

TIMOTHY TAN

CEA NO: R057094C



*CHOOSING
MEANING OVER
MILESTONES*



FINDING FULFILMENT IN PEOPLE, NOT JUST PROPERTY

For Timothy Tan, the appeal of real estate has always gone beyond flexibility or financial rewards. What truly keeps him engaged is the human connection.

"I enjoy working with people," he shares. **"Understanding where they're coming from, helping them move forward, and being part of that journey is the most rewarding part of what I do."**

That ability to relate, listen, and guide has shaped Timothy's approach from the beginning. While real estate offers the freedom to manage one's own time, he sees that freedom as a responsibility to be present, thoughtful, and intentional with every client interaction. The joy and relief clients experience when they make the right decision are what give his work meaning.



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A MILESTONE ACHIEVED WITH PERSPECTIVE

Achieving the Millionaire Award began as a personal challenge for Timothy, not a pursuit of status. Midway through the year, the goal felt out of reach.

“There were moments I genuinely thought I wouldn’t make it,” he recalls.

What carried him through wasn’t sheer determination alone, but a deeper sense of conviction. “By God’s grace, it came through,” he says. “The strength I had didn’t come from myself alone.”

That experience reshaped how Timothy views success. Rather than feeling pressure to repeat the achievement, he has found peace in letting go of numbers as the ultimate measure. “Money is fleeting,” he reflects. **“What matters more to me is doing the work right.” Today, the milestone serves as affirmation, not a finish line.**



BUILDING SUSTAINABILITY FOR HIMSELF AND OTHERS

With greater clarity, Timothy’s focus has shifted toward helping others grow in a sustainable way. His goal is not to push salespersons toward quick wins, but to walk alongside them as they build something lasting.

“I want to replicate my business model for my salespersons, if they’re willing and ready,” he explains. “To support them closely and help them grow steadily.”

He leads with patience and consistency, believing that meaningful progress comes from sound processes and the right mindset. Tools such as the PropNex CRM help him stay connected with clients through thoughtful follow-ups, while the company’s EDMs provide timely insights that keep transactions organised and clients well-informed. Technology, to Timothy, is a support system that allows him to care better, not faster.

STAYING GROUNDED BEYOND THE BUSINESS

Outside of work, Timothy finds balance through football and fishing, simple pursuits that help him switch off and reset.

“They clear my mind,” he shares. “When I come back, I’m more present, for my family, my clients, and my team.”

These moments of rest reinforce what Timothy values most: a life lived with balance and purpose. **For him, success is not just about professional milestones, but about showing up well in every role he carries.** As his journey continues, he remains grounded in the same belief that has guided him all along, choosing meaning over milestones, and doing the work with care.

