



**XOLISWATini**  
PROPERTY GROUP



*raising the standard*

## B R A N D   S T A T E M E N T

### **I AM THE BEARER OF A BANNER. I HOLD IT HIGH.**

While its lofty height above my head stands towering and strong,  
its weight reminds me of my beginnings. As it presses my feet into  
the dusty earth from which I've come, *I remember.*

The echoes of the greetings on the street by familiar voices ring with  
reminiscence, and the glow of friendly faces warms my soul.  
They forge a mirror in my mind's meandering, and as I muse,  
*my own smile reflects in the eyes of those around me...*

## **ubuntu is my radiant reality.**

My banner is hope & inspiration. I hold them high.  
Some may say I am a leader, but I say more a passionate pursuer, an  
inspired seeker. Those who are passionate pursue with me, and those  
with inspiration seek alongside me.

### **THEY HAVE SEEN MY BANNER, AND HOPE IS IN THEIR EYES.**

While my feet are pressed into the ground, my heart is at the lofty  
height of my intentions and *dreams to win, to triumph, to victor.*

### **ONE DAY THERE WILL BE ANOTHER BEARER,**

and they will reminisce about my familiar voice of passion and eyes  
of purpose...may their minds' meanderings forge a mirror, as they  
muse, of *fortitude, precision and passion!*

I am the bearer of a banner. I hold it high.

**I SOUND MY CALL. I TELL A STORY OF LEGACY TO THE  
FOLLOWERS OF HOPE AND INSPIRATION...LONG MAY THEY  
LIVE, AND HIGH MAY THEY RISE!**

# *raising the standard*



*Xoliswa Tini - Principal*

# XOLISWA TINI PROPERTY GROUP A TESTAMENT OF TRUST



THE XOLISWA TINI PROPERTY GROUP, ESTABLISHED IN 2003, BEGAN PRIMARILY AS A REAL ESTATE AGENCY IN EAST LONDON.

Xoliswa Tini, owner and principal, has expanded the real estate agency's footprint across the Eastern Cape and more recently, into Gauteng, specifically in Midrand and Pretoria. Today, XTP employs over 40 staff.

Xoliswa has also been able to take advantage of the multitude of opportunities offered in the sector and has diversified into:

## **FRANCHISING**

*(see more on page 11)*

## **BOND ORIGINATION**

*(see more on page 15)*

## **FACILITIES MANAGEMENT**

*(see more on page 13)*

## **TRAINING**

*(see more on page 17)*

Her vision is unashamedly driven by the need to help transform the sector by:

- improving the access of black entrepreneurs through franchising a reputable real estate agency brand
- creating awareness of the opportunities offered in the property sector's sub-sectors
- employing trained estate agents so that they live out their life goals
- offering SETA-accredited training to those who wish to build a career and take advantage of the opportunities in the property business.

PROUDLY EASTERN CAPE

# PROUDLY SOUTH AFRICAN

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THE XOLISWA TINI PROPERTY GROUP IS DETERMINED TO BECOME A NEW GENERATION PROPERTY BUSINESS OF CHOICE TO SOUTH AFRICANS. AND WE HAVE THE RIGHT DNA TO DO JUST THAT.

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MORE THAN A REAL ESTATE AGENCY, SELLING A COMPREHENSIVE RANGE OF PREMIUM TO LOWER-END PROPERTIES, THE XOLISWA TINI PROPERTY GROUP CONTINUES TO EXPAND ITS PROPERTY SERVICES AND BE A SYMBOL TO SOUTH AFRICANS.

It brings hope and inspiration to those who dare to dream and dream big, despite their current circumstances.

Its founder, Xoliswa Tini, exemplifies a spirit of authentic leadership, pioneering passion, and genuine charisma. Raised the child of a domestic worker, Xoliswa is a 21st-century role-model entrepreneur.

We believe in upholding ethics and justice, defining these in a new way in our clients' minds.

We understand that these values are non-negotiable elements of any business but we endeavour to live them and take them

to heart with real integrity.

Precision and efficiency are the standards by which we conduct our operation. It helps us to maintain accountability with our clients through a commitment to transparency and real, caring relationships.

