

# INTOUCH

NEW BOB GROUP BULLETIN

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*Merry  
Christmas*

★ BEING ON TOP  
OF BUYING PROCESS

★ OPP AWARDS 2014

★ TROPIC SUITES



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# BEING ON TOP OF BUYING PROCESS

**Before purchasing a home in Malaysia, it's immensely important to familiarize yourself with the buying process. As there are crucial steps that need to adhere, every buyer should have a comprehensive understanding on how to undergo each one like a champion. The succeeding tips are for you.**

## Consider your financing options and secure financing

First-time homebuyers have a broad variety of options to assist them to secure a home. Obtaining a mortgage loan from a bank or a lender is the most viable option. Your mortgage interest rate plays a pivotal role in determining the total price you pay for the home, hence remember to shop around. It will definitely pay off.

## Obtain a home inspection

Although the home you intend to purchase appears flawless, there's no better replacement than to have a trained professional inspecting the property concerning quality, safety and overall condition of the unit. If the home inspection discloses serious defects, you have every right to demand for a deposit refund, or negotiate to get the seller to make the repairs.

## Make an offer

Your real estate agent will assist you in determining how much money you wish to offer concerning the house along with any conditions you intend to ask for. An offer will next be presented by your agent to the seller's agent. The seller will either accept the offer or issue a counter-offer. You can continue to go back and forth until a deal is reached or decide to call it quit.

## Find a home

Remember to utilize all the available options such as finding homes on the market, using your real estate agent, searching for listings online and driving around the neighborhoods that caught your attention. Place some feelers out there with your friends, family and business associates. You will never know where a good reference or lead might derive from .

## Keep Saving

Homeownership always entails unexpected expenses such as replacing the roof or getting a new water heater. Thus, it's extremely important to start an emergency fund for your home so that you won't be caught off-guard should these unexpected costs arise.

## Close or move on

If you are able to work out a deal with the seller, and further inspection didn't reveal much problems, you would be ready to close the deal. Closing literally refers to signing a tonnes of paperwork within a short time period.





New Bob Realty

## New Bob Realty Bagged Gold Award at OPP Awards for Excellence 2014

New Bob Realty recently won the much coveted Gold OPP Award for Excellence under Best Large Agency at a lavish glittery ceremony held in Novotel London West, London on 27th November 2014. Gold, Silver and Bronze OPP Awards were presented through 30 categories where there were two new categories this year namely the best example of customer service and the best example of agent support.

The best developer in each region, the best agent in each region, and overseas property professionals were awarded at the prestigious award ceremony. OPPLive events target developers seeking agents, master agents seeking sub-agents and people wanting to sell residential real estate and related products looking for the right product to sell. The London event provided attendees an opportunity to network with property professionals on an international scale.

**Congrats to New Bob Realty on winning the prestigious award!**



# TROPIC SUITES

*show unit ready for viewing*

A fully-furnished commercial suite project that consists of 88 lavish units, the built-up of the project starts from 500-800 sq feet. Tropic Suites has the perfect location, situated in the renowned business hub along Jalan Gottlieb on Penang Island. It is in close proximity to Penang City Centre, hospitals, schools, parks and popular eateries. Selling price starts from RM500,000 onwards.

For viewing, kindly make early appointment with any of our sales and marketing staff.

012-4019 577 (Jessica) or 012-412 8111 (James).



## Part 1: New Bob's Top Five Local Delicacies

Long regarded as the haven of hawker delicacies in Malaysia, Penang always entices visitors with its scrumptious cuisines. Street food is a way of life for most Penangites. It's never a surprise to see street food everywhere on this beautiful island. Here are our top five favourites in Penang as we go food hunting. We'll be covering the second part of this topic in our next issue.

### 1 Hokkien Prawn Mee

Originated from Fujian, China, Hokkien Prawn Mee is a very common delicacy in Penang. Although the noodles is also available in other parts of Malaysia, Penang Hokkien Mee is unique and has a distinctive taste of its own. One bowl of this warm fuzzy fried noodley prawn dish contains delicious prawns, fish cake, slices of meat and water spinach. If you come to Penang, it's a must to visit this 67 year old Hokkien Mee Stall located at Pengkalan Weld Quay currently owned by the second generation of the Chong family.  
Address: Pengkalan Weld Quay, Penang;  
Business Hours: Monday-Saturday (6am-12noon)





## 2. Char Koay Teow

This delicacy is undeniably one of the local favourites among Penangites. Usually served with prawns, this stir-fried-rice-cake strips is a form of big fat, flat noodles. This sloppy noodle delicacy contains prawns, cockles, beansprouts, chinese chives, flat rice noodles, egg, soy sauce, chili, belachan all fried in a fiery heat work with pork lard. If you are looking for a plate of delicious and aromatic char koay teow, opt for Sin Wah Char Koay Teow stall located along Pulau Tikus nightmarket. Operates only at night, the stall is worth every visit as they use duck eggs that adds a creamier flavour to it. Address: Sin Wah Char Koay Teow, Jalan Pasar, 10350 Pulau Tikus; Business Hours: Daily (6.30pm-11.00pm)



## 3 Char Koay Kak

Also known as Chai Tau Kueh (Fried Carrot Cake), this is a very popular street food in Penang. Usually eaten for breakfast or late supper, a plate of addictive char koay kak encompasses stir-fried carrot cake pieces, salted turnips, bean sprouts, eggs, dark soy sauce, a little chili paste and pork lard.

