



YCPMAG

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10^E ÉDITION | HIVER 2019

A group of silhouettes of people, some in blue and some in grey, standing in a row. The blue silhouettes are in the foreground, and the grey ones are behind them. They are all facing forward, with some having their hands on their hips or in their pockets.

ENTREPRENEURSHIP 2019

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MOT DE LA PRÉSIDENTE

Avec toute l'équipe de l'Association des jeunes professionnels chinois (« AJPC »), je vous souhaite une très heureuse, saine et prospère Année du Cochon! Je suis extrêmement honorée et privilégiée d'assumer, pour un autre mandat, le rôle de présidente de l'AJPC. Je suis profondément reconnaissante aux membres du conseil d'administration précédent pour leur contribution exceptionnelle à l'AJPC durant leur mandat. Je suis aussi incroyablement inspirée par leur engagement envers l'AJPC, leur dévouement continu (jusqu'à ce jour et pour toujours) et toutes leurs réalisations. En effet, la croissance et le succès de l'AJPC ont été propulsés collectivement par les individus et par tous les anciens présidents et anciens membres du conseil d'administration et des dirigeants de l'AJPC.

C'est également grâce aux membres de l'AJPC, à l'armée de bénévoles, aux commanditaires et au travail d'équipe que nous célébrons cette année, le 20 septembre, le vingtième (20e) anniversaire de l'AJPC. Les dernières années ont été un voyage extraordinaire pour nous tous. Vingt (20) années pour une organisation à but non lucratif entièrement dirigée par des bénévoles qui consacrent temps et énergie à la construction d'une communauté plus forte et meilleure et s'élevant l'un et l'autre, constituent une étape qui mérite d'être célébré!

En effet, cette occasion spéciale sera soulignée tout au long de l'année et notamment lors de la onzième (11e) édition du Bal de l'Orchidée, le 11 mai 2019 au Théâtre St-James sous le thème AJPC 2.0 La Nouvelle Ère. Cette année, l'AJPC mettra en lumière l'impact de l'ère de la numérisation, qui a considérablement amélioré nos activités quotidiennes et le succès des entreprises montréalaises.

En plus du Bal de l'Orchidée, au cours de ce mandat, j'ai très hâte de poursuivre les traditions et de faire un travail important pour remplir la mission de l'AJPC. Dans cette association, nous avons déjà organisé avec succès:

- Des activités de réseautage, notamment des cocktails avec le Ministre de l'Immigration, des Réfugiés et de la Citoyenneté, l'honorable Ahmed Hussen, en janvier, suivies des célébrations du Nouvel An Chinois en février;
- La clinique de taxe annuelle, qui se tiendra le 10 mars 2019 à l'Hôpital Chinois de Montréal;
- Cette édition du YCPMag qui met l'accent sur l'esprit d'entreprise couvrira quelques entrepreneurs prospères qui brilleront au sein de notre communauté, ainsi que des conseils et des ressources disponibles pour aider les entreprises.

De plus, avec le nouveau conseil d'administration pour le mandat 2019-2020, je me sens revigorée et inspirée par les nouvelles idées et projets à venir, tels que le programme d'incubateur de talents («TIP»).

Nous continuerons à renforcer nos partenariats, dont le plus récent annoncé avec la Jeune chambre de commerce de Montréal et Entreprendre ICI. Si vous ne l'avez pas déjà fait, assurez-vous que votre adhésion est à jour (adhérez ou renouvez votre adhésion) pour pouvoir bénéficier des exclusivités et privilèges de nombreux membres.

Il y a beaucoup d'autres développements et projets passionnants en cours en 2019 pour l'AJPC. Nous sommes ravis de vous amener tous à atteindre vos objectifs en 2020 et au-delà! Alors que cette nouvelle année commence, rassemblons-nous, élevons-nous les uns les autres et réalisons ce rêve.

Cindy Ho
Présidente, YCPA

**Vous y croyez
depuis toujours.
Et nous aussi.**

您坚信不移。我们也是。

Nous sommes fiers d'être
partenaire du YCPA et
d'accompagner la relève
professionnelle et
entrepreneuriale dans
la réalisation de ses rêves.
Bon bal!

我们是YCPA自豪的合作伙
伴，以陪伴下一代专业和创业
接班人实现他们的梦想为傲。
Bal de l'Orchidée
(兰花舞会) 成功!

 **Desjardins**

BOARD OF DIRECTORS 2019-2020



MEET OUR NEW BOARD FOR THE 2019-2020 MANDATE!

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RAN ZHANG
SI CHEN
SHUSHU FENG
XUEWAN ZHANG**

TRADE MISSION TO JAPAN

COMMERCIAL & CULTURAL MISSION IN JAPAN

This particular journey started right after an insightful commercial mission I attended in China, alongside the Young Chinese Professional Association members in May 2018, where we visited Shanghai and Beijing. I was then invited to participate in a new commercial and cultural mission in November of 2018. This time to Tokyo, the concrete jungle of East Asia, and Osaka - the city of entrepreneurship.

Five community leaders of asian heritage were chosen from each major Canadian city: Montreal, Toronto, Ottawa, Calgary and Vancouver. I was accompanied by award winning Edward Shim - Inventor of smart fabric technology and co-founder of Studio 1 Labs. I've also had the pleasure to meet the very forthright Sophie Chen, advocate for Canadian investments and marketing director at Invest Ottawa. Amongst us, was seasoned investor Daniel Hwang and community leader from Calgary. The last but not least, Vivien Louie an experienced executive from Fairchild TV Vancouver was also amongst the participants of this trip.

TOKYO, THE FIRST DESTINATION

We were greeted at the Narita Airport by Komiko, our knowledgeable and attentive guide. We started by exploring the Tokyo prefecture, the international embassies and the well-known Imperial Palace. The Japanese capital delivered an extraordinary variety of experiences – a true blend of traditional and modern culture. We stood between the traditional ways of meticulously maintained gardens and the modernization of towering skyscrapers, each within kilometers reach. Many might also be unaware that the Japanese government is structured with a Monarchy, where the Emperor's influence mostly resides in ceremonial duties. The cabinet, which comprises of the Ministers of State and the Prime Minister, are then tasked to direct and oversees the Government.

AT A GLANCE: RELATIONSHIP BETWEEN CANADA AND JAPAN

There are many similarities between both nations, Canada and Japan are both part of the G7 and G20. Both countries have had long standing trade ties, with over \$11.8 billion of export Canadian goods and \$17.5 billion imports from Japan in 2017. The openness towards collaboration between both nations are also very noticeable. The two nations experience similar challenges, such as an increasingly aging population and the scarcity of labor. As such, high quality immigration has been strongly encouraged for both countries.

With a reputation of deeply conservative views on immigration, Japan is now facing a large need for new and younger workers. Work programs with developing South East Asian countries, such as Vietnam, has also attracted an increase of skilled labor workers to Japan.

The Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP 11), the third largest free trade area in the world by GDP after the NAFTA and European Single Market has been in effect since December 30th, 2018. This agreement promotes not only bilateral benefits for both countries, but also for other nine pacific countries as new partners.

AUSTRALIA

JAPAN

MEXICO

BRUNEI

PERU

MALAYSIA

CANADA

NEW ZEALAND

VIETNAM

CHILE

SINGAPORE

OSAKA, THE CITY OF ENTREPRENEURSHIP

The bullet train took us straight into Osaka where we met with the mayor of Sakai. This port city is the very heart of trade in Japan. Greatly known as the city celebrating entrepreneurship and craftsmanship, we visited small businesses ranging from metal forging for knives to garment dyeing. We met with the memorable Master Ashi, who runs a 700 square feet workshop. The third generation knife forger works with precision and passion. Each knife is forged by his bare hands and his three other pupils. Despite scarce labor remaining problematic, Master Ashi, aged 85, still goes to work every day to perfect his work and teach his pupils.

