



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: 021 531 2931

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

PropPlacements: kim@propertyplacements.co.za

Website: www.ieasawcape.co.za • PropStats: www.propstats.co.za

IT PAYS TO BELONG

Today, more than ever, South Africa's estate agents need a professional body that supports and when necessary, fights for 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. Our strength lies in our membership, the more members we have the stronger and more effective we are.

The Institute of Estate Agents of South Africa (IEASA) has been the professional home of estate agents for over seventy-three years. We are at the frontline of providing awareness, guidance and support to members to embrace the process of professionalising themselves, their businesses and their organisations.

Objectives:

While the Institute is not a statutory body and therefore does not have legislative powers in terms of the Estate Agents Act of 1976, the Institute is a body which governs the conduct of its members, encouraging the highest level of professionalism in real estate.

Membership criteria:

Membership of the Institute of Estate Agents is voluntary and is open to all estate agents in possession of a valid Fidelity Fund Certificate and is subject to the discretion of the Board of Directors.

Only members in good standing may use the MIEA designation on letterheads, business cards and in advertising of any form.

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.

Enjoy direct membership benefits:

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

- access to the www.worldproperties.com website, which gives all IEASA members an equal opportunity to showcase their listings to a worldwide market
- access to RPL assessment programmes at discounted rates (every estate agent will have to complete RPL assessment by the end of 2011 in order to remain in the profession)
- access to training courses, seminars, workshops, and networking events – we also provide real estate sales and letting courses. Information and training for the EAAB Professional Designation Examination (PDE) is also available.
- a dispute resolution service to resolve professional problems between IEASA members speedily and inexpensively
- affiliation with the National Association of Realtors (in the USA) and the International Consortium of Real Estate Agencies, 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 3 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 CMA information on current sales and trends. This service is free to members. Management statistical reports are available for principals on request.

• **PropPlacements:**

Our unique real estate recruitment service provides opportunities for agents and resources for principals. Members enjoy a 20% discount for recruitment services through PropPlacements

CAN YOU BE A 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.

MEMBERSHIP CATEGORIES & FEE STRUCTURES

PREFERRED METHOD OF PAYMENT

MONTHLY DEBIT ORDER: Initial joining fee of R500 PLUS Monthly payment of R45

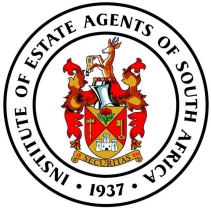
*Subject to individuals or companies completing an IEASA Monthly Debit Order Instruction Form.
R45 will be debited from your bank account on a monthly basis.*

INDIVIDUAL MEMBER: Initial joining fee of R500 PLUS Annual payment of R540

*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: Initial joining fee of R500 PLUS Annual payment of R540

Limited to individuals or companies operating in associated businesses such as banking, conveyancing etc. these members do not have voting rights.



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: 021 531 2931

E-mail: info@cape.ieasa.org.za • PropPlacements: kim@propertyplacements.co.za

Website: www.ieasawcape.co.za • PropStats: www.propstats.co.za



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

APPLICATION FOR MEMBERSHIP

Please Tick: Individual Associate

Preferred Language

ENG

AFR

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: _____ (NB) SDL 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

- I certify that the particulars given in this application are true and correct.
- 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: _____ Referred by: _____

◆ The membership card remains 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

FOR OFFICE USE ONLY

STAFF MEMBER: ANNETTE - 2011

Receipt No. _____ Date of Receipt: _____ Membership No.: _____ Total: _____



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: 021 531 2931

E-mail: info@cape.ieasa.org.za • PropPlacements: kim@propertyplacements.co.za

Website: www.ieasawcape.co.za • PropStats: www.propstats.co.za

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 _____ (state amount in words) or any **variable** amount pertaining to this agreement, on the **first working day** of each month. This being the amount necessary for the payment of the monthly 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 Netcash (Pty) Ltd, to draw against my/our account. I/we understand that if bank details have been supplied the withdrawals authorized here will be processed by BankServ. 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 thirty 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 fax completed form to 021 531 2931