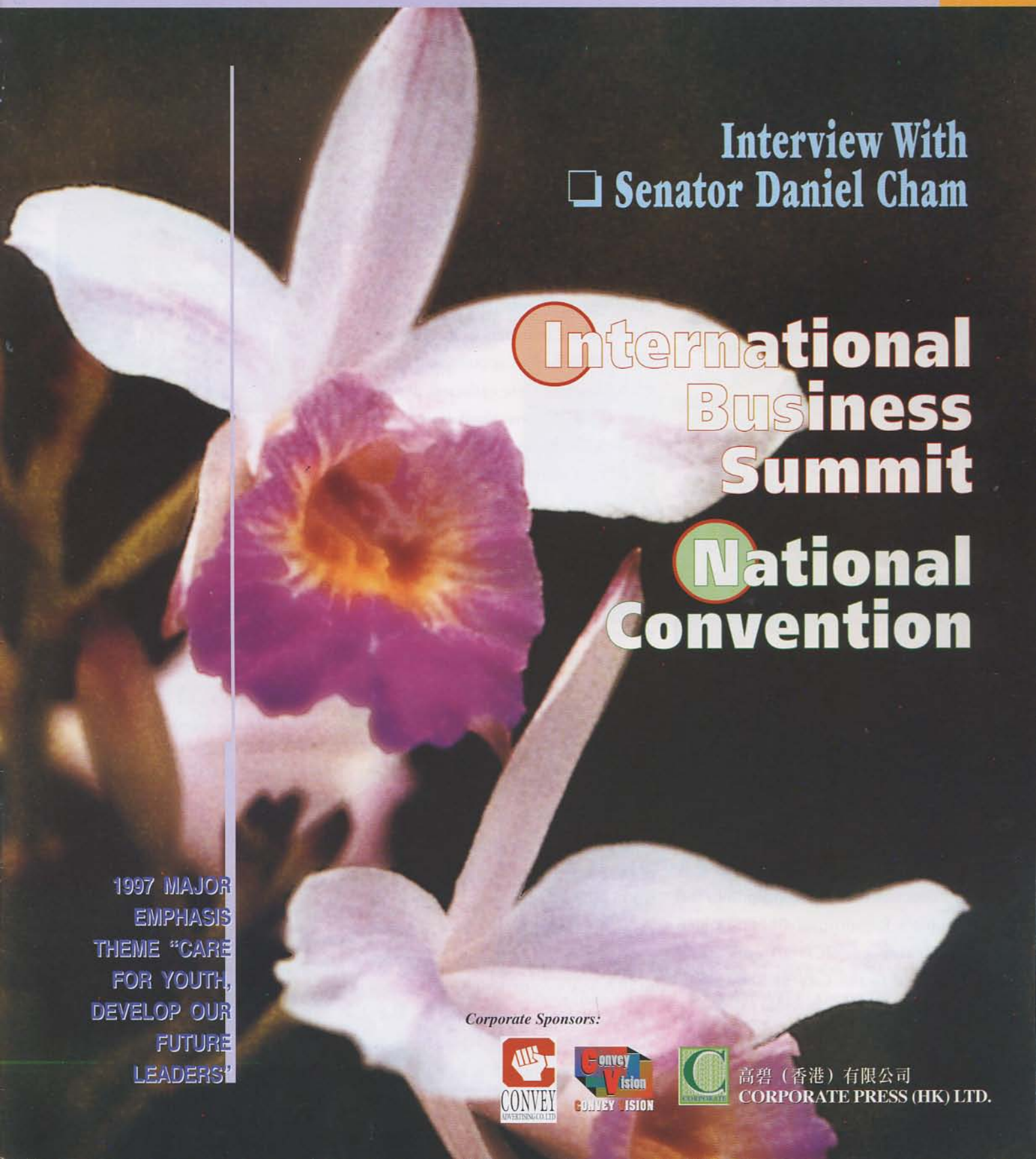
HARBOUR LIGHTS

The Official Publication of Hong Kong Junior Chamber

FOURTH ISSUE OF '97



Interview With
❑ Senator Daniel Cham

International Business Summit

National Convention

1997 MAJOR EMPHASIS THEME "CARE FOR YOUTH, DEVELOP OUR FUTURE LEADERS"

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Message from National President



The time has come very near for me to put an ending note to the working year. In a year when the biggest event in the history of Hong Kong took place, I feel so proud to be the National President of the Hong Kong Junior Chamber. Many plans were made last year in support to Hong Kong's return to our motherland, and it was exciting to see those plans matured and realized one by one, thus making HKJC's participation in the historical moments possible.



NP Henry celebrating the National Day in Beijing

Monumental to the HKJC, we have hosted JCI's first International Business Summit. It was the first and formal introduction of the JC concept into the People's Republic of China. Chief Delegates and JCI Officers have travelled to the City of Zhongshan where we were greeted by the mayor himself, and whom has given us the level of reception of a state vice premier's. Through the project, our objective to introduce the concept of "one country two systems" was achieved, whilst delegates have worked hard to formulate on the future development of the Business Opportunity. Our appreciation goes to JCI and all the NOMs which supported the IBS, thus making our mutual dream of introducing the Junior Chamber into the PRC come true.

We have also took steps to adhere further to plans set forth in JCI's Vision 2000. Basic foundations were laid for the Associate Members Club. Terms of reference as well as appointment of the Club Chairman were endorsed, and we anticipate that we shall be able to preserve better our resources by means of the club's functions.

Then the saga of name change has come to its conclusion for the National Board, and all 18 chapters have adopted the use of the JCI logo. The establishment of a consistent image has helped our promotion of the organization across the community, while administration in relevant areas were made easier and our management more efficient.

