

The Call



A Quarterly Newsletter for The Christian Entrepreneur from the School of Business at Trinity Western University

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Exclusive Interview with Jim Pattison

Insights from one of Vancouver's most successful entrepreneurs

Jimmy Pattison is one of Canada's best-known entrepreneurs. The Jim Pattison Group has 27,000 employees, generates \$5.7 billion in revenue and has \$3.3 billion in assets. He was recently ranked the 104th wealthiest person in the world. He is based in Vancouver and has supported a number of Christian causes and is well-known as a man of faith. Rick Goossen interviewed him in Fall 2005 for Vol. II of The Christian Entrepreneur. Some excerpts are as follows:

What would you say was your most triumphant moment?

One of the most exhilarating times for me was first day I got in my own business. We had a gas station and a two car showroom at Cambie and 18th Avenue. Starting up my own business was certainly a highlight of my life. I didn't have any money. I was loaned money by Royal Bank; General Motors also helped me.

Since then I have had a lot of highlights—and a lot of days that I got beat up pretty good. But dealing with both sides is just part of an entrepreneur's life.

What was your worse moment as an entrepreneur?

I have had a lot of those. I've had the bank call my loans a couple of times. Those weren't good times! The lowest points for me were when the bank called my loans and I had no where to go. I've had a terrific amount of disappointments. But, having perseverance and being optimistic is important to get through these situations.

Where does your faith fit in?

I've always believed in prayer and the Bible. My faith has always been a source of great inner strength to me. Absolutely without any question, the single most important thing in my life has been my faith. I can thank my Mother and Dad and the churches that I have been involved with for many years.

"Absolutely without any question, the single most important thing in my life has been faith."

- Jim Pattison

Volume 1, Issue 1

Spring 2006

Upcoming Event! 2nd Annual Christian Entrepreneur Forum & Silent

Auction

*Wednesday, November 1, 2006
Newlands Golf & Country Club
7 p.m.*

Be sure to mark your calendars for this memorable event to feature the following:

Silent Auction with spectacular items available including quality merchandise, sports memorabilia, and exclusive prizes unavailable to the public.

Guest Speaker who will be speaking on Calling and the link to Christianity and Entrepreneurship.

An opportunity to network and socialize with other business owners and TWU students over coffee and refreshments.

Keep your eyes open for your invitation and more details regarding this event. We look forward to seeing you there!

THE CHRISTIAN ENTREPRENEUR



WHO WE ARE AND WHAT WE DO

We are a group of students and faculty from Trinity Western University who feel led to be advocates of Christianity and Entrepreneurship.

Our Vision is to be the leading Christian centre in North America for education, advancement and research related to the meaning and call of being a Christian entrepreneur.

Mission:

- To encourage and seek the business and practical theological insights from an ever-expanding circle of Christian entrepreneurs throughout North America
- To preserve the legacy of Christian entrepreneurs through interviews and video recordings
- To organize and integrate the insights of Christian entrepreneurs into teaching materials made available to TWU students, churches and others.
- To host annual event for the edification and encouragement of Christian entrepreneurs
- To disseminate insights from Christian Entrepreneurs through the publication of an annual collection of interviews or through the publication of books on other themes related to Christian entrepreneurship

MEET THE CHRISTIAN ENTREPRENEUR TEAM

Andrew Batey



Year and Program of Study: 4th year, BBA

Comes to TWU from: Oak Harbor California

Contribution to the Christian Entrepreneur Program: Coordination of the 2006 Christian Entrepreneur Forum and Silent Auction.

Achievements while at TWU: Hired by Monterio Rose Dravis Agency in Los Angeles, CA. Specializing in representation of directors, producers and writers for young-adult feature films and television series.

Adam Bornn



Year and Program of Study: 4th year BBA, Entrepreneurship

Comes to TWU from: Langley, BC

Contributions to the Christian Entrepreneur Program: Coordination of the silent auction for the 2006 Christian Entrepreneur Forum.

Achievements while at TWU: Hired by Wiffen Financial in Langley as a full-time financial planner starting in September.

Jaclyn E. Carmichael



Year and Program of Study: 4th year BBA, Entrepreneurship

Comes to TWU from: Markham, Ontario

Contribution to the Christian Entrepreneur Program: Compiling and editing "The Christian Entrepreneur, Vol. II."

Achievements while at TWU: Current President of the Student Business Association

Landon Folz



Year and Program of Study: 4th year BBA, Leadership and Management

Comes to TWU from: Surrey, B.C.

Contribution to the Christian Entrepreneur Program: Developing creative solutions through media and communication based materials including the newsletter, website and visual presentations.

