



The Chart shows the categorisation of ordinary IAVI members with rounded percentages.

The IAVI Pie: To Which Slice Do You Belong?

Concern was expressed by some to BDO Simpson Xavier, the consultants invited by the IAVI Board to provide an overview of the Institute, that the IAVI may have concentrated too strongly on education in recent times, to the detriment of its role in representing the property industry and in branding the Institute and its members.

The latter role is being tackled with a vengeance as we go to press with this latest issue of Property Bytes and members will see the benefit of a major branding campaign early in 2008. We will also see improved internal communications and better and more consistent contacts with students in colleges through the efforts of our newly appointed Liaison Officer, Darragh Brennan.

However, we hope members will realise that in greatly enhancing the educational standards of new entrants over time, the IAVI has also greatly enhanced the standard of the professional qualification held by all members. This is one of the messages that will be emphasised via the new campaign, as will be the fact that IAVI members are fully audited in terms of CPD compliance.

A trawl of all files in the Institute was undertaken during the summer in order to separate the members into different categories, depending on their academic qualifications. This analysis has yielded an interesting picture, which may surprise some, and shows how far the IAVI has progressed on the educational ladder.

The IAVI now has a degree entry standard for ordinary membership and the IAVI's own entry programme for that category of membership carries an **Honours BSc. in Property Studies** from Dublin Institute of Technology. What is pleasantly surprising is the percentage of IAVI members who have a cognate BSc. at this early point in time following the change to a degree entry standard.

The pie chart above represents the analysis of members into various categories, with rounded percentages. Over 84% of ordinary members have completed a cognate degree, national diploma, the 3-4 year IAVI educational courses (designed to equate to a National Diploma) or are dual members of the RICS.

Members with cognate BSc. or higher qualification:	32.90%
Joint IAVI / RICS members (many also with cognate degrees)	17.79%
Members with cognate national diploma or pass degree:	9.63%
Members who completed the IAVI's educational programmes:	23.77%
Members prior to 1971:	6.44%
Members via the mature entry programme, since ended:	7.75%
Honorary fellows (15), Presidential Nominees (8), Fine Art Members (5) and overseas affiliates (2)	1.72%

Total of 1,754 members 100%

Associate Members: 346

Total members and associate members as at 1st September 2007: 2,100

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Invest in Your Career This Autumn - Do a CPD Course

Despite the CPD verification process taking up a great deal of time this year, we managed to successfully run an Urban Development and Investment Appraisal Course, delivered by Dr. Brendan Williams of UCD.

The course was fully booked and, if the feedback we received is anything to go by, a

great success. It is our intention to repeat this seminar during 2008 and we hope to offer it at a southern venue also.

Below is a brief overview of the courses scheduled for the remainder of 2007, which we hope you will find of value and attend as appropriate. The new CPD schedule with further

details on the programme has been emailed to all members and is also available for download on the IAVI web site.

Noel O'Reilly, BSc (Hons), Dip PR, MIAVI
CPD Manager

Valuation Refresher

A repeat of this very successful programme has been fully agreed with Mr John C. Morley, FIAVI, FSCS, FRICS. The format and range of topics will be similar to last year. A project will be given towards the end of the course, which will incorporate the various learning elements of the valuation process.

The course will be of benefit to existing valuation practitioners and numbers will be limited to 30 participants. Places will be secured on a prepayment basis only. The programme, which costs €500 per person, will consist of eight 2 hour lectures running on 03 November, 07 November, 10 November, 14 November, 17 November and 21 November. It will be held at 38 Merrion Square, Dublin 2. Participants will receive 16 CPD hours plus an additional 6 hours for the submission of a satisfactory project.

Course Content

Course content will include: Rent Reviews; Valuation Methodology; Development Land Valuations; The Red Book; Sales Analysis; Compulsory Orders; Investment Valuations; Loan Security Valuations and Capital Gains Tax. Where applicable, these topics will include Sales and Letting analysis and zoning.

The FÁS Safe Pass Programme

This programme is offered to all members, associates and students via a one day course. There are still a small number places available in the Navan and Carlow venues. Members have already been notified of these courses by email. A further proposed course in Sligo scheduled for 25th September has been cancelled due to lack of bookings, while the one held in Galway on September 6th and two in Dublin were sell outs.

