

Entrepreneurs News

Spring 2009

essage From (The Bresident

Dear members,

The 2009 year of the earth Ox symbolizes prosperity through fortitude and hard work. ACCE is no exception as it starts the year with our Chinese New Year Celebration and over 230+ members attended the event that was sponsored by Atlantic Financial Corporation.

This year's event was extraordinary as we celebrated our Chinese New Year with a special traditional feast of "Yee Sang"! "Yee Sang" or Raw Fish Salad is made from thin slices of raw fish, shredded vegetables, herbs, spices and oil. In Malaysian Chinese culture, Yee Sang is believed to bring good fortune and wealth in the upcoming year to those who toss and mix it while shouting "Lo Hei" which symbolizes liveliness, vigor,

abundance, prosperity and longevity.

The celebrations included featured performances by our directors, advisors and a Chinese horoscope reading by renowned geomancer Paul Ng. Our very own "God of Fortune" distributed the traditional "Lai See" to everyone.

The last few months have been very hectic while we achieved many objectives through our numerous networking events and seminars. We co-organized with Samtack for a Microsoft Learning & Presentation Event, participated with the Markham Small Business Enterprise Centre on "Succeeding In The Canadian Market - Small Business Forum" and a networking event that included views from our past winners on "How To Win Business From Successful Entrepreneurs".

Our membership has continued to grow with over 700+ members, a 13% increase over last year and attained a 25% increase in corporate membership. We have also added a few more main sponsors notably HSBC, Microsoft and Globedex Financial Corporation.

The most exciting news was travelling to Vancouver with John Man, VP, Commercial Financial Services/Managing Director, Asia Banking Ontario of RBC to present the Lifetime Achievement Award to the Honorable Dr. David Lam. ACCE has demonstrated that it is a nationwide event and we do what it takes to deliver on our commitment.

April is a busy time of the year for ACCE with organizing and preparation of the Chinese Canadian Entrepreneur Awards event that will be held on 4th April 2009 at The Hilton Suites, Markham. Please come and celebrate with us. 8 Awards winners will be honored. All our winners display an excellent entrepreneurial vision and have experienced dark hours, tough times, overcome obstacles and succeeded. It is essential that success is celebrated.

We are indeed very grateful to have received so many outstanding nominees this year and sincerely look forward to more nominations in the coming years.

Thank you and warmest regards,

Royson Ng

President

Events Highlight 🕹

April 30, 2009 **Networking to Learn Seminar**

(Thursday) **Topic:** Business Location Decision Making Strategies Speakers: Sylvie Lachance, First Capital Realty Inc.

Jack Lee, T&T Supermarket

May 23, 2009 **ACCE 2009 Business Forum for Entrepreneurs**

(Saturday) "Passion for Success"

Learning from the Achievers - 2009 Winners

July 16, 2009 **ACCE Golf Classic 2009** (Thursday) Angus Glen Golf Course



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Past Events And Activities

On December 4, 2008, we took great pleasure in setting aside our regular work commitments and celebrated our Christmas party together. This year, the Christmas party was sponsored by BDC and it was an extraordinary event. The featured performance by our directors and advisor of the Beater team who wanted to be "The Beatles" and the BaBa team to be "ABBA". Our very own Santa Claus Councilor David Cohen gave away presents to everyone. There were games and a great deal of prizes.

On February 5, 2009, we celebrated the beginning of the year of the Ox. Besides receiving traditional red packets and lucky money from the God of Fortune, we celebrated our Chinese New Year with a special traditional feast of "Yee Sang" 鱼生 or raw fish salad. It is made from thin slices of raw fish, shredded vegetables, herbs, spices and oil. In Malaysian Chinese culture, Yee Sang is believed to bring good fortune and wealth in the upcoming year to those who toss and mix it while shouting "Lo Hei" 撈起 which symbolizes liveliness, vigor, abundance, prosperity and longevity. It is prophesized that your luck will change for the year, with a taste of this special dish and performance of this "ritual". Our wish to all is to overcome all the obstacles in this downturn economy.

