



MIEA ADVISORY

8 Aug 2019

Reference No: 04:08:2019

TO : ALL MEMBERS
FROM : MIEA SECRETARIAT

REFERENCE : RULES 96 (1)A & RULES 98

Many members have brought up to our attention that soliciting of RENs of another estate agency is on the rise. The MIEA Board of Directors has discussed and are concerned that real estate firms may be unaware or directly infringing certain Rules that has been drawn up for creating and maintaining a high standard of practice and at the same time to better manage the profession.

For purpose of doubt we clarify some of the following rules;

RULE 96 (1) A states

"A registered Estate Agent shall not seek unfair advantage over other registered agents and shall conduct his business so as to avoid controversies with other registered estate agents" and

RULE 98 : Solicit services of employee of another registered Estate Agent states

A registered Estate Agent shall not directly or indirectly solicit the services or affiliations of an employee in the organization of another registered Estate Agent without prior notice to the said registered Estate Agent.

The explanatory note above is that:

Soliciting refers to pinching or directly asking the other RENs to join them by introducing incentives, offering high commissions far and above that is allowable and by other unprofessional methods.

In line with the above, we seek your cooperation to adhere to the following Rule and seek that we practice fair play, respect each other and help grow & built a reputable profession.

We hope that this will help to provide clarity to the issue.

Thank you for your corporation.

K. Soma Sundram
Chief Executive Officer