

Message From The President

ONWARD OCTOBER

This month is focused on MIEA State Branches. Two MIEA State Branches namely **MIEA Johor** and **MIEA Sarawak** held their respective States Awards Dinner this month.

A short "Hari Ini Dalam Sejarah" on MIEA State Branches.

MIEA was established in 1974 when the first Protem committee met in Kuala Lumpur. Many years later in 1990 the first MIEA State Branch was formed in Johor followed by other states.

The idea behind the formation of branches was and is to **'grow the membership and to extend benefits at the branch level'**. A branch is an extension of central leadership and to carry out activities to influence practitioners to be united towards a common goal as set out under the objectives in the constitution.

Under Article 40.2 of the constitution which reads : The branch shall be autonomous in the day to day running of the branches but shall always be governed by the constitution of the institute and the general policy as laid out by the BOD. The branch committee will act through the BOD who will retain their authority with regard to all matters of general policy".



PRESIDENT CHAN AI CHENG

Ai Cheng

My heartiest congratulations & appreciation to MIEA Johor & MIEA Sarawak for putting together respectively an awesome State Branch Awards Recognition Dinner!

Congratulations!

Why Volunteer?

It's not for money, it's not for fame.

It's not for any personal gain.

It's just for love of fellowman.

It's just to send a helping hand.

It's just to give a tithe of self.

That's something you can't buy
with wealth.

It's not medals won with pride.

It's for that feeling deep inside.

It's that reward down in your heart.

It's that feeling that you've been a part.

Of helping others far and near,
that makes you be a Volunteer!

Author Unknown

Message From The President (cont)

ONWARD OCTOBER

Over the years, the Council of Management/BOD has supported all branches financially and morally from the formative days to its growth today. They have in their wisdom always placed importance of branches to support members in the different states. We must remember that only in recent years, the advent of technology has bridge the gap in distance and now we can virtually be accessible across all Malaysian states and internationally all from your laptop! In the early days of MIEA, even the mobile phone was not invented! so you can appreciate the challenges to reach out to fellow practitioners even within suburbs in KL/Selangor much less with the other states in Malaysia.

In any voluntary organisation, MIEA included, it is a challenge to find willing and able people to serve to make that difference to the industry. There are many capable leaders in the industry but not yet willing to serve and there are those who are willing but are not quite able to serve. Finding leaders who are team players, not given to emotions or selfish ambitions is in itself a rare find.

And on top of that, once these volunteers take office, they have effectively forfeited their rights as volunteers per se, but have taken up a role/responsibility/a duty elected by their peers to hold office as office bearers for the cause set out in the constitution.

Some say volunteers have nothing better to do - I disagree. A true volunteer turned office bearer seeks no recognition or appreciation (although those are a bonus!); is one who shoulders the duty/task assigned in spite of personal sentiments for the benefit of the whole; understands the power of the team & the importance of team unity; seeks the good of the association above their own; prioritises duty of office; sticks together when in battle! and so so so much more.

Though recognition is not sought by the Office Bearers, I deem it fit to recognise and thank BODs who have taken office, State Committees, Sub Committees and all who have served in one way or another. I have but one request, that you “clone yourself” - find one in the industry (preferably younger than you) whom you feel can be guided to take over your role and groom that person for the position and then you would have completed the cycle and left a legacy.

For any organisation to grow, we need to build the second generation to be able to take office so the senior ones can take their place in the Halls of Fame.

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

Contents



Presiden MIEA, Chan Ai Cheng -NSTP/Owee Ah Chun



About REN Summit

REN Summit is a 1-day program designed to help especially RENs & PEAs to 'PLAN & PREPARE' to face the challenges in the coming year. REN Summit 2022 topics included goal-setting, market outlook, negotiating skills, consumers behavior, forums and more.

Date : 17 December 2022
Time : 9AM - 6PM
Platform : Zoom

**RM59*
NOW!**

All REN can attend

REN

SUMMIT 2022

ESCALATING YOUR TRUE POTENTIAL

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Membership has its privileges

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REN Network Activities
REN Summit

MIEA IN THE NEWS : Budget 2023



Budget 2023 wish list - Release government agencies' and GLCs' surplus...

Calls for HOC to be extended to secondary market
It is that time of the year again, but with a

Strong secondary market will spur buying in primary market

President of Malaysian Institute of Estate Agents (MIEA) Chan Ai Cheng said the government should look into generating interest to increase transactions for the secondary market as it is the key sector of the property market.

"To achieve this, we need to stir the market through programmes like the Home Ownership Campaign (HOC)," Chan told EdgeProp.my.

For the property market to be strong, Chan said, we have to have a strong secondary market because when buyers see properties appreciating in price or getting returns via rentals, the interest to invest in the primary market picks up, and this will in turn assist in addressing the overhang situation in the primary market.

"For Budget 2023, MIEA wishes for a centralised programme like iRumahKu or SPHOC (Secondary Properties Home Ownership Campaign)," she said.

She added MIEA could offer to the government a platform to centralise for a holistic approach to promote HOC for secondary or completed properties (including the overhang), where MIEA could play a similar coordinating role like what the Rehda did for the HOC for new properties. She said elements of the proposed programme should include stamp duty exemptions of up to RM1 million for properties under RM1.5 million and waiver of real property gains tax (RPGT), and it should be open to all Malaysian citizens and permanent residents.



26 September 2022

Sin Chew

Malaysian Institute of Estate Agents (MIEA) President Chan Ai Cheng pointed out that the proposal in the real estate sector in this Budget is not much of a surprise. It is good thing that stamp duty relief can save buyers additional 25%.

She also applauded the government's extension of the Home Loan Guarantee Scheme, which would make it easier for freelancers without regular income to apply for a home loan.

MIEA IN THE NEWS : BUDGET 2023



Stamp duty reduction will not boost transactions for residential sector, says...

