

theSME magazine

THE BUSINESS TIMES

MARCH/APRIL 2015

“WE DON’T JUST BUILD.
WE BUILD
WITH A CONCEPT.
WE DON’T JUST DESIGN,
WE DESIGN
WITH THOUGHT.”

KENNY TAN, GROUP CHIEF EXECUTIVE
OF LINK (THM) GROUP



Photography: Ching, Capsule Productions Styling: Dan Foo Hair & Makeup: Granel Loh, using Clinique Wardrobe: Jacket stylist's own



ANY WAY YOU SLICE IT

EVEN with the same end point in mind – show me the money! – there are, I think, two ways in which towkays run their business. Some choose to do it their way, while others choose to go the collaborative way. Not that the former is necessarily a bad thing. Some people just like walking the route, learning the ins and outs of the business, and letting their experience dictate their next step.

Others are more open to learning from those who have been there before, and taking the advice offered (with a pinch of salt).

Mentorship opportunities abound for those willing to take the second path. In Top Story, we feature a wide range of sources from which businesses can tap mentorship opportunities. These range from avenues such as the Singapore Business Federation (SBF) which runs its own mentorship programmes, to office space provider Regus which recently teamed up with a consultancy to provide mentorship programmes for its members.

Elsewhere, in Managing Talent, we look at the importance of building a talent pipeline. With recruiting talent a key concern as highlighted by various pre-Budget 2015 surveys conducted by the different trade associations and chambers in Singapore, the guidelines outlined should come in handy for SMEs looking to revamp their human resource policies and reposition themselves as prime choices for young Singaporean talent.

Tan Seng Kee Foods (TSK), perhaps better known by its mascot Kang Kang, is an example of a forward-thinking company which has recently made two fresh graduate hires, aided by the SME Talent Programme. TSK's third-generation towkay talks about the business, and the value proposition put forth by SMEs, and how SMEs can in turn benefit from the hiring of young talent.

We also talk to two longstanding local SMEs, Taime and Chin Long Printing, to find out what keeps them ticking after all these years – how they keep ahead of the competition, and what they expect looking ahead.

And, in Towkays, we feature Kenny Tan, founder of Link THM, who shares his story of literal rags to riches. Mr Tan sold everything – save for the HDB flat where he and his newly-wed bride lived – to start their own business. Link THM has since undergone numerous reincarnations, and is today a successful property developer.

Whichever way you go about your business, we wish you the very best returns.

Mindy Tan

EDITOR



ON THE COVER

Photography: Ching, Capsule Productions

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