



A Publication of the Malaysian Institute of Estate Agents

D'REAM

Real Estate Agents Malaysia



UNITED WE STAND,
DIVIDED WE FALL.

Help Us Make A Difference



UNITED RELEVANT PROGRESSIVE

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.

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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

Greetings from MIEA!

As most of you know, we had our AGM on the 21st of April 2012 at Stadec. Congratulations to all who have taken up various posts in the Council.

We have a new member on board in addition to the present line up, Ms. Judith Ng, Executive Director of CBD, Sri Hartamas and we welcome her.

We hope to serve you better during this term and bring about some changes in the industry. Its been a trying time for all of us with property markets slowing down but with MIEA organizing various motivational talks and also the launching of the Property portal and the Property Watch, we are sure some good will come out of it all.

The Property Watch, a collaboration between Maybank and MIEA will surely help us in

getting more leads and opening us to a whole new list of clients. The Property Portal is also up and running. Read more on this at our website www.miea.com.my. A great advantage for MIEA members!

We are also saddened by the recent spate of unfortunate incidents. We hope for the safety of real estate agents, especially women in this industry. Do take every possible precaution to ensure your safety.

We wish you all the best and every success.

Keep safe.

Theresa Augustine

Editor in chief

Councillor

MIEA Bulletin and Special Projects.

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.



UNITED WE STAND, DIVIDED WE FALL.

Help Us Make A Difference

Nixon Paul
President (2011 / 2013)
Malaysian Institute of Estate Agents (MIEA)

Message from the President

Dear Members and Practitioners,

Half the year has gone and as we look back, we wonder where it went? For most of us in business, I can safely say that 2012 has been busy, eventful and challenging, to say the least.

As for the institute, the year started with too many public holidays. With the Chinese New Year holidays, City Day, Thaipusam and a host of other holidays, it was more a burden than a blessing.

We had our hands full from January to March with the preparation of our annual convention, (MAREC 12) then our Annual General Meeting in April and our first council of management meeting for 2012 in May. Now as we look forward, we are getting prepared for our Annual Dinner and Awards Night and a host of other activities and issues to deal with.

On the 9th and 10th of June 2012, the council of management took off to Seremban to attend a Brain Storming Session. As president, I proposed this as I was of the opinion that there were so many issues facing the institute/practitioners that needed to be addressed and the only way we could deliberate on these issues at length and take positive steps, would be to lock ourselves up for two whole days and discuss these issues without distraction and interruption from our businesses and families. I am happy to report that the meeting went very well and many issues were resolved.

What I would like to inform the membership and practitioners, is that while we may face many challenges, it will be difficult to tackle all of them, and as such, the council has decided to prioritize its activities. The rationale to this is that all issues and programmes undertaken by the institute must be

executed well or shall I say of a good standard. With limited human resources (no volunteers to participate in sub committees and assist in the execution of programmes) to effectively carry out these programmes, we need to be honest and practical about our limitations and move forward by taking on programmes and addressing issues which can be managed effectively.

It is my fervent hope that as I reach out to the membership to volunteer their services on the sub committees, there will be responses. I assure those who come forward that your services will be limited to small and specific roles which will not hinder business or family activities/obligations. The more numbers volunteer, the less work for all.

In conclusion, many of us have heard the saying UNITED WE STAND DIVIDED WE FALL. In the institute's case this is so true. Every time we try and move forward or address issues with the board, it gets shot down simply because we do not represent the majority of the practitioners. I am appealing to all negotiators and registered agents to sign up as a member and assist us in making our voice heard with the public, the authorities and the other relevant associations. If we are going to make a change, it must start with you, be a member and help us make a difference.

Thank You.

Mr Nixon Paul

Safety Steps for Women Realtors Don't Make Yourself a Target!

Tami Vroma - Realtor Grand Rapids MI Real Estate

I have not been in the Rain for a while. After being gone for a while I have to tell you, what I really want to do is write about how my daughter just took the honors of top student web designer in the nation. But I felt this was more important. Oddly enough, there have been many times I started writing this but it just seemed there was always something else more important. Then it became too close for comfort.

Whether we want to admit it or not, women are sometimes at a serious disadvantage. It has nothing to do with knowledge about the intricacies of real estate. It has nothing to do with the fact that we have to take time off to have babies. Women, I believe, are pretty much equals with men in real estate with one huge exception. It was the way God created us, but we are smaller and for the most part will never have the power that a man has. Unfortunately, there are men out there in the world who will exploit that weakness to their advantage. I let my guard down last week but ,by the Grace of God, a mistake kept me safe when I believe it could have been horrible. This is my story.

