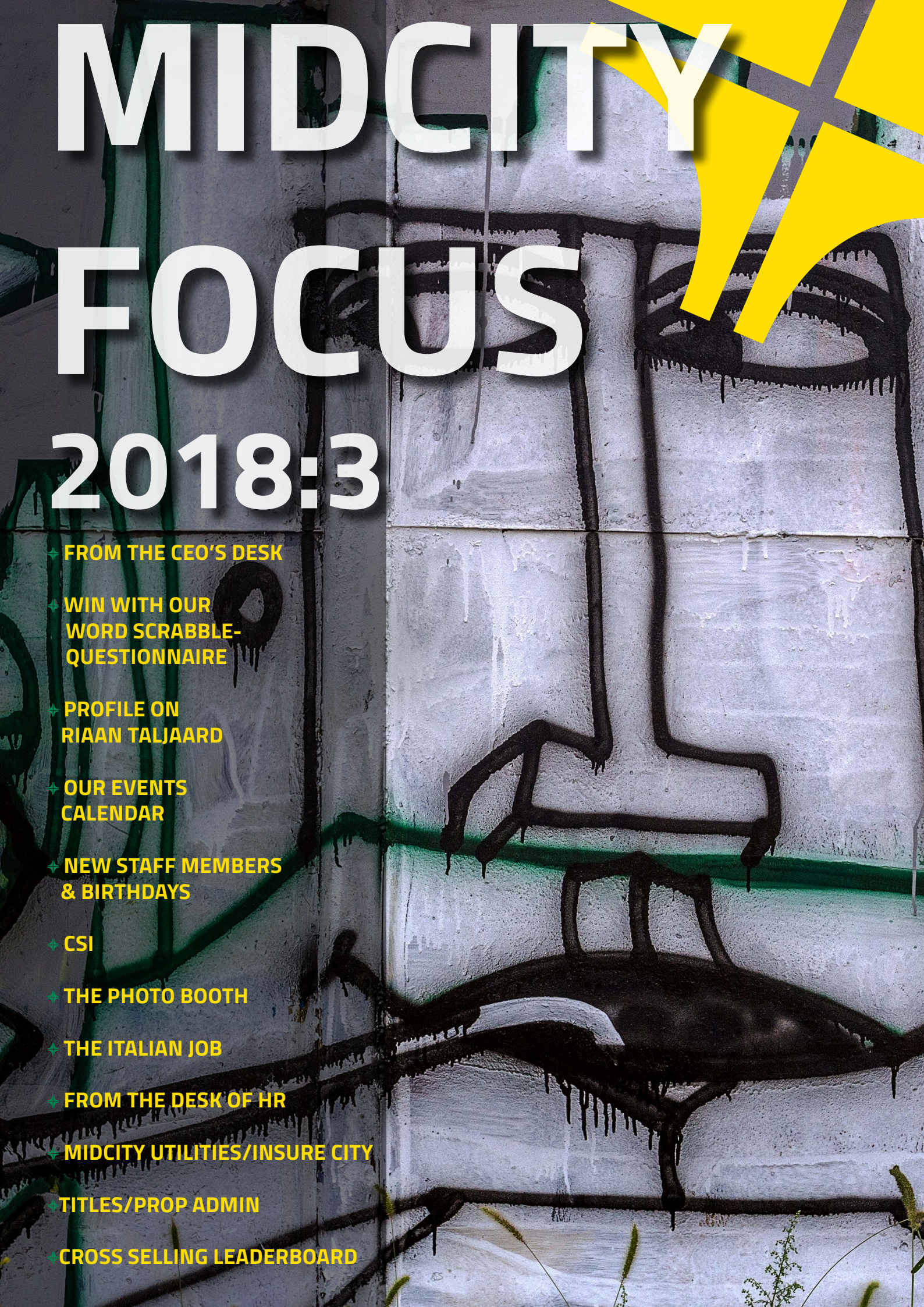


MIDCITY

FOCUS

2018:3

- ✦ FROM THE CEO'S DESK
- ✦ WIN WITH OUR WORD SCRABBLE-QUESTIONNAIRE
- ✦ PROFILE ON RIAAN TALJAARD
- ✦ OUR EVENTS CALENDAR
- ✦ NEW STAFF MEMBERS & BIRTHDAYS
- ✦ CSI
- ✦ THE PHOTO BOOTH
- ✦ THE ITALIAN JOB
- ✦ FROM THE DESK OF HR
- ✦ MIDCITY UTILITIES/INSURE CITY
- ✦ TITLES/PROP ADMIN
- ✦ CROSS SELLING LEADERBOARD