RM10 stamp duty on transfers of property by way of love between family members beyond husband

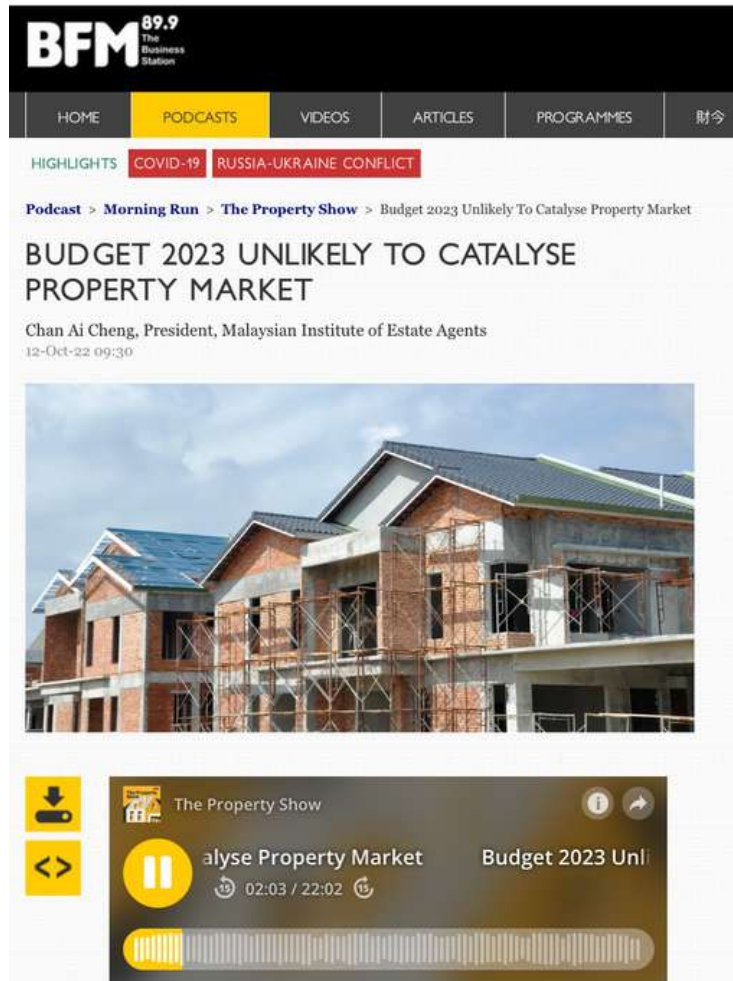
KUALA LUMPUR (Oct 7): While welcoming the 25% discount off stamp duty on memorandum of transfer (MOT) for properties between RM500,000 to RM1 million for first time homebuyers, the Malaysian Institute of Estate Agents (MIEA) is of the view that the move “will not create a boost in transactions for the sector”.

However, it “will certainly be a sweetener for those who will be purchasing their first home... as it reduces their cost of purchase,” said president Chan Ai Cheng (pictured).

“Home ownership has always been encouraged in this country. For a property purchased at RM750,000, MOT will be RM16,500 and now under the new proposed budget incentive, there will be savings of RM15,000,” Chan explained.

As for the RM10 stamp duty on transfers of property by way of love between family members beyond husband and wife to include parents and children, she noted that it “shows the government’s soft spot for the family unit and will be a welcome move”.

7 October 2022
EdgeProp



BFM 89.9
 The Business Station

HOME | **PODCASTS** | VIDEOS | ARTICLES | PROGRAMMES | 財今

HIGHLIGHTS **COVID-19** **RUSSIA-UKRAINE CONFLICT**

Podcast > Morning Run > The Property Show > Budget 2023 Unlikely To Catalyse Property Market

BUDGET 2023 UNLIKELY TO CATALYSE PROPERTY MARKET

Chan Ai Cheng, President, Malaysian Institute of Estate Agents
 12-Oct-22 09:30

The Property Show

analyse Property Market Budget 2023 Unl

02:03 / 22:02



The Property Show: Budget 2023 Unlikely To Catalyse Property Market

In today’s episode of the Property Show, Philip See speaks to Chan Ai Cheng, President of

12 October 2022
BFM Radio

MIEA IN THE NEWS : BUDGET 2023



“Such incentives won't boost transactions

in the industry, she believes, but it will certainly be a "sweet spot" for those who will be buying their first home in that time frame, as it lowers their home buying costs.

“This country has always encouraged people to own a home, and for a property purchased at RM750,000, the title change would be RM16,500, and now under the new budget incentives, the example cited by the finance minister, will save RM15,000.

The RM10 stamp duty shows that the government has a soft spot for the family unit as a gift of love for family members including parents and children in addition to couples, which would be a welcome move. The Budget continues to focus on providing affordable housing to the people in line with our home ownership scheme. "

“She said the Home Loan Guarantee Scheme (SJGP), introduced in last year's Budget for individuals with no regular income, will continue next year and is a good move to assist homebuyers in obtaining loans to buy properties.

Chan Ai Cheng said the allocation of RM15 billion for the flood control plan to 2030 is a long-term strategy to address issues across the country that not only affects lives and livelihoods, but also affects property values in disaster-affected areas.

26 September 2022
eNanYang

KUALA LUMPUR (March 8): The Malaysian Institute of Real Estate Agents (MIEA) believes that the real estate industry lacks "sweet spots" in Budget 2023, with the only new project being offered to first-time homebuyers between RM500,000 and RM1 million. An additional 25% stamp duty discount is available for the change of title (MOT).

The president of the association, Chan Ai Cheng, said in a statement today that it is a good thing that stamp duty exemption applies to all properties, which means that first-time buyers of second-hand properties (resale) can also enjoy this concession.



MIEA IN THE NEWS : BUDGET 2023



Presiden MIEA, Chan Ai Cheng -NSTP/Owee Ah Chun

sekunder

KUALA LUMPUR: Institut Ejen Hartanah Malaysia (MIEA) berharap Bajet 2023 dapat memberi tumpuan kepada pasaran hartanah sekunder dengan

KUALA LUMPUR: Institut Ejen Hartanah Malaysia (MIEA) berharap Bajet 2023 dapat memberi tumpuan kepada pasaran hartanah sekunder dengan menawarkan lebih banyak insentif untuk pasaran berkenaan.

Presidennya, Chan Ai Cheng, berkata pihaknya turut mencadangkan supaya kerajaan dapat menyepadukan semua insentif sedia ada atau yang baharu di bawah satu program seperti pelaksanaan Kempen Pemilikan Rumah (HOC) untuk kediaman baharu.

Katanya, ini kerana insentif sedia ada yang ditawarkan oleh kerajaan untuk hartanah sekunder ketika ini adalah tidak bersepadu, sekali gus menyebabkan ramai orang tidak tahu mengenainya.

