



# bwL lauded in 2008 Forbes Asia's 200 Best Under a Billion

## 全美入选2008福布斯亚洲中小企业200强之一

Following last year's success, bwL once again makes it to Forbes Asia's 200 Best Under a Billion companies in 2008. No doubt, the future's for us to take. Keep up the great work, Best Worlders!

紧接全美去年的成功，我们再此入选2008福布斯亚洲中小企业200强。毋庸置疑，我们的前景一片光明。全美人，再接再厉！



	US \$MIL	NET INCOME	MARKET VALUE
SALES			
<b>NEW ZEALAND</b>			
Endace / computer network measurement and surveillance (see story p. 36)	25	4	118
New Zealand Exchange / primary stock exchange in New Zealand	24	9	114
<b>PAKISTAN</b>			
Dawood Hercules Chemicals / rubber tire brand fertilizer	89	105	379
Indus Motor / distributes Toyota and Daihatsu vehicles in Pakistan	664	45	167
<b>PHILIPPINES</b>			
Ancher Land / high-end condominium projects in Manila	10	2	47
International Container Terminal Services / operates shipping container terminals	364	68	1,176
<b>SINGAPORE</b>			
Armstrong Industrial / die-cut foam and rubber components for consumer electronics	127	12	68
Asia Environment / integrated water and wastewater treatment	64	11	76
<b>BEST WORLD</b> / distributes nutritional supplements and personal care products	71	9	53
BII Global Marine / marine electrical products	57	12	68
Boustead / geospatial engineering software and services	218	37	367
CSC / heavy machinery rental and property management	251	21	125
CSC Global / industrial automation, information technology and logistics	281	29	314
Empire Green / high-precision metal components and tools	995	18	13
Ease / ship-chartering services for offshore oil and gas industry	144	68	568
Food Empire / manufactures instant beverages and frozen food (see p. 36)	933	22	181
Midea / stainless steel products used in high-speed trains	98	22	251
Kuffie Education / operates 16 design institutes throughout Southeast Asia	61	32	1,298
Straits Trading / in mining and property investments like the Straits Trading Building	242	337	161
Swire / offshore engineering, marine support and drydocking	158	52	368
<b>SOUTH KOREA</b>			
Canalbus / mobile phone and online gaming	24	7	43
DCM / metalworking	85	14	68
Eason Networks / business-to-business (B2B) and e-commerce services	47	4	98
Hankook Carbon / electronic components	208	23	118
Hyundai Materials / metal and stainless products for digitizing, wind turbines	246	25	485
Infiniglo / medical devices, such as blood glucose monitors	33	9	96

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SALES			
<b>SINGAPORE</b>			
<b>BEST WORLD</b> / distributes nutritional supplements and personal care products	71	9	53

## Classroom Snapshots 课堂片断

Take a peek at the latest goings-on at our training sessions!  
欢迎参观我们的最新受训过程！



Singapore 新加坡

105 attendees smile with their hearts.  
105名出席者发出欣慰的微笑。



Malaysia 马来西亚

Top marks for this fabulous course!  
“我们给这一级棒的课程满分！”



Taiwan 台湾

Grooming tomorrow's finest public speakers.  
决心栽培明日最优秀的公共演讲者。

## OPENING OF 2 NEW LIFESTYLE CENTRES IN CAMBODIA 柬埔寨拥有2家生活馆

1) Parkway Square Lot No 1-29 #113, Mao Tse Tong Boulevard,  
St 245 Sangkat Toul Svay Prey I, Khan Chamkamorn  
Phnom Penh Cambodia

2) No 196 Road Preashinan  
Phnom Penh Cambodia

\* Congratulations to the 2 new LCs in Cambodia!恭喜两家新的生活馆！

\* Distributors can now purchase our bwL products in the 2 above-mentioned locations. 直销商现在可以到这两个生活馆提货！

## REGIONAL ANNOUNCEMENTS 区域资讯

# Achievers' Day 成就日

27 September 2008, Singapore 九月二十七日 新加坡

Top Singapore sales achievers gathered for an unforgettable day to share their recipes for success and chart new paths for growth.

新加坡的顶尖直销员聚集于难忘的一日一同分享彼此的成功心得，并且为未来的进展作规划。



Dr. Doreen captivates the audience with her animated presentation. 陈博士以生动的陈述与观众打成一片。



"Mark our words: We will scale new levels of success!"  
“我们一定会再攀新的高峰！”



Smiles, laughter, hugs – it's all in the family.  
不间断的笑容、笑声、拥抱。多温馨的一个大家庭！

## Entrepreneurs' Digest Feature Spotlight 企业家杂志名人焦点

Dr. Dora Hoan shares her thoughts on being a female entrepreneur in 2008 Jul/Aug's issue of Entrepreneurs' Digest. Here are some choice snippets:

### On being a successful entrepreneur:

"A successful entrepreneur is one who has vision, can communicate that vision to employees and align their goals to that of the organisation. Only then will they trust the leader and be willing to follow the lead."

