FREE GUIDE · 2026 EDITION

REN Starter Guide 2026

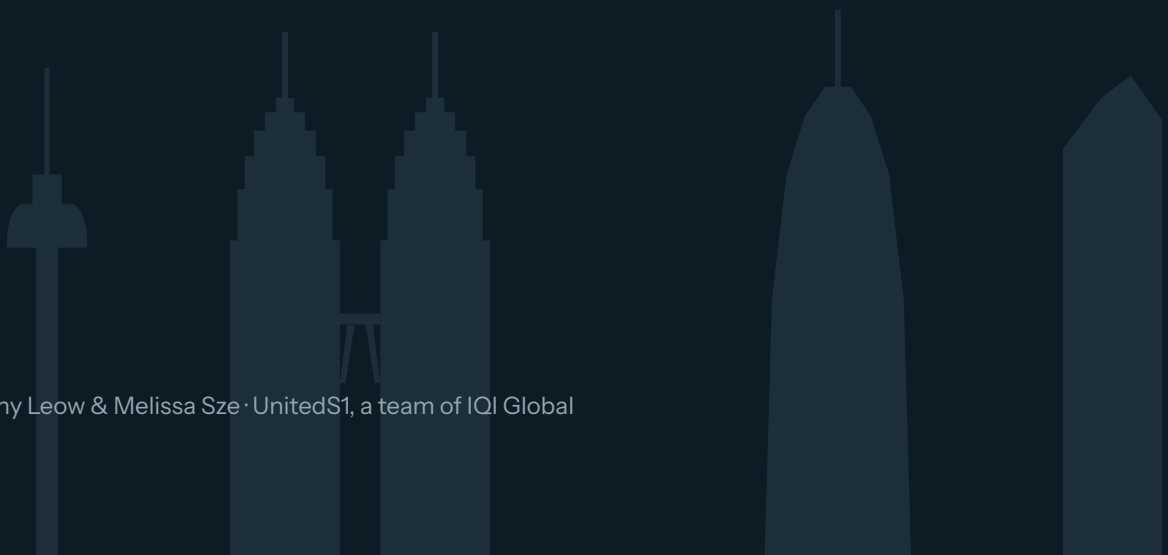
How to start a real estate career in Malaysia with IQI Global

01 The 4-week path to your REN tag

02 Your first 90 days, week by week

03 How agents use AI to work smarter

04 Career path from negotiator to team leader



By Sunny Leow & Melissa Sze · UnitedS1, a team of IQI Global

WELCOME

Thinking about real estate? Good. Let's make it simple.

Every year, thousands of Malaysians think about becoming a property agent. Most never start, because the path looks confusing: which course, which agency, how long it takes, and whether they can really earn.

We wrote this guide to answer those questions plainly. It is the same advice we give people in our career chats at IQI Global HQ, Millerz Square.

Read it at your own pace. If real estate feels right for you at the end, our team is one message away.





Sunny Leow & Melissa Sze

GVPs & Co-Founders, UnitedS1

Inside this guide

01 Is real estate right for you?
02 What a REN actually does
03 The 4-week path to your REN tag
04 Your first 90 days
05 Work smarter with AI
06 Why IQI Global
07 Career path and building a team
08 Questions people ask us

CHAPTER 1

Is real estate right for you?

You don't need a property background. Most of our members came from banking, sales, F&B, engineering, teaching and fresh graduation. What matters more is how you work.

You'll likely do well if you...

- enjoy meeting people and helping them make big decisions
- can follow up consistently, even when a client goes quiet
- are comfortable earning based on results rather than a fixed salary
- are willing to learn every week: market, documents and digital tools
- can manage your own time and set your own targets
- want to build something of your own over the long term

> **The honest part**
>
> Real estate is not a quick-money job. Negotiators earn commission when deals close, so the first months are about learning and building a pipeline. People who treat it like a business, with daily habits, usually go furthest.

Full-time or part-time?

Full-time

Faster learning and more viewings. Best if you can support yourself for the first few months.

