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KEEP CHANGING THE WORLD

BIDBOOK SEMINAR 1



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JCI Harbour 2016 President Kenneth Yu



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Speaker Profile



Kenneth Yu

JC Experience:

2017 - JCI APDC Officer

2017 - NOM Mainland Affairs Commission Chairman

2016 - LOM President

2015 - NOM Director (CD)

2014 - LOM Advisor

2014 - TOYP, Secretary

2013 - LOM Vice President (BA, Mainland and IA)

2012 - LOM Vice President (Leadership Development)

2011 - LOM Director (Leadership Development)

2011 - TOYP, Sub-committee Chairman

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Speaker Profile

Awards:

2016 Most Outstanding Chapter President (91 Members or above)

2016 Best Chapter of the Area (91 Members or above) (Merit)

2016 Best Long-term Local Community Development Program

2016 Networker Scheme Gold Level

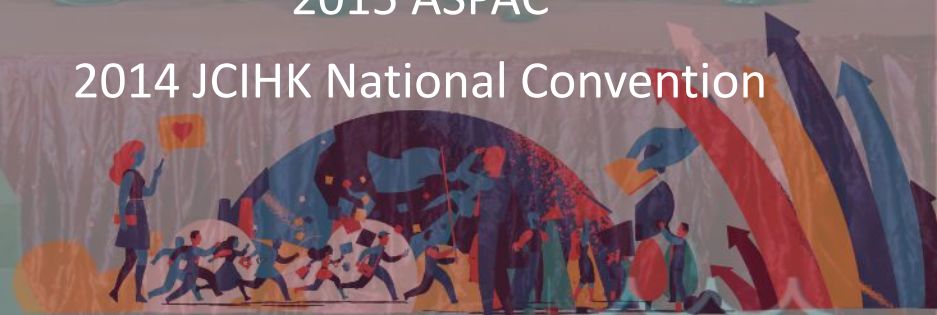
2011 Best Corporate Communication Program

Award Judging Experience :

2015 World Congress

2015 ASPAC

2014 JCIHK National Convention



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NHT WINITA



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Speaker Profile

JC Experience:

2019 National Honorary Treasurer

2018 LOM President

2017 National Records and Recognition Director

2016 LOM Vice President

2015 LOM Associate Vice President

2014 National Business Network Vice Chairman

2013 Join JCI Apex



NHT Winita



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Speaker Profile

Awards:

2018 Best Chapter of the Area (56-90 members) (Merit)

2018 Award for LOM with the Best Contribution in NOM Activities (56-90 members)

2018 Best Inter-Organization Collaboration Program

2018 Best JCI Members Development Program

2018 Most Outstanding Local Project - ASPAC

2018 Best Local Growth and Development Program - ASPAC

2017 Best Inter-Organization Collaboration Program – ASPAC

2017 100% Efficiency Index - World Congress

2017 NOM Most Outstanding Director

2016 Best Inter-Organization Collaboration Program



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Why Do I Write 必卜?



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What is the Objective of writing Bidbook?

Mentimeter



44

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One of the Reasons to Write

WIN



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"WIN" is The Result

Analysis →
Create Project →
Form OC Team →
Launching → Evaluation →
Bidbook → WIN !!

Active Citizen Framework



What is missing ??
Happiness, Recognition, Growth…



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Proposal VS Bidbook?



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Business Plan

- [x] Executive Summary
- [x] Company Background
- [x] Product and Services
- [ ] Marketing Plan
- [ ] Milestone

Bidbook

- [x] _____
- [x] _____
- [x] _____
- [ ] _____



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原來Bidbook才是IPP 的終極宿命.....😭

#每年此時此刻都要表揚發明競投冊的人
#bidbook唔寫唔知身體好
#三點鐘咖啡耗盡早抖了







Dea Wong with Fish Leung and 6 others.
August 28, 2016 · Sai Kung ·

JCI Island Bidbook Party - NACEO探班篇 (Special thanks to JCI Lion Rock)





Edith Ko with Calvin Kwok and 6 others.
August 28, 2016 ·

🕗Bidbook deadline倒數23小時：挑戰冇訓覺超過30小時既極限，太平山人作最後衝刺！🍱🍱

p.s. 有人已由遞橙🍊進化到按摩🙆









Why you can WIN ??

IMPACT



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What kind of IMPACT ?



