## **Everything Has Its Own Value**

As we all know Hong Kong has face huge economic impact. Compare to several decades we are facing a lot of competitors especially China. I once gone to Nathan Road which is a road that extend from Prince Edward to Tsim Sha Tsui. As I remember, when I visit this road, there are lots and lots of shops (selling cosmetic, luxuries, sports, electronics…etc.) and restaurants. Recently I visit this road, it is astonishment that most of the shops and restaurant are being closed. Why? China. As we all know Hong Kong is just a point in a map, even large magnifier cannot spot, compare to China a section in Shen Zhen is several times larger than Hong Kong. They have wide and long roads, that extends several kilometers and beside are lots and lots of shops and shopping center, restaurant, hotels…etc. These kind of architecture and design gives travelers and citizen are more convenient way to buy goods and living, not talking about their full coverage of transport network. Compare to Hong Kong we also have this kind of architecture and design. However, due to Hong Kong is a spot on the map. Roads are not wide and long enough. We can not build a huge shopping arcade, shops and restaurant are not big enough as those in the Shen Zhen. We all know Hong Kong has the highest rent in the world, just a 700 square feet shop can cost you a rent of over 200 thousand Hong Kong Dollars or more. Without the support of mainland and world visitors, it is impossible to continue or do a business. Is it a way to solve this issue so that to come a win-win situation of the tenant and the property owner. Yes! As I said from the heading, everything has a value, even $1 dollar has a value, leaving a property closed, theotically has no value and will not be valuated, you can just think as a rotten field in a playground. In Hong Kong and I assume most of the countries in the world when tenants rent a property, we sign a contract, usually one to three years contract. For my opinion, I don’t judge this type of contract agreement because this kind of contract agreement has its own history and have been long use, this includes job contract, business contract, renting a commercial building…etc. In order to switch this situation. I suggest of a seasonal contract agreement. What is seasonal? We all know we have Spring, Summer, Autumn and Winter. Let’s take an example, If I am a tenant and want to rent a place to do a restaurant business. I go to the property owner and start to sign a seasonal agreement. I start at Autunm; I am doing Snake cuisine restaurant. As we all know Snake cuisine usually is famous for Autunm till Winter. This kind of seasonal agreement has great advantages. First food is based on seasonal for example snake and crabs. I assume you will not sign a fix 2 years contract to do business on only Autumn and Winter, and most of time doing other business not related to your business. Seasonal contract agreement comes to the play. First, I will start to sign an Autunm contract with a high rent price with the property owner. Then after I will sign a Winter contract. This Winter contract will base on the Autumn contract, If the tenants has profit and gain a lot of money, then the Winter contract rent will have a gradual increase. Due to the tenant has invest a lot of money in terms of construction work, staff. I am really sure the tenant will continue to sign a Spring Contract. Now the tenant will have a chat with the property owner to discuss the rent. Because Spring we all know is Chinese New Year and due to seasonal issue Snake is hard to find, except artificial raise. Never mind, it is now the tenant talk with the property owner, explaining the issue. If the owner and tenant make a good deal, then the tenant continue its Snake Cuisine business. If not, doesn’t matter. You just leave! Why? Because you just sign a seasonal contract, not 2 years contract! According to the Law, you don’t have to pay the remaining months. Trust me the property owner will make a good deal with the tenant. Why? Every property has a value, even $1 dollar! Closing the shop without renting out, has no value. If I am the property owner, I will not rent a property for just 2 seasons and leave it close for the rest of the months or years (For sure that they are doing right now). This kind of seasonal contract agreement can be applied to lots of properties including shopping center or arcade, car parks, commercial buildings…all sorts. The last word I want to express it again: **Every thing has a Value!**