.me/message/Q43SMQYTWK6QA1>

**Impress Your Clients &
Be The Agent Of Choice!**

BOVAEP UPDATES : REN TAG RENEWAL 2023, ESTATE AGENTS EXAMINATION, RENEWAL REMINDER

CDP For REN Tag Renewal 2023 has commenced



CIRCULAR 4/2022

To : ALL REGISTERED VALUERS, APPRAISERS AND ESTATE AGENTS

Date : 4th February 2022

Re : CDP 15th February 2022 – KUALA LUMPUR

Dear Sir/Madam

RENEWAL OF NEGOTIATORS TAG - TRAINING PROGRAMME FOR THE YEAR OF 2023

The above matter refers.

Please be informed that the next Training Programme to renew your Negotiator's tag is scheduled on **Tuesday 15th February 2022** at The Vertical, Level M1 – Summit Ballroom, Bangsar South No 7, Jalan Kerinchi 59200 Kuala Lumpur at 8.00 a.m. to 1.00 p.m.

The cost of the training is **RM 200.00** per Negotiator which is inclusive of materials and brunch. Kindly ensure that all of your Negotiators attend the training as failure to do so will result in the removal of the Negotiators from you and your firm's list. For your further information the first **five hundred (500)** Negotiator to apply will only be taken in for this course, after the five hundred (500) the remaining negotiators will be brought for the next event.

All completed forms together with the payment shall be submitted to the Board **before Thursday, 10th February 2022** and kindly advise on your attendance by completing the enclosed form and forward the same together with the stated fee. Payment to be made via Board's BIS Portal (Open payment – CDP Training held on 15th February 2022)

The Board will not be accepting last minute walk ins. This is to avoid any congestion in the year end CDP classes. The Board suggests that all REN's are to enrol for the CDP classes forthwith.

Yours faithfully

SUMARNI BINTI A. RAHMAN
Registrar
LEMBAGA PENILAI, PENTAKSIR,
EJEN HARTA TANAH DAN PENGURUS HARTA
C/CIRCULAR 4/2022/SAR/R

ESTATE AGENTS EXAMINATION



NOTIFICATION ON ESTATE AGENTS EXAMINATION

TO : ALL CANDIDATES REGISTERED TO SIT FOR THE BOARD'S ESTATE AGENTS EXAMINATION

DATE : 7th February 2022

ESTATE AGENTS EXAMINATION

Kindly be informed that BOVAEP has decided to conduct the Estate Agents Examination for candidates who registered for the examination in year 2021. The dates of the examination is scheduled on **8th to 10th March 2022**.

In view of the abovementioned, every candidate must undergo a PCR test (at any medical facility which is authorised to conduct the said test) three (3) days prior to his/her scheduled examination. The result(s) of the said test must be brought along during the examination to be shown up to the invigilator.

The details of the venue, time table and the list of the candidates is attached herewith.

However, should there be any changes on the date due to the Pandemic, the Board will advise you accordingly.

Thank you.

Yours faithfully,

SUMARNI BINTI A. RAHMAN
Registrar
LEMBAGA PENILAI, PENTAKSIR,
EJEN HARTA TANAH DAN PENGURUS HARTA
SAR/R

CDP Classes are ongoing organised by BOVAEP for REN Tag Renewal 2023. We encourage all RENs to not wait till the last minute and to make plans to attend the CDP classes as early as possible.

Do check the circulars online for latest classes at :

<https://lppeh.gov.my/WP2016/latest-news/>

REMINDER - RENEWAL 2022



NOTIFICATION SECOND REMINDER

DATE : 8 FEBRUARY 2022

TO ALL : ALL REGISTERED VALUERS, APPRAISERS, ESTATE AGENTS AND PROPERTY MANAGERS
PROBATIONARY VALUERS, PROBATIONARY ESTATE AGENTS AND PROBATIONARY PROPERTY MANAGERS

RE : REMINDER – RENEWAL 2022

Dear Sir/Madam,

Reference is made to our earlier Notification dated 1 October 2021 and our first reminder dated 26 January 2022.

A gentle reminder to all registrants that you are required to renew your individual and firm license **before 31 March 2022**. A grace period of **90 days** have been given for the renewal under Section 25(1) (d) of the Valuers, Appraisers, Estate Agents and Property Managers Act 1981 (Act 242) and Rule, from its expiry on 31 December 2021.

Failing to renew your license **before 31 March 2022**, your name will be removed from the Board's Register with immediate effect.