All of those projects and many more others have not been possible without the concerted efforts of team members. All of my objectives as set forth at the opening of the year have been achieved. I would like to salute here to all fellow members for your diligence and persistency. Your support has been vital, it is my energizer, which lifted me and gave me strength at times when I felt feeble.

Members contributed comments and opinions throughout the year. I wish to reassure fellow members that it is one of our guiding principles to adopt as many comments as possible as they are important elements to help us create positive changes, thus helping us to realize the most important objective of the Junior Chamber.



NP Henry in National Convention

It was an emotional moment for many for us when our National Anthem was played for the first time at the National Convention. It was also my emotional moments when I have to make my remarks for the last time to the General Assembly. I could not help my emotions because I felt from the bottom of my heart so proud to be the National President, to be a part of all the good works that fellow members have done.

I believe that the coming board will take big strides to achieve another memorable year, especially that with Hong Kong's mergence with the motherland, the HKJC is able to contribute more to introducing JC to the People's Republic of China. Together let us continue with the fine traditions of the HKJC, while not forget to keep introducing novel ideas to create positive changes.

Henry U

International Business Summit



GOH Ms. Leung Oi Sie, Elsie J.P. officiating the opening ceremony

International Business Summit was successfully held between September 2-5, 1997. It was participated by more than 150 delegates including JCI Officers, NOM Presidents and fellow Jaycees from all over the world.

The event was the first large - scale business summit organized by HKJC after Hong Kong's handover to China. One of the objectives was to show that Hong Kong would keep on prospering after the handover. It also aimed at promoting an exchange of business opportunities and experiences among young leaders in Hong Kong, China and foreign countries.

The four-day program consisted of seminars, factory visits, business exchanges and meetings with China government officials. It took place in Hong Kong, Zhongshan, Guangzhou and Shenzhen. The program started in the afternoon of September 2 with a Business Forum titled "Hong Kong - A gateway to develop business in China". We had prominent figures Ms. Louise Barrington of International Chamber of Commerce, Dr. Ira Kasoff of American Consulate General and Mr. Edward Leung of Hong Kong Trade Development Council as our guest speakers. Following this was the opening ceremony and welcoming party. The event was glittered with the presence of Ms. Leung Oi Sie, Elsie J.P., Secretary for Justice who acted as our Guest of Honour. To highlight the cultural link between Hong Kong and China, the entertaining programs began with chorus in ethnic Chinese costumes, traditional lion dance, Kung Fu demonstration and Chinese painting and then ended with a sight-seeing tour of Victoria Harbour Night. The first day program in Hong Kong satisfied all with enjoyment and excitment.



Visit to Kawa Group

On September 3, we started our way to Zhongshan early in the morning. On our way to Fu Hua Hotel, the overseas delegates were surprised by the extremely smooth traffic flow on the roads. We had the pleasure of having police clearing the way for us. The most impressive moment came when we arrived at Fu Hua Hotel where we were welcomed by lion dance performance and junior school pupils playing trumpet and drum with cheering smiles.

After visiting two large local business enterprises in Zhongshan - Kawa Group and Wei Li Group, we came to "Sunwen Memorial Park" where we gave a salute to our "Father of China". The day ended with the Presidential Reception and Welcoming Party in the evening.



Group photo at Sunwen Memorial Park

On September 4, it came to the most important part of the Summit - meeting at Zhongshan City Hall. The first meeting of the Summit was conducted in the main meeting room. JCI Secretary General Benny Ellerbe started his statement with "It opens up my eyes" which really echoed fleshly in our heart, since it was a very unusual experience for all of us.

We were honoured to have Mr. Wong Wende, Head of Department of Taiwan, Hong Kong and Macau Affairs, MOFTEC to be our guest speaker. We were enlightened with Mr. Wong's account on current development of China's economy and trade, the operation of foreign capital and related policies and its business relations with Hong Kong. We were delighted to have Miss Vivien Y.Y. Li of Coopers and Lybrand sharing with us invaluable tips on effective



Meeting in progress

running business in China and getting through the maze of document requirements.

The Summit was divided into 4 sessions conducted in the 4 official languages of JCI respectively, under the theme of "Spirit of Free Enterprise", we addressed the issue in different angles led by 4 prominent figures as listed below:

1. Action Committee chaired by Margaret O'Neill
2. Code of Ethics Committee chaired by Fernando Sanchez Arias
3. Conference Declarations Committee chaired by Yannick Moati
4. Marketing Committee conducted by Naohisa Kashihata

In the evening, we were invited by City Government of Zhongshan for a reception dinner. To thank for their out-and-out support throughout our stay in Zhongshan, we presented them a 4X6 feet painting with our signatures as our token of appreciation.


WP Crispin C. Dy meeting with China government officials

Early in the morning of September 5, we started our long trip to Guangzhou and Shenzhen. Apart from the chances given to visit local factories, we were also able to meet local businessmen and government officials, from them we learned a lot about the investment environment in Guangzhou.

We eventually arrived at Shenzhen and were able to relax ourselves after fully scheduled hours. There were cultural dances and splendid China ethnic costume show in China Folk Culture Village. The performances were both refreshing and interesting. After taking a group photo with performers in ethnic Chinese costumes, all delegates clapped for the success of this Summit and the contribution and hard work of the organizing committee. The last night program ended up in the applause of all present.

In the morning of September 6, there came the time for us to bid good-bye , we hope that all participants have left a good memory in China and found this Summit a pleasant surprise.

by JC Wendy Shing


Group photo in China Folk Culture Village

National Convention



GOH Mr. David Lan, J.P. and NP Henry officiating the Ceremony

The 32nd National Convention of Hong Kong Junior Chamber hosted by City Junior Chamber was successfully held from September 26 to 28 at Kowloon Shangri-La Hotel this year. The total number of registration was 463 which was a new record in history of HKJC.

