

LEGACY LIFE

传 承 生 活

RETURNLEGACY® | 2020 JULY

BUSINESS GOING ONLINE:

WELCOME TO THE
NEW NORMAL

MESSAGE FROM COO

E-COMMERCE SET TO BLAZE A TRAIL
INTO THE FUTURE

HOW TO BOOST
YOUR IMMUNE SYSTEM
FOR LONGER LIFE?



PROTECT AGAINST GERM

A'MAZE ANTIBACTERIAL BODY WASH

JUL
2020

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In a world swept by a pandemic unseen since the Spanish Flu in the 1900s, Microsoft founder Bill Gates' prediction in his 2015 TEDTalk was on the mark. In a little over 6-months, COVID-19 exploded in scale and speed. Some are predicting this will forever change the face of modern living we know today, some are saying we will never be able to go back to how things were - hence coining terms like 'new normal'.

Adaptability however, has always been one of the great traits ensuring the survival of humanity. If anything, COVID-19 could perhaps be the change catalyst needed to spark humanity into embracing change once more.

E-COMMERCE

SET TO BLAZE A TRAIL INTO THE FUTURE

The future of global e-Commerce has always been on an upward trajectory since the fourth industrial revolution, COVID-19 has potentially put this on steroids. According to Marketwatch 2020, the forecast of e-Commerce penetration rates is set to increase from 15% in 2020 to 25% in 2025. Hence, it was imperative for Return Legacy to build its e-Commerce capabilities which began in September 2019.

The 'new normal' which COVID-19 has imposed upon all of us have changed our daily habits-people would rather stay indoors, brick-and-mortar establishments lost its appeal almost instantly as people started flocking to online and digital spaces to fulfil various purchase needs.

COO OF RETURN LEGACY
TONY SAW

WE BELIEVE

DIGITAL PLATFORMS

WILL FORM A
KEY ELEMENT IN

**OUR CORE STRATEGY
TO EXPAND OUR
BUSINESS NETWORK
WORLDWIDE.**

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This sudden seismic shift meant that a lot of the physical interactions and habits in conventional environments were transplanted onto the online space. According to a survey by Single Grain Digital Marketing Trends, 82% of consumers who have a question want an 'immediate' response. This has made conversational marketing even more important as it facilitates a one-to-one, real time connection between businesses and consumers.

Return Legacy's customer service principle is to always provide instant replies when receiving messages on social media platforms. In ensuring we provide the best level of service, distributors are encouraged to respond to customers as quickly as they can whenever messages or inquiries are received on their personal social platforms. Return Legacy also leverages chat-bot technology, where it ensures our e-Commerce platform is able to immediately provide a response to distributors and potential customers whenever there's an inquiry. Usage of mobile devices are also further driving e-Commerce growth, hence we've made ours mobile friendly and easily accessible. Our e-Commerce platform also provides both Debit and Credit Card payment functions to boost the online shopping experience. Easy Payment Plan facilities powered by Public Bank provides an additional option for distributors.

Return Legacy's e-Commerce platform contains a wealth of resources and content such as videos, photos, Legacy Life, and product information where distributors can easily access to for additional support.

BUSINESSES GOING ONLINE

WELCOME TO THE NEW NORMAL

Covid-19 has ushered in the dawn of a new age. We have learned to change the way we do many things, and business is no exception. While economies and societies cautiously reopen, we believe that the new way of buying and selling is here to stay. Online is safe and convenient. Therefore, online is the new normal.

In our previous issue, we covered the “Isolation Economy” wherein people conduct their daily lives mainly from the comforts of their own home. And it is very fortunate that we have the internet; because even during the worst months of the pandemic and the lockdown, it still provided a way for us to make a living, educate our children, buy our daily necessities and stay in touch with our loved ones. Imagine how much worse everything would be without the internet!



Therefore, it is no surprise that the big winners, if we can say such a thing, of the pandemic are actually digital services and online businesses. Billionaires like Jeff Bezos of Amazon, Mark Zuckerberg of Facebook, Eric Yuan of Zoom and Tesla's Elon Musk have all become even richer due to people using these platforms to shop (Amazon), to stay entertained and in touch (Facebook) and to collaborate at work (Zoom).



In Asia, online business was on the rise even before the pandemic. For Malaysia, the growth of retail online is 200% year on year. Consumers love the freedom and convenience that came with shopping online. As retailers became wiser, they have also streamlined the process to make it much easier. Gone are the days when customers had to go through a tedious process to set-up an account before shopping.

As recently as maybe 10 years ago, people were still wary about giving their financial details to retail websites. Today, systems are set in place that put customers' minds at rest. Most of us would not mind giving our credit card details to a website. Even older customers, after this pandemic, have learned to embrace the ease of online shopping.



In contrast, traditional retail in brick and mortar outlets are facing a depressing situation. Nearly everyday, there is news of stores closing down. In Malaysia, casualties include multiple hotels, Blu Inc Media (a publishing house), MPH (bookstores) and the Delicious chain of restaurants. Globally, big brands like Zara and Starbucks have announced the imminent closure of stores around the world.

STAYING RELEVANT IN CHANGING TIMES

All of us must be prepared to adapt. If you're setting up a business, it would be wise to utilize a "digital first" approach where you prioritize reaching a customer through digital means. After all, with tools like smartphones, video conferencing and social media live-streams, is there really a need to meet a customer in person? That is the question.

It would be wise to break out of the traditional mindset and be open to change. Charles Darwin said, "It is not the most intellectual of the species that survives; nor is it the strongest, but the one that is most adaptable to the changing environment in which it finds itself." As an entrepreneur, if you can view change as a positive thing, then a world of opportunity opens up for you.



WHAT YOU CAN DO TO THRIVE IN THE TIME OF PANDEMIC

If you're an entrepreneur taking advantage of this time to go online, there are some things to consider.

Be ready to question what you think you know. Many of us are still stuck in the traditional way of thinking. We may think people will never buy eyeglasses online since they would like to try them on first. However, there are already brands doing so. Think instead what you can do to make the experience a good one. Maybe you need to have a very flexible returns policy. Maybe you need to consider sending a dispatch to collect the item from the customer if they want to return it, so they won't have to pay extra for postage. No matter the size of your business, there are strategies that will help you thrive in an online space.

Another thing is to be ready to scale. The greatest dream of an entrepreneur is to have your sales soar. But if you are not ready to scale, then your greatest dream may become your nightmare. Imagine if you suddenly get a 30% increase in traffic on your website - can your servers handle it? Or will it crash and leave people irritated and running to your competitor? So be ready. There are technologies out there that can help you with this, so do your research.



The customer is truly king in this new model. We live in an age where consumers can just reach out on Instagram or Facebook to their brand of choice and they do expect prompt replies. They do expect to be taken seriously - poor customer service can be made viral and bring lots of bad publicity to a brand. In any case, it is always good practice to solicit for customer feedback and stay on top of what they value. Consumers today are knowledgeable, well-informed and have access to more options than ever before. A truly savvy online business must take their customer's likes and dislikes as well as the current trends.

If you have embraced the online business model with Return Legacy, that's a really important first step because now you've got an inventory of quality products. Now, you just have to be ready to take your sales online, be prepared to scale and pay 100% attention to your customer and their needs. We believe that you're already on the right track to success so we wish you all the best!





Moisturiser or Serum

Which one comes first?

Have you ever felt disappointed when you realized that your skin care products are not actually delivering the results that were promised? It's so frustrating isn't it, especially when some products cost so much.

However, getting your skin to its ideal condition may actually be as simple as switching up the order that you apply your skincare products. Does that seem very obsessive?

The truth is, if you're not applying your skincare products in the correct order, you're actually stopping them from doing their job properly.

Most of us now already know that it is common sense to wash the face first. Then comes the toner.

After that, with the abundance of products available on the market, it's understandable that it may be confusing to know when to apply the essence, mask, lotion, serum, moisturizer, creams, oils, sunscreen and more! The most confusing one of all is probably this: **Should we apply moisturizer or serum first?**

One golden rule you can apply is this: Apply the products in the order of the thinnest consistency to thickest, or from liquid to cream.

If you apply products with a thicker consistency first, this will create a barrier that will block your skin from absorbing products of a thinner consistency.

If you follow this rule, it makes sense to apply thicker products last, to seal in all the rest of your skincare.

So you can see from this that in a basic skincare routine, you must first clean, tone, apply essence, serum then finally, moisturize.

Let's discover the difference between serum and moisturiser to help you understand better why serum should always come first.

Serum

always comes first!

The reason serum should be applied first is because they are typically lightweight formulas formulated with a high concentration of active ingredients. You should always apply the serum first because serums are typically clear gels or liquids. These formulations are not as thick as moisturisers, so they should be applied before the moisturiser.

Think of serums as a skincare step that targets your specific skincare issues such as pigmentation, ageing, fine lines and more with potent ingredients. Surely you want to give your skin the best chance to absorb all the precious goodness, **Right?**

For your skin to truly glow, it needs to be sufficiently moisturised. You will notice that compared to the serum, a moisturiser is much thicker and creamier in texture. The purpose of this is to moisturise the skin and then seal in the moisture. A barrier is formed when you apply moisturiser. This is because the ingredients with thicker consistency are designed to lock in moisture on your skin. It is important for you to choose the appropriate moisturiser for your individual needs: for example dry skin will need a richer cream moisturiser but oily skin will benefit more from a lightweight gel formula.

You can use a lightweight moisturiser for day time and a heavier one for night use.

For glowing skin,
Moisturiser
is the answer.



Serum

targets specific skin issues

Do you feel like maybe you don't actually need a serum in your skincare routine? After all, most companies boast that their moisturisers are loaded with specific ingredients to target skin issues.

However, remember that a serum is designed specially to deliver powerful ingredients to combat specific skin issues. Using a serum and a moisturiser together can boost the good effects of each product on your skin.

This is particularly important as you get older. There are many types of serums in the market, each targeting different types of skin issues. If you choose the right serum for you, you might be able to tackle your particular skin concerns in a more targeted manner.

Editor's Recommendation

Selecting the right serum and moisturiser can really help improve the health of your skin and tackle any concerns you might have. We're happy to recommend our favourites : the Return Legacy **2°Redoxy Essence**, **2°Activator Moist** and **2°Activator Hydro**.



To boost the effects, protect your skin and help retain moisture, remember to always apply the thinner formulation first, which is the **2° Redoxy Essence**. Apply before moisturiser to help the anti-aging formula penetrate deep into skin cells.