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Time Management & Manpower

PREPARATION

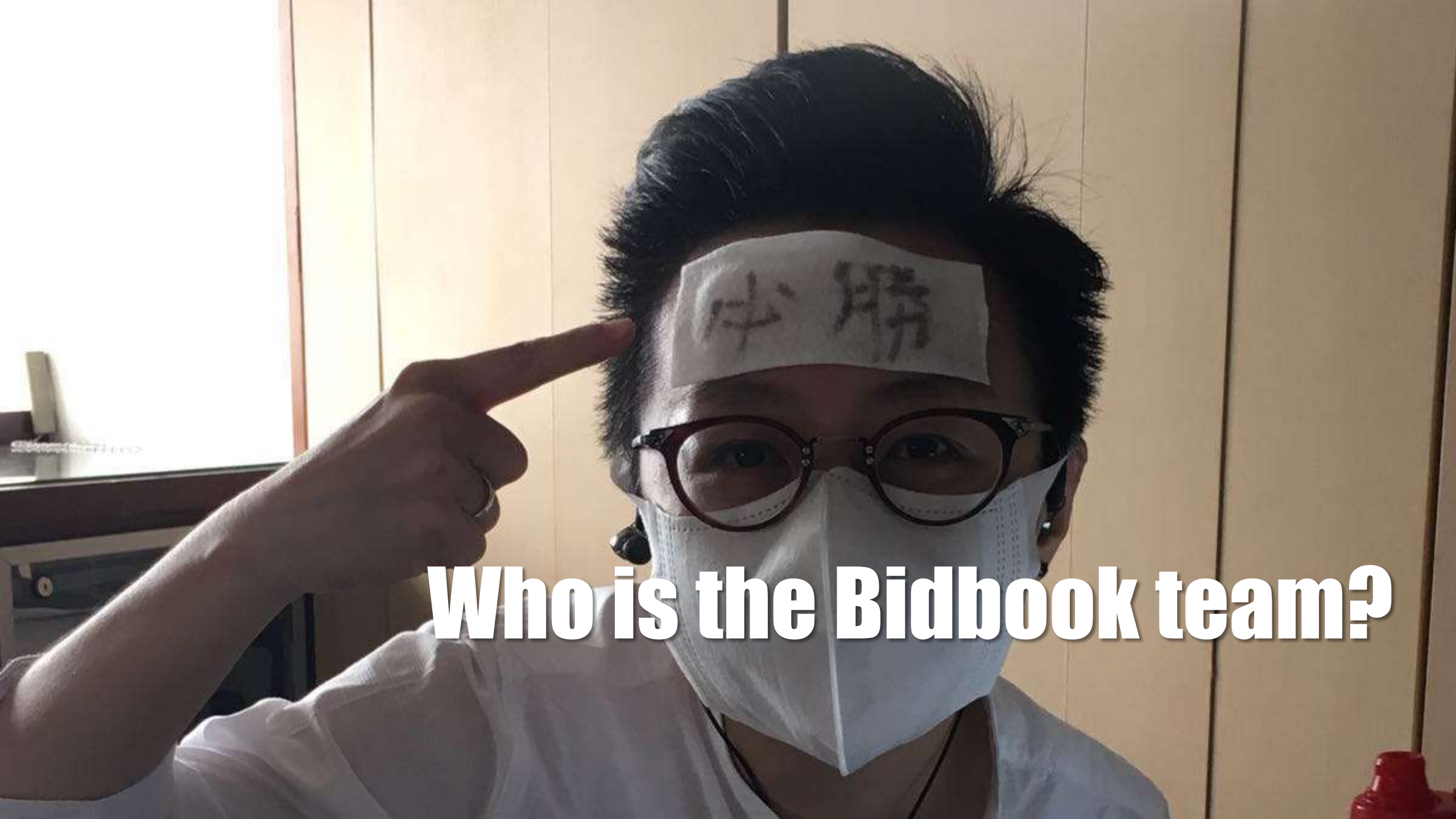
PICK RIGHT CATEGORY

IDENTIFY COMPETITORS

THE OVERALL STRATEGY



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Who is the Bidbook team?

Who is the Bidbook team?



Working Schedule

Collect info

Categorize

Data Analysis

Outline Content

1st Draft Text

1st Draft Phots

2nd Photo

2nd Text

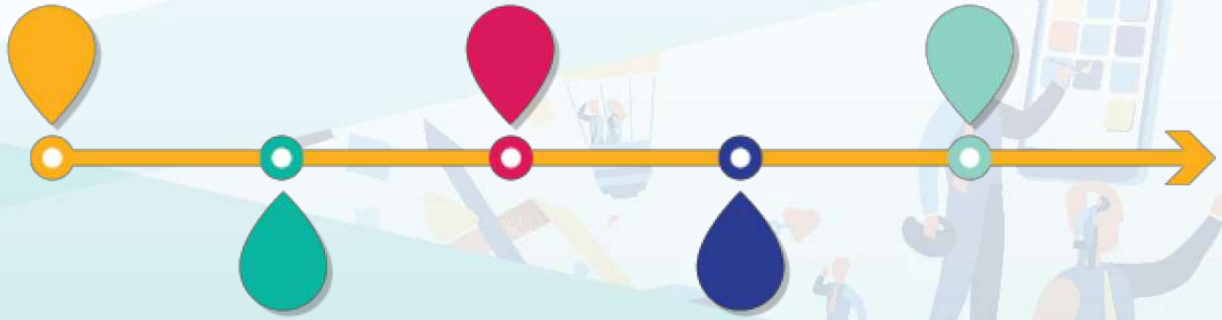
Final Photos

Final Text



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Time Management & Manpower



- **S**tat
- **D**eliver
- **G**raphic



President + EVP

VP	**Chairman**	**OC**	**Advisor**	**PP**



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Time Management & Manpower

PREPARATION

PICK RIGHT CATEGORY

IDENTIFY COMPETITORS

THE OVERALL STRATEGY



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Preparation for Bidbook



士氣

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THANK YOU
JCI

How to prepare your Bidbook?

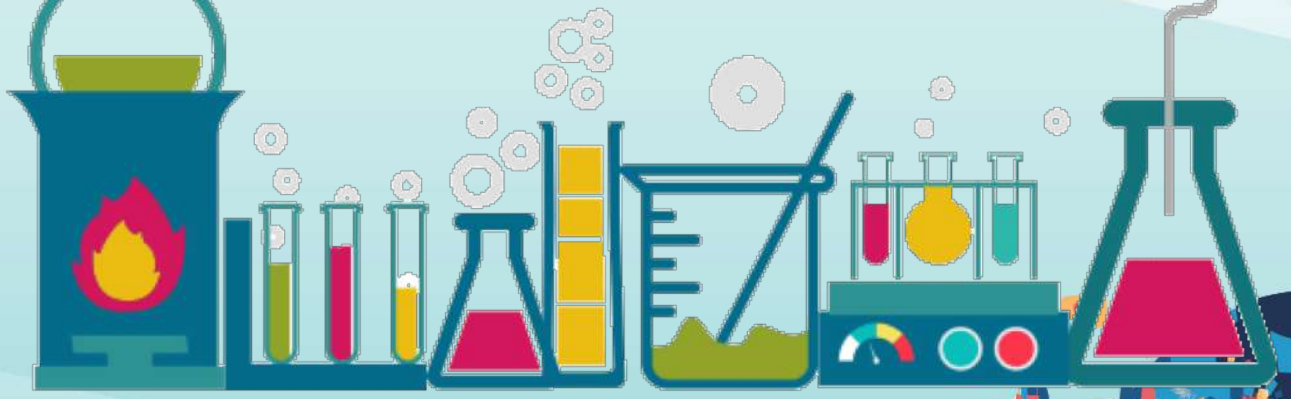


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THE GOLDEN FORMULA



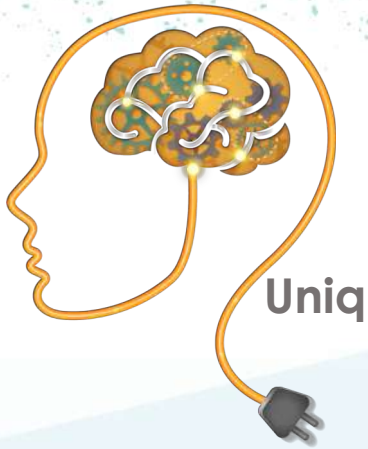
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Effective Presentation



