



*Photo courtesy of William Ting*

## Wendy Yuan

“I think this is such a great country” says Wendy. “As long as you work hard, are committed and don’t give up, you’ll get where you want to go.” Selling takes confidence and guts, and Wendy has demonstrated both.

She holds a master’s degree in International Management. After leaving China for Canada, she studied at Concordia University in Montreal, where she began looking for opportunities to start her own business.

To raise money, she did all kinds of jobs—from encyclopedia sales to telemarketing. Upon discovering that she enjoyed sales work, she sold folding picnic tables on consignment. The \$30,000 she made provided the capital for her and husband Kan’s computer hardware distributorship; an import firm; and Richmond-based Bradley Pacific Enterprises, one of B.C.’s top export companies.

Deeply committed to her adopted country, Wendy has served on the boards of several non-profits and has run for federal office.