### On being a woman entrepreneur:

"A different place calls for different roles. At work, act like a man because you have to be tough to handle problems and challenges."

范文瑞博士在今年七/八月份的企业家杂志与大家分享身为一名女企业家的感想。以下是一些摘要：

### 身为一名成功企业家的感言：

一名成功的企业家必须眼光独到，而且能清楚地把自己的意见与下属分享，让大家能共同向机构的目标迈进。有了共同的意识，一名领导者才能得到下属的信任与承诺。



### The Battle of the Fairer Sex ASEAN OUTSTANDING WOMEN ENTREPRENEUR 2008

On June 2008, Dr. Dora Hoan, CEO of Global Entrepreneur Women Worldwide, was awarded the ASEAN Outstanding Women Entrepreneur 2008 title by the ASEAN Chamber of Commerce & Industry (ACCII).

The achievement was held during the 2008 Global Women Summit, organized by ACCII, in Hanoi, Vietnam.

Accordance with ACCII, Dr. Dora Hoan has been involved in the field of business development and management, especially in the field of business administration, business leadership and entrepreneurship, social entrepreneurship and sustainability, as well as business administration and its implementation, mainly right now.

Dr. Dora Hoan, President of CIOB (Singapore), Vice President of ACCII, Vice President of Asia-Pacific Business Federation, Vice President of the Singapore Business Federation, Vice President of the "I am not anonymous" Initiative to represent Singapore in the "I am not anonymous" campaign.

"The role of a woman entrepreneur is to be a good problem solver and it is something I have done."

That is the best advice of Dr. Dora Hoan,

which has strong presence among

the members she throughly represents.

Development and Training, Asian Business Development, Public Communication and entrepreneurship.

The business contributes to the society by communicating and creating opportunities in business and helping the top 100 organizations create millions in the Asia Pacific Region.

Selected by Forbes."

The confidence for our in the business performance in the Business Administration and Social Entrepreneur and Leadership categories throughout the last ten years. Dr. Dora Hoan has been involved in the field of business development and management, especially in the field of business administration and its implementation, mainly right now.

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She is an excellent speaker, teacher, mentor and leader."

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world of work. She faced difficulties starting her company. However, Dr. Dora Hoan has managed to overcome them and become the successful entrepreneur she is today.

The reason for being a successful woman entrepreneur, she says, "One has to believe that one can do difficult things."

"And from this, one can think of the big projects for a business and focus on success in business. But the most important factor has to be leadership. A successful entrepreneur is one who has a vision and communication that motivates employees and helps them reach the goals of the organization. Once these tell their goals to the audience, they will follow the leader and be willing to follow the lead."

The success of Dr. Dora Hoan is reflected in the business world, and it is an example to the young entrepreneurs. She said that these entrepreneurs should possess the skills of vision and innovation in business and at home respectively.

She also said that she is determined to work all the time to help others and contribute to the growth of the business.

She said that she is currently completing the certification for her first book, "Women in Business".

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月见草油虽较受女性欢迎，但您可知道琉璃苣子、黑加仑籽油所含的脂肪酸和伽瑪亞麻油酸成份远远超越月见草油。

# 有益脂肪

## 事实：脂肪对您有益

不管是男性或女性的饮食都不可缺少伽瑪亞麻油酸，因为人体无法自然合成。伽瑪亞麻油酸是人体主要脂肪酸之一。它会转变成荷尔蒙物质前列腺素E1，促进人体新陈代谢。

前列腺素E1有助解除女性月事所带来的不适，并促进系统循环、减轻水肿症状。前列腺素E1对骨节酸痛浮肿特别有效，因为它有助消炎和解除不适。

月见草油含有8-10%的伽瑪亞麻油酸。与其相比，琉璃苣子油所含的伽瑪亞麻油酸高达20-27%，而黑加仑籽油的含量则是19%。换句话说，琉璃苣子、黑加仑籽油是伽瑪亞麻油酸最经济实惠的来源，因为您只需服用较少量的琉璃苣子、黑加仑籽油，就能吸取身体所需的伽瑪亞麻油酸份量。

琉璃苣子、黑加仑籽油中的伽瑪亞麻油酸可说是最纯净的。因为它来自天然及无杀虫剂的来源，能直接被人体摄取。

## 维格尔琉璃苣子、黑加仑籽

维格尔黑加仑籽油是特别为较轻微症状的顾客而配制，而维格尔琉璃苣子油功效较强适合较严重症状的顾客服用。维格尔琉璃苣子油是100%取自琉璃苣种子，而非其植物的其他部分。