FROM THE CEO'S DESK

Dear colleagues

Winter has arrived and the auditors is nearly finished with our annual audit. We are now able to confirm our results for the 2017/18 financial year. I would like to thank all staff for their continued support during a year of tremendous change, especially at senior leadership level.

With the good news on our results of the previous year we have also started the new financial year on a high. Our results for Q1, results for March to May 2018, has proven to be a good one on our journey to achieve our financial targets for the 2018/19 financial year. We are extremely excited to share with you that we have exceeded our Q1 profit before tax with a whopping 39%. This is an excellent performance and our heartfelt thanks goes to all our staff for their contribution. This is a very good start that will assist us in the winter months where our Utility division's, MidCity Utilities, profit decreases tremendously with the winter tariffs that must be absorbed by the electricity resellers.

We believe that the current financial performance will continue into Q2 and the rest of the year with the "Cross Selling" efforts now in full swing. Please see the update on Cross Selling later in this issue.

Colleagues lets continue and build on these successes on our journey to excellence and strive to become the property management company of choice for the markets we operate in.

Until next time, enjoy your MidCity journey!!





CEO's Recommended Reading: The Way to Successful Leadership by Hiroshi Mikitani.

"The 10 Core Principles"

- 1. Ignore conventional wisdom – People will tell you not to pursue your dreams. If you believe in your dreams, pursue them anyway.**
- 2. Set big goals – You have no idea what you can achieve. Set almost impossible goals. Use every ounce of your talent and effort every day to achieve them.**
- 3. Think "team" – No business can grow and win with a collection of individuals. Everyone must be a part of the team and treat the company like an owner would.**
- 4. Use your skills. Don't merely dream – Work hard and commit to success. Never stop learning and stay on the lookout for new ideas and inspiration.**
- 5. Practice humility – Avoid thinking you deserve success. Luck plays a role, and everything can change instantly.**
- 6. Nurture your reputation – Build and protect a reputation that reflects your values and purpose. Your employees and customers put their trust in that reputation.**
- 7. Don't look back. Look forward – No one can predict the future. Only lazy people let that stop them from forming a vision for the future and their role in it.**
- 8. Emphasize the human touch – People want human interaction. Providing it differentiates you from the competition.**
- 9. Develop a bias for action – Plan and do. Action leads to better thinking. Do small things and see what happens, learn from that and then try something else.**
- 10. "Improve continuously" – Step by step, try to make a little progress every day.**



WIN WITH OUR

Word scrabble-questionnaire

FIRST CORRECT ENTRY **WINS** A **R400** BROOKLYN GIFT VOUCHER

SUBMIT YOUR ANSWERS TO MARKETING@MIDCITY.CO.ZA BEFORE 16:00 PM ON 31 AUGUST 2018

QUESTIONNAIRE:

1. The world's heaviest mammal?

2. The new Financial Manager at MidCity utilities?

3. The amount of commission you earn for successfully referring community schemes cover to Insure City,

4. The size of the first Huurbestuur office?

5. How many beds in Festival's Edge?

6. What super power would Riaan Taljaard like to possess?

7. Which country won the 2018 Soccer World Cup Final?

8. veurneilfel???

Name & Surname: _____

PROFILE OF THE QUARTER



RIAAN TALJAARD

TITLES MANAGEMENT

PORTFOLIO MANAGER

1. What was your biggest opportunity to date?

Entering the Property market after purchasing my first Property, it opened various paths to me for future growth.

2. What are your other interests besides property/Accounting?

I enjoy Mountain Biking Trialseekers
I totally LOVE Braaing
I love Camping

3. Who is the person that you would most like to meet?

Reese Witherspoon

4. Where in the world would you like to travel to?

Paris

5. How do you recharge?

I watch Cartoons with my kids, or a dose of Great Series also do the trick.