Unique Idea



Impact

THE GOLDEN FORMULA



Time Management & Manpower



Right Category



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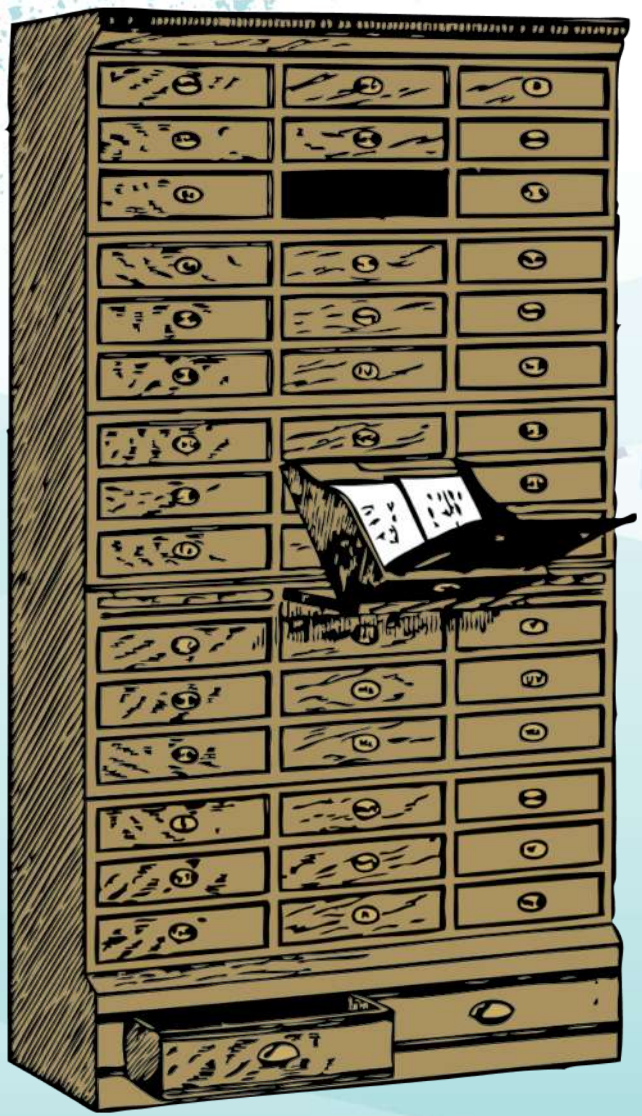
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Preparation



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Preparation



- JCIHK Information
- JCI Information
- Pictures
- Project Details
- Statistics
- Logos
- Cliparts
- Magic Words e.g. Positive Change



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JCIHK NEWS



IMPACT

MOTIVATE

INVEST

CONNECT



COLLABORATE

THE GLOBAL GOALS

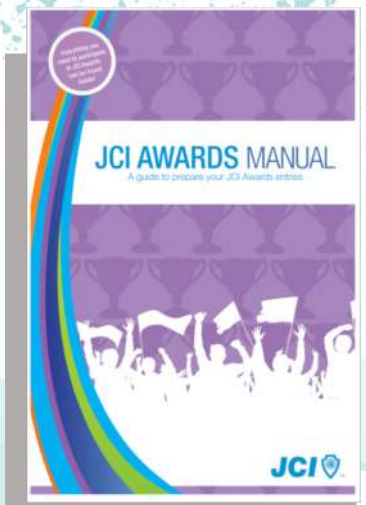
THE GLOBAL GOALS

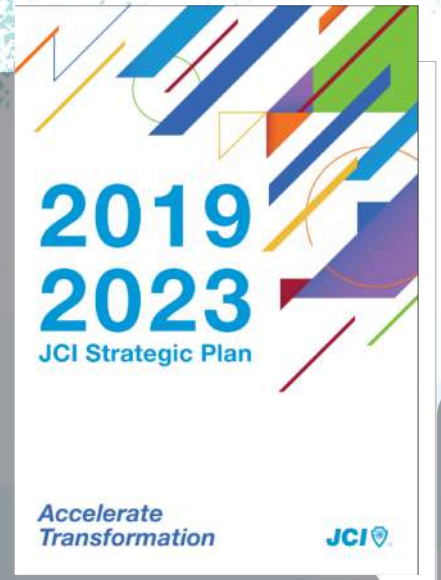
1 NO POVERTY
2 ZERO HUNGER
3 GOOD HEALTH AND WELL-BEING
4 QUALITY EDUCATION
5 GENDER EQUALITY
6 CLEAN WATER AND SANITATION
7 AFFORDABLE AND CLEAN ENERGY
8 DECENT WORK AND ECONOMIC GROWTH
9 INDUSTRY, INNOVATION AND INFRASTRUCTURE
10 REDUCED INEQUALITIES
11 SUSTAINABLE CITIES AND COMMUNITIES
12 RESPONSIBLE CONSUMPTION AND PRODUCTION
13 CLIMATE ACTION
14 LIFE BELOW WATER
15 LIFE ON LAND
16 PEACE AND JUSTICE STRONG INSTITUTIONS
17 PARTNERSHIPS FOR THE GOALS
THE GLOBAL GOALS