We then explored major corporations in technology clustering the mouth of the Yamato River, such as Amazon Logistics. Businesses are also supported by many government and public incentive programs that are available to companies in the low carbon and high-technology industries.

TECHNOLOGY IN JAPAN

Innovation has always been Japan's key factor since early globalization. The core characteristic of Japan is its ability to learn from foreign cultures - to assimilate and to improve for the better. The members of the Commercial and Cultural Mission and I then visited The Toyota Mega Web. We had the chance to see the latest eco friendly cars which boasts zero carbon emission in their facility.

After a quick test drive, we then visited the Kawasaki Robostage, where we witness firsthand on their precision in robotics for manufacturing and med-tech space. Other than being well-known for producing motorcycles, the unique Kawasaki Robostage is also the robot showroom in Odaiba, Tokyo. We were able to observe, interact and experience the Kawasaki's state-of-the-art robotics technologies and research development. I was also amazed by their main concept, the "human-robot coexistence and collaboration," where the facility continues to innovated on it's the latest robots.

It has now become a reality that Artificial Intelligence research and development has now become a necessity for Japanese corporation's survival. We find consumer products able to track our daily habits which then pushes smart recommendations to our mobile devices. AI is and remains - to be the world's most competitive and capital intensive sector. As such, DENSO, the world's second largest mobility supplier, together with Canadian government officials, announced on January 10 2019, of the opening of a satellite research and development lab. Located in Montréal, the lab's mission is to accelerate advanced R&D within the automotive industry.

Taking the time to attend commercial missions allowed me to explore and go out of my comfort zone. By learning from peers from other provinces to meeting state leaders, every encounter and discussion allowed me to learn best practices, to find similarities and to work with differences.

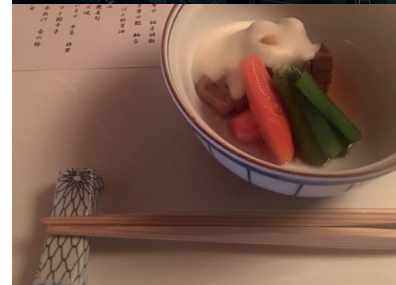
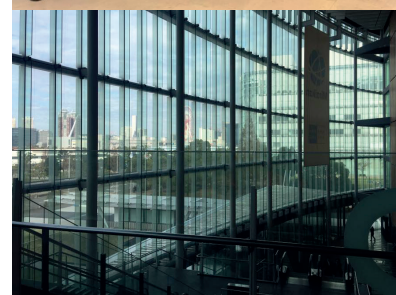
Thus, I would strongly recommend you to sign up, join and or accept the next invitation that comes your way!

BY **MICHELLE J. HUI**

CITY COUNCILOR OF BROSSARD – DISTRICT 9

YCPA BOARD MEMBER (2017–2018)

INTERNATIONAL TRADE MANAGER AT THE NATIONAL BANK OF CANADA



Founded in Paris in 1972, DS Avocats is a law firm with operations in Europe, North Africa, Asia and America.

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ENTREPRENEURSHIP IN MONTREAL

CONSOLIDER L'ÉCOSYSTÈME ENTREPRENEURIAL DU QUÉBEC

« Seul on va plus vite, mais ensemble on va plus loin... ». Ce proverbe africain rempli de sagesse fait ressortir intimement la mission d'Entreprendre Ici. Longtemps au Québec, il a été difficile pour les entrepreneurs et surtout ceux issus de la diversité ethno-culturelle de pouvoir se frayer un chemin au travers de la multitude d'organismes à leur disposition, chacun offrant des services variés avec des exigences diverses.

La bonne question à se poser est la suivante : Comment en tant qu'entrepreneur, aux prises avec les tracasseries du démarrage d'entreprise, de la consolidation de son idée, de pouvoir trouver les bons partenaires, les meilleures ressources, peut-on avoir le temps d'évaluer quel service est le plus adéquat pour nous? Généralement, on agit sur référence ou juste par oui dire. Se disant : « Je vais aller les voir ils ont sûrement du financement pour moi ou une subvention à m'accorder... ». Résultat des courses au 2e ou 3e « non », on abandonne au risque de peut-être faire échouer son projet.

La solution ne se trouve pas dans les choix hasardeux. Il faut soit connaître l'environnement et les acteurs qui peuvent nous aider aux différents stades d'évolutions que l'on traverse, soit faire confiance à un expert-conseil qui nous guidera tout au long de ce processus.

Chez Entreprendre Ici, nos experts-conseils vous accompagnent gratuitement dans ce type de démarches. Ils sont connectés et vous seront très bénéfiques pour la réalisation de votre projet d'entreprise.

Un avantage majeur qui peut vous servir dans votre parcours entrepreneurial et le fait qu'Entreprendre Ici possède un répertoire de ressources et travaille avec tous les organismes de l'écosystème entrepreneurial du Québec. Grâce à notre réseau développé et réputé, nos experts-conseils ont l'habileté de faire avancer les dossiers d'une façon fluide et agile.

Notre essence pour le développement de nos services est d'offrir un accompagnement humain et personnalisé aux entrepreneurs avec un seul objectif : leur réussite. Pour qu'ensemble, le Québec aille plus loin.

PARTENAIRE

Québec 

Entreprendre 

"IF YOU ARE TO WORK WITH PARTNERS, YOU HAVE TO FIND THE ONES THAT
WILL HELP YOU GROW AND WITH WHOM YOU SHARE A COMMON GOAL.
DIFFERENT OPINIONS DO NOT MATTER, THEY ARE ACTUALLY WELCOMED!"

— MICHAEL LEUNG



ALEX JODOIN

INSTAGRAM @ALEXFRAMEZ

"WHEN YOU SEE THE LIGHT, YOU SHOULD KNOW THE SHADOW;
WHEN YOU SEE THE SUCCESS, YOU SHOULD KNOW THE STRUGGLE".

— EASY WANG

"WHAT YOU MIGHT THINK IS A FAILURE AT THAT POINT,
MIGHT ACTUALLY BE BENEFICIAL FOR YOU TODAY."

— NAN HAO

PHOLYSA MANTRYVONG D'ENKIDOO. AI



Ce mois-ci nous avons rencontré Pholysa Mantryvong, cofondateur de ENKIDOO.ai, une startup qui vise à aider les PME et les détaillants indépendants à optimiser leur chaîne d'approvisionnement en automatisant les systèmes de réapprovisionnement par l'intelligence artificielle. Cumulant la sagesse auprès de 3 importants accélérateurs au Canada, NEXT Founders en 2017 et Founder Fuel en 2018, Creative Destruction Lab 2019, elle est aujourd'hui l'une des 9 startups choisies pour faire partie de la première cohorte des startups en résidence de l'espace CDPQ / AXE IA au nouveau MILA dans le Mile-End.¹ C'est avec ce nouveau partenariat avec le MILA qu'ils entament l'année 2019 en force et avec leur premier MVP dont la sortie est prévue en mars 2019. Voici notre entretien avec Pholysa.

Interviewé par Xuewan Zhang

1) COMMENT AS-TU EU L'IDÉE DE CRÉER ENKIDOO TECHNOLOGIES?