The Programme will attract 9 hours CPD plus travel time up to a maximum of two hours. On completion of the course the documentation will be issued to FÁS for processing of the FÁS Safe Pass Cards. These cards are valid for 4 years. The cost of the course will be €125, plus an additional FÁS registration fee of €25 per person- totaling €150.

The course will be delivered over nine hours commencing at 08:30 and finishing at 17:30. The Programme will be delivered by Mr. Gerard Keane of SMT Consultants Ltd, County Clare. Mr. Keane is a Safety Management and Training Specialist who is approved by FÁS.

The FÁS Safe Pass course is the only widely recognised national safety awareness certificate for construction and related work.

The training programme ensures that those involved in construction including visitors to sites, have a basic knowledge of health and safety and be able to work on-site without being of risk to themselves or others who might be affected by their acts or omissions.

From a health and safety perspective, construction workers / site visitors are bound by law to hold a valid Safe Pass card. With this in mind, the programme was developed in consultation with interested parties.

Those of you who plan to undertake the course will therefore be required to submit a passport size photograph and PPS number for inclusion on the Safe Pass card.

Dates for the FÁS Safe Pass course:

Carlow	20 September 2007
Navan	04 October 2007

One Day Seminars

Investment Training for Real Estate Agents

This course will be run in Dublin October 2nd, Limerick on October 9th, Sligo on October 22nd and Wexford on October 25th. The fee is €200 for members, including lunch and refreshments, and must be paid in full when booking. Participants will be allocated 7 CPD hours + travel time up to a maximum of two hours. Topics and speakers will include:

"Investing in the Stock Market"

Mr Brian O'Loughlin - Financial Consultant & Author

"Economics of the Property Market"

Mr Jim Power - Economist - Friends First

"Developments in Investment Products"

Mr Brian O'Loughlin - Financial Consultant & Author

"Personal Finance and Mortgages"

Mr John Lowe- Providence Finance - The Money Doctor

Agricultural and Rural Day

The Agricultural and Rural Day will be held in the Tullamore Court Hotel, Tullamore on October 2nd. CPD Allocation is 7 hours plus travel time up to a maximum of two hours. The €200 fee for members, which includes lunch and refreshments, must be paid in full when booking. The day's speakers and topics are:

"The Situation and Outlook for Agriculture"

Dr Thia Hennessy Teagasc

"Developments in Forestry Policy and the Forestry Sector"

Mary Ryan, Forestry Development Unit, Teagasc

"Forestry as an Investment and the Valuation of Forests"

Henry Philips, Forestry Consultant

"Sustainable Energy as a Land Use Option, Wind Farms, Solar Panels and Their Valuation"

Michael Foody, MIAVI, Swift Property Services

Professional Real Estate day 2007

Takes place on November 7th in Cork, November 14th in Galway and November 21st in Dublin. Cost is €200 for members and the fee must be paid in full when booking. CPD Allocation is 7 hours + travel time. Topics and speakers include:

"Professional Conduct of a Public Auction"

Mr Neil Harper, Senior Partner, Harper O'Grady

"What Customer Relationship Management can do for you, your client and the regulators"

Mr Pat Stephenson, Managing Director, North's Property

"The Management of Multi Unit Residential Complexes"

Ms Siobhan O'Dwyer, O'Dwyer Property Management

"Integrated Technology in New Residential Units"

Mr Sean Gallagher MBA, Managing Director, Smart Homes

President's Lunch

The President's Lunch takes place on 26 October 2007. Don't miss out on the opportunity to hear the prominent public speaker and well known author and television presenter, **Sir Gerry Robinson.**



Sir Gerry Robinson

If you haven't already booked for the Burlington Hotel on 26th October contact Anna Dalton on 01 6611794 or email anna@iavi.ie. The brochure and booking form are available on iavi.ie under "events".

Students' Diary

Below are some important dates for all students on the BSc Property Studies Course and Residential and Land Agency Course:

BSc Property Studies Course Saturday, 29th September

Induction Day - 1st and 3rd Years
Research Studies Workshop - 4th Year

Residential and Land Agency Course Saturday 29th September

Induction Day - 1st and 2nd Years

BSc Property Studies Lectures

(1st, 2nd, 3rd and 4th Year)

- October 6th and 20th
- November 3rd and 17th
- December 1st and 8th

Residential and Land Agency Course Lectures (1st and 2nd Years)

- October 6th and 20th
- November 3rd and 17th
- December 1st and 8th

The Induction Day and Lectures are held in the DIT, Bolton Street, Dublin 1 (Kings Inn Street entrance)

IAVI Courses

There are still some places available on the four year BSc(Hons) in property studies. Anyone interested should contact the IAVI Education Department at: education@iavi.ie.