I have been really busy and I took a call and made an appointment to show one of my listings and continued on with what I was doing without missing a beat. But I should have slowed down to think about what I was doing. I AM smarter than this and I have always been really careful, but it didn't even sink in that it was a man by himself. It didn't even dawn on me to be worried about--it is Hudsonville/Jenison for crying out loud. Paul Harvey has even reported our area to have the highest number of churches per capita than any other area in the nation. I am still usually much safer but I was on warp speed mode.

It's 112 not 999 !

A young lady was robbed and slashed on the face in Taman Desa. She just got off from her car and was in front of her friend's house pressing door bell.. She saw a motorbike with two men coming toward her direction but she thought they were security guards. Then before she knew anything, one of the men has already slashed her face with a knife and grabbed her bag. She didn't know it was a cut until she touched her face and found out it was bleeding. She was screaming out of shock.. One of the man came back (they were already on the motorbike and ready to leave) and tried to slash her again. Luckily she was able to hold on his hand to stop the attack. At that time, her friend came out to check what happen and the men quickly ran away. The cut was 9 cm long and 1 cm deep. Now those robbers' tactic! is to hurt you first before they rob you so that you are handicapped and can't resist them. Even later there are someone to help, they have to rescue you first instead of chasing them. Please be alert all the time and take every precaution measure you could.

Emergency Number: Please be aware the Emergency Number worldwide for GSM Mobile (012, 013, 016, 017, 019) is 112 and not 999. You can dial 112 even without a Sim Card.

If you find yourself out of coverage area of your mobile network and there is an emergency, dial 112 and the mobile will search any existing network to establish the emergency number for you.

The next day rolled around and I was suppose to meet him at noon. As I went to walk out the door, I told my son if he wanted a ride to work then he better hurry up and come with me and I would drop him on the way. We were halfway to his work when I realized I had done it again, thought he had to be at work at noon when he is actually suppose to be there at 1 pm--he missed it to. So I told him to come with me on my appointment which wasn't that far away. Now normally he would be driving as he needs drive time, but this time he was sitting in the passenger seat.

We got there at about 5 minutes before noon and pulled into the parking spot in front of the house which was parallel to the road but kind of at an angle. . . and we waited . . . and waited . . . and waited. At around 12:15 a guy went by the house slowly and was really rubber necking it--leaning across the seat and looking really hard at the house--or so I thought! Truthfully, I just thought wow he is really interested in this house. The house sits about 200 feet off the road so with the angel and everything, he didn't see me watching him. He could only see my son. I didn't really think that much about it. We waited until 12:30 and left--I haven't had a no show in years. Still oblivious to what had just happened.

When I got back to my desk I called the seller to apologize that she and her family had to leave for no reason. She asked me when I had taken the call to show the property and I said, "I don't know, sometime yesterday am". She said there was a vehicle that was stopped in the front of the house talking on the phone at right around 10. I said, "oh, what color was the truck". There was a long pause and she said, "Tami I didn't tell you it was a truck". Serious chills ran down my spine. "Oh dear Lord," I said, "please don't tell me it was a red truck". She confirmed that it was. I felt sick to my stomach. "Did it have a red matching topper?" Long silence . . . "yeah it did".

I hung up the phone and with dread, pulled up the phone number he had given me and called it and listened to the computer voice tell me how this phone was no longer in service. Dear God in Heaven . . . he had driven by and seen a man with me and had kept going . . . he had planned on me being alone. I knew it and my seller knew it. I called the police and told them what happened and they asked me if I had taken the plate number. I hadn't because it hadn't dawned on me what was going on until long after I had left.

I let my guard down and I shouldn't have. Let's face it, most Realtors can't afford to give up a client and that includes women. But, I have had a plan that I have adhered to for years. . . and I slipped. I would not have been prepared if I had been in a bad position. My first plan is to have someone come with me. When I can't find someone, I have a plan in place that is pretty thorough and I would like to share it with you.

#1. Find out what you can about him before you meet him. Where does he work, where is he staying. Call and verify that what he tells you is true. Believe me, when you call businesses and explain you are a women and wanted to verify who this man is, they commend you for not being . . . well . . . stupid. Even better, ask who he is pre-qualified with and get their phone and information and call and verify that he is working with them. I know many of you will say they should be pre-qualified before you even meet them. On this I disagree, but I don't want to debate that right now with this post. I have called several companies when people say they just moved here for a new job--not once have I had anyone refuse to let

me know that he did work there or he did have an appointment.

#2. Before the appointment, call him and ask him for his drivers license number, plate number and the make, model and year of his car. I have only had it one time that they refused and I had a creepy feeling anyway about him. Most men are impressed that I am on my toes and thinking. Tell him you will verify it when you meet.

#3. Plan ahead and have someone who is keeping track of where you are and what homes you are showing and the addresses of all of them.