The **2° Activator Hydro** hydrating gel cream also helps replenish moisture and improves skin hydration. This non-greasy and lightweight hydrating gel cream is formulated with sodium hyaluronate which holds onto water to keep your skin hydrated all day long.



The **2° Activator Moist** is a moisturiser that suits any skin type. This non-greasy moisturiser is designed to recharge your skin, leaving your skin comfortable and soft all day.



The **2° Activator Hydro and 2° Activator Moist cream** is a set of hydrator and moisturiser that can be paired together to achieve superior skin hydration and moisturisation.

So Remember, to ensure your skin receive the full benefit of each product, it is essential to apply your products in the correct order. If you're using a lot of products, remember the golden rule is to apply products from the thinnest consistency to the thickest. *It's important to have a regiment, so your skin can reap the full benefits.*



Nowadays, the trend is to do everything at home. And it just makes sense - even as many countries around the world are getting back to normal, it is still recommended to stay at home as much as you can, if you can.

But that doesn't mean that you cannot maintain your beauty. In fact, it is actually so easy to give yourself a DIY facial at home. You can even consider it a mandatory ritual to pamper yourself and give yourself the love and care you know you deserve!

You can use your own favourite skincare products and we're also providing a -bonus home-made scrub and mask that you can make with ingredients from your own kitchen.

So put on some comfy clothes, load up your favourite music and

Let's Get Started!

STEP 1

TAKE YOUR MAKE-UP OFF

If you have make-up on, use a make-up remover, cleansing oil, cleansing balm or micellar water to get all the make-up, dirt and impurities off. Even if you just have sunscreen on, it's good to swipe it off with some micellar water on a cotton pad before proceeding to cleanse your face.



STEP 2

STEAM

This is an optional step, but we really recommend it to soften your skin and get it ready to detox and absorb all the good stuff you're going to apply. The easiest way to do this is over a big pot of boiling hot water. Boil a pot of water, and put your face on top of it with a towel over your head in a tent shape, to really make sure you get the steaming effect. You can do this for about *5 minutes*. To get some additional benefits, you can add some herbs and essential oils to your liking for a really indulgent experience.

**Warning: Be really careful as you could burn yourself. Leave a small area open with the towel to allow steam to escape.*



STEP 3

SCRUB

Exfoliation is key to getting smooth and glowing skin. You also need to exfoliate to clear off dry, dead skin cells which may otherwise block absorption of your serums and creams. You can use your favourite scrub or check out our special home-made recipe made with ingredients you can find in your own kitchen!

RECIPE FOR LEMON SUGAR SCRUB:

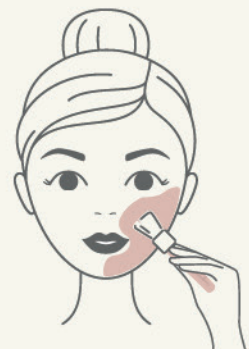
- A little lemon juice
- A pinch of brown sugar
- A little honey
- A little coconut oil

Mix together till you get a paste. Scrub very gently onto your skin and rinse thoroughly.



LEMON

Lemon contains Vitamin C that brightens the skin, while brown sugar's soft particles help to exfoliate and clear away dead skin cells and yet is gentle on skin. This helps smoothen skin, lending to a youthful glow. Honey is a humectant which locks moisture in your skin and also has antimicrobial properties. Coconut oil is a wonderful moisturizer that can help to enhance the skin's barrier function as well.



Take Note that this scrub is for normal skin only; you may wish to avoid it or leave out the lemon juice if your skin is sensitive. If you have never used any of the ingredients on your skin before, we do recommend that you do a simple patch test first to ensure you don't have any allergies or sensitivities towards the ingredients.

STEP 4

MASK

Now it's time for a lovely mask to soothe and pamper the skin. Maybe a hydrating sheet mask to pump up your skin? You can also pop the sheet mask in the fridge before you start your facial, so when you reach this step you will have a soothing treat for your face.

We also have a homemade recipe here for you that features just one ingredient: **BANANA!**

RECIPE FOR BANANA MASK: One banana

Simply mash up one mid-sized banana into a smooth paste and spread onto your skin. Bananas are packed with vitamins A, B, E and potassium, making them one of Mother Nature's best kept beauty secrets. You can expect your skin to feel moisturized, softer and smoother. Add other ingredients like yogurt, honey, lemon juice or even turmeric for added benefits.

Might we suggest you take this time to enjoy, sitting in a nice calm space, maybe in a hot bath or with an essential oil diffuser?



STEP 5

MASSAGE

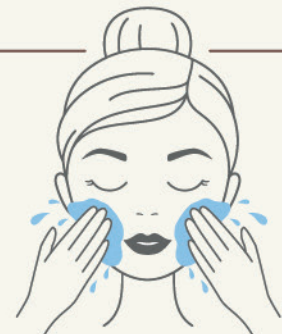
Another optional step that feels so good, massage can be performed after your sheet mask with the remaining essence. Or you can wash off your DIY mask with cold water and do your massage with a serum or massage cream instead. Facial massage can really help improve skin tone and drain puffiness, making you look revitalized. Nowadays, jade rollers are very trendy - if you have one, now is the time to use it!



STEP 6

MOISTURISE

After all is done, it's time to seal in all the goodness with your favourite moisturiser. You can use a lightweight moisturiser or a rich cream, depending on your unique skin type and needs.



Tada, you're done! It's time to admire your handiwork. In just six (or less) steps, you have achieved more radiant skin. Hopefully, your mind and body is also way more relaxed now and you're ready to face the rest of your day with calm and composure.

A'maze ANTIBACTERIAL BODY WASH

PROTECT AGAINST GERM

LEGACY WELLNESS



Net Weight: 500ml

Retail Price: RM52(WM) | RM60(EM)



SLS FREE



PARABEN FREE



TRICLOSAN FREE

The skin primary role is to serve as a physical barrier, protecting our bodies from potential assault by foreign organisms or toxic substances. However, the skin is exposed to the outside environment, and is colonized by a diverse collection of microorganisms, including bacteria, fungi, viruses and mites.

Some bacteria, fungi or viruses causes infection. Infectious diseases remain a major global health concern. That is why anti-bacterial body wash is important to us.

A'maze Antibacterial Body Wash is effective in protecting individuals from bacterial infections. Free from SLS, parabens and triclosan, it is suitable for all ages and skin types.

A'maze Antibacterial Body Wash fights off against germs, protects and maintains skin health, while leaving your skin smooth, soft and hydrated.

KEY BENEFITS OF PRODUCT



Contains chloroxylenol that fights off germs to give you protection



Contains B vitamins that leaves your skin smooth, soft and hydrated

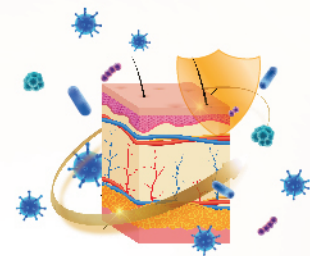


Refreshing fragrance that keeps you energized all day long

KEY INGREDIENTS

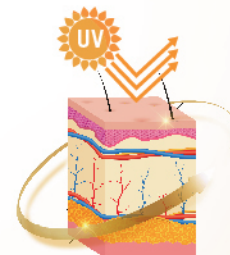
CHLOROXYLENOL

- Chloroxylenol is absorbed through the skin and well tolerated which does not cause skin irritation.
- Fights and fend off bad bacteria, fungi and viruses, provides protection against infections to humans.



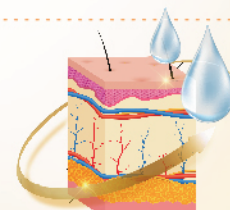
VITAMIN B3

- Helps to strengthen skin moisture barrier and regulates skin sebum production.
- Has anti-inflammatory effect which protects against oxidative stress from sunlight and pollution.
- Minimizes pore appearances and enhance skin texture.



VITAMIN B5

- Moisturises and soothes skin, leaving it soft, hydrated and smooth.
- Acts as an anti-irritant agent that protects skin.



The image shows a variety of REOXlife Mediterranean GOLD plus products. On the left, there is a stack of three boxes: a red box on top, a white box in the middle, and another white box at the bottom. To the right of this stack is a single red box. In front of the boxes are several bunches of fresh purple grapes and a single orange cut in half, revealing its segments. The background is a light purple color with faint, stylized leaf patterns.



Have you ever heard of this miraculous diet? It is the traditional diet of people living in countries surrounding the Mediterranean Sea such as Spain, southern Italy and France. People who have this diet typically live longer and suffer from less chronic diseases compared to people from other countries.

Known as the “heart-healthy” diet, it is normally high in vegetables, fruits, whole grains, seafood, nuts and seeds, and olive oil. An analysis of over 1.5 million adults showed that the Mediterranean diet is associated with reduced risk of death from heart disease and cancer, as well as Parkinson’s and Alzheimer’s.

Most doctors and nutritionists around the world agree that this diet is beneficial to health.

However, the reality is our modern lifestyles are so busy and stressful that we seldom have time to take care of ourselves. Many of us work full time jobs. Then we go home to take care of our families. The little free time we may have is spent on going to the mall or watching television on the couch just to relax a little.

Many of us have no time to cook; preferring convenient processed foods instead. We also love fried food and sugary, salty food which all taste good, but can lead to health problems in the long run. Very few of us eat enough fruit and vegetables or healthy wholegrains or beneficial oils.

That's why chronic disease is increasing all around the world.

MEDITERRANEAN GOLD PLUS TO THE RESCUE

Mediterranean Plus Gold is a health supplement that was created to encapsulate the benefits of the Mediterranean diet. It's a handy and convenient way to get all the health benefits, minus the time and effort it would take to prepare actual Mediterranean-inspired meals.

Mediterranean Gold Plus contains 22 types of fruit and vegetable extracts. The WHO recommends consuming at least 400g of fruits and vegetables per day for balanced and good health.

Mediterranean Gold Plus is helpful for people who may not have the time to fulfil this requirement every single day.

Comes with ground-breaking formulation-LepHeno™, produced exclusively to Return Legacy, **Mediterranean Gold Plus** contains incredibly potent polyphenols, extracted from _____



GRAPEFRUIT



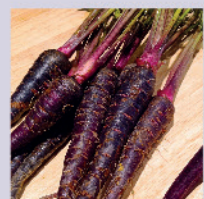
GRAPES



GREEN TEA



GUARANA



BLACK CARROT

All these superfoods are rich in antioxidants, which helps to minimize the impact of free radicals on the body.

