



Who is SAPIN and What does SAPIN do?

- SA Property Investors Network (SAPIN) is a thriving community of property entrepreneurs united by a common goal: creating and building wealth in the property industry.
- We achieve this through:
 - Fostering property entrepreneurship.
 - Promoting property ownership.
 - Empowering individuals with the knowledge, resources, and opportunities they need to succeed.
- In collaboration with our valued sponsor, Absa, we are:
 - Dedicated to unlocking property investment opportunities.
 - Providing financial insights.
 - Helping 1st time Buyers get onto the property ladder.
 - Enabling aspiring and seasoned investors to achieve their property investment goals with confidence.
- Together, we are shaping the future of property wealth in South Africa.



SAPIN Events and Support

2 Day Practical Property Workshop -

This transformative event is a game-changer for property investors, whether they're just starting out or already own 1-10 properties. Participants gain unique insights and strategies that they've likely never encountered before.

The primary goal of the weekend is to shift their mindset, helping them see property investment in a new and empowering light.

The workshop also includes a dedicated Absa page in the event materials, showcasing Absa's offerings and reinforcing Absa's commitment to supporting investors. From this point, attendees often take the next step by signing up for our coaching packages, marking the start of their property investment journey.



Networking Events -

Networking Events at SAPIN in 2024

Networking lies at the heart of everything we do at SAPIN. Our events are designed to create meaningful platforms for SAPIN members and partners to connect, collaborate, and grow. Each event is focused on helping attendees achieve three key goals: make valuable new contacts, gain insightful knowledge, and leave feeling inspired to take action.

We offer a variety of networking opportunities, ranging from formal events to more relaxed gatherings centered around open conversations. These events are thoughtfully scheduled during evenings and breakfasts, making them accessible and enjoyable for all. Whether you're looking to expand your network, learn from industry leaders, or simply engage in meaningful discussions, our networking events provide the perfect environment to connect with like-minded professionals and drive your property journey forward.



2025 Objective

SAPIN's Application to QCTO Accreditation: Unlocking Opportunities for Corporate Partnerships

We are proud to announce that the SA Property Investors Network (SAPIN) has put our application for accreditation in from the Quality Council for Trades and Occupations (QCTO). This significant milestone will enable us to offer nationally recognized qualifications through structured learnership programs, reinforcing our commitment to excellence in property investment education.

Why Partner with SAPIN?

- **Accredited Training Programs:** With QCTO accreditation, SAPIN soon will be authorized to deliver occupational qualifications that meet South Africa's rigorous educational standards. This ensures that learners receive high-quality, industry-relevant training, enhancing their competencies in the property sector.
- **Comprehensive Support Infrastructure:** Our venue, The Buzz, our head office is fully equipped with an Occupational Health and Safety (OHS) certificate, providing a safe and conducive learning environment for all participants.
- **Tax Incentives for Corporates:** By engaging in registered learnership agreements with SAPIN, your organization can benefit from substantial tax deductions under Section 12H of the Income Tax Act. Employers are eligible for both annual and completion allowances per learner, effectively reducing the overall cost of training and development.

South African Revenue Service

- **Empowering the Workforce:** Investing in learnerships through SAPIN not only enhances your company's skills base but also contributes to addressing South Africa's skills gap. This proactive approach supports economic growth and demonstrates corporate social responsibility.

Seize the Opportunity

Partnering with SAPIN offers a strategic advantage by aligning your corporate objectives with national skills development initiatives. Together, we can cultivate a proficient workforce, drive innovation in the property sector, and realize mutual growth.

For more information on how your organization can collaborate with SAPIN and leverage these benefits, please contact us. Join us in shaping the future of property investment through quality education and strategic partnerships.

Accredited Courses

Curriculum Code: 333402

Curriculum Title: Occupational Certificate: Real Estate Agent

Curriculum Code: 242101

Curriculum Title: Occupational Certificate: Small Business Consultant





2024 Reflection



1. Investor of the Year Awards 2024

CEO Comments

Reflecting on 2024, one of our standout moments was undoubtedly the Investor of the Year (IOTY) Awards, held in September. This event was a true highlight, earning its place as the premier property event in South Africa for 2024. Despite the challenges and pressures leading up to it—particularly with budget constraints—I was incredibly impressed by the dedication and collaboration of the SAPIN team.

