



*"It pays to belong"*

**IEASA**



**Break out...**

**Institute Day**

**INSTITUUTDAG 2012  
MERIETE TROFEE  
INSTITUTE DAY 2012  
MERIT TROPHY**

**SPERDATUM VIR INSKRYWINGS / CLOSING DATE FOR ENTRIES**

**14 February 2012**

**SLEGS AGENTE MET 'N MINIMUM VAN 3 JAAR ONDERVINDING.  
ONLY AGENTS WITH A MINIMUM OF 3 YEARS EXPERIENCE.**

NAAM VAN AGENT / NAME OF AGENT: \_\_\_\_\_

NAAM VAN FIRMA / NAME OF AGENCY: \_\_\_\_\_

TEL: \_\_\_\_\_ FAX: \_\_\_\_\_

NO	BESKRYWING / DESCRIPTION	GRADERING / RATING	PUNTE / POINTS
1	Sluitingskoers en konstante verkope van minstens R 1.5 miljoen Closing ratio and consistent sales in excess of R 1.5 million	10	
2	Konstante aktiwiteit: werwing, verkryging van alleenmandate en skouhuise. Werwings area: _____ Werwings per maand: _____ Consistent basics: listings, obtaining sole mandate and show house. Listing Area: _____ Listings per month: _____	10	
3	Ander kwalifikasies (eiendomsverwant bv: CRS, TRESS, DIP- APP, CAPM, CCIB, NQF 4, NQF 5 Other qualifications (property related e.g: CRS, TRESS, DIPP- APP, CAPM, CCIB NQF 4, NQF 5.	10	
4	Aktiwiteit in die industrie uitgesluit bemaking en bestuur. Activities in the industry other than selling and managing.	10	
5	'n Aktiewe spanlid. An active team player	10	
6	Die kandidaat verleen hulp met werwing, oriëntering en opleiding van ander agente The candidate assists in recruiting, orientation and training of other agents.	10	
7	Positiewe houding teenoor kollegas binne en buite die firma Positive attitude towards colleagues within and outside the firm	10	
8	Kwaliteit van administrasie Quality of admin work	10	
<b>TOTAAL / TOTAL</b>		<b>80</b>	

NOTE : Agente / Prinsipale moet die NQF 4 of NQF 5 kwalifikasie besit of minstens besig wees met die afhandeling van die vereiste kwalifikasie by 'n Training Provider Estate Agents / Principals must have the qualification NQF 4 or NQF 5 or have proof that they enrolled for this qualification at a Training Provider

