

## IPAV Newsletter Vol. 85 June 2020

If pictures have not automatically appeared in this email, please ensure you right-click the red x showing above and select "download pictures"

### Returning To Work, A Message From Pat Davitt

Dear Member

As we prepare to enter Phase 2 of the Government's Roadmap for Reopening Society and Business, I believe there is a real appetite amongst IPAV members to return to work, and to get back to what they do best; to look after their clients and to sell.

IPAV members have shown incredible resilience and perseverance throughout the lockdown restrictions, and now, as we begin to emerge into our new norm, I would like to remind Members to keep checking in with each other, and with IPAV, as we continue to work on your behalf and support you in any way we can.

This month's newsletter, will provide you with up-to-date information as well as a recap of valuable information, including some of IPAV's campaigns and offers that can assist, as you prepare to return to work.

Above all else, please ensure that your own health and safety, and that of your clients and colleagues override your work related procedures and decisions, and if in doubt, always check the HSE and Government guidelines.

Stay safe and keep well and thank you for all your patience and support throughout these last few months.

Pat Davitt FIPAV REV MMCEPI

IPAV CEO

### Joint Sector Protocol For Property Service Providers



Further to our email and recent webinar, IPAV would like to emphasize to members, that they must, in advance of returning to work, be familiar with the contents of the Joint Sector Protocol, developed by IPAV, SCSi and the PSRA. The protocols detailed within this document apply to auctions, general sales, lettings, valuations and property management for both residential and commercial property. They provide best practice guidelines for the safe return and continuation of business, and for convenience, you can download this document by clicking:

[Joint Sector Protocol For Property Service Providers](#)

## IPAV Webinars - Recordings Now Available To View

A huge thank you to all members, agents and colleagues who turned in to watch IPAV's webinars and to all our guest speakers who so generously gave their time to share with us their expertise and views. We were delighted to host a series of wide ranging topics, relevant to our industry and profession throughout this pandemic. Following some really great feedback, we are especially pleased to now share with you the recordings of **IPAV's webinars** available for you to view.



## KBC Increases Valuation Fees for IPAV Members

After lengthy discussions, we are delighted to inform all Valuers that from July 2020, IPAV have agreed an increase of fees with KBC. The traditional fee of €124 will be increased to €150 (inclusive of VAT) and for drive-bys and desk-tops, it will be €80 (inclusive of VAT). A big thank you to KBC for this increase.

## IPAV Virtual Coffee Mornings

One of the success stories of this lockdown! It was great to that so many IPAV members took part in our virtual coffee morning campaign, when on one of our busiest Wednesday mornings, almost 80 members were meeting up for virtual coffee, building contacts and friendships. IPAV will certainly run the campaign again, and in them meantime, here is a sample of what our members had to say;

*'I have to say that only for the virtual meetings I would not have come into contact with these members and through this experience I have gained good contacts for the future'* John

*'I have to say it's an excellent initiative and it's been a really positive experience so far. Picking up things and connecting with colleagues going through similar obstacles has been a welcome distraction and also a great motivator.'* David

*'.. a great way to catch up with and meet members. The IPAV is clearly going from strength to strength.'* Maxine

*'Another great coffee morning. I've gained so much insight to what other agencies are doing'* Charlene

## Sellers Legal Pack

IPAV have employed ROCKWOOD consulting to lobby on our behalf to introduce a SELLERS LEGAL PACK prior to properties going on the market. We believe this initiative will cut conveyancing time in half and will also qualify legally, properties for sale. This company will look to like minded Institutes, organisations and law makers for support of this initiative. We will be asking for members support as this campaign goes on.

## First Time Buyers Grant and Stamp Duty

IPAV have written to the Minister for Finance to seek his support to extend the FTB's grant or part of it to second hand homes to enable many young FTB's to get on the property ladder. IPAV have also sought his support to amend the rate of stamp duty from a blanket 7.5% to a tiered system where properties of under €500,000 would not attract the 7.5% rate. This high rate is affecting all commercial property, particularly land sales. We ask for your support on this matter and if you know a Minister, TD, Senator or County Councillor please raise the above two issues with them.