Please be guided accordingly.

Thank you.

Yours faithfully

SUMARNI BINTI A. RAHMAN
Registrar
LEMBAGA PENILAI, PENTAKSIR, EJEN HARTA TANAH
DAN PENGURUS HARTA
SAR/R

STATUTORY COMPLIANCE

2% WITHHOLDING TAX

AMLA



Reference No: 19:02:2022

10 February 2022

TO : ALL MEMBERS
FROM : MIEA SECRETARIAT

REFERENCE : Imposition of withholding tax by firms on
income earned by RENs/PEAs/REAs

This advisory is to help understand the mechanism and to comply with the recent LHDN directive. In this respect please be advised that Parliament has approved section 107D in the finance bill. This section imposes a 2% Withholding Tax on payments made by a firm to agents (which includes REAs, PEAs & RENs) who are Malaysian Residents effective 1st January 2022.

The withholding of this tax shall apply if the total sum of payments (whether monetary or otherwise) received by that individual agent (REA, PEA, REN) from the firm in the preceding year of assessment exceeds RM100,000. The firms are required to deduct 2% withholding tax and remit to the Director General of Inland Revenue (DGIR) within 30 days after paying or crediting such payments to that individual. Any delay will cause an imposition of 10% penalty by the DGIR.

Meanwhile, the 2% withholding tax deducted and remitted to LHDN can be used to offset against the tax payable by the individual for the year of assessment upon submission of his/her income tax returns.

Examples:

A REN earns an annual total income of more than RM100k in 2021, the firm is required to hold 2% withholding tax on every commission paid starting January 2022.

Scenario 1

• Ali, a REN earned RM102,000 in monetary payment in year 2021. In 2022, Ali is now in the 2% withholding tax bracket. Ali then earns RM8,000 commission in January 2022, the firm will have to withhold a 2% tax on RM8,000 (RM8k x 2%) amounting to RM160 and release the balance RM7,840 (98%) to Ali.

Scenario 2


• Nelson earned RM98,000 in monetary payment in year 2021. In 2022, Nelson is not in the tax bracket. As such, no deductions will be done from any monetary payment in 2022.

At point of advisory, LHDN has not released the withholding tax submission form that follows the payment of the withholding tax.

To ensure that all payer companies are well prepared and given proper notice to their agents, distributors and/or dealers, LHDN has postponed the implementation of the tax deduction remittance under Section 107D of ITA 1967 until 31 Mar 2022. The payee company is allowed to remit the 2% tax deduction on cash payments paid to agents, distributors, or dealers for Jan to Mar 2022 in Apr 2022, without any penalty. [Ref : Press Release LHDN dated 12 January 2022]. All firms are so advised to check on the income status of RENs, PEAs and REAs before employing them so as to avoid being caught in a precarious situation later with LHDN.

Hope this is useful and for further clarification please contact your tax consultants and/or LHDN.

Thank you.


K. Soma Sundram
Chief Executive Officer

C-27-05, Level 5, Block C, 3 Two Square, No. 2, Jalan 19/1, 46300 Petaling Jaya, Selangor
T: 60 3 7960 2577 E: secretariat@miea.com.my URL: www.miea.com.my

Estate Agents are amongst those listed as Reporting Institutions under the Anti Money Laundering & Anti Terrorism Financing Act. All members are reminded to have a system in place in your office for compliance of this requirement.



BANK NEGARA MALAYSIA
CENTRAL BANK OF MALAYSIA

Frequently Asked Questions on

Anti-Money Laundering,
Countering Financing of Terrorism and
Targeted Financial Sanctions for
Designated Non-Financial Businesses
and Professions & Non-Bank Financial
Institutions

(FAQs on AML/CFT and TFS
for DNFBPs and NBFIs)

<https://amlcft.bnm.gov.my/circulars-technical-notes>



30 Disember 2021
30 December 2021
P.U. (A) 496

WARTA KERAJAAN PERSEKUTUAN FEDERAL GOVERNMENT GAZETTE

PERINTAH PENCEGAHAN PENGUBAHAN WANG HARAM,
PENCEGAHAN PEMBIAYAAN KEGANASAN
DAN HASIL DARIPADA AKTIVITI HARAM
(PENGUNAAN BAHAGIAN IV)
(PINDAAN) (NO. 2) 2021

ANTI-MONEY LAUNDERING, ANTI-TERRORISM
FINANCING AND PROCEEDS OF UNLAWFUL ACTIVITIES
(INVOCATION OF PART IV) (AMENDMENT) (NO. 2)
ORDER 2021