Their unwavering commitment and teamwork ensured the event's success, delivering an unforgettable experience. While there were areas we identified for improvement, these insights provide valuable learnings that we will carry forward to refine and elevate future events. The overwhelmingly positive feedback from attendees and sponsors reaffirmed the impact of the event and the value it brings to the property community.

We are excited to build on this momentum as we set our sights on the next IOTY event in 2026, striving to raise the bar even higher and continue showcasing the incredible achievements within South Africa's property sector.



SA PROPERTY INVESTORS NETWORK

INVESTOR OF
THE YEAR AWARDS



SA PROPERTY
INVESTORS NETWORK™

Testimonials

This event is so inspirational to many SA's. Love the idea that there were different categories, which makes it easier for investors to enter.

~ **Lorick Barlow**
IOTY Winner of Social Change Category



The event last night was outstanding, the décor, the food, the venue, all the details. So much work and so well done. Congratulations and thank you.

~ **Saskia Cole**
Director



Just a huge thank you for the Invitation to your Investor of the Year event, it was really fantastic and such a prestigious event, I feel it has raised the bar.

~ **Hayley Ivins Downes**
Managing Executive Real Estate



Congratulations on the Event it was outstanding! Thank you for the invites and the hospitality we really appreciate your hospitality. Just absolutely well done!

~ **Samantha Mokoena**
Digital Analyst



SA PROPERTY INVESTORS NETWORK

INVESTOR OF THE YEAR AWARDS



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Event Highlights



Click the above image to WATCH the video

2024 Winner

PATRICIA TSHITEMA



SA PROPERTY INVESTORS NETWORK

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PR & Coverage



iAfrica



CHANNEL
AFRICA
THE AFRICAN PERSPECTIVE



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PROPERTY FLASH

PROPERTY NEWS FAST & FIRST



PROPERTY WHEEL



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PR Radio & Exposure



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INVESTOR OF THE YEAR AWARDS



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2. Success with the SAPIN Youth Programme



SAPIN Youth - CEO COMMENTS

The 2024 Youth Programme was a testament to the incredible potential of young South Africans when given the right guidance and opportunities. Under Nthaki's leadership, the programme thrived despite the inherent challenges of working with youth, including addressing transport and data access issues. Nthaki's dedication and consistent engagement with the participants played a pivotal role in their growth, pushing them to achieve new milestones.



Throughout the year, we maintained a hands-on approach by hosting regular virtual sessions and welcoming the youth to our offices to ensure they stayed on track. We also exposed them to our general networking events, broadening their understanding of the property industry and connecting them with seasoned professionals.



The results have been inspiring. Several participants earned stipends and secured placements, marking tangible progress in their journeys. One of the standout moments of the year was our closing event in Auckland Park with Absa, where the youth were challenged to pitch their business ideas and present strategies for making them profitable.



One group that particularly impressed us was ReproWeto, a dynamic team of young entrepreneurs from Soweto. They have launched an innovative business offering "research days," leveraging their local knowledge to provide valuable insights to clients. Their model fosters strong client relationships, allowing them to upsell additional services such as property sourcing, renovations, and letting. Remarkably, they are already generating income and making strides in their entrepreneurial journey.

The successes of 2024 reaffirm that with the right support and resources, we can create meaningful change and empower the next generation of property professionals. We look forward to building on this foundation and partnering with Absa to continue making a lasting difference in the years ahead.



3. Collaboration with Success Resources - Robert Kiyosaki

Since 2018, I have been cultivating a strong relationship with Success Resources, an internationally renowned company affiliated with Robert Kiyosaki. Over the years, I've become their go-to expert for property investment, which has opened incredible opportunities to showcase SAPIN and its valued partners, such as Absa, to their highly engaged and high-quality audience.

This partnership is not just about exposure; it's about aligning with a global brand to elevate SAPIN's profile while simultaneously spotlighting Absa as a leading partner in property investment. Where SAPIN goes, Absa goes, creating a powerful synergy that positions us both at the forefront of the property investment landscape.