The Theme for National Convention this year was "Global Networking - ally Resources, via Technology, for Success". The idea was to shorten the distance and to promote closer relation between human beings in different geographical locations through modern technology.

We were glad to have Mr. David Lan, J.P., The Secretary for Home Affairs to officiate the opening of the National Convention. Mr. Lan gave words of encouragement to the works of Hong Kong Junior Chamber. He also highlighted this special era for Hong Kong when its sovereignty returned back to China. He encouraged all delegates to face the challenge and to actively take part in the first election of the Legislative Council of the Special Administrative Region of Hong Kong. At the Opening Ceremony, the National Flag of China and that of the Special Administrative Region of Hong Kong arose for the first time in National Convention.

In response to the Convention Theme, prominent speakers gave speeches on various aspects of Global Networking. The topics included "Using the Internet as a power tool for collaboration", "Global Networking - via Internet Phone" and "Weightless Economy".



At the Training Seminar, an experienced trainer in quality management, Mr. Y. K. Chan, enlightened us on 5 "S" practice.



Np Henry presenting souvenir to guest speaker Mr. Y. K. Chan

The Senate Luncheon was well attended by over 50 Senators, NOM Officers and LOM Presidents. Mr. C.K. Choy, lecturer of Division of Social Studies of City University of Hong Kong shared with us the different election systems with main concern on the Proportional Representation System which will be implemented in the election of Legislative Councillors next year in Hong Kong.



Address by GOH Mr. David Lan, J.P.

At the Closing General Assembly, reports from Chairman, NOM Officers, LOM Presidents, NOM Commissions, Theme Seminars, Training Seminar and the five Business Sessions were adopted.



PNP Larry sharing with us his insight in management during business session

Congratulations to the 1998 National Executive Committee candidates since they were successfully elected. Delegates who had listened to their election presentation would had no doubt on their abilities and confidence in fulfilling their promises, "Act Local, Think Global". It is not just a slogan of their election campaign, but the mission to be achieved in the coming year.

We should also congratulate Hong Kong Jayceettes on the successful bidding for the hosting right of the 1998 National Convention.

At the climax of the whole Convention, the Awards Banquet, all the guests and



Open forum in progress

delegates were actively involved. They enjoyed the delicious cuisine and the wonderful talk show performed by Mr. Michael Leung and Mr. Cuson Law. There were total five senatorship presented to Louise Chan, Stephen Kam, Anne Lo, Regina Ng and Wendy Pang.



Closing remarks by NP Henry in Closing General Assembly

During the Graduation Ceremony, over 20 associate members were graduated.

At the most important presentation of National Awards, there were total 10 Awards and 11 Certificates of Merit presented to various chapters and individual Jaycees.

Congratulations to all the award-winners!



Toasting by National Board

Hong Kong Junior Chamber

PROSPECTIVE MEMBER APPLICATION

Tel: 2543 8913 Fax: 2543 6271

Would you like to join us ?
Simply fill in the form and send to our NMD *Joseph Leung*. WE WILL CONTACT YOU SHORTLY:

Name: _____ / _____

Sex: _____ Date of birth: _____

Address: _____

_____

_____

Contact No.: _____ Fax: _____

NOM Activities

Business Network Club - International Movement

by Senator Jennifer Cheng

A delegation of three people attended Japan Junior Chamber 39 Classified Industrial Group annual summer conference at Yokohama. Led by Vice Chairman Alan Li, Itaru Kunisada and William Wong were being asked to introduce themselves during the General Meeting with the 39 Group leaders, as well as at the 20th Anniversary celebration of The Business and Management Consultant Group. This Business and Management Consultant Group was being introduced to network with Business Network Club last June, through the friendly co-ordination of Ms. Sue Hoshi, the Japan Business Network executive then. This Consultant Group has over 120 membership. Most of the members own accounting firms, real estate business, hotel business, or construction business. The Group will visit Hong Kong again next March, and will continue the networking function with the new Board or club members then.



Vice Chairman Alan Ip and delegation lunching with the Chairman of Business Management Consultant Group in Yokohama

TRAINERS' CIRCLE GATHERING

by JC Cindy Kwan

The Training and Development Committee (TDC) had arranged the 2nd trainers' circle gathering on 21 August 1997 at the Stanford Hotel.

We were delighted to have Senator Bill Potter, former Executive Director at Junior Chamber International, as our guest speaker. Senator Bill was the head coach of "PRIME" and "EXCEL" training programs in previous ASPAC and World Congress.



Senator Bill Potter shared with us how to make yourself different

About 30 participants were actively involved in the 3- hour session of "DYNAMIK" program presented by Senator Bill. He told us how to become a better person and run an excellent business by doing our business differently. Many examples had been quoted. A shoes business might name itself as "Foot Care Advisory Business". Using different words influenced people's mind and changed their perception. "To become a more dynamic person, one must know more about who he really is." To achieve that, Senator Bill gave us some Typology assessments. In this psycho-geometric analysis each of the participants knew whether he belongs to "square" type: a perfectionist, or "triangle" type : an ambitious goal setter, or "wave" type: an unpredictable person, or "circle" type: a communicator or "rectangle" type: an experimenter.