维格尔琉璃苣子油于纽西兰制造，并受纽西兰回教联邦协会认证为合乎伊斯兰教的产品。维格尔黑加仑籽油则于美国制造，经由美国伊斯兰食品与营养协会认证。

### 服用指示：

#### 解除月事不适：

在月经前后一个星期服用2颗维格尔琉璃苣子油或黑加仑籽油胶囊。月经期间转服一天1颗胶囊。

#### 更年期女性：

每日服用1-2颗维格尔琉璃苣子油胶囊。

#### 因更年期而产生的不适：

白天服用1颗维格尔Actifem或双衡及2颗琉璃苣子油胶囊或3颗黑加仑籽油胶囊。睡前服用1颗钙镁胶囊。

### 袋袋小资讯：维格尔琉璃苣子、黑加仑籽油

- 提高人体免疫力
- 接触女性月事不适
- 消除水肿症状
- 促进人体循环系统
- 帮助自然燃烧体内脂肪
- 有助护肤、护发及护甲

### 促进新陈代谢、燃烧脂肪、增加精力和提高警觉：

白天服用1颗维格尔超级鱼油软胶囊和1颗琉璃苣子油或黑加仑籽油胶囊。

### 平衡荷尔蒙和减轻水肿症状：

早晚服用1颗维格尔琉璃苣子油或黑加仑籽油胶囊。

### 促进指甲健康：

服用1颗维格尔黑加仑籽油或琉璃苣子油胶囊，1颗口嚼锌片及2颗钙镁胶囊。

### 消除空气潮湿所引起的关节不适：

服用1颗维格尔双衡或五行；饭后2颗黑加仑籽油胶囊或1颗琉璃苣子油胶囊及3颗关节灵。

### 皮肤干燥、出现磷状或红疹：

空肚子服用1颗维格尔初乳胶囊，1颗琉璃苣子油胶囊或2颗黑加仑籽油胶囊以及饭后1颗口嚼锌胶囊。

### 消除皮肤粉刺：

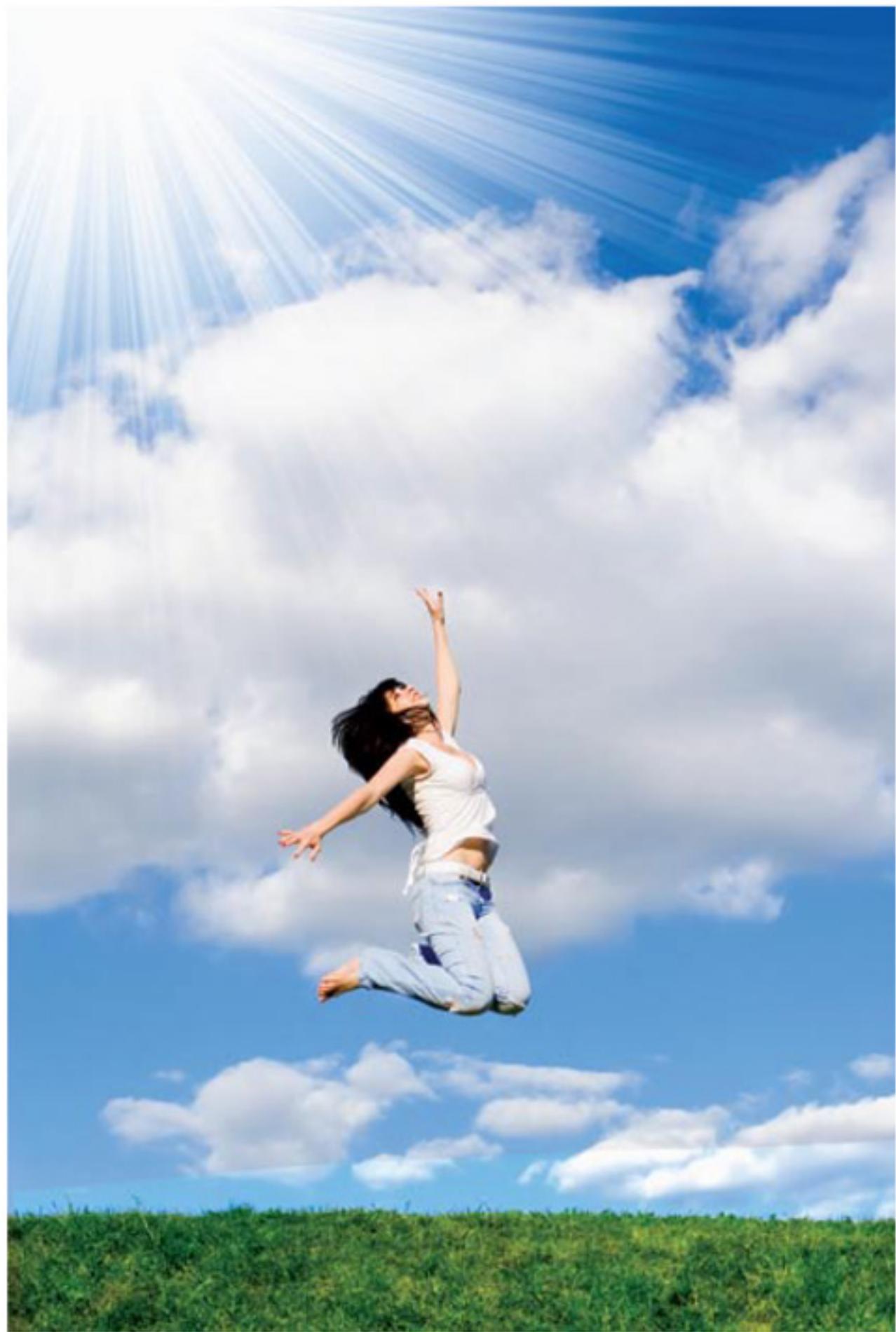
每晚饭后2个钟头服用1小条维格尔AB有益菌；1颗琉璃苣子油胶囊或2颗黑加仑籽油胶囊；1颗口嚼锌或口嚼C药片及每日把1小袋珊瑚钙泡在至少1.5公升的水里。



