



盧少峯
Selwyn Lo

作者：吳翠儀

Writer: Clorie Ng

立業安居成熱愛 推己及人惠社羣

盧少峯在加國五十年走過的人生路程，充分體現了“紅楓傳奇”的精神：憑著勤奮、堅定的意志和一直往前看的信念朝向人生目標。無論是追求高等教育、在地產界建功立業，以至為社區作出貢獻，並肩負單親爸爸的角色，全都出於一份熱愛，在有限中創造無限。

盧少峯說他只是一個“中等人”；從小在香港長大，家境普通，讀書成績也是一般，也許是太愛玩，無心向學，他的一位中學老師給他評語是：“文不文、武不武，宜走中間路線”。直到中五會考成績幾乎泡湯，要重讀中五，才發奮圖強，取得理想成績，由此也奠下了他對自己的信心和人生信念——只要不怠惰、全力以赴，定能做到。這股信念和思維，亦推動他去追求人生理想，並且活出自己的一套成功方程式。

勤 + 慎、專 x 兼

1970年代初，盧少峯以留學生身份來到加拿大唸高中，因他意識到教育的重要性，並打算上大學。其實他自小的志願是像他的舅舅一樣成為生物化學家，又或是醫生，卻自知讀不來，於是選修商業和經濟學。在多倫多大學畢業後，不久即受聘於一家全國性百貨公司任初級文員，儘管要克服語言和文化障礙，他的辛勤工作和出色表現使他迅速獲得晉升。

然而，盧少峯看到若要更快上位，唯一途徑是繼續進修。當時他已經結婚並且有兩個孩子，要獨力養家，不能辭掉工作，於是決定工餘兼讀進修課程，獲取了CMA（前身為RIA）專業會計資格及專業審計證書（Certified Internal Auditor），並先後在幾家知名跨國公司出任審計部經理。

隨著第三個孩子出生，他再添一份兼職擔任CMA函授課程講師幫補收入，生活中的種種擔子卻無阻他求新求進，把向來對房地產的興趣變成事業新取向，並且迅即取得地產經紀執照。

問他那段日子如何兼顧這麼多方面，種種負擔如何承受？

他說：“我完全不覺得辛苦，只知道不想回望一生，太平平凡凡，甚麼也沒有做過，然後兩手空空離去…所以要不不斷進取、爭取，等不了。”

盧少峯自言他的強項是高度專注和管理時間；有一段日子每天要坐公車到市中心上班，來回三小時，他會全程埋頭讀書、溫習甚至完成功課，絲毫也不分心。

他又回想當年如何學會把握機會，選擇適當的時機表達自己所想，他很感激第一份工作的上司給他提點和指引，部署跟公司內外的單位和對象溝通，一步一步走向理想。

至於為何轉職地產界，他說這並非一個急進的舉措，而是看到自己事業的未來發展，單靠勤力並不見得會有突破，加上他向來愛看漂亮的房子，也喜歡與人接觸，80年代末期正值新一股移民潮，有香港親友陸續移加，於是天時地利人和配合下成事。

默守而不墨守、進而不急

20世紀90年代迎來加國史上最嚴重的經濟衰退之一，房地產市場出現動蕩，盧少峯破斧沉舟投身地產界，迎向挑戰。此期間他又經歷家庭變異，離婚之後，獨力承擔起撫養兩女一子的責任，除了努力維持生計，還要設法兼顧教養孩子。

他由衷地說：“那段日子，平日吃飯都是外賣三和菜、炒粉麵、漢堡飽、炸雞輪流交替，週末有時間才會自煮碟頭飯，但我完全不覺得辛苦…”

他反而注重給孩子及早灌輸做人處世的觀念，例如怎樣保護自己，分辨好人與壞人、聽清楚人家說話背後的真正意思。他希望兒女無論做哪一種行業也好，最重要是不要得過且過。1997年，他的其中一位女兒當選了國際華裔小姐的冠軍，父親傳授的處世之道，自然更見受用。