OVER TIME, MEDITERRANEAN GOLD PLUS CAN HELP YOU:

Enhances self-production of the antioxidant enzyme (SOD)

Helps in weight loss

Skin health and beauty

Moderates cholesterol level

Improves blood circulation

Regulates blood pressure

Increases energy and vitality





WHO SHOULD TAKE IT?

Mediterranean Gold Plus is great for everybody! But in particular, it will greatly benefit especially these groups of people:

MEAT EATERS AND PEOPLE WHO DINE OUT OFTEN

People who love meat generally don't get enough fruits and vegetables. They might also suffer more health issues, because of the large amount of saturated fat in meat that may increase bad cholesterol in the blood. People who eat out often are also generally unable to eat enough fruits and vegetables.



ALCOHOL CONSUMERS, SMOKERS, PEOPLE WHO ARE UNDER A LOT OF STRESS, PEOPLE WHO ARE ALWAYS UP LATE AND PEOPLE WHO USE ELECTRONIC GADGETS ALL THE TIME

This group of people may have accumulated excessive free radicals in their body which may eventually lead to oxidative stress. These habits also lead to the increased production of free radicals, which may be mitigated by an antioxidant supplement.



PEOPLE WHO DON'T EXERCISE

Exercise helps to burn fat and reduces insulin secretion. Insulin promotes the formation of fat, which is why people who don't exercise not only gain weight, but have a higher risk of diabetes and heart disease.

Remember though, that while a supplement can definitely help you live a healthier life, you have to also make up your mind to change your lifestyle little by little! It's not really easy, but the rewards will definitely be worth it.



THE IMPORTANCE OF ENZYMES AS A DAILY SUPPLEMENT

One of the keys to staying healthy is to ensure that our body receives all the essential nutrients it needs from the food we consume daily. To really reap the benefits of the food we eat, enzymes play a vital role in the breakdown of food.

Enzymes ensure proper digestion can take place. At the same time, enzymes can also help to increase our metabolism.

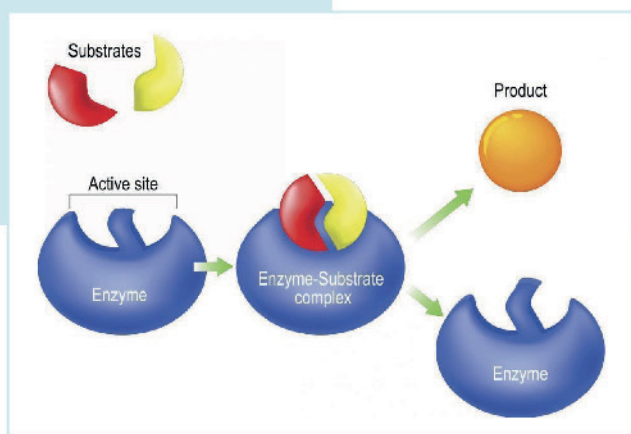
After reading this article you will have a clearer understanding of why enzymes are so important in our lives. We will tell you why consuming an enzyme supplement is beneficial for your health especially when it comes to speeding up the digestion process.

WHY ARE ENZYMES IMPORTANT ?

Enzymes are proteins that control the speed of chemical reactions in our body - our metabolism. Without the presence of enzymes, these reactions will still take place but in a slower manner. Besides, enzymes also aid in the ability of our body cells to communicate with each other and keep cell growth under control.

Enzymes play a vital role in helping our bodies absorb nutrients from the food we consume. This is a vital process. For example, our body produces enzymes like amylase, pepsin, trypsin and lipase, which all perform different functions in breaking down the various foods we eat every day. Thus, we gain energy to perform our daily activities, build and replenish muscles, maintain our immune system and good health, regulate our moods and so much more.

Each enzyme has a specific role to play- amylase and diastase break down carbohydrates, protease, bromelain and papain break down protein, lipase breaks down fat, invertase and lactase break down sugar and cellulose breaks down fiber. If for some reason, the body does not produce enough of these enzymes, certain problems may appear, like flatulence, constipation, bloating as well as diarrhoea.



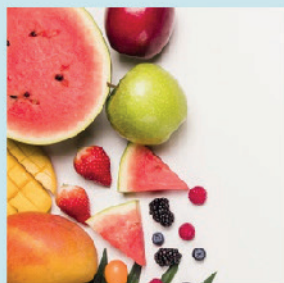
NUREOX Enzyme

- If you suffer from flatulence, heartburn or bloating, **NUREOX Enzyme** is a great product for you. Formulated with a synergistic blend of various enzymes, it is an easy to consume supplemental drink that ensures proper digestion and nutrient absorption.



NUREOX Enzyme also has the advantage of being delicious, formulated with a refreshing kiwi and lemon flavour. This blend helps to increase metabolism, enhance energy expenditure, use fat as an energy source to keep body warm and even reduce the frequency of feeling cold. As it is also rich in calcium, this enzyme supplement can also help support bone and teeth health while improving muscle strength.

YOU CAN LOOK FORWARD TO THESE BENEFITS WITH NUREOX ENZYME:



**Maximal Absorption
Of Nutrients**



Healthy Gut



**Alleviation Of Bloating,
Flatulence And Heartburn**



Detoxification



Reduction Of Food Allergies



Overall Health Maintenance

- It is important for our body to receive good nutrition through a healthy diet. This is because a stronger and healthier body will help you overcome your daily challenges. Now that you know the importance of enzymes, be sure to choose the right supplements. **With NUREOX Enzyme, all you need is one sachet a day for optimal gut health.**

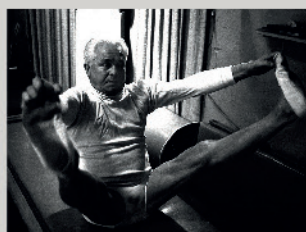
PILATES

THE "GORGEOUS" WAY TO ACHIEVE WEIGHT LOSS

In these modern days, our lifestyles have changed rapidly in many aspects from social, education, career, technology, health and more.



People today are more aware of the importance of living a healthy lifestyle, especially one that they enjoy and can keep doing easily. Pilates is one of the gorgeous fitness training that is starting to make a name in the market.



At the beginning of the last century, Joseph Pilates was assigned to work with disabled patients in a hospital on the Isle of Man. His physical fitness techniques were the first iterations of the pilates exercise method, a low-impact exercise that can be done with or without equipment. **This exercise helps to strengthen muscles while improving postural alignment and flexibility.**

There are two types of Pilates classes that you can try which are mat classes or reformer classes. Mat classes utilise body weight for exercises, while the Reformer adds resistance to the Pilates exercises via the use of the springs that form part of a machine.

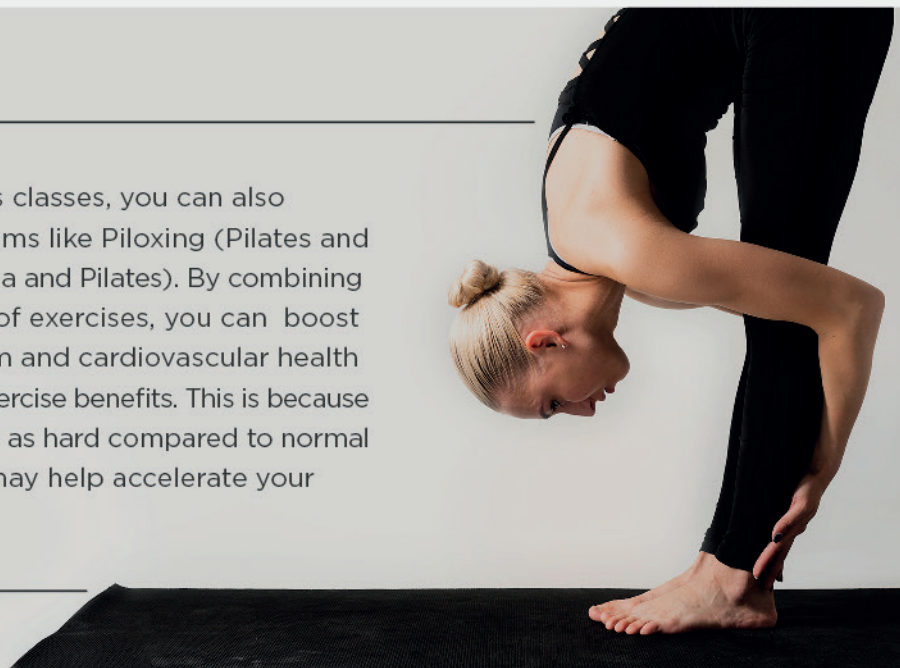
If you practice Pilates consistently, you might be able to achieve the body of your dreams! Here are some tips:

Practice Regularly

If your mission is to achieve ideal weight loss, it is necessary to commit fully and be disciplined enough to practice 2 or 3 times a week. This is to ensure that your body can adapt to the muscle change that will build your strength. Many people wish to lose weight but they struggle when exercising due to a lack of strength and flexibility. Through frequent Pilates exercise, your body will become stronger, and you will be more comfortable exercising.

Change It Up!

Besides advanced Pilates classes, you can also try fusion training programs like Piloxing (Pilates and boxing) or Yogalates (yoga and Pilates). By combining Pilates with other forms of exercises, you can boost your fat burn, metabolism and cardiovascular health faster, to maximize your exercise benefits. This is because your body will work twice as hard compared to normal Pilates mat class which may help accelerate your weight loss.



Find The Right Balance

Pilates exercises can rebalance your body and accelerate the quality of your training. These exercises are different from core workout exercises, which many people find difficult to do. This is because core workouts tend to inflame the body and might actually be painful. However, Pilates is different since it makes sure that all joints and muscles are working correctly and equally. The percentage of injury and pain is lower which will make you more comfortable when doing exercise. It gives you the pleasure of exercising while helping in weight loss.

Each fitness exercise has its own concept. The same goes to Pilates which emphasizes balance. It is not easy to be balanced but with some focus and alertness, you can succeed with Pilates. It is not easy for you to stand on one leg with closed eyes because it requires a lot of balance. But this can be achieved in a calm state of mind. In a nutshell, when your nervous system is in a calm mode it will then be easier to lose weight.



5 EASY WAYS TO IMPROVE YOUR LIVING ENVIRONMENT



THESE DAYS...

with so many of us spending so much more time at home, we're definitely paying much more attention to how our living environment affects our health.

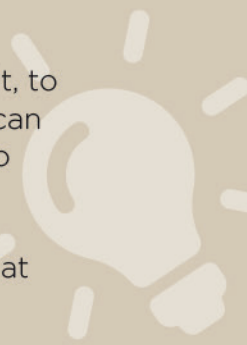
In fact, the environment in which we live is as important as exercise and nutrition when it comes to keeping us strong, healthy and balanced.

