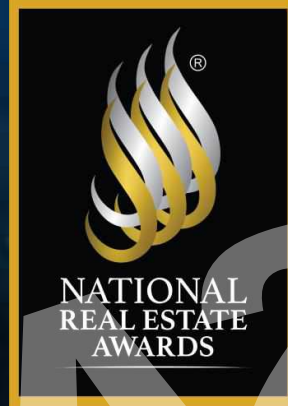




MIEA
NATIONAL REAL ESTATE AWARDS
2020

AWARDS LAUNCH

2020



MIEA
NATIONAL REAL ESTATE AWARDS

2019



NREA 2019 AWARDS LAUNCH



From left:
Sheldon Fernandez (PropertyGuru), K Soma Sundram (MIEA), Chris Tan (Chur Associates), Datuk Seri Michael Yam (Impetus Alliance),
Kumar Tharmalingam (AREA Management), Agnes Wong (Syarikat Ong), Kelvin Yip (NREA 2019 Chairman)

NREA 2019 PANEL OF JUDGES



From left:
Sheldon Fernandez (PropertyGuru), K Soma Sundram (MIEA), Chris Tan (Chur Associates), Datuk Seri Michael Yam (Impetus Alliance),
Kumar Tharmalingam (AREA Management), Agnes Wong (Syarikat Ong), Kelvin Yip (NREA 2019 Chairman)

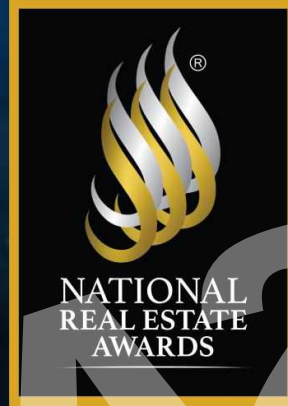
NREA 2019 PANEL OF JUDGES



MIEA

NATIONAL REAL ESTATE AWARDS

AWARD WINNERS



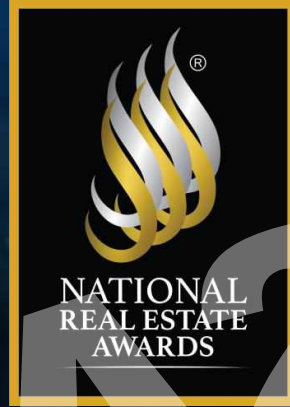
MIEA LIFETIME ACHIEVEMENT AWARD

2019



LIFETIME ACHIEVEMENT AWARD
THINAHARA KUMAR A/L NAGALINGAM
RICHINPROP REALTORS





MIEA

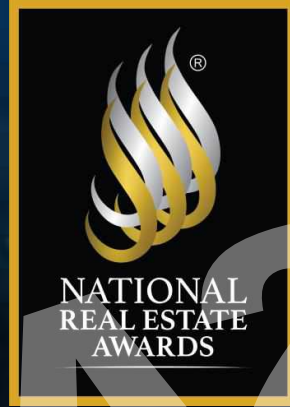
CEO OF THE YEAR

2019



CEO Of The Year
SARKUNAN SUBRAMANIAM
KNIGHT FRANK MALAYSIA SDN BHD





REAL ESTATE FIRM CATEGORY

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Real Estate Firm Of The Year
HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

Hartamas®

2019

RESIDENTIAL REAL ESTATE FIRM
(MEDIUM SIZE FIRM) OF THE YEAR
POLYGON PROPERTIES SDN BHD



Residential Real Estate Firm [Medium]
POLYGON PROPERTIES SDN BHD



2019



RESIDENTIAL REAL ESTATE FIRM [SMALL SIZED]
PROPERTY HUB (KLCC) SDN BHD

propertyhub[®]
PASSION • INTEGRITY • TEAMWORK

2019



Commercial Real Estate Firm Of The Year
JLL PROPERTY SERVICES (MALAYSIA) SDN BHD



*Achieve
Ambitions*

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OF THE YEAR 2019
POLYGON PROPERTIES SDN BHD



Project Marketing Firm Of The Year
POLYGON PROPERTIES SDN BHD



2019



Most Innovative Marketing Idea
HOMEFIELD REAL ESTATE SDN BHD



2019



Specialized Project
ESPRIT ESTATE AGENT SDN BHD



2019

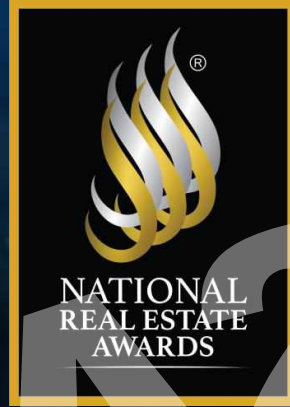
HOMEFIELD REAL ESTATE SDN BHD



Most Tech-Savvy Real Estate Firm
JLL PROPERTY SERVICES (MALAYSIA) SDN BHD



*Achieve
Ambitions*



NATIONAL REAL ESTATE NEGOTIATOR CATEGORY

2019

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BIN AB JALIL - JUSTE LAND



MIEA-TRITERRA REN of the Year
ISMADI BIN AB JALIL
JUSTE LAND SDN BHD



2019

G ZIAN HOW - PROPERTY HUB



Rookie REN of the Year
VINCENT CHONG ZIAN HOW
PROPERTY HUB (SABAH) SDN BHD

propertyhub®
E(1)1283/1
PASSION • INTEGRITY • TEAMWORK

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Residential REN of the Year
SHAYNE TOH YI JIAN
CBD PROPERTIES SDN BHD