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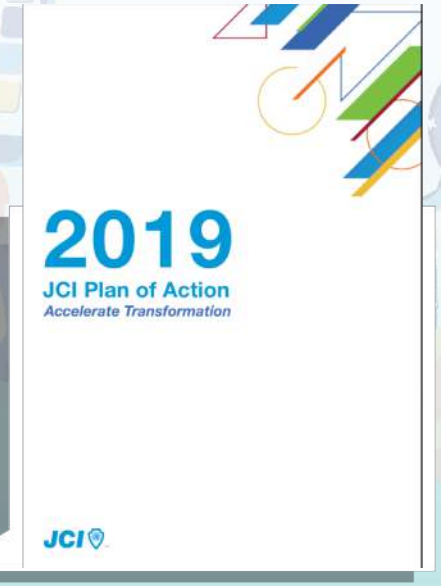
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“Inspire Change”

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Right Category



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JCI 國際青年商會香港總會 Junior Chamber International Hong Kong

III.A.6 **Best Personal Skill Development Program**

Definition: This award is for the recognition of the most outstanding project that further the JCI Mission by creating development opportunities for young people to create positive change and developing the skills of individuals.

Description: A trophy with the name of the winner inscribed on it.
A floating award.

Award Judging Criteria	Points
Objectives, Planning, Finance and Execution Q.1 What were the objectives of this program? Q.2 How does this program align to the JCI Plan of Action? Q.3 Was the budget an effective guide for the financial management of the project? Q.4 How does this project advance the JCI Mission and Vision?	20
Membership Participation Q.1 By number, how many members were involved in this program? Q.2 By percentage, how many members of the Local Organization were involved in this program? Q.3 Describe the main roles of the participating members in this program.	15
Skills Developed Q.1 What skills were developed in this program? Q.2 How were these skills developed? Describe the methods and activities used.	25
Impact on Participants Q.1 What was the intended impact on the participants? Q.2 Describe the actual impact on the participants.	20
Long-term Impact of the Program Q.1 What is the expected long-term impact of this project? Q.2 What changes would you make to improve the results of this project?	20

Note: Award is allied to JCI Award Programs. The former name of this award is called "Best Individual Development Program".

Winners				Certificate of Merit	
1974	Victoria	2003	City	1983	Peninsula
1975	Peninsula	2004	City	1984	Victoria/Peninsula
1976	Kowloon	2005	Ocean	1985	Peninsula/Jayceettes
1977	Island	2006	Jayceettes	1986	Victoria
1978	Jayceettes	2007	Jayceettes	1988	East Kowloon
1979	Peninsula	2008	Jayceettes	1989	Peninsula
1982	Yuen Long	2009	Peninsula	1992	Victoria
1984	Jayceettes	2010	Jayceettes	1996	Peninsula
1985	Victoria	2011	Ocean	1988	Victoria
1987	Peninsula	2013	Dragon	1999	Ocean
1988	Victoria	2014	Harbour	2000	City
1989	Dragon	2015	Dragon	2009	City
1992	Peninsula	2016	City	2010	Apex
1994	Peninsula	2017	City	2013	Peninsula
1996	Ocean	2018	Peninsula	2014	Peninsula
1998	Lion Rock			2015	Harbour/City
1999	Peninsula			2016	Dragon
2000	Peninsula			2017	Peninsula/ Harbour
2001	Ocean				
2002	Ocean				

Category

Definition

Criteria

Local or International Award

Competitors



國際青年商會香港總會 Junior Chamber International Hong Kong

III.B.1.2 Best Chapter of the Area (56–90 members)

Definition: This award is for the recognition of the most outstanding LOM with 56 to 90 members.

Description: A trophy with the name of the winner inscribed on it each year.
A floating award.

1. The LOM must have completed at least one project.
2. The LOM must have achieved at least 80% under the 2018 LOM Efficiency Index in both "NOM Project Participation" and "Administration" areas as of August 20, 2018.
3. The LOM must have nominated at least 2 members to participate in the organizing committee for any NOM project during the year.
4. The LOM must filed 2016 audited account with the Company Registry on or before August 20, 2018. Receipt from Companies Registry should be kept as evidence of submission.

Award Judging Criteria	Points
Strategic Plan Q.1 Briefly describe the main points of the Local Organization Plan of Action. Q.2 How has the organization advanced the JCI Mission? Q.3 How has the organization advanced the JCI Vision? Q.4 How has the Local Organization contributed to the JCI Plan of Action?	20
Individual Development Programs and Results Q.1 What project or projects has the Local Organization run to develop individuals? Q.2 How did the organization impact individuals?	20
Community Development Programs and Results Q.1 What project or projects has the Local Organization run to develop the community? Q.2 How did the organization impact the community?	20
International Development Programs and Results Q.1 What international project or projects has the Local Organization run? Q.2 What impact did the international development project have?	20
Economic Development Programs and Results Q.1 What project or projects has the Local Organization run to develop the economy? Q.2 How did the organization impact the economy?	20

Note:

- The number of members is based on the declaration of the number of the ordinary member by the chapter on membership system on 20 August 2018, 20:00.
- No LOM can enter this award and Outstanding Progressive LOM Award category in the same year.
- Award is allied to JCI Award Programs.

Winners				Certificate of Merit			
1993	North District	2006	Victoria	1995	Apex	2010	Kowloon
1995	North District	2007	Victoria	1996	Ocean	2010	Ocean
1996	Dragon	2008	Victoria	1997	North District	2013	Ocean / Apex
1997	Apex	2009	Lion Rock	1997	Dragon	2014	Kowloon / Ocean
1998	Lion Rock	2010	North District	1998	Island	2015	Jayceettes / Apex
1999	Island	2011	Ocean	1999	Bauhinia	2016	Jayceettes / Dragon
2000	Ocean	2012	Dragon	2000	Bauhinia	2017	Jayceettes/ Lion Rock
2001	Harbour	2013	Dragon	2001	Apex	2018	Apex
2002	Victoria	2014	Dragon	2003	Harbour		
2003	Apex	2015	Apex	2006	Lion Rock		
2004	North District	2016	Ocean	2007	Lion Rock		
2005	Harbour	2017	Jayceettes	2008	Lion Rock		
		2018		2009	Kowloon		