"Bagi merangsang pemilikan rumah sekunder, MIEA ingin mencadangkan kepada kerajaan supaya mengadakan program seperti HOC, tetapi khusus untuk hartanah sekunder iaitu kempen pemilikan rumah sekunder.

"Antara insentif yang kerajaan telah berikan ketika ini adalah pengecualian setem duti untuk pembeli rumah pertama dan kadar sifar cukai keuntungan harta tanah (RPGT) bagi rumah berusia enam tahun dan ke atas.

"Namun, kami merasakan ia tidak teratur dan tidak didatangkan dengan program berpusat untuk menjalankan program bagi merangsang pasaran sekunder ini," katanya kepada BH.

Ai Cheng berkata, MIEA mempunyai platform yang boleh membantu kerajaan untuk menjalankan program khusus untuk hartanah sekunder dengan berkesan, sama seperti bagaimana Persatuan Pemaju Hartanah dan Perumahan Malaysia (REHDA) menguruskan HOC sebelum ini.

"MIEA boleh membantu menguruskan pasaran hartanah sekunder kerana cara untuk memasarkan hartanah sekunder adalah berbeza dengan hartanah baharu yang banyak dilaksanakan dengan cara mengadakan jelajah pameran," katanya.

Beliau menambah, pihaknya juga menyedari banyak tumpuan sering diberikan kepada hartanah baharu dan memahami masalah rumah siap tidak terjual yang dihadapi.

"Namun, tidak lama kemudian hartanah ini akan menjadi hartanah sekunder. Kami merasakan jika pasaran hartanah sekunder adalah kuat, maka tiada isu projek tidak terjual.

"Seperti beberapa tahun lalu, apabila kita membeli rumah baharu dengan pemaju, sebaik ia siap dibina, harganya boleh naik sehingga 30 peratus dan jika ada rekod sebegini maka sudah tentu ia boleh dijual.

DIPLOMA IN ESTATE AGENCY TUTORIAL CLASS



**Your Pathway
to a Professional
Career in
Real Estate**



Register Today

**03-79602577 | Ms. Faezah
education@miea.com.my**

**REGISTRATION FEE
RM 200**

**CLASSES ON
MON - THURS (8-10PM)**

Advantages to enrol the course with MIEA

- E-Notes & E-past year exam papers will be provided
- Experienced & Qualified Lecturers for each subject
- Save time & energy in the comfort of your home
- Q & A for 5 years exam papers
- After Work Learning Flexibility
- Direct interaction with lecturers during class
- Free revision class for each subject

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

Name: Rose Lai Len Fang
Position: State Branch Chairperson of MIEA Sabah
Portfolio: MIEA Sabah Branch

Career

- Valuation Assistant - C.H. Williams Talhar & Wong (Tawau) (1982)
- Registered Estate Agent since the year 1987
- Sales Manager – Hap Seng Group of Companies (1989)
- Founder, Principal and Sole Proprietor of Rose Lai Realty (1997)

Education

- Higher School certificate

Recognition

- Conferred Fellow of MIEA (2020)

Contribution to MIEA

- Member of MIEA since 2000
- Committee member of the MIEA Sabah branch
- Organizing chair for MIEA Sabah branch Annual Dinner 2018
- Current MIEA Sabah branch chairman (term 2021 – 2023)

Highlights

- Chapter president of Tawau Jaycees (1999)
- National Vice President of JCI Malaysia Sabah region (2000)
- Past chairman of PIBG/PTA SJK(C) Hing Hwa, Tawau
- Past school board member of SJK(C) Hing Hwa, Tawau
- Past President and Senator of JCI Malaysia (Tawau)
- Second lady chairman of MIEA Sabah branch

Hobbies

- Shopping
- Reading



Rose Lai

MIEA SABAH CHAIRMAN



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.



Accredited &
Recognized by:



MQA
Agensi Kelayakan Malaysia
Malaysian Qualifications Agency

To support
the cause of
developing
New Agents, MIEA is
offering each registrant a
RM500 grant towards
tuition fee
Terms & Conditions apply*



APPLY
NOW

Executive Diploma in Real Estate Agency

(MQA/FA8131)

2 Years Course

MODE : Flexi/Face to Face

JUNE/JULY INTAKE

*Terms & Conditions Apply

Conducted by :



In collaboration with :



Special Exemption

- # An applicant must be 18 years of age
- # Posses a SPM/MCE, O Level or UEC with not less then 3 subjects passes at credit level
- # Any other qualifications recognized by MQA & BOVAEP

Any applicants who does not meet the above entry requirement can apply through APEL - A

FEE TOTAL FEES : RM 25,950
APEL C - RM 3,600

For more information call
Pn.Faezah: 03 7960 2577

Membership Benefits



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



UP TO 6% DISCOUNT
on selected models



PROTON
INSPIRING CONNECTIONS

Discount from RM500 to
RM1,200 depending on
the models



HYUNDAI



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)

SAMSUNG



- 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

Reproduced in case you missed it!

BOVAEP UPDATES : MIEA Submits Memorandum to BOVAEP



On Monday, 26 Sept 2022, MIEA Board of Directors led by President Chan Ai Cheng paid a courtesy visit to BOVAEP President Sr Abdul Razak Bin Yusak and Board Members to present MIEA's Memorandum on Real Estate Practice Issues and Concerns for BOVAEP's Action.

We are thankful to the New Board President and Board Members for this meeting and for their readiness to work together for the enhancement of the Real Estate Profession.