However, with today's fast-paced lifestyle, we don't have much extra time to really focus on the interior design of our home, the decorations or the arrangement of the furniture.

But isn't home a place where we look forward to going after an exhausting day at work? Isn't it a place where we raise our families, and where we all take shelter in the event of something like the Covid-19 pandemic? Clearly the environment of the home is not a small matter, and we should be paying more attention to it.

There are little initiatives we can take to improve our home environment bit by bit, to make living there a more pleasurable experience. For example, a touch of green can be a soothing way to bring you more peace of mind. Or by making more effort to tidy up, you could be inviting more good energy into your space.

Here are 5 easy ways to improve your home living environment, making your life at home healthier and more comfortable:



① Let The Natural Light Shine In.

Do you notice that your mood improves when there is sunlight? Try it for yourself and see. It can be as simple as throwing open the windows to allow sunlight to enter and enlighten the house during the day. You can even install ceiling-to-floor windows which allows natural light into your house. At the same time, adding casement windows dressed with light curtains will make your rooms look brighter and more cheerful. It will definitely lift your mood.



② Plants

Plants give the indoors a touch of nature that can help reduce stress, fear, anger and increase positive vibes. If you find that many of your friends are plant-obsessed now, realize that there is a reason! Research shows that having indoor plants can boost your mood, productivity, concentration and creativity. Plants also clean the air inside your house by absorbing carbon dioxide and releasing fresh oxygen into the air, allowing you to breathe in a better quality of air. However, there are some plants that you need to be careful with especially the type that consumes oxygen and releases carbon dioxide at night. Some plants may also be poisonous to your pets, if eaten by mistake. Another consideration is the size of your plant since you might have to bring it outside to sun every once in a while. Indoor plants such as flat lilies, snake plants and aloe vera are recommended as they can grow well indoors.



③ Soundproofing



This may be a surprising tip to some, but for those who live on a busy street or near the train line, it's one thing that you can do to really improve your quality of life. The main purpose of soundproofing is to prevent noise outside from coming into the house, especially if it is loud enough to disrupt your sleep or your concentration. It's not a cheap modification; however, if you have the extra budget for it you should consider investing in soundproofing panels around the walls to dampen the noise. If the source of the sound is within your house (for example, your bedroom has wooden floors wherein sounds from the room below are easily heard), you may opt to place a big, thick, soundproof rug directly over it. Give yourself the gift of peace and quiet!



④ Non-Toxic Paint



An often overlooked aspect of a healthy home is the type of paint used. Many people are unaware of the benefits of using non-toxic paint or Zero-VOC (volatile organic compound) paint. You may be surprised that there are actually many benefits to using non-toxic paint!

One of it is that non-toxic paint can help in reducing allergies normally caused by VOC paints; VOC paints can affect human health negatively as they actually release toxic gas. By using non-toxic paint, you can protect yourself by reducing the chances of getting lung cancer and pulmonary diseases as you won't be inhaling toxic gas. Moreover, this chemical-free paint is a safer option for households wherein children live.

Another benefit is that non-toxic paint can help reduce the carbon footprint because it is practically odourless and environmentally friendly.

⑤ Install an Air Purifier

We live in a polluted world. Air pollution is caused by factories, vehicles, forest fires and open garbage burning. Inhaling these pollutants will undoubtedly increase our chances of lung disease. To remedy this, why not consider installing an air purifier at home? As the name suggests, an air purifier removes harmful pollutants and dust particles, purifying the air.

Breathing clean air promotes better oxygen intake, which will give you clarity of thought, better sleep and helps you keep calm. Another benefit of installing an air purifier is that air purifiers can actually help remove or eliminate allergens which may bring on asthma attacks, remove unpleasant odours, and dust from your pet dander.

The clean air from air purifiers can give you a sense of serenity that helps you escape from real life chaos as well as peace of mind that you're breathing in purer air.



We hope these tips will help give you some ideas on how to turn your home into a calmer, more comfortable and loving space!



reader meditation apps
to help keep

Calm



“

A busy lifestyle and tons of work may lead to stress, restlessness and fatigue. At this point in time, the majority of people tend to neglect work-life balance. Life begins from the early morning to late at night - house chores, work, family and friends, it never ends. There's never time to relax. However, a balanced life is important to maintain good health.

To escape from a hectic life routine, technology comes to the rescue. It's now much more convenient to access various applications that can improve quality of life such as reader meditation apps.

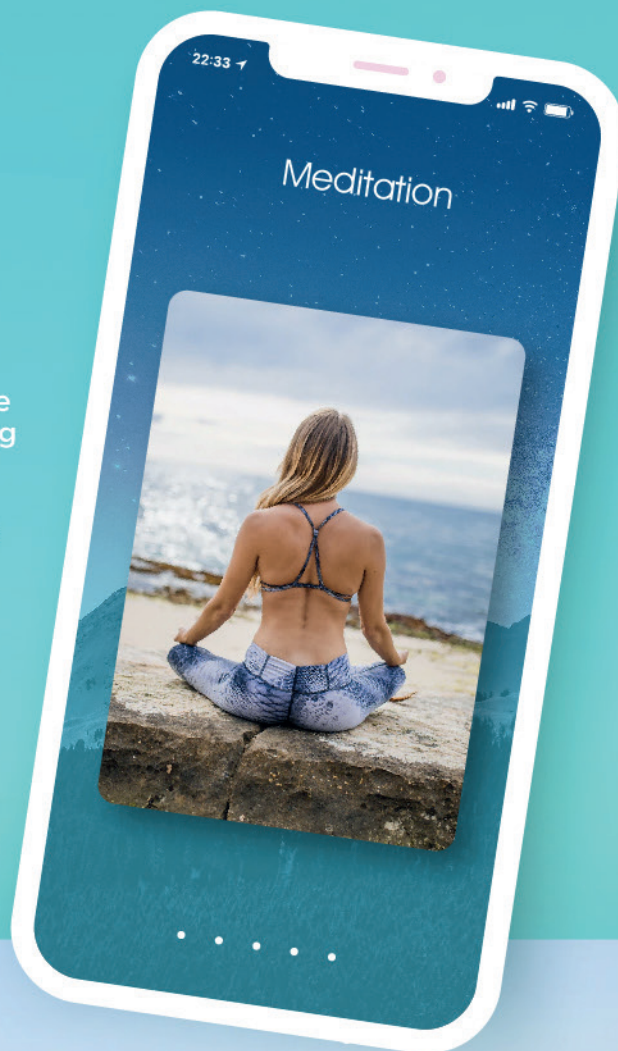
Meditation training is inspired by ancient Buddhist meditation practices. This training requires you to find the most comfortable body position that you are able to hold for a while with eyes closed so you can focus on your surroundings through your senses.

Meditation teaches a person to be more alert to things that happen around them, from the sound of birds chirping, rays of the sunlight warming the face to the gentle breeze of air touching their skin.

This training is the perfect answer to gain more awareness and mindfulness, to ensure that your mental health is in a positive condition especially in this present day. Understanding the demand, there are around 1,300 meditation apps created as of 2017 according to Financial Times that could help to keep you calm and improve the quality of your life.

What are meditation apps?

Meditation apps are applications that make it more convenient for you to find a training option that suits your lifestyle and needs. Maybe you will benefit from a soothing sound compilation. Maybe you'd like some pre-recorded audio clips with guidance from the instructor who takes you on a meditative journey. You can find various apps for your area of interest with just a single click on your smartphone.



Sway the *Stress* away



Stop, Breathe & Think is one app that offers training according to your current feelings based on the response you share when using this app. Every day, you will be welcomed with the question “How are you?” and then you have to rate yourself. This helps you to choose a training that is suitable based on your particular mood on that day. If you are stressed this application will suggest a practice that can help you to reduce the stress. Other than Stop, Breathe & Think you may also explore other applications that have similar features such as Open MindU and Smiling Mind.

Love yourself, forgive yourself

Furthermore, Stop, Breathe & Think is an application that offers the most interesting training which is forgiving yourself. Many people hold the mindset that they are responsible to please people around them including family, colleagues and friends. This may cause them to feel depressed which will become worse if no action is taken. Thus, through training to forgive yourself, you can learn to control your stress and be more positive in life.



Break free & breathe



Breath training is one important way to keep calm, offered by UCLA Mindful and Headspace. A busy life and hectic schedules have caused people to forget about the importance of breathing. Did you know that when you breathe, you're actually inhaling oxygen that will be transported all over their body including the brain? It is important to ensure that you know how to breathe properly to keep yourself calm and relaxed.

Scientific studies have mentioned that sound is a great influence on the mind. Calm apps offer training involving sound which is useful to help control your mood. There are a range of sound options available from the sound of sea breeze, birds chirping, rain pouring, crackling firewood and many more. The sounds of nature will make you feel calm and relaxed which is good for your mental health.



Meditations apps are an excellent option to improve the quality of your life. In conclusion, despite your busy daily life routine it is important to practice self-love by taking care of your physical, mental and emotional health. Simply visit your Apple app store or Google Play store to find the right app for you today.

10 BODY LANGUAGE TIPS FOR BETTER COMMUNICATION

Body language is an unspoken element of communication, consisting of gestures and facial expressions, used to convey one's emotions and thoughts. The way you handle your body language will dictate how others perceive you. If you use your body language correctly, it can help you boost your confidence to present yourself better in front of others like when you're meeting a client, going for an interview or making a presentation. It can also assist you to read your client better too.

Here are a few tips on how you can improve your body language so you can look good and confident when dealing with others!

● BOOST YOUR CONFIDENCE WITH A "POWER POSE"

A power pose will be able to give you a powerful feeling and confidence in yourself. It is shown in a study done by the Harvard and Columbia Business Schools that simply holding your body in expansive "higher-power" poses for at least two minutes will lower levels of cortisol, a stress hormone and stimulate higher levels of testosterone (a hormone linked to dominance and power). This is important because as you approach your client, you need to have that spirit for you to go on. With the confidence that you have in yourself, you will conduct yourself better, to believe that you can get them to invest in your products.

● BE FOCUSED TO SHOW THAT YOU ARE PARTICIPATING IN WHAT YOUR CLIENT IS SAYING

It is important for you to avoid being distracted and avoid multitasking. As such, do resist the temptation to check on your phone, glance at your watch or even look around at your surroundings while your client is talking.