#4. Do not ever meet your male clients in a secluded place. If you don't know that exact area, pull it up on Google maps and look at the aerial picture. It will tell you a lot about if the home is secluded or in a subdivision. If it is in a secluded area, meet them in a busy parking lot first.

#5. Carry pepper spray. Keep it in a pocket but don't put it on key chain so they see it--it takes away the surprise advantage. You can buy it anywhere on line.

#6. Keep your keys in your hand. Hold one key through your fingers so if you punched, it would stab. You should also make sure you have a panic button for your car that will make the alarm go off by pushing a button.

#7. Have a secret text you can use with your point person to let them know if you are in trouble and a different text if you are ok. My text that someone sends me 15 minutes after I am suppose to meet him is, "what did you do with the key". If I text back, "I left it under the flower pot" they know I am ok. If I don't text back within five minutes, they call the police. If I know I am in trouble, I text back, "it is under the garbage can". From there I have to text every 15 minutes. The next text that my point person sends is, "the key isn't there". If I am ok then I text back, "check both flower pots". You get the idea.

#8. When you arrive at the appointment. Verify his info, then take his picture and a picture of the vehicle and text it to your point person. They should be waiting for this. If they don't get your info, they immediately send the secret text. If you don't respond or respond the wrong way, they immediately call the police.

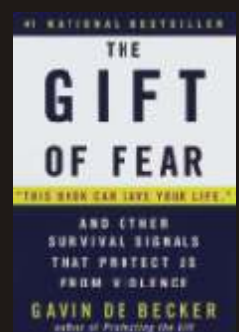
Is this fool proof? I am sure it isn't-- nothing really is. But, this sure puts us in a better position!

Pass this around, print it, reblog it, copy it in any way you want. You never know what women you might save!

THIS IS AN ADDITION AS I THOUGHT IT WAS GOOD INFORMATION

Brian Block said:

I'd highly suggest to you, and all women (and men) to read the book "The Gift of Fear" by Gavin de Becker. I can't recommend it enough. This book will change your perspective on the world and make you more aware of your surroundings and how you can prevent dangerous situations.





Is Your Staff Sabotaging Your Pricing Strategy?

Most business owners assume that their staff will implement their strategies like good soldiers. They forget that almost every army has suffered from “fragging” - grunts actually shooting their own generals in the back. Assuming and relying on good soldierhood is, like all assumptions, dangerous.

Sales people often offer discounts before they should—or when they shouldn't at all. They don't get the price that a customer is willing to pay because, in their minds, low price is the only tool they have to close the sale. They so fear losing a sale because of price, they negotiate privately with themselves and come in low. Instead of

really selling value, they take the approach requiring little thought or skill and sell on price. They will throw away your business' profit easily, anytime there's opportunity to do so. If you depend on your sales staff to safeguard your profits on their own, you're doomed.

You might think that these are disgruntled employees. Occasionally that is true. However, in most cases it is not. They're not trying to hurt their employers. It is far more likely that they actually think they are helping and doing the right thing. In other words, not only do they not know that what they are doing is wrong, they think it is right.

Often, the staff feels the prices you're charging are too high, so discounting if they can or giving away free goods seems fair, just and appropriate to them.

This is such a common occurrence I have to wonder if anyone actually takes the time to teach their employees where their paychecks come from. Not everyone understands business. In fact, very few people do. Profit is necessary, not evil. Society cannot survive or progress without it. As the boss it is your responsibility to make sure your employees understand all that. They can't get paid if there is no profit, and every cent they give away affects your profit and their ability to get paid.



Related: Getting More Profit for Your Business

Try this experiment: Ask each employee to write out a list of what they understand to be their 10 most important responsibilities on the job. You'll discover very few, if any, of your

staff members include “protecting and maximizing profits” or, for that matter, “preserving price integrity” or “implementing my boss' price strategy” on that list. If there's no understanding of any of this, there is bound to be both unintentional and intentional sabotage.

Your employees also need to understand how those you serve profit from buying your goods and services and, if your price strategy is focused

around premium prices, how paying premium prices benefits the consumer. When someone is selling on price alone, they do so because they do not realize that the buyer is actually making a profit. They assume that the seller is the only one making a profit. This is absolutely false. If the buyer does not believe that they will profit, they will not purchase. To take that a step further, the buyer will not purchase again if they do not believe that they made a profit the first time and will again this

time. That is a fact. For the consumer, of course, "profit" may not be financial. It may be superior service, product reliability, a better environment, even better staff to serve them. These things all cost money and must be reflected in price, but employees who have not thought about this and are aware of other businesses in your category selling at prices lower than yours may simply think your prices are too high.