A Microsoft Learning and Presentation Event was held on February 19, 2009. The presentation was focused on the applications of Windows Office under the Windows Vista environment. We understood that there were needs for this from our members, especially owner managers, to obtain better efficiencies in using Microsoft programs. The presentation was put on by a representative from Microsoft, who flew all the way from U.S. It was interactive and attendees asked numerous questions. Attendees not only upgraded their skills but were offered a special price for Microsoft products at the venue.



"The Beater" team at Christmas party.



▲"The BaBa" team at Christmas party.



▲ACCE president, Royson Ng became the God of Fortune at Chinese New Year party.



▲ Microsoft Learning and Presentation Event sponsored by Samtack.



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The Networking to Learn series brought a special small panel discussion to members on March 19, 2009. Three Award past winners, Fred Lai, Gin Siow and Kam Ko were invited as our guest speakers for the night to discuss: How to win business from successful entrepreneurs. Wilbert Lai, advisor and past president of ACCE was the moderator. Fred shared his experience and insight on how he prepared for unexpected loss of personnel, protection of accounts receivable and other problems that might occur in running a business. Kam advised members that entrepreneurs have to be flexible, act quick and have vision. His business is predominately in the automotive sector. The downturn of this sector has presented an opportunity for him to start a new line of business. Gin commented that he worked in the

vice-president and knew the operations of a dealership intimately before he started his own. All speakers agreed that, to start a business, you have to have passion, persistence and the most important is your family's support, both financial and mental. For the first few years, you will be expected to work very long hours until all is operating to your expectations. This should come as no surprise to anyone.

auto industry for years from sales to

► Guests and directors of ACCE at March monthly networking night.



▲ Past winners and past presidents promote enterpreneurship at networking night.



ACCE 2009 Business Forum for Entrepreneurs

"Passion for Success" - Learning from the Achievers

創業論壇 - 與創業家分享成功之道

- 分享傑出華裔創業家創業歷程及心得
- 即場答問了解各得獎者之成功要訣
- 參觀政府商業部門展出攤位,諮詢有關 出入口稅務、創業計劃等資料
- 商務交流
- 社區資源諮詢

日期: 二零零九年五月二十三日(星期六)

時間:1:30pm-5:00pm

地點:北約克市政大樓市議會廳 (5100 Yonge Street, Toronto)

- Sharing of success stories by winners of the Chinese Canadian Entrepreneur Awards
- Questions and answers after presentation
- Distribution of business related materials
- Business networking
- · Community resources information

Date: May 23, 2009 (Saturday)
Time: 1:30pm – 5:00pm
Venue: North York Civic Centre

Council Chamber (5100 Yonge Street, Toronto)

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From the Vice Presidents

It has been my great honour to receive the prestigious Chinese Canadian Entrepreneur Award 2008 (Best Community Service). Since then, I have been very privileged to serve as the Vice President for Membership of the Association of Chinese Canadian Entrepreneur (ACCE). I got the opportunity to work with a team of elite entrepreneurs and professionals towards the missions of ACCE in promoting entrepreneurship and social responsibility. This dynamic team of ACCE directors and staff works diligently behind the scene for the benefit of our members. However, the strength and success of an organization could only be reflected by its members. Without our members, our effort is in vain.

With a nominal one-time membership fee, you or your corporation could then enjoy all the member benefits of ACCE for life. It is an excellent value and opportunity that you cannot afford to miss. Be it a personal decision or a business decision, joining the ACCE is definitely a smart decision. Act NOW! Visit our website at www.acce.ca and download the membership application form or apply on-line. Hope to see you at our future events.

Elliot Tse VP Membership & Recruitment

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The job in the Nomination Committee is rewarding yet challenging.

Most winners respect our team's hard work and are very co-operative. However, some entrepreneurs are either too humble or sceptical about this award when we approach them for nomination. After we have shown them the independent judging process and the recognition of the award by both the Chinese community and the mainstream organizations, they are really impressed; in particular by the sponsorship list, which is comprised mostly of leading Schedule A banks and top notch corporations like Rogers, Wal-Mart and Microsoft etc.

