

JERVIS NG

CEA NO: R058385I



*BUILDING WITH
DEPTH AND
CONSCIENCE*



SPECIALISED. STRUCTURED. STEWARDED.

If Jervis Ng had to define what sets him apart, he would not point to a tactic or trend.

“It’s not a secret hack,” he says candidly. **“It’s a commitment to build with depth and with conscience.”**

Over time, Jervis has grown convinced that clients do not simply need a salesperson. They need a team strong enough to carry the weight of decisions that affect their family, their cashflow, and their peace of mind. That conviction has shaped three core pillars in how he builds.

The first is specialisation. Rather than positioning himself as a one-man solution, Jervis has intentionally converged his practice into a one-stop hub where different specialists focus deeply on different aspects of a client’s journey.

“For clients, it becomes fuss-free. For us, it creates focus.”

Instead of relying on one person’s bandwidth, clients benefit from a system and a team. Each segment of the process is owned by someone who goes deep, not wide. The result is clarity, coordination, and accountability.

The second pillar is objectivity in investments. Jervis believes wealth is not meant to inflate ego, but to steward time and freedom well.

“Money is a tool, not a master.”

With that mindset, his team has built a proven SOP to identify strong investment units across both new developments and resale markets. They filter based on fundamentals, compare options rigorously, and explain the reasoning clearly.

“When clients have clarity and a plan, anxiety on the ‘what-ifs’ reduces. They can make decisions with confidence, not pressure.”

The third pillar is operational excellence in selling homes. For Jervis, marketing alone is insufficient. Homeowners deserve leadership throughout the entire process.

From pre-sale preparation and positioning to marketing execution and negotiation strategy, his team operates with structure and transparency. Owners are updated consistently. Offers are documented clearly. Evidence is presented. Decisions are walked through carefully, so they understand not just the outcome, but the reasoning.

“I never want a client to feel something was hidden or rushed.”

Trust, in his view, is built in the details.

At the heart of it all is a simple conviction drawn from Scripture: “Whatever you do, work at it with all your heart.” For Jervis, excellence is not about ego. It is a form of love.

A PLATFORM THAT STRENGTHENS TEAMS

What distinguishes PropNex for Jervis is not only how it builds producers, but how it strengthens teams.

“It doesn’t just elevate individuals. It creates synergy.”

As leader of JNA Real Estate, he has seen first-hand that thriving through both strong and uncertain seasons requires more than motivation. It demands an ecosystem.

PropNex, he says, provides direction, culture, and practical tools that allow teams to operate with stability and standards.

He expresses deep gratitude to Chairman Ismail Gafoor and CEO Kelvin Fong for building an environment where the next generation is trusted, stretched, and supported with a serious platform. He also acknowledges the personal guidance from leaders such as Alan, Eddie, and Yong Hock, leadership that feels accessible and invested rather than distant.

One powerful example lies in leadership access and training. When Jason Tan and Michael Koh conduct sessions, the uplift is not isolated to a handful of producers. It sharpens the entire team.

“Our salespersons walk away clearer, stronger, more confident with serving clients.”

That shared elevation strengthens performance in good markets and resilience in tougher ones.

Another key synergy is opportunity. Many JNA salespersons have stepped into roles such as leads, project ICs, and taggers not because they were flawless, but because the platform created pathways and trusted them to grow.

“That trust stretches people. It builds identity.”

The tech ecosystem further reinforces this standard. Data-driven tools allow the team to anchor advice objectively, especially during volatile periods when client anxiety rises.

“In uncertain seasons, clarity protects both the client experience and the salesperson’s professionalism.”



PRIORITIES. PEOPLE. PROCESS.



Balancing leadership, family, and personal growth is not something Jervis claims to have perfected.

“I’m still learning.”

But he operates with a simple framework: **priorities, people, process.**

“One thing I’ve become clearer about as I’ve grown into leadership, it’s that balance doesn’t come from doing less. It comes from putting the right things first.”

Priorities come first. Faith, family, then his people. Deciding the order before pressure arrives simplifies decisions later. Anchoring leadership in spiritual conviction stabilises everything else.

“If I’m anchored, I lead better.”

People come next. Leadership, he believes, is not about carrying everything alone, but about building others to carry weight responsibly. Empowering leaders within his team creates sustainability, a culture of ownership, and removes bottlenecks.

Process protects what matters with structure. Family time is scheduled and defended. Personal growth is intentional, not postponed.

This framework became even more tangible when Jervis entered fatherhood. His wife, Penny Liang, and their daughter, Jaelah Ng, reshaped his definition of success.

“They remind me why we build in the first place. Not to be impressive, but to be present. Not to chase endlessly, but to steward faithfully.”

He shares a sobering reflection:

“Don’t sacrifice your family on the altar of ambition.”

Family is not the reward after success. It is the reason for building in the first place.

When ultimate priorities remain intact, growth becomes whole rather than fragmented. And that kind of wholeness is what sustains leadership for the long run.