JCI Academy

by NVP Louise Chan

The 10th JCI Academy was held by Japan Junior Chamber from July 19 to July 27 in Kitakyushu and Yokohama this year. Around 86 delegates from overseas and 40 from Japan attended and enjoyed this wonderful program very much. The purpose of this meeting was to provide training to all potential future leaders from

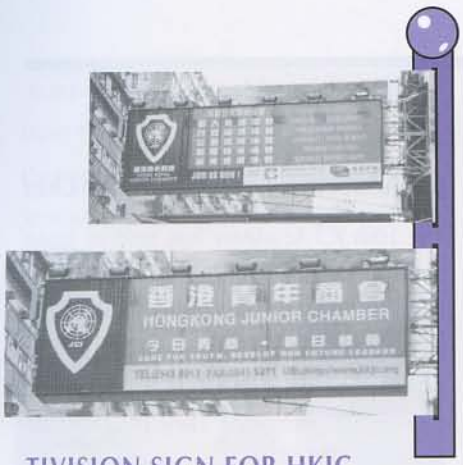


Delegates having some fun from the learning game

NOMs. It was an unique experience not only to receive World Class training, but also to get a chance to meet people from different languages, races, customs and accept the cultural differences among them. A solid foundation has been laid down for mutual international understanding and we all graduated as 'Global Networkers'. We also developed our own theme this year - 'One Earth, One Community'!

The Academy started with two nights Home Stay Program where we were well received by the Japanese families. It was followed by two intensive training programs - the Life Planning Seminar and the Excellent Leadership Seminar. 'Friendship Saloons' were held in the evenings where we enjoyed ourselves through chatting, experience sharing and dancing in a relaxing environment. A lot of interest was also shown on the future of Hong Kong after the handover.

The Japan Junior Chamber had done an excellent job in hosting this program and impressed all the delegates. We all brought home sweet memories and great networking - we are now well connected through the internet! We all look forward to a reunion in Hawaii Congress!



TIVISION SIGN FOR HKJC

Big thanks to Messrs Convey Advertising Co. Ltd. being our sole outdoor advertising sponsor. A Tivision Sign is now adver tised at prominent location at 101 Nathan Road, Tsimshatsui. This greatly helps us promote our corporate image and also JC activities in Hong Kong.

會員訓練 （三）

在日常工作或青商活動中，也必涉及「開會」這名詞，如何使一個會議能順利完成，往往都會在每個人心裡有一個問號？

在8月9日，總會舉辦之會員訓練「開會進行…(識)」已於香港會議展覽中心順利舉行，當日邀請了兩位資深主講嘉賓俞美華參議員及總會候任副會長何紹忠分享這方面的經驗及知識，當日出席的會員非常踴躍，高朋滿座，場面十分熱鬧。

當日出席會員，不論準會員或會員，都非常投入，講者透過動與靜的新概念遊戲及講解，帶動參加者對開會技巧有渙然一新的看法，驚喜只是一個遊戲竟可帶出處世做事的哲理，不由得不佩服講者的才能與心思。



總會候任副會長何紹忠講解會議程序法



PROSPECTIVE MEMBERS ORIENTATION (5)

was hosted by Bauhinia Junior Chamber at the Cosmopolitan Business Convention Center on October 13, 1997. The topic of this Seminar was "Complete Success Way" （完全成功秘訣）. TDC Chairman Senator Petrus Yung and Past President of Bauhinia Senator Carrie Ting were the speakers for an audience of over 130.

The objectives of the seminar were to encourage young persons to build up their confidence and through JC 5 areas of opportunities to become the future leaders.

Participants made group games to explore how interesting were in JC activities. They had group discussion to think what they want to achieve and plan their JC career as well as their personal life. Participants actively raised up question in the Q&A session.

The successful orientation was completed with an enthusiastic round of applause.

PULSE OF MOTHER COUNTRY
「脈膊的跳動是代表著每個生命的存在」

特區行政長官董建華先生曾經對傳媒表示，某些人仕因對國內的情況不了解，而對她產生誤解。我當時想了一想，問問自己對國內又有多少認識呢？答案就是"一知半解"。幸運地作為青商的一份子，這些提高公民認識的活動，那會沒有提供給各會友呢！

本組別很榮幸地邀請了香港文匯報公關經理鄧健強先生，於一九九七年八月十六日(星期六)下午在總會演講室內，為會友講解了有關中華人民共和國政府，中國共產黨及中華全國青年聯合會的架構及其資料。當中鄧先生還與各參加者分享了一些官方禮儀及需注意的事項，其中最令各參加者感到最有趣的，就是各地方行政長官之級別，共產黨黨員的入黨資格及其共產黨黨章。但造夢也想不到原來國內有廳級和尚或科級道長等之職銜，及令人肅然起敬的共產黨十大規條的崇高精神。這個講座對本人而言，可說於一個短短三小時內，學習及重溫了壹課集中國近代史，政治哲學，公民教育及趣味於一身的精采講座，相信當日各參加者也會認同我的感受及講法。

現在的公民教育不僅只是認識香港這麼簡單了，故本人希望這些以認識中國為題的活動可以繼續舉辦，並可推廣至社會各階層人仕認識。

羅列帆
公共關係部委員



總會執行副會長盧婉儀致送紀念品予鄧健強先生



大中華青年企業家研討會

由中華全國青年聯合會主辦，香港青年商會、台灣青年商會、澳門青年商會及深圳市青年聯合會聯合協辦。於10月22-23日，在深圳市富臨酒店舉行。目的是透過中、港、台、澳四地青年代表的座談討論，共同展望未來全球及亞太區的經濟發展趨勢。

香港青年商會由會長余國雄參議員率領二十多位會員，及成功企業家參與並作專題演講。包括1993年香港青年工業家李秀恆先生及臨時立法會議員黃英豪先生等。

Review of Five Areas of Opportunities

This year is a historical watershed for the HKJC, we have focused on the healthy development of our five (5) areas of opportunities which are : -

Individual: To provide ample basic training to members



Executive Development Program

Management: To improve our project management and NOM/ LOM management



Tidy house-keeping of JC Office

Community: To launch projects under the major emphasis theme umbrella for collective impacts



Project under MET umbrella

International: To set guideline for proper interactions with sister chapters, etc.