Related:

Sales Expert Grant Cardone on Setting Price, Closing the Sale and Dealing with Rejection

How your staff thinks about price and profit will greatly influence their attitudes and behavior, and either discourage or encourage unintentional and intentional sabotage by salespeople and other staff members of your price strategy. Given good education about this,

any staff members still not on the same page and caught engaging in any sabotage--from undermining your authority and strategy with fellow staff members to failing to sell on value to theft, in form of unauthorized discounting or gifting--must go.



Related:

Break the Negotiating Addiction

There is a big difference between knowing what a problem is and stopping the behavior. Selling on price is no different. Selling on price is like an addiction. Knowing the cold hard truth about profit may not be enough to prevent a relapse. You're going to have to break the negotiating habit cold turkey. You are not going to be able to allow deviation from your set prices. You can have different prices that represent different levels of value; however there is absolutely no reason to strip away profit. In short, price strategy as well as sales strategy must be strictly enforced.

It is not enough to say that you are the only person who can approve a discount. If you do this, then what do you

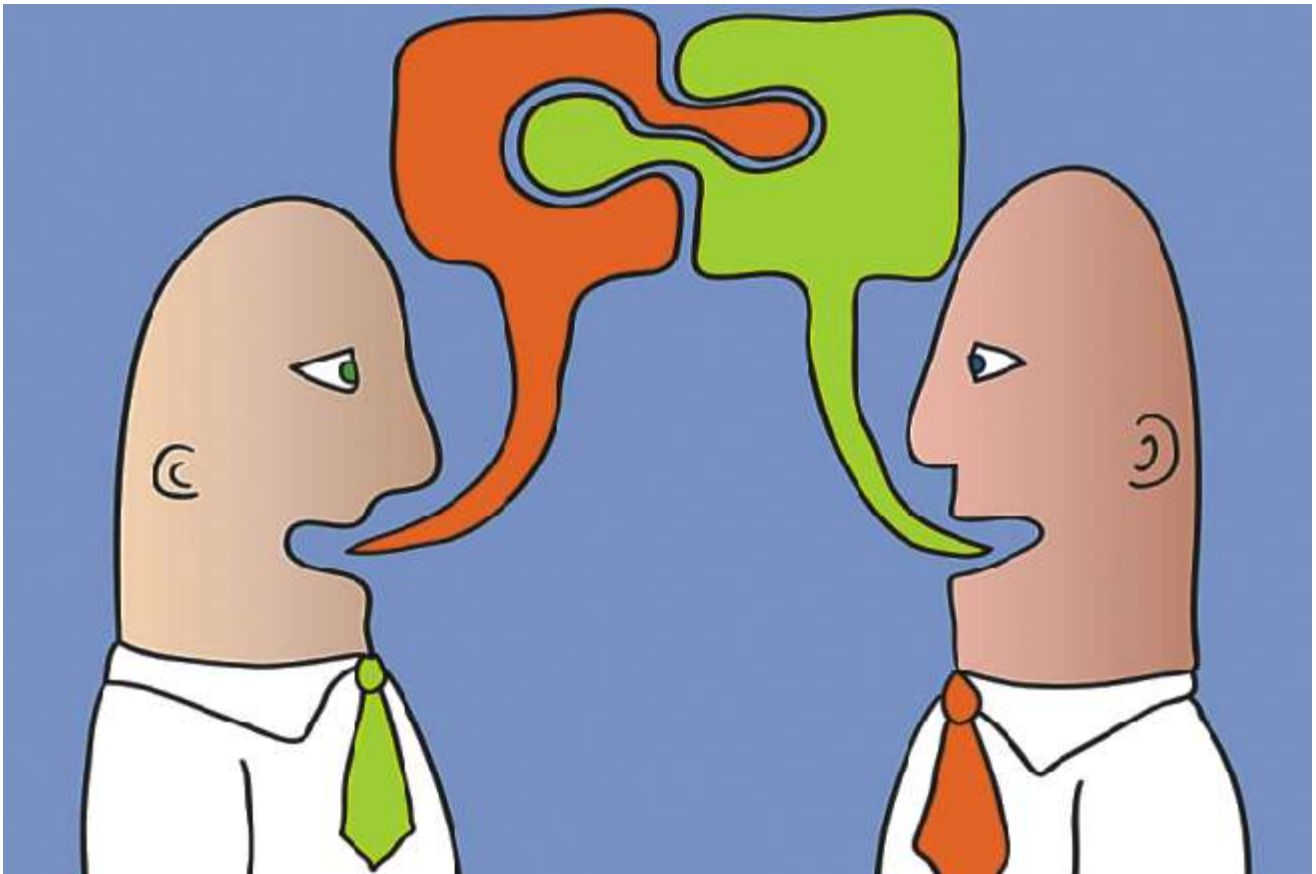
think will happen? You may have a brief reprieve from negotiating or unauthorized discounting, but will ultimately end up with a constant barrage of requests for discounts.