We believe a strong brand is a necessity. Our brand creates an expectation with our clients. It helps us be true to our promise - to be a "banner bearer of hope and inspiration through world-class property management".

**Long may it last, and high may it rise!**



# RESIDENTIAL PROPERTY



# LET US BUY, SELL OR LET YOUR HOME

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AT XTP, WE UNDERSTAND THAT EXCELLENT PRESENTATION AND MAXIMUM EXPOSURE PLAY A KEY ROLE IN ACHIEVING THE BEST POSSIBLE PRICE FOR YOUR PROPERTY.

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## ACCURATE VALUATION

Our people carry out daily valuations, giving us intimate knowledge of property values in your area. We ensure that you receive a free competitive market analysis.

## WORLD-CLASS WEBSITE

Our website gives you all the information that you need — whether you are buying or selling a property in your area. Every house is covered in extensive detail — no matter the price.

## HIGHLY-CONCENTRATED MARKETING

We spend over an R1 million each year marketing our clients' properties, using a wide range of media, including key property titles and online.

## COUNTRYWIDE NETWORK

Referrals play a large part in the generation of leads in property sales. Due to our network of offices around the country, we are able to link potential buyers and sellers - no matter where you are located.

## MOBILE & EMAIL ALERTS TO BUYERS

We won't just post your property details - the moment you list your property with us, we can instantly notify relevant buyers through SMS and email alerts.

## COMMITTED TO FEEDBACK

We remain in weekly contact with our clients and take an active interest in assisting you. We continuously incorporate your feedback to help improve our service.

**FOR MORE DETAILS, CONTACT OUR BRANCH CLOSEST TO YOU WHICH CAN BE FOUND ON PAGE 20.**

# COMMERCIAL PROPERTY





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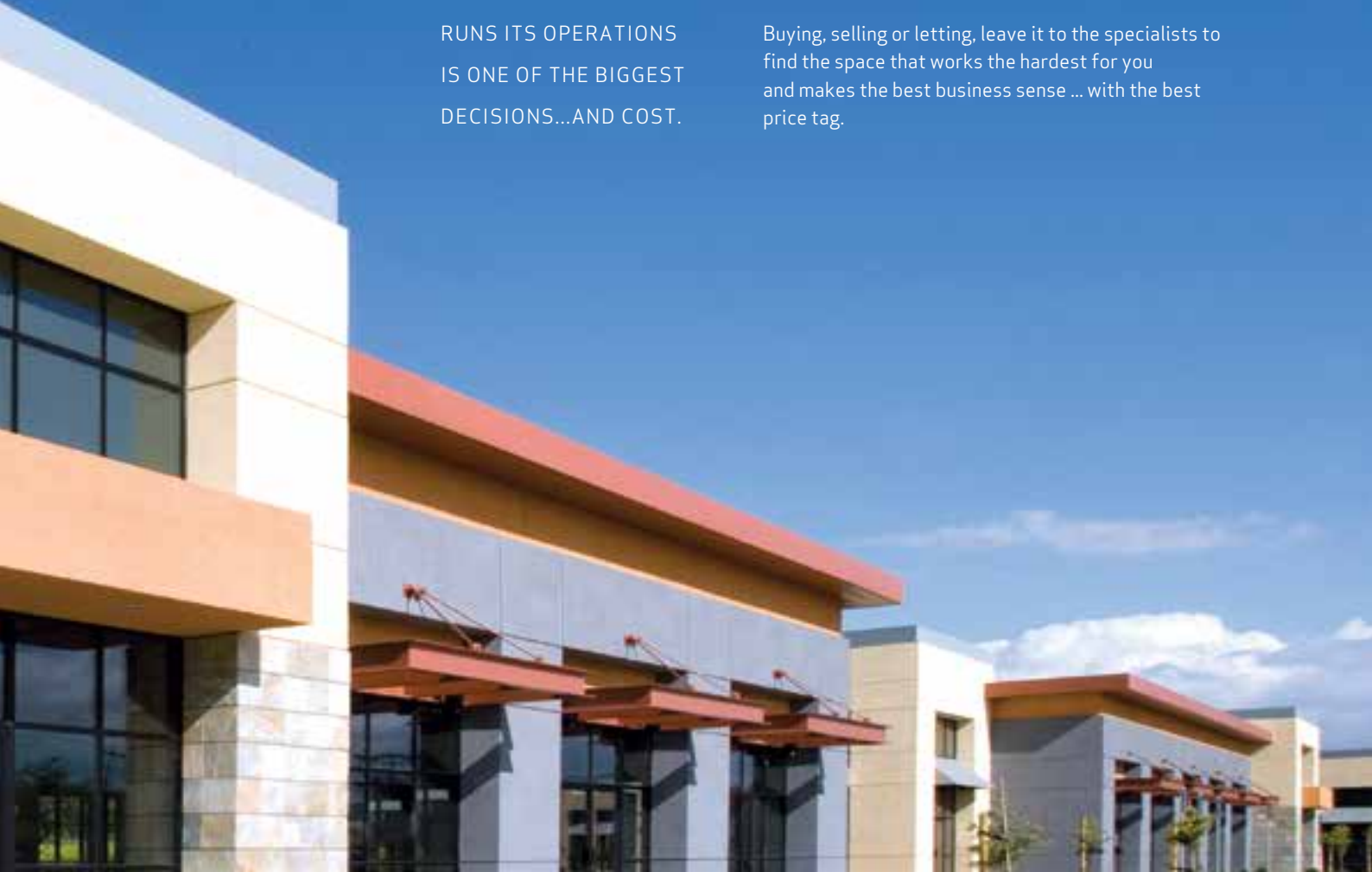
JUST AS THE VALUE OF UNQUESTIONABLY SUPERIOR CLIENT SERVICE HAS STOOD XTP IN GOOD STEAD IN THE RESIDENTIAL MARKET, THE SAME PRINCIPLE IS VALUED BY COMMERCIAL CLIENTS WHO FACE THE DEMANDS OF PROFITS, PEOPLE AND PERFORMANCE.