Warm reception to fellow oversea Jaycees

Business: To provide networking & business management training to members



Holding International Business Summit



Study tour to a Hong Kong invested OEM toys factory in China in May

Business Network Club Year End Summary

This year, Business Network Club has tried to strike a balance between the area of International Business, Management and China Business. Starting the year was a seminar on "Theory of Constraint" inspiring management personnel in analysing the constraints of the company and work to resolve the constraints to speed up productivity of the whole corporation. Followed by sharing of different industries' foresight into the area of real estate business investment versus fund management investment as well as sharing of management beliefs from entrepreneurs within the Club, it was true that as early as April, one of our club members advised strongly to invest on stock markets and other fund management vehicles than on local real estates. So how many of us have listened well and benefited from this message. In May, the Club has visited a well organized Hong Kong invested OEM toys factory in China. In July, the Club has extended international network with a delegation attending the Japan Junior Chamber 39 Classified Industries Group annual summer conference in Yokohama. A "yum cha" gathering was organized in August and will be followed by one or two "yum cha" and management seminars or luncheon before the year closes.





























1. Victoria
Grandparents' Day

2. Kowloon
All Round Investment Strategy

3. Island
10x Charm: Killer Training

4. Peninsula
Stop it! Stop the Fire

5. Hong Kong Jayceettes
Together We can make it-Hope, Mission & Vision into Year 2000

6. Lion Rock
"Nationality Law & Right of Abode" seminar & exhibition

7. Harbour
97' International Children Drawing Competition

8. Yuen Long
N.T. Region Outstanding Students Selection

9. Tai Ping Shan
"Care for the eldery" series

10. Bauhinia
Essay Writing Public Spea Competition

11. Dragon
Video Conferenc

12. East Kowloon
Care for the Eld Emergency Alarm

Chapter Projects of 97'


13.



14.


15.


16.

17.

18.

Dear Fellow members,

Thank you for your giving such meaningful projects and unfailing support to NOM throughout the year.

Henry U
National President

13. City
National Convention

14. Queensway
"Negotiation & Interpersonal Skill" workshop

15. North District
Rainbow Wall Painting by Silver-tongued Children and the Handicapped

16. Ocean
10th Anniversary Ball

17. Shatin
Fun Fairs for the New Arrivals and Locals

18. Apex
97 Little Chef Cooking Contest cum Children Health Carnival

1. **Victoria**
To promote love and respect for the elderly in Hong Kong.

2. **Kowloon**
A fund raising project.

3. **Island**
A LD project to educate people on how to select training program and learn faster.

4. **Peninsula**
To educate people the significance of fire prevention.

5. **Hong Kong Jayceettes**
To encourage local children to help the less privileged students in China. HK$ 20,000 has been solicited for the Spring Blossoms Project Foundation.

6. **Lion Rock**
A two-day program to educate people Nationality Law & Right of Abode in Hong Kong.

7. **Harbour**
To arouse children' s interest in drawing and also promote global friendship.

8. **Yuen Long**
To encourage children to become a good student.

9. **Tai Ping Shan**
To promote care for the elderly.

10. **Bauhinia**
To encourage the youth to become more self-confident and also promote proficiency of language.

11. **Dragon**
To help in furthering the understanding between Austria JC and HKJC

12. **East Kowloon**
To help the elderly by raising funds for provision of emergency alarm in case of urgency or life-saving.

13. **City**
The convention theme is: "Global Networking - ally resources, via technology, for success".

14. **Queensway**
A leadership development program.

15. **North District**
Rainbow wall painted by children from Naha, Taipei, Zhuhai and Hong Kong, together with the handicapped. It exemplifies the ideas of "Equality, Love and Caring", and without border.

16. **Ocean**
To celebrate the 10th Anniversary.

17. **Shatin**
To help new arrivals adapt to new environment.

18. **Apex**
To arouse public awareness of the equal importance of developing children physical and psychological health.

Outstanding Chapter Projects

YOUTH MILITARY ACADEMY 1997

CO-ORGANIZED BY THE OCEAN JAYCEES AND THE YOUTH FEDERATION OF ZHONGSHAN

"If possible, I would be much grateful to have a chance to join this 8 day military training course again next year." said by candidate Mr. Yip Hok Yin. This project consisted of Screening Day, Briefing and Press Conference, Pre-function Training, 8 Day Military Training Course in Zhongshan, China and Graduation Ceremony, seems to be successful not because of the "Youth Activities Award" recognized in the



Kung-fu training to overcome enemies

National Convention , but improving the skills of children in overcoming constraints and strengthening their ability.

A total of 30 Hong Kong children between the age of 12 and 14 were successfully selected in joining with 123 Zhongshan candidates to participate in a "8 day Youth Military Academy" at People Liberation Army Training Centre in Zhongshan, China. This 8 day well-planned training course included military training, physical training, teamwork training, self-survival training and leadership training. The history of "People Liberation Army" was taught during the program, too. Visit to army & navy bases including on board a warship were also arranged in order to enhance their knowledge in our national defence.

It was really a meaningful project to provide an opportunity for Hong Kong children to have a cultural exchange after the hand-over of Hong Kong to China.

97' Little Chef Cooking Contest cum Children Health Carnival



Thousands of spectators gathered at Sunshine City Plaza on August 17 (Sunday) witnessing our Little Chef Cooking Contest finalist to demonstrate their culinary skills. The Carnival started at 2:00p.m. with children's performances of chinese dances, kungfu and judos.

