

TERRANCE WONG

CEA NO: R047320D



*PRECISION,
STEWARDSHIP, AND
BUILDING PEOPLE
WHO BREAK
THROUGH*



LEADING WITH CLARITY IN A DATA-DRIVEN BUSINESS

For Terrance Wong, leadership begins with clarity about people, processes, and responsibility.

As his business scaled, Terrance quickly realised that effective leadership required more than intuition. It demanded visibility, structure, and timely intervention. Today, one of the most critical tools supporting that approach is PropNex's Agent Suite.

"Agent Suite is something I use daily," Terrance shares. "It gives me a clear view of each team member's transactions, the type, volume, and progress. From there, I can quickly identify gaps and step in to provide the right support."

This level of transparency allows Terrance to move beyond reactive leadership. Instead of waiting for issues to surface, he proactively reaches out, coaches, and recalibrates, ensuring no team member is left struggling silently.

Beyond performance tracking, the integration of AML and risk management checks has also been a game changer.

"I honestly couldn't live without it now," he adds. "What used to be time-consuming and manual is now seamless, allowing us to focus on doing things right, responsibly, and efficiently."

For Terrance, technology is not about replacing leadership, it is about sharpening it.





TECHNOLOGY THAT ELEVATES PROFESSIONALISM

On the client-facing side, Terrance relies heavily on PropNex's Investment Suites as a daily presentation and advisory tool.

"It's an all-in-one platform," he explains. "Data, visuals, analytics, it gives clarity instantly and helps support a well-structured case to prospects."

What stands out to him is not just the functionality, but accessibility. In the past, such high-level analytics often required salespersons to pay for expensive third-party subscriptions. Today, these tools are readily available within the PropNex ecosystem.

"That's a huge advantage," Terrance says. "It raises the overall professionalism of every salesperson in the company."

He is equally encouraged by the company's commitment to continuous improvement.

"The tech leadership team is always refining usability and visualisation, which is usually the biggest barrier to adoption. You can really see the effort put into making the tools intuitive and practical."

For Terrance, this constant evolution signals something deeper: a company that understands how modern salespersons work, think, and serve.

STEWARDSHIP, CULTURE, AND LEADING BY EXAMPLE

When asked what truly differentiates PropNex from other agencies, Terrance doesn't hesitate.

"It comes down to stewardship and leadership by example."

He believes an organisation is only as strong as the leaders guiding it. Under the steady leadership of Ismail Gafoor and Kelvin Fong, Terrance has seen a culture of excellence cascade throughout the company, from management to senior leaders and down to individual teams.

"When the head is strong, it permeates everything," he explains. "That's how you build a culture where mentorship is competent, leadership is credible, and performance improves across the board."

This environment gave Terrance the confidence to begin team building in earnest, something he only started after joining PropNex.



Today, #TerranceWongDistrict may be lean at just over 40 members, but its impact is significant. The team has already produced two Millionaire Achievers, one Rising Millionaire, and is on track to produce another two to three Rising Millionaires in 2025. Collectively, the team has crossed \$5 million in production, a testament to consistent, broad-based performance rather than isolated success.

But numbers are not what matter most to Terrance.

"What really gladdens my heart is seeing people grow," he shares. "When associates break through, you see it in their confidence, professionalism, and execution. That's real transformation."

For Terrance, leadership is ultimately about impact.

"To know that I've played a part in someone else's growth, that I've helped change their trajectory, that's deeply fulfilling."

By combining strong systems with thoughtful mentorship, and data with discernment, he has built not just a performing team, but a growing community of confident professionals.