在忙碌的生活中，盧少峯還找出時間來開始參與社區工作。1994年，他參與創立臺灣文化商業協會，並成為董事，該會的目標是透過一年一度的大多市國際嘉年華會推廣台灣文化。同年，他又參與籌辦臺北館首屆臺灣親善公主選舉。

可是，這個“第一次”留下的難忘記憶，反而是一些負面經歷，事因在過程中出現了利益衝突，造成不愉快事件。對他而言，搞社區活動絕對不可做違背良心的事，他也從中汲取教訓，慎選日後參與的社區活動。

邁出了這一步，盧少峯看到幫助社區的重要性，無論是商業還是非商業。1995年，盧少峯加入加拿大華人商業地產會

(CCCRN)，並成為財務秘書。該會在當時房地產惡劣的環境下，充分發揮了促進華人經紀之間的聯繫和交流的角色，彼此共勉共渡難關。

創而不妄、擇善而不移

走過一段堅守事業的日子，盧少峯在事業和社區參與都步入新里程。

2003年，他加入安省華人地產專業協會（CREPSO），成為董事，隨後當選為副會長之一。該會以促進華人地產經紀之間的溝通和專業精神為目標，擁有三千多名成員，在多倫多地產界舉足輕重。盧少峯致力為成員組織多項培訓及研討會，務求提高業者的專業精神和知識。他認為這對保護公眾利益，至關重要。

作為一位囊括眾多銷售獎項的資深房地產經紀，並且得到多位同事和員工的支持和協助下，盧少峯2005年創立了新公司“百利置業”，標誌著職業成就的另一個里程碑。

與此同時，盧少峯也開始投入更多時間和精力於社區和慈善工作，因他深感回饋社區和幫助別人的重要性。他加入了金水仙慈善晚宴籌委會，為加拿大癌症協會在華人社區籌集資金，提高省華人社區對癌症早期發現、診斷和預防的認識。2015年，盧少峯擔任慈善舞會的聯合主席，並連續三年為加拿大癌症協會和金水仙基金會籌集了數十萬加元。在他眼中，金水仙基金會成員都是十分專注於共同目標的有心人，並且致力用最少行政費達至最高籌款額。盧少峯多年來為該會貢獻的精

神、時間和金錢也沒有被忽視，於2018年獲安省政府頒授安省義工服務獎。

盧少峯深受鼓舞，更進一步參與其他社區慈善活動，還把自己對歌唱的熱愛變成籌款方式。過往幾年，他在多項籌款活動中參與慈善歌唱表演，包括在中央島龍舟節為荷蘭Bloorview兒童康復醫院籌款、孟嘗安老院舉行的100歲生日慶祝活動，以及多倫多雅賢獅子會歌唱籌款活動等。

他又向多個團體作出慷慨捐款，如贈予家和機構（CFSSO）用於植樹、文化更新研究中心用作中國北方兒童教育、生命恩泉（FLL），以及多項馬拉松比賽，並為慈善機構，如耆暉會的長者及社區服務籌款。

過去兩年疫情期間，盧少峯參加了多倫多雅賢獅子會和其他組織舉行的一些網上慈善歌唱籌款活動，分別為耆暉會，加拿大糖尿病協會等組織籌款。

2021和2022年，盧少峯參與了士嘉堡健康網路（SHN）的慈善籌款活動，並於2022年SHN的慈善歌唱活動獲得最高籌款獎。不斷求進的他，由於不滿自己的歌唱水平，還開始每週一課拜師進深歌藝，即使是籌款做善事也不想得過且過。

在疫情期間，儘管許多企業在嚴峻的經濟和商業環境中無奈要關閉，盧少峯逆市而上，毅然接管了另一家地產公司及其員工，其後更設立了分行。

直到今天，盧少峯仍致力於不僅為自己，也為加國社區創造更好的生活。他也鼓勵移居加國的華人於保留固有文化之同時，更要投入加國生活方式，為家、國、社區出一分力。



加入香港童子軍
HK Boy Scout



與朋友同唱聚
Singing in Band with Friends



女兒當選1996多倫多華裔小姐
Daughter won 1996 Miss Chinese Greater Toronto



加入香港交通安全隊
HK School Safety Patrol



跟兒女共渡夏日
Enjoying Summer with children



與家人一起 Family picture



女兒當選1997國際華裔小姐
Daughter won 1997 Miss Chinese International



新公司開幕(2005)
Office Grand Opening



與女兒出席加拿大華人商業地產會活動
CCCRN Board with Daughter at Event



代表金水仙基金會接受
電視訪問
GDE TV Interview



參與多倫多雅賢獅子會歌唱籌
款活動
Participation in Elegant Lions
Club Charity Singing Fund
Raising Event