琉璃苣子油经由纽西兰伊斯兰联邦协会认证为Halal产品



黑加仑籽油经由美国伊斯兰食品与营养协会认证为Halal产品



## 真情分享…

溫麗仙,香港

“从我第一次月经起,一直饱受腹痛,水肿,胸部不适等困扰。当出来社会工作后,差不多每个月都要看医生,痛得严重时,更会腹泻,必须长期依赖止痛药止痛。大约两年前,那时我面上有很多暗疮,朋友介绍维格尔琉璃苣籽油给我舒缓豆豆发炎状况。服后,皮肤不但改善了,而且经前不适的症状亦一扫而空。维格尔琉璃苣籽油解决了困扰我多年的不适,现在我每个月都快快乐乐地渡过。”





全新升级版的皙之密Q10晶莹面膜现在含崭新配方的组合，辅酶Q10、纳米纯黄金粉及 $\gamma$ -PGA（聚麸胺酸）。严选采用最高品质的99.999%纯黄金且具有高达4600倍的保湿能力，皙之密Q10晶莹面膜可有效的加强肌肤弹性和提高角质层及肌肤表层的锁水功能，舒缓干燥与疲惫的肌肤。

#### 辅酶Q10

Q10或“辅酶Q10”是修复与促进细胞再生的维他命。随着年龄的增长，肌肤的Q10会逐渐减少，因而降低肌肤生产胶原蛋白的功能。因此，Q10所扮演的角色就是促进细胞修复，维护细胞受到自由基的破坏及老化效应。

# 弹力十足的 QQ肌肤

全新升级版的皙之密Q10晶莹面膜

#### 纳米纯黄金

严选采用最高品质的99.999%纯黄金，研制的纳米黄金粒子只有我们毛细孔的1/2000，非常容易渗入真皮层。纳米纯黄金加速细胞的修复及促进胶原蛋白的生产，给您晶莹剔透及年轻的肌肤。

#### $\gamma$ -PGA（聚麸胺酸）

萃取自纳豆菌的发酵物，其保住水分的能力高达4600倍，是玻尿酸的五倍。 $\gamma$ -PGA能有效加强肌肤的弹性，提高肌肤的锁住水分的功能来舒缓干燥与疲惫的肌肤。它也能抑制黑色素的形成来达到美白肌肤的效果。此外，经离子化的黄金也能依附在 $\gamma$ -PGA渗入真皮层，使肌肤达到更佳的吸收效果。



#### 传导技术

皙之密Q10晶莹面膜采用天然植物胶原蛋白，一种能高效吸取并释放活性养分至皮肤内层的传导体。只需20至30分钟，皙之密Q10晶莹面膜的厚度会由2毫米减至约1-1.5毫米，让肌肤吸收高达98%以上的营养成分。

#### 证实功效

- 补充肌肤的胶原蛋白，维持肌肤弹性让肌肤呈现亮丽光彩。
- 采用天然因子让肌肤得到水分及养分，减少粗大毛孔。
- 通过细胞再生，使老化肌肤重获新生。
- 减少皮肤黑色素的产生，迅速淡化暗淡无光的肤色。
- 减少自由基对肌肤的破坏以保持肌肤的青春光彩。