CBDPROPERTIES®
www.CBD.com.my



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Commercial REN of the Year
LIM YOONG SIANG
HARTAMAS REAL ESTATE (MALAYSIA) SDN BHD

Hartamas®

2019



Industrial REN of the Year
JOANNE SOH HUI PENG
CBD PROPERTIES SDN BHD

CBDPROPERTIES®
www.CBD.com.my

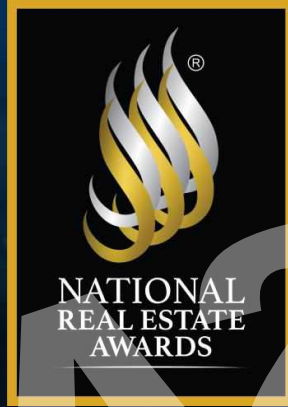


2019



Industrial REN of the Year
LESLEY SIANG, PROTEAM REALTY SDN BHD





STATE REAL ESTATE FIRM CATEGORY

2020

2019

DEONE PROPERTIES SDN BHD



PERAK - DEONE PROPERTIES SDN BHD



2019

CBD PROPERTIES (JB) SDN BHD



JOHOR - CBD PROPERTIES (JB) SDN BHD

CBDPROPERTIES®
www.CBD.com.my

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KOZIN REAL ESTATE SDN BHD



SARAWAK - KOZIN REAL ESTATE SDN BHD



2019

PROPERTY HUB SDN BHD



FEDERAL TERRITORY - PROPERTY HUB SDN BHD

propertyhub
E(1)1283
PASSION • INTEGRITY • TEAMWORK

2019



SABAH - PROPERTY HUB (SABAH) SDN BHD

propertyhub[®]
E(1)1283/1
PASSION • INTEGRITY • TEAMWORK



STATE REAL ESTATE NEGOTIATOR CATEGORY

2019

O TUAN KIAW - H.SIMON RE



SARAWAK - EMILY LOO TUAN KIAW
H. SIMON REAL ESTATE



2019

G ZIAN HOW - PROPERTY HUB



SABAH - VINCENT CHONG ZIAN HOW
PROPERTY HUB (SABAH) SDN BHD

propertyhúb[®]
E(1)1283/1
PASSION • INTEGRITY • TEAMWORK

2019



FEDERAL TERRITORY -
DAVID TAN WEE PENG, PROPERTY HUB SDN BHD

propertyhub[®]
PASSION • INTEGRITY • TEAMWORK
E(1)1283

2019



SELANGOR - AINAL MARYAM BT AHMAD ZAMZURI
HOMEFIELD REAL ESTATE SDN BHD



2019



State Commercial REN of the Year
SABAH - CHESITY BOON MEI MEI
PROPERTY HUB (SABAH) SDN BHD

propertyhub[®]
E(1)1283/1
PASSION • INTEGRITY • TEAMWORK

2019



State Industrial REN of the Year

JOHOR - LESLEY SIANG , PROTEAM REALTY SDN BHD





**MILLION DOLLAR
PRODUCER**

2
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9

TAN SAN YEW - LAURELCAP SD



Million Dollar Producer
TAN SAN YEW, LAURELCAP SDN BHD

Laurel Cap

Trust | Integrity | Expertise

2019



Million Dollar Producer
AARON KUA CHON HONG,
POLYGON PROPERTIES SDN BHD

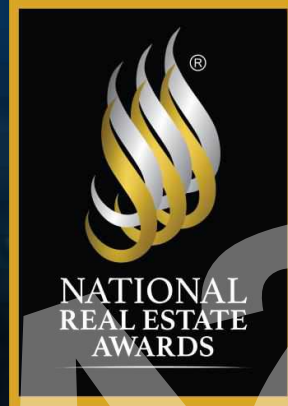


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Million Dollar Producer
SHAYNE TOH YI JIAN, CBD PROPERTIES SDN BHD





MIEA

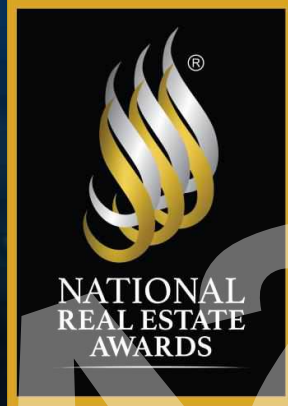
**NATIONAL REAL ESTATE AWARDS
2020**

**BENEFITS OF THE
AWARDS**



BENEFIT

1. Gives Credence & Credibility
2. Recognition In The Industry
3. Motivate Employees
4. Achieving Success
5. Build Presence In The Industry
6. Networking
7. Recruitment
8. Enhance Business Activity
9. Reputation As A Well Run & Managed Firm
10. Success Attracts Success



MIEA

NATIONAL REAL ESTATE AWARDS

**AWARD INCENTIVES &
RECOGNITION**



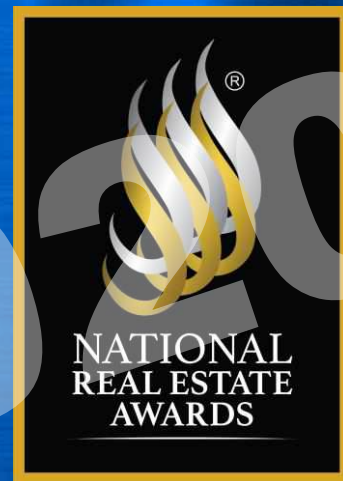
WINNERS ENTITLEMENT

1. Winner's trophy
2. A framed certificate
3. Award winners lapel pin
4. Press conference and media release in the press.
5. Advertisement in media
6. Announcement of recipients in MIEA official "Award Recipient's Handbook.
7. Permanent listing of winners in MIEA website
8. The right to use the approved winner's logo in all publications.