6. What is one word you would use to describe yourself as a child?

Entrepreneurial

7. What kind of impact do you believe you have on people?

Positive impact, I am always friendly, helpful and kind to others.

8. What characteristic do you most admire in others?

Honesty and being Thoughtful

9. If you were to tell one person "Thank You" for helping me become the person I am today, who would it be and what did they do?

My Mother, she has made me a strong person and made me believe in what's right. She always said that Failure is no option and that every person creates his own destiny, Thank you Mother.

10. When are you the happiest?

When I am watching TV series with my wife on my off evenings and the kids are sleeping.

11. What super power would you like to have?

Mind Reading. Imagine you could know someone's thoughts without them having to say anything.

12. What one memory do you most treasure?

The moment my daughter was born, to have had the opportunity to hold her in my arms and give her life's first kiss. One memory that nothing else can ever compete with.

13. What is your philosophy in life?

Live life everyday as if it's your last, that way you would appreciate all the little but important things in life.

14. Fill in the blank: If you really knew me, you'd know.....

Know that I am different. I do everything different than other people, I think differently from other people and my reaction are totally different. Being different is what make me a unique person.

15. What was your most interesting experience this year?

Getting Approval from City of Tshwane to start my building project. The processes each division have was interesting and frustrating at the same time. But most interesting was to experience that although the Municipality seems like the right hand doesn't know what the left hand do, they communicate well with each other and processes follow each other well.

16. If you were 80 years old, what would you tell your children?!

Enjoy your Life to the full, never let anyone else stand in your way of happiness.

17. How long have you been working at MidCity?

11 Months



MidCity CALENDAR

2018

WOMEN'S
DAY

JULY

Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

MANDELA
DAY

KUNGWINI
SPORT DAY

AUGUST

Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

SEPTEMBER

Su	Mo	Tu	We	Th	Fr	Sa
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

JACARANDA
SPRING WALK

HERITAGE
DAY

BOOK
LAUNCH

WELCOME!

NEW STAFF MEMBERS

New Staff

Jacky Gurure
Renaldo Greeff
Azande Ntuli
Tian Ras
Freda Swartz
Johan Hammann

BIRTHDAYS

JULY

04 ANNETJIE BEZUIDENHOUT
04 KOOS CROUKAMP
05 MAGADLENA VAN DER MERWE
06 WILHELMINA KEKANA
11 GEELBOOI TJIYANE
16 MAUREEN AUCAMP
17 CAROL WYETH
19 CORNELIA BRITZ
26 LINDIWE DITODI

AUGUST

02 ANGELIQUE STENECAMP
05 LIZETTE VERMEULEN
08 JANERIE WIERENGA
09 CHRIS GUNTER
10 MANNY STASSEN
12 SICELo SHONGWE
26 JULENE STANDER
26 RUANDA SILBERMANN
30 LEZELLE FISHER

SEPTEMBER

04 MARIKA DU PREEZ
16 BADANILE SEKHALE
16 CHARLENE SNYDERS
17 STEPHANIE ATKIN
18 MALISKA LABUSCHAGNE
18 WILLEM DE LANGE
21 AZOLA SKWEYIYA
22 ZELLIA DOS SANTOS
24 MOTAGNE MAAKO
27 LEBO MATLALA
27 THEA VAN DER HEEVER
28 RENALDO GREEFF
28 EUGENE ABRAHAMSE
29 ANTOINETTE SCHOEMAN
30 JOHAN BASSON

CORPORATE SOCIAL RESPONSIBILITY



a Cure in Sight for Blindness

NPO 011-544
Fundraising No. 0880022270048

Northern Gauteng Branch

PO Box 11535
Hatfield, 0027

1298 Park St.
Hatfield, 0001

Tel: 012 362 0237 / 082 748 7828
northerngauteng@retinasa.org.za
www.retinasa.org.za
Fax 0866 575 4720

06 June 2018

Midcity Properties
Sunnyside
Pretoria

Dear MidCity,

It is with grateful thanks that I write this letter to you.

Retina South Africa (Northern Gauteng Branch) would like to thank you for your help in selling Tekkie Tax stickers and the contribution of R980.00 towards helping people with disabilities.

Please convey our sincere thanks to all personnel who helped to make this project a success.