\* 使用方法，请参阅产品目录

# 有效的 亚洲式 减肥方法



您可曾有过类似的经验？不论您多努力地运动，减少至每日一杯无糖咖啡或茶，戒烟戒酒，并尝试各种减肥方法，您的体重还是不断增加。如果您感同身受，那您与许多人都有共鸣。是很多人有所不知，其实年龄、体格虚弱、压力和不平衡的饮食习惯都可能成为体重增加的因素。体重的增加不单因卡路里量而定，也要看人体消耗这些卡路里的效率。

能量或气是健康的基础。气充足能促进新陈代谢，把所摄取的食物消耗成能源和血液；相反的，气不足会造成消化不良，废物的累积排泻，体内不但积水，也累积痰、脂肪和囊肿。

在亚洲一带，人们减低及预防脂肪和脂肪团累积由增强气开始。气不足会直接影响人体，例如能量的减少会导致衣服尺码增加。我们也会有沉重、浮肿、迟钝、积水的感觉，甚至腰围变粗。通常在这种情况下，我们会选择快速减肥疗程。您也可能看过一些减肥饮食计划推荐饮用低脂肪、生食、低碳水化合物高钙食品或适量摄取每种食品。但，这些所谓的概括饮食计划都非量身定做，所以就算有些食品对减肥有帮助，但却因您的消化系统和气与他人有异，而产生不同的效果。

有效的减肥方法不是以极端的饮食或药物来达成的，而是增强体内的气。消化气不但因人而异，而且也因时而有别。因此，所谓的减肥饮食必须因人而定。

最有效的减肥方法就是增强您薄弱的气，因为传统中药把超重视为气不足。在中医观点里，消化系统与人体其他部位的功能如呼吸、循环和免疫力是有关联的。因此，要减轻体重就必须考虑到饮食以外的因素，如体质等。要有效地应付潜在的长期体重问题就必须先增强体魄，再谈减肥。

若您体内气不足，您会有感体重在食量不多的情况下有所增加。体重的增加是因体内积水而造成，此现象命名为水肿。水肿会让您有沉重、浮肿的感觉，并导致脸部、脚踝甚至全身浮肿；您也会在月经到来之前或操劳之际感觉疲惫。不但如此，您会消化不良、易于过敏、荷尔蒙失调或情绪化。这些症状都会在体内气被操劳过度或被压力压抑的情况下产生。如此一来，脂肪细胞会因器官无法有效排毒而积满液体。

这种积水症状与肾脏和肾上腺问题有关。肾脏和肾上腺不健全会导致泌尿问题，如过量或不常泌尿、月经失调、性健康不佳和忧郁症。您无需减少饮食中的卡路里，而只需增强体内的气和多休息调养。草药能帮您达到双重效果，让您体内有充足的能源有效地消化和排毒。

根据传统中医学理论，“水”指的是肾脏和膀胱—人体气或生命力的由来，也是性能力和免疫力的基础。您可能注意到在疲劳、忧郁或月经前荷尔蒙转变期间最让人对油腻食物产生欲念。相反的，肾脏和膀胱气充足时，我们就不会出现身体水分不协调的情况。

甲状腺病常与水肿画上挂钩，因为甲状腺对新陈代谢及心跳率有间接的影响。甲状腺病也常不佳的集中力和边缘性忧郁症有挂钩。患有忧郁症的人会更难减轻体重，因为他们常以吃来寻安慰。尽管如此，只要能改进体内气就能摆脱疲劳、暴饮暴食、消化不良和忧郁的纠缠。

净化和增强体魄是最有效的减肥方法。挨饿只会对我们的免疫系统造成伤害，也会提高我们患忧郁症的机率。相反的，低脂高能源食品和草药有净化及增强作用，能使我们容光焕发、精神抖擞！

#### 检查您的舌头！

若您有水肿、精力疲乏、舌质淡及频尿且尿液透明，那您有阴寒症状。您能照以下的基本方法来控制您的体重：

#### 1. 摄取有净化功能的营养素以减少积水和体内毒物

维格尔AB有益菌含双叉乳杆菌和乳酸菌，有助于刺激大肠的蠕动以改善消化排便的困难。人体肠胃应每日排便，不然的话会引发肚胀和打嗝问题。此现象是因隔夜毒物在大肠排放多余的有害细菌，导致气体和酸的产生，以至引发肚胀和打嗝。因此，越快消除有害细菌，消化系统就会越健康。平坦的腹部也就油然而生。

