

# Professional Speaker's Profile

## Andy Ng

### "Magnetic Selling for Trainers"



Here are 9 Important Things You Should Know About your local *Action Coach*:  
**Andy Ng...**

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1. Andy has over 20 years of professional and business experience in serving big and small companies. Currently he is the CEO of HPA Group:
  - **Harness Potential Associates Pte Ltd** (business coaching/consulting & training)
  - **Higher Profits Action Pte Ltd** (MIDAS - Mergers, Investments, Diversification and Acquisition Strategies for aspiring companies wanting to reach the big league)
2. His commercial experience includes being a **director** at Allied Telesyn International (Asia) Pte Ltd, consultant at **KPMG Consulting Pte Ltd** and **Financial Analyst at Chase Manhattan Bank NA**. Some of these successes included adding \$8.5 million in his first year to revenues in a mature business already turning over more than S\$200 million a year.
3. Andy has a **MBA from UK** which means he has been formally educated. Yet his teaching style is completely practical because he believes that action still speaks louder than words.
4. **Business development** has been a feature of Andy's business career from day 1. By age 21 he was running a tuition agency business and by 30 was the top 20% sales team at Vickers Ballas Holdings Limited, the top 3 stockbroking firm in Singapore. You're dealing with a **go-getter**.
5. Current coaching clients include one client whose turnover improved 28% in the first 4 months of coaching while he is working alongside 9 clients planning an additional \$1.5 million increase in current turnover with a range of practical strategies that will make the new financial year one to remember. One client called Stylistique Ads (S) Pte Ltd has since coaching started in September 2003, increased his monthly sales and profits by 50% and 35% respectively. Since 2001, total companies coached by Andy (one-on-one and group basis) totaled 127.
6. Andy is also doing training for **SingTel, Sing Power, IQPC, NTUC, Toppan Forms**, and 101 other companies on a wide range of topics including marketing, teambuilding, sales, finance, business planning, systematization, customer service and entrepreneurship.
7. Andy's highly motivated style will **challenge the heights that you believe you are capable of** and will become a **trustworthy guide** to building the business you know is possible. **Taking teams and businesses to new levels is his passion** and whether the business is large or small is of no consequence. Providing you the client have a passion for your business, the fit will be a good one.
8. Always a family man, Andy is happily married with 3 kids. His wife a senior HR Manager.
9. In the community, Andy is with the Lions (Beverly Hills), Rotary eClub, BNI, ASME, SCCCI, SMa, Toastmasters International and Association of Professional Speakers.