Part-time

Start alongside your current job, build your first clients, and switch when your income is steady.

CHAPTER 2

What a REN actually does

A Real Estate Negotiator (REN) is registered to market and negotiate property deals on behalf of a licensed estate agency. Here's what the work looks like.

Three types of deals

New projects

Help buyers choose units in new launches from developers. IQI works with 150+ developer partners.

Subsale

Help owners sell their existing homes and buyers find the right one.

Rental

Match tenants with landlords. Often the fastest way to close your first deals.

A typical day

9:30	Check new leads in IQI Atlas and reply to enquiries
10:30	Create content: listing posts, short videos, WhatsApp updates
12:00	Team training or mentor check-in
14:00	Property viewings with buyers or tenants
16:30	Follow-ups, negotiations and paperwork
Evening	Calls with clients who work office hours

How negotiators earn

Negotiators receive a share of the agency's commission on each deal they close. The share depends on your level and the deal, and it is explained in full during a career chat. There is no basic salary, and income depends on your effort and results.

CHAPTER 3

The 4-week path to your REN tag

Getting registered is simpler than most people think. With UnitedS1, most people go from registration to holding their REN tag in about 3 to 4 weeks.

What you need

- SPM certificate or higher
- No property experience needed
- A one-time registration fee covering your REN kit, training and exam (ask us for the current amount)

Week 1 — **Career chat and registration**

A 15-minute chat with UnitedS1 to answer your questions, then registration through our team.

Week 2 — **IQI New REN Training · 4 days**

IQI's starter programme on the market, documents and the sales process. Sit the assessment within 24 hours.

Week 3 — **NCC by MIEA · 2 days**

Complete the Negotiator Certification Course to receive your REN tag, registered with the Board of Valuers, Appraisers, Estate Agents and Property Managers.

Week 4 — **Onboarding with your mentor**

Set up IQI Atlas, IQPilot and our AI marketing tools, and plan your first listings.

Then — **Your first deal**

Go to market with your mentor beside you across new projects, subsale and rentals.

> **Tip**
>
> Only registered RENs may market property for an agency. You can check any negotiator's registration on the Board's public search (lpeph.gov.my). Ours are listed there too.

CHAPTER 4

Your first 90 days

The first three months set your habits. This is the plan we walk new members through. Use it as a guide, not a promise: every market and every person moves at a different pace.

Days 1-30

Learn and set up

- Finish IQI training and get your REN tag
- Set up IQI Atlas and your social profiles
- Learn 2–3 projects or areas deeply
- Shadow your mentor on viewings

Days 31-60

Build your pipeline

- Post content 3–5 times a week
- Contact your personal network properly
- Run your own viewings with mentor support
- Start a simple client list in a CRM

Days 61-90

Close and grow

- Aim to close your first rental or sale
- Ask happy clients for referrals
- Review what worked with your mentor
- Set targets for the next quarter

Five daily habits of successful RENs

- Reply to every lead within 5 minutes
- Make 10 meaningful follow-ups
- Post one piece of useful content
- Learn one new thing about your market
- Update your pipeline before you sleep

CHAPTER 5

Work smarter with AI

New agents used to lose months to admin, content and cold leads. At UnitedS1 you get two layers of technology from day one.

IQI PLATFORM

IQI Atlas

One SuperApp for leads, listings, deals and earnings.

IQPilot

IQI's AI assistant inside Atlas for follow-ups and sales insight.

UNITEDS1 TOOLS

S1 Big Data System

Our proprietary system for market data, lead insights and project performance.

AI training

Hands-on workshops: listing copy in 3 languages, video, email marketing and Meta ads.

Try these 3 AI prompts today

Paste into any AI assistant such as ChatGPT, Gemini or Claude, and edit the details.

