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Training pupils

Tai Chiang Ching therefore chose an area located near East Longko Road in Guangzhou to conduct a market survey. He stood on the street and asked the passers-by, “Do you know what abacus and mental arithmetic is?” “Will you let your children learn abacus mental arithmetic?” “Do you think there will be students who will enrol if there is an abacus mental arithmetic institute established here?”

However, the answers he collected were: “What is abacus and mental arithmetic?” “That is outdated. Nobody wants to learn it.”

Although abacus mental arithmetic had been promoted by some educators in China, most people still didn't realise it was part of a valuable heritage. This was despite some schools in China having conducted experiments in abacus mental arithmetic education to help children in recognition, memory, and learning in math and physics, and consequently achieving great accomplishments.

Although the result of market survey was disappointing, Tai didn't give up. He calmed down and asked himself, “First, if the abacus mental arithmetic is popular in Guangzhou, many people will want to learn it, many abacus mental arithmetic teachers are available, and everyone knows the advantage and function of it, that means the market here is too mature for further development. Then I won't have any chance to expand my career here. Contradictorily, not many people understood what abacus arithmetic was about, which likely meant that the market had potential here. It was worthwhile developing. Secondly, abacus was invented by the Chinese and is a treasure of China. It had been popular in China for a long time. Although it was declining in China then, many other countries in the world were promoting it. Now almost every country was experiencing a rise in interest for learning abacus mental arithmetic.” As long as the wave of interest in abacus mental arithmetic continues, Tai believed the wave will strike China someday.

While Tai was standing on the West Longkou Road to observe, a young man often distributed flyers on the street. He would distribute the flyers in an energetic manner. Whether a passers-by took it or not, he would smile politely back at them.

One day, Tai asked his name and learned he was Chen Hongshi, a college freshman. Tai told him that he planned to establish CMA and wanted to hire some people to distribute flyers. Chen then immediately posted a notice for Tai on the bulletin board of the “QQ website” to summon a lot of young college students to help distributing flyers.

There were more than ten young men that Chen found from different provinces. They wanted to come to the big city after graduating from college to look for opportunities. However, they hadn't found their direction in life yet in this highly competitive city. They were still waiting for opportunities. Tai thought these young men to be well mannered while distributing flyers, vital because they represented the CMA while giving out leaflets. They would also need to answer some questions and explain what CMA was. Among them there was a young man in the age of 30s named Chen Zuoyu, who had operated a printing plant and worked as salesman. He came from Shandong to look for an opportunity in Guangzhou.

He passed by West Longkou Road every day and would receive a CMA flyer. He was curious and applied for the job as a flyer distributor. Tai had a good impression when he first saw Chen who wore suits and had a good interaction with Tai during the interview.

However, the hourly rate for the job of distributing flyers was only 7 yen. The maximum hours to distribute flyers was three per day.