Enkidoo est né en juillet 2015, suite à une expérience en système ERP (« Entreprise Resource Planning ») dans l'infonuagique – Netsuite. En étant exposé à l'infonuagique et ses capacités en termes d'intégration, j'ai réalisé qu'il y avait un potentiel très intéressant au niveau des opérations et la chaîne d'approvisionnement. De plus, les données pharaoniques générées par de tels systèmes offraient un potentiel intéressant pour appliquer l'intelligence artificielle.

Implanter des projets d'automatisation et d'optimisation en chaîne d'approvisionnement est très coûteux. Donc, j'avais voulu offrir à une clientèle qui est actuellement mal desservie - PME et petit commerce de détail - avec une solution simple et abordable.

De plus on a remarqué que bien des entrepreneurs ne sont pas nécessaires experts en TI, et ont besoin d'information en temps réel. Cette idée a germé et on s'est dit pourquoi pas offrir une interface simple afin de permettre à l'utilisateur de consommer de l'analytique pour sa prise de décision en utilisant un langage familier. C'est un peu comme ça qu'ENKIDOO est né.

2) QUELLES SONT LES VALEURS CLÉS ET LA MISSION D'ENKIDOO? QUELLE EST TA VISION À COURT ET À LONG TERME POUR ENKIDOO?

Nous avons l'intention d'offrir aux petites PME la même technologie que les géants et multinationales utilisent pour l'optimisation et l'automatisation de leur chaîne d'approvisionnement avec leur système de gestion comptable ou ERP, mais à une fraction de ce prix. Ces projets coûtent souvent plus de 100K\$ en consultation et implantation en plus des licences annuelles. Wordpress a démocratisé l'accès à la conception de site web, Shopify a démocratisé l'accès aux E-commerce aux commerçants, ENKIDOO veut démocratiser l'optimisation et l'automatisation de la chaîne d'approvisionnement aux petites entreprises.

À court terme nous voulons offrir notre technologie à travers des API (« Application Program Interface »), puis au courant de l'année par une application web complète, plus d'intégrations directes avec les systèmes de commerce en ligne, POS, comptable et ERP. Notre assistant intelligent par Slack et SMS sera continuellement amélioré.

À long terme, nous voulons ouvrir une division pour desservir la clientèle entreprise avec une plateforme plus collaborative, et en termes de marché, aller où que la chaîne d'approvisionnement mondiale se trouve.

¹ Un nouveau hub pour start-up de l'IA ouvrira dans le Mile-Ex
<https://www.lesaffaires.com/techno/produits-electroniques/un-nouveau-hub-pour-start-up-de-l-ia-ouvrira-dans-le-mile-ex/607091>

PHOLYSA MANTRYVONG D'ENKIDOO. AI

3) QUEL EST LE PLUS GRAND DÉFI POUR UN ENTREPRENEUR?

Accepter les échecs et se redresser pour trouver des solutions afin de continuer et accomplir sa vision. Tous les entrepreneurs à succès vous le diront, difficile de réussir sans avoir encaissé des échecs. Maintenant, est-ce que les échecs sont nécessaires pour réussir, pas tout à fait, d'où la raison du mentorat en entrepreneuriat qui aide à partager l'expérience acquise par des entrepreneurs chevronnés et les nouveaux.

4) SELON TOI, QUELLE EST LA QUALITÉ LA PLUS IMPORTANTE POUR UN ENTREPRENEUR?

Résilience et persévérance. Difficile de choisir entre les deux, tu peux être résilient face à un échec ou un événement, et passer à autre chose et lâcher. Cependant, la résilience combinée à la persévérance en apprenant des erreurs du passé, amène à poursuivre et améliorer la vision et accomplir des grandes choses.

ENKIDOO ai

5) QUE CONSEILLEREZ-VOUS À QUELQU'UN QUI AIMERAIT DÉMARRER SON PROPRE ENTREPRISE?

PRODUCT MARKET FIT: Avant d'engranger des fonds, assure-toi de valider ton idée, est-ce que tu as trouvé le bon marché? Est-ce qu'il y a réellement une demande pour ce que tu comptes faire? Est-ce que ça règle vraiment un vrai problème? Cela semble tellement facile comme questions, mais c'est la chose la plus difficile. En ce qui me concerne, cela m'a pris 3 accélérateurs / incubateurs pour finalement mieux cerner le "sweet spot" et avoir la maturité nécessaire pour aller plus loin aujourd'hui.

PRAGMATISME: Les entrepreneurs par définition sont tous des rêveurs, mais parfois il faut faire preuve de pragmatisme, la bonne dose de pragmatisme et de rêve est essentielle.

NETWORK ET MENTORAT: Et je dirais, n'hésitez pas à participer aux activités de l'effervescent écosystème de Montréal pour les startups, appliquez aux différents incubateurs offerts pour différent secteur de notre économie. N'hésitez pas d'en parler avec plusieurs et valider vos idées et garnir votre carnet d'adresse, who knows! Plusieurs hésitent en ayant peur de révéler leurs idées, mais je peux vous dire qu'entre l'idée et l'exécution il y a tout un bond quantique! Mieux vaut prendre le risque d'en parler, que prendre le risque de se tromper sur de mauvaises hypothèses...

Pour ça, qu'il faut développer des relations de mentorats avec des entrepreneurs à succès, ils sont tous occupés, mais ils ont cette fibre-là en eux, de redonner au suivant, car ils sont reconnaissants de la chance qu'ils ont eue et les vrais bons entrepreneurs, veulent que les autres entrepreneurs réussissent!

FASHION / FOOD

PETER TRANG FROM PEATHER / LES ALIMENTS CRYSTAL



Considered an introvert by many of his peers, Peter has always shown immense curiosity in subjects such as entrepreneurship and finance. This native Montrealer is also known to juggle many projects simultaneously. Present day, he manages the operations of Les Aliments Crystal, his 20-year-old family business and his ecommerce store Peather.co founded in 2016 which features high quality leather goods. However, the road to entrepreneurship did not come second-nature to him. With his eagerness to learn and can-do attitude, his relationship with entrepreneurship grew overtime.

Written by Amanda G. Hui

It was during his early university years at Concordia where Peter started his first profitable business venture. While working as a part-time bank teller, the daily encounters with the clients and their moving assets allowed him to discover a business opportunity; trading limited edition pennies and rare dollar bills. This sparked him to run an online eBay store that sold these very pennies and dollar bills. This intricate currency was sold at face value or higher through a bidding process. In return, Peter would make most of his spread on the bid



difference and through the shipping cost. Yes - it's also important to note that Peter obviously had the consent of his manager. By far, this remains one of Peter's most creative businesses.

Like many others, Peter also struggled to focus in school. Instead, his attention was directed towards finding ways to make money quickly. However, many young minds who were passionate about finance picture themselves becoming the Wolf of Wall Street. Therefore, the entry job at the bank that he had at the time, well - it was not exactly what he had in mind. In addition, many of his peers had kick started their careers with prestigious roles in accounting firms and banking. His entourage further fueled his determination to find his calling despite the struggle.

Soon afterwards, Peter realized that to gain fundamental experience to be a successful business person, he needed to find jobs that would allow him to learn as much as possible about business. Peter spent countless hours on books and videos on YouTube for knowledge and inspiration. After countless interview practices, Peter landed two fast track promotions which eventually gave him his big break - the management Trainee program for HSBC in Corporate Banking. This opportunity propelled his professional career where he moved to Toronto for a short stint and met other young Canadian leaders coast to coast. Until this day, he vividly remembers the verbal offer over the phone, where he sighed with relief and packed his bags to start this adventure.

