

(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: members@ieasa.org.za  
Website: www.ieasa.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 85 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

**INDIVIDUAL MEMBER:**  
**Annual payment of R550**

*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:**  
**Annual Payment of R800**

*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 Property Practitioners Regulatory Authority 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](http://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
- 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.
- PPRA Professional Designation Examination (PDE) preparatory workshops are also available.
- a dispute resolution service to resolve professional problems between IEASA members speedily and inexpensively
- 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 (PPRA), (Multi Stakeholders forum which has been created to forge the path for professionalizing real estate)
- IEASA is represented on the National Property Practitioners Council (NPPC) which has been created to represent our Members within the Sector
- IEASA is a member of the Property Sector Charter Council (PSCC), which promotes BEE in the real estate sector

## **Training & 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 PPRA Professional Designation Examination will be offered

## **PropStats:**

### **IEASA Western Cape has a unique division namely Propstats, which we plan to roll out to the entire Country:**

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](http://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.

**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 certificate: \_\_\_\_\_

Title: Mr/Mrs/Miss/Ms \_\_\_\_\_ 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: \_\_\_\_\_

Qualification Level:  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: \_\_\_\_\_