The Contestants were divided into two groups: the Baby Chef aged under 6 and Little Chef aged 7 to 12. They had to participate in the kitchen safety and hygiene training (July 27) and a semi-final contest (August 10) at YMCA before they could enter the final round.

Our Guest of Honour Ms Doreen Leung,Ms Emily Yeung of Dietitian Association of Hong Kong , Gifu President Mr Nohara, Ms Amy Kui of YMCA Children and Youth Activities and National President Henry U formed the judging panel. They gave marks with respect to ingredient nutritious value, cooking method, degree of children's involvemant, taste and creativity.

While the cooking contests were proceeding on the stage, there were health exhibition and booths for eye-sight test, fitness test, picture colouring and games for children. All the participants had a pleasant and joyful afternoon.

The objective of the project is to arouse public awareness of the equal importance of developing children physical and psychological health.

By Apex Junior Chamber

THREE DIMENSIONAL PRESERVE EARTH AWARENESS DAY

A very innovative project - Three Dimensional Preserve Earth Awareness Day - jointly organized by Peninsula Junior Chamber and the Rotary Club of Kingspark have successfully held in this Summer. Aiming to induce the green concept to the public and help Friend of the Earth raising fund, PJC and Rotary broke fresh ground in a green campaign by a pretty large scale of outdoor activity which attracted a total number of over 200 participants and 22 sports teams. To increase its impact, one of the famous stars of the city, Ms. Flora Cheong, was invited to be the ambassador of the Green for this project.



On that Green Day, we happily witnessed a scene of very active participation which came from the employees of over ten sponsoring companies; the members of Rotary; the members of Jaycees; and above all a wide variety of sports teams including rowing team, rock-climbing team, boxing team, diving team, mountain cycling team, sailing team..... With a common goal of "Environmental Protection", not only they enjoyed the various sports, they also proudly completed a series of very tough tasks which included cleaning the beach and the sea, group games, and green education.

Interview with Senator Daniel Cham

"Good preparation and practice make prefect"

"Each of us can do. The key words are determination and perseverance"

Senator Daniel Cham



Senator Daniel actively participated in community activities

Among the Jaycee elite, National President of 1991 Senator Daniel Cham is one of the most devoted in the community services. Throughout the years, he has been taking on a great deal of positions in the government bodies and in the public sectors. With his continuous effort, he has earned a territory wide recognition in Hong Kong. In June 1997, he was awarded the Badge of Honour from Her Majesty the Queen, which further proved his efforts and achievement. Tracing back, Senator Daniel shared with us that his success started from joining Jaycees.

Jaycees was a Stepping Stone to his Success

Before being a member of Jaycees, Senator Daniel has already participated actively in some social activities. However, after he has started his work in Jaycees, his involvement in community largely increased. As the president of Yuen Long Jaycees in 1988, he became gradually known by the local community. Through the projects, he trained himself to plan and to organize, to relate with the government bodies and local organizations. Such liaisons gave him very good chances to build up good rapport with a very wide range of public bodies of different levels. His popularity was known since then.

Jaycees Gave him Opportunities

He highly valued Jaycees which did not only provide him the five training opportunities, most importantly it gave him chances to be known, be recognized, and to be given more chances. In this connection, his chance of getting appointed to the various public positions came. His social circle, therefore, greatly enlarged. By now, he is an active member in Yuen Long District Board and the Hong Kong Town Planning Board; co-opted member of the Regional Council; member of Hospital Authority N.T. Region Advisory Committee; member of the Board of Review (Film Censorship), Chairman of Yuen Long District Fight Crime Committee and Tin Shui Wai Area Committee and many other posts in the public sectors.

Jaycees in a Micro-Community

"Jaycees is a good place to learn" Senator Daniel stressed. In the real world, owing to the limited resources and the fact of accountability, we have to face the music whenever we get things wrong. Yet, within the Jaycee culture, we are fully allowed to learn, to try, to fail, to improve, and to grow. It just likes a micro-community in which we learn by doing, from a prospective member, to a member, a director, a president and even a National President. After we have well equipped ourselves through a series of training process in Jaycees, we can head for the community with more confidence and a better pre-established social network.

Creativity and Vision

In 1991, Senator Daniel was successfully elected as the National President. That year, Senator Daniel



Senator Daniel was awarded the Badge of Honour

induced and carried out a number of innovative projects. Some of them are still continuing to date. Those establishments and projects included the Business Network Club, International Affairs Department, Training & Development Committee, "One plus One Support Election 91" Project. When talking about those projects, Senator Daniel showed sign of satisfaction on his face, especially the "One plus One Support Election 91" Project which was highly appreciated by the government at that time. Moreover, he added that he has even planned to establish a primary school with the name of Yuen Long Jaycees. Since this proposal has been wait-listed for almost 10 years, he expected the day of its launching would not be long.

Business Network Club

Senator Daniel frankly admitted some members join Jaycees are with the aim of enlarging their social circles. Thus he stressed the importance of economic opportunities or business opportunities which are basic, common, and more realistic. With this concern, long-sighted Daniel has established the Business Network Club when he was the National President and continued to play a significant role in promoting the Business Network Club for years. He said, "It's a reality that some people join Jaycees just for business". He explained that business does not only mean commercial field or trade. In a broader sense, it means an information exchange, a social networking and human relationship, all of which are important for everyone. To speed up its development, Senator Daniel suggested that continual up-to-date information provision and circulation are necessary within the Club. He affirmed that it will surely make Jaycees more attractive to new members. And, in addition, he believed that it serves good to retain members.