BOVAEP UPDATES

V PV E PEA PM PPM & Firms Renewal 2023

Yang Dipertua:
Sr Abdul Razak bin Yusak

Pendaftar:
Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

Talian Perkhidmatan:
Telefon : 03-2288 8815
03-2288 8816
03-2288 8817
Hunting : 03-2287 6666
Faks : 03-2288 8819

DATE : 1 October 2022

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

Dear Sir/Madam

ONLINE PAYMENT (BIS PORTAL) FOR RENEWAL 2023

This serves to remind you that your Authority to Practice under Section 16(2) **expires on 31st December 2022** and shall thereafter be renewable upon payment of the prescribed fees as follows:

Category	Type	Fees	Requirement
Individual	a. Valuers b. Estate Agents (submission via BIS portal)	RM 200.00 RM 200.00	<ul style="list-style-type: none"> Form D CPD certificates Bankruptcy declaration from Insolvency Department ONLY (Please refer to Notification dated 5 September 2022)
	c. Property Managers (submission via email to pmrenewal@lppeh.gov.my)	RM 200.00	
	d. Appraisers (submission by hardcopy to the Board or via email to sharifah@lppeh.gov.my)	RM 150.00	
Probationary	a. Valuers b. Estate Agents (submission via BIS portal)	RM 50.00 RM 50.00	<ul style="list-style-type: none"> Form D1 Bankruptcy declaration from Insolvency Department ONLY
	c. Property Managers (submission via email to nurul@lppeh.gov.my)	RM 50.00	

A-19-13A, Level 19, Tower A, Menara UOA Bangsar, No. 5, Jalan Bangsar Utama 1, 59000 Kuala Lumpur.

For Full Circular, please click link :
<https://lppeh.gov.my/WP2016/renewal-2023/>

ONLINE PAYMENT (BIS PORTAL) FOR RENEWAL 2023

PAGE 2

Firms	a. Sole proprietor - branch b. Partnership - branch c. Sdn Bhd - branch (submission via BIS portal)	RM 50.00 RM 50.00 RM 75.00 RM 75.00 RM 75.00 RM 75.00	<ul style="list-style-type: none"> Form P Firm's letterhead The following documents to be Certified True Copy: <ul style="list-style-type: none"> Professional Indemnity Insurance certificate Audited client's accounts / Rules 59 Firm's structure as at the date of the application Firm's shareholding structure as at the date of the application
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All Registered Valuers, Estate Agents, Property Managers, Probationary Valuers, Probationary Estate Agents, Probationary Property Managers and Firms are now required to apply for renewal for 2023 by enclosing all supporting documents and payment, so that the Board may do the needful, failing which the following shall apply:

For Full Circular, please click link :
<https://lppeh.gov.my/WP2016/renewal-2023/>

BOVAEP UPDATES : REN Tag Renewal 2023

Yang Dipertua:
 Sr Abdul Razak bin Yusak

Pendaftar:
 Sumarni Binti A. Rahman



Laman Sesawang: www.lppeh.gov.my

Talian Perkhidmatan:
 Telefon : 03-2288 8815
 03-2288 8816
 03-2288 8817
 Hunting : 03-2287 6666
 Faks : 03-2288 8819

NOTIFICATION 36/2022

To : ALL REGISTERED VALUERS, APPRAISERS AND ESTATE AGENTS

Date : 30th September 2022

Re : CDP 11th October 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, 11th October 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.

CDP Classes are ongoing organised by BOVAEP for REN Tag Renewal 2023 including the various states. 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 at :

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

BNM UPDATES : AML/CFT ON-SITE EXAMINATION

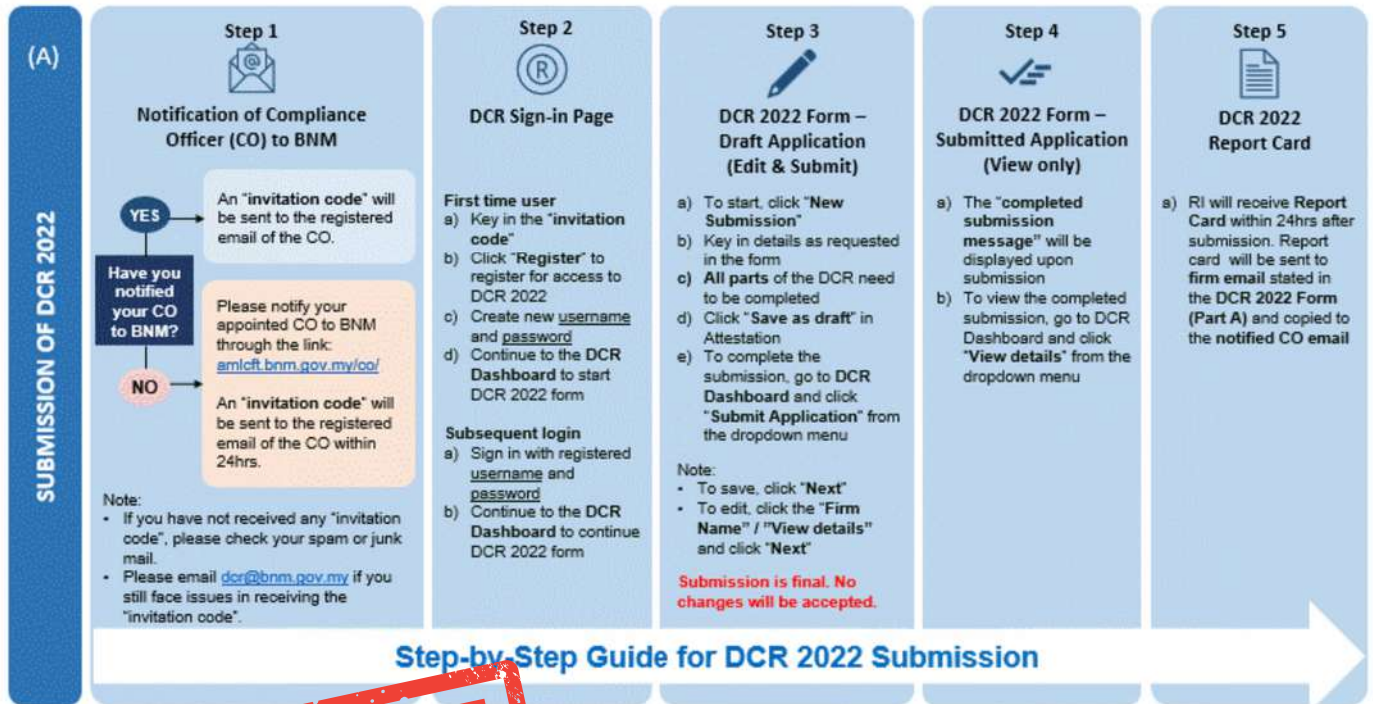
dnfbportal.bnm.gov.my



HOW TO SUBMIT OR DECLARE FOR DCR 2022?

Below is the summary of the step-by-step guide for declaration or submission of DCR 2022. Please click [here](#) for further details.