30 Disember 2021
30 December 2021
P.U. (A) 495

WARTA KERAJAAN PERSEKUTUAN FEDERAL GOVERNMENT GAZETTE

PERINTAH PENCEGAHAN PENGUBAHAN WANG
HARAM, PENCEGAHAN PEMBIAYAAN KEGANASAN
DAN HASIL DARIPADA AKTIVITI HARAM
(PENGUNAAN BAHAGIAN IV) (PINDAAN) 2021


ANTI-MONEY LAUNDERING, ANTI-TERRORISM
FINANCING AND PROCEEDS OF UNLAWFUL ACTIVITIES
(INVOCATION OF PART IV) (AMENDMENT) ORDER 2021

REN NETWORK - BEING A SUCCESSFUL REN LEADER



Malaysian Institute of Estate Agents - MIEA

★ Favourites • 14 Feb •

This Thurs 17.02.22 MIEA REN NETWORK power Online session -  BEING A... See more



17

5 comments • 8 shares • 434 Views



Like



Comment



Share



The **MIEA REN Network Committee** organised yet another very successful power-packed session on 17 February 2022 for the benefit of all members on the topic "**BEING A SUCCESSFUL REN LEADERS**"

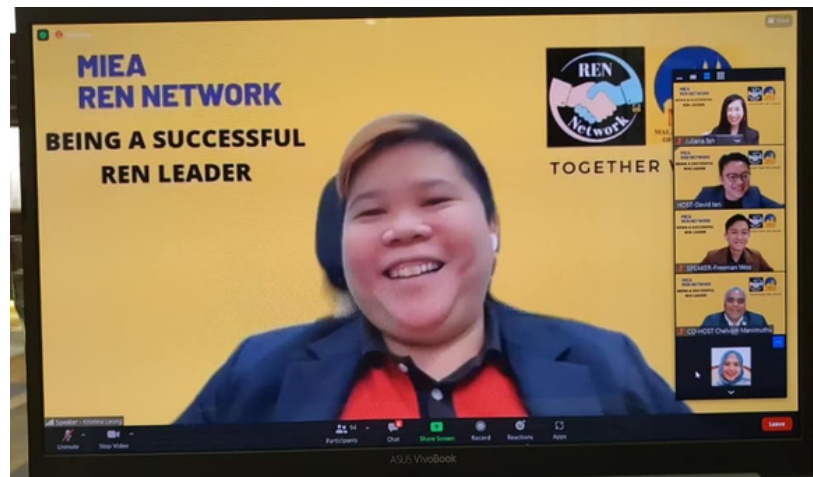
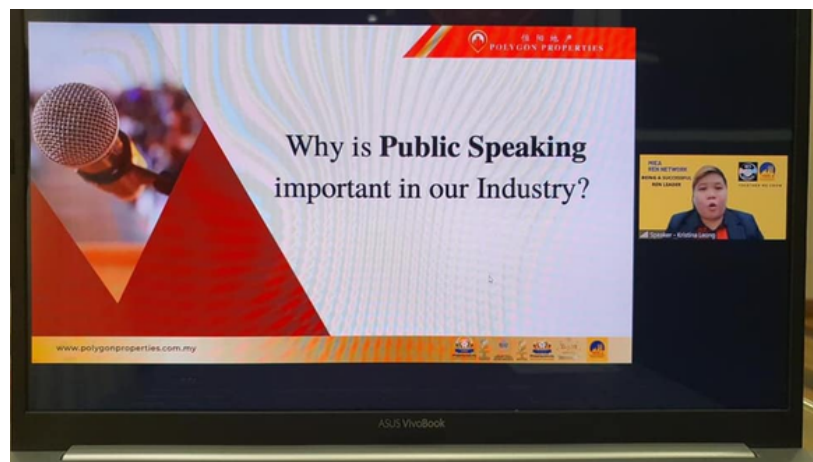
A total of 102 participants joined in to learn from the the sharing of the leaders as they strive and journey towards being an effective leader.