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WHETHER IT IS OFFICES,  
WAREHOUSING OR  
RETAIL, THE SPACE FROM  
WHICH A BUSINESS  
RUNS ITS OPERATIONS  
IS ONE OF THE BIGGEST  
DECISIONS...AND COST.

Xoliswa Tini Properties, with its years of experience, and skilled and experienced resources, provides a specialised, highly personalised, tailored service to a wide-range of clients whose exacting needs need to be met so that they can pursue their core business.

Buying, selling or letting, leave it to the specialists to find the space that works the hardest for you and makes the best business sense ... with the best price tag.



A modern living room interior featuring a large, light grey sectional sofa with several patterned and solid-colored pillows. In front of the sofa is a round, glass-topped coffee table with a dark metal base. The floor is covered with a blue and white patterned rug. The background wall is a light, textured grey.

BECOME PART OF THE  
XOLISWA TINI PROPERTY GROUP  
**FRANCHISE**

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# AS ONE OF OUR COUNTRY'S MOST LOVED BRANDS, THE XOLISWA TINI PROPERTY GROUP WANTS LIKEMINDED FRANCHISEES IN TARGETED AREAS TO JOIN THE BUSINESS.

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We have identified as ideal areas ideal for expansion across the full spectrum of our services and in particular, in real estate.

Some of the characteristics which potential franchisors should have include:

- Hardworking with **entrepreneurial skills**
- Hands-on owner entrepreneur with **initiative and creativity**
- **Well-presented** - good command of the spoken and written language
- **Customer service-orientated**
- **Problem-solving ability**
- Able to listen, be empathetic and **resolve situations**
- **Community operator** - understands the culture of the area
- **Strong sales motivation** - strong sales record especially in real estate
- **Computer literate**

- **Matric with tertiary education** as an advantage
- **Financial management skills** and business acumen
- **Registration with the Estate Agents Affairs Board (EAAB)** - NQF level 5 is an advantage (or NQF level 4 qualification with full status as an estate agent and a sales record is very important), for example.