Step-by-Step Guide – Submission of DCR 2022



Declaration for
DCR 2022

**Declaration period:
1 Sept - 30 Nov 2022**

(No extension of timeline will be provided)



BANK NEGARA MALAYSIA
CENTRAL BANK OF MALAYSIA

AML/CFT
ANTI MONEY LAUNDERING & COUNTER
FINANCING OF TERRORISM

Malaysia

<https://www.fatf-gafi.org/publications/fatfrecommendations/documents/guidance-rba-real-estate-sector.html>

<https://www.fatf-gafi.org/media/fatf/documents/recommendations/RBA-Real-Estate-Sector.pdf>

WHO NEEDS TO SUBMIT DCR 2022?

WHICH SECTOR ARE YOU?

 Lawyer/
Notaries Public
 Accountant
 Registered
Estate Agent
 Company
Secretary
 Dealer in Precious Metals/ Precious
Stones

 Casino
 Pawnbroker
 Moneylender
 Licensed
Gaming
Outlet
 Trust
Company
 Factoring/
Leasing
 Non-Bank Financial Institution

Are you **ANY** of the following?

- 1 An internal company secretary, lawyer (i.e. legal officer), or accountant?
- 2 A firm that has been selected and informed of 2022 on-site examination?

YES

**NOT
REQUIRED TO
SUBMIT DCR 2022**

NO

Does your firm fulfil **ANY** of the following criteria for year 2021?

- 1 Dormant/ striking off/ winding up/ liquidating
- 2 Non-provision of Gazetted Activities (GA)
- 3 Non-provision of estate agency practice
- 4 No new and existing transaction/ no client for the entirety of 2021, i.e. inactive firms, newly incorporated/ registered firms in 2021/2022, etc.

YES

**DECLARE YOUR
STATUS THROUGH
THE DNFBP
PORTAL**

NO

**SUBMIT
DCR 2022**

Submission is **MANDATORY**
for your firm



ATTENTION

- Submission is at **FIRM** level
- Submission period is from **1 September to 30 November 2022**
- **No further extension** will be provided

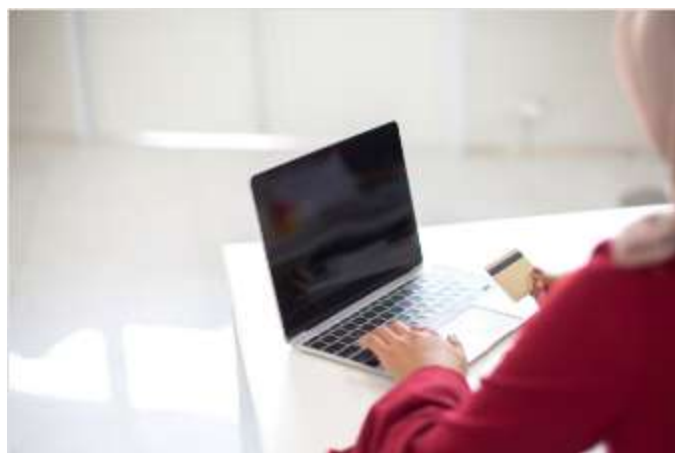
STATUTORY COMPLIANCE



2% WITHHOLDING TAX



NEW
UPDATE



Updates on WHT on payments made to agents, dealers and distributors

Updates on withholding tax (WHT) on payments made to agents, dealers and distributors (ADDs)

1. Complete Form CP107D - Pin 2/2022 (pdf) & Appendix CP107D(2) (excel)
2. Email to the branch where you will submit the payment
3. Visit LHDN office to submit the cheque payment with copy of email
4. LHDN will issue payment receipt on the spot

Extract from ey.com

Updates on withholding tax (WHT) on payments made to agents, dealers and distributors (ADDs) Pursuant to the Finance Act 2021, effective from 1 January 2022 Section 107D was introduced into the Income Tax Act 1967 to provide that companies making payments in monetary form to ADDs arising from sales, transactions or schemes carried out, will be required to withhold tax at a rate of 2% on the gross amount (see Tax Alerts No. 2/2022, 5/2022 and 7/2022).

The Inland Revenue Board (IRB) issued a media release dated 9 July 2022 announcing the following administrative requirements:

Companies making payments to ADDs are required to compute the total WHT applicable for a specific month (i.e., on a monthly basis) and remit the accumulated amount to the IRB by the end of the following month. For example, the WHT for payments made to ADDs in August 2022 (i.e., from 1 August 2022 to 31 August 2022) must be remitted to the IRB latest by 30 September 2022.

Companies are required submit the latest **Form CP107D – Pin 2/2022 and Appendix CP107D(2) to the relevant IRB payment centres, by way of e-mail, before remitting the WHT. A copy of the e-mail must be presented to the payment centre for verification and checking purposes when the WHT payment is made.**

The e-mail addresses of the respective payment centres are as outlined below:

Kuala Lumpur payment centre:
pbkl-cp107d@hasil.gov.my

Kuching branch:
pbkc-cp107d@hasil.gov.my

Kota Kinabalu branch:
pbkk-cp107d@hasil.gov.my

STATUTORY COMPLIANCE

SELF-EMPLOYMENT SOCIAL SECURITY SCHEME



SELF-EMPLOYMENT SOCIAL SECURITY SCHEME

BACKGROUND

The Self-Employment Social Security Scheme was introduced to provide protection for individuals who are self-employed under the provisions of the Self-Employment Social Security Act 2017.

In the beginning, this scheme is compulsory for the self-employed in the **Passenger Transportation Sector** which are taxi, e-hailing and bus drivers under the provisions of the Self-Employment Social Security Act 2017, which took effect on 1 June 2017.