Kind regards

Thea Iding
Branch Manager

MANDELA DAY - 17 July 2018

Dear Colleagues,

The MidCity Community Committee proudly presents the Mandela Day Drive 2018!!!

Each division will receive a large box on Monday 2018/06/18...

You are encouraged to make contributions to the box of your division and/or the box(es) of "other" divisions. In fact we encourage you to contribute to the boxes of other divisions... This is a team effort!

Allocation will be as follows:

*Titles - Toiletries and Cleaning Materials
Head Office - Blankets
Property Management - Kiddies Stationary
IT and Insure City - Toys and Educational Items
Facilities Management - 2nd Hand Clothing
MidCity Utilities - Non - Perishable Foods*

The drive will run until 2018/07/17 - We look forward to your contributions!

The MCC



PHOTO BOOTH

CROSS SELLING PARTY!!!



MEXICAN FIESTA CROSS SELLING PARTY

26 APRIL 2018
15:00 - 17:00

MIDCITY CORNER
GROUND FLOOR PARKING



**WORD
SCRABBLE
WINNER!!**



**MIDCITY
SPONSORS UP
PRIZE
WINNER**



PHOTO BOOTH



TITLES TRAINING



WELCOME TO THE CLOUD



NAMA GOLF DAY



NAMA SEMINAR





THE ITALIAN JOB

On a recent trip to Italy Zottie and Marius (accompanied by their spouses) spent some time at one of the local joints..

Enter a stocky fellow dressed in formal attire puffing a Cuban cigar from under a meticulously groomed mustache. He greeted "Ciao Sig Zottie..." and continued to a reserved corner table from where he could scout his surroundings...

The word Mafia originated in Sicily and can be translated as boldness or bravado. Historians differ on the matter but 1812 seems to be the year the Sicilian crime families first started making an appearance. Since then the Mafia has taken on many identities gone are the days of Al Capone and Scarface much has changed but the urge for deal making has not been lost..

The man extinguished his cigar butt in his espresso cup stood up and hobbled over to the party of four. Rumor has it a deal was struck...

Welcome back Zottie and Marius!



From the desk of HR...

Your relationship with money.

I was driving to work the other morning listening to the radio as I usually do... The topic being discussed was, 'what is your relationship with money'? Do you have a toxic relationship with money? Are you teaching your children to have a warped relationship with money?

I no longer have young children that I need to guide and mentor in their relationship with money, they seem to be doing just fine, which made me reflect on what my personal relationship with money has been over the years. Here are some of the rules discussed that assist us in having a 'healthy' relationship with money.

First rule: Money is not bad! Money is a necessity and something we need to develop a healthy relationship with as it will serve us all our lives. The need for money will always be there. See it for what it is, a means to survive. Respect it, save it, work wisely with it, never take it for granted, be prepared to work for it and it will never become a threat to you. Don't ever make money your main topic of conversation, do not allow it to be the monster in the house....." We cannot afford it, we don't have the money for it, if only we had the money"!! If children constantly hear this negativity regarding money they develop an unhealthy relationship with it. Keep money in its rightful place whether you have a lot or a little, it remains a means to an end.

Second rule: You are not entitled to money even if you come from a privileged background. You need to be taught how to make your own fortune not survive on a privileged background. Teach your children to work for their pocket money, do chores in the house for their allowances. Teach them the principal of responsibility, if you can take responsibility you can earn money. Let your children earn their own money and you will see that they spend less. It is easy to spend money you have not earned. Don't overindulge your children, money does not make them happy, your time and attention is what they need.

Third rule: Never allow money to make you think you are above another. Money is only an illusion; it can be lost at any time. Never forget your background, where you started off or the difficult times you have had when money was in short supply. Never let those lessons learnt be forgotten! Money cannot buy you common sense, empathy, love, compassion, a sense of self-respect! Never teach your children to think they are above others due to their fortunate circumstances. Things can change overnight. Rather teach them to be balanced, well-adjusted people who can cope with life, in all its forms.

I hope you find this as interesting as I did!

MidCity Utilities...

**UNDER
CONSTRUCTION
IN THE CLOUD...**

Insure City - The competition is hotting up

Insure City's portfolio has grown a lot in the last few months and we hope to grow even more.

