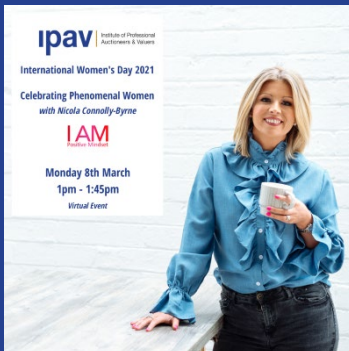


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If images have not automatically appeared in this email, please right-click the red x and select "download pictures"
To ensure IPAV's emails reach your inbox please add valerie@ipav.ie and info@ipav.ie to your email contacts or address book

IPAV Virtual Event Celebrating International Women's Day



Taking place on Monday 8th March from 1pm to 1.45pm, IPAV is delighted to invite you to join our virtual event to celebrate International Women's Day 2021. Featuring Nicola Connolly-Byrne multi award winning Empowerment Specialist and founder of **I AM Positive Mindset** will discuss how we can strive to be our better and most phenomenal selves, both personally and professionally. Hosting the event, is IPAV council member Joanne Lavelle of Michael Lavelle Estate Agents. Joanne will also facilitate a Q & A session where attendees can send in their questions to Nicola.

[Click Here To Register For This Event](#)

Engaging a Property Management Agent: Guidance for OMC's

IPAV would like to bring to your attention The Housing Agency's recently developed guidance document **Engaging a Property Management Agent: Guidance for Owners' Management Companies**. The material consists of topics and questions that may be considered by OMC directors when selecting an agent for a multi-unit development, such as an apartment block or housing estate having shared services and spaces. Attention is drawn to matters including agent licensing and experience, contracts, communications, and property and financial management services. The guide is a live document and may be subject to change from time to time.



Examining CAP 2023 With The Experts - IPAV Agri Webinar

The poster for the IPAV Agri Webinar includes the following text: 'ipav Institute of Professional Auctioneers & Valuers', 'Examining CAP 2023 With The Experts', 'Chair: Tom Crosse FIPAV REV MMCEPI IPAV 50th President with Francis Morrin Head of CAP Entitlements Division Department of Agriculture, Food and the Marine', 'Topic: CAP 2020 and beyond - changes in Direct Payments Ireland can expect & James McDonnell Financial Management Specialist Teagasc', 'Topic: Land Lease and Basic Payment', '11th March 2021 12pm - 1pm'. The poster also features four images related to agriculture: a combine harvester, a herd of sheep, a cow, and a field.

We welcome experts Francis Morrin, Head of CAP Entitlements Division at the Department of Agriculture, Food and the Marine and James McDonnell, Financial Management Specialist at Teagasc to speak at our upcoming Agri Webinar, on 11th March at 12pm, to Examine CAP 2023. Chairing this event will be Tom Crosse IPAV 50th President, who will also facilitate a Q&A session. There is 1 TEGOVA CPD hour for

full attendance.

[Click Here To Register For This Event](#)

IPAV Welcomes New Members

We are delighted to welcome our 80 new members to IPAV and very much look forward to working together now and into the future. Thank you for your support and thank you also to all our members who have supported many applications. We look forward to emailing all members a full list of our new IPAV members early next week. For any agent who would like to know more about IPAV, simply click [Benefits of Membership](#) or access our [Online Application Form](#)



Higher Certificate in Business in Real Estate - Registration Now Open



IPAV is pleased to advise registration is open and applications are now being received for the Higher Certificate in Business in Real Estate, Valuation, Sale & Management. Developed in collaboration with TU Dublin, this 2 year Level 6 Higher Certificate (120 ECTS) is approved by the PSRA for licencing purposes. Registration strictly closes on 12th July. For course details, brochure and registration form please [click here](#).

#IPAVmindyourhead Initiative For IPAV Members

As part of our #IPAVmindyourhead initiative, members can get involved by contacting [IPAV's Members Assist & Mentoring Committee](#), take part in our virtual coffee mornings &/or access appointments with Dr Michael Byrne. We are delighted to extend this initiative so members can make a direct appointment with Dr Michael Byrne for the next three Fridays (12th, 19th & 26th March). IPAV will cover the cost of this service so it will be free of charge for members. If you would like to make an appointment simply refer to IPAV's email sent 4th March providing further details including Dr Michael Byrne's contact number.



Net Promoter® Score (NPS) Survey



In continuing to measure and build on IPAV's level and quality of service to its members, IPAV will email members a short 2 minute survey to rate IPAV on a scale from 0 (being the lowest) to 10 (being the highest) as well as asking for general feedback.

IPAV members will fall into 1 of the following 3 groups depending on the score they give IPAV:

***Promoters: will give IPAV a score of 9 or 10** – Promoters are loyal & enthusiastic IPAV members who are happy with the service they are receiving and would encourage their friends and colleagues to join the Institute.