Below are some of the Key Sharing Points from the 4 successful REN leaders - Kristina, Howard, Freeman and Rina Zaabar for our learning ;

- When There Is A Problem, Handle It ASAP. Don't Avoid It.
- Review How Your Previous Leaders Were. The Good Ones Versus The Bad Ones. Which Qualities You Can Emulate And Which To Avoid.
- Always Challenge Your Agents, "Be Better Than Me."
- Your Team Is Not Your ATM Money Machine
- Success Doesn't Come Immediately. It Takes Time- The Bamboo Growth Story.
- Many Leaders Always Too Focus On Their Team, They Forgot Their Own Dreams At Times.
- System Is Very Important. COVID Has Escalated The Speed Of The World. We Need System To Generate Speed For The Agents.
- Leverage On The "Speed And Technology" Combo
- Public Speaking Skills - Very Crucial.
- If I Don't Lead, I Will Be Commanded.
- As A Leader, Be A Role Model In The Market. A Market Leader.
- We Lead The Buyer/Seller To Rent/Buy.
- Important Attributes- Sincerity. Honour Oneself. As A Leader, We Create More Leaders In The Market.

REN NETWORK - BEING A SUCCESSFUL REN LEADER

- Image Is Very Important. Always Dress Up Even On Weekends. Suit And All. Prim And Proper.
- Know Your Strengths. Your Strength Will Outshine Your Weaknesses.
- Self-Discipline Is Key.
- Personal Growth. Reading, Training, Learning, Networking With The Right People.
- Leadership By Example. Do The Work.
- Mentoring And Coaching.
- Seek To Understand
- Mentoring Is About Skill.
- Coaching Is About Unfolding The Potential Of Your People.
- The Best Way To Learn Is When You Teach Another.
- You Cannot Be A Leader Without Solving Problems.
- Most Important Skill In Real Estate Leadership. - Mediation/Handling Disputes/Conflict Resolution.
- Emphasise On Moral And High Ethical Values.
- MDA - Million Dollar Agent. How To Achieve?
- Clarity Of What You Are Doing.
- The Product Must Be Able To Support Your Goals.
- Self-Mastery
- Clarity + The Right Products + Self-Mastery = Million Dollar Agent MDA



**Let's Strive To Be
Successful REN Leader
Together
See You At The Next
Session of REN
Network in April 2023!**





A PROGRAM BY



MAREC SUMMIT 2022 SPEAKERS



Eran Milo
Managing Director & CEO
REMAX Thailand



Chan Ai Cheng
MIEA President



Jonathan Lee
Group CEO
Reapfield Properties Sdn Bhd



K. Soma Sundram
MIEA CEO



Ragunath Murthy
Chief Distribution Officer & Chief Marketing
Officer, MCIS



Muhazrol Muhamad
Member, Estate Agency Practice Committee
(EAPC) BOVAEP



David Tan
MIEA REN Network Chairman



Low Tung
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★ Favourites • 25 Feb •

MESSAGE FROM MAREC SUMMIT 2022
CHAIRMAN



<https://www.miea.com.my/landing-page/marec-summit-2022...> See more



Malaysian Institute of Estate
Agents - MIEA

★ Favourites • 28 Feb •

FINAL CALL FOR MAREC 2022 FROM PAK JOE

Ragunath 'Pak Joe' Murthy,... See more



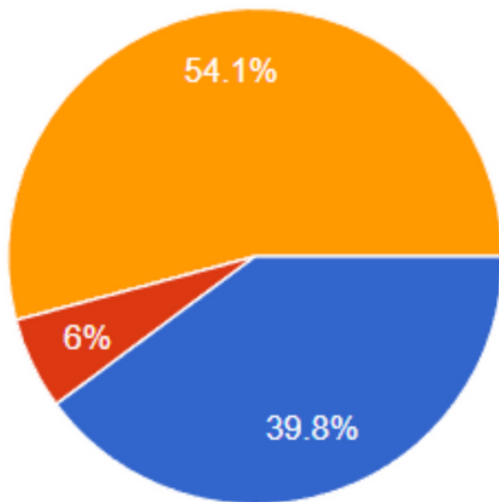
**Join Us
At
MAREC
Summit
2022**

SURVEY FINDINGS : PRACTITIONERS & BUDGET 2022

MIEA conducted a survey amongst members on their views on how the Budget 2022 will affect the property market for 2022. Here's the findings :

Housing Credit Guarantee

RM2 million allocation under Housing Credit Guarantee to assist gig workers and small traders without steady income to apply for a mortgage loan.



