

The Institute of Estate Agents of South Africa Western Cape

(Incorporated Association not for gain. Reg No./Nr.1994/10373/08)

10 Howard Studios, Sheldon Way, Pinelands, Cape Town 7405

Tel: 021 531 3180 • Fax: 086 4400 849

E-mail: janine@cape.ieasa.org.za

Website: www.iesawcape.org.za • PropStats: www.propstats.co.za

IT PAYS TO BELONG

YOUR membership is YOUR strength The more members we represent the stronger our voice

*IEASA has been the body representing property professionals for over 75 years.
Now more than ever today's property professionals require all the support and assistance
the Institute of Estate Agents of South Africa (IEASA) has to offer.*

*We are at the frontline of providing guidance and support to members in order to embrace the process of
professionalising themselves, their businesses and their organisations.*

South Africa's property practitioners need a professional body that supports and represents their interests.
The Institute of Estate Agents **IS** the voice of the real estate profession and we represent our members at all
levels from government organisations to local authorities to lending institutions and affiliated professions.

MEMBERSHIP CATEGORIES & FEE STRUCTURES

MONTHLY / ANNUAL DEBIT ORDER:

Monthly payment of R70 OR Annual payment of R800

*Subject to individuals completing an IEASA Monthly / Annual Debit Order Instruction Form.
Your monthly or annual fee will be debited from your bank account on a monthly/annual basis.*

INDIVIDUAL MEMBER:

Initial joining fee of R500

PLUS Monthly payment of R70 OR Annual payment of R800

*Limited to agents holding a valid Fidelity Fund Certificate in the position of principal, employee or intern.
Membership is for one year, renewal date being the date of joining.*

ASSOCIATE MEMBER:

*Subscription as above and limited to individuals operating in associated businesses such as:
banks, conveyancers, valuers, attorneys, accountants and financial advisers etc.*

Associate Members do not have voting rights.

CAN YOU BE A PROPERTY PROFESSIONAL WITHOUT BEING AN IEASA MEMBER?

The Estate Agency Affairs Board shares our view that estate agency should be regarded and accepted as a profession and not simply as an 'industry'.

Other professionals, such as lawyers, architects, and engineers, are recognised only if they are members of professional associations. IEASA is the professional association for estate agents, and we anticipate that soon estate agents will not be regarded as professionals unless they are IEASA members.

Objectives of IEASA:

The Institute is a body which governs the conduct of its members, encouraging the highest level of professionalism in real estate.

Who should belong?

The Institute is not a statutory body and therefore does not have legislative powers in terms of the Estate Agents Act of 1976 and membership is voluntary and is open to all those involved in from bond originators, bank staff, valuers, financial advisors and other related fields in real estate.

All property professionals in possession of a valid Fidelity Fund Certificate may be full members and entitled to vote at the IEASA AGM.

Membership and is subject to the discretion of the IEASA Western Cape Board of Directors and members in good standing may use the designation MIEA on their letterheads, business cards, press and other forms of advertising.

Members are bound by the "Ethical Obligations of Members" which sets specific parameters of conduct by members. These Ethical Standards, set by the Institute, provide the consumer with the peace of mind of knowing that Members uphold the very highest standard of conduct and service. The IEASA "Code of Ethics" are displayed on www.ieasa.org.za found on our website.

Enjoy direct membership benefits:

There are direct personal and professional benefits to being an IEASA member:

- access to RPL assessment programmes at discounted rates (every estate agent will have to completed an RPL assessment by Oct 2013 in order to renew their FFC for 2014 in order to remain in the profession)
- access to training courses, seminars, workshops, and networking events – at up to 50% discount. We also provide real estate sales, rentals, commercial and management courses.
- EAAB Professional Designation Examination (PDE) preparatory workshops are also available.
- a dispute resolution service to resolve professional problems between IEASA members speedily and inexpensively
- access to the www.worldproperties.com website, which gives all IEASA members an equal opportunity to showcase their listings to a worldwide market

- Affiliation with the National Association of Realtors (NAR USA) and an annual guided tour to their International convention.
- Affiliation to the International Consortium of Real Estate Agencies (ICREA), which gives members access to international business opportunities

IEASA is your voice to the government and others:

The larger our membership, the greater our credibility in the eyes of the government, the Estate Agency Affairs Board, the Services SETA, and the other authorities (and non-statutory organisations) which we deal with on behalf of our members and the profession:

- IEASA provides input to government on proposed legislation that affects our profession
- IEASA is represented on relevant boards and committees that deal with qualifications, education, and training
- IEASA is represented on the Estate Agency Affairs Board, which regulates our profession (our current Chairman for IEASA Western Cape Region is also a Director of IEASA National and is Chairman of the EAAB Property Forum, which has been created to forge the path for the professional qualifications in real estate)
- IEASA is a member of the Property Sector Charter Council, which promotes BEE in the real estate sector

IEASA Western Cape has 2 unique divisions developed specifically for the benefit of its members:

• Training and Education:

Skill training, workshops and seminars are provided for IEASA members. RPL guidance and discounted course options are available and preparatory courses for the upcoming EAAB Professional Designation Examination will be offered

• PropStats:

Our on-line property database provides effective property market analysis data information on current sales and trends.

