

REAL PROPERTY ASSESSMENT
REVIEWS & APPEALS



Valuation & Advisory
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Filing Deadline January 31, 2012

BUSINESS BC

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S & P/TSX 12,270.66 73.94	Dow Jones 12,462.47 69.78	S & P 500 1,292.08 11.38	Nikkei 8,422.26 31.91	Dollar 98.33¢ 0.57	Gold 1,631.50 23.40	Oil 102.24 0.93	Natural Gas 2.94 0.07
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BRIEFINGS

No 'risky' new spending: Flaherty

The upcoming federal budget should not contain "risky" new spending programs that could increase the deficit, Finance Minister Jim Flaherty said on Tuesday. "Although we stand prepared to be flexible and pragmatic should circumstances warrant it, we will stick to our low-tax plan to create jobs and economic growth," he said at a media briefing in Vancouver. Flaherty said the government was still reviewing how deeply to cut operational spending.

Read more at vancouver.sun.com/business

NUMBERS

5.9%

Canadian trucking businesses earned operating revenue of \$10.5 billion in the second quarter, up 5.9 per cent from the same quarter a year earlier, Statistics Canada reported Tuesday.

TOP STOCK

Mercator Minerals

The most active B.C. company on the TSX on Tuesday closed at \$1.82, up 12 cents.

BLOG WATCH

If you've heard advertisements, or had telemarketing calls offering you a way out of debt, it will pay to do some due diligence before you proceed.

"Unfortunately, people do not always see the benefits that debt reduction companies lead them to expect — and some people wind up even deeper in debt than they were before," said FCAC commissioner Ursula Menke.

From Tracy Sherlock's blog. Read more at vancouver.sun.com/yourmoney

MY WORKPLACE | Building success out of the rubble of 9/11

Maili Wong says attack taught her to find opportunity in times of fear, chaos

My Workplace is a continuing series in The Sun profiling interesting workers and workplaces in British Columbia.

BY DARAH HANSEN
VANCOUVER SUN

Maili Wong was 22 and fresh out of the University of B.C. when she found herself running up the West Side Highway in downtown Manhattan in a choking cloud of grey dust and bits of paper.

Today, more than 10 years after the terrifying 9/11 attacks, she can still feel the uncertainty and profound despair that gripped the city and its residents in the days and weeks that followed.

That she found the strength to not just survive, but thrive in her work as a young investment analyst in New York during such a difficult time has become the foundation for the success Wong enjoys today as an investment adviser with CIBC Wood Gundy back home in Vancouver.

Indeed, she looks back on that date with mixed feelings.

It was amid all the noise of the event that Wong learned a powerful lesson that continues to shape the way she does business. "It's about how I try and embrace challenges," the 32-year-old said. "I try to look through the fear and the chaos and find the opportunity."

Wong has stood out as a financier since she was a teenager growing up in Burnaby. At 19, she was one of six commerce students — and the only woman — to make the cut at UBC's prestigious Portfolio Management Foundation to manage \$2.5 million in UBC endowment funds.

It ignited an early passion for investing, and curiosity about what makes business tick.

"It also taught me a lot about not being afraid to ask questions," Wong said.

She graduated in May 2001 with an honours degree in finance. Her academic performance also earned her the Dorothy Anne Dilworth Award for Outstanding Female Graduate of the year.

But it was in New York City, where she was quickly picked up by the global financial management firm Merrill Lynch after graduation, that Wong



GLENN BAGLO/PNG

Maili Wong says her passion for investing was ignited at 19 when she was selected to manage a \$2.5-million UBC endowment fund.

would really gain an education in the world of big money and bigger risk.

Sept. 11, 2001 marked her second day on the job as an analyst on the sales and trading floor of a tower adjoining the World Trade Center.

She was at her desk when two hijacked commercial airliners slammed into the towers above her, and fled the building only at the urging of a more senior colleague — even as many of her co-workers appeared determined to remain in their seats. One man, recalling the 1993 bombing of the WTC that had failed to seriously disrupt business, jokingly told them not to go too far away.

Wong glanced over her shoulder once to see the south tower collapse in a pile of rubble.

The devastation is still hard to comprehend. Colleagues died. Others quit. The economy teetered and pink slips were handed out by the hundreds.

Wong remembers wrestling

against a strong desire to go home.

"But in my heart of hearts, I had worked so hard to get that opportunity," she said. "There was still so much I wanted to do, so I decided to stay."

The reward for that decision unfolded over the next five years. Young, bright and eager to work hard (traits Wong credits to her parents, Terrence and Cynthia Wong and mentor, the late Vancouver philanthropist Milton Wong), she sought guidance from more experienced colleagues and managers and "learned a ton" in a very fast time.

By the time she was ready to return to Vancouver in 2006, she had risen to the rank of associate, handling client accounts worth hundreds of millions of dollars.

These days Wong splits her time between her position at CIBC Wood Gundy, where she was recently appointed vice-president, portfolio manager

and investment adviser, and a busy personal life. She's married and has an 18-month-old daughter, Jaayda, whom she calls "the joy of my life."

But she remains eager to share the lessons she learned along the way, particularly with other professional women.

Among her pursuits, Wong is the chief organizer behind a series of talks, entitled Leading Women in Wealth, which begins today with speaker Margot Franssen, founder of The Body Shop Canada, addressing an audience of 50 participants on the importance of philanthropy in business.

Upcoming issues include the importance of work/life balance (April), planning for a comfortable retirement (July), and how to control your emotions when it comes to investing (October).

Wong also volunteers on the advisory board of the non-profit organization Young Women in Business, dedicated to

providing opportunities, skills and knowledge to emerging female leaders in the region.

The new crop of businesswomen gives her reason to believe in a bright career future for her daughter.

"There is still a lot of work to be done," she said in reference to gender ratios on boards and businesses around the country.

But, she said, "There are so many more opportunities now to start your own business or work for a corporation."

"It starts with the perception that it can be done. That's what I learned from my mentors. ... For me, it was never an issue being a woman. You just have to work hard, go for it, get it done. And you can do it."

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ONLINE

Tracking the next big thing
Reporter Scott Simpson tracks B.C.'s next big things in Innovation at vancouver.sun.com/innovation

INSIDE | C3

Small Business
Glass artist Bob Held is making plans for 2012 that include providing more time for himself and finding new markets to make up for a U.S. slowdown.



THURSDAY

Malcolm Parry's Trade Talk
Milton Wong helped Nurse Next Door get started and survive a corporate-conscience crisis.



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