During his 4 year tenure in Corporate Banking, Peter structured and advised on countless transactions for large private companies to small capitalized public companies with revenues ranging from \$100 millions to a few billions. During this exposure, he absorbed all the lessons, mistakes and advices from the c-suite executives. One thing he knew for sure, entrepreneurship success did not come overnight. Working for others allowed him to learn various business strategies, yet he knew there was more to his calling. After contemplating on his next move, Peter was ready to pursue something riskier and more creative. He followed his curiosities - right into his own ventures.

Presently, Peter is juggling his food manufacturing business and his ecommerce. Being the restless person he is, he continues to develop his curiosities with the goal of expanding both businesses. Peter realizes that with time, we gain the tools to perfect our work and enhance our knowledge. What's next for Peter? Who knows, but best bet he'll be up to something original! Ps. Keep your vintage pennies away from him.

ROBBIN WANG FROM WAZO FURNITURE



1) CAN YOU DESCRIBE YOUR ENTREPRENEURSHIP STYLE IN 3 WORDS?

Focus, Fast, Perseverance

2) WHAT PUSHED YOU TO FOUND WAZO FURNITURE?

We believe the hybrid of e-commerce and brick & mortar is the future of retail. It is the technology and the data that drives your business. We were curious to find out how the market would react to a technology driven retail start up. The market responded in favour of this hybrid and it was a great success within just a few short months after we launched Wazo Furniture.

3) WHAT IS THE BIGGEST FAILURE YOU'VE EXPERIENCED?

In the early stage, the company grew too quickly which resulted in operating over its capacity. This created high employee turnover and a stressful working environment.

4) WHAT IS THE BIGGEST ACHIEVEMENT YOU'VE ACCOMPLISHED SO FAR?

In less than 3 years, Wazo Furniture has grown from 5 employees to 53 employees and expanded from one Montreal location to a second in Toronto. Wazo has achieved a 90% revenue growth each year since start up. Currently, the company is operating under a top performing management team among the best in the industry.

Interviewed by Michelle J. Hui

MICHAEL LEUNG

FROM L2 CÔTE-DES-NEIGES



The story about a young banker that starts his entrepreneurial journey with a side hustle.

While working a full time side job, Michael Leung still prioritises education and continues his studies in a business school as a full time student. After university, the new graduate is offered a position at the bank. When asked about choosing this career path so early after finishing school, he answers: "I saw that this job could give me the opportunity to work in commercial and retail banking and learn about the daily life of business owners I could encounter." Today, he is lucky enough to explore many facets in running a business, its hardships, all while witnessing success stories. From this, we can see that this young man is quite clever. In fact, after only one year working as a banker, he decides to undertake a business with his friends. Their first project? Opening a new L2 Bubble Tea Lounge location.

Written by Victoria Ly

"Having to work five days a week, I don't have the luxury of spending time building a brand for a new product and certainly not shopping for the best suppliers. Therefore, our deal with the L2 franchise lets us grow with our store and learn simultaneously, without having to worry too much about our stock inventory, for example".



You might have walked past this popular store in Chinatown that's attracting numerous pedestrians. Nevertheless, the four partners agree to undertake a franchise and grow a new store together. "Choosing to work with a franchise is very similar to choosing the partners you wish to associate yourself to. You need to understand what they can bring to the table in the long run. Each partner in the deal has brought something special to the growth of the new location". He develops his reasoning by explaining the advantages of being affiliated to a franchise.

Given his experience in finance, Michael is able to help the team with the pile of paperworks, as well as handling the company's numbers. His partners' background in the food industry is as beneficiary to the business, especially in terms of operation strategies.

What works in his favor in this project is the time management skills he has been perfecting through time. "When I choose to put effort and time into growing an idea, I do it at 120%. I accept to make sacrifices like working seven days a week or waking up early to get work done before heading to my day job. Investing all this time and energy is like a signing a contract with yourself. You break it when you've failed to perform the obligations under the binding agreement".

By the end of the interview, he shares some tips with aspiring entrepreneur. "If you are to work with partners, you have to find the ones that will help you grow and with whom you share a common goal. Different opinions do not matter, they are actually welcomed!" In his case, opening a physical bubble tea store, he mentions how timing and the right location are key to a successful debut. Indeed, offering accessibility to a product plays a huge part in the consumer's behavior. The place of distribution must not be neglected.

Continuing on this path, Michael stays optimistic about his plans and stays open to any new opportunities to take on a new project. Apart from setting himself a financial objective, he also shares his desire to continue investing in his education. "Of course, I am learning everyday from my peers, my job experiences and this process in building my business. But one thing I'd like to accomplish later, when the timing is right, completing an MBA would be a goal of mine.

SUNNY ZOU FROM MIC ORIG.



"After getting my bachelor degree from John Molson School of Business, I started working in the fashion industry. I was an styling assistant for "Cosmopolitan". I helped the editor with fashion shoots for magazines and contributed in dressing celebrities for their event looks. My second job was also fashion related. I worked in Public Relations at Ogilvy & Mather, which is one of the best advertising and PR companies in the world. Our team was in charge of the brands Tudor, Prada, Tissot and many more. Being able to participate in developing the marketing and communication strategy for those well-know brands has been the greatest and the most valuable experience for my personal and professional growth." – Sunny Zou

Interviewed by Victoria Ly

1) HOW DID YOU DECIDE TO GET STARTED IN YOUR BUSINESS?

Since my family is in the business industry, starting my own company was always something I envisioned doing since I was a little girl; it is in my gene. Secondly reason? Passion. We can tell, from by previous jobs, that I love everything fashion related. In university, I followed trends and read a lot of magazines and bloggers to educate myself. After graduation, I got the chance to actually see and work with hundreds of the designer brands, from clothes to jewelries.

What pushed me to wanting to have my own company was a conversation with my current partner Jamie, with whom I share my passion for fashion. I still remember when we shared opinions about the trends over the year. We wondered why there were so little well-known design and designers of chinese origins. With the rapid economic development in China, we believed chinese culture would expand anytime soon. That's how we decided to start Cozy Co. We want to showcase asian and western designs fusion together.

MIC Orig.

Original and Custom Jewelry



2) WE LOVE HOW COZY CO IS COMPLETELY RUN BY FEMALE! HOW WOULD YOU DESCRIBE YOUR COMPANY?

MIC Orig. is Ms. Zou's company that sells jewelry and accessories. Cozy Co. is the fashion studio that consists of four different companies that cover jewelry, floral arrangements and make-up.

MIC Orig. is an original design and custom jewelry brand. MIC has two meanings. First, it's short for "Made in Canada-China". We wanted to combine both asian and western designs in our product to show more elements from the chinese culture to the world. For example, our first series is designed based on the Chinese character "attitude". Attitude is nothing more and nothing less than a person's outward expression of his internal views. It is where your perceptions become your realities. So we encourage people to keep their own attitude, stay true to themselves no matter what others think. MIC also stands for "microphone". Indeed, we believe that a timeless piece of jewelry has its own story. It can state a fashion style. and even send a message to a loved one. Our custom designed jewelry could turn all your treasurable moments into eternity. The jewelry will speak for you. As for Cozy Co, we intend to provide a warm environment for girls to discover the beauty in life. A fashion style is not only a reflection of one's taste in life but also an extension of one's inner self and their attitude. "Girl Power" is definitely the spirit we want to promote. We want to encourage and support women to shine through confidence, to be powerful and express their uniqueness through fashion.

