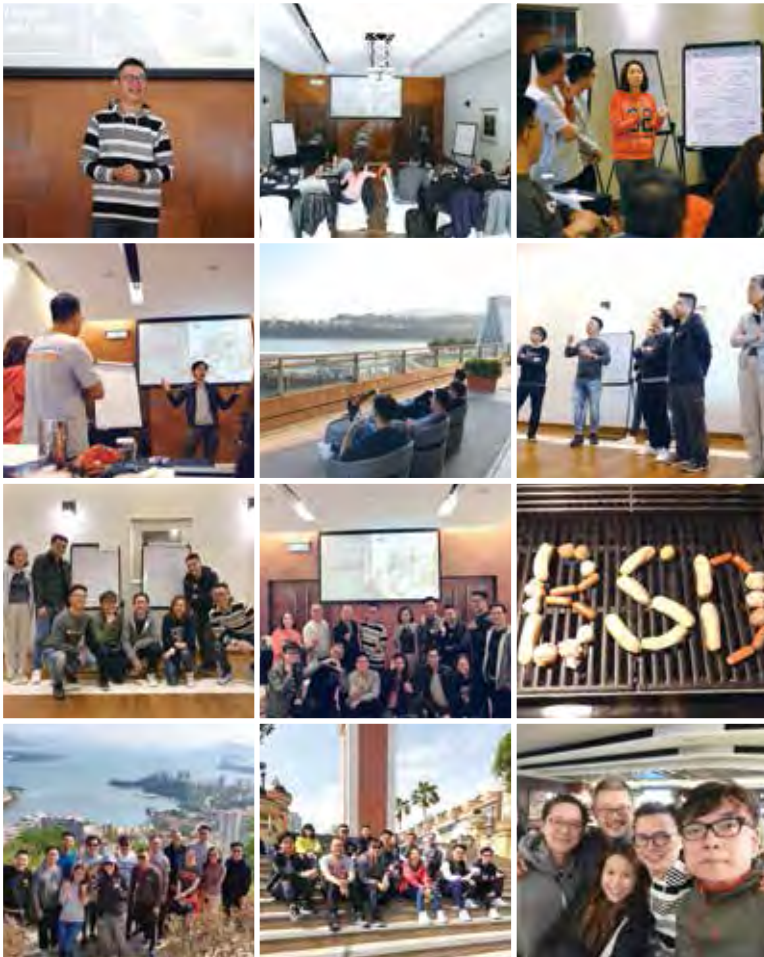




Building Surveying Division  
Sr Billy Wong BSD Council Chairman

## BSD Retreat

The BSD Committee joined a two-day brainstorming workshop from 11-12 January to exchange views on the development of the BS profession and formulate its 2020 plan and mid-to-long term strategies.



During the workshop, the committee reviewed its membership structure and performed SWOT analysis to determine and define the strengths, weaknesses, opportunities, and threats (SWOT) in the following four key focus areas:

- (i) Outreach students and probationers
- (ii) Enhancing support for professional members
- (iii) Connecting better to the market and industry
- (iv) Serving the community

Based on its findings, 2020 plan, and mid-to-long term strategies, the Council Committee shall develop the plans to implement during the present council year and will report on their results.

## Students and Probationers

### Outreach to Students



In response to recent government posts concerning the Building Surveying Graduates Trainee Scheme, the BSD has organised a career-sharing series for surveying students who are interested in a BS career with the Architectural Services, Buildings, or Housing Departments, as well as the private sector. The series should allow students to gain a better understanding of the BSG/MSG training scheme in the public and private sectors.

The first road show was held on 23 January for surveying students at HKU. The officers responsible for the BSG/MSG trainee scheme, their BSG/MSG trainees from the three government departments, and representatives from the private sector attended this sharing session.

Visits to CityU and PolyU are scheduled for February.