维格尔珊瑚钙含多种矿物质，有助刺激酶的功能以提高消化系统排除固体和液体中毒素的能力。过酸的血液会把毒素捆在体内，并解除酶的正常运作。这会使人体新陈代谢缓慢下来；健康因脂肪在体内和血管的堆积，而亮起红灯。



## 2. 摄取基本脂肪酸能帮助减低胆固醇和脂肪

奥米加-3基本脂肪酸有助提高脂肪的燃烧，并降低饱和脂肪的燃点，防止它们堆积在血管上。同时服用奥米加-6基本脂肪酸能增进奥米加-3基本脂肪酸的功能。为达到有效体重控制效果，您可摄取维格尔超级鱼油2000和维格尔黑加仑籽油或维格尔琉璃苣子油。

## 3. 利用中草药来去除凝滞气以恢复体内的活力

维格尔双衡含有七种不同的草药，使血液暖和；维格尔五行含九种不同草药能去除五脏六腑的凝滞气。如此一来，您会感觉精神、有活力、呼吸顺畅和头脑清醒。初时服用双衡和五行可能会有喉咙发干现象。若您喉咙痛，就表示必须多喝水把体内的热毒素和湿气给排泄出来。您的身体会逐渐适应草药、恢复精力、淡舌质会有所改善恢复健康嫩红的颜色、水肿液也会减少。

**若您有水肿、红肿干燥舌头、常极度饥饿、口渴或尿液深浊油腻，请依照以下方法来控制您的体重：**

## 1. 摄取净化草药和营养素来降低水肿和体内排泄物

服用含有中草药的Optimax清轻果有助减少困在消化系统内的热毒素和湿气。这些草药帮助去除肝脏热气、促进肠壁的蠕动，并增强排泄功能。这些草药也帮助去除困

在体内的排泄物、帮助消化系统排毒、促进新陈代谢、改善行动迟缓、增强免疫。服用维格尔珊瑚钙或含有芦荟的维格尔芦荟花粉，能帮助养颜、滋润和降低发热身体的温度。它有抗炎和治愈伤口作用，能为糖尿病患者降低血糖成份，也能有效地消除便秘。芦荟花粉含有蜂皇浆，是丰富氨基酸的来源之一（氨基酸是蛋白质的基础）。氨基酸比肉类食品和植物蛋白质更营养，因为它容易被消化。氨基酸也含维生素和矿物质，能在除去消化系统的毒素和排泄物后帮助调养身体。

## 2. 摄取抗脂肪肝的维生素能降低胆固醇和脂肪

抗脂肪肝的维生素如胆碱能帮助把体内脂肪输送到肝脏以维持肝脏的健康。它也能帮助燃烧被输送的脂肪以提高能源，并在新陈代谢过程中催化脂肪的燃烧。若无足够的抗脂肪肝维生素，脂肪和胆汁会被困在肝脏中影响脂肪的新陈代谢，可能会导致肝硬化。脂肪燃烧和肝脏功能都需要胆碱最为基础。维格尔健脑丸565含100%纯磷脂酰胆碱，能为人体提供所需的胆碱。若无足够的胆碱，人体将会产生体重增加的现象，肝脏和心脏也会随后失调。





# 直销网中人的 和谐因子



直销体系上下线之间的连结加上旁线及友线间的互相连结，把这些线与线之间连接起来就如一面密密麻麻的网。

这面网是脆弱如游丝还是坚固如钢丝就依赖造网的原料。基本上，网的连结以利益为主，感情为辅；而感情及利益往往是主观以及敏感的。

如果网的联系是基于利益，那么网中人会以利益为出发点，出尽手段去争宠、争资源、争下线、争客户，争吵不断，冲突接二连三，又如何可能和谐共处！

如果网的联系是基于感情，感情好的一群容易结党成派，派系一旦形成也可能造成异党对立，更何况人非圣人，总会对自己党内人偏袒及护短。派系的产生也会令体系走向政治化，进而互相排挤及针锋相对。

试想想，当体系间出现争吵及对立时，火药味重，气氛也一定紧张得令人窒息，在这种恶劣的环境下与斗争不相干的人自然不想加入战局，为了要置身度外，能避则避，恨不得快点跳出这个是非圈，这也是造成直销业失去人才以及造成很多人对直销圈望门止步的其中一个原因。而对于那些局中人，他们为一口气，把精力花在内讧，又怎能创造更好的成绩？战败者往往会赌气而毅然退出江湖或另立门户来示威，还可能乱拉人以及乱讲话，对直销产业、公司及体系造成负面效应。