3) WHAT DO YOU HAVE IN MIND TO HELP MIC CONTINUE GROWING IN THE NEXT FIVE YEARS?

Products always come first, so the priority will always be a good design for the it. We are thinking about recruiting more talent to to join our team, specifically designers. The next step for us would be to expand our business further by establish an online store through our website, as well as selling our brand on Alibaba and possibly Etsy.

Building a brand is a long process, but we hope we can build a certain awareness in the next five years, and be recognized by certain people. Our ultimate goal would be to gain recognition in the Chinese-pop designer brand world.

NAN HAO FROM GUIKER



"What you might think is a failure at that point, might actually be beneficial for you today." – Nan Hao

Interviewed by Victoria Ly

1) CAN YOU DESCRIBE YOUR ENTREPRENEURSHIP STYLE IN 3 WORDS?

Fair, decisive and straight to the point.

2) WHAT IS GUIKER'S MISSION/VISION?

Making Real Estate accessible. Our niche market allows us to increase revenue while our platform helps us reduce real estate management cost. Therefore, creating great real estate investment opportunities for people across our network. The long term vision of Guiker is to create an ecosystem where our users can find a place to stay and while being to invest in real estate opportunities across in various geographical locations. Thus transforming real estate into a moving asset.



3) WHAT IS THE BIGGEST FAILURE YOU'VE EXPERIENCED?

Our inability to secure some of the best talents in the beginning, but we were able to live through it. Although we've failed to hire some very talented individuals in our team, I believe that in life, things have to be put into perspective. The timing of opportunities might not be perfect, but we move on and grow.

4) WHAT ARE YOUR BIGGEST ACHIEVEMENTS?

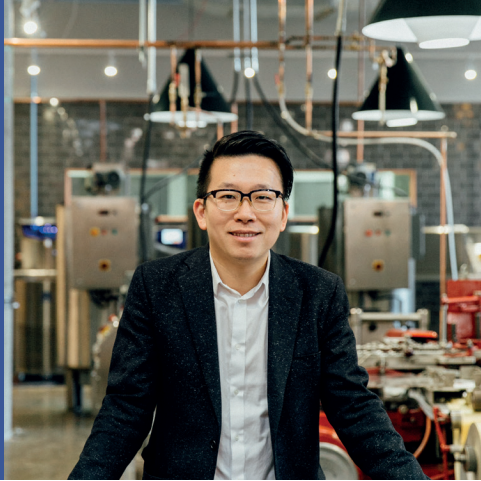
- Given the the competitive world out there, we are still alive and growing. Starting your own business is like "extreme sports", especially an online business.
- Today, we have some of the best people in the industry. We were able to attract and retain the great leaders and the great engineers in town.
- We were able to execute towards our vision without having to compromise with investors given that we have minimal dilution.

5) WHAT ARE SOME ADVICE YOU COULD GIVE TO ASPIRING ENTREPRENEURS?

I would make sure to have a financial back-up, at least in the first two years. When starting your own business, your personal involvement needs to be at 100%. You need to have a basic knowledge in all aspects of your business. For example, technology or IT where you'll need to be able to evaluate other people's work to make sure things are going well.

At the end of the day, a business is a math problem, you need to know your number. Running a business is a marathon, not a spring. There is a huge misconception that today a lot of people have overnight successes.

EASY WANG FROM CACAO 70



The Fairy tale of a Chocolate Entrepreneur

Easy Wang is the first generation of Asian immigrant to Canada. Although nowadays people know him as a successfully chocolate entrepreneur, just as he said: *"When you see the light, you should know the shadow; when you see the success, you should know the struggle"*.

Interviewed by Christie Wei

The fairytale of his entrepreneurship started with NO CHOICE.

Easy had the same struggle as other immigrants: new culture and new language. Back to the time of 2007, as a Chinese minor, Easy got very limited employment opportunity. He had to start his career in a café shop. In that café shop, he progressed to become a store manager, and finally bought the café shop with his partners. Since then, Easy stepped in the journey of entrepreneurship.

No entrepreneur story starts with no challenge. But the successful ones learn from the challenges. After they obtained the ownership, the gross margins were far from covering the expensive rent - they operated in a deficit position for months. Meanwhile, a very competitive café franchise opened just across the street, dragging their customers and revenue away. What's more, their landlord knocked on their door - there was a lease to renew, with an obligation of renovation that would cost them an extra \$100k based on the market of 2007.



Without the renewal, their newly-bought café shop would be completely gone. Hence, he had no choice again but signed the new lease.

Constrained by the resources, Easy and his partners had to find a low-priced contractor who charged only \$40k. Easy said he did not realize the low price came with costs. The contractor postponed the projects for 4 months; while they had only 1 month of rental free to renovate. After the project finished, they spent a total of \$200k, including the original price and the extra rents, 2 times as the regular market price. Easy learnt that, screening a contractor, one should look into **3 dimensions: timing, price, and quality**. Lacking any dimension, the contract job could easily lead to failure.

Encountered all those difficulties, they still wanted to continue. even there was no way ahead, they would find a path. After careful analysis, they discovered an opportunity laying between the time of the three traditional meals: dessert. They turned their café shop into a crepe place, serving desserts between the traditional three meals. This little change finally saved their business - the sales grew 10-fold. That was the basis of the Cacao 70. Following the tide of victory, Easy and his partners introduced the famous Cacao 70 concept at the Atwater location in September 2011. In 2014, Cacao 70 started to franchise and the business grows to 32 locations today.

After years of experience in the food industry, Easy summarized that there were **three fundamental elements** to drive food business: **location, concept, and people**: location guaranteed potential customers, concept brought the customers into the store, and people made sure that the customers leave with satisfaction and that would return. Speaking of entrepreneurship, Easy summarized that the most important lesson was to make decision with limited resources - there would never be affluent resources for all decisions.

In the fairytale of entrepreneur, there is no final settlement and ever happy after.

Easy's entrepreneurship story continues with new challenges. Just as he said: "if an entrepreneur feels easy and settled, it means there will be something really bad ahead." He had plans for Cacao 70 in the future 20 years, and he looked firmly to his next territories: US and China.

PATRICK MA



From The Blossom to Miss Wong: where is this Patrick Ma headed next? "I grew up on the South Shore of Montreal serving in restaurants near my home and in the heart of the city. As my love for the service industry flourished all through my studies in hotel management, I had a strong sense of how I wanted my future to unfold. My hard work introduced me to bigger opportunities, that eventually landed me my first job as a General Manager in a restaurant at age 25. I had the chance to create a city wide network for myself and harvest the skills learned throughout my years of working there. I wanted more challenges. That is when I was approached by a man full of ideas. At that moment, I knew that I wanted to be a part of the journey he envisioned. Today, I am in the midst of managing 2 businesses, as my own project is lifting off the runway." – Patrick Ma

Interviewed by Victoria Ly

1) WHAT DROVE YOU TO GETTING INVOLVED IN ALL THESE PROJECTS?

Being an ambitious person, success and growth are always the driving forces that lead me to become more involved and investing myself to reach higher goals. To be able to offer new experiences to others and to introduce our clients to amazing new foods through various cultures is made that much more enjoyable when you work for a company opened to enriching creative and innovative minds.

2) HOW WOULD YOU DESCRIBE YOUR DAY TO DAY LIFE AT WORK?