The Xoliswa Tini Properties franchisor will receive extensive support in establishing and growing the business which includes a marketing programme, initial and ongoing training, amongst others.

**FOR MORE DETAILS, EMAIL [franchisesales@xtp.co.za](mailto:franchisesales@xtp.co.za) OR CONTACT XOLISWA TINI ON (043) 726 0541.**

THE FRANCHISEE VERIFICATION PROCESS CONSISTS OF FOUR PHASES:

1

THE INITIAL ENQUIRY

2

FULL APPLICATION

3

FIRST INTERVIEW

4

FINAL SELECTION



# **FACILITIES MANAGEMENT SERVICES**

# HELPING TO CREATE A CONDUCTIVE WORKING ENVIRONMENT FOR SOUTH AFRICAN BUSINESSES TO PROSPER

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LEADING BLACK WOMAN-OWNED PROPERTY BRAND IN SOUTH AFRICA, XOLISWA TINI HAS EXPANDED HER REAL ESTATE AND TRAINING BUSINESS OPERATIONS TO INCLUDE FACILITIES MANAGEMENT IN THE EASTERN CAPE AND GAUTENG.

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WITH OVER 15 YEARS IN THE PROPERTY INDUSTRY, XOLISWA TINI'S FACILITIES BUSINESS OFFERS A RANGE OF SERVICES WHICH HELP SOUTH AFRICAN BUSINESSES TO PROSPER.

It does so by providing services that deliver cost-effective maintenance of assets, an optimal working environment for employees to be productive and give effect to company brand values for clients.

## **THESE SERVICES INCLUDE:**

- Catering services
- Supply of promotional, cleaning, and building materials
- Provision of cleaning, landscaping, grass cutting services, for example
- Stationery, food parcels and office furniture
- Build maintenance - repairs to interiors, lights, electrical and mechanical; it also includes long-term services such as lift servicing, managing lighting and fixed wire testing
- Space planning
- Grounds maintenance
- Infrastructure management
- Provision of accommodation (residential/offices/commercial)
- Travel agency services
- Real estate/property management (lease in and lease out) rental management
- Litter control services
- General waste management
- Physical security services
- Health & safety management and development
- Fumigation/pest control and snake treatment
- Heating ventilation and air conditioning system maintenance
- Supply and delivery of garden equipment
- Supply and delivery of safety clothing.



# BOND ORIGINATION

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XOLISWA TINI BOND ORIGINATION UNDERSTANDS THAT FOR MANY CLIENTS SOURCING FINANCE FOR ONE OF THE MOST EXPENSIVE ASSETS CAN BE AN INTIMIDATING EXPERIENCE, ESPECIALLY FOR FIRST-TIME OWNERS.

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BOND ORIGINATION,  
SIMPLY PUT, IS A  
SERVICE THAT BUYERS  
CAN USE TO HELP  
THEM FIND THE BEST  
FINANCE DEAL FOR  
THEIR NEW PROPERTY.

With the Xoliswa Tini Property Group, buyers can expect to get the best finance deal which best suits their unique financial circumstances.

So no more shopping around. Instead, Xoliswa Tini Bond Origination will negotiate the best deal. It takes the pain out of this time-consuming and

stressful experience and brings years of finance know-how for the benefit of the client.

Xoliswa Tini Bond Origination is an accredited service provider with all major financial institutions that finance residential or commercial property purchases.

**FOR MORE DETAILS, CONTACT OUR BRANCH CLOSEST TO YOU WHICH CAN BE FOUND ON PAGE 20.**







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## THE XOLISWA TINI TRAINING ACADEMY IS LEADING THE WAY FOR A NEW GENERATION OF ESTATE AGENTS IN SOUTH AFRICA.

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WE HAVE THE RIGHT DNA TO DELIVER THIS PROMISE. THE ACADEMY IS A SYMBOL OF HOPE TO SOUTH AFRICANS. IT IS A SYMBOL OF HOPE AND INSPIRATION TO ANYONE WHO DREAMS BIG DREAMS DESPITE THEIR CURRENT CIRCUMSTANCES.