PropStats enables current sales information to be captured onto the online database, www.propstats.co.za which facilitates the sharing of property sales details once the suspensive conditions have been met.

Full management statistical reports are available for principals on request.



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APPLICATION FOR MEMBERSHIP

Please complete all sections
clearly in **BLOCK LETTERS**

Please Tick: Individual Associate

Surname: _____ Full Names: _____

Name to be printed on your membership card _____

Title: Mr/Mrs/Miss/Other _____ Status: Principal Non-Principal Intern Other

Population group (Required by SSETA for planning purposes) Black Coloured Indian White

Identity number: _____ Fidelity Fund Certificate No: _____

(Attach copy of your ID document and current Fidelity Fund Certificate)

Residential Address: _____

_____ Postal Code: _____

Home Tel - Code: _____ Tel: No.: _____ Cell: _____

Company Name: _____

VAT REGISTRATION NO: _____

Postal Address of Company: _____

_____ Postal Code: _____

Company Street Address: _____

Tel Code: _____ Tel: No.: _____ Fax: _____

Business E-mail: _____ Personal E-mail: _____

Website: _____

RPL level (Proof to be submitted with application): NQF 4 NQF 5 NQF 7

International designations (Proof to be submitted with application):

CRS CRB TRC CIPS CRM Other _____

Business speciality (Please tick division in which you are most active):

Sales: Residential Sectional Title C&I Agricultural Auction

Admin/Rentals: Residential Sectional Title C&I

Broking: Business Broking C&I

Other: (developers, valuers, conveyancers, mortgage originators etc) _____

Suburbs in which you operate: _____

Method of payment: Cheque Cash Direct Deposit Monthly Debt Order Annual Debt Order

1. I certify that the particulars given in this application are true and correct.

2. I agree to be bound by the Memorandum and Articles of Association and Regulations of the Institute.
(a copy of which is available for inspection at the office of the region)

Date: _____ Signature: _____ Event/ Referred by: _____

♦ Membership cards remain the property of IEASA, and must be returned on termination of membership.

Direct deposits: Nedbank - Pinelands Branch Code: 104 709 A/c No.1047 026 708 Please fax proof of payment 086 4400 849

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BANK DEBIT ORDER INSTRUCTION

Name (Debtor) : _____

Date : _____

Address : _____

Signatory name : _____

Contact Tel : _____

Membership no : _____

Dear Sirs/Madams

The details of my bank account are as follows:

BANK : _____

BRANCH/TOWN : _____

BRANCH NO. : _____

ACCOUNT NAME : _____

ACCOUNT NO. : _____

TYPE OF A/C : _____

(savings, current, transmission)

I/we hereby request and authorize you to draw against my/our account with the abovementioned bank (or any other bank or branch to which I/we may transfer my/our account) the sum of R70 Monthly OR R800 Annually _____ (state amount in words) or any variable amount pertaining to this agreement, on the first working day of each month or anniversary month. This being the amount necessary for the payment of the monthly amount or annual amount due to you in respect of our membership fees.

All such withdrawals from my/our account by you shall be treated as though they had been signed by me/us personally. I/we the undersigned, "instruct" and authorize your agent, to draw against my/our account. I/we understand that if bank details have been supplied the withdrawals authorized here will be processed and I/we also understand that details of each withdrawal will be printed on my/our statement.

I/we agree to pay any banking charges relating to this debit order instruction.

This authority may be cancelled by means of giving you twenty business days' notice in writing, sent by prepaid registered post, but I/we understand that I/we shall not be entitled to any refund of amounts, which you have withdrawn whilst this authority was in force if such amounts were legally owing to you.

Assignment: I/We acknowledge that the party hereby authorized to effect the drawing(s) against my/our account may not cede or assign any of its rights and that I/we may not delegate any of my/our obligations in terms of this contract/authority to any third party without prior written consent of the authorized party.

Signed _____ on this _____ day of _____ 20 _____

SIGNATURE AS USED FOR SIGNING CHEQUES OR CREDIT CARD VOUCHERS
Please email completed form to Janine@cape.ieasa.org.za OR fax: 086 4400 849