為兒童康復醫院籌款
Charity Singing Fund
Raising Event



出席安省華人地產專業協會董事會
CREPSO Board of Directors Meeting



金水仙慈善晚宴"上海之夜" (2016)
Golden Daffodil Ball Shanghai Night Fund Raising



獲頒安省義工服務獎
Ontario Volunteer Award



金水仙慈善晚宴籌委會及義工
GDE CCO Board Members and Volunteers



出席安省華人地產專業協會董事會演唱活動
CREPSO Board at another Organized
Concert Event



耆暉會籌款活動
Fund Raising for Carefirst Foundation

Selwyn Lo

Passion for Profession, Pay Forward for Community

Selwyn Lo's 50-year journey in Canada fully demonstrates the Chinese Canadian Legend spirit. His diligence, determination and forward looking philosophy helped him achieve his life's goals. Whether it's higher education, setting up a realty business or giving back to society and being a single father, he gives his all to achieve the infinite in the finite.

Selwyn Lo thinks he is an “average person”; growing up in Hong Kong in an ordinary family, he earned average grades in school, perhaps because he was more interested in having fun than studying. A teacher once told him “you’re suited to go the middle of the road route” In Form 5 when he did poorly in the School Certificate exams and had to repeat the year, he decided to buckle down to get better marks. This was the turning point where he built his self-confidence and realized that with hard work, much can be achieved. This belief and thinking motivated his pursuit of life’s ideals and formed the basis of his formula for success.

Diligence + Care ∩ Professionalism x Balance

In the early 1970s Selwyn came to Canada as a student to finish high school because he realized the importance of education and planned to go to university. In fact, since he was a little boy he aspired to be a biochemist like his uncle, or a doctor. But because

he could not get the grades for either profession, he chose business and economics. After graduating from the University of Toronto, he started working as an entry level clerk at a national department store. Despite having to overcome language and cultural barriers, he quickly advanced in the company.

But Selwyn realized that to advance further he needed more education. At the time he was married with two children, and as the sole breadwinner in the family he could not quit his job. So he decided to study part time, earning a CMA (formerly RIA) and then qualifying as a Certified Internal Auditor, variously working as an auditor/manager at several well known international companies.

After the birth of his third child, he took on a part-time correspondence course instructor position for the CMA to augment his income. Building on his interest in real estate, he subsequently earned his real estate licence.

Asked how he managed all those responsibilities at the time, he said “I didn’t find it hard. I just knew that I didn’t want to look back at my life and regret not having achieved much. One needs to keep striving for more. Can’t wait.”

Selwyn feels his strengths are laser focus and time management. For a time when he commuted by public transit to work downtown, he spent the three hour return trip studying and finishing homework. No distraction.

He recalls learning to seize opportunities, picking the right time to express his wishes. He is grateful to his first manager who advised and guided him to network and strive for his next goals.

As to why he switched to real estate, he said it wasn't an impulsive move. He knew that his career success cannot be achieved by hard work alone. Plus he enjoyed beautiful houses and interacting with people, so when there was a new wave of immigrants in the late 80s, with many friends and relatives moving to Canada, he seized the moment and made the move.

Silent but no Compliant 、 Progress but not Make Haste

Canada saw one of its worst economic downturns in the 90s, the real estate market was volatile. Selwyn took the challenge head on and took the plunge with real estate. He was also going through a divorce at the same time. After the divorce he took on the responsibility of raising his two daughters and one son, making a living and looking after the children.