Special Requirements

Important Note



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Effective Presentation

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	擁有者	上次修改時間	檔案大小
18.07.17 探訪路德會	Media Storage 03 JCI A...	2018年8月6日 Media ...	—
nner	Crystal Tsang	2018年8月6日 Crystal...	—
8.07.28 讓愛全接觸2018成果分享會暨閉幕禮	04 mediastorage	2018年8月1日 04 me...	—
18.07.14 (TWJC) 5th Anniversary	04 mediastorage	2018年7月31日 04 m...	—
2018.07.13 (AJC X LRJC) Bowling	05 mediastorage	2018年7月31日 04 m...	—
2018.07.11 [國際青年商會香港總會/內地事務] 「商」遇在灣區之III.灣區新經濟秩序論壇	05 mediastorage	2018年7月31日 04 m...	—
2018.07.07 Football Membership gathering	05 mediastorage	2018年7月31日 04 m...	—
2018.07.07 Joint Board Meeting	05 mediastorage	2018年7月31日 04 m...	—
2018.07.07 [香港女青年商會] Closing Ceremony - Care & Dare 2018: Hong Kong Young Social Ent...	05 mediastorage	2018年7月31日 04 m...	—
2018.07.07 (LJC) Zero to One	05 mediastorage	2018年7月31日 04 m...	—
2018.07.05 Bidbook Seminar	05 mediastorage	2018年7月31日 04 m...	—
2018.07.26 AGM OC Meeting	04 mediastorage	2018年7月27日 04 m...	—
2018.07.23 少年警訊	04 mediastorage	2018年7月26日 04 m...	—
2018.07.17 Parliamentary Procedure Workshop	04 mediastorage	2018年7月26日 04 m...	—
2018.07.19 七月月會 with Jordan Fung	04 mediastorage	2018年7月26日 04 m...	—
2018.07.13. 運動日	04 mediastorage	2018年7月16日 04 m...	—
2018.07.12. 商業電台訪問	04 mediastorage	2018年7月16日 04 m...	—
2018.07.09 董事局會議	05 mediastorage	2018年7月16日 05 m...	—
2018.07.08 "I Do! 愛自己!" 街頭訪問	05 mediastorage	2018年7月16日 05 m...	—





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Group Photo





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JCI
Apex
JCI 晉峰青年商會
讓愛全接觸 2018
Love without boundary
建德科技
HKJC Foundation


狗狗也行醫
問卷調查結果發佈暨嘉年華
2016年8月7日【星期日】

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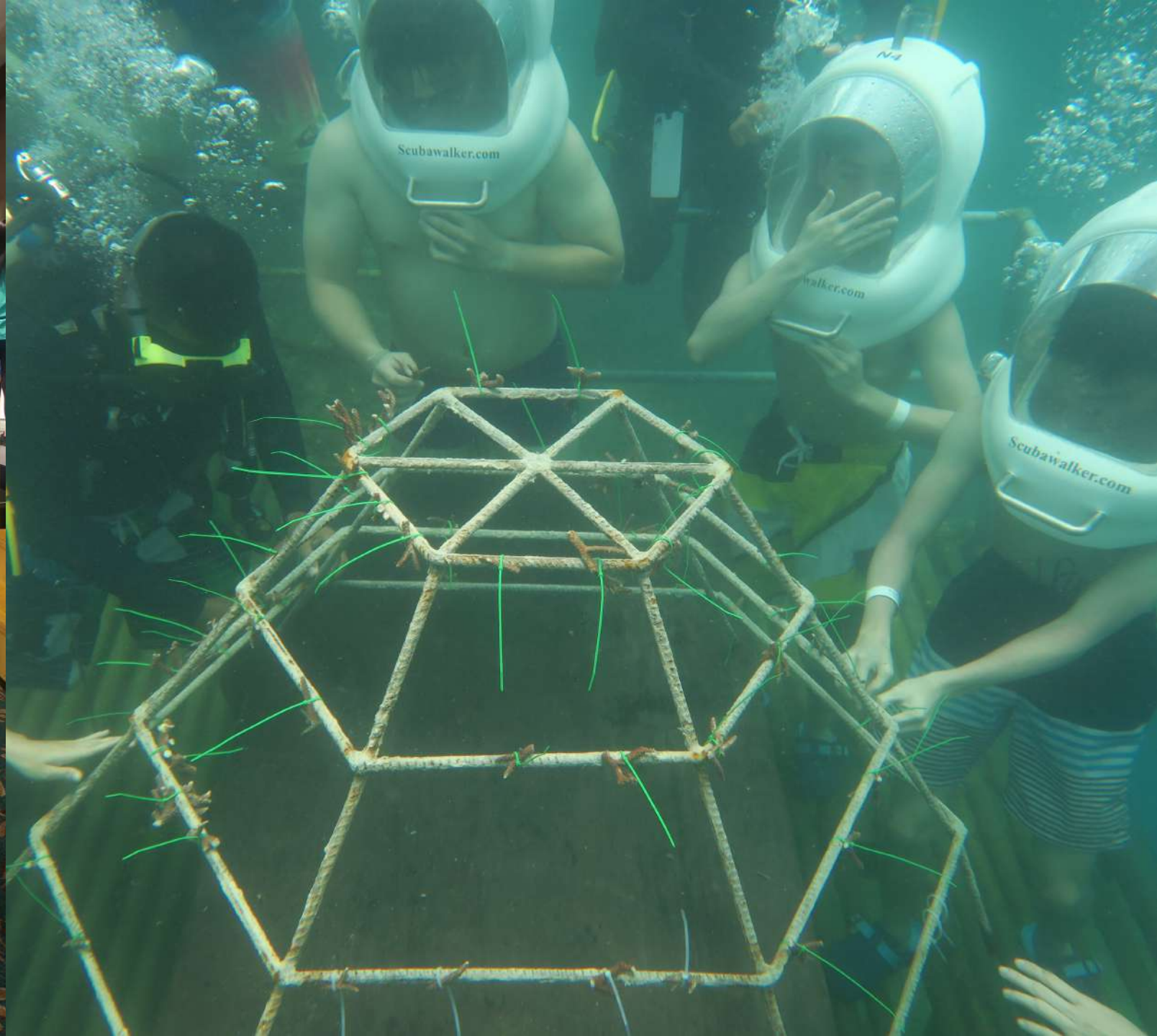
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Group Photo