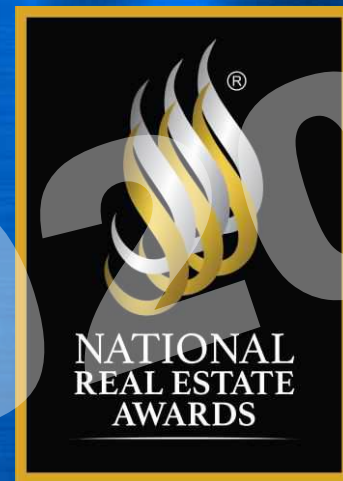
WINNER'S TROPHY

STATE
ARDS
EA



FRAMED
CERTIFICATE

NATIONAL
REAL ESTATE
AWARDS
MIEA



**WINNERS LAPEL
PIN**



THE MIEA NATIONAL REAL ESTATE AWARDS (NREA) WINNERS 2019

These Annual Non-commercial Awards are the Symbol Of Achievement and Success of Top Real Estate Firms, Agents & Negotiators From Throughout Malaysia



LIFETIME ACHIEVEMENT AWARD
CHONG KUAN YONG
RENTAL REAL ESTATE
2019 WINNER

MAN & FIRM OF THE YEAR
SUNSHINE INTERNATIONAL
2019 WINNER

REAL ESTATE FIRM OF THE YEAR
SUNSHINE INTERNATIONAL
2019 WINNER

RESIDENTIAL REAL ESTATE FIRM OF THE YEAR
SUNSHINE INTERNATIONAL
2019 WINNER

COMMERCIAL REAL ESTATE FIRM OF THE YEAR
SUNSHINE INTERNATIONAL
2019 WINNER

WELL-PROPERTIES AWARD
SUNSHINE INTERNATIONAL
2019 WINNER

WELL-PROPERTIES AWARD
SUNSHINE INTERNATIONAL
2019 WINNER

WELL-PROPERTIES AWARD
SUNSHINE INTERNATIONAL
2019 WINNER

WELL-PROPERTIES AWARD
SUNSHINE INTERNATIONAL
2019 WINNER

WELL-PROPERTIES AWARD
SUNSHINE INTERNATIONAL
2019 WINNER



WELL-PROPERTIES AWARD
SUNSHINE INTERNATIONAL
2019 WINNER

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WELL-PROPERTIES AWARD
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SUNSHINE INTERNATIONAL
2019 WINNER

WELL-PROPERTIES AWARD
SUNSHINE INTERNATIONAL
2019 WINNER

WELL-PROPERTIES AWARD
SUNSHINE INTERNATIONAL
2019 WINNER



The MIEA National Real Estate Awards is the leading brand to recognize excellence in Malaysia's real estate practice

The MIEA sponsored NREA awards is in its 11th edition and it has grown to become the most highly recognized and respected award in the Malaysian Real Estate Practice. The award nominations are judged by industry peers after thorough scrutiny covering individual performance, valuation of figures and meeting the highest standards of practice. Awarded winners merit, the awards represent the best ideals of MIEA - Trust, Integrity and Professionalism.



A NATIONAL PROGRAMME
INITIATED & ORGANIZED BY



JOINT AWARD SPONSORS



PREFERRED AUTOMOTIVE PARTNER



PUBLIC RELATIONS PARTNER



SUPPORTING PARTNERS



A MEMBER OF

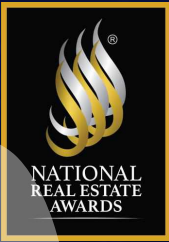
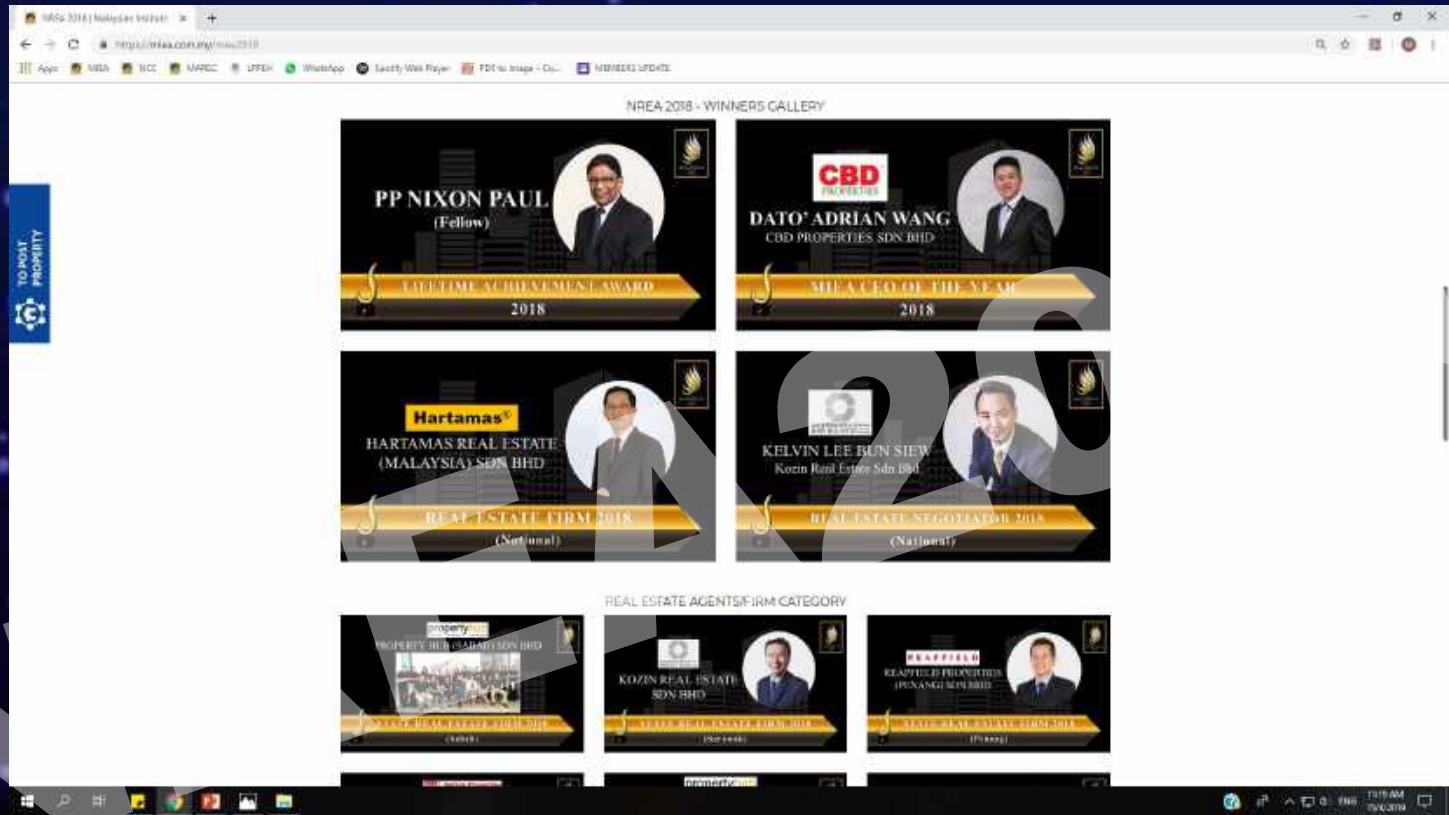


