愛保地產開發公司是一家家族企業

Epos Development is a family business

我們專門從事住宅與寫字樓的開發

We specialize in residential and office development

我們也有計劃在曼哈頓興建酒店

although we are planning a hotel in Manhattan as well

我們首先在法拉盛進行投資

We primarily invest in Flushing

是因為它毫無疑問是全美國範圍內最穩定的市場

because it’s arguably the most stable market in the entire USA

有著光明而遠大的發展前景

with strong and steady growth prospects

法拉盛是中國境外全球規模最大的唐人街

Flushing is the world’s largest Chinatown outside of China

我們知道 在中國人們並不能真正地擁有自己的房產

We know that in China, people do not truly own real estate

只能長期租住

they only long-term lease it

所以很多人都想有機會購買並擁有自己的房產

so there are many who want the opportunity to buy and own real estate

對於前來法拉盛的中國買家而言

For Chinese buyers who look at Flushing

他們不需要面對其他市場的語言和文化隔閡

they do not face the same language or cultural barriers that they would in other markets

因為他們在法拉盛可以活得很舒舒服服

because they can live comfortably in Flushing

我們為什麼針對法拉盛

We target Flushing

是因為我們已經做過各種各樣的研究報告

because we have performed extensive studies

所有報告的結果都顯示法拉盛是全紐約最穩定的市場

All the data shows it’s the most stable market in New York

你只要看這邊的人口 每一年的人口會增長差不多六千到七千

The population in this area increases by 6,000-7,000 per year

但是我們的新公寓出來 就每四到五年有五千到六千戶

But only5,000-6,000 condos come to market every 4 to 5 years

所以供不應求

Obviously, demand exceeds supply

雖然我的英語完美無缺 但我中文卻只能說得馬馬虎虎

My English is perfect, but my Chinese is so-so

你只要看今天的新聞報告

You see it a lot in the news today

每天都有外國人欺負或者歧視華人 或者各種各樣的 反正不是白人就被欺負

that Chinese people get bullied, discriminated or else just because they are minorities

我們在這裡長大的年輕人通常要受這個苦

It's usual to see our young people who grow up here suffer like such

我記得我小時候經常會被各種各樣的外國人欺負

I still remember how I was bullied by otherswhen I was a kid

和我説：「你中國人 你不要在這裡 回去你自己的國家吧」

'Get out and go back to your own country, you Chinese,' they said

你現在經常會看到這種新聞

You see it a lot in the news today

但對於從小在美國長大的我們而言

But for kids who grow up here

碰到這種問題是常有的事

it's pretty common for us to come across such circumstances

在這長大的孩子 在長大成人的過程中會成爲許多非亞裔的學生或是其他人找碴的對象

Kids who grow up here get picked on by a lot of non-Asian students or other people before adulthood

我認爲這種經驗 對於我們這種在美國長大的孩子中的絕大部分人來說

And I think such kind of experience has developed

讓我們養成了某種程度的韌性

some tenacity in most of us who grow up here

我們華人的文化很重要的一件事是我們的面子

Our Chinese culture attaches great importance to our “face”

就是人家不喜歡他們丟自己的臉

People do not like losing their own face

所以我們一直很看重人家對我們的想法

So we always think highly of other people's opinions of us

但是我們在這裡長大的話 你要成功

But for us who grow up here, if you want to be successful

你不能管別人有什麼建議或者説想法 你就是要做你自己

You should not concern yourself with other people's opinions or ideas, you must be yourself

我很小就遭遇了我最大的挑戰

My biggest challenge in life came to me at an early age

是我差不多15歲 坐朋友的車

I was in a friend's car at that time and I was around 15

我出了車禍 住在醫院 昏迷了差不多八天

I got into a bad car accident and was in a coma for 8 days

全身很多骨折 而且我的頸椎也斷了

and broke a lot of bones in my body and my neck as well

後來呢 過去了六個月以後 他們才發現我的頸椎斷了

The doctors only realized after 6 months that my neck broke

因為我是基督徒 基督教教我們關愛每個人

Being a Christian has taught me to love everyone

一定要原諒人家

You must forgive other people

主耶穌拯救了我 給了我一切堅強、智慧與決心

the Lord Jesus Christ has been my savior and given me all the strength, wisdom and determination to excel

如果不是因為上帝的緣故

If it wasn’t for God

我不可能站在這裡坐在這裡

I wouldn’t be here

有一個好的心態 一切殺不死我的會讓我變得更強大

I took on the mentality that what doesn’t kill me makes me stronger

這種心態也幫助了我

and this mentality helps me

我衡量成功的標準就是 我究竟為別人創造了多少價值

That is how I measure success – how much value did I create for others?

我出了車禍以後

After the car accident

我每天都在看書上網 尋找我的目標

I read books and surfed the Internet every day to discovermy mission

我開始看那種個人發展的書

I started to read those self-development books

開始跟很多人生教練（個人發展教練）接近 知識 智慧

and got in touch with many life coaches, personal development coaches, to gain knowledge and wisdom

所以我每天都會看他們的意見

I read about their suggestions everyday

我覺得我能給出的最好的忠告是 在通往成功的道路上

The best advice I have is that the road to success

佈滿了艱難險阻 你必須做好失敗的準備

is full of lots of obstacles, and you have to be prepared to fail

我會將一路以來學到的種種智慧記在心頭

One of the things that I do is that I remember different types of wisdoms that I’ve learned along the way

我不僅信仰那指引我堅持下去的更崇高的力量

Not only do I believe in something of a higher power that is giving me the power to continue doing something

因爲那種力量給予了我熱情 因爲我理解堅持的重要性

Because it gives me passion because I realize how important it is

我同時也牢記著自己的座右銘「修身齊家治國平天下」

But I also remember the motto that I live by, it's in Chinese – mind your body, bring order to your family, govern your nation, and bring peace beneath the heavens.