The Academy's primary focus is to provide knowledge and training to people who are passionate about property and want a career in the industry.

Courses have been developed to guide and educate individuals in achieving the qualifications needed to become a successful estate agent in South Africa.

### **THE XOLISWA TINI TRAINING ACADEMY OFFERS THREE QUALIFICATIONS:**

#### **RPL 4 & 5**

(Recognition of Prior Learning)  
For the experienced estate agents who have a Fidelity Certificate, we recommend Recognition of Prior Learning (RPL). These agents are required to keep a logbook and create a POE (Portfolio of Evidence).

#### **NQF 4 & 5**

(National Qualifications Framework)  
This course is for any individual who wants to participate in the property and real estate industry. It serves to support and educate students while obtaining the required qualifications needed to become an estate agent in South Africa.

#### **PDE 4 & 5**

(Professional Designation Examination)  
All estate agents are required to write the PDE as proof of understanding the profession and passing the skills and knowledge to work in real estate.

**FOR MORE DETAILS, CONTACT  
CHARLENE [Charlene@xtp.co.za](mailto:Charlene@xtp.co.za)  
OR (043) 726 0541.**

# OUR HISTORY

- 2003 ● Xoliswa Tini founded Xoliswa Tini Properties (XTP).
- 2004 ● A year later, XTP employs its first two estate agents.  
● ABSA awards XTP for the best customer service and Xoliswa is appointed as a member of its Platinum Class inner circle.  
● Black Management Forum awards XTP with its Women Business leadership award.
- 2005 ● Joined the Institute of Estate Agents of South Africa as a board member.  
● First XTP office opens in Amalinda with seven agents.
- 2006 ● Three years later, XTP branches out of East London and opens an office in Nelson Mandela Bay.  
● XTP donates R10,000 towards a child who was abandoned at Nompumelelo Squatter Camp in East London.  
● XTP donates R20,000 to Masizakhe Children's Home in East London.  
● XTP awarded The Start-Up Award by the Business Women's Association.  
● XTP becomes a member of the Border Kei Chamber of Business.  
● XTP opens the only black real estate academy in South Africa, providing a safe and nurturing home for young black estate agents who wish to enter the industry. The Academy offers NQF 4 and 5 as well as logbook training.
- 2007 ● After four years of success, XTP's head office opens in Berea, East London.



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- 2008
- XTP opens an office in the Mdantsane City Shopping Mall.
  - New brand is launched, the culmination of an extensive, re-branding process.
  - XTP scoops 10 awards at the Bond Choice Homeloan Awards; the agency takes top spot in six categories for the top supporting agency section.
  - An XTP office is opened in King William's Town.
  - Awarded the Progressive Company of the Year by the Black Management Forum.
- 2009
- XTP wins an award from the Border-Kei Chamber of Business.
- 2014
- Xoliswa adopts the Makinana Public School in the Duncan Village informal settlement in East London and commits to support efforts in rebuilding the school for the next three years.
  - The Ladies in Ministry award Xoliswa for making a mark in society.
- 2016
- XTP opens offices in Midrand, Gauteng.
- 2017
- XTP launches its franchising programme with plans to open further offices in the Eastern Cape, particularly in the eastern parts of the province.
- 2018
- Xoliswa Tini is nominated for the 2018 SA Women in Property Awards in the businesswoman of the year entrepreneur category.
- 2019
- XTP opens offices in Pretoria.
  - The Facilities Management division is established.
  - South Africa Institute of Black Property Professionals recognises XTP as a Leading Women-Led Business.



## **XOLISWATini** PROPERTY GROUP

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### **Head Office - East London**

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### **Mdantsane**

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### **King William's Town**

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### **Port Elizabeth**

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### **Midrand**

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### **Pretoria**

Office 3, Willows Crossing Shopping Centre  
Cnr Simon Vermooten  
and Rossouw Street, Die Wilgers  
Pretoria  
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### **Commercial property**

For more details, contact our  
branch closest to you

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### **Facilities management**

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[www.xoliswatiniproperties.co.za](http://www.xoliswatiniproperties.co.za)