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Action Photo



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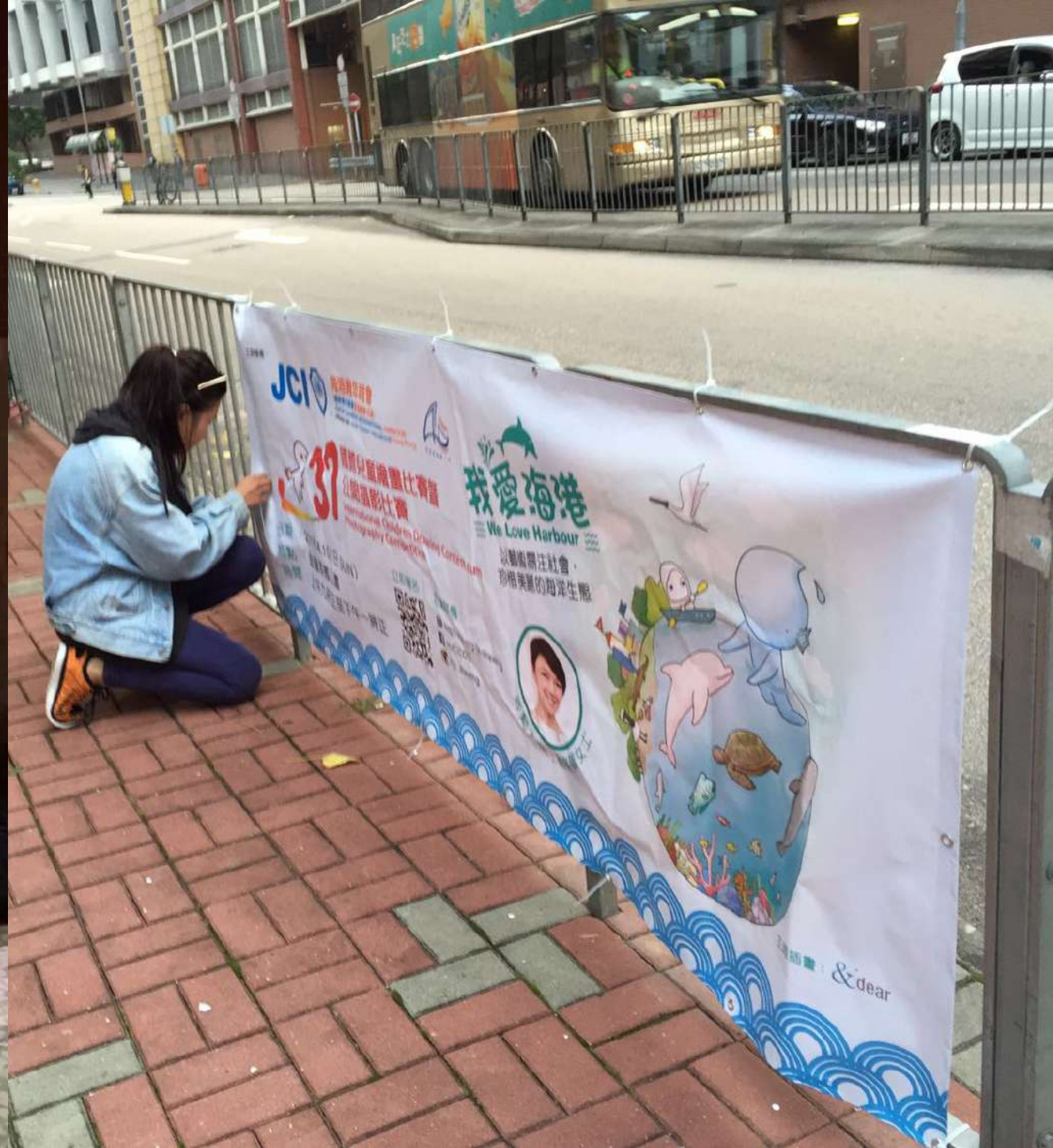




