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Networking at its best

Interact with estate agents at convention to get lowdown on investment opportunities

THE Malaysian Institute of Estate Agents (MIEA) will be holding its Malaysian Annual Real Estate Convention (MAREC 13) on March 7 and 8. This year, the convention has been given a fresh approach, which MIEA believes will be of interest to the investing public.

The conventions in previous years generally cater to their members, practitioners and professionals in the real estate industry.

However, this year, with the theme "Changing Trends—Managing Future Challenges", the organising committee feels that it is better if there are a mix of practitioners and members of the public.

This helps to create an opportunity for the investing public and practitioners to network and forge a working relationship.

To enhance networking activities, a cocktail has been organised at the end of the second day of the convention.

The cocktail will be a good platform to network and establish ties among investors and practitioners. The investing public can interact with estate agents who can assist them in their search for suitable investment properties.

They will also have the opportunity to meet estate agents who specialise in specific types of properties or in particular locations.

It is hoped that those at the convention will take advantage of the cocktail session to network and explore business opportunities.



Sterling reputation: Ho Chin Soon will present a paper on Property Hotspots—Future Growth Area.

Among the topics that will be covered in MAREC 13 are subjects on Green Buildings and its implications on the market, The Real Estate Profession and a topic on Property Hotspots—Future Growth Areas.

The topic of Property Hotspots—Future Growth Areas is bound to be a hit with property investors. This topic will take a critical look at various potential investment hotspots, with discussions centred on what make these places attractive.

It is expected that hotspots in the Greater Kuala Lumpur area will fall largely at the MRT and LRT extension lines currently under construction.

A potential growth location could be Ayer Keroh, when the high-speed



Not just small talk: Participants taking advantage of the cocktail session to network and meet estate agents.

rail project is announced from Kuala Lumpur to Singapore.

Renowned property consultant, map-maker and researcher, Royal Institution of Surveyors Malaysia fellow Ho Chin Soon has been invited to present the topic. Over the years, Ho has built a sterling reputation as a market researcher and analyst.

Ho is a registered valuer with the Board of Valuers, Appraisers & Estate Agents, Malaysia and has a Professional Diploma from the Royal Institute of Chartered Surveyors

(UK). He is also the director of Ho Chin Soon Research, a property information company that specialises in land use and ownership maps. Ho has authored seven books.

Ho will delve into detailed explanations on why were the hotspots chosen. Ho will also explore future potential growth areas in the region.

This paper is expected to be a hit with the public.

As space is limited to only 500 participants, MIEA is encouraging

those who are interested to participate in MAREC 13 to make reservations before the seats are snapped up. Early bird rates are still applicable.

Members of the public have the choice of participating in either the entire two-day convention or just the first day of the convention.

■ For more information, call The Malaysian Institute of Estate Agents at 03-7960 2577 or e-mail secretariat@miea.com.my

Pricing / Early Bird Discounts

PRICING ARE IN MALAYSIAN RINGGIT (RM)	MEMBER		NON-MEMBER		PUBLIC	
	OM	AF	REA	REN/Student	1 day	2 days
Before 31 January 2013	688	638	788	688	488	838
Before 28 February 2013	788	738	888	788	588	988
Spot Rate	888	838	988	888	688	1,038

The registration fee covers:
Participation in the conference, Morning and afternoon Tea Breaks and Lunch

Legend
OM - Ordinary Member
AF - Affiliated Member
REA - Registered Estate Agent
REN - Registered Estate Negotiator

Too good to miss: The pricing for the event.