因此，有智慧的直销公司与体系领导都会携手协力去给网加料，以加强网的联系并预防派系的产生及冲突的发生！

预防破网及给网加料的方案有几个：



### 其一：系统运作，重视伦理法则

推出系统以及一套维持体系运作的伦伦规矩，规定体系中什么应做，什么不该做，强制每个体系中人必须遵守，犯规者应该被系统驱逐体系之外。

当然，为了体系和谐的大局必须牺牲一些犯规的人是在所难免，不要因为少数几个不守规矩，胡作非为的人就会把体系弄得乌烟瘴气，人心惶惶；所以要以系统来为网加料，必须严格执行才能见效。

若系统成功运作，网中人就能相安无事，真正发挥系统的复制威力。可是在今日讲求自由民主及人权至上的社会，要每个网中人遵守系统及伦理法则实在不容易，系统的推行需要体系领导的共识，也要共同的毅力与信念，而系统的普及化更需要长时间的教育与熏陶也将是一大挑战。

### 其二：公司管理层主持大局

公司管理层不只是资源的分配者，也是秩序的维持者，如果公司管理层不能以公正、公平的原则去主持大局，天下将大乱。

但是管理层也是人，而非圣人，他们是否够专业，能否大公无私而置身网外，并不去参与网中人的纠缠，对很多人来说将是件不容易的事。

公司管理层要扮演警察的中立角色，他们一方面要与网中人维持友好关系以得到信任，但也要保持一定的距离，因为人往往会因感情太好而偏袒或护短。

管理层若与网中人的一些人太亲密，也会招惹嫉妒及猜疑；直销管理层往往成为网中人兵家必争的重要资源，一些比较精明的直销领袖会使出浑身解数去巴结管理层以达

到笼络人心的动机，一些处世不深或感性大于理性的管理层容易跌入情网而不能自拔。另一方面，当管理层处事不当时也会成为千夫所指的对象。作为直销公司的管理层肩负重任，应随时清醒自己的专业角色，不要陷入网中，成为党派中人，该看待直销商是你的伙伴要去扶持同时也是你的顾客要去服务，时时秉持专业精神及操行，尤其在处理网内纠纷及争夺事件，绝不能去偏袒或护短，秉持人人平等的原则而不应该对一些人

赐以特权或厚待，因为任何不公平的处理将会使受害群对管理层丧失信任及信心。

因此直销公司要去造就及栽培高素质大格局的专业管理层甚为重要。唯有清明公正的管理团队才能为网中人主持公道并维持网的和谐。

### 其三：强化价值观及使命感

一个人拥有怎么样的价值观及信念造就了他的态度及行为。因此要令一个人的行为检点，态度改善的快捷方式就是从他的人文价值观及信念着手。

所以为体系灌输一套正面的人文价值观及信念显得非常重要，当网中人拥有正面的价值观，其待人处事的态度及行为也会改善，尤其是当他可以把实现愿景及梦想为使命时，眼光会放远，格局会扩大，把问题看小，与人的距离拉近，对人信任度也加强，网的凝聚力也会强化。但是，灌溉价值观及信念是一项巨大工程，要达到网中人拥有共识，需要时间及耐力，更重要的是公司领导人，管理层及体系领导人一定要以身作则来身教才能见效。

以上三种方案能给网加料，提升网的韧度与和谐度，每一种方案的施行都不容易，需要有很大的耐心及决心才能成功，为了要打造更坚固的网、打造永续经营之路，有智慧的公司领导层、管理层及体系领导人自当同心协力，以信心及毅力去创造更大、更坚固及更和谐的网。

# 珊瑚钙，生命的泉源

您知道珊瑚钙及其丰富的矿物质对人体的益处吗？来测试您对珊瑚钙的认知吧！

1. 珊瑚钙富含74益于健康的\_\_\_\_\_。
2. 珊瑚钙富含丰富的  负离子  正离子。
3. 珊瑚钙含有来自日本南海岸，\_\_\_\_\_海的海洋矿物质。
4. 猜猜珊瑚钙所含的其中一种重要的矿物质。它也能增进人体的骨骼，牙齿，肌肉和神经的健康。
5. 珊瑚钙平衡人体的酸碱度，保持在微  酸  碱 的水平。
6. 您可循环使用用过了的珊瑚钙，把其沙粒倒入盆栽里的泥土，让所栽种的花圃茁壮成长。  
 是  否

