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### Setting up agent office in New Zealand and Australia

After Tai had set up general agents in Hong Kong, Malaysia, and Singapore, he turned to New Zealand and Australia in South Pacific.

In 2004, Zeng Hua-kang, a 30-year-old airplane pilot from Malaysia, read a CMA advertisement recruiting teachers and seeking for franchisees in the newspaper. He felt interested and wanted learn more about CMA. As a matter of fact, Zeng had wanted to migrate to New Zealand but was worried about what kind of jobs he and his wife could find there. When he read CMA's franchising advertisement in newspaper, he was curious about how abacus mental arithmetic could enlighten children's potential and memory. He knew learning abacus mental arithmetic was very popular in Malaysia, and all countries around the world see education as an important sector. He wondered if he could create his own career in New Zealand through CMA's franchise system. Zeng has three children and the oldest one was ten years old at that time. He first had his children attend classes at CMA. Three months later, his children's skills in calculation improved significantly. Not only their intelligence, but also their memory, reaction and concentration abilities of his children were all enhanced significantly. Although Zeng had never understood abacus mental arithmetic before, he could pass beginner's level after teacher's training session.

He then found out that learning abacus mental arithmetic was not difficult.

Based on his own experience and his children's learning experience, Zeng deeply felt the teaching content of CMA was very rich with profound value. Therefore, Zeng signed the agent contract with Tai. He then migrated to North Island, New Zealand and established the CMA institute there. At first, most of the students were Chinese, gradually more local residents also joined in to learn abacus mental arithmetic.

In 2006, Liang Tian-ming, who had been living in Hong Kong for more than 10 years, was moving back to Melbourne, Australia

because his wife is Australian. In order to find a chance to start a new career in New Zealand, Zeng found CMA on Internet. He immediately contacted Tai who was working on establishing an office in Guangzhou. Afterwards, Liang and his wife went to Malaysia together to participate in teacher training. In July, 2007, Liang and Tai signed the agent contract of Australia office in Guangzhou.

However, Liang and his wife couldn't adapt to life in Australia, so they transferred the agent authority of CMA to Wu Li-lian and her husband, who lived in Sydney. They are from Singapore but have been living in Australia for more than 20 years.

Based on the two examples mentioned above, joining CMA's franchise system could support young couples that had just migrated broad to alleviate their financial problems.

On the other hand, while Tai Chiang Ching continued to assist agents from other western countries, such as New Zealand and Australia, he found out westerners were slower in learning calculating. Besides, western parents usually wouldn't ask children to attend tuition centres like Asian parents did. They paid more attention to physical education, such as swimming and ball games. They respected their childrens' learning inclinations.

Thus, Tai started to study techniques for teaching abacus mental arithmetic to two to three year old children, focusing on physical exercise and the development of hearing skills, visual images, the five senses and the imagination.

He designed some lively, simple and easy courses for learning,