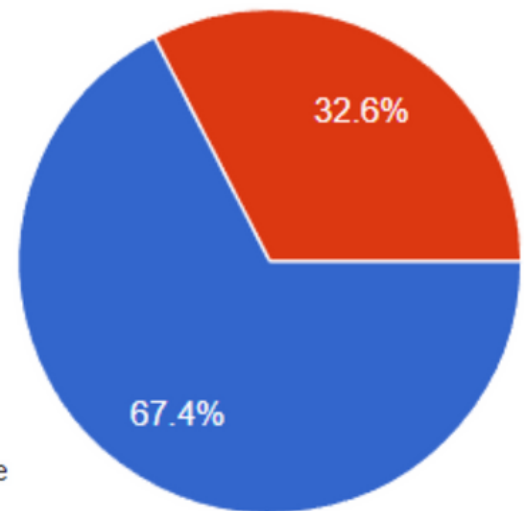
1 Will it create a new market of buyers?

- In the new projects launches
- In the secondary markets
- Both

2

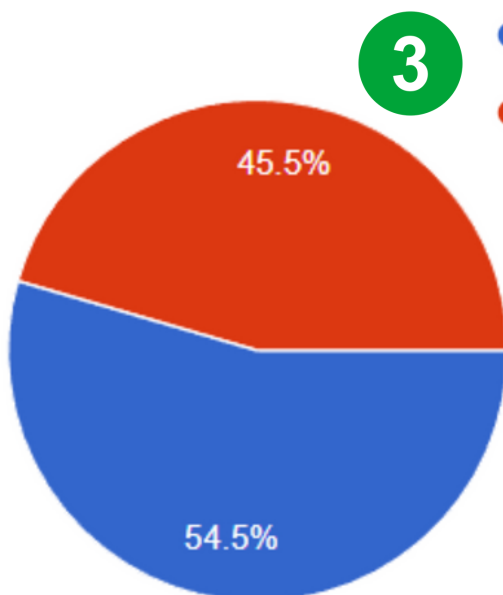
In your view, does this address the actual purchase challenges for this group of people?

- Stronger demand for affordable homes
- No impact as they still would not be able to afford to own a home



Renovation & Refurbishment

Renovation & Refurbishment at Workplace : Maximum tax deduction of RM300,000 (Until 31 December 2022) for companies to improve workplace



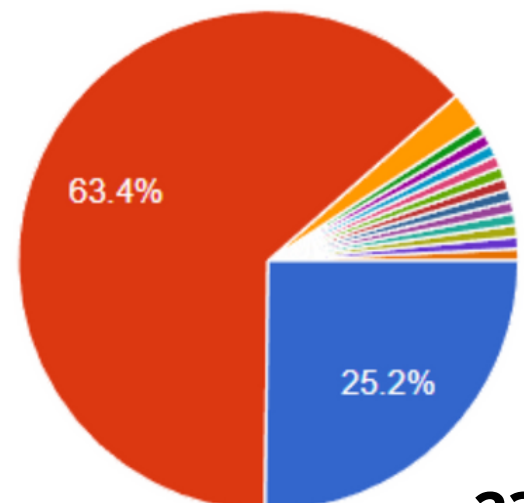
3

- Companies will take advantage of the tax deduction to renovate the workplace
- Companies may not have the budget to renovate

4

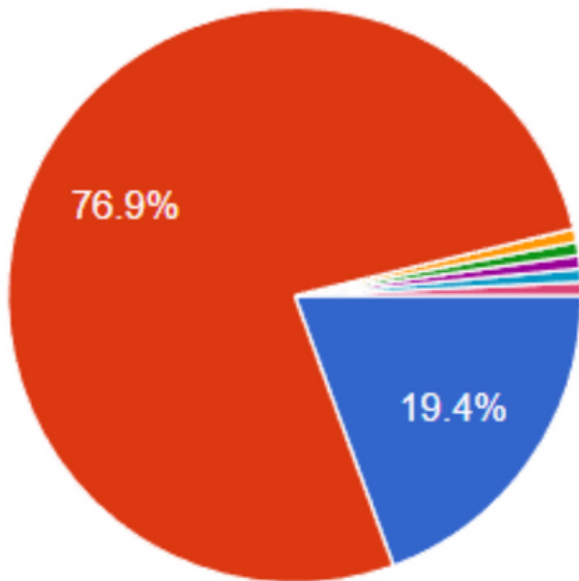
Would your real estate firm take advantage of this tax deductions and renovate?