● MAKE SURE THERE ARE NO BARRIERS BETWEEN YOU AND YOUR CLIENT

If there are physical obstructions in the middle, it will only get in the way of your efforts to get to know your client. Did you know that even a cup that you hold during a coffee break could be an obstacle that hinders you from connecting with others? Yes indeed.



● PHYSICAL CONTACT CREATES AN INSTANT CONNECTION

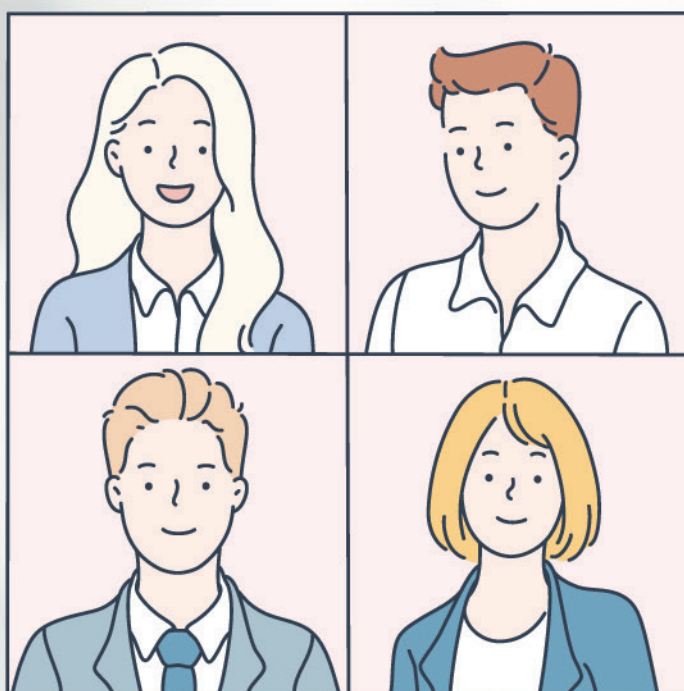
Increase your chance to connect with your client through touch as it is a powerful non-verbal cue. A touch on the arm, hand or shoulder can create a human bond even if it is only as little as 1/40 of a second. One of the ways to create bonds with your client is when you shake hands when you meet for the first time. A firm handshake can give a positive impression.

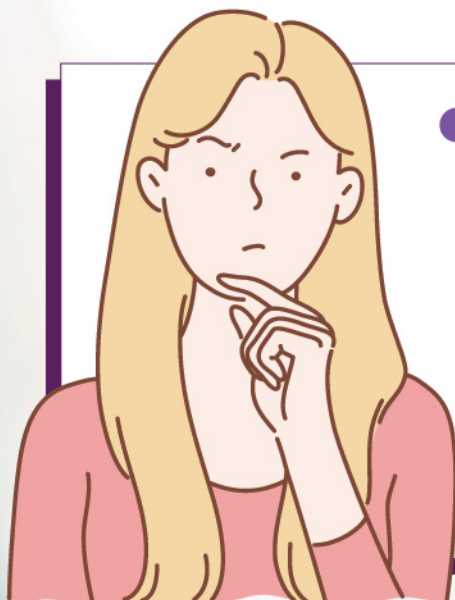
According to the Income Center for Trade Shows, your presence in someone's mind will last two times longer if you give them a handshake. It also states that people react to those with whom they shake hands with by being more open and friendly.

So, the first thing that you should do when meeting your client, even if it is your first meet up - offer them a handshake, to ensure that they will remember your presence, in case you meet them again in the future.

● A SMILE ON YOUR FACE WILL PRESENT YOURSELF BETTER AS SOMEONE WHO IS EASY TO APPROACH, CO-OPERATIVE AND TRUSTWORTHY

Your client will be inspired to respond to you positively if you smile at them. If they are already at ease and comfortable with you, chances are higher for them to sit and listen to your sales pitch. This is because the other person's emotional state can be influenced in a positive way when they return your smile, because facial expressions generate reciprocal feelings.





- **GESTURES PLAY AN IMPORTANT ROLE WHEN YOU'RE DELIVERING A SPEECH OR SELLING YOUR PRODUCTS**

There's a region in our brain that is responsible for producing language called Broca's area, which will be activated not only when we talk but when we are using gestures simultaneously as well. So, gesturing while you are talking can enhance your skill of explaining your products and makes you look confident and convincing as a seller. Be active to woo your client's heart.

- **LEARN WHAT'S ON YOUR CLIENT'S MIND BY THE WAY THEY MOVE THEIR FEET**

Most of the time, people will focus solely on facial expressions, body postures and hand gestures when they want to control their body language and forget to rehearse with their legs and feet. Here is where the truth can be found most of the time. You can see increased foot movements when people are under stress.

So if you catch your client's feet moving around, you should be able to know that they might not be interested in you or worse, even waiting for you to finish faster. By knowing this, you can turn the table around and change the way you approach them!



- **USE AN AUTHORITATIVE TONE WHEN SPEAKING TO MAKE YOU LOOK CONFIDENT ABOUT YOUR SUBJECT OR IN YOUR CASE, THE PRODUCTS THAT YOU ARE ABOUT TO SELL**

Just use a bit more depth to make you sound more authoritative. Before delivering a speech, relax your voice tone by humming "um, hum, um, hum" into its optimal pitch. Ensure that you are using one note until the end, and avoid using a rising tone at the end of sentences as if you are questioning your own statement. It will make you look like you have no confidence in what you are saying and unsure about the information of your products. This can shake your client's confidence in you and make them hesitate to trust you.

● IMPROVE YOUR MEMORY BY UNCROSSING YOUR ARMS AND LEGS WHILE LISTENING

According to body language researchers Allan and Barbara Pease, those who sat for lecturers with unfolded arms and legs remembered 38% more than those who folded their arms and legs. Therefore, if you notice your client constantly moving around, distracted and exhibiting defensive body language, let them loosen up first. Change the way you talk or interact with them. Catch their attention first, ensure that they are mentally ready to hear you out or your time will just be in vain.

● SHOW AGREEMENT BY MIRRORING EXPRESSIONS. IMITATION OF BODY LANGUAGE IS A NON-VERBAL WAY OF AGREEMENT

So if they imitate you, then it is a good sign that they may have already put their trust in you and believe that you can help them to solve their problems with your products.



Therefore, it is very important for you to have knowledge of the way you carry yourself in front of your client. Making good use of your body language will bring you great success in communicating and understanding them, and eventually getting them to invest in your products.



SMART

THE SMARTER WAY TO ACHIEVE YOUR GOALS

“

Some decision-makers tend to set goals without solid planning, expecting success to come their way easily. However, this seems like jumping into the unknown. Goals that are especially related to business would require efficient planning. This is where SMART Goal comes in. The **SMART** goal makes your ideas crystal clear, focuses your efforts in the right direction, and helps you spend your time and resources correctly to bring you closer to the success you want in life.

”

THE IMPORTANCE OF SMART GOAL

The acronym **SMART** stands for

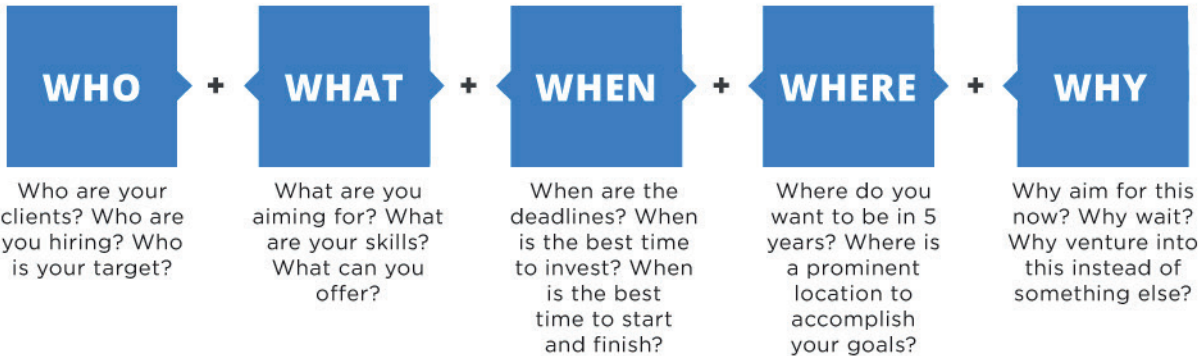
SPECIFIC**M**EASURABLE**A**TTAINABLE**R**ELEVANT**T**IMELY

This acronym is important as it makes your goals clearer, giving you and your team a clearer picture.

1 SPECIFIC - A WELL-DEFINED AND CLEAR GOAL

People tend to set many goals to achieve; however, having goals that are too general and broad can make anyone go off track easily. Specific details are important when setting a SMART goal. Use the five W question: Who, What, Where, When and Why, to keep the goal specific and relevant.

Use the five W question: **WHO**, **WHAT**, **WHERE**, **WHEN** and **WHY**, to keep the goal specific and relevant.



2 MEASURABLE - SET SPECIFIC CRITERIAS TO MEASURE YOUR PROGRESS TOWARD THE ACCOMPLISHMENT OF YOUR GOAL



All goals must be measurable in order to know where to start and when to stop. Also, set a method to measure your progress to make sure you won't get lost.

You need to ask yourself these questions when tackling your goals: **How many preparations do I need, how much budget do I need to invest? How do I know if I reached my goal? How should I measure my progress?**

By asking yourself these questions, you are making your goals measurable. From there, you know what you have to do, and won't deviate from the pursuit of your goal.

3 ACHIEVABLE - ATTAINABLE AND NOT IMPOSSIBLE TO ACHIEVE

You need to identify whether your goal is achievable by asking a few questions to yourself,

What does it take to achieve my goal?
Do I have enough resources to achieve my goals?
If not, what are the missing elements? Has anyone succeeded before?"

These questions will allow you to analyze your goals in a rational and objective way.

4 **REALISTIC - WITHIN REACH, REALISTIC AND RELEVANT TO YOUR LIFE PURPOSE**

Once you identify that your goal is achievable, then you have to fulfil the requirement of being realistic. People tend to think big and set unrealistic goals without considering relevant factors. This is the reason why most people are unable to reach their goals. A realistic goal must be able to fulfil certain requirements:

Will you be able to commit yourself to achieve the goal?

Are you able to achieve your goal in your current state?

Is your goal related to what you are currently doing?