Effective from 1 January 2020, the scheme is extended to 19 other sectors as follows:

- Good and Food Transport
- Agriculture
- Livestock
- Forestry
- Fisheries
- Food
- Manufacturing
- Construction
- Hawkers
- Accommodation Premises
- Online Business
- Information Technology
- Data processing
- Agents
- Professional Services
- Support Services
- Household Services
- Arts
- Beauty and Healthcare

SCHEDULE OF CONTRIBUTION

The contribution is based on options of insurable earnings:

Plan	Selected Insured Monthly Earnings	Contribution Payment Per Month	Contribution Payment Per Year
1	RM1,050	RM13.10	RM157.20
2	RM1,550	RM19.40	RM232.80
3	RM2,950	RM36.90	RM442.80
4	RM3,950	RM49.40	RM592.80



SELF-EMPLOYMENT SOCIAL SECURITY SCHEME BENEFITS

BENEFITS UNDER THE SCHEME :

- Medical Benefit
- Temporary Disablement Benefit
- Permanent Disablement Benefit
- Constant Attendance Allowance
- Dependants' Benefit
- Funeral Benefit
- Education Benefit
- Facilities for Physical or Vocational Rehabilitation

BENEFITS



**CLICK Here
To Find Out More**

<https://www.perkeso.gov.my/uncategorised/51-social-security-protection/818-self-employment-social-security-scheme.html>

NCC ALL OVER MALAYSIA



NCC Ipoh, Perak



NCC Kota Kinabalu, Sabah



NCC JB, Johor



NCC Kuching, Sarawak

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WWW.MIEA.COM.MY/NCC

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ZOOM : BRIQBLOQ & HALOCHECK

18 October 2022 @ 3pm Via Zoom

MIEA organised a session for members on the 2 new partnerships MIEA have entered into for the benefit of members, namely :

On Compliance

Risk Check and eKYC

Presented by Mark Leow
(HaloCheck)

On Commercial Office Space Opportunities

BriqBloq

Presented by Ming Yaw

Take advantage of the offers!



Real estate institute beefs up profession to spot money laundering

KUALA LUMPUR: The Malaysia Institute of Estate Agents (MIEA) is supporting the government and Bank Negara Malaysia (BNM) to get real estate profession

TPC WORKSHOP

- A Holistic Approach to TPC.
- Mentally Being Prepared in facing The Examiners
- The Do's & Dont's during the Interview.

Course Advantage

- Small Class Environment
- Personal Attention
- Case Studies

What the Participants Say!

- "A clear indication of what will happen during the interview and Task 1 & 2"
- "Very informative, complete all aspect of the workshop course"
- "Experience speaker that guide us in the course"
- "Good & learned more and have well prepared for TPC"

WORKSHOP DETAILS

17 Oct 2022, Monday	: Introduction
18 Oct 2022, Tuesday	: Task 1(Agency Process)
19 Oct 2022, Wednesday	: Task 2(Marketing Proposal)
20 Oct 2022, Thursday	: Interview Session

FULL SESSION RATE FOR TPC

Member Rate	Non Member
RM350	RM450

SEPARATE SESSION RATE FOR TPC

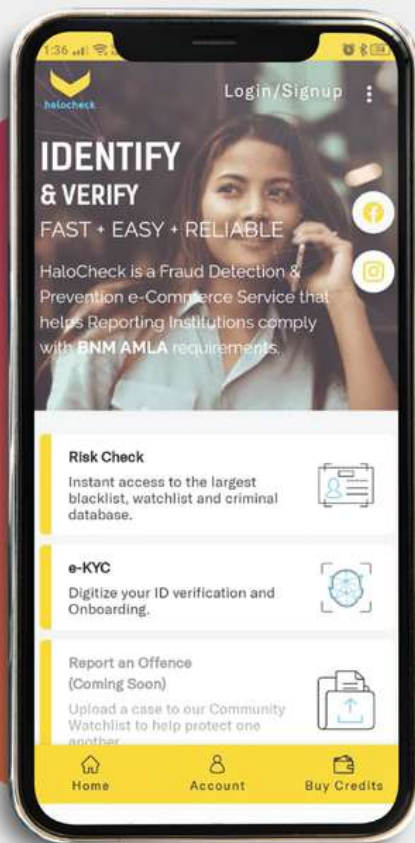
Topics	Member Rate	Non Member
Introduction + Task 1	RM150.00	RM200.00
Task 2	RM150.00	RM200.00
Interview	RM200.00	RM250.00
Introduction + Task 1 + Task 2	RM200.00	RM250.00

MIEA continues to support Probationary Estate Agents in their journey for the Estate Agent Registration with BOVAEP. Held once in 2 months, do not miss out these sessions!

HaloCheck is a Fraud Detection & Prevention e-Commerce service that helps Reporting Institutions Comply with BNM AMLA Requirements.



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- 12 November 2022**



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(*ONLY for MIEA members)*



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MEMBERSHIP VISIT : KNIGHT FRANK PROPERTY HUB

President Chan Ai Cheng, Secretary General Evon Heng and CEO PP K Soma Sundram on 27 October 2022 visited the new office of Knight Frank Property Hub to share with their RENS about MIEA and membership. A stylish office filled with positive energy. Thanks KFPH for invisiting us.



MIEA PENANG HAPPENINGS



MIEA Real Estate EDUCATIONAL PROGRAMMES

WITHHOLDING TAX & LAND MATTERS

October 29, 2022

8.30 AM - 4.00 PM

Malaysian Institute of Estate Agents
(MIEA) - Penang Branch
Unit 9, 3rd Floor, Axis Complex,
35 Jalan Cantonment, 10350 Penang

SPEAKERS



MR. TEOH

Director and CEO of the
Business Point Group of
Companies

TOPIC : IMPOSITION OF WITHHOLDING TAX BY FIRMS ON INCOME EARNED BY REAS/PEAS/RENS

Highlight of discussion:

Withholding Tax – basic concepts and reason for having such taxes

- What is contract Fee – recent amendments to Sec107A
- How and when a company can deduct & hold your tax?
- What is the effect on those who are already making a monthly contribution under CP 500 and CP38
- Compliance procedures, administrative aspects, and penalties



SR CHUANG KUANG HAN

Principal of Jurukur Pinang,
Consultant Land Surveying firm
based in Penang

TOPIC: ISSUES AND UNDERSTANDING ON LAND MATTERS

- Discuss the issues of Land Matter and understanding of Land Matters.