- Yes
- No
- Maybe



SURVEY FINDINGS : PRACTISIONERS & BUDGET 2022

Reduction Of Employee's Share EPF

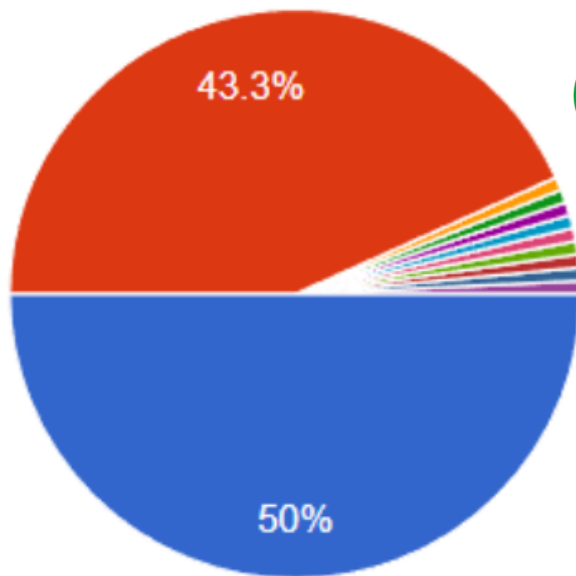


5

Reduction Of Employee's Share Of Statutory Contribution Rate For EPF (from 11% to 9%) extended to June 2022

- There will be more cash available for purchase of properties
- No impact at all. Amount too small to have any effect on property purchase.
- No comment

Tax Relief of RM50,000



6

Tax relief of RM50,000 for companies registered under the Safe@Work to provide safe accommodation for staff

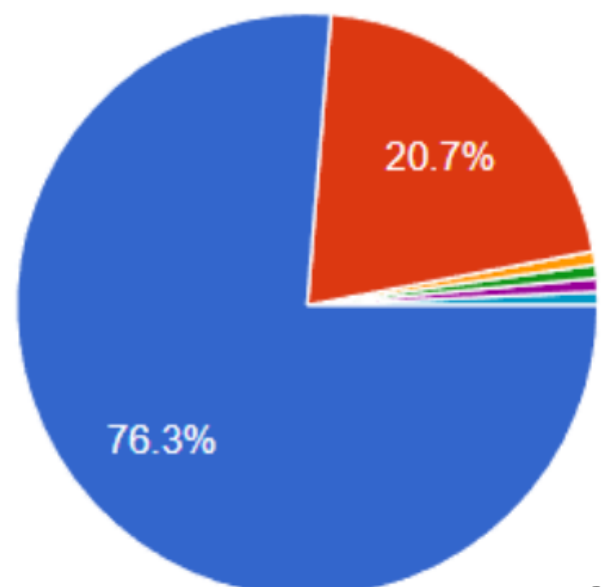
- It depend, benefit those companies already provided accommodation
- Most companies didnt provide accommodation
- Don't know

Landlords & Rental Discount

7

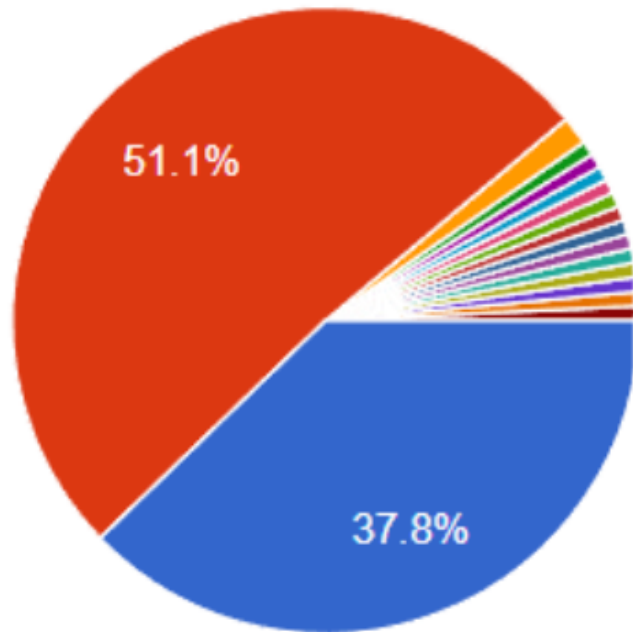
Landlords who provide rental discounts of at least 30% to businesses will be granted tax relief - extended to 30 June 2022

- Good Move. This will help to lessen the burden of Landlords who provide rental discounts to businesses.
- Of no help at all.
- Depends