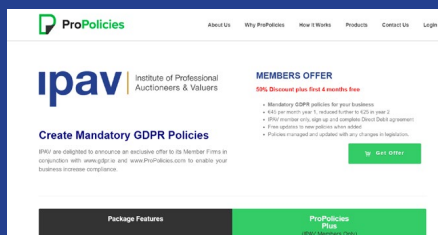
## Quick Links

We have been living through a rapidly changing environment and with that, comes a volume of new information to manage and digest. To assist members, IPAV would like to provide the direct links to some of the most in demand information members have requested as they return to work:

- [COVID-19 Response Plan Templates through ACORNSTAR](#)
- [Roadmap for Reopening Society and Business](#)
- [Government Return to Work Safely Protocol](#)
- [Joint Sector Protocol For Property Service Providers](#)
- [20% discount on COVID-19 Signage for IPAV members](#)
- [5% discount on PPE Supplies from UK Products Exports Ltd for IPAV members](#)
- [Coronavirus Posters and Resources](#)
- [HSA Posters and Signage](#)

Please note, relevant links to many HSE and Government schemes, updates and communications, as well as Landlord and Tenancy Advice and lots more ,are all available at [IPAV's COVID-19 Webpage](#)

## Reopening Business: Improve GDPR Privacy Compliance



The screenshot shows the ProPolicies website interface. At the top, there is a navigation menu with links for 'About Us', 'Why ProPolicies', 'How It Works', 'Products', 'Contact Us', and 'Login'. The main content area features the IPAV logo (Institute of Professional Auctioneers & Valuers) and a prominent 'MEMBERS OFFER' section. The offer details include a '50% Discount plus 4 months free' on 'Mandatory GDPR policies for your business'. A list of bullet points specifies the offer's conditions: 'Add any policy you're interested in to your cart', 'IPAV member only, sign up and complete Consent/Deed Agreement', 'Free updates to new policies when added', and 'Policies managed and updated with any changes in legislation'. A green 'Get Offer' button is visible. Below the offer, there is a 'Package Features' section with a green bar indicating 'ProPolicies Plus (IPAV/Members Only)'.

A reminder, IPAV Members can avail of this exclusive offer from ProPolicies, to create mandatory GDPR policies, including the required updates for Covid-19 (e.g. Privacy and Remote Working Policy). Members who sign up throughout this month of June, can avail of 50% discount and 4 Months Free. Please [click here](#) for details.

## IPAV Annual General Meeting - Friday 28 August

IPAV are pleased to advise all IPAV members that its 2020 Annual General Meeting is now set to take place at 10.30am on Friday 28th August in Portlaoise. We will be delighted to welcome Tom Crosse as IPAV's 50<sup>th</sup> President and we hope to see as many members there as possible, however we appreciate travelling may be difficult, and we ask that you don't put yourself under pressure to attend. More information will be circulated in due course.

## IPAV's YPN to Host 4th Annual Golf Classic - Thursday 27th August

On behalf of IPAV's YPN, we are delighted to confirm, with the reopening of Mullingar Golf Club, and with all safety protocols in place, YPN's 4th annual golf tournament will be taking place on Thursday 27th August. IPAV will circulate details in the coming weeks, however, in the meantime, if you would like to note your interest, please email [anthony@ipav.ie](mailto:anthony@ipav.ie). A sincere thank you to OFFR and PINERGY for sponsoring this year's event.

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## Online TEGoVA and PSRA CPD

We are happy to confirm there now are 2 hours of PSRA CPD online and also a further 2 hours of Valuation CPD online. As the 4th Phase of getting back to work is announced, we will be looking at what venues will be available for CPD for the back end of the year.

## Economic Review of the US Recovery

Our Chicago friend Mainstreet are hosting NAR's national economist Lawrence Yun on June 11th at 7pm Irish time. Please see the link below for more information, if you would like to join: [Economic Recovery from COVID-19 - How Soon and How Strong](#)

## IPAV Membership Subscription 2020/21

Thank you to all IPAV members who have paid their 2020/21 membership subscription. For any member yet to pay their subscription, it is important to note that payment will not be accepted after 30 June 2020. If you have any queries, please contact Serena IPAV on 01 6785685 or at [accounts@ipav.ie](mailto:accounts@ipav.ie).



## Level 6 Higher Certificate in Business in Real Estate



Applications are currently being received for the Higher Certificate in Business in Real Estate, Valuation, Sales and Management. This level 6 award (120 ECTS) developed in collaboration with TU Dublin Tallaght, is approved by the PSRA for licensing purposes. [Course brochure, details and registration form available here.](#) For further details please contact [info@ipav.ie](mailto:info@ipav.ie) or call IPAV on 01 6785685.

**IPAV**

***"The Voice of Auctioneers & Valuers in Ireland"***

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