We welcomed Maliska Labuschagne to the team in June 2018, as our new external broker. She will focus on new business internally and externally to go out and sell Insure City and to get new business. We wish her good luck and support her with her endeavours.

We also want to congratulate Nicolette Steyn on passing another module in her studies towards obtaining her NQF4 qualification. We are very proud of her and wish her luck with the final module.

As there was no clear winner in the Ice Bucket Competition during the last quarter, we have extended the competition to run until 31 July 2018. Thank you to those who has sent us referrals already. Keep on sending those referrals!

Cross Selling Competition Leader Board:

Heintjie Serfontein:	R 4,000
Mmaseisa Sisa:	R 4,000
Yvonne Barnard:	R 4,000
Bennie van Dyk:	R 3,000
Eugene Abrahamse:	R 3,000
Isabel Lundall:	R 2,000
Neels Pienaar:	R 2,000
Jacky Gurure:	R 2,000
Anita Stewien:	R 1,000
Johan Hoffmann:	R 1,000
Steve Nel:	R 1,000



Titles Management



The second quarter was an eventful one in the Titles Division.

A very successful NAMA seminar was held on 5 May 2018 which was attended by various of our Portfolio Managers and their Trustees. As usual our table was set up very professionally and our staff was very friendly.

The NAMA golf day was held on 1 June 2018 whereby MidCity was crowned as champions.

On 28 June 2018 the MidCity Titles Portfolio Managers had a question/answer session with leading Sectional Title Attorney Marina Conostas. Topical issues relating to the STSMA and CSOSA were discussed which increased the knowledge base of all who attended immensely.

Regarding our personnel: Marlize de Wet decided to pursue a new career path. Hannes Hammann was appointed in her place as the Titles Financial Manager. Marika Henning resigned and Jezanne Viviers was appointed in her place as Budget Controller. Anita Stewien was appointed at FM and Sherizaan Boskila was appointed in her position as Portfolio Assistant. Jacky Gurure and Tian Ras was appointed as Portfolio Managers. Wilhelmina Kekana was appointed as Credit Control Clerk and San Marie Vermeulen joined the Titles Team as a Debt Collector .

Yet again a great word of thanks to all our personnel with the positive attitude that they displayed during the last quarter as well as the great enthusiasm they display towards cross selling.

Prop Admin - Jeremiah 28 years of service

On Thursday 31 May 2018, we celebrated and said farewell to a long-standing staff member Jeremiah who has been part of the MidCity family for 28 years and who decided to retire and spend the coming years with his lovely wife, children and grandchildren.

We celebrated his dedicated years of service and time at MidCity with snacks and drinks, laughter and tears. Recalling precious memories and making a few more, the deep and touching speeches made by Ruth and Martha and finally Jeremiah's own farewell speech will never be forgotten.

Jeremiah will always be fondly remembered for his friendliness, loyalty and willingness to assist. Jeremiah deserves a happy retirement and we wish him all the best.



CROSS SELLING

QUARTERLY LEADERBOARD

WE PLAN TO ACTIVELY INCENTIVISE THE BEST CROSS SELLERS!

PRIZES WILL BE AWARDED TO QUARTERLY AND YEARLY TOP ACHIEVERS

	TOP ACHIEVERS	DIVISION	R
1	Isabel Lundall	Prop Admin	16 400
2	Eugene Abrahamse	Prop Admin	14 500
3	Mmaseisa Sisa	Tiltes	4 000
4	Neels Pienaar	Titles	3 200
5	Bennie van Dyk	Titles	3 000

CONGRATULATIONS YVONNE WINNING THE FIRST QUARTERLY PRIZE!!!
HOPE YOU ENJOYED YOUR EXPERIENCE AT SILVERSTAR RESORT!!!



CROSS SELLING

OVERALL LEADERBOARD

	TOP ACHIEVERS	DIVISION	R
1	Isabel Lundall	Prop Admin	16 400
2	Yvonne Barnard	Titles	15 450
3	Eugene Abrahamse	Prop Admin	14 500
4	Neels Pienaar	Titles	5 200
5	Mmaseisa Sisa	Tiltles	4 000
5	Heintjie Serfontein	Tiltles	4 000



Brace Yourselves!
Big prizes are coming..