



John Henderson: "We need more Canadian companies out here."

Henderson typically works for clients for years at a time, where the work is often focused on how the entrepreneur and the business are relating. Often there is no separation between the two, "you have to be very diligent about creating your own personal time," says Henderson.

Henderson, who arrived in Hong Kong some ten years ago from Vancouver, feels that there has been a small resurgence of Canadians coming to Hong Kong to set up business. "We need more Canadian companies out here, and we want to make it easy through our Corporate Representation services." This not only provides entrepreneurs with counselling, but also office facilities and services to establish a presence in Hong Kong.

He finds that the Canadians coming to Hong Kong do not necessarily take bigger risks, but they may take more risks. He uses starting up a business as an example, "it's easier to do here, you can start with an idea one day and go into business with it almost the next...whereas in Canada the task appears more daunting from an administrative and regulations point of view."

Some of his consulting work relates to partnerships and partnership agreements. Getting these agreements in place gives the partners a mechanism to deal with potential problems. "Essentially, I ask the tough questions, the ones that the partners may be too embarrassed or too shy to ask," says Henderson. "If I can help them to communicate openly and honestly, then we can work through any possible disputes."

Established in Hong Kong since 1986, Pacific Rim Group also provides a range of financial consulting services. "An outgrowth from our entrepreneurial counselling involves a company that we've been involved with from the beginning stages, which is now a very active business, and we may very well take them public," says Henderson.

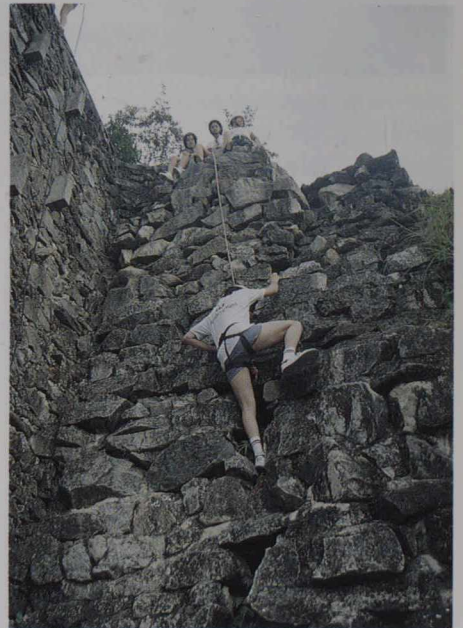
Personal growth through outdoor challenges

For a different kind of training experience, some organizations have turned to Outward Bound, an international personal

development and training organization which uses the outdoors as a classroom.

A network of these training schools operate in 30 countries, with six schools in USA and two in Canada. The Hong Kong Outward Bound School has been operating for 22 years with public programmes for youth and adults, corporate programmes, and special programmes.

Although not a management training company per se, Derek Pritchard, Executive Director of the Hong Kong school says, "Many corporations use Outward Bound for personal development of individuals and teams, as part of their management training program".



Challenges demanding teamwork help personal growth.