FEE:

Member : RM290.00

Non-Member : RM390.00

REGISTER NOW AT:

<https://www.emailmeform.com/builder/form/ay5GTH900R8cf502L3fh839>



CONTACT PERSON:

Mr. Jerome (012-4199298)

Mr Goh (016-4774559)



MIEA JOHOR IN THE NEWS



要闻

业主拖欠产业税 柔州滞销房屋更难卖

2022年10月02日



车子瑾(前排左起)、陈苏珊、叶洸玮(后排左起)、阿兹米及陈建铨为晚会主持击鼓仪式。



MIEA JOHOR : CSR



MIEA JOHOR CSR Deepavali on 16 October 2022

MIEA JOHOR BLOOD DONATION CAMPAIGN

KIWANIS LOVE LIFE BLOOD DONATION CAMPAIGN

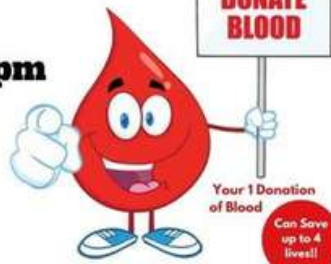


**16th October 2022
Sunday
10.00am - 3.00pm**

Venue:

Lotus's

Lotus's Plentong, JB.



**Blood Donation Campaign
organized by Kiwanis Johor Jaya
jointly with MIEA Johor on 16th
October 2022 (Sunday) from 10am -
3pm at Lotus's Plentong JB.**



KIWANIS LOVE LIFE BLOOD DONATION CAMPAIGN
同济爱心捐血运动

Lotus (Plentong) 16-10-2022 (Ahad 星期日) 10:00am - 3:00pm

确实的活动时间取决于当天前往捐血的人数 The event time depends on the number of donors turning up on that day

■黄丽芬（前排左4）与协办单位代表呼吁民众发挥爱心捐血救人，踊跃支持“同济爱心捐血运动”。

（新山1日讯）柔佛再也国际同济会联合6个团体，本月16日举办“同济爱心捐血运动”，为柔佛州3间政府医院血库筹集所需血液。

活动地点是在避兰东 Lotus's 霸级市场，时间将由上午10时至下午3时进行。

参与及受惠的医院分别是新山中央医院、新山班兰医院及居鑾医院。

以上活动由柔佛再也国际同济会主办，协办单位包括百合国际同济会、吗晒狮子会、吗晒德教会紫慈阁、至达城立康专科医院、马来西亚产业仲介师公会（柔佛州分会）及国际康养协会。

同时，活动也向公众宣导及灌输发挥爱心捐血救人的美德，呼吁民众热烈响应这运动，踊跃前往捐血救人。

活动筹委会主任苏伟盛指出，为鼓励更多民众踊跃捐血，避兰东 Lotus's 霸级市场将赠送礼包给合格捐血人，数量有限，送完为止。

活动现场也会为有意愿登记为捐献器官者进行登记。

出席者包括柔佛再也国际同济会辅导会长李美兰、前会长康平春、理事赖德和、蔡秀凤、百合国际同济会辅导会长彭仁福、吗晒狮子会会长纪翔鹏、立康专科医院市场经理林国辉、市场执行员李建成、马来西亚产业仲介师公会（柔佛州分会）主席陈苏珊、秘书许斯凌、国际康养协会秘书钟正道及理事陈章嘉。

06 | 4. 10. 2022 | 星期二 | 星洲日报 大柔佛社区报 | 编辑：崔碧

**柔佛再也国际同济会联合6团体
16日办捐血运动**

黄丽芬（前排左四）与协办单位代表呼吁民众发挥爱心捐血救人，踊跃支持“同济爱心捐血运动”。

上述活动是由柔佛再也国际同济会主办，协办单位包括：百合国际同济会、吗晒狮子会、吗晒德教会紫慈阁、至达城立康专科医院、马来西亚产业仲介师公会（柔佛州分会）及国际康养协会，地点是在避兰东莲花霸级市场（Lotus），时间是上午10时至下午3时。

黄丽芬：医院血库储存量下降

柔佛再也国际同济会会长黄丽芬在宣传有关活动时指出，今次捐血运动的受惠单位包括新山丹后阿来娜医院（中央医院）、新山苏丹依斯迈医院（班兰医院）和居鑾医院。

她透露，受到疫情影响，捐血民众大减，导致医院血库储存量下降，因此希望藉着捐血运动能为相关医院的血库筹集所需的血液。

活动筹委会主任苏伟盛则鼓励民众踊跃捐血，并指参与者将有机会获得避兰东 Lotus's 霸级市场赠送的礼包，数量有限，送完为止。

此外，有意登记捐献器官者也无任欢迎。

出席者包括：柔佛再也国际同济会辅导会长李美兰、前会长康平春、理事赖德和及蔡秀凤；百合国际同济会辅导会长彭仁福；吗晒狮子会会长纪翔鹏；立康专科医院市场经理林国辉及市场执行员李建成；马来西亚产业仲介师公会（柔佛州分会）主席陈苏珊、秘书许斯凌及国际康养协会秘书钟正道及理事陈章嘉等。

MIEA SARAWAK UPDATES : TOWNHALL



It was a good session of meeting with the members in Sarawak during the BODs visit on Saturday, 29 October 2022. President Chan Ai Cheng updated news through the monthly bulletin of the many programmes and initiative on MIEA's part and PE Tan Kian Aun updated on the Board Matters,





TOWNHALL

FOR MIEA ACTIVE MEMBERS ONLY

The leadership of MIEA is visiting Kuching! We take this opportunity to meet, discuss and share ideas on the going on in real estate. This will enable the members to understand what we are doing and for us to listen to you. Please join us and we look forward to your support.



TAN KIAN AUN
BOARD MEMBER



CHAN AI CHENG
PRESIDENT



SOMA SUNDARAM
CEO



29 OCT 2022
SATURDAY



11.30 AM
1:00PM



THE SARAWAK CLUB
JALAN TAMAN BUDAYA
93300 KUCHING, SARAWAK

AGENDA

1. UPDATE ON THE ACTIVITIES OF MIEA
2. THE STATE OF AFFAIRS OF OUR PROFESSION
3. CHALLENGES FACED BY PRACTITIONERS
4. QUESTIONS & ANSWERS
5. LUNCH AT 1PM

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MIEA SARAWAK UPDATES : AWARDS DINNER

MIEA Sarawak Awards Dinner was held on Saturday, 29 October 2022 at the Sarawak Club. The Deputy Premier, represented by the Deputy Minister of Public Affairs, Housing & Local Government 2 YB Michael Tiang Min Tee graced the occasion. MIEA Sarawak Chairman Sr Victor Wong served also as the Organising Chairman of the Dinner. Entertainment was top notch. We thank all sponsors and firms who have supported the event. Kudos to MIEA Sarawak Chairman and the team for putting together a wonderful event.





