

# 你想去拍一輛二手車嗎

上午九點多,天氣已有了中秋後的涼意,可是在位於 Twinsburg 的一個二手車競拍現場卻是氣氛熱烈,兩條拍賣線同時開啓,排成長龍的汽車以每分鐘一輛的速度奔馳而過,叫賣聲不絕于耳,\$7000……\$7600……\$8000……\$8200。現場的叫賣聲嘎然而止,一輛鏗亮的二手 Honda Accord 被一個年輕漂亮的女孩拍停了! 交易員小聲並帶着關愛的語氣對她說:“你可看好了,這車有些問題。”而這個女孩毅然用一個堅定的眼神拍下了這部車,她的顧客、車的買主 Case 留學生小劉在一邊緊張得不敢呼吸。

這裡記錄的是 10 月 7 日在 ADESA AUTO ACUTION 汽車拍賣過程中的一個細節, 這個出入于汽車拍賣行里唯一的亞裔年輕女孩叫 Cindy,是 Case 大學剛畢業的學生。Cindy 為什麼這麼自信就拍下這部“有些問題”的車呢?原來,在前一天,她已經帶領小劉等幾位想買車的留學生在汽車專家父親的陪同下對這輛車進行了認真徹底的檢查、試駕,並且對車子的“問題”做了維修估價,她還通過網絡把這輛車的市場行情摸得一清二楚。根據 KBB 的估計,價值\$12000-\$16000的車,在這裡以\$8200 拍成。再加上幾百元的修理費,這輛車仍然是物超所值。

Cindy 說: 看到我周圍新來的留學生總是為買車而煩心,我就想起我剛到海外的日子,那時因為沒有車,吃盡了苦頭。我孤身一人在異鄉東奔西走,不懂行又沒有時間,即使有錢也怕買不到可靠的好車,如今我做這一行是想在我父親的幫助下替為買車而苦惱的華人提供一個方便,讓他們免去我當年苦苦尋車的煩惱。

ADESA 二手



Cindy 很得意:看,這是我剛拍到的車

車行是每周四拍賣,周三對外開放,有執照的人可以到里邊去看車,試開。只要有人誠心買車,Cindy 父女倆就周三帶他們去看車,把顧客感興趣的車記下來,回家後一一研究,包括車價、問題維修等等,給顧客提出建議,幫助他們拿主意,周四一大早再拉上他們到拍賣現場競拍。

Case 的學生小雷說:“Cindy 爲了幫我買車,不辭辛苦,多次車接車送陪我看車,終於幫我找到了稱心如意的車,現在我們已經成爲好朋友了。”

CSU 的一位教授沒時間去拍賣現場,就電話委託,Cindy 也爲他買到了令他非常滿意的 Toyota Camry。

莘莘學子們忙于功課,沒有時間和交通工具,更沒有汽車專業知識,看車,選車成了一道難題。一些人即使在百忙之中擠出時間托上朋友到處看車,卻又不知道從何下手,拿不定主意。更有些人花了大價錢買到了二手車,送到車場驗車,卻發現買到表里不一的上當車。Cindy 父女接送大家選車,驗車,試駕,除去了很多人的買車煩惱,他們的熱誠服務贏得了廣大留學生的好評。

如果有人想請他們給你買車,可直接與他們聯繫,電話:440-941-1686 (伊利華報報道)



Asian Services In Action, Inc.

Position Available: **Program Coordinator (Cantonese or Fujinese Speaking)**

**Location: Cleveland, Ohio**

Pay Rate: **30-40 hours/week, great benefits (pro-rated), salary based on qualifications**

The Self-Sufficiency/Senior Services Department offers services to help needy individuals and families who are mostly immigrants and refugees and are limited English speaking living in Cuyahoga County. The Department provides employment services, job skills training, vocational ESL, life skills, assist individuals to access public benefits. In addition, the Department is responsible for congregate meal, socialization, and transportation services of older adults.

**Position Description:** Under the supervision of the Manager of Self-Sufficiency/Senior Services, the Program Coordinator is responsible for conducting the employment needs assessment of each enrolled participant, develop an individualized plan of action for self sufficiency and assist in addressing employment needs. The basic responsibilities of the Program Coordinator include the following:

- Conduct an employability needs assessment to determine basic needs and level of acculturation
- Develop an individualized employment plan for self sufficiency.
- Identify and connect community and employment resources to support participant's and family's employment, acculturation and self-sufficiency needs.
- Assist individuals to access and remove barriers to public benefits.
- Provide ongoing case management services to program participants and their families
- Coordinate and supervise program activities, events and workshops as assigned
- Attend all ASIA staff meetings.
- Other duties as assigned

**Minimum Qualifications:**

- Bachelor's degree in social work with experience or a master's degree in public administration, nonprofit management or social work.
- Experience in case management or social services
- Experience with and knowledge of the Asian communities is a must.
- Excellent written and verbal use of the English language.
- Must be bilingual in Cantonese or Fujinese

**General Information**

30 to 40 hours per week (varies based on need; benefits are available based on hours worked). The position offers great potential for growth and long-term, full-time employment opportunity. Benefits include health insurance allowance, retirement, paid vacation, holidays and personal days, opportunities for training and promotion.

**For further information, you may email your resume and coverletter to:**

Susan Wong, Manager (susan.wong@asiainc-ohio.org). No calls please.

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