

INSTRUCTIONS:

Please complete the questionnaire and send it to the Board using the stamped self-addressed envelope provided. Kindly return the questionnaire before 28th October 2005

STATEMENT OF CONFIDENTIALITY

The information provided by you will be held in the strictest confidence. We will neither release nor disclose any information on or identifiable with, individual persons, units, or branches

PLEASE TICK (/) IN THE BOX GIVEN OR FILL IN THE BLANKS.

1. Job Title / Designation: (e.g. manager, general manager etc.)

2. Tenure in company:

Less than 5 years 5 to 10 years

11 to 15 years More than 15 years

3. Tenure in present job position:

Less than 3 years 3 to 5 years

6 to 10 years More than 10 years

4. How long have you been involved in the estate agency field?

_____ years

5. Gender:

Male Female

6. Ethnic origin:

Malay Chinese

Indians Others (please specify _____)

7. Age:

Below 30 yrs old 30-39 yrs old

40-49 yrs old 50 yrs and above

8. Did you go through the Board's Estate Agent Examination to be a registered estate agent?

Yes No

9. Highest level of education:

SPM/STPM Diploma Degree
Masters Degree Doctoral Others (please specify) _____

10. Are you a proprietor or an employee of the company? _____

Proprietor Employee

11. What is the status of your company?

- a) Sole proprietorship
b) Partnership
c) Limited Company (Sdn Bhd)
d) Others _____

12. Does your company have any branches?

Yes If yes, number of branches
No

13. Total number of staff in the company and their status

		Full time	Part time	total
Registered Estate Agent	:			
Probationary Estate Agent	:			
Managerial Staff	:			
Clerical and others	:			
Negotiators	:			
Total				

14. What is your preferred term of employment for your negotiators?

Part time Full time

15. How do you pay your negotiators at present?

Salary only Commission only Salary plus commission

16. How would you like to pay your negotiators?

Salary only Commission only Salary plus commission

17. What is the minimum amount of salary (RM) given to your negotiators at present?

Less and equal to 50 101-250 501-750
51 - 100 251-500 751-1000

Any other amount RM _____

18. What would you like the minimum amount of salary (RM) to be given to your negotiators?

Less and equal to 50 101-250 501-750
51 - 100 251-500 751 -1000

Any other amount RM _____

Answer Question 19 if you tick "commission only" to Q 15

19. Is the commission given to your negotiators at present fixed at a certain %?

Yes, fixed No, not fixed

20. Given a choice, how would you like the commission to your negotiators be?

fixed Not fixed

21. The amount of commission given to your negotiators at present is:

Less & equal to 40% 41%- 50% 51% - 60%
61% - 70% 71% - 80% More than 81%

22. What would be the amount of commission that you would like to give to your negotiators?

Less & equal to 40% 41%- 50% 51% - 60%
61% - 70% 71% - 80% More than 81%

23. In your opinion, what is the most likely acceptable % of commission by both the estate agents and negotiators? _____%

THANK YOU FOR YOUR TIME AND COOPERATION