My typical work day begins at home. I resolve any possible oversights from the night before that need my attention before our opening hours. There are always requests from our clients or the owners that need care in finding solutions to as well. I will spend a few hours on these tasks before getting ready to begin my day. During weekdays, there will mostly be meetings schedules and errands to be done. Throughout my evenings at the restaurant, my role is to insure the satisfaction of the clientele, that the kitchen is running smoothly, all while handling any issues with the staff, the system or product complications that might arise during our business operations.

3) WHAT MOTIVATES YOU TO STAY BUSY LIKE YOU ARE?

I'm lucky enough to do what I love for a living. It's what makes it easy to put all your time and effort into a career. Every project I put my mind to, my personal investment is always at 100%. There is never a shortage on things to do when it comes to a flourishing business. Additionally, I need to mention the fulfilment you appreciate in seeing others happy, and that itself brings so much satisfaction. The company is built off hard work and you feel immediate gratitude when you have a daily visual representation of the excitement the food experience brings to people's lives. Whether it's hosting a bachelorette, serving a couple on a date or simply seeing customers come back to visit you, it brings joy to see the our contribution people's lives, which is without a doubt the largest part of the restaurant industry.

4) WHERE DO YOU ENVISION YOURSELF 10 YEARS FROM NOW?

10 years from now, I will have invested in new projects while remaining effective in assisting my current commitments to reach their full potential. I also intend to further outspread my company and continue to push it for a thriving development, just as it has demonstrated this past year. For what remains, we will have to wait and see. There is no limit to what the future holds, which again, brings me more motivation to keep applying the endless energy and pursuing the hard work that I have put into in my current endeavours.



Source for picture: LaPresse

RETAIL JEWELERY

DERRICK HUI FROM À POINT INTERNATIONALE



"Financial freedom and being able to spend more time with my loved ones are definitely the biggest reasons behind my shift in becoming an entrepreneur. Connecting and cherishing the moments you have with your loved ones were always part of my vision. I will be spending the next few decades working, so finding something that I'm passionate about and enjoy daily is important to me.

I never felt like I was pushing my creativity to its full potential when working a 9 to 5 job. I found it really limited my personal and professional growth. Therefore, I decided to start my own business at 29 years old. This startup is the critical pivot in my life and it has really challenged me in becoming a better entrepreneur." – DK Hui

Interviewed by Victoria Ly

1) HOW IS IT BREAKING INTO THE MARKET AS AN ENTREPRENEUR IN THE RETAIL JEWELRY INDUSTRY?

My family has been in the jewelry wholesale and manufacturer business for over 40 years now. Therefore, I have had the chance to assist many jewelry and diamond trade shows from the age of 19 years old. Travelling to different countries let me expand my knowledge about gemology. Now, I am running an import-export company with my team who specialize in certified diamonds and engagement rings.

Building a retail jewelry business continues to be a big challenge for me. I had to learn how to face different situations and clients that were out of my comfort zone. I also had to learn how to overlook complications and become a problem solver.

2) CAN YOU TELL US ABOUT YOUR MOST MEMORABLE FAILURE AND HOW YOU GREW FROM IT?

My most memorable failure is when I realized that À Point didn't have a clear mission to help it grow. I really thought importing goods, selling luxury and making money were the only reasons to the company's existence. Although I had a personal vision myself, I was unable to transcend this message to my team and customers. It wasn't until 2018 that I really started to develop the reasons why I opened my business and how I could inspire my clients: creating love stories, educating our clients and customizing their dream jewelry pieces.

3) WHAT ABOUT YOUR GREATEST ACHIEVEMENT?

À Point has completely redefine the meaning of an in-store experience. We strongly value trust, transparency and honesty when it comes to building relationships with our customers. We feel like we're not only gaining clients through time but we're also building a community. Our mission is to educate and help our local community in making better financial decision when purchasing fine jewelries. Our recent move to Phillips Square, also known as the Diamond District of Montreal, was made just in time to celebrate À Point's 4th anniversary.

4) WHAT ADVICE WOULD YOU GIVE TO SOMEONE ASPIRING TO START HIS OR HER OWN BUSINESS?

Starting your business lean and bootstrapping are the best methods for any startups, in my opinion. A perfect business plan or product does not exist, so launch a few viable products, collect feedbacks and quickly launch a 2.0 version of it. I strongly believe in trials and errors. Failures will only contribute to you becoming a better entrepreneur. Furthermore, finding the reason for your company's existence will make your business easier to understand and more sustainable in the long term. Make sure you can differentiate yourself enough, so people will choose you over your competitors. Believe in what you do and you'll make it happen. You are the only author of your own life. A quote that inspires me a lot is "Entrepreneurship is living a few years of your life like most people won't. So that you can spend the rest of your life like most people can't". Best of luck!

À POINT
INTERNATIONALE

KIM LAM FROM METS ASIATIQUE



"Mets Asiatiques' story started with a family recipe, to be more exact, it all started with a spring roll. The spring roll that my dad makes are amazing and everyone loves it! I would always ask him to make more so he decided to teach me how to make them. My family got together to create this famous recipe and I started making them for friends. Quickly, people were coming to me with big orders and I found myself with high demands from clients, co-workers, friends, family friends. It grew so fast that the idea of bringing the spring rolls to the market came to me! I started selling in public market in my hometown. We first started with a freezer, a tent and a trailer." – Kim Lam

Interviewed by Christie & written by Xuewan

1) HOW DID YOU GROW YOUR PASSION IN THE FOOD INDUSTRY?

It wasn't easy at the beginning. I started with only 300\$ in my pocket to rent a kitchen daily because I couldn't afford a fix place to work, so I did it one step at a time. I had so many orders that wouldn't stop coming, so I eventually had to ask a small grocery store to take my products because it wouldn't fit at home. Although, a year and half ago, I opened my first lunch counter with a certified kitchen on avenue Mont-Royal Est and started selling in groceries such as IGA and Metro. Today, my family recipe can be find in more than 30 groceries and has become available in six different public markets. I love cooking, creating new recipes and bringing the food from the ingredients to the packaging!



2) WHAT MAKES METS ASIATIQUE UNIQUE?

Not only is everything made by hand, but we also use the best quality ingredients, which are our main key to succeeding. All the food is made from local ingredients with no added sugar, no MSG and low in salt. For example, one of our best selling product, the General Tao sauce, is made with authentique maple syrup.

Our mission is to create good homemade asian food with a delicate touch of Quebec. Easy to prepare and simple to make.

3) YOUR BUSINESS WAS VERY SUCCESSFUL—REVENUE DOUBLING EVERY YEAR. WHAT CONTRIBUTED TO YOUR SUCCESS?

I started small and everytime I had a little bit of money, I would reinvested the amount into the business. At the beginning, I had nothing to lose so I wasn't afraid of anything. I put everything I had in Mets Asiatique. Working seven days, 16 hours a day non stop. Therefore, I would say hard work is one of the component that contributed to the success of Mets Asiatique.

The immense support from my family and friends has also played a big part in my success story. The people that believed in me and helped me along the way are the solid team that make a big difference.

4) THE BIGGEST CHALLENGE YOU ENCOUNTERED SO FAR?

It wasn't easy at the begining with all of the issues encountered with the trailer, from flats tires to losing it on the road, the equipments issues, as well as finding the right people to work with.

