

## IPAV Newsletter Vol. 4 September 2013

### IPAV Seminar Season Begins

To launch the season, our first Seminar will take place at the Silver Springs Hotel, Cork on 17 September. Our CEO, Pat Davitt FIPAV will give a detailed presentation on Regulation, the Power of the Regulator & Compliance. Registration, tea/coffee and a photo opportunity will take place between 6pm – 6.20pm and the presentation will commence 6.30pm sharp. Please contact IPAV to confirm attendance.

### Attention IPAV Graduates – Top Up to Level 6 (120 ECTS)



IPAV in partnership with ITT are delighted to announce the delivery of a Top-Up Route to graduates who have successfully completed IPAV's 2 year Certificate in Estate Agency.

This Top-Up route is student friendly and requires the applicant to undertake a practical work based Professional Practice module. The work can be undertaken from work or home, with no travelling required for lectures or tutorials and there is no formal examination at the end of the module. On successful completion students will graduate with a NPSRA approved, Level 6 (120 ECTS) Higher Certificate in Real Estate: (Valuation, Sale & Management). Contact IPAV for further details.

### Enrolment Extended for Level 6 – Only 5 Places Remain



Final applications are now being accepted for the LEVEL 6 (120 ECTS) Higher Certificate in Real Estate: (Valuation, Sale &

Management) 2 year part-time course. This course is NPSRA approved and successful graduates are eligible to apply for a PSP licence. Contact IPAV for further details.



An exceptional opportunity to indulge in the world of the Fine & Decorative Arts. Enrolment now taking place for IPAV's Diploma Course (3 days per week) commencing Monday 7<sup>th</sup> October & Certificate Course (1 evening per week), commencing Tuesday evening 8<sup>th</sup> October. Please contact IPAV for further details.

### When Client's Money is not Client's Money

Client's money for the purpose of the Property Services (Regulation) Act 2011 is money paid to a licensee by a client for the purchase or letting of property. This money is lodged into a Client's Account only and is returned to the client or their solicitor on the closing of the sale or lease. The licensee's fees are paid to the Office Account from the Client Account.

Money paid to a licensee for advertising signs etc. is money paid for a service. If this service is not completed the money is returned to the client. This money is not treated as client's money and is lodged to the office account.



National Internship Scheme

There is a notable increase in market activity and many

agents operating on a skeleton staff are now looking to recruit. JobBridge is a new Government Initiative that provides a 6 or 9 month work experience placement for interns. A number of IPAV members have taken part in this Scheme which has resulted in newly qualified, talented and licenced staff joining their organisations. This is an exceptionally cost effect recruitment process, giving you access to potential future employees, with recent skills sets. We recommend you visit [www.jobbridge.ie](http://www.jobbridge.ie) for further details.

### The BLUE BOOK Culture Commences



Congratulations, we are so proud of the 70 IPAV members who are the first in Ireland to take part in the TEGoVA REV course, starting today in ITT. This is a great achievement for IPAV and a great boost for members to be awarded the status of Recognised European Valuer (REV). This course

will culminate with the signing and presentation of REV Certificates in November 2013 and for the first time, see the practical application of the BLUE BOOK European Valuation Standards. Mr Roger Messenger Chairman of TEGoVA (pictured above) will address our members on 14<sup>th</sup> September in ITT, reaffirming TEGoVA's complete confidence in the course, our members and IPAV.