Guest of Honour together with President Chan Ai Cheng presenting the NREA Certificate and Trophy to the winners from Sarawak State namely **Emily Loo (Affluence Properties)- State Real Estate Negotiator (REN) of the Year (Sarawak)**, her 3rd consecutive win, together with the State Residential REN of the Year (Sarawak) & Kozin Real Estate - National Award for the Small Firm Category and was also awarded the State Real Estate Firm of the Year (Sarawak) for 9th consecutive year and the State Residential Real Estate Firm of the Year (Sarawak) for the 3rd consecutive year.



MIEA SARAWAK UPDATES : BOD MEETING



The BOD met at the function room at Citadine Service Apartment for the 16th BOD Meeting.

The Meeting followed by Lunch with Sarawak Committee Members before members of the BOD took their respective flights back home.



Dr Sim: Sarawak needs more real estate agents especially in Sibu, Miri, Bintulu

By Nancy Nais KUCHING, Oct 29: The number of qualified real estate agents in Sarawak — particularly in Sibu, Miri, and Bintulu — is still low. As real estate ...

AFFILIATE ASSOCIATION : FIABCI STAR MDA



It was an evening to recognise icons in the property development industry at the inaugural Malaysia Developer Awards (MDA) 2022.

MIEA CEO K. Soma Sundram represented President Chan Ai Cheng at the Dinner



Video Clips of the Judging Day. President Chan Ai Cheng was on the Judging Panel

AFFILIATE ASSOCIATION : FIABCI MEETING

President Chan Ai Cheng was in attendance at the FIABCI National Committee Meeting on Wednesday, 5 October 2022 (Hybrid) chaired by FIABCI's Newly Elected President Datuk Sr Firdaus Bin Musa. Principal Members shared updates on their respective industries as well as challenges faced.



(From left) Wong, Chan, Khaidzir, Chua and Tong pose for a group photo at the judging session.



(From left) Ezumi, Liew, Irhamy, Kong and Ngo standing side by side.

Through the eyes of MDA judges

Arbiters comment on the awards, the entries and the property industry



"I think it's a good time to have it after Covid, when everyone is back into business," Ngo said.



"That will also help the public to see and to select," Ezumi said.



For Liew, the MDA would set a new standard through the lens of foreign investment.



Malaysia Developers Awards 2022 "It's very well organised and structured, the criteria process," Chan said.



"We will propel the other developers trying to do the same, trying to elevate the standards of the industry," Kong said.



Khaidzir noted that awards such as the MDA must be relevant to the current priorities of the industry.



Malaysia Developers Awards "it gives all stakeholders assurance of quality," said Chuah.



This will help to elevate the property industry, Azlan said.

ARENA : CVEA



CVEA Cambodia Valuers and Estate Agents Association Past President Dr Kim Heang together with Victor paid a visit to Kuala Lumpur, connected with MIEA and met ARENA Sec Gen PP Soma Sundram at lunch on 26 October 2022 with Triterra and Knight Frank Property Hub.



President Chan Ai Cheng and REN Network Committee Juliana Teh also met CVEA Past President Dr Kim Heang at the KW Asia Summit.



AFFILIATE ASSOCIATION : PPK ANNUAL DINNER



MIEA CEO PP Soma attended the PPK Annual Dinner representing President Chan Ai Cheng. The dinner was held on 27 October 2022 at One World Hotel

REN NETWORK EVENT

MIEA MILLION DOLLAR ACHIEVERS 2022 SHARING



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230-430pm This Fri, 28.10.22

MIEA MILLION DOLLAR ACHIEVERS's Techniques.

Special sharing on 3 interesting topics:

- 1 10 closing techniques that works by **Andy Teoh**,
MMDA & Selangor Commercial REN of the year 2022
- 2 Negotiating techniques to make deals happen by
Jason Cho- MMDA & Commercial REN of the year & REN
of the year 2022
- 3 Do's and Don'ts when dealing with High Net-worth
clients by **Phoebe Tan** - Federal Territory Residential
REN of the year 2022

The event was well attended by close to 100 RENs! 17
New Members Signed Up.



REN NETWORK EVENT



WELL DONE REN Network Committee headed by David Tan.

A Program By



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About REN Summit

REN Summit is a 1-day program designed to help especially RENs & PEAs to '**PLAN & PREPARE**' to face the challenges in the coming year. REN Summit 2022 topics included goal-setting, market outlook, negotiating skills, consumers behavior, forums and more.

Date : **17 December 2022**

Time : **9AM - 6PM**

Platform : **Zoom**

REN
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MIEA TOASTMASTERS



MIEA TOASTMASTERS CLUB
Would Like To Invite Everyone To Join
Our Toastmasters Meeting #103

WORD OF THE DAY:
AMBITION

THE SKY IS THE LIMIT

Date: 17th October 2022 (Mon)
Time: 7:30pm-9:30pm
Venue: MIEA HEADQUARTERS

General Evaluator:
CP Lau, DTM from Money Mastery-KL Toastmasters Club

- 01. Joined Toastmasters 11 years ago, and still counting
- 02. Area Governor 2013
- 03. District TL Chair 2018-2019
- 04. District 102 Finance Manager 2019-2020
- 05. Current District 102 Program Quality Director

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- Foster initiative and “pro-active” thinking within the organization.
- Improve communication to be clear and concise.
- Promote leadership qualities within the business and community.
- Develop and polish networking, sales and marketing skills.
- Enhance the ability to listen and evaluate objectively.
- Accomplishments create and sustain a winning attitude.

Founders District - Benefits of Toastmasters

Toastmasters produces results. Around the world more than three million men and women of all ages and occupations have benefited from the learn-by-doing...

Internal Auditors Visits MIEA Secretariat



19 October 2022

MIEA Internal Auditors Wendy Tan and Judith Ng visits MIEA's Office at Dataran 3 Two to inspect documents and processes as part of their role as appointed Internal Auditors.

Pursuant to each visits, there are suggestions and recommendations as part of the process of constant improvement.

Thanks Wendy & Judith!



President & Board of Directors wishing all
Hindu Members

Happy Deepavali



Prayers that the lights of deepavali will
shine and protect you and your loved ones



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