Please note that the two year Residential and Land Agency Course for the 2007-08 academic year is now full and further applications cannot be considered.

New Student Website to Come Online by the End of September

At the end of September the IAVI will be launching a student orientated website that will cater for students on IAVI accredited courses throughout Ireland.

This website will offer IAVI students access to information such as exam results, course notes, past papers and student job opportunities.

In addition to this the website will also offer articles on how best to approach exams, how to prepare for job interviews and how to write curriculum vitae and cover letters. The website will also contain a student forum where they can consult each other on their studies. A key facet of this website will be a job centre which will facilitate graduate and gap year student recruitment.



Graduation ceremony in Saint Patrick's Cathedral in February 2007

This job centre represents an opportunity for IAVI members to recruit the cream of emerging Irish property talent. This service will be free of charge for IAVI members.

Forthcoming Regional Meetings and Seminars

Northern Ireland

Date: Wednesday, 19th September
Venue: The Wellington Park Hotel
Time: 7.30 pm
Topic: Private Tenancies Order 2007
Speakers: Yvonne Irvine, Senior Env. Health Officer for Belfast City Council.

Date: Wednesday, 17th October
Venue: The Dunadry Hotel
Time: 7.30 pm
Topic: Building Client Relationships - "The Personal Touch"
Speaker: Wendy McCulla, Harbison Mulholland

Date: Tuesday, 20th November 2007
Venue: The Wellington Park Hotel
Time: 7.30 pm
Topic: Land and Property Services in Northern Ireland - A view of the future
Speaker: John Wilkinson FRICS, Chief Executive of Land and Property



Remember!

The new **CPD schedule 2007** is available for download in the events section of the IAVI website:

www.iavi.ie



PROPERTY BYTES



Mary Burke, of the winning Savills HOK team, receives the Trophy from Peter Dargan, Property Advertising Manager, The Irish Times. Also pictured are Robert Ganly, President of the IAVI, and Savills HOK team members Anne Kiernan, Arash Akbarian and Gerry McCarthy.

Three in a Row for Savills HOK 1

The IAVI tennis tournament sponsored by the Irish Times went with a swing this year on an evening blessed with sunshine. The large entry of 18 teams produced some enjoyable tennis both for participants and spectators alike with the usual mix of serious and fun players.

The teams emerging from the three sections were:

- The Law Society
- Hooke and MacDonald 3
- Savills HOK 1
- Daphne Kaye & Assocs
- Sherry Fitz 1
- Savills HOK 2.

In the quarter finals The Law Society and Hooke & MacDonald 3 came out winners. The Law Society faced Savills HOK 1 in the semi-finals and Hooke & MacDonald 3 played Sherry Fitz 1.

When it came to the shake-up the Hooke and MacDonald 3 and Savills HOK 1 teams emerged to play each other in the final.

Given the lateness of the hour and tired legs, the players produced some fine tennis in the finals with Savills HOK 1 winning the Trophy for the third year in a row.

Well done to all the players who took part and we look forward to seeing you again next year.



Martin Gilmartin (left) and Ken MacDonald shake hands after their quarter final battle.

Membership Directory 2008 and Member Firms

It is important that all contact details in the Membership Directory are up to date.

Therefore members should check their details either in the 2007 Directory or by logging on to the members' area of the IAVI website. Any changes should be forwarded to:COA@iavi.ie.



To ensure inclusion in the Membership Directory for 2008, Member Firms should return the Member Firm Renewal documentation sent via email recently, by the 12 October 2007.

Promoting the IAVI Brand

Members who attended the Conference in Kilkenny in March will have heard the excellent seminar on Branding delivered by John Fanning, Chairman of McConnells.

The Institute has engaged the services of McConnells to develop a mid-term plan for the promotion of the IAVI brand and to bring the quality of the services provided by members to the forefront in the public eye. It is envisaged that the campaign will be ready to roll out at the beginning of 2008 and members will be kept informed of progress.

IAVI Member firms using the IAVI logo prominently in their advertisements, signage and brochures will benefit most from this campaign.



John Fanning of McConnells speaking at the IAVI conference in Kilkenny.