

VICTOR HO

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WHERE GROWTH BEGINS: GUIDANCE, GRIT & THE PROPnex ADVANTAGE WHY



WHY PROPnex IS THE BEST PLACE FOR NEW SALEPERSONS TO RISE

For aspiring real estate salespersons wondering where to begin, Victor Ho is very clear about one thing: the environment you start in can determine the salesperson you eventually become. And for him, PropNex has proven time and again to be the strongest foundation for anyone serious about building a lasting career.

“PropNex is the best place to start and thrive because of its robust training programs and strong support system,” Victor shares. As one of Singapore’s largest and most respected real estate agencies, PropNex offers more than just branding, it provides a structured runway for growth.

New salespersons are equipped with comprehensive learning

pathways, clear mentorship, and access to cutting-edge proprietary tools, including the Business Suite and Investment Suite apps. These platforms allow salespersons to analyse trends, guide clients confidently, and build credibility even in their early stages.

But for Victor, what truly elevates PropNex is its leadership. “The guidance of CEO Kelvin Fong and Chairman Ismail Gafoor inspires confidence. They demonstrate through their actions that the success of salespersons is the company’s priority.”

To him, PropNex isn’t just an agency, it is a training ground, a support system, and a place where aspiring salespersons can build not only their skills, but a meaningful, sustainable career.



HOW PROPnex SUPPORTS SALESPERSONS THROUGH EVERY MARKET CYCLE

The real estate market is cyclical, soaring highs, uncertain dips, and everything in between. Victor believes PropNex's greatest strength is how it supports its salespersons not only during booming seasons, but especially during the challenging ones.

"PropNex prioritises salesperson support and empowerment," he says. **"Even in tough times, you're never on your own."**

One of the clearest examples is the company's strong culture of collaboration. Senior leaders, district directors, and experienced teammates readily share knowledge through workshops, role-playing sessions, and one-on-one coaching. This open exchange of strategies helps salespersons adapt quickly to shifting conditions, whether it's during cooling measures or unexpected crises like the pandemic.

Victor recalls how many salespersons found stability during the pandemic years because of this shared guidance, from practical advice on pivoting strategies to the emotional encouragement needed to stay motivated.

What also sets PropNex apart is the accessibility of its top leadership. **"Kelvin and Ismail don't stay behind closed doors. They speak to us, guide us, motivate us,"** Victor says. Their presence creates a sense of unity and reassurance, reminding salespersons that they are part of a larger, supportive family.

In PropNex, success is never a solo journey, it is built collectively.



BALANCING LIFE, LEADERSHIP & GROWTH (WITH HUMOUR & HEART)

Life as a leader often means juggling multiple roles. Life as a parent of four means juggling even more, sometimes literally. Victor describes this balance with humour and honesty:

"Balancing leadership, family, and personal growth is a bit like juggling six balls while making dinner for six, chaotic, but it somehow works most of the time."

As part of a lively family of six, Victor has mastered multitasking in its rawest form, reviewing homework, settling disagreements, answering client calls, and squeezing in a workout before the household wakes. It is a life filled with motion, noise and love. His secret is refreshingly human: coffee, delegation, and embracing the concept of "controlled chaos."

"Perfection is overrated," he says with a smile. Instead of chasing flawless balance, Victor focuses on prioritising what matters, leaning on support systems, and giving himself permission to be imperfect.

His advice to others striving to juggle leadership, family and personal growth mirrors the authenticity he brings to his career: embrace the mess, laugh at the mishaps, and steal moments of self-care. Even a five-minute meditation session hidden in the closet, he jokes, can restore sanity.

What grounds him most is remembering that growth doesn't require perfect circumstances. It simply requires showing up, consistently and wholeheartedly, no matter the season.



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A FUTURE BUILT ON SUPPORT, SKILL & HEART

Victor's story is a testament to the power of the right environment. He believes the combination of PropNex's training, mentorship, peer support and leadership involvement form the strongest foundation for any aspiring salesperson.

But beyond the systems, what truly defines Victor is his sincerity, his hunger to learn and his ability to navigate life with both discipline and humour. As he continues to grow his career and guide others, Victor stands as proof that with the right support, and the right mindset, anyone can thrive.

In a challenging industry, he reminds us that success is not only about transactions, but about resilience, community and heart.