## 听听珊瑚钙使用者有什么说：

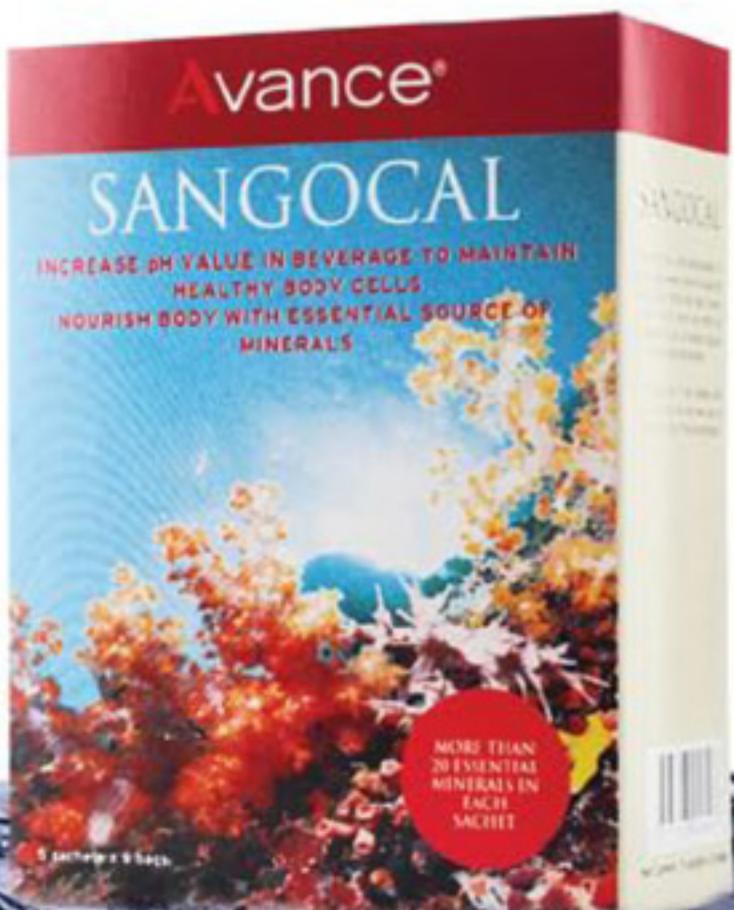
李春惜, 44岁, 马来西亚

“由于生意上的关系,我时常要应酬和参加宴会,在宴会中觥筹交错,难免会摄入几杯。但每次几杯下肚后,我就感觉到头晕目眩甚至于会呕吐。过后还会头痛,无法专心工作。每当我酒后头晕之际,我立刻撕开一包珊瑚钙,把所有的珊瑚砂一并吞下,在很短的时间内,我的醉意消失了,过后也不会呕吐和头痛。自从我开始服用珊瑚钙后,我也感到身体比较舒畅,人也比较精神。”



唐晓梅, 46岁, 新加坡

“我觉得加了珊瑚钙的水味道比较好喝,身体也比较容易吸收养分,促进代谢,排掉体内多余的水分,甚至还可以达到消除水肿的效果。”



# 亲爱的全美同事们，

你们在这2008年里的收获如何？通货膨胀或全球经济走势是否直接影响到你们的生活习惯？生活中的压力是否让你日益烦躁？与其为无法预测的未来或受挫的经历感到困扰，不如时刻紧记机会无处不在。所谓富在险中求，有时候时机就在你最意想不到的地方出现。

在全美世界，我们为你们创造无数的成功机会。我们的庞大客户网络，再加上杠杆效应，使我们拥有无限量的资源。我们在柬埔寨的第一家生活馆于今年9月诞生。

自世界直销协会联合世界大会20年前在新加坡举行以后，此活动又再次于今年十月八号至十号回到我国。这次的主题“丰富全球生命”反映了直销如何以无门槛条件让世界各地的人得以掌控自己的生命、自力更生，并同时能有机会在事业上取得骄人的成绩。基于全美总部设在新加坡，再加上我们是直销行业的提倡者，全美以本地唯一白金赞助商的名义为此活动表示支持。

我们皆尽所能为你们提供优质的产品。我们很荣幸能为你们带来新改良的皙之密Q10晶莹面膜。它含有99.99%的纳米金，让您能取得78%的皮肤疗效作用，使皮肤更有弹性和光泽。预知更多有关此产品的详情，请参阅我们的保养秘诀版位。

另外，我们还有一个好消息给所有的忠实网络领导者 - 我们的新改良的企业网络计划已获得了大马及其他区域政府的批准。因此，我们已在今年十一月一号推出这个新晋产品。我们相信新的企业网络计划会为专心经营的直销商带来更多收获！

随着今年底的到来，我恳请大家回顾你们年初所立下的目标，并立志完成那些未完成的任务。欢迎携带一位朋友到我们的KASH培训，并重新探讨全美所呈现给你们取得成功的平台。以积极的态度，勤奋的工作守则和一个成功进取的心态去迎接新发展。

我们爱你！



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范文瑞博士,创办人

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