



TM

# NEWS FLASH

A Monthly Publication by Dennis Wee Group



Feb 2008

## DW GROUP STARTS REAL ESTATE TRAINING IN VIETNAM

Following the success of its first entrepreneurship course conducted in Vietnam in December 2007, DW Group launched its first real estate training one month later on 24th & 25th January 2008. The course was conducted by Dr Dennis Wee and Mr Chris Koh in Ho Chi Minh City.

Participants were taught everything from prospecting to handling objections and closing techniques. To boost the content of the course further, a Vietnamese lawyer was hired to teach Vietnam real estate law to the participants. Participants who signed up for the 2-days course also got a wonderful bonus at the end. They were given a special half-day Geomancy (Feng Shui) course the following day by our very own in-house trainer, Mr Herman Yeo. At the end of the 2 courses, all the participants felt well-equipped with all the necessary knowledge to be a professional real estate agent. They were also very impressed with our experiential teaching methods, resulting in many enquiring about our other courses.

After 3 successful courses conducted, and more trainings being planned for 2008, the DW Group brand name is fast becoming recognizable for real estate and training in Ho Chi Minh City, Vietnam.



Dr Wee addressing the participants



Learning about Vietnam law



Doing the glass walk



1st batch of Real Estate Vietnam participants



Mr Herman Yeo's fengshui lesson

### JAN 2008 ACHIEVERS

#### Top Producers

**Top Position**  
Jimmy Teng

**2nd Position**  
Gina Foo

**3rd Position**  
Brenda Star

**4th Position**  
Jane Goh

**5th Position**  
Nicole Lim

**6th Position**  
Thomas Yin

**7th Position**  
Diana Chan

**8th Position**  
Eileen Lau

**9th Position**  
Jean Thoo

**10th Position**  
Patrick Tan H C

#### Top Categories

**Top Seller (Pte)**  
Jimmy Teng

**Top Seller (HDB)**  
Nicole Lim

**Top Seller (Comm/Ind)**  
Marius Lim

**Top Rental (Residential)**  
Jean Thoo

**Top Rental (Comm/Ind)**  
Arm Abdul

**Top No. of Transactions**  
Thomas Yin

**Top Lister**  
Jimmy Teng

**Top Rookie**  
Henry Koh

**Top Recruiter**  
Thomas Yin

**Top Divisions**  
Jimmy Teng  
Nelson Tan  
Benedict Low

**Top Groups**  
Gina Foo  
Brenda Star  
Thomas Yin



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# LUNAR NEW YEAR CELEBRATIONS

Gong Xi Fa Cai! DW Group celebrated the Lunar New Year at Park Mall Office on 13 February 2008 with a series of celebrations. It started in the morning with the annual "Mah Jong" Competition where the 4 finalists - Mr Dennis Seah, Mr Sunny Lee, Ms Susan Yeo and Ms Germaine Ng battled it out on the mahjong table. Ms Germaine Ng emerged the winner and was crowned "Mahjong Queen", winning herself the coveted challenge trophy and \$1288 in cash. Mr Dennis Seah was the "Top Builder" and walked away with \$108.

The highlight of the afternoon was the bingo session with associates trying their luck to win some money. After 5 rounds of bingo, Mr Patrick Phua emerged the big winner in the final round winning himself \$2088. A lucky draw was also held at the end of the bingo session to allow associates who didn't win at bingo a second chance at winning a prize. Many associates walked away happily with lucky draw cash prizes ranging from \$10 to \$100.

DW Group broke our previous year's "Lo Hei" record with 15 long tables this year. Associates and staff lined the rows of "Lo Hei" and tossed to a great year ahead. Dr Dennis Wee ended the celebrations by distributing lucky oranges and "Ang Pows" to all present wishing them a prosperous year ahead.



The "Lo Hei" Spread



Let's "Lo Hei"!



"Mah Jong" Competition Finals



"Mah Jong" Queen - Ms Germaine Ng



Top Builder - Mr Dennis Seah



Full house at Bingo Session



Bingo Winner - Mr Patrick Phua



Dr Wee & Mrs Wee giving out lucky oranges & ang pows

## PROJECT MARKETING COURSE

On 17 & 18 January 2008, a 2-days course teaching associates how to market new projects was conducted at Park Mall Office by Mr Colin Tan from ColinTan Training & Consultancy. Associates who signed up for the course were taught "Primary Sales Marketing" and "Dos & Don'ts in Project Marketing". Handouts and scripts were also made available to the participants. It was a very interactive course where the associates got to role-play and display their newly acquired techniques. Feedback from the associates at the end of the course was very positive and many looked forward to attend more of such courses.