The only way to break the negotiating habit is to go cold turkey. This is the only way you can force your staff to sell on value. If they have the option to discount, they will, always.

This is going to be tough, if you've been "loose" about it. In fact, if you have a sales staff there are good odds there will be crying and complaining on a level that will remind you of watching a middleaged meth addict on an episode of the reality show Intervention telling his family all the reasons why they

should continue enabling him. Still you must be strong if you want to get your profitability back and want to protect it. This is not a time to be weak. It does not matter how good your pricing strategy is if your staff undermines what you are doing.

If you have any salesperson who, after being educated about price and profit, and trained on value-based selling rather than selling on price, continues to negotiate away your profit or continues whining, complaining, blaming poor performance on your price strategy, badgering you about your strategy, or poisoning the attitudes of others on your team --they've got to go.



Networking Goes Hand In Hand With Running A Successful Business.

But many of us dread walking into a room and introducing ourselves to a bunch of strangers. Here are the most valuable tips I've come across and put to work myself over the years:

1. Resist the urge to arrive late.

It's almost counter-intuitive, but showing up early at a networking event is a much better strategy than getting there on the later side. As a first attendee, you'll notice that it's calmer and quieter and people won't have settled into groups yet. It's easier to find other people who don't have conversation partners yet.

2. Ask easy questions.

Don't wait around the edges of the room, waiting for someone to approach you. To get the conversation started, simply walk up to a person or a group, and say, "May I join you" or "What brings you to this event?" Don't forget to listen intently to their replies. If you're not a natural extrovert, you're probably a very good listener and listening can be an excellent way to get to know a person.

3. Ditch the sales pitch.

Remember, networking is all about relationship building. Keep your exchange fun, light and informal you don't need to do the hard sell within minutes of meeting a person. The idea is to get the conversation started. People are more apt to do business with a partner with people whose company they enjoy.

If a potential customer does ask you about your product or service, be ready with an easy description of your company. Before the event, create a mental list of recent accomplishments, such as a new client you've landed or project you've completed. That way, you can easily pull an item off that list and into the conversation.

4. Share your passion.

Win people over with your enthusiasm for your product or service. Leave a lasting impression by telling a story about why you were inspired to create your company. Talking about what you enjoy is often contagious, too. When you get other people to share their passion, it creates a memorable two-way conversation.

5. Smile.

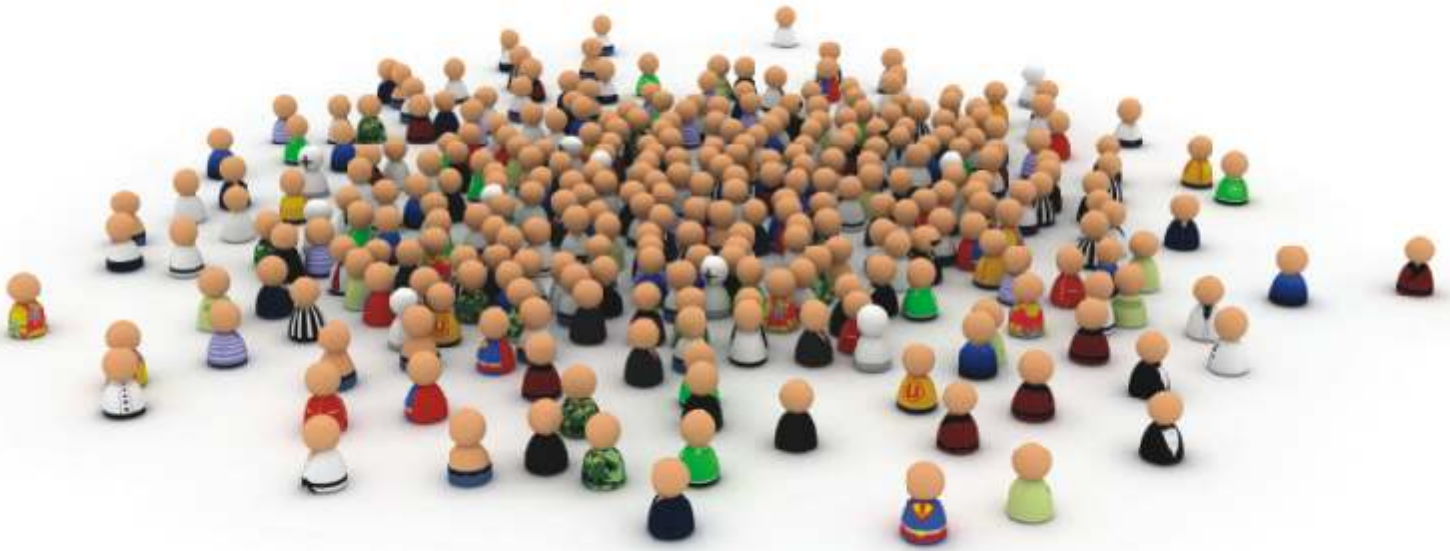
It's a simple but often overlooked rule of engagement. By smiling, you'll put your nervous self at ease, and you'll also come across as warm and inviting to others. Remember to smile before you enter the room, or before you start your next conversation. And if you're really dreading the event? Check the negative attitude at the door.