5 **TIME - CLEARLY DEFINED TIMELINE, INCLUDING A STARTING DATE AND A TARGET DATE.**



Keeping track of time is crucial for goals as people tend to set a shorter timeline, wanting to challenge the limit. But in fact, setting a shorter timeline merely increases your stress levels and not your efficiency. In the end, you will wonder, "Why do I feel unhappy when achieving my goals?" **The trick is, you need to give yourself a reasonable amount of time to accomplish your goals.**

The question to bear in mind is

- Did you set a reasonable and realistic deadline?
- When will you start? When is the deadline to achieve your goal?

Time is of the essence as a delay is an undesirable situation for any decision-maker.

APPLICATION

Here are a few examples of how SMART goals should be applied:

CASE STUDY 1

I will obtain a job as a high school math teacher within three months after graduating with my Bachelor of Science in Education.

SPECIFIC

The goal of becoming a high school math teacher is well-defined.

MEASURABLE

Success can be measured by the number of applications, interviews and job offers.

ACHIEVABLE

The goal setter has the right qualifications to excel at the job

RELEVANT

The goal setter is planning to get a job in the education industry after getting a degree in the education field, hence showing the relevance for applying for this job.

TIMELY

The goal setter has set a realistic deadline to achieve his objective within the three months following graduation.

From here we can see that specific details of the goal coming into place as the person has a **specific aim** of being a teacher with the chances being **measurable** by the number of job applications sent out. The person's qualification makes this goal **achievable** as the person is well suited for the job. The **relevancy** of the person's course study fits in perfectly with the job. The **time** frame is reasonable as it is very likely to obtain the job within 3 months after graduation.

CASE STUDY 2

My target is selling 3 cartons of product through Facebook advertising within a month.

SPECIFIC

The goal setter set the objective to sell 3 cartons of product in one month, however, he didn't identify the nature of the product.

MEASURABLE

Success can be measured by how many cartons of product are sold.

ACHIEVABLE

The goal setter plans to achieve his target through Facebook advertising.

RELEVANT

The goal setter has to spend more on Facebook advertising to reach more people. .

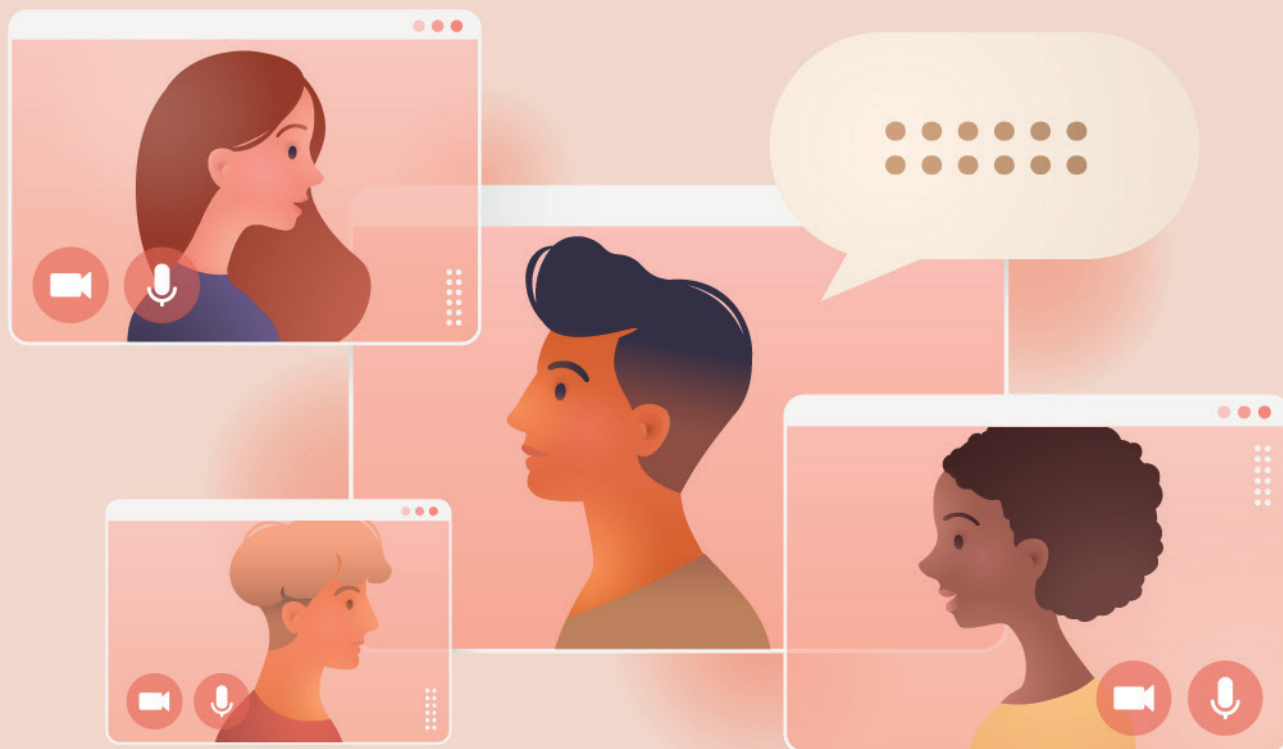
TIMELY

The goal setter has set a deadline to achieve his goal within one month

“Selling 3 cartons of products” seems like a **specific aim**, but the goal-setter didn't identify the specific type of products, therefore this goal is **not specific overall**, which may affect his judgment in subsequent analysis. Nonetheless, the goal is still **measurable** by knowing how many products are sold over time. This goal is achievable through advertising on Facebook but the **reality** depends on how much the seller is willing to spend on Facebook advertising. The **time** frame given here is one month which is achievable. So, by completing this evaluation, he will be able to set a budget on advertising that can help him achieve this goal. However, as the goal-setter overlooked the type of goods sold, there is a risk that the products might not meet the market demand during execution.



Following the **SMART GOAL SYSTEM** will bring you to the direction where you want to be, help you keep track of your progress and allow you to refer and re-adjust at any time according to your current situation. This method will help keep your plans efficient and your business goals to flourish in the best possible way.



HOW TO INCREASE SALES USING VIDEO CALLS

Lately, we have seen video conferencing enjoying a boom in popularity. But did you know that salesmen have been using video conferencing as a sales tool way before the Covid-19 pandemic?

If it is something new to you, then yes, the good news is you can most certainly conduct video conferences, video sales calls and video sales pitches. In fact, it is a much better tool than phone calls or emails.

Why? Because when you are seeing someone's face and talking to them face to face, even over video, you are still establishing trust. You're gaining the prospect's trust, building positive connections and gaining his fellowship. If they trust you, they are more likely to buy from you.

For you, as a salesperson, **video conferencing is also a very convenient and easy-to-access tool.** After all, there are so many options nowadays - from Zoom, to Google Hangouts to Skype, it is possible to do video calls as long as there is a stable internet connection. And one advantage video calls have over meeting in person is it does not depend on location. You can be in Kuala Lumpur, video-calling someone in Kota Kinabalu. Yes, this is a great advantage indeed!

HAVE YOU BEEN MAKING FULL USE OF VIDEO CONFERENCING TO INCREASE YOUR SALES?

HERE WE HAVE SOME TIPS TO HELP YOU IMPROVE:

GIVE THE PROSPECT CONTROL

It's always a good idea to be considerate and professional, just like you would with any other meeting. Make an appointment with your prospect and select a time that is convenient for them. Ensure that you have told them the agenda of the meeting. It's even better if you can frame your agenda in a way that shows your value to them, for example - "How Product X can help you increase ROI 2x". Then, also make sure they know that you are having a video call- people who are not used to this may be caught off guard. Finally, when you create a video call, try to set the participants video to OFF so that they can activate the camera themselves. This gives them a sense of control, and that will start the meeting on a positive note.



BE PREPARED

- **use visuals to present the product (whiteboard, screen sharing, built-in video player, slides).** Make the best out of every moment of your video meeting: **show your customer exactly what you mean** by doodling, showcasing infographic materials or revealing a few statistically-rich diagrams; provide a direct view of your product, show the prospect how it works and what it can do best;
- **file sharing and storing capacity.** Leverage the power of preparation, upload the files you need ahead of time to shine in all your glory during the meeting with your prospect;