ADVERTISEMENT IN THE MEDIA





ANNOUNCEMENT OF RECIPIENTS “AWARDS RECIPIENT’S HANDBOOK”



PERMANENT LISTING OF WINNERS IN THE MIEA WEBSITE



**APPROVED LOGO
FOR WINNERS**



AWARDS TIMELINE

Awards Pack Launch - 24 July 2020 (Friday)

Submission Closing Date - 28 August 2020 (Friday)

Winners Briefing - 8 September 2020 (Tuesday)

Awards Winners Rehearsal - 10 October 2020 (Saturday)

Awards Gala Dinner - 10 October 2020 (Saturday)



MIEA

NATIONAL REAL ESTATE AWARDS

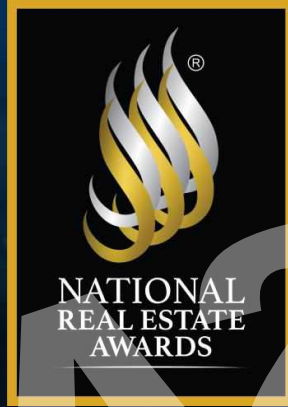
AWARD CATEGORIES

2020



NREA 2020 RECOGNITIONS

LIFETIME ACHIEVEMENT AWARD OF THE YEAR
REAL ESTATE AGENT OF THE YEAR



MIEA

NATIONAL REAL ESTATE AWARDS

AWARDS GUIDELINE

2020



GUIDELINES

A. PARTICIPATION

The award is open to all

- 1) Registered Estate Agents
- 2) Registered Real Estate Firms
- 3) Real Estate Negotiators / Probationary Estate Agents

Both Members and Non Members of MIEA are eligible to participate.

However, different submission fees shall be applicable to members and non members as referred IN item K under guideline.

B. PARTICIPATING FIRMS

- a. CATEGORY 1 - Participation shall be by a group or combination of branches.
- b. OTHER CATEGORIES - Participation shall be by an individual Real Estate office or branches as an entity by itself and not collectively as an organization.



GUIDELINES

C. QUALIFYING PERIOD FOR SALE

Consideration is for sales concluded from **1st January 2019** to **31st December 2019** only.

D. OPEN AND CLOSING DATE

Entries are open from **24th July, 2020** and should reach the MIEA secretariat by **12:00 noon** on **28th August, 2020**. All documentation should be sent by Registered post/Courier or Hand delivered to the Secretariat.

E. JUDGING CRITERIA

Winners are not judged by sales performance only but on other areas as stated under the awards criteria in each category. Submission of relevant info under each category is important to maximize your score. Tables and example are given to assist in the submissions.



GUIDELINES

F. SERVICE TAX

To ensure accuracy in sales achievement, the judges will strictly correlate your performance with payment of **service tax** to Royal Customs Department during the qualifying period. All copies of receipts for the year 2019 up to May 2020 to be attached and all authentications of sales concluded must correspond with receipts of payment of service tax.

H. FEES

Fees is referred to as fees collected/earned from a sale, rental, lease or tenancy management

G. FEES EARNED

For individual REA, PEA and REN the fees earned shall be based on individual performance and not from group or team sales including overriding. For co-agency deals, you should only add the fee portion earned by his/her firm.



GUIDELINES

I. JUDGES

The awards will be judged by a panel of experienced independent judges outside of MIEA.

J. ACCURACY OF INFORMATION PROVIDED

All participating firms must provide the information with accuracy and truthfulness. If any information presented is found to be false, the Institute reserves the right to disqualify or to withdraw the award at any point of time before or after the awards ceremony.

K. SUBMISSION FEE

Please enclose the submission fee together for each category and the fees are not Refundable under any circumstances.