Affiliation LOM with a District

Senator Daniel suggested that it is good for LOMs to affiliate with a particular government administration district. As far as we know, Yuen Long Jaycees has built up very good relationships in Yuen Long District all along. And they do very well to keep constant contacts with the local leaders and government officials. They keep running various projects with cooperation of local bodies. In this respect, they earned a certain reputation locally. Senator Daniel added that some local bodies or District Board may have quite a number of program funds available for interested parties to apply for organizing meaningful activities. As a win-win game, relating well with the District Administration and local organization would benefit Jaycees from getting more support for our project provisions.

How to be a Good Jaycee

When asked about how to be a good Jaycee, Senator Daniel said "giving first". Before we reckon how much we will take, we have to plan how much we should give, which are referred to both time and effort. "Get yourself well prepared!", he reminded. Good preparation is important for every meeting and every project. In fact, before any meeting, he did spend much time on understanding the suitable and drawing a whole mental picture of it by himself first. So he could totally participate in the discussion during every meeting.

During every public speech, you might be surprised that Senator Daniel speaks so well without having a script on hand. He told us a tip: Practice. Good preparation and practice make prefect. Sure enough, he has paid a great deal of effort on practice before he gained his present achievement. Finally, Senator Daniel encouraged us that each of us can do that. The key words are determination and perseverance.

by JC Hope Lau



Senator Daniel in Hong Kong Town Planning Board Meeting

Hong Kong Delegates to Hawaii World Congress 1997

National Board & PNPs


Chief delegate
NP, Senator
Henry U


PWP, Senator
Jennifer Yu


PNP, Senator
John Lo


PNP, Senator
Sonny Yu


PNP, Senator
George Lung


NGLC, Senator
Spencer Suen


NVP
Caroline Au Yeung


NVP, Senator
Louise Chan


NVP
Lawrence Hui


NVP, Senator
Mazhar Sultana


NHT
Alice Liu


NSG
Michelle Tang


NIAD
Phyllis Chan

LOM
Presidents


Victoria
Frank Pak


Island
Wilfred Chiu


Peninsula
Tony Kam


Hong Kong Jayceettes
Shirley Chan


Lion Rock
Mercedes Suen


Harbour
Hanson So


Bauhinia
Roberta Law


East Kowloon
Christina Ng


City
Bowen Wong

Others Delegates:

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Benny Lam
K.M. Chung
Peggy Tang
Rozina Wong
Fred Sham
Agnes Cheung
Steila Lam
L.L. Ng
Chulene Cheung

Island
Itaru Kunisada

Peninsula
Senator John Ma
Ritchie Cheung
Carmen Lee
Talis Wong
Leo Leong
Johnny Sze

HK Jayceettes
Senator Margaret Wu
Brenda Lam
Doris Leung
Joyce Li
Christine Lam
Ring Chung

Lion Rock
Lydia Chiu
Ellen Tsang

Harbour
Senator Andy Yuen
Radius Lai
Brenda Chan
Irene Lam
Judith Tam

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Sheila Wong
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North District
Patrick Poon


Ocean
Clement Woo


Apex
Heidi Tam

HOW TO WIN ANY DEBATE OR ARGUMENT

Adapted from an article by William A. Rusher, from the Claremont Institute, published in Bottom Line Personal June 15 edition

Of Course, you would be happy never to argue at all. Unfortunately, this is a crowded and disputatious world, and there do come times when we must argue or debate in meetings with colleagues or one-on-one with peers. Here are some useful suggestions you can use if you want to win a debate or argument:

1. DECIDE YOUR PURPOSE

The main reason we argue is to win a point—to state the case for or against something so convincingly that we prevail. Other reasons people argue are to work off aggressions or to clarify an issue or problem. Even if your only goal is to win an argument, there are various refinements of an argument's purpose that need to be determined:

a. Winning at once vs. winning in the long run

b. Winning as a matter of cold logic vs. winning the audience.

Decide your goal in advance. This will help you plan your argument's strategy.

2. SIZE UP THE OPPOSITION

An important factor to consider at the outset of any argument is the precise nature of the opponent—his general attitude, strengths and weaknesses, and current mood. This is true whether the opponent is your brother-in-law, your employer or a rival.

Don' t assume that just because you like your opponent, your opponent will like you. Pay attention to his general attitude toward the subject—and his attitude toward you personally.

a. Toward the subject. Is he passionately concerned or rather indifferent?

b. Toward you. Is he an old and implacable foe? A friend who merely needs guidance? A throughly professional adversary? If your opponent's weakness is inferior factual information, you can take advantage of that flaw, because there is no excuse for his having it.

One danger you must guard against is overwhelming your opponent so thoroughly that the people you are hoping to sway will be sympathetic toward him. Another danger is creating ill will with your opponent and damaging your relationship.

3. MARSHAL RELEVANT FACTS

If you are going to argue, be prepared. The mistake most people make is to rush into an argument without being sufficiently sure of the facts for the position they are taking.

The competent arguer analyses the structure of his case and knows all of the factual data available to support his position. It will automatically tell him what the weak points of his own case are.

A competent arguer is entitled to feel a certain serenity before the argument even begins. The argument he plans to make is one he fully understands, and he is prepared for his opponent's conduct.

4. INVOKE A PRINCIPLE

To win an argument, you must either demonstrate that your position follows from relevant facts—or demonstrate that your proposition follows from relevant principles.

A principle is based on a general experience that has been enshrined in some permanent form. If your opponent invokes a principle, you can attack it by citing extreme instances, which often reveal intrinsic flaws in principles—or at least demonstrate significant limitations on their applicability.

5. ASK QUESTIONS

A question may be asked during an argument for the purpose of gaining more information . . . (What do you mean by "aggressive"?).

Or to narrow a loose contention . . . (Are you saying it would be wrong . . . or merely that it would be indiscreet?)

But questions can also be asked during an argument to force some answers—usually one that is not beneficial to the person being questioned.

