

## member profile

JAIME SIMPSON  
Teen Success

When I moved to Hong Kong from Australia with my husband just 18 months ago, I closed down my Australian company Teen Success and was given a "dependant spouse" visa. For those who have been quite independent back in their home country, as I was, this can be rather funny. Not only have you moved to a whole new country, you are then told you can't work! This may be fun for the first few months whilst you check out the sites and the shopping and meet new friends, but after a while, it can become distressing and lonely for many women.

Having a vision to work with families, I researched what it would take to re-establish my Australian company Teen Success here in Hong Kong and get my status changed to a working visa. Many people told me it would be too hard, I couldn't do it alone, why not just teach English or why don't you just work without a visa! This made me all the more determined to show that whatever you set your heart on, you can achieve.

I originally set up Teen Success to support parents in connecting or

reconnecting with their teenagers and to support teenagers in transitioning into the adult world. However, after going all through the emotions, stresses and fears of establishing a company in a foreign country and applying to change my visa status, I started to understand the support that women need in Hong Kong to maintain their sense of direction and to re-establish who they are. I then decided that Teen Success would offer a total solution to families and individuals in Hong Kong.



So we run not only teenage-focused programmes and "Connecting With My Teen" programmes for parents, but also CoachU's premier personal foundations programme for women who want to strengthen different areas of their life.

My company now focuses on training parents in life coaching skills and parenting skills to build strong relationships with their teenagers, and working alongside women to believe in themselves and their dreams.

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newsletter, september 2005

# WBOC

## WOMEN BUSINESS OWNERS CLUB

a non-profit organisation to promote the interests of business owners

## our aims

To support the owners of existing businesses

To encourage those who aspire to own a business

To educate through regular seminars

To provide a network of friends and colleagues

## meet the directors

This month, we introduce the members of the WBOC's 2005/2006 Board. Please don't hesitate to contact them if you have any questions or suggestions about the WBOC's activities.



Laurie Lemmlie-Leung  
President  
Sapphire International Ltd.  
I've been working with my husband in the family business since 1993. We design and manufacture cotton terry products for retailers around the world. WBOC members are an invaluable resource for me, and it's been a privilege to be associated with so many talented and energetic people.



Katie McGregor  
Vice President  
Firstline  
I recently launched *Fit! HK*, a free, bilingual magazine about how to keep fit, play sports, stay healthy and look good in Hong Kong. For owners of small and medium-sized businesses, the WBOC provides the perfect place to learn, share ideas and network. By getting involved you can play a part in making sure that the WBOC provides the support you most need!



Kimberly Fayet Whiley  
Treasurer  
Tamco Holdings Ltd.  
I'm from the US but have lived in Hong Kong for many years. My company offers buying office services for US wholesalers with current orders with US retailers such as Target, Wal-Mart and Kmart. I also help to run a quality control company that services clients' inspection needs in China, and I have a publication company that sells travel books in Asia.

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## The Accounting Expert for Expats

**Suzanne Liu Duddek**  
Certified Public Accountant (Practising)  
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Immediate Past President (2002 to 2004) of WBOC  
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**Carole Bird**  
Secretary  
Compass Consulting  
I joined as a Director soon after I joined the WBOC almost a year ago. My company provides marketing and strategy consulting to SMEs. Recently, I joined as a partner of another small business, BIMOB, which provides digital pen-and-paper solutions to enterprises. I attended New York University's Stern School of Business, and spent my final semester in Beijing, completing my degree at Tsinghua University.



**Suzanne Liu Duddek**  
S. Liu & Co., Chartered Accountants & CPAs  
I was born in Ireland and brought up in Australia, and am married to a German IT expert. I've been a qualified accountant for 20 years and have run my practice for 10 years. I joined the WBOC in 1998 and was its President from 2002 to 2004. I network non-stop, which has earned me the nickname of "The Networking Queen".



**Greta Henley**  
Board of Advisors  
I provide business owners with strategic, financial and operational advice. Previously, I worked in the asset management industry in South Africa and the UK. My studies include an Economics degree, a postgraduate marketing management degree and an MBA from the University of Cape Town and New York University Stern School of Business.



**Lori Granito**  
Go-Gourmet  
I arrived in Hong Kong from New Orleans 14 years ago. I set up the Cajun-Creole restaurant The Bayou in 1996, and then Big Fat Mama's in 2001. My latest business is the catering company Go-Gourmet. I joined the WBOC in June 1995, and served as President for a short period in 1996.



**Rita So**  
BAYA Communications Limited  
I was born in Hong Kong, and moved to the US to pursue my degree in English and Communications. I have extensive business development experience with IT companies in the Silicon Valley, and an intense interest in the beauty industry. I founded BAYA Communications Limited in 2000 – we distribute American skincare products, and I joined the WBOC in 2004 to meet other like-minded women business-owners.



**Valerie Terheiden Peloz**  
Pacific Caribbean Services  
I was born on the island of Curacao in the Dutch Antilles in the Caribbean. In September 2003 I moved with my husband from Germany to Hong Kong. I soon started attending WBOC events, and in June 2004 I registered my company, which is a buying office for companies in the Caribbean wanting to buy directly from the Asia Pacific region.



**Esther Lowe**  
WBOC Administrator  
I've been the Club's one and only administrator since March 1996. I was born in Hong Kong but lived most of my young adult life in Canterbury, England. I married an Englishman, Bill, and we had one son, Ray. We all came to Hong Kong in 1975. I did full-time volunteer work with refugees and drug addicts for many years until Bill passed away in 1993.