GUIDELINES

L. CONFIDENTIALITY OF INFORMATION

The award submission(s) received shall be strictly for the use of MIEA. The National awards committee, the Institute and the panel of Judges will undertake to ensure the confidentiality of all information received. All submissions will become the property of MIEA and we reserve the right to use any key information to announce the winners and their achievements and for purpose of promoting the awards.

M. AWARDS GALA NIGHT

The Awards Gala Dinner is scheduled to be held on **10th October 2020** at Berjaya Time Square Hotel



GUIDELINES

N. WINNERS COMMITMENT

All winners to undertake and to support the awards by committing to the 'Awards Charter'.

O. THE REAL ESTATE MDRT CLUB

For the above category the REA, PEA & REN will be classified in one group for judging as this is not a competitive award. The judging will be based on performance on Sales achievement



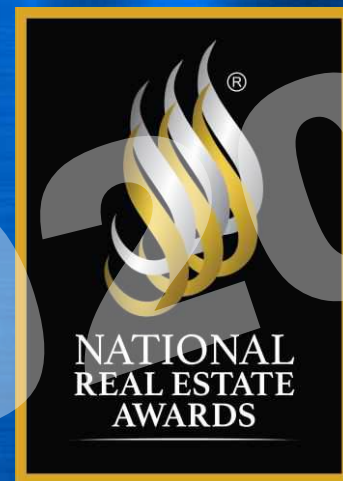
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NATIONAL REAL ESTATE AWARDS

SUBMISSION FEES

2020

NREA 2020		SUBMISSION FEE	
CATEGORIES		MEMBER	NON-MEMBER
RECOGNITION AWARDS			
RECOGNITION	LIFETIME ACHIEVEMENT AWARD OF THE YEAR		
RECOGNITION	REAL ESTATE AGENT OF THE YEAR		
REAL ESTATE FIRM AWARDS			
CATEGORY 1	REAL ESTATE FIRM OF THE YEAR		
	Category 1A: Large firms - With 501 or more RENs	RM2,000.00	RM4,000.00
	Category 1B: Medium Sized - With 51 - 500 RENs	RM2,000.00	RM4,000.00
	Category 1C: Small Firms - With 50 RENs or less	RM2,000.00	RM4,000.00
CATEGORY 2	RESIDENTIAL REAL ESTATE FIRM OF THE YEAR	RM1,500.00	RM3,000.00
CATEGORY 3	COMMERCIAL REAL ESTATE FIRM OF THE YEAR	RM1,500.00	RM3,000.00
CATEGORY 4	INDUSTRIAL REAL ESTATE FIRM OF THE YEAR	RM1,500.00	RM3,000.00
CATEGORY 5	PROJECT MARKETING FIRM OF THE YEAR	RM1,500.00	RM3,000.00
CATEGORY 6	MOST INNOVATIVE MARKETING IDEA OF THE YEAR	RM1,500.00	RM3,000.00
CATEGORY 7	SPECIALIZED PROJECT OF THE YEAR	RM1,500.00	RM3,000.00
CATEGORY 8	MIEA-PROPERTYGURU TECH REAL ESTATE FIRM OF THE YEAR	RM1,500.00	RM3,000.00



SUBMISSION FEE TABLE

REAL ESTATE NEGOTIATOR AWARDS

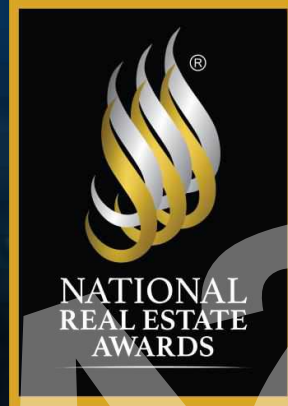
CATEGORY 9	REAL ESTATE NEGOTIATOR OF THE YEAR	RM1,000.00	RM2,000.00
CATEGORY 10	ROOKIE REN OF THE YEAR	RM1,000.00	RM2,000.00
CATEGORY 11	RESIDENTIAL REN OF THE YEAR	RM1,000.00	RM2,000.00
CATEGORY 12	COMMERCIAL REN OF THE YEAR	RM1,000.00	RM2,000.00
CATEGORY 13	INDUSTRIAL REN OF THE YEAR	RM1,000.00	RM2,000.00
CATEGORY 14	REAL ESTATE MDRT CLUB	RM2,000.00	RM4,000.00

STATE REAL ESTATE AWARDS

CATEGORY 15	STATE REAL ESTATE FIRM OF THE YEAR	RM1,500.00	RM3,000.00
CATEGORY 16	STATE RESIDENTIAL REAL ESTATE FIRM OF THE YEAR	RM1,500.00	RM3,000.00
CATEGORY 17	STATE REN OF THE YEAR	RM1,000.00	RM2,000.00
CATEGORY 18	STATE RESIDENTIAL REN OF THE YEAR	RM1,000.00	RM2,000.00
CATEGORY 19	STATE COMMERCIAL REN OF THE YEAR	RM1,000.00	RM2,000.00
CATEGORY 20	STATE INDUSTRIAL REN OF THE YEAR	RM1,000.00	RM2,000.00