Questions can also force a hostile opponent to publicly corroborate negative information you are fortunate enough to possess, such as the fact that he once took the position opposite to his present one.

Any point can be put in the form of a question-such as, *Isn 't it true that* .... As a result, you will be cast in the role of someone innocently seeking enlightenment.

Questions should be shaped to compel a desirable response or at the very least to avoid an undesirable one.

6. MAKE EYE CONTACT

Displays of emotion such as humor, pity and anger can be used to maximize the effect of a point. One of the most powerful physical advantages you have is eye contact. Looking directly into a person' s eyes suggests simplicity and sincerity.

It can also challenge the other person to be completely honest . . . and be used to hold his attention.

Conversely, an unwillingness to make eye contact is usually a serious disadvantage; it connotes deviousness, guilt and uncertainty.

7.BE COURTEOUS

Courtesy is essential and can be demonstrated by your tone of voice, choice of words and body language. It is important because it makes you seem rational, gentle and in control.

Courtesy requires that you listen to your opponent for a reasonable time and keep interruptions to a minimum. The necessary assumption in almost every argument is that, however wrong he may be, your opponent's points are worth examination. If you believe your opponent is frivolous, stupid or evil, then you shouldn't be arguing with him at all.

8. EMPLOY UNDERSTATEMENT

Both overstatement and understatement have exactly the same purpose-*to stress your point*. Overstatement accomplishes this by exaggerating it. Understatement achieves the same effect but more subtly. It diminishes the point and leaves it to those you are trying to persuade to correct the imbalance to its legitimate proportions.

By contrast, overstatement might lead an audience to feel manipulated and sympathetic toward the other side. *Example: If you don't agree with me, our organization will be set back 10 years.*

In such case, the audience tends to overcorrect for the excessive statement, devaluating the point. What's more, the audience may suspect an attempt to deceive.

9. ADMIT BLUNDERS

When you make a mistake, admit it promptly in as few words as possible. Then change the subject. Do not try to defend a mistake or ignore it. An unadmitted mistake is like a wounded man on the battlefield-it requires constant attention and is in imminent peril. Besides, a competent arguer will exploit your mistake to the hilt, to your inevitable and deserved discomfort.

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Convey's Breakthrough and Success



首個位於香港啟德國際機場附近之樓頂霓虹光管牌
First spectacular roof-top neon sign at Hong Kong International Airport (1988)



全港最大外牆前照明廣告牌，位於茶果嶺
Hong Kong's largest wallsign with illumination at Cha Kuo Ling (1988)



全港首創最大之美國電腦噴畫燈箱，位於銅鑼灣軒尼詩道
First and largest computer inkjet back-lit pictorial sign at Hennessy Road, Causeway Bay (1989)



全港首個〝三迴轉牌〞，位於九龍尖沙咀彌敦道
First outdoor revolving trivision sign at Nathan Road, Tsimshatsui (1990)



世界最大，最高之美國電腦噴畫燈箱，位於九龍尖沙咀星光行
World's largest computer inkjet back-lit sign at Star House, Tsimshatsui (1991)



全港首個最大之美國電腦噴畫前照明路牌，位於香港海隧入口
Hong Kong's first and largest computer inkjet frontlit sign at Cargo Basis, Causeway Bay (1992)



全港最大之〝熱壓〞燈箱，位於灣仔告士打道
Hong Kong's largest heat transfer sign at Gloucester Road, Wanchai (1992)



全港最大之手繪〝電腦噴畫式〞全彩外牆牌，位於九龍海隧口協記貨倉外牆
Hong Kong's largest hand-painted "Computer Inkjet Like" full color wall sign (1993)



全亞州最大之立體內照明玻璃鋼瓶，位於香港機場走廊
The largest giant back-lit fibre glass 3D replica in Asia at Hong Kong Airport Corridor. (1994)



全球最大之電腦噴繪畫〝鄧小平視察南方〞位於中國北京
The world's largest computer inkjet sign "Deng Xiaoping's Visit to the Southern Regions" in Beijing, China (1994)



全球最長電腦噴繪畫〝廣東風采〞，位於中國北京
The world's longest computer inkjet sign "The Elegance of Guangdong" in Beijing, China (1994)



全港首個全彩 LED 戶外電視廣告電子屏幕〝權威彩屏〞位於銅鑼灣怡和街
First full color outdoor LED electronic motion TVC video wall "Convey Vision" at Yee Woo Street, Causeway Bay (1995)



全中國最大電腦噴畫後照明燈箱，位於廣州廣九直通火車站
The largest computer inkjet back-lit lightbox in China at Guangzhou-Kowloon Through Train Station, Guangzhou (1996)

全港最大之電腦噴畫後照明燈箱，位於香港啟德國際機場
Hong Kong's largest computer inkjet back-lit lightbox at Hong Kong International Airport (1996)



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NOM Upcoming Attraction

Executive Development Programme & Joint Directors Meeting

Date: December 7, 1997 (Sun)

Time: 9:30a.m. to 4:30p.m.

Venue: City University LT-17

Fee: $180 (buffet lunch included)

Contact: NLDD Rose Mao 90560127

Prospective Members Orientation 6

Hosted by: Apex Junior Chamber

Date: December 6, 1997 (Sat)

Time: 2:00p.m. to 5:30p.m.

Venue: The Cosmopolitan Business & Convention Centre, Causeway Bay.

Contact: JC Cindy Wong 28104020 (0) 74768896(P)

Member Training 4

Hosted by: Island Junior Chamber

Date: December 20, 1997 (Sat) 3:00p.m. to December 21, 1997 (Sun) afternoon

Venue: Community Sports, Sheung Shui 上水展能運動村

Contact: NLDD Rose Mao 90560127 or Project Chairman Felix Cheng 72344763

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