6. Don't hijack the conversation.

Some people who dislike networking may overcompensate by commandeering the discussion. Don't forget: The most successful networkers (think of those you've met) are good at making other people feel special. Look people in the eye, repeat their name, listen to what they have to say, and suggest topics that are easy to discuss. Be a conversationalist, not a talker.

7. Remember to follow up.

It's often said that networking is where the conversation begins, not ends. If you've had a great exchange, ask your conversation partner the best way to stay in touch. Some people like email or phone; others prefer social networks like LinkedIn. Get in touch within 48 hours of the event to show you're interested and available, and reference something you discussed, so your contact remembers you.



Alex J. Gomez
Board Representative / International Affairs

PROPOSAL FOR THE REGISTRATION OF NEGOTIATORS

Many are aware that our neighbour, Singapore has started registering Negotiators who are known as Real Estate Salespersons. From their media report by their governing body, the Council of Estate Agents (CEA), this exercise has had a positive impact on the industry as a whole and managed to reduce the part-timers and those just testing the waters. Only those serious about the business stayed on and you can catch their ramblings at www.facebook.com/groups/116976953025/

This plan has been mooted some time ago with the main objective of giving due recognition to the thousands of Real Estate Negotiators (RENs) out there who are the so-called 'front liners' in almost if not all real estate transactions. The question of responsibility and accountability can then be addressed for the good governance of this profession.

The Malaysian Institute of Estate Agents (MIEA) has been the main driving force for this recognition as it strongly feels that all RENs needs to be registered by the Board of Valuers, Appraisers & Estate Agents (BOVAEA). At numerous seminars organised by MIEA, practically all RENs when asked the question of registration, they are for it; simply because it creates public confidence and differentiates between the qualified and the unqualified, the trained and the untrained and in adverse cases between the clean and the 'bad apples'.

Now, the time has come for a joint collaboration between the stakeholders in this Real Estate industry namely Royal Institution of Surveyors Malaysia (RISM), Association of Valuers, Property Managers, Estate Agents and Property Consultants in the Private Sector Malaysia (PEPS) and MIEA to formulate a strategic plan to address this situation once and for all. The Board, we feel may accept a formula for the said registration; if the Registered Estate Agent (REA) plays a central role in this exercise. This can only be done when the REA takes full responsibility to operate within the law as stated in the ACT, RULES, STANDARDS & GUIDELINES. The plan has to include RENs as well in the event of any offences committed.

One serious factor that all have to consider is that recent market reports do indicate of blatant disregard of the rule of law by some practitioners. The reasons can be many but the true urge here is 'pure greed' under the guise of 'increase sales' at the expense of those abiding by the Rule of law. The eventual loser here is the public. In their haste to make a quick buck, they resort to these untrained people who promises a lot but eventually do not deliver. Numerous complains abound from many sources, but the culprits feel that the long arm of the law will not reach them as these cases are mostly civil in nature. It is a question of time! Best summarised by..... *"Pandai-pandai tupai melompat, akhir nya jatuh ke tanah juga"* a malay proverb.

This proposal of registering the RENs will help us to benchmark our services provided against the 'best practices' being adopted in many developed nations. In this globalised environment with liberalisation kicking-in, the 'best practices' culture should be adopted at the early stages of a REN career before one becomes a REA. The illegal practitioners may just fade away or become legal by sitting for exams and getting the license the proper way. Check www.miea.com.my on how you can do that.

MIEA fervently hopes that with this registration exercise, some semblance of order is brought about on a level playing field for the good of the fraternity, the authorities and the public



MAREC12

UNITED RELEVANT PROGRESSIVE MALAYSIAN ANNUAL REAL ESTATE CONVENTION

PROPERTY INVESTMENT - THE WAY FORWARD

3 - 4 March 2012 • Sime Darby Convention Centre, Malaysia.

PICTURES GALLERY



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Registration for New User (Principal / Negotiator only)

*This portal is solely for the use of real estate practitioners and their staff. * is a required field*

MIEA Membership No. * :

Leave blank if non-member

OM AF
 Non-member(Estate Agent) Non-member(Negotiator)

Name * :

Max. field length is 50

Profile Picture : **Browse**

Supported format: .jpg, .gif & .png, file size not more than 300kb

Name of Company * :

Max. field length is 50

Step 3 : Complete the Registration Form

Follow instructions according. Provide your email address for correspondence with the portal and create a password for use in this portal. All "*" asterisk fields are mandatory and must be completed. Type in the unique Verification key and submit.