SUBMISSION FEE TABLE



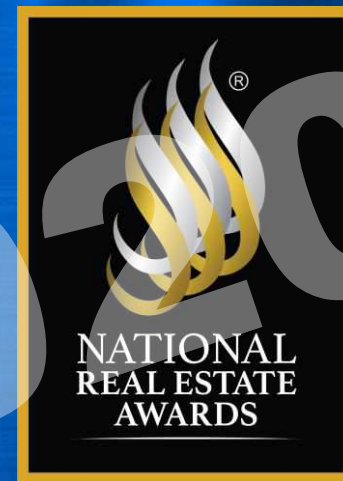
MIEA

NATIONAL REAL ESTATE AWARDS

AWARDS CHARTER

2020

NREA 2020		Charter	
CATEGORIES		No. of Table	No. of Advertisement
RECOGNITION AWARDS			
RECOGNITION	LIFETIME ACHIEVEMENT AWARD OF THE YEAR	1	1
RECOGNITION	REAL ESTATE AGENT OF THE YEAR	1	1
REAL ESTATE FIRM AWARDS			
CATEGORY 1	REAL ESTATE FIRM OF THE YEAR		
	Category 1A: Large firms - With 501 or more RENs	3	2
	Category 1B: Medium Sized - With 51 - 500 RENs	3	1
	Category 1C: Small Firms - With 50 RENs or less	3	1
CATEGORY 2	RESIDENTIAL REAL ESTATE FIRM OF THE YEAR	2	1
CATEGORY 3	COMMERCIAL REAL ESTATE FIRM OF THE YEAR	2	1
CATEGORY 4	INDUSTRIAL REAL ESTATE FIRM OF THE YEAR	2	1
CATEGORY 5	PROJECT MARKETING FIRM OF THE YEAR	2	1
CATEGORY 6	MOST INNOVATIVE MARKETING IDEA OF THE YEAR	2	1
CATEGORY 7	SPECIALIZED PROJECT OF THE YEAR	2	1
CATEGORY 8	MIEA-PROPERTYGURU TECH REAL ESTATE FIRM OF THE YEAR	2	1



AWARDS CHARTER

REAL ESTATE NEGOTIATOR AWARDS			
CATEGORY 9	REAL ESTATE NEGOTIATOR OF THE YEAR	1	1
CATEGORY 10	ROOKIE REN OF THE YEAR	1	1
CATEGORY 11	RESIDENTIAL REN OF THE YEAR	1	1
CATEGORY 12	COMMERCIAL REN OF THE YEAR	1	1
CATEGORY 13	INDUSTRIAL REN OF THE YEAR	1	1
CATEGORY 14	REAL ESTATE MDRT CLUB	1	1
STATE REAL ESTATE AWARDS			
CATEGORY 15	STATE REAL ESTATE FIRM OF THE YEAR	1	1
CATEGORY 16	STATE RESIDENTIAL REAL ESTATE FIRM OF THE YEAR	1	1
CATEGORY 17	STATE REN OF THE YEAR	1	1
CATEGORY 18	STATE RESIDENTIAL REN OF THE YEAR	1	1
CATEGORY 19	STATE COMMERCIAL REN OF THE YEAR	1	1
CATEGORY 20	STATE INDUSTRIAL REN OF THE YEAR	1	1
ASEAN REAL ESTATE AWARDS			
CATEGORY 21	ASEAN REAL ESTATE FIRM OF THE YEAR	\$1000.00	



AWARDS CHARTER

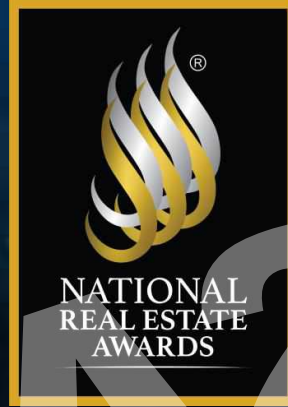


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NATIONAL REAL ESTATE AWARDS

AWARD CATEGORIES

2020



MIEA
NATIONAL REAL ESTATE AWARDS

RECOGNITION

2020



RECOGNITION: LIFETIME ACHIEVEMENT AWARD

INTRODUCTION

This award is designed to recognize a Real Estate Agent who has contributed towards the advancement of the real estate fraternity either at the personal, company or industry level in his lifetime.

The candidate should have shown exemplary work and sacrifice which has helped improve the practice and have shown to have high standards in their personal character.

Any voting members in good standing are eligible to nominate a candidate with a minimum write up of 500 words explaining the individual's contribution in these areas:

- i) His/her exemplary work towards the profession and his/her firm;
- ii) Personal contribution to the profession;
- iii) His/her services to the Malaysian Institute of Estate Agents; and
- iv) Any other recognition received or facts to support the nomination.

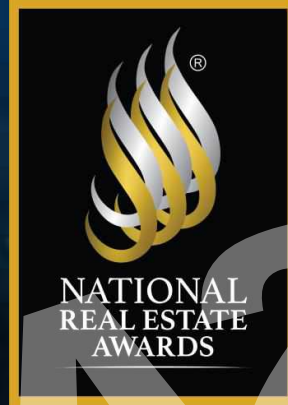


RECOGNITION: REAL ESTATE AGENT

INTRODUCTION

This is an Award of recognition by industry peers and is presented to a practising registered Real Estate Agent who has proven to be a role model in the profession and his peers in the following areas;

1. Has shown personal leadership in managing the firm
 2. Shown strong ability to organize, plan, execute and to achieve the desired results
 3. Possess good entrepreneurial & communication skills
 4. Has adopted good agency practice, adhere to high ethical standards of the profession,
 5. Having the ability to work and built teams
- The candidates are to be nominated by members of MIEA
 - The nominations are to be reviewed & shortlisted by the Special Awards Select Committee
 - Awardees to be endorsed by the MIEA Board of Directors