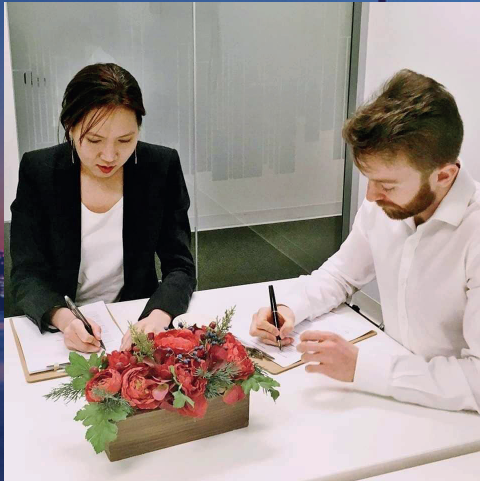
I like to remind myself that I am in charge of my life, and that no one will do the work for you.

5) WHAT IS THE VISION OF YOUR BUSINESS?

I want the population of Québec to discover and enjoy my high quality local products and have a bigger selection of unique meal ready to eat!

ACCOUNTING

VY NGUYEN FROM ZONE ONE ACCOUNTING



Montreal is a city full of entrepreneurship spirit, and Montreal entrepreneurs are always eager to learn from different perspectives. We approached a Toronto entrepreneur to share her story and experience. Vy Nguyen, a young CPA, CMA, started her own CPA firm in Toronto. Although she is one of the youngest partners in the most competitive finance and accounting world, her business grows rapidly, and has opened the second office. Let's hear from Vy.

Interviewed by Christie Wei

THE BEGINNING OF ENTREPRENEURSHIP

Everyone has a dream, so do I. I always wanted to share my experience with other young entrepreneurs and that is the reason why Zone 1 Chartered Professional Accountant was established in 2016. We focus on small and medium sized businesses in Canada. Our services include new business registration, start-up consultation, financial planning, bookkeeping and taxation.

BIGGEST CHALLENGE

Our very first and biggest challenge was to make others know about us. We were very confident about our business - we are competent, young, educated, and passionate about what we do; however, no business survives without clients. I did not take the best strategy in the beginning. I was very skeptical about spending money on advertisements, not only because the budget was tight, but also because I thought marketing was not as important as learning the professional skills. It took a year to realize that **marketing is a crucial part in starting a business** and I should have spent more resources on it. After we updated our marketing strategy, our revenues became much better

LESSONS OF THESE YEARS

Establishing a business is never an easy task. But we don't grow when things are easy; we grow when we face challenges. The most critical lesson I learned from my entrepreneurship journey is that if you want to pursue your dreams, **do it now**, don't wait until you feel you are ready. You will never be fully ready to be an entrepreneur; instead you will learn as you grow. You also have to plan your budget around your available funds, test different strategies, target the marketing channels and tools that are suitable for your products/services, **find good mentors** and you're good to go. And the last thing is **never stop learning**. Never!

THE VISION

I chose Toronto to start because I know the city. Toronto is one of the most diversified cities in the world and also one of the hottest start-up spots in Canada. Home to 4,100 active tech startups, and boasting an innovation hub covering a daunting 1.5 million square feet, Toronto provides numerous opportunities to prospect entrepreneurs. Meanwhile the competition is extremely fierce. That is why I consider proper marketing strategy is particularly crucial for Toronto's businesses, especially for startups.

Montreal is a same-great spot for startups and businesses. I have heard of even I am in Toronto: Quebec government provides exceptional supports to entrepreneurs and investors, which will significantly improve the surviving possibilities of businesses, given all other conditions are the same. We are considering to partner with professionals in Montreal to open an office in the romantic French city. That will be the future vision of my business.

MENTORSHIP & TALENT INCUBATOR PROGRAM

One of YCPA's mantra is to foster networks and create opportunities to connect, train and equip our members with the tools to exceed their potential and become today's leaders. To fulfill this objective and strengthen the competitiveness of Asian and Chinese talents, we are very enthusiastic to announce that we are planning our 2019 leadership initiatives: Mentorship Program & Talent Incubator Program!

MENTORSHIP PROGRAM

The program continues the legacy that our previous boards have built, to offer our working professional members great networking opportunities, and to help develop the leadership skills.

Coming in **June 2019**

TALENT INCUBATOR PROGRAM (TIP)

Fast track to success.

The purpose of this initiative is to bridge young Asian talents with their dream career. The participants will learn from on-the-job professionals about how they break into targeted companies, and to get dream jobs.

First workshop coming **March 30 th , 2019**

THE MONTRÉAL JIU DING CLUB

Invitation | 2018 - 2019 Jiu Ding Scholarship Award Gala

The Montréal Jiu Ding Club is a charitable organization registered under the federal government of Canada. Montréal JC Club was founded by a group of entrepreneurs and professionals of Chinese origin living and working in the Greater Montréal area. The sole objective of the JC Club is to present and manage the Jiu Ding Scholarship, which aims to encourage Chinese students in Québec Province, to become involved in the community and to contribute actively to the Canadian society through excellent academic and social achievements.

The Jiu Ding Scholarship is awarded once a year to the best students selected by an independent nomination committee consisting of reputable individuals from different fields.

2018 - 2019

Jiu Ding Scholarship Award Gala will be held on **Saturday, May 4th , 2019** at **EVO Montréal Vieux- Montréal**

777 Boulevard Robert-Bourassa, Montréal, Q, H3C 3Z7

Cocktail starts at 6 :00 pm. The Gala will take place from 7:00 pm to 9:00 pm

PAST EVENTS



ANNUAL CHRISTMAS COCKTAIL

December 12, 2018

We had a mid-week break from work by hosting the Annual Christmas Cocktail at Decca 77. Our Christmas season was full of friendship and joy and we were spoiled by the generous sponsors Cacao 70 for the customized bags of chocolate, Decca 77 for the gift cards and Armani for the candles.

COCKTAIL WITH MINISTER OF IMMIGRATION, REFUGEES AND CITIZENSHIP CANADA

January 15, 2019

We were honoured to have had the Honorable Minister of Immigration, Refugees and Citizenship with us at EAST. His inspiring speech touched a lot of us. It was a source of inspiration for many to pursue projects and ambitions in the new year.

INTERCULTURAL COLLABORATION WITH REPAF

January 30, 2019

Ce fut une autre édition des rencontres interculturelles. Elle a été organisée par le REPAF-Réseau des Entrepreneurs et Professionnels Africains à la Galerie Mushagalusa Art Africain. Nous tenons à remercier M. Guy Mushagalusa, propriétaire de la galerie, et M. Oumar Diallo, président du REPAF.



YCPA*GOODMAN CANCER RESEARCH CENTER

February 7, 2019

We were invited to be part of the Goodman Cancer Research Center (GCRC) Volunteer Committee lunch meeting. The Rosalind & Morris Goodman Cancer Research Centre, McGill University has made significant contributions to cancer research. In the beautiful Maison Martlet (Université McGill) setting, we were honored with Dr. Michel Tremblay, an outstanding and knowledgeable talent.



PAST EVENTS



YCPA * TEDx MONTRÉAL

February 9, 2019

Collaborated and partnered with TEDxMontreal, YCPA organized a team of volunteers to play an important part of the TEDx Conference in Montréal at Le Salon Richmond. TED Talk is always a very inspiring and magical moment, and both conference guests and volunteers were educated personally and professionally.



CHINESE NEW YEAR COCKTAIL * JEUNE CHAMBRE DE COMMERCE DE MONTRÉAL

February 12, 2019

YCPA and the JCCM are joining forces! To celebrate the next generation of Montreal business people, the JCCM is offering a preferential rate on the annual membership to YCPA members. We also appreciate VargasRestaurant for hosting, and gift sponsors Cacao 70 and Groupe Brivia.