## accolades

Rhonda Gretton (Love That Lifestyle Ltd.) was featured in the August 2005 issue of the Hong Kong Trade Development Council's online newsletter, *HK Trader* ([www.hktrader.net/200507/trade/product-RhondaGretton200507.htm](http://www.hktrader.net/200507/trade/product-RhondaGretton200507.htm)). The article states: "Groups like the Women Business Owners Club (open for male and female membership) offer invaluable help for start-ups, including monthly meetings on varied topics."

Rhonda was also profiled in the "Secret of My Success" column in the *South China Morning Post* on 27 August. According to that article, Rhonda "owes much of her success to the support of Austrade and WBOC."

Jessica Park (Security Systems) was profiled in the "Secret of My Success" column in the *South China Morning Post* on 3 September; Lori Granito (Go-Gourmet) was featured in the newspaper's "Small World" column on 4 September, and Katie McGregor (*Fit! HK* magazine) was featured in the "Small World" column on 11 September.

## wboc coming events

october-november 2005

### Successful Selling

Tuesday 18 October, 6:30pm-10pm  
One Bar, Exchange Square, Central  
Sponsored by UBS  
Members \$300, guests \$425 (dinner, lucky draw and networking included)  
Improve your sales skills! Connect Communication will explain how to structure winning selling pitches and develop client relationships for improved results. The evening ends with motivational tips from successful saleswoman Naveet Singh, Head of Subscription Sales at FinanceAsia.



### How to Start and Run Your Own Business

Saturday 29 October, 8:30am-1pm  
Cliftons, 4/F Wheelock House, 20 Pedder Street, Central  
Members/guests \$350 (breakfast, morning tea, lucky draw and networking included)  
Note: Discounts do not apply  
Prize: MYOB accounting software valued at \$3,199  
Venue sponsored by Cliftons  
Book stall by Pandora's Books  
Six speakers share tips on how to get started and how to manage your business efficiently and effectively:  
Stephen Barnes, Emigra Asia - work permits  
David Taylor, Inchroy Credit Corporation Ltd. - financing, business plans and insurance  
Rhonda Gretton, Love That Lifestyle - setting up and building a business; renting premises and hiring staff  
Christine Petersen, Time Technology Solutions - IT  
Kay Ross, Kay Ross Marketing - marketing  
Suzanne Liu Duddek, S. Liu & Co. - accounting and tax

### Networking Evening with the American Women's Association (AWA) & the Women in Publishing Society (WiPS)

Tuesday 15 November, 6:30pm-10pm  
One Bar, Exchange Square, Central  
Price to be confirmed  
Make new friends while creating, testing, refining and perfecting your "Elevator Speech" to make an immediate impact on the right people. We will be joined by members of the AWA and WiPS in our first collaborative effort. Don't miss it!

### Win-Win Negotiation

Wednesday 23 November, 12:15pm-2pm  
Admiralty Learning Centre, 3/F Far East Finance Centre, 16 Harcourt Road, Admiralty  
Members \$230, guests \$270 (includes sandwich lunch)  
At this interactive seminar, you'll learn and practise win-win negotiation techniques: listening, handling objections, building commitment and trust, identifying best-case and worst-case scenarios etc. Speaker: Peter Nixon, Managing Director of Potential Dialogue and Founder of The Potential Network.

For details and to register for any of these events, go to:  
[www.hkwbo.org/events.htm](http://www.hkwbo.org/events.htm)

Members: Ask Esther Lowe about our early-bird and bring-a-guest discounts.

## from the chairwoman

Dear fellow members,  
Welcome back! I hope everyone was able to get at least some time off over the summer months. The WBOC is back in full swing. We have a great program lined up so make sure you mark the seminar dates in your calendar. Remember to register early and bring friends and colleagues, as this will entitle you to our new discounts.



We have exciting news for all of you who have requested a hard copy of the membership directory in order to ease your search for the goods and services offered by our varied members. Thanks to the efforts of our Director Kimberly Whaley, we will launch our password-protected online directory this month. It will be in an easily printable format. We'll send you more news soon. If you are interested in advertising in the directory, please contact Esther for details.

By now you should have received the new resolutions to amend the WBOC's Constitution. They reflect the views we received from our online questionnaire, with the major changes being formally allowing men to be members and clarifying the issue of allowing voting by proxy when amending the Constitution. Our EGM will be held on 25 October at 6:30pm at Go-Gourmet (Magnolia Private Dining Room), Shop 5, G/F, 17 Po Yan Street, Sheung Wan. Admission free. We hope you'll take a few minutes to read over the resolutions and attend the EGM.

Laurie Lemmlie-Leung  
[laurie@sapphire.com.hk](mailto:laurie@sapphire.com.hk)

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## ICE - in case of emergency

A campaign encouraging people to enter an emergency contact number in their mobile phone's memory under the heading ICE (In Case of Emergency) has rapidly spread throughout the world as a particular consequence of July's terrorist attacks in London.

ICE allows paramedics or police to be able to contact a designated relative or

next-of-kin in an emergency situation. It only takes a few seconds to do, and it could easily help save your life. Simply select the person who should be contacted in case of emergency, and enter them under the word "ICE" with their telephone number (for more than one contact name, use ICE1, ICE2, ICE3 etc.).