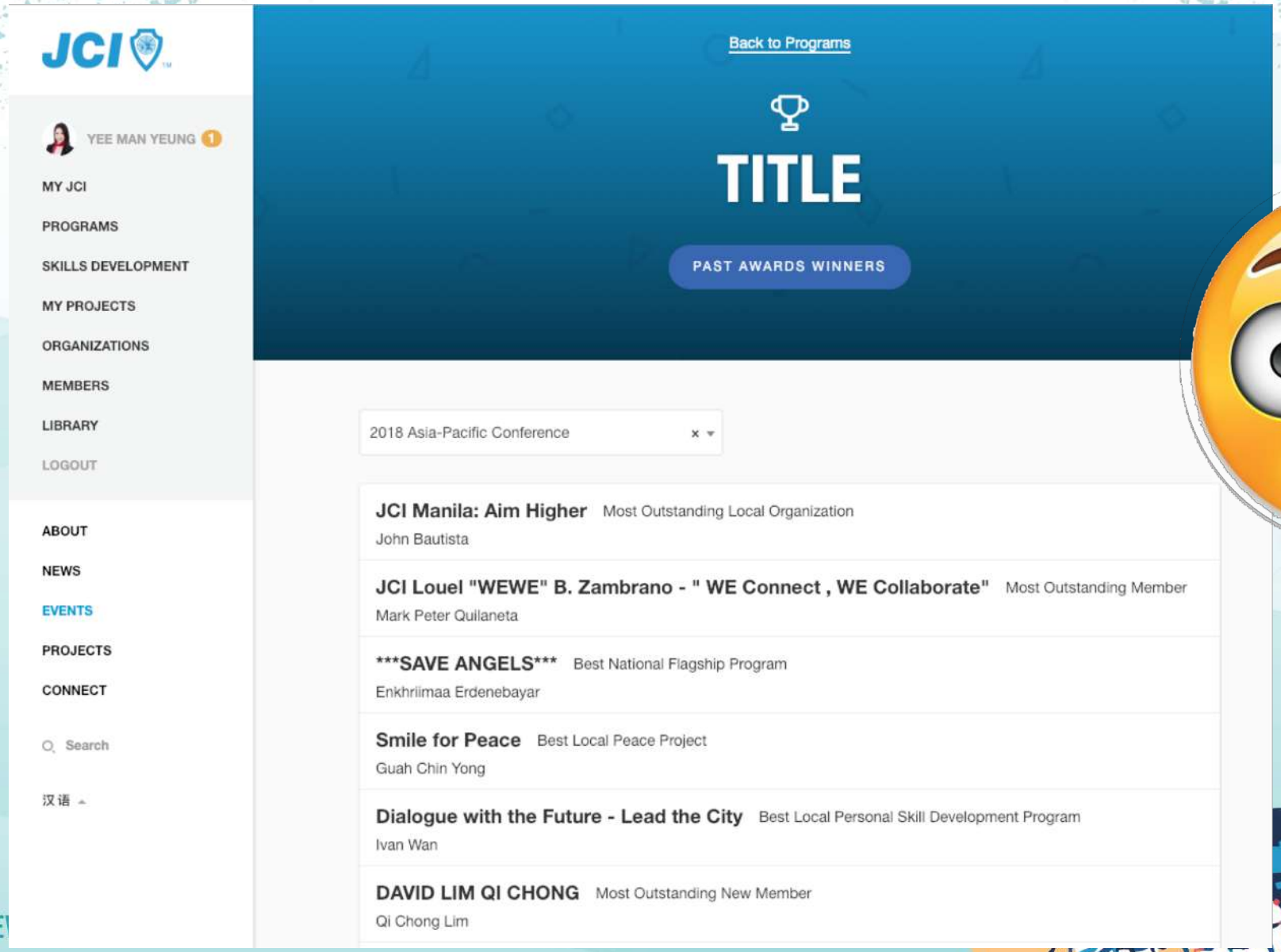
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JCI
37
我愛海港
We Love Harbour
&dear

Past Winning Bidbook





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Title

Bullet

Capital letters

Magic Words

Objectives, Planning, Finance and Execution

What were the objectives of this program?

COMMUNITY:
o To equip stateless children with basic education and life skills through inter-organizational collaboration.
o To create awareness of this stateless children issue by publicity through press release and media
o To spread the message of peace in the community through various methods and media channels
o To develop the younger generation via community actions as a channel to educate the importance of unity and peace
o To empower members of the public to be a messenger of peace by providing them opportunities to benefit the community

JCI Members
o To provide development opportunities to JCI members in community service, skill development and leadership.
o To instill Active Citizenship Framework principles among JCI members

JCI Local Organization
o To align the JCI Local Organization activities to JCI Peace is Possible movement and its goals
o To provide the Local Organization with opportunities to collaborate with different sectors, eg: government, private corporations, to further promote the message of peace.
o To provide the Local Organization with opportunities to collaborate with other local non-governmental organizations to further promote and strengthen the effort to promote peace
o To create awareness of JCI values among members of the public for future development opportunities.

How does this program align to the JCI Plan of Action?

Impact: We created sustainable impact in the community.250 CHILDREN educated through our Soap for Future activities. We used various channels to promote our activities. 30 PRESS RELEASES IN 8 MONTHS WITH 1 MILLION READERS AND VIEWERS through newspapers and social media.

Motivate: We motivate members by providing development opportunities within our activities. 70 JCI Members involved and Nine (9) Organizing Committee Members inspired. We motivate 50 volunteers from the public by providing opportunities such as teaching them soap-making skills.

Invest: USD$ 6,300 INVESTED into this project, raised from sponsorships and donations from private corporations and the public. The public have also invested their time and effort to volunteer for our Movie Day and Soap for Future activities.

Collaborate: Smile for Peace have collaborated with 18 DIFFERENT ORGANIZATIONS AND MINISTRIES for this cause, including 10 private corporations and public figures, 3 community centres, 3 educational institutions, 2 children-care NGOs, 2 governmental ministries. Through collaboration, Smile for Peace can expand and strengthen our impact in the community.

Connect: 70 JCI MEMBERS from 4 different JCI Local Organizations CONNECTED to support and participate in our activities as committee and volunteers.



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Best Local Peace Project

,000 STATELESS CHILDREN IN SABAH, MALAYSIA, UNABLE TO GET EDUCATION, JO S

What were the main objectives of this program?

THEIR FUTURE, OUR HOPE

Educated 250 STATELESS CHILDREN in Sabah and spreading awareness to 1 million people in the world in 8 months' time, with collaborations from 18 organisations and government ministries

Who are these STATELESS CHILDREN?



Children with NO DOCUMENTS that are:
- ABANDONED at birth,
- ADOPTED but cannot trace their birth parents
- Children BORN TO A FOREIGNER who DID NOT REGISTER THEIR MARRIAGE to their Malaysian spouse.

Number of Stateless Children in Sabah, Malaysia



SABAH's Demographics
- SECOND largest state in Malaysia
- POOREST state in Malaysia
- LOWEST average daily income of only USD$ 4.00 per day!



JCI Tanjung Aru Smile for PEACE PEACE IS POSSIBLE SUSTAINABLE DEVELOPMENT GOALS

SABAH TOPS LIST OF STATELESS CHILDREN OUT OF 290,437 IN MALAYSIA

What were the main objectives of this program?

Why HELP these STATELESS CHILDREN?



Without documentation, they cannot attend local schools. They cannot even speak in Bahasa Malaysia, nor count maths.

THEY LACK QUALITY EDUCATIO

Without documentation, they cannot get public health. They are not vaccinated. They only depend on home traditional medicine.