SURVEY FINDINGS : PRACTISIONERS & BUDGET 2022

Affordable Housing



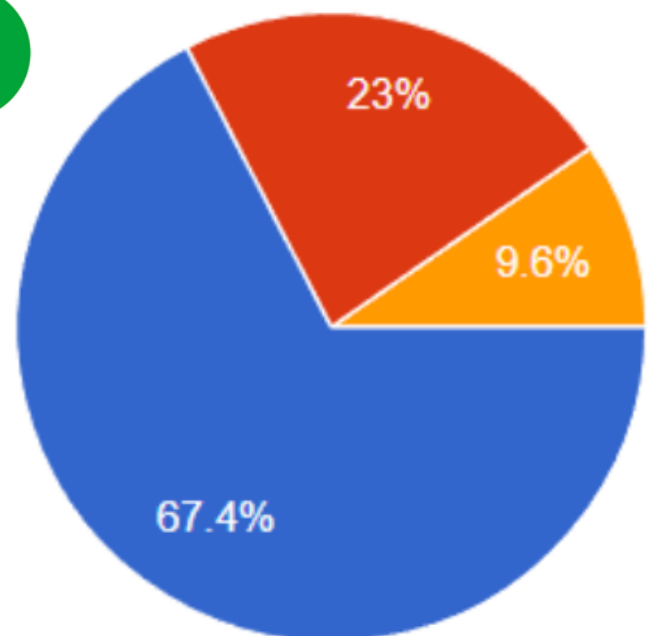
8

RM1.5 billion allocation for affordable housing. Is it sufficient to meet the demands of affordable housing?

- Yes
- No
- Not sure

Overall Budget 2022

- Fell below expectations for property sector.
- Adequately address the growth of property sector.
- Good budget that will help to revive the property sector.



9

Interesting Findings?

We encourage all members to participate in the MIEA Surveys which is conducted periodically throughout the year to gauge the sentiments of the market from the real estate practitioners perspective.