We could feel the sense of success when the award recipients are growing to the next level of accomplishment. Indeed, some of them have been ranked to be the top 3 Women Entrepreneurs in Canada while other are expanding their plant from a few thousand to over thirty thousand square feet. Also, one business was sold for over \$180 million.

Please approach our association when you find companies, which are owned by Chinese Canadian Entrepreneurs with a presence in Ontario and are operating successfully. Our nomination process is running all year round.

Thank you for everyone's support.

Edmund Tin VPNominations



ACCE in the Community



▲ Royson Ng (back row-middle) being one of the panelists at Succeeding in the Canadian Market - Small Business Forum.







▲Steering committee members of the 2009 Chinese Canadian Entrepreneur Awards.



▲(From left) Alan Kwong, Royson Ng, Michael Chan and Gin Siow at Christmas party.



▲Guests and ACCE President Royson Ng performed "Lo Hei" at Chinese New Year party.



▲ Guests, directors and past winners at Chinese New Year party.

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Underwriters are accountable for assessing risk and structuring standard and non-standard transactions to meet customer needs while balancing EDC's business requirements.

Business Development

Account managers are accountable for growing, maintaining and managing a portfolio of medium-large sized customers and prospects.

Interested candidates are encouraged to apply through our website at www.edc.ca.

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Upcoming Events Calendar

| Date | Events | |
|-------------------------------|---|--|
| April 30, 2009 (Thursday) | Networking to Learn Seminar | |
| | Topic: Business Location Decision Making Strategies | |
| | Time: 6:00pm – 9:30pm | |
| | Venue: TBA | |
| | Speakers: Sylvie Lachance, First Capital Realty Inc. | |
| | Jack Lee, T&T Supermarkets | |
| May 23, 2009 (Saturday) | ACCE 2009 Business Forum for Entrepreneurs | |
| | "Passion for Success" – Learning from the Achievers | |
| | Time: 1:30pm – 5:00pm | |
| | Venue: North York Civic Centre – Council Chamber | |
| | (5100 Yonge Street, Toronto) | |
| June 18, 2009 (Thursday) | rsday) 2009 Appreciation Dinner | |
| | This special event is our opportunity to thank our wonderful sponsors, volunteers and Award | |
| | winners for their contributions towards the Chinese Canadian Entrepreneurs Awards and the | |
| | Business Forum. | |
| July 16, 2009 (Thursday) | ACCE Golf Classic 2009 | |
| | Venue: Angus Glen Golf Course | |
| | Fee: \$175.00 (Dinner + Golf); \$50.00 (Dinner Only) | |
| September 24, 2009 (Thursday) | rrsday) Annual General Meeting | |
| | Election of new board of directors. | |

Details will be announced later. Please check our website www.acce.ca and email will also be sent out for the updates.

Chinese Canadian Entrepreneur Awards 2010

Do you know a deserving Entrepreneur? Have you thought about the benefits of being a nominator?

The nominator plays a very important role in the ACCE Awards process.

We want to expand our search and work with nominators to create great nominations..... to show the community and the business world how dedicated we are.

Your participation in the nomination process is strongly appreciated. Please fill out this form if you would like to be contacted about submitting a nomination or find out more about the nomination process.

You can fax the information to our office at 905-479-2809 or contact us by email at awards@acce.ca or drop this off at the gala reception desk.

| Nominator's information | | |
|-------------------------------|------|--|
| Company Name (If applicable): | | |
| Contact Person: | | |
| Address: | | |
| Telephone: | Fax: | |
| Email: | | |
| Remarks: | | |





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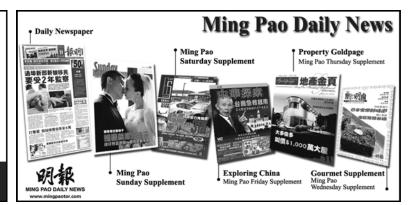
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Manager

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