

# AARON JEREMIAH

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*ADVISORY THAT  
REDUCES NOISE*



## THE POWER OF HAVING AN OPINION

In a competitive real estate landscape, where information is abundant but clarity is rare, Aaron Jeremiah Chan believes that what truly sets an advisor apart is the courage to have a well-informed opinion.

“For me, having an opinion means taking responsibility,” Aaron explains. **“It’s not about being loud or forceful. It’s about doing the extra work, checking the facts, validating assumptions, and organising solutions, so clients can move forward with confidence.”**

That additional layer of diligence defines how Aaron serves his clients. Every recommendation he makes is anchored in data, market understanding, and structured thinking. Rather than presenting options passively, he actively steers clients toward decisions that align with their goals and objectives.

This approach allows clients to cut through market noise and uncertainty. They are not just given information, they are guided. And in an industry where decisions carry long-term financial and personal implications, that guidance makes all the difference.





## A CULTURE THAT LIFTS EVERYONE

Aaron credits much of his growth to the environment he operates in. For him, what sets PropNex apart is not a single initiative, but a culture that is deeply embedded at every level of the organisation.

“The first thing is leadership,” he says. “When you see our CEO pushing harder than anyone else, it sets the tone. It makes you ask yourself, how can I not give my best?”

But beyond leadership by example, Aaron points to something less visible yet equally powerful: the absence of barriers. Despite being a company of over 14,000 salespersons, PropNex operates with an uncommon sense of unity.

“There’s no invisible wall between divisions or advisory groups,” he shares. “When it comes to projects, we work as one. Leaders are accessible. Producers are just a phone call away.”

**This selfless sharing culture, where knowledge and support flow freely, has become one of PropNex’s greatest strengths. It creates an environment where salespersons are not competing in silos, but growing together, aligned by purpose and professionalism.**

## THE 4Cs OF A BALANCED LIFE

Balancing leadership, family, and personal growth is never simple, but Aaron approaches it with a framework he calls the 4Cs: Communicate, Cherish, Calibrate, and Consistency.

Communication, he believes, is foundational. Clear conversations with family, colleagues, and friends ensure shared expectations and mutual respect. “Nobody likes last-minute changes or being left in the dark,” he says. “Support starts with honest, two-way communication.”

To cherish means to be fully present. Whether at work or at home, Aaron makes it a point to give 100% of his attention to the moment. **“When you’re with family, be there completely. When you’re at work, do the same. Presence is how people feel valued.”**

Calibration is his way of staying self-aware. By regularly reflecting on his actions and decisions, Aaron gains a third-person perspective on how he shows up in different roles. This allows him to stay aligned with how he wants to feel, and how he wants others to feel, in every interaction.

Finally, consistency ties everything together. Discipline in both work and family life creates stability, pride, and joy. “One cannot exist without the other,” he reflects. “It’s knowing what you’re fighting for, and how you’re fighting for it.”

## A LEADER GROUNDED IN CLARITY

For Aaron Jeremiah Chan, success is not defined by volume or visibility, but by clarity of thought, of purpose, and of action. By pairing strong opinions with rigorous validation, and ambition with discipline, he continues to serve clients and lead others with confidence and conviction.

In a fast-moving industry, Aaron’s journey is a reminder that when clarity leads, balance follows, and when leadership is grounded in purpose, excellence becomes sustainable.