Thank you for your registration

Thank you for signing up as a user to our MIEA Multi Listing System (MLS) portal. We will revert to you within 3 working days. Kindly bear with us while we process your application as a user to our MIEA portal.

[Please click here to sign in now.](#)

Step 4 : Wait for Account Approval



Step 5 : Sign in with your email address and password

Member Main Menu

- View Website
- Post Property
- My Property Listing**
- Change My Profile
- Logout

My Property Listing

Ref No.	Listing Type	Property Type	Property Name	Post Date	Member Name	Edit	Del

Step 6 : 'My Property Listing' - Start Listing

Add Property Listing / Requirements

Property Details

* is a required field

Type : For Sale For Rent For Sale / Rent Wanted

Group Type :

Property Type :

Built Up :

Must be numeric value e.g 100000

Land Area :

Must be numeric value e.g 100000

Size Measure Code :

Additional Information (Optional)

Fill in where applicable

Bedrooms :

Bathroom :

Tenure :

Title Type :

Land Use :

Location

Country :

Township :

State :

Suburb/City/Town :

Name of Development Project :

Can't find the property you are looking for? Please contact our administrator [here](#).

Google Map / Coordinate :

Photographs

Picture 1 : **Browse...**

Picture 2 : **Browse...**

Picture 3 : **Browse...**

Picture 4 : **Browse...**

Picture 5 : **Browse...**

Picture 6 : **Browse...**

Youtube :



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Judy Chen
Councillor
Education & Training

MIEA - OUM COLLABORATION

I am pleased to report that MIEA has finally been able to finalize its collaboration with the Institute of Professional Development at Open University Malaysia to offer the Diploma in Real Estate. Negotiations on this collaboration have been challenging as there were many issues to consider before we could come into agreement on a fair, equitable and effective working arrangement.

Our stand on this collaboration has been that students / practitioners located outside the Klang Valley should be given priority as the Diploma in Real Estate is unavailable in most states outside the Klang Valley. One of the challenges we faced was that we were having difficulty securing qualified lecturers in the other states. However I am happy to report that we have managed to find the necessary lecturers and the classes can now proceed.

On the 10th of July 2012 we conducted a briefing in Kuching, Sarawak, to practitioners and the general public. Response was overwhelming, with many practitioners signing up for the diploma. Thereafter we conducted the same briefing in Kota Kinabalu, Sabah and the response was also very encouraging.

We have also planned to conduct this briefing in Johor, Penang and in Kuala Lumpur.

One of the important features we were able to agree on with the university was that MIEA members be provided a discount on the fees. Further to that it was also agreed that an easy payment scheme be provided to the candidates. OUM will also assist candidates to make the necessary applications to EPF to withdraw funds for this diploma.

Launching of the Professional Diploma in Real Estate in Kuching, Sarawak on 10 July 2012.



Classes for this diploma will be conducted in the evenings or on weekends to allow for working adults to attend. Time tables have been drawn and interested candidates can refer to our secretariat for more information on this diploma. It is important to note that the time tables will differ in the various locations.

It is our hope that negotiators will take it upon themselves to take this diploma and make Real Estate a meaningful and fruitful career path.

In conclusion, we will also be conducting "Talks" on property related matters, it is our hope that practitioners will take advantage of these talks, as they are being organized to assist practitioners enhance their skills and knowledge on the property market.

Launching of the Professional Diploma in Real Estate in Kota Kinabalu, Sabah on 11 July 2012.



The Professional Diploma in Estate Agency

In Collaboration with



The Malaysian Institute of Estate Agents (MIEA) is proud to bring to you this Professional Diploma, which is specially designed for Real Estate Practitioners to become Registered Real Estate Agents (recognised by the Government of Malaysia). **This course will equip you to sit for the Diploma in Estate Agency Exams conducted by the Board of Valuers, Appraisers & Estate Agents (BOVAEA www.lppeh.gov.my) and become your own BOSS.**

This course consists of **12 (TWELVE) Modules** and we shall discuss these during the said PREVIEW. The new syllabus of 11 subjects will also be discussed during the PREVIEW which MIEA feels that many of you will find it more exciting and advantageous to you.

The Programme objective is to equip you with the knowledge on how to qualify to operate and manage a registered Estate Agency Firm or become a partner in an existing firm.

This EXCLUSIVE course shall be conducted by the Institute of Professional Development of OPEN UNIVERSITY MALAYSIA in collaboration with MIEA at the centres mentioned above **beginning August, 2012 and ends in June, 2013** in preparation for BOVAEA exams in July every year.