***Passives: will give IPAV a score of 7 or 8** – Passives are relatively satisfied IPAV members but not as enthusiastic as promoters and not as unenthusiastic as detractors.

***Detractors: will give IPAV a score of 0 to 6** – Detractors are unenthusiastic IPAV

members and would consider leaving the Institute.

On receipt of all responses, the following calculation is used:

IPAV's NPS = % of Promoters minus % of Detractors *(Passives are not taken into consideration in this calculation)*

The more feedback we receive, the better we can become

IPAV PSRA CPD Webinar - 22 April 2021

IPAV Members and licenced agents can now obtain the required 5 PSRA CPD hours for 2021 by fully attending just 1 IPAV webinar. We are delighted to bring this option to you, which will take place on Thursday 22nd April. Mandatory topics, Regulation & Minimum Standards and Anti-Money Laundering will be covered, with additional topics including; The A Licence, Expert Witness, Residential Tenancies, Management Companies and Data Protection. The cost is €75.00 and you can now register for this event using this link: <http://bit.ly/ipavpsraapril2021>



Moloney Auctioneers Welcomes Second Generation to the Family Business



We are delighted to welcome Shauna Moloney of **Moloney Auctioneers**, New Ross, Co Wexford as new member of IPAV. Following in her father Des Moloney's footsteps, who is an IPAV member for over 30 years, Shauna is now working alongside Des as a qualified auctioneer and is using years of experience in the property business to sell properties in the New Ross area. Thank you to both Shauna & Des for their continued support and we wish them both every success.

PRSI Note for Employers with Employees Who Are Directors

Employer PRSI 11.05% (Class A) V NIL (Class S)

For Employers who may have director employees, it is important from a financial aspect to have those employees on the correct PRSI Class Rate. Refunds can be sought for the previous 4 years if they are on the incorrect rate. For further information contact taxqueries@ipav.ie



Special Purpose Award: Top Up Route for Teagasc Green Cert Graduates



The Special Purpose Award Top-Up Route for Teagasc Level 6 Green Cert Graduates, developed by IPAV in partnership ICOS and TU Dublin, Tallaght is now open for registration. This Special Purpose Award will begin next month and graduates who have successfully completed the Teagasc level 6 green cert and are working for a mart that is a member of ICOS are eligible to apply. On successful completion of this special award, graduates can apply to the PSRA for a category A licence. Please [click here](#) for further

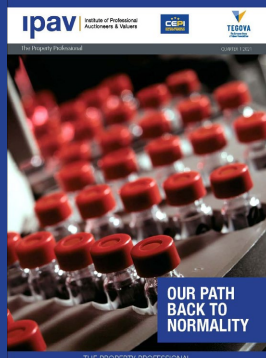
details and registration form.

Please Adhere to Guidelines as Level 5 Restrictions Remain in Place

Further to IPAV's email on 2nd March, we ask all members to please continue to adhere to the Level 5 guidance listed in the **Property Services Providers Guidance to Implementing a Plan for Living with Covid-19**. IPAV continues to lobby for a review of the current PSP Guidance document and should any change occur, IPAV will email all members.



IPAV Digital Magazine 2021 Q1



We hope you have enjoyed IPAV's latest quarterly magazine recently posted in hard copy and emailed in digital format. For TRV & REV members, don't forget to log your reading in your IPAV TEGOVA Pilot Information CPD Hours Form. If you have not yet downloaded this form for 2021, simply **access it from here**.

For anyone who would like to read our latest magazine in digital format, containing additional links to further information please click **The Property Professional Magazine Q1 2021**

IPAV 2021-22 Membership Subscription

IPAV's 2021-22 membership subscription invoices have now been issued from **accounts@ipav.ie**. We kindly ask members to check the information detailed on their invoice and if any query arises to please email **accounts@ipav.ie**. Payment is due on 01 April 2021.



Are IPAV's Email Addresses listed in your Address Book ?

To ensure IPAV emails reach your inbox, we recommend that you add the following email addresses to your email contacts/address book so you don't miss out on IPAV & Industry updates;

info@ipav.ie - IPAV primary email address for communication

pat@ipav.ie - Pat Davitt IPAV CEO

genevieve@ipav.ie - communication, education & TEGOVA

accounts@ipav.ie - accounts

anthony@ipav.ie - CPD

valerie@ipav.ie - membership & communication

taxqueries@ipav.ie - Shay O'Brien

Today FM Interview with IPAV CEO on The Last Word with Matt Cooper

Aired on 8th February, Pat Davitt, IPAV CEO discusses the reasons why Dublin rents are falling but rising everywhere else with Matt Cooper and guests. **Click here to listen back**

Thank You For Reading IPAV's Monthly Newsletter

IPAV

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