MICA

NATIONAL REAL ESTATE AWARDS

**REAL ESTATE FIRM
AWARD**

2020



REAL ESTATE FIRM OF THE YEAR

Category 1A: Large firms - With 501 or more RENs

Category 1B: Medium Size - With 51 - 500 RENs

Category 1C: Small Firms - With 50 RENs or less



REAL ESTATE FIRM OF THE YEAR

Section 1: Firm's Business Plan and Execution

Section 2: Firm Achievements

Section 3: Recruitment & Human Development

Section 4: Commitment to Quality Client Service (QCS)

Section 5: Firm's Technologies & Innovation Initiatives

Section 6: Corporate Social Responsibility (CSR) Initiative

Section 7: Your conviction to win the Award



RESIDENTIAL REAL ESTATE FIRM OF THE YEAR

Section 1: Firm's Business Plan and Execution

Section 2: Firm Achievements

Section 3: Recruitment & Human Development

Section 4: Commitment to Quality Client Service (QCS)

Section 5: Firm's Technologies & Innovation Initiatives

Section 6: Corporate Social Responsibility (CSR) Initiative

Section 7: Your conviction to win the Award



COMMERCIAL REAL ESTATE FIRM OF THE YEAR

Section 1: Firm's Business Plan and Execution

Section 2: Firm Achievements

Section 3: Recruitment & Human Development

Section 4: Commitment to Quality Client Service (QCS)

Section 5: Firm's Technologies & Innovation Initiatives

Section 6: Corporate Social Responsibility (CSR) Initiative

Section 7: Your conviction to win the Award



INDUSTRIAL REAL ESTATE FIRM OF THE YEAR

Section 1: Firm's Business Plan and Execution

Section 2: Firm Achievements

Section 3: Recruitment & Human Development

Section 4: Commitment to Quality Client Service (QCS)

Section 5: Firm's Technologies & Innovation Initiatives

Section 6: Corporate Social Responsibility (CSR) Initiative

Section 7: Your conviction to win the Award



PROJECT MARKETING FIRM OF THE YEAR

Section 1: Project Brief

Section 2: Sales Achievement of the firm

Section 3: Marketing

Section 4: Negotiators Involvement

Section 5: Service Delivery

Section 6: Tell Us Why Your Firm Should Win This Prestigious Award?



MOST INNOVATIVE MARKETING IDEA

Section 1: Innovation

Section 2: Innovative Process

Section 3: Collaterals

Section 4: Benefit to Industry

Section 5: Benefit to Consumers

Section 6: Tell Us Why Your Firm Should Win This Prestigious Award?



SPECIALIZED PROJECT

Section 1: What Special Project & Key Achievements

Section 2: Impact of the Project

Section 3: Obstacle & Challenges faced

Section 4: Other contributory factors

Section 5: Tell Us Why Your Firm Should Win This Prestigious Award?



MIEA-PROPERTYGURU TECH REAL ESTATE FIRM OF THE YEAR

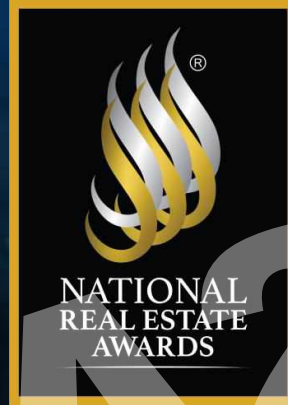
Section 1: What is the Technology?

Section 2: Innovativeness and Effectiveness of the Solution

Section 3: How the Technology has helped RENs and or your Clients at large?

Section 4: Investment on Development of Tech Solution

Section 5: Tell Us Why Your Firm Should Win This Prestigious Award?



MICA

NATIONAL REAL ESTATE AWARDS

REN/PEA AWARD

2020



REN OF THE YEAR

- Section 1: Your Personal Achievements
- Section 2: Your Sales Plan and Execution
- Section 3: Commitment to Quality Client Service
- Section 4: Personal Milestone
- Section 5: Personal Development Plan
- Section 6: Tell Us Why You Should Win This Prestigious Award?



ROOKIE REN OF THE YEAR

- Section 1: Your Personal Achievements
- Section 2: Your Sales Plan and Execution
- Section 3: Commitment to Quality Client Service
- Section 4: Personal Milestone
- Section 5: Personal Development Plan
- Section 6: Tell Us Why You Should Win This Prestigious Award?



RESIDENTIAL REN OF THE YEAR

- Section 1: Your Personal Achievements
- Section 2: Your Sales Plan and Execution
- Section 3: Commitment to Quality Client Service
- Section 4: Personal Milestone
- Section 5: Personal Development Plan
- Section 6: Tell Us Why You Should Win This Prestigious Award?



COMMERCIAL REN OF THE YEAR

- Section 1: Your Personal Achievements
- Section 2: Your Sales Plan and Execution
- Section 3: Commitment to Quality Client Service
- Section 4: Personal Milestone
- Section 5: Personal Development Plan
- Section 6: Tell Us Why You Should Win This Prestigious Award?



INDUSTRIAL REN OF THE YEAR

Section 1: Your Personal Achievements

Section 2: Your Sales Plan and Execution

Section 3: Commitment to Quality Client Service

Section 4: Personal Milestone

Section 5: Personal Development Plan

Section 6: Tell Us Why You Should Win This Prestigious Award?



REAL ESTATE MDRT CLUB

Section 1: Significant Sales Achievement

Section 2: Professional Development Plan

Section 3: Marketing

Section 4: Other Contributory Factors

Section 5: Tell Us Why You Should Win This Prestigious Award?



