

LIVING WITH COURAGE.

RESOLUTIONS FROM **HKBN** TALENTS

22 JULY 2020

Special thanks to:
Alia Eyres and Ranjan Marwah
of Mother's Choice



母親的抉擇
Mother's Choice

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What We Witnessed

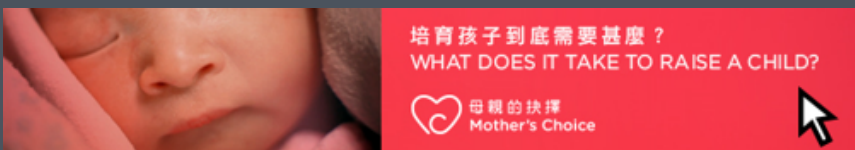
Event Background

Last July 22nd, joined by **more than 80** HKBN Talents, business partners, and Friends, HKBN hosted a discussion-based webinar with Alia Eyres and Ranjan Marwah, CEO and Co-Founder (respectively) of **Mother's Choice** - and fantastic father-daughter duo!

From narrating their early **life stories** to sharing key lessons that have driven the establishment and success of Mother's Choice, so much was learned from Alia and Ranjan. Hosted by our Summer Innovator Myles Ng, followed by an exciting two-way Q&A session, this truly was an event for the ages!



About Mother's Choice



*Changing the life stories of vulnerable girls and babies; **making sure every child in Hong Kong has a loving family.***

Mother's Choice is a local charity that works with single mothers and crisis pregnancies all over the region. Influenced by a series of 1986 news reports citing increasing numbers of teenaged girls going to Mainland China for late-term abortions - when local support systems were sparse - Mother's Choice was established. Today, Mother's Choice has supported over 53,000 girls through crisis pregnancies.

About Our Speakers



Alia Eyres
CEO,
Mother's Choice

Prior to joining Mother's Choice as CEO in 2012, Alia Eyres started off her career as an illustrious corporate lawyer in Hong Kong & New York - with a JD from Georgetown University. The eldest of Ranjan's 7 children, Alia grew up in Hong Kong, spending her early years volunteering at Mother's Choice. Passionate about **entrepreneurialism**, Alia decided to shift her career towards charity and lead one of Hong Kong's most respectable charities.



Ranjan Marwah
Co-Founder,
Mother's Choice

One of the four early co-founders of Mother's Choice in 1987, along with his wife Phyllis, and an American couple - Gary and Helen Stephens - Ranjan Marwah is a successful businessman and entrepreneur. He first migrated to Hong Kong from India in 1971 - in search for a better life. Started off unemployed and with no money, Ranjan built a better life for him and his family by creating numerous successful businesses, and most importantly, Mother's Choice!

Key Takeaways



*"Reality is for people who lack **imagination**."
- Ranjan Marwah*

From Alia

Shifting gears from a great law career to one in the non-profit sector, Alia spoke about the role of **COURAGE** in becoming an entrepreneur. She also spoke about the role of passion in her life.

- "Always ask yourself, **what can I do** about solving a problem?"
- "There is something **each and every one of us** can do to make the world better."
- "**Relationships** and communication are super important. Get out there!"

From Ranjan

Starting his entrepreneurial journey with little to nothing, Ranjan spoke about the true value of working with, caring for, and helping **others** in ALL platforms - corporate and non-profit!

- "My secret to success? **Working with other people**. Nothing more."
- "Remain curious, and always think about **helping others**! You will gain a lot more."
- "I want you all to remember this one thing: **dream more**. It costs nothing. Dream more."

How We've **GROWN**

HKBN Talent Resolutions



NiQ Lai, Group CEO

Reflection:

"When I benchmark Ranjan's achievements, they seem superhuman and unachievable, but then I remember to reference his starting point of coming to Hong Kong in 1971 with no money, no job, and realize the impossible is possible."

Resolution:

"Feed your CURIOSITY. This is how you break free from your comfort zone. You must first release your grip on 1 pencil (i.e. GIVE) so that you can accept more pencils."

