



MEMORANDUM OF UNDERSTANDING

Signed on 22 March 2013



Between the **INSTITUTE OF ESTATE AGENTS, SINGAPORE** (hereinafter referred to as **IEA**), a non-profit making organisation operating under the laws of Singapore, and the **ASOCIACION MEXICANA DE PROFESIONALES INMOBILIARIOS** (hereinafter referred to as **AMPI**), non-profit making organisation operating under the laws of Mexico.

- A. **IEA** is an Institute established for the key purpose of promoting the growth and development of the real estate industry in Singapore so as to enhance its contribution to the economy.
- B. **AMPI** is an association established to constantly foster both the professionalism of real estate agency practice, and the business environment in which agents operate.
- C. **IEA** and **AMPI** (hereinafter referred to as the "Co-operating Institutes"), desire to become associated with each other by entering into this Memorandum of Understanding (**MOU**), the purpose of which is to provide for exchange, representation, and other mutual benefits by:

- promoting a high standard of practice, and the enforcement of professionalism in the real estate industry in both jurisdiction;
- Sharing discussion on various Codes of Conduct and Ethics, cross-border real estate practices from which both parties may derive benefit;
- seeking to facilitate business opportunities for members of the Co-operating Institutes who may be working together, or seeking to work together in each other's markets;
- exchanging through a visitation program, where possible on an annual basis, current information on the state of real estate markets, real estate procedures, relevant licensing, tax, and foreign investment laws, and institute facts;
- Where and when appropriate, initiating and hosting trade missions and networking opportunities between and among members of the Co-operating Institutes;
- Where appropriate, coordinating and promoting the offer and interchange of products, services and educational courses of the Co-operating Institutes;
- promoting and protecting trademarks, copyrights and all other forms of intellectual property owned by the Co-operating Institutes;
- promoting the ideals of property ownership and occupational rights in national and international fora;
- supporting the efforts of the United Nation's goal of achieving adequate shelter for all; and
- Cooperating for all other purposes which are mutually beneficial to **IEA** and **AMPI**.

Mr Philip See
2nd Vice - President
For and on behalf of
Institute of Estate Agents, Singapore

Mr Guillermo Salgado Castañeda
President
For and on behalf of
Asociación Mexicana de Profesionales
Inmobiliarios