THEY LACK GOOD HEALTH AND WELL-BEING.





Without documentation, they cannot seek legal employment. They find other ways to live eg: illegal jobs, stealing etc. They are vulnerable to discrimination, abuse, exploitation, and human trafficking.

THESE CAUSE SOCIAL ILLS & DISRUPTS THE PEACE.

HOW CAN WE HELP?

CHANGE THEIR FUTURE by

Equipping STATELESS CHILDREN with basic education and life skills through INTER-ORGANIZATIONAL COLLABORATION, arousing PUBLICITY through press release and media

JCI Tanjung Aru Smile for PEACE PEACE IS POSSIBLE SUSTAINABLE DEVELOPMENT GOALS

COMPLETE ALL-5 ALIGNMENT TO JCI PLAN OF ACTION

How does this program align to JCI Plan of Action?

IMPACT

SUSTAINABLE IMPACT ACHIEVED!

1. **250 CHILDREN** educated through our Soap for Future activities.
2. **30 PRESS RELEASES IN 8 MONTHS** in international newsportals and local newspapers.
3. **1 MILLION READERS AND VIEWERS** in 8 months through newspapers and social media.



MOTIVATE

WE MOTIATE PEOPLE TOWARDS POSITIVE CHANGE!

1. **70 JCI Members** involved through our many activities.
2. **50 volunteers** from the public were motivated
3. **Nine (9) Organizing Committee Members** inspired.



INVEST

WE INVESTED TIME AND RESOURCE TO CREATE SUSTAINABLE IMPACT!

USD$ 6,300 INVESTED into this project; raised from sponsorships and donations from private corporations and the public.



COLLABORATE

PARTNERSHIPS ARE FORGED TO EXPAND OUR IMPACT!

18 DIFFERENT ORGANIZATIONS AND MINISTRIES COLLABORATED with us for this cause, including:

1. 10 private corporations and public figures
2. 3 community centres
3. 3 educational institutions
4. 2 children-care NGOs
5. 2 governmental ministries



CONNECT

CONNECTION BUILDS A GREATER TEAM FOR GREATER IMPACT!

70 JCI MEMBERS from **4 different JCI Local Organizations CONNECTED** to support and participate in our activities as committee and volunteers.

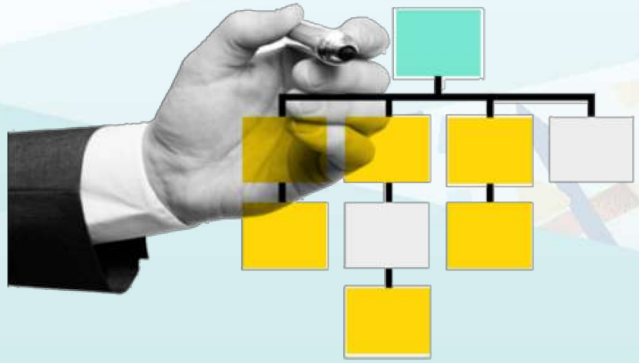


JCI Tanjung Aru Smile for PEACE PEACE IS POSSIBLE SUSTAINABLE DEVELOPMENT GOALS

Picture include?



Nice photo



Flow Chart



Statistics



Clipart



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- DO NOT use SAME picture continuously
- DO NOT use LOW resolution picture







High Resolution Image



Low Resolution Image



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Time Management & Manpower





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How many hours to prepare a bidbook?



Around 50 - 60 hours per bidbook



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Don’t



- Overnight
- Last Minute



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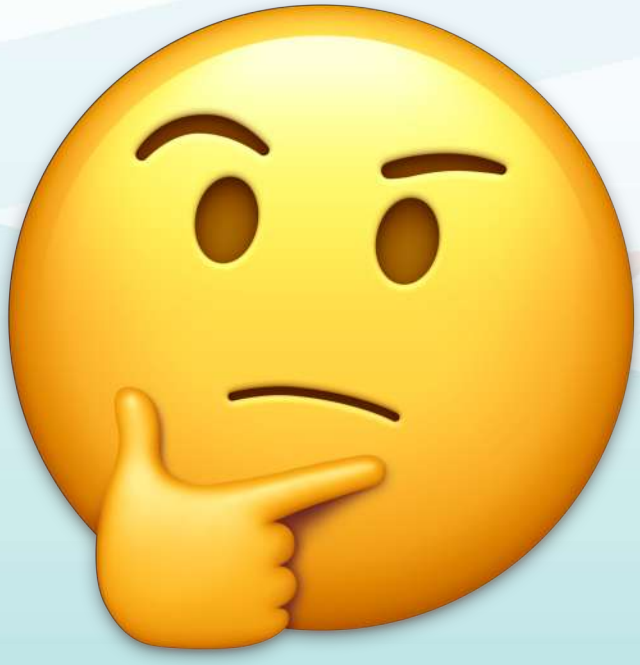


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Who is judge?





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Promotion



[JCIHK] LOM Event Highlight - August 2018 2018 NOM

JCI Hong Kong
收件者：epromotion, bcc: alllom
2018年8月2日 查看詳細資料

JCIHK Event Highlight - August 2018

5 August 2018 (Sunday)
[半島青年商會]
「與未來對話 領袖傳承」之「我是我本身的傳奇」

9 August 2018 (Thursday)
[北區青年商會]
北區青年商會 x 北區資深青商會-八月月會之《無限可能由你創 - Mall 王煉金術》

11 August 2018 (Saturday)
[JCI Hong Kong Jayceettes]
Sustainable Development Goals Junior Ambassador Programme 2018 Closing Ceremony

26 August 2018 (Sunday)
[城市女青年商會]
第12屆會員周年大會暨八月份月會晚宴

30 August 2018 (Thursday)
[晉峰青年商會]
「晉訴企業形象」嘉賓分享會暨八月份月會



半島青年商會
「與未來對話 領袖傳承」之
「我是我本身的傳奇」
1) 提升社會對基層兒童的關注及提升他們的自信心





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Thank You



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