He said quite sincerely, "In those days, dinner was a rotation of takeout combo meals, stir-fry noodles, burgers and fried chicken. There was only time on the weekends to make some simple home cooked meals. But it didn't feel hard at all"

He focused mainly on instilling in his children at a young age life principles such as self protection, telling good from bad, listening for the true message in what people say. He hoped that no matter what work they went into, his children would know the value of excellence. When his daughter won the 1997 Miss Chinese International, these philosophies seemed to have gotten through.

Selwyn found time in his busy life to participate in community work. In 1994 he helped with founding the Taiwan Cultural

Business Association, and became one of its directors. The association's objective is to promote Taiwanese culture through the annual Toronto International Carnival. That same year he participated in organizing the first annual Goodwill Princess Pageant of the Taipei Pavilion.

This "first" left an indelible, negative impression due to some conflict of interest issues. For him, community work must be done ethically. He learned his lesson from this event and has been more judicious in what activity he chooses to join.

From this, Selwyn also realizes the importance of helping the community, whether business related or not. In 1995, Selwyn joined the Canadian Chinese Commercial Realtor Network (CCCRN) and became its treasurer. This organization played a key role in connecting Chinese real estate agents to support each other during the economic crisis.

Creating with Humility \ Charity with Respect

After some time focusing on his work, Selwyn transitioned into a period where work and community participation became equally important.

In 2003 Selwyn joined the Chinese Real Estate Professional Society of Ontario (CREPSO) becoming a director, and later one of the vice presidents. This organization's main purpose is to promote and enhance communication and professionalism among Chinese Realtors. With over 3000 members, CREPSO became an influential voice in Toronto's real estate community. Selwyn

worked on numerous training sessions and discussion groups for the members, aiming to elevate realtors' professionalism and knowledge. He believes that this is important to ensure protecting the public's interests.

As a winner of multiple real estate awards, and with the encouragement and support of colleagues and employees, Selwyn established a new brokerage firm, Homelife Broadway Realty Inc., marshalling in yet another important milestone.

Meanwhile, Selwyn started to spend more time and energy in community and charitable work because he deeply believes in paying back and helping others. After numerous years volunteering as a committee member for the Golden Daffodil Charity Ball to promote the importance of early detection, treatment and prevention of cancer within the Chinese community, in 2015, Selwyn became a Co-chair. For three years in a row, he helped raise hundreds of thousands of dollars for the Canadian Cancer Society and the Golden Daffodil Endowment fund.

In his mind, Golden Daffodil Foundation members are all focused on the common goal of minimizing operational expenses while maximizing funds raised. His work and contribution did not go unnoticed - in 2018 he received a Volunteer Service Award from the Ontario government.

Selwyn was deeply encouraged by this and redoubled his efforts in community charity work. He even leveraged his own passion for singing to raise funds. Over the past few years, he performed in several fundraising events including the Centre Island Dragon Boat Festival for Holland Bloorview Kids Rehabilitation Hospital, the

100th Birthday Celebration of Mon Sheong Home for the Aged and Toronto Elegant Lions Club charity concerts.

Selwyn has made generous donations to many organizations including CFSO (Community Family Services of Ontario) for tree planting; CRRS (Culture Regeneration Research Society) for Children's Education in Northern China; FLL (Foundation of Love and Life) and various marathon runs that raised funds for charities such as Carefirst Seniors and Community Services Association.

In the past two years of the pandemic, Selwyn supported the Toronto Elegant Lions Club and other organizations in several online fundraising concerts for Carefirst Foundation, Canadian Diabetes Association and others.

In 2021 and 2022, Selwyn participated in fundraising activities for SHN (Scarborough Health Network). In the spirit of continuous improvement, he even started taking weekly singing lessons to enhance his singing skills - demonstrating his pursuit of excellence even in fundraising.

During the pandemic, even though many businesses struggled and some even failed, Selwyn took over another real estate firm and their employees, and set up a branch office.

To this day, Selwyn continues to work hard not only for himself but also for a better life for Canadians. He believes that within the limits of a lifetime, there are limitless possibilities to give his best. He encourages Chinese people new to Canada to embrace the lifestyle in the broader Canadian society while preserving the culture of their home country.