

19 | **OVER**
89 | **TWENTY**
| **FIVE**
| **YEARS**

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Highcap Group welcomes Zuleta and Liong

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Carlos Zuleta,
Highcap Group



Yenni Liong,
Highcap Group

New York, NY According to Highcap Group, Carlos Zuleta and Yenni Liong have joined the firm.

Zuleta has been in sales all his life and learned the true meaning of customer service. Zuleta also believes that the key to being a good broker is someone who will work in their clients' best interest and not in their own. Having excelled in everything from phone sales to door to door sales to selling for major financial companies, he has worked with people of all kinds, and always achieved his goals no matter what obstacles came his way. Zuleta pursued real estate sales over ten years ago thanks to the example of his family in the business. He has since worked with some of the best brokers in the industry who consider him to be the "one to look out for" due to his extreme hard work and highly successful closing rate. Zuleta is honest, knowledgeable of the market, available when you need him, plus has a strong track record in real estate transactions, which is what you should look for in a professional.

"I will act as your liaison, with top-notch service all the way," he said. "Being an aggressive negotiator guarantees that I'll get you the best price possible whether you are buying or selling."

Born in Colombia, Zuleta has lived in Brooklyn, New York from the age of five. He speaks fluent Spanish and English, and graduated in Business Management from Interboro Institute.

Liong's passion for a career in real estate began in Indonesia, her homeland, where she worked in-house for a very prestigious landlord leasing apartments in the Central Business District of Jakarta. Upon moving to the city, she decided to remain in the real estate field and now specializes in Queens. She is extremely driven and tenacious in completing tasks. She provides outstanding service and results as an industry leader. Knowing that your home is both your place of peace and your largest investment, Liong seeks to provide a delicate balance of emotional support and financial guidance. Her background as a financial analyst, operations manager and accountant give her a distinct advantage when analyzing the best opportunities and value in today's market.

"Delivering a superior client experience is my top priority. Perseverance, punctuality, honesty and reliability are qualities I hold in the highest regard in all my dealings," she said.

Yenni earned a BA in Accounting from Trisakti University in Jakarta, Indonesia as well as a degree in Chinese Language from Fu Jen University in Taipei, Taiwan. She lived and worked in Torrance, CA before moving to NY. Yenni speaks fluent English, Mandarin Chinese and Bahasa Indonesia. In her free time, she enjoys exploring the city, movies, music, browsing the internet and charity work.

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