JaQ Lai, Student



Reflection:

"In transitioning from law to Mother's Choice, Alia highlighted that she had to evaluate what 'success' meant to her individually. In her account of taking 18 months to convince donors to sponsor internet access for Mother's Choice, she also showed that one person's definition of success can sometimes mismatch another's. (The donors did not see internet access as crucial to the success of Mother's Choice.) Even in cases with aligned success (i.e. Mother's Choice CEO and Mother's Choice donors, or HKBN Co-Owners), different individuals will imagine different paths to the same success."

Resolution:

"When my plan towards aligned success differs from others, it is my responsibility to convince them, not theirs. Alternatively, if others approach me with new paths to our aligned success, I resolve to listen and be ready to adapt."

Ann Chan, Summer Associate - ESMGF



Reflection:

I have learnt about what contributed to the entrepreneurship of both Ranjan and Alia, and how courage and passion are both required for taking a leap forward, for making this world a better place.

"Alia mentioned that she asks her children to write something they're grateful for everyday, asks remind themselves that life is blissful. I will start doing so, and do what I can to care for society!"

Marco Yeung, Summer Innovator - TE



Reflection:

"The best way to understand the root cause of something is to directly ask and observe. And never let reality limit your possibility in achieving something great and meaningful."

"Understand that there are so much hidden problems in society, and that every stakeholder in the community should take accountability in co-creating a better future for our home."

Tony Chan, Summer Associate - ESNDC

Reflection:

"Dream more," Ranjan advised. Although there is not 100% guarantee that your dream must come true, dream could bring you energy and faith to achieve your goals. When you reviewed back the way you pursued your dream in the past few years, you would find the failure was nothing special but to construct your path to go further."

"I'm going to DREAM MORE!"



Pat Pang, Summer Associate - ESMGF

Reflection:

"It is important to be curious, and talk more to others. It doesn't matter where you come from and how disadvantaged you were in your childhood. We can all be more than we think."

"I will not underestimate myself because of my background anymore. I will share my learnings with my friends and family, in hopes of helping my community."



Glenda Chung, Summer Innovator - Operations

Reflection:

"Some of the ways that Alia led Mother's Choice's survival strategy amidst COVID-19 was her pursuit of private funding - where partnerships with corporate and law firms allowed for monetary support. This in particular taught me the importance of agility during harsh times in order to ensure that key milestones are still reached."

"My perception in non-profit agility has changed. I now realize the power in reaching out to corporate partners - in further mitigating societal problems and facilitating change."



Jacky Cheung, Summer Innovator - Information Security



Reflection:

"Reality is for people who lack imagination." Working for charities is definitely not a common option in Hong Kong. However, it's one's belief towards the cause that matters."

"This session encourages me to think beyond conventional paths I restricted myself to before. Must I join an investment bank, or a multinational firm? These questions no longer frustrate me."

Kimmy Sze, Summer Associate - TE

Reflection:

"The kind-hearted stories of Ranjan and Alia taught me to "never underestimate a small action of kindness, it may bring great impact to someone". I think it is very important - for all of us at HKBN to truly make our home a better place to live."

"I will now develop my radical COURAGE."

Taking that first step is the only way to bring change to the world. "



Natalie Kwan, Summer Associate - TVD

Reflection:

"Reality is for people who lack imagination." is one of the best quotes I have heard so far. Even if it is tough to make a difference in the world, it doesn't hurt to try! Truly, curiosity drives us to learn more about those around us."

"Change starts within ME. I will NEVER UNDERESTIMATE MYSELF, and continue my pursuit for my dream job."



Queenie Cheung, Summer Innovator - ES Cloud

Reflection:

"There is something each and every one of us can do to make the world better. It has encouraged me to reflect on how can I contribute whenever someone is in need. I hope I can be more aware of the things surrounding me and give a helping hand immediately when necessary."

"This session has inspired me to REACH OUT to more people."

I will join more voluntary services in my spare time, care more about the people I meet, and take action to build a greener earth."