MICA

NATIONAL REAL ESTATE AWARDS

STATE AWARDS

2020



STATE REAL ESTATE FIRM OF THE YEAR

Section 1: Firm's Business Plan and Execution

Section 2: Firm Achievements

Section 3: Recruitment & Human Development

Section 4: Commitment to Quality Client Service (QCS)

Section 5: Firm's Technologies & Innovation Initiatives

Section 6: Corporate Social Responsibility (CSR) Initiative

Section 7: Your conviction to win the Award



STATE RESIDENTIAL FIRM OF THE YEAR

Section 1: Firm's Business Plan and Execution

Section 2: Firm Achievements

Section 3: Recruitment & Human Development

Section 4: Commitment to Quality Client Service (QCS)

Section 5: Firm's Technologies & Innovation Initiatives

Section 6: Corporate Social Responsibility (CSR) Initiative

Section 7: Your conviction to win the Award



STATE REN OF THE YEAR

Section 1: Your Personal Achievements

Section 2: Your Sales Plan and Execution

Section 3: Commitment to Quality Client Service

Section 4: Personal Milestone

Section 5: Personal Development Plan

Section 6: Tell Us Why You Should Win This Prestigious Award?



STATE RESIDENTIAL REN OF THE YEAR

Section 1: Your Personal Achievements

Section 2: Your Sales Plan and Execution

Section 3: Commitment to Quality Client Service

Section 4: Personal Milestone

Section 5: Personal Development Plan

Section 6: Tell Us Why You Should Win This Prestigious Award?



STATE COMMERCIAL REN OF THE YEAR

Section 1: Your Personal Achievements

Section 2: Your Sales Plan and Execution

Section 3: Commitment to Quality Client Service

Section 4: Personal Milestone

Section 5: Personal Development Plan

Section 6: Tell Us Why You Should Win This Prestigious Award?



STATE INDUSTRIAL REN OF THE YEAR

Section 1: Your Personal Achievements

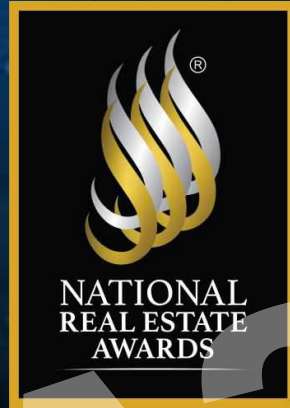
Section 2: Your Sales Plan and Execution

Section 3: Commitment to Quality Client Service

Section 4: Personal Milestone

Section 5: Personal Development Plan

Section 6: Tell Us Why You Should Win This Prestigious Award?



MIEA
NATIONAL REAL ESTATE AWARDS

ASEAN REAL ESTATE FIRM AWARD

2020



ASEAN REAL ESTATE FIRM OF THE YEAR

Section 1: Firm's Business Plan and Execution

Section 2: Firm Achievements

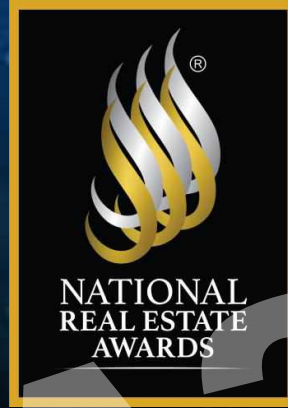
Section 3: Recruitment & Human Development

Section 4: Commitment to Quality Client Service (QCS)

Section 5: Firm's Technologies & Innovation Initiatives

Section 6: Corporate Social Responsibility (CSR) Initiative

Section 7: Your conviction to win the Award



**MIEA
NATIONAL REAL ESTATE AWARDS**

STEP-BY-STEP GUIDELINES

2020



STEP-BY-STEP GUIDELINES

Step 1 – Submission Process

- a) Select the category you wish to submit.
- b) Complete the Entry form and attach with the submissions.
- c) Use one entry form for each category .

Step 2 – Filling it up

- a) Based on the awards criteria in the respective categories, detail out the requirements section by section.
- b) Highlight reasons why you deserve the award based on each section of the judging criteria in not more than 200 words.
- c) Marks will be awarded based on the facts you have outlined under the respective sections.

Step 3 - Evidence

- a) All entries must provide evidence of sales as required i.e. service tax receipts for the fees collected.
- b) Additional evidence like listing agreement, agreement to purchase, agreement to rent or any documents that proves completion of sale and collection of fees is acceptable.



STEP-BY-STEP GUIDELINES

Step 4 – Attachments

You are required to attach the following :

- i. Logo of the firm.
- ii. A passport size photograph of the individual person who is bidding for the award.
- iii. Attach bidding form together with relevant bidding fee payable to “Malaysian Institute of Estate Agents”.
- iv. Please attach “Entry Form” on the envelope for each category separately .
- v. The “Declaration Form” is compulsory to be signed by the Registered Estate Agent/
- vi. Principal of the firm or the branches.

Step 5 – Award Submission

It is compulsory to submit the following :

- i) Executive summary covering individual section.
- ii) 5 sets of hardcopy for judges.
- iii) Softcopy in CD or pen drive.

If you have further clarification, please e-mail your queries to the National Awards Committee,
Ms Afina at events@miea.com.my



HOW TO WRITE A WINNABLE SUBMISSION

- Allocate time and resources to complete it
- Believe your submission can win
- Put your heart and soul into it
- Answer the questions in each section direct to the point. Add collaterals if necessary or proof of what was done
- Showcase your achievements
- Always keep to the facts
- Tell the truth

THREE RULE TO FOLLOW

1. THE ANGLE

What's the story? There are many entries so your story must stand out with A good opening statement. The executive summary will sum it all up

2. THE DIFFERENTIAL FACTOR

What makes the story unique. Add those points in. e.g. You sold a project in 2 months. What was unique about it.

3. IMPACTFUL

Give evidence to back up your story. Quantitative, qualitative figure are important. Add graphs, charts etc. To win the judges heart.