MIEA RECOGNIZES MALAYSIA'S TOP REAL ESTATE PRACTITIONERS 2021



TOP REAL ESTATE



ROOKIE REN OF THE YEAR
Evelyn Chiah Yee Fui
CORNERSTONE XSTATE (RM)
REN 2021



RESIDENTIAL REN OF THE YEAR
Phoebe Tan Saw Yuen
PROPERTY GURU (RM)
REN 2021



INDUSTRIAL REN OF THE YEAR
Amey Sze Kien Wah
CID REALTORS (RM)
REN 2021



FF REN OF THE YEAR
Amey Sze Kien Wah
CID REALTORS (RM)
REN 2021



JOHOR REN OF THE YEAR
Abd Rahman Bin Abdullah
ESP (RM)
REN 2021



KEDAH REN OF THE YEAR
Abdullah Haniff Bin Mohamed Radzi
VIA (RM)
REN 2021



PERAK REN OF THE YEAR
Almaria Loh Sze Jui
PROPERTY GURU (RM)
REN 2021



SABAH REN OF THE YEAR
Bonnie Heng Lee Fung
PROPERTY GURU (RM)
REN 2021

TOP REAL ESTATE FIRMS



**REAL ESTATE FIRM
OF THE YEAR**
(LARGE SIZED CATEGORY)



**REAL ESTATE FIRM
OF THE YEAR**
(MEDIUM SIZED CATEGORY)



**RESIDENTIAL REAL ESTATE
FIRM OF THE YEAR**



**MIEA-TRITERRA
COMMERCIAL REAL ESTATE
FIRM OF THE YEAR**



**INDUSTRIAL REAL ESTATE
FIRM OF THE YEAR**



**PROJECT MARKETING
FIRM OF THE YEAR**



**SPECIALISED PROJECT
OF THE YEAR**



**MIEA-PROPERTYGURU
TECH FIRM OF THE YEAR**



**FEDERAL TERRITORY
REAL ESTATE
FIRM OF THE YEAR**



**KEDAH
REAL ESTATE
FIRM OF THE YEAR**



**PERAK
REAL ESTATE
FIRM OF THE YEAR**



**SABAH
REAL ESTATE
FIRM OF THE YEAR**



**SARAWAK
REAL ESTATE
FIRM OF THE YEAR**

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Siva Shanker



REAL ESTATE AGENT OF THE YEAR
Dato Alex Ting Kuang Kuo



REAL ESTATE FIRM OF THE YEAR
(Large Sized Category)
IQI REALTY SDN BHD



REAL ESTATE NEGOTIATOR OF THE YEAR
Amos Soo Kein Wah
CID REALTORS SDN BHD
REN 18355



REAL ESTATE NEGOTIATORS



SARAWAK REN OF THE YEAR
Emily Lee Tean Kuan
PROPERTY TRUST KINABALU
REN 1280



FT RESIDENTIAL REN OF THE YEAR
Phoebe Tan Saw Yean
PROPERTY TRUST KINABALU
REN 1234



SABAH RESIDENTIAL REN OF THE YEAR
May Chung Li Ling
PROPERTY TRUST KINABALU
REN 1234



SARAWAK RESIDENTIAL REN OF THE YEAR
Esther Lee Siew Feng
KOSIN REAL ESTATE SDN BHD
REN 9904



SABAH COMMERCIAL REN OF THE YEAR
Doris Tan Ah Hong
IQI REALTY SDN BHD
REN 1831



FT INDUSTRIAL REN OF THE YEAR
Nathan Soo Kua Hong
CID REALTORS SDN BHD
REN 18357



JOHOR INDUSTRIAL REN OF THE YEAR
Rachel Chan Shiu Yung
VIC REALTORS SDN BHD
REN 18462



SELANGOR INDUSTRIAL REN OF THE YEAR
Angie Tan Siew Feng
CID REALTORS SDN BHD
REN 18351

MIEA MILLION DOLLAR ACHIEVERS (MMDA)



Phoebe Tan Saw Yean
PROPERTY TRUST KINABALU
REN 1234



Amos Soo Kein Wah
CID REALTORS SDN BHD
REN 18355



Lionel Saw Jin Seng
CORNERSTONE ESTATE SDN BHD
REN 18405



Eva Tan Yee Hwa
VIC REALTORS SDN BHD
REN 18416



SELANGOR
REAL ESTATE
FIRM OF THE YEAR



SABAH
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FIRM OF THE YEAR



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DESIGN



PROJECT
MANAGEMENT



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WALL



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& DISINFECT

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Friday 10am - 11am

Transformer Training:
Tuesday 2pm - 5pm

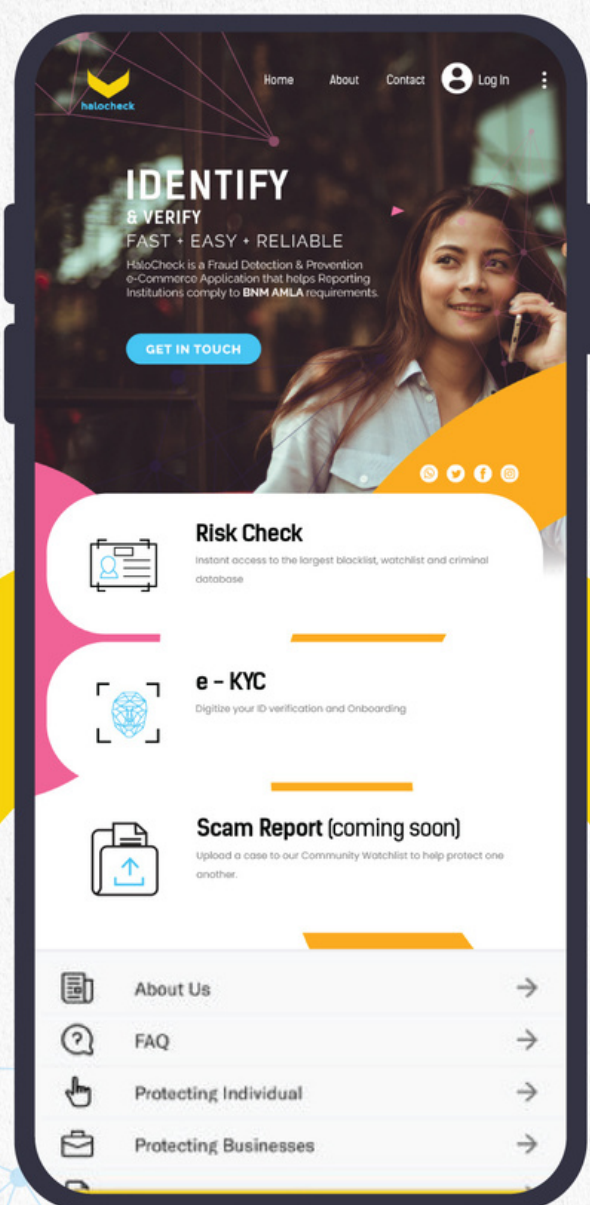
* Join our training to activate your Transformer ID



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