4. Highlights of National Networking events

Our 2024 property networking events were nothing short of exceptional, held in key locations including Johannesburg, Durban, Cape Town, and East London.

Each event saw a full turnout, creating a vibrant atmosphere of learning, sharing, and meaningful connections. The presence of area managers at these events added valuable local insights, reinforcing the importance of community engagement and personalized support.

The essence of SAPIN is networking and connection, and these events embodied that spirit. We actively facilitated networking opportunities, encouraging investors to engage not only with one another but also with service providers who can support their property journeys. This structured approach to networking is a highlight for attendees, as it fosters relationships that are both inspiring and actionable.

Our goal is simple yet powerful: to ensure that every delegate leaves with new contacts, practical knowledge, and the motivation to take the next step in their property investment journey. These events are more than just gatherings; they are a must-attend opportunity for like-minded property investors to connect, learn, and grow together.

If you're looking to expand your network, gain valuable insights, and be part of a community that thrives on mutual success, these networking events are the perfect space for you.



5. SAPIN Gold Venturing into Commercial space



SAPIN Gold: Empowering Members to Scale New Heights

Introduced in 2024, SAPIN Gold was created to support our members taking the bold step into the commercial property space. Specifically, members of 3 years or more with 5 or more properties. This initiative is a testament to the incredible journeys investors walk with SAPIN—from building successful residential portfolios to advancing into larger property deals and commercial ventures.

SAPIN Gold focuses on opportunities in commercial property, developments, and offshore investments, offering tailored resources and expertise to guide members as they scale their portfolios. We've already established strong partnerships to enhance this program, engaging Absa Commercial, along with Kwena from the marketing team and Zain from the commercial department, to provide unparalleled support and insights.

Whether it's exploring commercial opportunities, navigating development projects, or investing offshore, SAPIN Gold is designed to equip investors with the tools, connections, and confidence to take their property journey to the next level.





SAPIN Women

The History of SAPIN Women

CEO Comments

In 2024, SAPIN Women experienced incredible growth and engagement, reaffirming the need for women-focused initiatives in the property investment space.

Over the past year, we hosted several successful networking events in collaboration with Van Deventers Attorneys, as well as a highly interactive Airbnb workshop tailored specifically for women. One of our major highlights was the dedicated Women's Day event held in August, which attracted an impressive turnout of 126 ladies.

These events have demonstrated a growing demand for spaces where women can connect, learn, and take bold steps toward property investment. We have seen remarkable participation from single women, many of whom are taking that leap to invest in property for the first time.

To empower our SAPIN ladies, we brought various industry experts and partners into the room, including Saskia Cole from KIPD (Town Planner), Marisia Robus (Property Inspector), and representatives from Absa. Their expertise has been instrumental in equipping our attendees with the knowledge and confidence to make informed investment decisions.

As we move forward, SAPIN Women remains committed to creating opportunities for women to grow, network, and succeed in property investment, with the continued support of partners like Absa

1 Day Airbnb Women Workshop Event December 2024



SAPIN Women's Annual Event - JHB Country Club Woodmead 20 August 2022

"I CAN"



SAPIN Women's Annual Event - JHB Country Club Woodmead 12 August 2023



SAPIN Women's Annual Event - Bryanston Country Club 17 August 2024



What SAPIN Women have to say

With the help of her coach "I avoided a deal that looked attractive but would have had a lot of hidden costs resulting in it not being profitable and taking a long time to conclude."

-Jeminah Maema

"...loved the event and feels (says she has heard speeches and talks but Saturday was the best ever). She said it was excellent value for money... from the networking, to the MC to the food"

- Khanyi Ntsaluba

"Loved the event - says it was informative and very inspiring. Loved Nondumiso and Vuyiswa's motivation"

- Ruth Phaswana

"It was amazing. Met amazing powerful influential women. Thank you for the work you and your team are doing. It goes a long way."

- Success Mokoena

"Loved the speakers so much; Dr Mavis was her favourite and Nondumiso. Signing up for membership because of them."

- Pumla Tlooko