Achievements while at TWU: Startup and ownership of two painting companies in BC and Alberta

Joshua Jansen van Doorn



Year and Program of Study: 3rd year BBA, Entrepreneurship and Leadership and Management

Comes to TWU from: Langley, BC

Contribution to the Christian Entrepreneur Program: Organizing and speaking engagements in various churches and business groups. Also working on improving the Christian Entrepreneur Forum

Achievements while at TWU: Started on Contracting a Company and involved in Volleyball and Basketball

NEWS AND EVENTS

The Christian Entrepreneur Vol. II available in September

The Christian Entrepreneur: Insights from the Marketplace is a unique collection of interviews with 24 Christian Entrepreneurs who share their insights and experiences in business. Volume II is scheduled for release in September 2006, and Volume I is currently available at the TWU Bookstore. Here is a sample of what is to come:

Henry Braun, President of Braun Investing Group, Inc., on integrating his business expertise with his Christian calling:

“Do what is Biblically right, even if it hurts you financially. There are many instances today where you can do something that is legally right but morally and ethically wrong...I found that if we honor God then in due time He honors us. I wholeheartedly believe that when we follow scriptural principles, even when outwardly it looks like it is costing us, something miraculous happens in God’s economy.”

Brian Tieszen, founder of Sunrich Fresh Foods, on lessons he would pass along to entrepreneurs:

“First, whatever ideas you’ve got, test those ideas, and/or your business plan with others who have wisdom and insight who can help. Let them ask you the tough questions that challenge your thinking. Secondly, thoroughly research your marketplace and customers, research your suppliers and their dependability, and make sure that between your suppliers and your customers there is room for you to make a living. Third, without losing

an appropriate level of balance in your life pour your heart and soul into the business, your conviction and passion for the business will inspire those around you to get behind the business and push.”

Elias Vamvakas, founder of TLC Laser Eye Vision, on his most triumphant moment:

“My most triumphant moment was when we raised \$250 million worth of financing, and when we had a market value that was over \$2 billion dollars”

Michael Van Skaik, Regional President of First Horizon (consulting) on what the term “calling” means to him:

“Calling is a word that is assignments that God gives to you. They may be seasonal, maybe months, years, maybe assignments that last for three years. Each of us has been gifted by the Lord with certain spiritual gifts and natural abilities. I think calling is a term that refers to something that God has placed on your heart that you must do. You have to do it; you can’t do anything else but it because it is so much of a pull. You might resist your calling. But a calling is a calling and it doesn’t go away. So you stay with it until it gets the spotlight and you see what it really is.”



ENTREPRENEUR PROFILE

RAY LOEWEN | THE LOEWEN GROUP



Rick Goossen interviewed Ray Loewen in Fall 2005 for the upcoming Vol. II of The Christian Entrepreneur. Ray Loewen founded The Loewen Group, which was the second largest death care provider in North America. At its peak in the 1990's it generated US \$2 billion in annual revenue and for a

number of years enjoyed 30% annual compound growth, making it a well-known "acquisition model" success story. Ray Loewen was at one time listed as the 17th wealthiest person in Canada.

The growth of Ray Loewen's company was abruptly halted in a courtroom in Mississippi in 1995 with a \$500 million judgment against it. Under Mississippi law at the time, Loewen Group needed to file a \$625 million bond if it wished to appeal the jury verdict. Under pressure to act quickly under NAFTA's Chapter 11, which allows foreign investors to sue nations for, among other things, denying them "fair and equitable treatment." After filing, Loewen Group went bankrupt and reorganized under American law.

What was your most triumphant moment of business?

In 1996 our dream [at The Loewen Group] was to do a serious fundraising "road show" in the US. The equity market in the U.S. valued companies at least a one year premium to your stock price. For us, as a Canadian company, to do a serious road show in the U.S. signified a new level of accomplishment or maturity. We had done successful road shows in Europe and we had exceptional earnings. Our road show turned out to be a very successful road show. So, from a business perspective, that really was a real high-light.

What was your worst moment?

The moment in Mississippi when I was sitting in the courtroom and the judge pronounced a \$500 million judgment against our company—for nothing, absolutely nothing. I knew immediately that for our company to survive the ruling would be almost impossible.

What have you learned from this experience?

One verse that became very important to me after the Mississippi judgment was 1 Peter 4:2: "do not be surprised at the painful trial you are suffering as though something strange were happening to you." All of 1 Peter has been a huge blessing to me, but this verse caught my attention.

We had almost lost everything. Then here is this verse indicating that trials are only to test your faith to see whether or not it is strong and pure. Your faith is far more precious to God than a billion dollars, than mere gold.

But for me, this biblical truth actually turns our loss, let's say a billion dollars, and our loss of reputation, into a blessing. God says your faith is more precious to me than all the money you can give to me. What a blessing that has been to me.

What have been the biggest challenges for you as a Christian in business?

The Book of Job has become very, very precious to me. Job says he cries out to God—but He doesn't answer. Job says he stands before God but He does not bother looking. I expected in my case for my fall to be broken, just as one who falls stretches out his hand, or cries for help in his calamity. Yet, Job was a rich entrepreneur who had all of God's blessings—and yet that is what he came into.

The Lord simply asked Job, when all of the religious people were giving him advice, 'why are you using your ignorance to deny my providence?' Instead, learn to trust God. I think that's the highest calling of man, to learn to trust God. All the rest of it is useless. So all the good things we do are useless—instead, learn to trust God. That's what God said to Job, and Job responded.

For Information on THE CALL or the Christian Entrepreneur Activities please contact
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