Some of the Key Features & Benefits are:

1. **Taught by professionals and practitioners from the Real Estate industry**
2. **Past year exam questions and answers provided with past year exam trends**
3. **Eligible for EPF withdrawal (for those with MCE/SPM with 3 credits)**
4. **Affordable fees with flexi-payment scheme**
5. **Classes on weekends or evenings**
6. **Access to OUM Digital Library**
7. **Assignments/Exams + Revision classes**
8. **Joint award by the Institute of Professional Development, Open University Malaysia and the Malaysian Institute of Estate Agents.**



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RELEVANT
PROGRESSIVE**



OPEN UNIVERSITY
MALAYSIA
INSTITUTE OF PROFESSIONAL DEVELOPMENT

The Diploma in Real Estate is now made available to all members.

A collaboration between Open University Malaysia and MIEA.



Our Heartfelt Condolences to Tang Yong Ching and Cheng Chai Moi and also to their Families

Tang Yong Ching
Prop Leaque Properties Sdn Bhd

Messages From Concerned Members

Thanks for the response from Yvonne! I just received a call from her, a colleague of the late Mr. Tang! He is from Propleague properties Sdn Bhd based in Kota Damansara. Tang Yong Ching has been a negotiator for the last 6 years and was also a successful salesperson. He went for an appointment to meet 3 foreign clients in Kayu Ara to show an office space and did not return for nearly 6 days. The staff at their office searched for him for 5 days but to no avail. They were told by the police i guess, that when Tang went to meet the said clients they robbed him and he had only RM200 on him. They took his debit card and asked for the Pin number, when he refused they slashed him on the throat and left the body to decay. The staff at Tangs company is distraught about the incident and demoralized and we understand what they are going through! Police caught the guy with Tang's debit card and that is how they found the body. Our condolence once again to the late family! So be careful when u do appointments and give the Pin number, don't fight them. Never never make a blind on the spot appointments. One full page write up on agents experience under these situations in yesterdays NST! Please read it

- Be safe be vigil -
Thanks

K. Soma Sundram, Past President, MIEA

Dear friends of the Real Estate fraternity, sharing PP Soma's concern,

I too am distraught at what's been happening to some of our our unlucky comrades. I would like to convey my sincere condolences to the late Tang's family, office colleagues and others. If I may suggest that Agents / Negotiators, when you receive calls from clients, you may want to consider the following:- Screen the clients when you speak to them especially when they have foreign accents, particularly those from Asian, African, Middle Eastern regions or even locally. If you feel suspicious or uncomfortable please request a fellow colleague if he is free to accompany you. This is some what like a buddy system or a body guard and should you close the deal successfully please reward your colleague with a small angpow as a token of appreciation. It's pointless crying when tragedy befalls rather when measures of precautions could have been taken. Lets display our true human self of love and care for one another and I am sure we will all be rewarded well.

Just my concern and thoughts,

Thank You

N.Thinaharakumar, Past President MIEA

PropertyGuru : MIEA plan Seminar on Safety Tips for Agents

Jul 10, 2012 - PropertyGuru.com.my

The Malaysian Institute of Estate Agents (MIEA) is in talks of organising a seminar intended to provide members with personal safety lessons following several attacks against real estate agents.

"We will also invite real estate agents and stakeholders from other bodies to attend," said Siva Shanker, Deputy President of MIEA.

The seminar will be conducted following the disappearance of 45-year-old Tang Yong Ching last Thursday. Tang was last seen at 3pm when he left his house in Ara Damansara to meet a client.

His wife, 42-year-old Ng Mooi Ning, reported at the Kelana Jaya police station and sought help to the online community to look for her husband.

Siva said that media reports of missing agents could affect the industry, adding that MIEA would call for a press conference to ease the fears among its members.



IEA Realtors Awards & Dinner 2012 - 29 June 2012 • Marina Bay





NATIONAL REAL ESTATE AWARDS 2012

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The Malaysian Institute of Real Estate Agents (MIEA) is proud to present the MIEA National Real Estate Award for 2012. 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.

Entries are open now

Inspiring the future



Contact the Secretariat for the Awards Information Pack

Calendar of Events

August 8th (Wed)	MIEA REPS - A Property Talk on Selling Plantations - Palm Oil & Rubber Estates
August 11th & 12th (Sat & Sun)	Negotiators' Training Courses
September 22nd & 23rd (Sat & Sun)	Negotiators' Training Courses
October 6th (Sat)	35th Annual Dinner & National Real Estate Award
October 20th & 21st (Sat & Sun)	Negotiators' Training Courses
November 24th & 25th (Sat & Sun)	Negotiators' Training Courses
December 15th & 16th (Sat & Sun)	Negotiators' Training Courses

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



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



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