Trainer - Mr Colin Tan

## The Race Has Started For 2008... Top 150 Producers (as at 31 January 2008)

1	Jimmy Teng	76	Alycia Wang
2	Gina Foo	77	Florence Low
3	Brenda Star	78	Raymond Tan H K
4	Diana Goh	79	Catherine Pang
5	Steven Wong	80	Edwin Teo
6	Calvin Yeo	81	Grace Wong
7	Nicole Lim	82	Ellyssa Yap
8	James Yeow	83	Stephen Tan
9	Florence Soh	84	Wenger Yoo
10	Shirley Tan	85	Jenny Goh
11	Thomas Yin	86	Nelson Tan
12	Mindy Yong	87	Josephine Chia
13	Gilbert Leong	88	Eugene Teo
14	Dave Lim	89	Mary Chen
15	Ryan Kong	90	Simon Chan
16	Ng Yann Yann	91	Aileen Lem
17	Aveline Tan	92	Dede Kurnia
18	Susie Alias	93	Dennis Aw
19	Eileen Lau	94	Jass Tan
20	Jaffry Bin Mohd	95	Benny Wong
21	Terence Sam	96	Lim Boon Keong
22	Eileen Lim	97	Edmund Tham
23	Mary Phee	98	Chris Ang
24	Jimmy Yeo	99	Violet Ong
25	Jason Koh	100	Susan Lee
26	Jean Thoo	101	Jonathon Teo
27	Tan Soo Yee	102	Daphne Tan
28	Hazel Ong	103	Mandy Lee
29	Christine Lam	104	Audra Foo
30	Alvin Boo	105	Vernon Low
31	Carole Lum	106	Jane Phua
32	Edmund Teo	107	Hans Tjondro
33	Daniel Gay	108	Daniel Chan
34	Nancy Tan	109	Ann Tan
35	Karen Kee	110	Mary Pang
36	Xynde Goh	111	Yoki Woo
37	Sabrina Tan	112	Mastura Rahim
38	Claire Tan	113	Eugene Ong
39	Desmond Lee	114	John Han
40	Juliana Ong	115	Shirley Ang
41	John Lee	116	Vicky Tan
42	Belinda Lim	117	Patrick Lam
43	Ann Lee	118	Sally Saw
44	Sharon Yeo	119	Ivy Eyu
45	Eileen Koh	120	Jennifer Kuah
46	Diana Chan	121	Jennifer Loh
47	Serene Kwong	122	Johnson Yan
48	Josh Tan	123	Kamaliyah Bte Abdullah
49	Edward Foo	124	Alice Yap
50	Felicia Chang	125	Sally Lum
51	Dave Ong	126	Bernard Goh
52	Patricia Khoo	127	Daisy Koh
53	Jilson Tan	128	Serene Loh
54	Janette Yew	129	Helen Yip
55	Peter Tan CG	130	Ken Lin
56	Chen Yifeng	131	Sean Ang
57	Sebastian Soo	132	Eddy Ng
58	Lawrence Low	133	Germaine Ng
59	Phyllis Tan	134	Rey Ng
60	Vincent Chew	135	Lawrence Lee
61	Hasinah Bee	136	Sue Yap
62	Bernard Ong	137	Selicia Tan
63	Whelene Loh	138	Benjamin Tan
64	Henry Koh	139	Eunice Neo
65	Jolyn Tan	140	Adrian Lim
66	Alice Teo	141	Joycelyn Choy
67	Jim Lee	142	Elizabeth Chye
68	Victor Koh	143	Darren Lim
69	Paul Lim	144	Johnny Chiam
70	Esther Chia	145	Lim Hong Boon
71	Mark Tan C L	146	Shirley Lee
72	Keith Chan	147	Jason Yeo
73	Serene Teng	148	Chia Sow Hing
74	Lawrence Ang	149	Theron Chen
75	Raymond Chow	150	Zul Suandi

# HDB UPDATES

## HDB Concessionary Interest Rate

CPF Board has announced that their interest rate of 2.5% will remain unchanged till 30 June 2008. As such, the HDB Concessionary Loan Interest Rate pegged at 0.1% above CPF rate will remain unchanged at 2.6% till 30 Jun 2008.

## HDB Revises Loan Eligibility Policy For Ex-Residential Private Property Owners

In a meeting with HDB on 13 Feb 2008, HDB announced that with effect from 15 Nov 2007 ex-residential private property owners must dispose off their residential private property for at least 30 months before they are eligible to take a HDB concessionary interest rate loan from HDB. Only after the 30 months period will the ex-residential private property owners be eligible to submit a HDB Loan Eligibility (HLE) application. Previously, this was not the case and the 30 months of no private property only applied to eligibility to buy a flat directly from HDB or a resale flat with CPF Housing Grant, and not HDB loan eligibility. With the policy revision, ex-residential private property owners can no longer take advantage of HDB loans to buy a resale flat after immediately disposing off their private property. For avoidance of doubt, 30 months is calculated from the date of transfer of the residential private property.

## CONGRATULATIONS ON YOUR PROMOTION

### DIVISION DIRECTOR

Aaron Hong  
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Darren Lee

### SENIOR ASSOCIATE MANAGER

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Henry Tan H X  
Iris Poh  
Marius Lim  
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Josephine Chia  
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