This delicacy is normally seen fried with batches of cube rice cakes in a big flat pan. The 40 year-old pushcart char koay kak located along Macalister Road serves one of the best Koay Kak in town. Currently managed by the Eoh family, they provide reasonable portion served on a banana leaf fried complete with egg, bean sprouts and Chinese chives.

Compared to the conventional koay kak of short and squarish shape, they serve one-of-a-kind aromatic longer and slimmer shape of the delicacy. Address: Seow Fong Lye Coffee Shop, 94C Macalister Lane, 10400, Penang; Business Hours: Daily (7.30am-1pm)







## 4. Asam Laksa

Penang Asam Laksa is a famous local delicacy fondly loved among Penangites. One bowl of this steamed spaghetti-sized vermiceli is firstly garnished with finely sliced vegetables encompassing onions, cucumber, red chilis, pineapple, lettuce, mint and pink bunga kantan (ginger buds). Onto the mixture is the steaming curry soup of sour and thick fish meat. Spoonful of fish paste is lastly added according to preference. Besides breakfast, laksa can also be consumed for lunch, dinner and supper. Though widely available at most hawker stalls across Penang, the most famous asam laksa is the one operating along Penang Road. They serve thick broth complete with handsome amount of shredded fish. Address: Penang Road, Joo Hooi Cafe, Penang; Business Hours: Daily (11.30am-5pm)



## 5. Chee Cheong Fun

A dish that originated from Southern China and Hong Kong, “Chee Cheong Fun” is derived from the word pig intestine noodle, directly translated from Cantonese. The name may sound unappetizing to most people, nonetheless its from this appearance that the dish acquired its name. This steamed flat rice noodle rolls is a renowned local dish in Penang distinctively different from what we would get elsewhere in Malaysia.

The Penang version is constantly kept in a steamer. It is served with condiments comprising three cheo (a sweet dark-red sauce), hae ko (black, prawn paste sauce), huan cheo chiau (chili sauce), oil, and sprinkled with sesame seeds. The 55 year-old pushcart stall outside Seow Fong Lye Cafe along Macalister Road serves one of the best authentic Chee Cheong Fun in town. Their rice rolls' silky smooth texture and translucent appearance can stay fresh without being refrigerated for up to 24 hours. As shown in the picture is the wife, Madam Lim Mei Fong gently opening the rice rolls.

Address: Seow Fong Lye Coffee Shop, 94C, Macalister Lane, 10400, Penang.  
Business Hours: Daily (7.30am-12.30pm).



**GREAT DEALS!**

**USED CAR FOR SALE 2014/15**



<b>MODEL</b>	<b>PROTON WIRA 1500cc(M)</b>	<b>PERODUA KENARI 1000cc(A)</b>
<b>YEAR</b>	<b>2006</b>	<b>2007</b>
<b>MILEAGE</b>	<b>58,082 (AS OF DEC 2014)</b>	<b>82,010 (AS OF DEC 2014)</b>
<b>ASKING</b>	<b>10K</b>	<b>15K</b>



<b>MODEL</b>	<b>PERODUA MYVI 1300cc (A)</b>	<b>TOYOTA AVANZA 1500cc (A)</b>	<b>TOYOTA VIOS 1500cc (A)</b>
<b>YEAR</b>	<b>2007</b>	<b>2007</b>	<b>2007</b>
<b>MILEAGE</b>	<b>117,045 (AS OF DEC '14)</b>	<b>112,586 (AS OF DEC 2014)</b>	<b>73,093 (AS OF DEC 2014)</b>
<b>ASKING</b>	<b>21K</b>	<b>34K</b>	<b>38K</b>

**FOR ENQUIRY/VIEWING CONTACT: T.ENG GOH HP:012-418 1777**



## Effective Communication and Interpersonal Skills Training

The importance of good interpersonal skills in the workplace cannot be underestimated. Interpersonal skills involve the ability to build rapport in establishing rapport and trust, to present ideas with clarity and professionalism, and capability to handle challenging situations. These are the everyday skills that we constantly need to effectively communicate and interact with colleagues, customers and clients.

To sharpen our employees' communication skills, an insightful full day workshop entitled "Effective Communication and Interpersonal Skills" was conducted by a seasoned trainer, Nelson Kok on 15<sup>th</sup> November 2014 from 9am until 4pm at New Bob Centre. A total of 30 employees at all levels took part in the training with aims of maximizing their ability to communicate and work with others, plus avoid conflict and disharmony.

The topics of the workshop were mainly on:

- Understand the basic communication process and effective communication in the workplace.
- Understand and apply effective interpersonal communication skills at the workplace
- Learn attentive listening skills and understand its importance in improving customer service communication process.
- Assertive communication skills and understand its importance in dealing with people.

Besides that, an engaging interesting activity, "Communikartio" was incorporated also into the workshop. The 28 player game required participants to sit in a circle blindfolded and identify all the shapes and colours being held by them. At the end of the game, the leader had to guess the most commonly held symbol circulated to test on participants' leadership qualities, communication skills and instruction clarity. Every participant was a clear winner and deserve a standing ovation for doing a wonderful job in completing the task.

Interpersonal skills are not merely important in the workplace, our personal and social lives can also benefit from good interpersonal skills. People with good interpersonal skills are usually perceived as optimistic, calm, confident and charismatic- qualities that are endearing or appealing to others. We hope everyone can greatly benefit from this workshop.

