



The Real Estate Ambassadors

Michael Ng

After a 30-year career in banking, Michael Ng made the switch to real estate in 2005. Today, he is an Associate Branch Director at PropNex Realty. His business is concentrated in Singapore's very active Eastern region where he has built up extensive experience in handling the sale, purchase and lease of private properties. Presently, his clients include regular homebuyers, multi-property owners and real estate investors.



Background

Before Michael made a name for himself in real estate, he had already built a successful career as a Vice President in the Treasury Division of a major local bank. There, he marketed financial products and handled a portfolio of both local and overseas clients.

However in 2001, his bank was the subject of a merger. This was the point when Michael decided that the time was right for him to branch out and be his own boss. He liked the idea of entrepreneurship as it allowed him flexible working hours as well as a shot at attaining a limitless income.

After attempting several different business ventures, Michael realised that real estate was the perfect career choice for him. Why? His passion lay in problem solving and people-to-people relationships. And in real estate, he would be able to provide property solutions that not only could changed the lives of his clients, but also would see them grow their wealth.

Area of Focus

Michael ventured into the industry through PropNex Realty, the agency he has remained loyal to until today. His vast experience in the banking sector served him well from the very start. He clinched his first deal just a few weeks into his new career, from a client that he met during a roadshow organized by his team leader, Steven Lau.



First day of Lunar New Year

•Australia

After a decade, Michael is still amongst the top producers in the agency today. He focuses his attention on private property owners in Singapore's Eastern region. His clients are mostly repeats and referrals who have used his services continuously over the years.

Providing Sound Financial and Real Estate Solutions

Michael's financial background and polish give him a distinct advantage at the higher end of the market. Each client gets a thorough financial analysis before advancing to the next step of the process. His solid knowledge of financial matters gives him the added credibility to advise his clients if their decision on a property is financially sound. Should his clients face a challenge in their transaction, Michael's has the ability to think out of the box for solutions to bring about a successful transaction.

Besides his sound financial knowledge, Michael also cites his patience and integrity as strengths in this industry. While many Salespersons hurry to close a deal for the sake of their commission, Michael is an exception. He genuinely believes in acting for the best interest of his client in every single transaction. This integrity keeps clients coming back for his property service over the past decade.

Professional Goals

Michael aims to maintain his status as a top producing Salesperson in PropNex Realty for more years to come. He is not ready to rest on his laurels and will continue to upgrade himself with new skill sets to stay abreast of the evolving market.

He also aspires to build and groom his very own team of associates to be top-producing Salesperson themselves. Together, they will help more clients achieve their real estate dreams.

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About PropNex Ambassador Awards

PropNex Ambassador Awards (5-year or 10-year) recognizes individuals who have embodied excellence, loyalty, professionalism and especially for those who have carved a proven niche for themselves in the industry, while maintaining continuity of business and engagement with clients.

Forming the top 10% of over 5,500 salespersons in PropNex Realty, these award winners were handpicked from a rigorous selection process, with consumer satisfaction and ethical conduct as the critical hallmarks.

We enter into our second year of presenting the PropNex Ambassador Awards, honouring those who demonstrated a commitment to excellence, community involvement and outstanding performance. The 2014 recipients are exemplary individuals who were conferred the title at our convention, witnessed by over 1,700 PropNexians and industry partners as they were recognised as the professionals who have created marvels in the real estate industry.

Now well established in the real estate industry, the Award continues to grow with the quality of winners matching the energy and professionalism of the Singapore's real estate industry.

"I am extremely proud and heartened to be presenting the PropNex Ambassador Awards again this year. As the name implies, PropNex Ambassadors not only represent the best in our company, they are also exemplary individuals representing the best of the industry. Their growth from ordinary real estate salespersons to extraordinary people capable of care, concern and compassion is a reflection of how they become well-respected in the industry. The wings on the PropNex Ambassador badge signify how high these people have soared, and how, as a company, our goal is to equip more of our salespersons with the wings to accomplish more in their lives," remarked Mr Mohamed Ismail, CEO of PropNex Realty.



PropNex

Service You Trust

*Congratulations to Michael Ng Cheng Soon
PropNex Ambassador Award (10-year)*



PropNex Ambassador Award 2014

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