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ABOUT US



Chris Monk

President and CEO, Executive Waiter Resources Inc.

Age: 35

Chris Monk typifies the passionate entrepreneur. He has learned by doing and grown his business by responding to client needs.

The 35-year-old left his native Ottawa for Vancouver in 1996 with \$1,000 in his pocket and a knapsack on his back. Monk's parents helped him out with a one-way ticket to the West Coast and he was determined to become a success in an adopted city.

"It's been a learn-as-you-go process," said Monk, who dropped out of high school to become a waiter.

He now heads **Executive Waiter Resources Inc.**, a firm that provides temporary high-end waiters for banquets and other functions at hotels.

The first year generated about \$77,000 in revenue. He expects \$400,000 this year despite a downturn in the hospitality sector thanks to fears of terrorism, SARS, mad cow disease and a general economic slowdown.

Monk fondly recalls how his mentor, **Jeremy Roncoroni**, strictly inspected his table settings at Toronto's prestigious **Sutton Place Hotel**: "I didn't realize then that he was teaching me my vocation."

Monk's success started to materialize eight months after he arrived in Vancouver. He founded EWR with a handful of employees; his firm now fluctuates between 80 to 200 staff.

He collects placement fees if his workers leave to work directly for a hotel, but most revenue comes from hosting banquets or providing staff on short notice to hotels who find themselves a few waiters short.

Staff rotation means he spends Saturdays training new recruits.

Biggest clients are the **Vancouver Club** and the **Terminal City Club**.

"My goal is to introduce my staffing and consulting services in Victoria and Whistler. Eventually I will be looking at expansion in Ontario and nationwide," he said.

Profession you would like to try: **Host of a hospitality show**

Where do you feel most comfortable? **Brittany, France**

Favourite movie: **The Count of Monte Cristo**

Currently reading: **Microsoft Publisher instruction manual**

Toughest decision: **Quit my job and start my business**

Car: **2002 Dodge Caravan**

Would most like to meet: **Jimmy Pattison**

Born: **Ottawa**