### Our Community

#### Novel Coronavirus Infection

In response to the latest developments in the novel coronavirus pandemic, the BSD has shared information on its Facebook page to show how to maintain proper hygiene at home with particular emphasis on maintaining one's drainage system:

<https://www.facebook.com/194009137299438/posts/2946223622077962?d=n&sfns=mo>



Members may also refer to the following link for an e-leaflet on drainage pipe maintenance published by the Buildings Department:

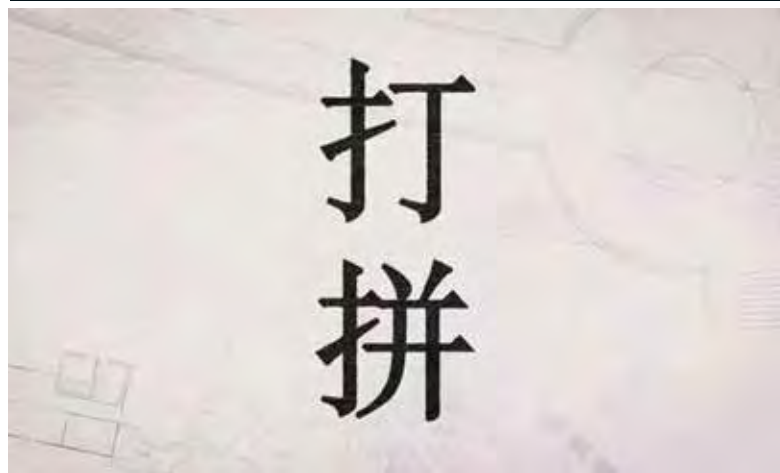
<http://bit.ly/37ekw7x>

### BSD Channel (BSD 頻道)

To celebrate its 35th anniversary, the BSD has produced six video clips covering six themes to present its transition from humble beginnings to aspirations for its future. The video was launched during its annual dinner in late

October. The six key themes are 初心、打拚、開拓、到連繫、傳承、and 追夢.

Please scan the QR code to watch Episode 2: 打拚.



### Episode 2: 打拚 (Go the Extra Mile)

#### Sr Raymond Chan, Past President and Past BSD Chairman

“30 years of hard work, let’s seize new opportunities”: Raymond CHAN actively embraces change to create new opportunities.

“I have what others have not. I will make changes when others have them”. This comes from Sr Raymond CHAN, an expert in licencing matters, and is especially convincing. Raymond established Hong Kong’s first building surveying consultancy in 1989. From its inception, he nurtured the business until it became one of the best consultancy firms. The key to its success is “change”. Given the opportunities in the Greater Bay Area, Raymond now works on different plans at an energetic pace, hoping to break fresh ground for Hong Kong’s building surveyors.

During these 30 years, the jobs of building surveyors concentrated mainly on handling planning submissions and maintenance, while mostly working for government departments due to modest demand from the private sector. Raymond said that building surveyors in the UK are given a high degree of autonomy when it comes to building alterations and he believes that Hong Kong has similar potential. “Because nowadays a lot of buildings involve licence applications and this implies that professionals are needed to handle compliance matters. That is where building surveyors come in as the most suitable candidates to take up a job.” Therefore, Raymond set up Raymond Chan Surveyors, Ltd, to create more demand in the market. Subsequently, more companies of a similar nature entered the market, which demonstrated the need for building surveyors.

Many junior surveyors have sought Raymond’s advice on gaining a secured foothold in the market. He said with a smile that each decade has its difficulties. Others may think that his climb was easy, but, in fact, he has struggled at each step of the way. In his words:

*People say that the competition these days is fierce, but I believe that as long as it is healthy competition, I see only*

*benefits rather than harm. My belief is that competition should go outside, not inside. For example, 30 years ago, repair work was the job of architects. As long as we are able to show our capabilities to outsiders and prove that we have an edge over others, we can definitely explore new scopes of work.*

Raymond has convinced his fellow building surveyors to not compete on price, but on all-around professional services, so as to enhance user value. Hence, building surveyors should not be content with assuming the stagnant role of a consultant, but rather venture into other roles that can provide more opportunities – such as serving as advisors – to interact with clients.

In a society where changes happen every second and opportunities abound, grabbing hold of these opportunities is the key to success. Different industries want a slice of the pie in the Greater Bay Area. Raymond frankly said that his company ought to be the first to venture into the Mainland:

*Hong Kong has an edge when it comes to professional services. However, there are also a lot of obstacles to overcome when venturing into the Greater Bay Area: physical barriers, institutional restrictions, acceptance level, government structure, etc. If one can break into a market successfully, then one paves the way for the third batch of Hong Kong companies to enter the same market and in the long run, it will become a big platform for us.*

In order to become a licenced expert, Raymond reminds us to prepare to take the long view and have the will to make changes, especially when we are geared towards international markets:

*Foreign companies focus on ‘Due Diligence’, which is still not popular in Hong Kong. Building surveyors can stay one step ahead and develop a market in this area. I believe that in the future, there will be increasing business in the area of building alteration.*

#Stay tuned for the next Epicode No 3.