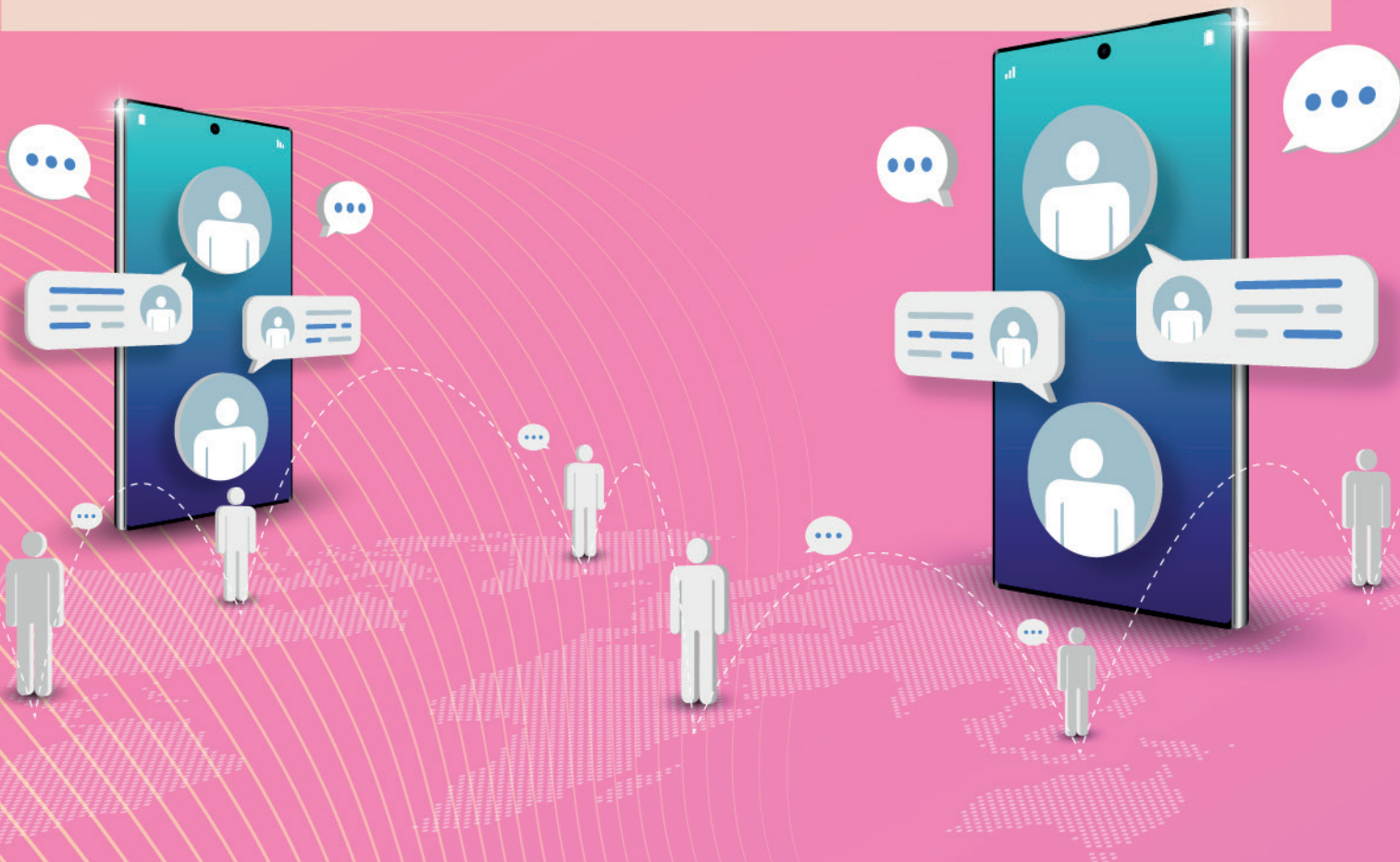
GIVE 100% OF YOUR ATTENTION

It's rude not to give 100% of your attention in face-to-face conversations. So the same etiquette should be applied to your video calls. It conveys respect to give all of your attention and maximises the potential of video to create authentic and personal connections. So do put your phone away for the duration of the call and eliminate all chances of distraction. If there is family around, try your best to let them know you're on a call and should not be disturbed.



MEETING RECORDINGS

- Take advantage of every good point you've made during the meetup: **save and share the meeting recordings** to highlight the product or the service even more.



HOW TO MOTIVATE YOURSELF TO WORK FROM HOME

GET UP AND GET READY AS YOU NORMALLY WOULD



It's so nice and tempting to just sleep until late, and start work in your pyjamas, isn't it? However this may not be very productive. It may actually help you motivate yourself if you get up as if you are going to the office, do your morning routine (exercise, shower, eat breakfast etc), and set a proper time to begin work. In fact, some studies show that getting up early may make you more proactive and productive. If you don't prefer that then following a set morning routine would suffice.

DEDICATE A PLACE TO WORK



Thinking of a certain space in your house as your "home office" can help put you in the correct frame of mind to get things done. Ideally, it is a distraction-free zone with a proper table and chair (better for your back and posture). It also helps to make the place look like an office - have your printer nearby, pens, paper, your computer, video conferencing equipment and so on. No matter what, do not work on your bed - you want to be more motivated to work, not to fall asleep!

DRESS FOR WORK



If there is no one around to see you working, then you don't have to dress up right? Well, that may not be so good for your productivity. We tend to associate certain characteristics to the clothes that we put on. So think of your "proper, office" clothes as a symbol of being professional. It might make you feel more ready to tackle your day and your tasks.

STAY AWAY FROM DISTRACTING SITES



This one is very important, because for so many of us, it is so very easy to just spend hours and hours on Facebook, Instagram, Netflix, Lazada and on and on. Be very strict with yourself in this regard, if you have to actually install plugins that restrict your access to these sites, then by all means do it.

TAKE BREAKS



Some of us, without the distraction of co-workers and meetings and bosses, may just find ourselves working non-stop. Breaks are actually an important tool to boost productivity. If you don't let yourself rest, you may burn out very quickly. So designate proper break times and stay away from the computer during this time. Maybe take a quick walk outside or do some exercise before returning to your work refreshed.

REWARD YOURSELF



This is a really direct way to motivate yourself. Give yourself treats, like maybe if you do two hours of work then you watch one hour of Netflix, or scroll through your favourite sites. It will make you feel accomplished and motivated to do more, while giving yourself a little rest.

HAVE A CLOCK-OUT TIME



It would be a mistake to think that working at home means working 24/7. Ideally, you should have a cut-off time where you switch off and go on with other things in your life. After all, tomorrow is another day at work!



LEGACY PLAN

JULY EXCLUSIVE PROMOTION

1ST JULY 2020 (12PM, MYT) – 31ST JULY 2020 (11.59PM, MYT)

6 x H+ (120ml) + 3 x H+ (60ml)

RM944 (WM) RM964 (EM) 140WP

5 x Mandiva FREE 5 x Mandiva Mini 7
(exp. Dec 2020)

RM970 (WM) RM1005 (EM) 150WP

5 x Redoxy Essence FREE 1 x Redoxy Essence

RM970 (WM) RM1005 (EM) 175WP

5 x Enzyme FREE 1 x Enzyme

RM440 (WM) RM475 (EM) 50WP

5 x de'Cleanse FREE 1 x de'Cleanse

RM440 (WM) RM475 (EM) 50WP

2 x L.UV FREE 2 x Instant Hydrating Mask
(exp. Jan 2021)

RM336 (WM) RM356 (EM) 35WP

2 x Gallash FREE 2 x Instant Hydrating Mask
(exp. Jan 2021)

RM270(WM) RM290 (EM) 24WP

*Terms and Conditions Apply. *For Malaysia distributors only.

*In the event of RMCO/peak/promotion periods, the shipment of your order may experience longer than usual.

*WP is not earned on FREE products. For further information, please refer to our promotion details.

*While Stocks Last.



PREMIUM ITEM BUY 2 FREE 2



1ST JULY 2020 (12PM, MYT) - 30TH SEPTEMBER 2020 (11.59PM, MYT)

2 x RL Signature Towel Set **FREE** 2 x RL Signature Towel Set

RM320 (WM) RM340 (EM) 30WP

2 x Monogram Pouch **FREE** 2 x Monogram Pouch

RM150 (WM) RM168 (EM) 10WP

2 x RL Lunch Bag (Blue + Purple) **FREE** 2 x RL Lunch Bag (Green)

RM176 (WM) RM196 (EM) 10WP

2 x RL Lunch Box (Blue) **FREE** 2 x RL Lunch Box (Pink)

RM158 (WM) RM178 (EM) 10WP

2 x RL Luxury Utensil Set (Silver) **FREE** 2 x RL Luxury Utensil Set (Gold)

RM130 (WM) RM150 (EM) 10WP

2 x Make Up Pouch **FREE** 2 x Make Up Pouch

RM130 (WM) RM150 (EM) 10WP

2 x RL Shaker (Black + Red) **FREE** 2 x RL Shaker (Blue + White)

RM130 (WM) RM150 (EM) 10WP

2 x RL Shaker (Green + Red) **FREE** 2 x RL Shaker (Blue + White)

RM130 (WM) RM150 (EM) 10WP

*Terms and Conditions Apply. *For Malaysia distributors only. *WP is not earned on FREE products. *In the event of RMCO/peak/promotion periods, the shipment of your order may experience longer than usual. *For further information, please refer to our promotion details. *While Stocks Last. *WP is not earned on FREE products.



PROMOTION EXTENDED

BECOME A
CLASSIC
MEMBER
TODAY!



RM88(WM) RM95(EM) / 8WP

1ST JULY 2020 @ 12AM(MYT) - 31ST DECEMBER 2020 @ 11.59PM(MYT)

BUY

ENTITLED
FREE

CLASSIC
MEMBERSHIP
(VALUE WORTH RM48)

INCLUSIVE
RL WELCOME
HANDBOOK

OR

*Terms and Conditions Apply. *For Malaysia distributors only. *In the event of RMCQ/peak/promotion periods, the shipment of your order may experience longer than usual. *For further information, please refer to our promotion details. *While Stocks Last



LEGACY PLAN

FREE

Hand Sanitizer & Disinfectant

*WITH PURCHASE OF RM200 AND ABOVE (IN A SINGLE RECEIPT)

*WHILE STOCKS LAST



FROM 1st June 2020 (12pm MYT) ONWARDS

RL HAND SANITIZER FEATURES & BENEFITS:



*Terms and Conditions Apply. *For Malaysia distributors only.

*In the event of CMCO/peak/promotion periods, the shipment of your order may experience longer than usual. *WP is not earned on FREE products.

*For further information, please refer to our promotion details. *While Stocks Last



EXTENDED

ITALY

TRAVEL INCENTIVE TRIP 2020

EXTENDED TO 28th February 2021 (11:59pm, MYT)



Qualification :

A For rank Classic membership to Crown Ambassador

Criteria	Personal Direct Sponsor and/or Personal Maintain (Accumulate)	Direct Sponsor Group Maintain In Legacy Plan (Accumulate)		No. of Ticket
		Min. Required Group	WP per Group	
1	5,000WP	5	5,000WP	1
2	10,000WP	5	2,000WP	1
3	10,000WP	5	10,000WP	2
4	10,000WP	10	5,000WP	2
5	20,000WP	5	4,000WP	2

* Only one (1) criteria to be fulfilled.

B For rank Royal Ambassador to Royal Prime

Criteria	Personal Maintain (Accumulate)	**Direct Sponsor Groups' Maintain (In a calendar month)		Required Month	No. of Ticket
		Min. Required Group	WP per Group		
1	1,500WP	3	5,000WP	5	1
2	1,500WP	5	5,000WP	5	2

* Only one (1) criteria to be fulfilled.

** Direct Sponsor Groups' Maintain sales must be fulfilled in a calendar month of any 5 months during the campaign period.

*Terms and Conditions apply.
*For further information, please refer to our campaign details.
*For Malaysia and Singapore distributors only.

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**REOXLIFE PRO W+
NUTRIENT STRIP**

**2° REDOXY
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LEGACY LIFE

传 承 生 活

RETURNLEGACY® | 2020 JULY

线上网络经营业务:

欢迎来到
“新常态”

传承国际营运总监致词

电子商务 疫后新趋势

如何增强
免疫系统
延长寿命?