LISTING POST

```
Write an Instagram caption for a 3-bedroom condo near an MRT station in Kuala Lumpur, 1,100 sq ft, for young families. Friendly tone, 80 words, include 3 hashtags. Give versions in English, Bahasa Malaysia and Chinese.
```

FOLLOW-UP MESSAGE

```
Write a polite WhatsApp follow-up to a buyer who viewed a unit 5 days ago and hasn't replied. Keep it short and helpful, and offer one new option.
```

AREA KNOWLEDGE

```
Summarise what a first-time home buyer should know about living in Cheras: transport, schools, amenities and typical property types. Use simple bullet points.
```

Always check AI output before posting, and never share clients' personal data with AI tools.

CHAPTER 6

Why IQI Global

Your agency decides what you can sell, how fast you're paid and the tools you work with. Here's what IQI gives its negotiators.

30+ countries with IQI offices	**60K+** negotiators worldwide	**26** offices across West & East Malaysia
400+ Malaysian projects to sell	**150+** developer partners	**5 days** from closing to full commission on qualified projects

No-forfeit commission

What you earn is yours to keep.

Global reach

Refer buyers and investors through IQI offices worldwide.

IQI Academy

Courses in sales, copywriting and personal development.

Support desk

24/5 help with documents and deal processing.

Incentives

Overseas trips, car and home subsidies and tech rewards for achievers.

Figures as published by IQI Global. Payout timing applies to qualified projects. Incentives follow IQI's campaign terms and eligibility.

CHAPTER 7

Career path and building your own team

Progress at UnitedS1 is based on performance and leadership, not seniority. You always know the next step.

1. **Probationary negotiator**
   Training, REN tag and first viewings with a mentor.

2. **Real estate negotiator**
   Close deals across projects, subsale and rentals.

3. **Senior negotiator**
   Repeat clients, a speciality and coaching newer members.

4. **Team leader**
   Recruit and lead your own group.

5. **Entrepreneur**
   Run your own organisation on the IQI platform.

The 4-tier recruitment system

IQI rewards leaders on the sales of their team across four generations: the people you recruit, the people they recruit, and two further levels. Building people pays as well as closing deals. Reward details follow IQI's scheme and are explained in a career chat.

CHAPTER 8

Questions people ask us

Do I need experience?

No. Most of our members started from zero. You get training and a mentor.

How long until I get my REN tag?

About 3 to 4 weeks: IQI's 4-day New REN Training, then the 2-day NCC course by MIEA.

Is there a fee?

A one-time registration fee covers your REN kit, training and exam. Ask us for the current amount.

Is there a basic salary?

No. Negotiators earn commission on deals they close. The structure is explained in a career chat.

Can I do this part-time?

Yes. Many members start part-time and move to full-time once their income is steady.

I'm an agent with another agency. Can I transfer?

Yes. You keep your client relationships and gain IQI's projects, tools and network.

Do I need a car?

It helps for viewings, but many members start with public transport and e-hailing in the city.

Where are you based?

IQI Global HQ, Millerz Square, Old Klang Road, Kuala Lumpur. We recruit across West and East Malaysia.

YOUR NEXT STEP

Book a free 15-minute career chat

No pressure and no obligation. We'll answer your questions, explain the commission structure and tell you honestly whether real estate suits you.

Scan to book

iqisuccessone.com/#join

Sunny Leow · REN 00716	+60 10-220 0800
Melissa Sze · REN 15670	+60 16-210 1218
Email	sunny@iqisuccessone.com
Office	IQI Global HQ, 26th–28th Floor, Tower D, Millerz Square, No. 357, Old Klang Road, 58000 Kuala Lumpur

Monday to Saturday, 10am to 7pm

Follow us: Facebook iqisuccessonegroup · Instagram iqisuccessone · TikTok & YouTube @propestatemy

UnitedS1 is a recruitment and mentoring team within IQI Realty Sdn Bhd (1113417 U), Registered Estate Agent E (1) 1584, part of IQI Global. This guide is general information, not an offer of employment. Earnings are not guaranteed and depend on individual effort and results. All property payments must be made to IQI REALTY SDN BHD only. © 2026 UnitedS1.