DÉFILÉ DES LIONS ET DU DRAGON À BROSSARD

February 16, 2019

新年快樂！En cette magnifique journée, le YCPA a été invité à célébrer le Défilé des Lions et du Dragon, dans le Quartier DIX30 à Brossard, où des membres du conseil d'administration ont pris part au rituel de la laitue lors du défilé des Lions et du Dragon. Une belle énergie ressentie durant ces festivités dans le cadre du Nouvel an lunaire, en présence de la magnifique Doreen Assaad - Mairesse de Brossard.



YCPA TAX TRAINING AT BDO OFFICE

February 24, 2019

YCPA 6TH TAX CLINIC

March 10, 2019

A group of YCPA members donated their time and skills to the community. Partnering with Canada Revenue Agency and Revenu Quebec, and supported by BDO Canada LLP, L2 Bubble Tea, 123Ink.ca, Starbucks, Kokoro, David Leung, Beimei Media and Mengchenhui, YCPA hosted the 6th tax clinic to serve the low-income families in Montreal at Montreal Chinese Hospital.

UPCOMING EVENTS

YCPACTIVE PRESENTS

BOULDERING

APRIL 7TH 2019
10:00AM – 1:00PM

ALLEZ UP
1555 SAINT-PATRICK ST,
MONTREAL, QC H3K 2B7

**EXPERIENCE
RECOMMENDED!**

INCLUDES :

- 1 HOUR TEACHING WITH A PROFESSIONAL
- DRINKS AND SNACKS
- DAY PASS FOR BOULDERING

\$15 FOR MEMBERS
\$20 FOR NON MEMBERS

YCPA

APRIL 7 - BOULDERING

YCPActive is proud to present its first activity of the year, bouldering! Open to beginners, intermediate and experts. A private instructor has been reserved for an hour with the group. As usual, snacks and drinks will be provided to all attendees. Sign up and get your tickets on our website.

RJCCQ

15 mars 2019
Doubletree by Hilton
Montréal

FERA

Les métiers du futur :
Réflexion stratégique
pour un Québec
à l'avant-garde

16 février au 15 mars 120\$

15 MARS - RJCCQ FERA

Le Regroupement des Jeunes Chambres de Commerce du Québec (RJCCQ) a le plaisir de vous inviter à vous joindre au mouvement de réflexion et de débat qui a lieu chaque année autour d'un thème d'actualité. Pour sa 4e édition, le FERA portera sur : « Les métiers du futur : Réflexion stratégique pour un Québec à l'avant-garde », et aura lieu le 15 mars 2019 au DoubleTree by Hilton à Montréal. Pour voir la programmation : www.fera.rjccq.com

YCPA was invited to discuss with the vice minister of Quebec



JUNE 1ST - THE MUHC FOUNDATION'S GALA OF THE THREE STARS

On Saturday, June 1, 2019, the McGill University Health Centre (MUHC) Foundation will be hosting its 3rd annual Gala of the Three Stars in collaboration with the Montreal Chinese community at Le Centre Sheraton Montreal. The Gala raises funds for the Contemporary Norman Bethune (CNB) Endowment Fund which supports an annual fellowship for a Chinese surgeon to be trained at the MUHC. This year's theme is "The Golden Bridge of Friendship" which symbolizes the importance of the relationship between Canada and China, and the potential to build deeper and even more meaningful connections between the two nations. Under the leadership of the Gala's Executive Event Chair Martin Wong, Executive Chair of the CNB Endowment Fund Pierrette Wong, and CNB Endowment Fund Honorary Chair and MUHC Cardiothoracic Surgeon Dr. Dominique Shum-Tim, the gala promises to be one of the premier fundraising events of the season. For tickets, muhcfoundation.com or contact Lisa at 514-843-1543.

**Fondation
du Centre universitaire
de santé McGill**



**McGill University
Health Centre
Foundation**

UPCOMING EVENTS

YCPA
PRÉSENTE | PRESENTS

L'Expérience Culinaire
the Culinary Experience V2

2.0 THE NEW ERA

COCKTAIL DE LANCEMENT DU
BAL DE L'ORCHIDÉE 2019

- LUNDI, LE 8 AVRIL 2019 | 18H00 À 20H00
- RESTAURANT LE XVI XVI (1616)
- 1616, RUE SHERBROOKE O. MONTRÉAL QC.

- PETITES BOUCHÉES ET UNE BOISSON
- MEMBRES 10\$
- NON MEMBRES 20\$

YCPA
OB
BAL DE L'ORCHIDÉE
ORCHID BALL

YCPA
PRÉSENTE

LE BAL DE L'ORCHIDÉE 2.0

2.0 THE NEW ERA

SAMEDI, 11 MAY 2019 | 17H00
THÉÂTRE ST-JAMES | 265 RUE ST-JACQUES

TENUE DE SOIRÉE | BAR OUVERT

OB
BAL DE L'ORCHIDÉE
ORCHID BALL

CULINARY EXPERIENCE V2

Member exclusivity - Come and discover with us Montreal's gastronomy in a unique journey. Launching in April 2019, more info to come!

OB LAUNCH COCKTAIL - 20TH YEAR OF THE YCPA

Stay tuned for the cocktail that will launch the annual Orchid Ball. During its 11th edition, we will be celebrating the 20th birthday of the Young Chinese Professional Association. Have you guessed our theme? 2...0... Keep an eye out, more information will be out very soon!



Cher(e)s membres,

Pour cette nouvelle année, la Jeune Chambre de commerce de Montréal (JCCM) est heureuse de vous offrir un tarif préférentiel inédit! Afin de rapprocher nos deux communautés d'affaires et faire rayonner la ville de Montréal, la JCCM vous accorde un rabais de 80 \$ sur votre adhésion annuelle, soit 70 \$ + tx au lieu de 150 \$ + tx! Écrivez-nous pour en bénéficier: info@jccm.org.

N'hésitez plus, venez célébrer la relève d'affaires aux côtés de la JCCM et élargissez votre réseau!

Bien amicalement,

Dear members,

In this new year, the Junior Chamber of Commerce of Montreal (JCCM) is pleased to offer you an unprecedented offer! With the goal of strengthening the relationship between our two organisations and communities, the JCCM is offering you an \$80 discount on our annual membership, bringing the cost down to \$70 + tax instead of \$ 150 + tax!

Don't hesitate, come and celebrate the next generation of business people alongside the JCCM and expand your network!

Yours truly,

Selena Lu
Présidente, JCCM

Cindy Ho
Présidente, YCPA

BECOME A MEMBER

- **SELECT CLUB OF YOUNG PROFESSIONALS RECOGNIZED BY THE REGROUPEMENT OF YOUNG CHAMBERS OF COMMERCE OF QUEBEC (RJCCQ)**
- **YCPA EVENTS AT MEMBER PRICE**
- **MEMBER EXCLUSIVE EVENTS AT SPECIAL PRICE, SPONTANEOUS SURPRISES AND ACCESS TO THE PRIVILEGED INFORMATION PUBLISHED ON THE YCPA MEMBERS EXCLUSIVE PORTAL**
- **PREFERENTIAL RATES FROM OUR BUSINESS PARTNERS**
- **EXPAND YOUR NETWORK OF PROFESSIONALS, ENTREPRENEURS AND LEADERS**
- **SPORTS NETWORKING ACTIVITIES ORGANIZED BY THE YCPACTIVE COMMITTEE AT MEMBER PRICE**
- **BENEFIT FROM A 50% DISCOUNT ON JCCM DUES**
- **EXERCISE THE RIGHT TO VOTE AT ELECTIONS TO THE ANNUAL GENERAL MEETING**