"We are HKBN Elite Sports Team, but our love for our Customers, Talents, Suppliers, Community, and Environment can be as good as that to our family members. Me and CSI team will be further driven in educating HKBNers about pursuing purposeful profits in their operations!"

**Sandy Wong,
Corporate Social
Investment**

Desmond Yau, Summer Innovator - ES Cloud



Reflection:

"Making a change in the world is never an easy task; you need to persevere and believe in your vision, your dreams, and most importantly, yourself."

"I used to have small targets because I was constrained by the 'reality' cage, when really, I was constraining myself. From now on, I will dream and aim higher - as long as I make that dream more than just a dream."

Rosaline Chan, Summer Innovator - TE

Reflection:

"The social problems we see are only the tip of the iceberg, and beneath them are intertwined and complex structures that cannot be solved through simple one-off volunteering / short term initiatives."

"I will continue to find my perfect balance between business and social change. Thus, I will stay open-minded."



Allen Tsang, Summer Innovator - Digital Marketing



Reflection:

"Although I heard about Mother's Choice before this sharing, I only knew about them at face value. Now I have a greater understanding of the operations of Mother's Choice, and more importantly, the PURPOSE of Mother's Choice."

"I will start to dream more by cultivating a sense of gratitude. I already donated to Mother's Choice - do consider learning/ donating to them as well!"



<https://www.motherschoice.org/en/donate/>

"Ranjan said: "In empowering other people, there is a possibility they make mistakes, strong possibility they do things differently than you, and absolute certainty they disagree with you, all three are perfectly OK." I have more understanding about EMPOWERMENT now and will do more in empowering my teammates."

**Sherry Siu,
RSRET**

Tiffany Chau, Summer Associate - ESFIN



Reflection:

"What comes to mind when we talk about teenage girls with unexpected pregnancy? Naughty? Deceived? Stupid? These are common stereotypes towards the pregnant girls. Some people might treat them badly because of these stigmas, But thanks to Ranjan and Alia, we are reminded of the importance of non-judgmental support."

"A CUP OF COFFEE."

Sharing is caring I will share what I have with others. These things might not be tangible; it can be the time you spend to accompany a frustrated friend, or the knowledge you share with poor children. To start with, we can pay more attention to our Talents around us. Sometimes a cup of hot coffee can make their day!"

Sera Cheng, Summer Innovator - Legal

Reflection:

"Our world is ever-growing and ever-changing. Thus, to stay ahead in the infinite game, we have to be curious, and dream big. As mentioned by Ranjan, we have to keep on learning. We can never stop learning. That's the mindset that an entrepreneur should possess."

"Moving forward, I would love to JOIN Mother's Choice and join their voluntary projects / be part of their team!"



Tiffany Leung, Summer Innovator - NDC



Reflection:

*"Opening up to people and giving is important. But what matters even more is **what you gain** from such experiences. We must run the talk to bring an impact."*

***"Be more curious,
and be kind."***

Tobi Wong, Summer Associate - NDC

Reflection:

"When talking of entrepreneurs, we always think of geniuses like Steve Jobs and Elon Musk. However, Ranjan is almost the complete opposite, and that's what inspired me the most. Ranjan understands that he is not an expert in any sector, thus he is willing to ask and learn from others."

"I promise to put more time partaking in community work, and helping students that are struggling with their studies or losing their future directions. I will also contribute parts of my salary into community work funding to make sure ones that need money more than me can live with dignity."



James Yau, Summer Associate - Legal

Reflection:

"Success is not only measured by wealth, but more so about the kindness in our hearts. Helping others unconditionally can help us growth in many different ways. For example, by volunteering in tutoring children, we can learn to improve communication skills and confidence when talking to others."

"I will care more about other people - especially in this current pandemic! I will join NGOs in helping poor children with learning disabilities, and provide FREE TUTORING, to help them with schoolwork."





*"Reality is for people who
lack imagination."*

Ranjan Marwah
Co-Founder, Mother's Choice



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