保护我们免受细菌感染

A'MAZE 抗菌沐浴露

JUL
2020

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自1900年代西班牙流感爆发以来，世界一直被全球大流行病所威胁着，而微软创始人Bill Gates于2015年TEDTalk演讲中所提及的预测，不幸地一语成谶。在过去的6个月，2019冠状病毒病(COVID-19)以始料不及的速度与规模爆发。

有人预测这将永远改变摩登生活的面貌，也有人说我们永远都无法像往常一样生活，因而衍生出“新常态”之说。只不过，适应能力一直是人类生存的重要特质之一。如说法成真，COVID-19也许会是推动人类再次拥抱变化的变革催化剂。

电子商务 疫后新趋势

自第四次工业革命以来，全球电子商务的发展一直处于上升阶段，而COVID-19极有可能加速其步伐。据Marketwatch 2020分析，电子商务的渗透率预计将从2020年的15%增长至2025年的25%，传承国际自2019年9月开始建设电子商务功能的计划因此势在必行。

COVID-19强加予我们的“新常态”改变了我们的日常习惯——人们倾向待于室内、人们开始转向在线购物以满足各种生活需求，导致实体店顿失吸引力。这些突发改变意味着现实生活中的许多互动和习惯都被转移至虚拟空间。

传承国际营运总监
TONY SAW

我们相信 数位平台 将成为我们在 全球扩展业务 网络的核心 战略要素

根据Single Grain Digital Marketing Trends的一项调查，82%有疑问的消费者希望得到“即时”的回应。这使得对话营销变得更重要，因为它促进了企业与消费者之间的一对一实时联系。

在社交媒体平台收到信息时提供即时回复是传承国际的客户服务原则。为确保我们可持续提供最好的服务，经销商在个人社交平台收到信息或查询时，建议尽快回复客户。而传承国际所采用的聊天机器人技术，可确保我们的电子商务平台在经销商和潜在客户进行询问时能给予即时回应。移动设备的使用可进一步推动电子商务的发展，我们因此提升了电子商务平台的移动友好度和可及性。

此外，我们的电子商务平台附设借记卡和信用卡支付功能以优化在线购物体验。由大众银行 (Public Bank) 支援的简易付款计划 (Easy Payment Plan) 同时为经销商提供额外的支付选项。

传承国际的电子商务平台包含了大量可供经销商轻易获取的资讯与内容，包括视频、图片、传承生活 (Legacy Life) 和产品信息。定时发布的产品信息和示范视频也能在电子商务网站寻得。另外，传承国际于6月中旬为电子商务平台增设了资料库档案——Share Legacy，此功能允许经销商迅速搜索和下载视频、图片或产品相关资料。

根据BuilderFly的一项调查，消费者倾向于回应视频内容，97%的视频营销者表示视频内容增强了使用者对产品或服务的理解，另76%的视频营销者表示视频内容有助于增加销量。

随着COVID-19在2020年将电子商务推向“新常态”领域，我们强烈建议经销商使用传承国际的电子商务平台。未来，我们将进一步提升其可及性，并使其更为先进。

欢迎来到“新常态”

线上网路 经营业务

新冠肺炎疫情 (Covid-19) 将我们推向一个完全不一样的时代。我们都学着要改变许多我们过去做事情的方式，经营生意业务也不例外。当越来越多经济体和社会体谨慎地重新开放下，我们认为新常态下所产生的买卖方式已经成为必然。因为网上购物即安全且方便。因此，在网上经营业务是现今主要的“新常态”。

在上一期的文章中，我们介绍了“隔离经济”的概念，其中也提到关于人们的日常生活已经转向在自己舒适的家中进行。但很幸运的是，现在的我们拥有了网络，因为在最难熬的病毒疫情及封锁隔离期间，网络就像一道曙光一样为我们提供了谋生的方式。而且通过网络，学生们还是可以透过线上教学，购买日常用品以及与家人保持联络。试想象一下，如果今天我们没有网络，那该有多糟糕！



因此，在疫情中有人失去了很多，但也有赢家；此次流行病所造就的莫过于在做线上服务和网络业务的生意。这些亿万富翁例如亚马逊的杰夫·贝佐斯 (Jeff Bezos)，面子书创始人，马克·扎克伯格 (Mark Zuckerberg)，ZOOM 会议的CEO，埃里克·袁 (Eric Yuan) 以及特斯拉的伊隆·马斯克 (Elon Musk) 都在这次疫情期间变得更加富有了。那是因为许多人都在这期间使用了这些平台去购买物品 (亚马逊)，使用了面子书与家人朋友保持联系和享受娱乐时光，以及使用了ZOOM 会议在工作上 and 生意伙伴谈合作。



在亚洲，互联网经营业务在疫情还未爆发前就一直呈现增长之势。而马来西亚，网购的年度销售份额同比增长为200%。消费者们都非常喜爱网上购物的方便与自由。所以电商们都渐渐变得明智，简化了网上购物的流程，使网购变得更加容易。早期的消费者们都必须要在购物结账之前完成许多乏味的流程，像是他们必须先设置个人的购物账户才能继续购物。

大约在10年前的网卖平台，消费者们对于将自己的财务资料提交给网购平台感到谨慎。然而现今，许多网购平台都建立了使消费者放心的交易系统，让许多消费者都不再担心将自己的信用卡资料提供给网站。甚至一些年纪较大的消费者，也在这次流行病毒爆发后，学会并接受在网上购物的便利。



相反的，一些传统的零售实体店正在面临令人沮丧的局面。几乎每天都有新闻在报导有关门市关闭的消息。在马来西亚，受害的行业有包括多家酒店，Blu Inc 媒体出版公司，MPH 书局以及Delicious的连锁餐厅。全球范围内也有一些大品牌像是ZARA和星巴克（Starbucks）已宣布即将在全球范围关闭一些门市商店。

时时刻刻都要 紧跟时代变化的脚步

所有人都必须做好适应时代的准备。如果您想要在这时期开始一番事业，建议采用“线上第一”的准则，通过网络的便利与顾客通过线上取得联系建立关系。毕竟现在智能手机的普及化、视频会议的便捷以及社交媒体的直播功能等，我们真的有必要一定得和客户面对面才能达到沟通吗？这或许是一个需要考虑的问题。

突破传统思维以及愿意改变是比较明智的。查尔斯·达尔文（Charles Darwin）说“成功幸存下来的物种并不是最才智的，也不是最强大的，而是最能适应它所处变化不断的环境的物种。”身作为一名企业家，如果您能将改变视为一件积极的事情，那么机会就将离您不远。



在这流行病毒期间 你应该如何做？

如果您是一位想利用这段时间经营网络业务的企业家，那么有一些事情需要考虑。

您需要反问自己以为已知的事。许多人都还停留在传统的思维当中。我们可能会认为消费者永远不会在网上购买眼镜，因为消费者都会想要先试戴看整体观感。但是，已有一些品牌已经开始在网上经营这样的眼镜业务。因此，您应该考虑的是，如何将这种网购体验变得更好。或许，您需要有一个可变通的退货政策。如果客户想要退货，也许您需要考虑安排收货员上门进行退还，这样一来他们就不用支付额外的邮费。无论您的企业规模大小，都会有一些可以帮助您在经营网络业务上成功的策略。

另外，您必须准备扩展。企业家们最大的梦想就是营业额能够飙升。但如果您还没准备好扩展的计划，那么你所谓“最大的梦想”将成为您的噩梦。

您想象一下，如果您的网站访问量突然增加了30%浏览量，请问您的网络服务器承受得住吗？还是您的服务器会直接崩溃并让您的消费者们感到愤怒，继而选择奔向您的竞争对手？所以您必须做好准备。市面上有许多能够解决这些问题的方案，因此这些功课是非做不可的。

在这新常态中，顾客就是真正的王道。我们生活一种顾客可以在 Instagram 或者面子书上与他们选择的品牌联系并且可以得到迅速回复的时代。顾客们希望他们能够被认真的对待，因此糟糕的服务态度将会引起负面的躁动，而且也会为品牌带来不良的宣传。无论如何，征求客户反馈并且始终重视他们所重视的东西会是一种好习惯。如今，消费者都见多识广，并且能够得到比以往更多的选择。所以一个真正机智的网络业务平台必须能够考虑到客户的喜好以及关注当前的趋势。



如果您已经选择了在Return Legacy开启你的网络事业，那么这是非常重要的第一步，因为您已经拥有优质产品的库存做支持。而现在，您只需要准备好开始您的网络销售，准备扩大规模并且百分之百的关注客户以及他们的需求。我们相信您已经走在正确的成功轨道上，并且祝你一切顺利！





应先上 保湿霜还是精华液呢？

当你意识到自己的护肤产品并未达到所承诺的效果时，您是否会感到失望？尤其是当一些保养产品的价格如此昂贵时，这样的情况真的会很令人沮丧。

但是，想要你的皮肤达到理想状态其实可以很简单，只需要将护肤产品的使用步骤进行切换。事实上，如果你没有跟着正确的使用步骤，你会使护肤产品没办法发挥其功效。

大多数人都已经知道先洗脸是常识，之后就涂抹爽肤水。

因为市场上有太多护肤产品，所以的确能理解，各个护肤产品的使用顺序真的令人困惑，像是精华素、面膜、乳液、精华液、保湿霜、面霜、油类、防晒霜等。最让人困惑的就是：**应先上保湿霜还是精华液呢？**

有一条黄金法则你能应用的是：将产品按照浓稠度应用在脸上，从浓稠度最稀的至最浓的，或者是从液体至乳胶漆的顺序去应用你的护肤产品。

如果你先应用最浓稠的护肤产品，这反而会阻止你的皮肤吸收质感较稀稠的产品。如果你跟随这黄金法则，你就会发现正确的方式是将质感浓稠的产品放在最后使用，因为它将先前涂抹的护肤产品锁在脸上。

因此，你可以从基本的护肤顺序中看到，你必须先清洁，涂抹爽肤水、精华液然后再进行保湿。

让我们再来探索精华液和保湿霜之间的区别，以帮助你更好的理解为什么精华液应该先用在脸上。

永远先使用 精华液！

精华液应该先使用的原因是因为它通常是由高浓度的活性成份配制而成、质地轻盈的配方。你应该先涂抹精华液，因为它们通常是以透明的凝胶或液体状的形态呈现。而精华液的配方不像保湿霜那样浓稠，所以应在保湿前使用。

精华液是一个含有多种有效成份并能针对你护肤问题，如色素沉淀、老化、细纹的一个步骤。相信您肯定是希望你的肌肤有机会吸收所有的好处对吧？

要想让你的肌肤散发真正的光泽，肌肤必须得到足够的保湿才行。你会意识到比起精华液，保湿霜是更加浓稠和呈膏状的，目的是为了保湿肌肤及锁住肌肤里的水份。保湿霜能在皮肤表面形成保护膜。其浓稠的质地设计是为了将水份锁在皮肤。

选择一个适合自己的保湿霜是很重要的，比如说干性皮肤的人需要使用质地较浓稠的保湿霜，而油性皮肤则需要质感较轻盈的保湿霜。

你可以在白天使用较轻盈的保湿霜，而在晚上使用较稠的保湿霜。

拥有光泽肌肤，
保湿 是关键

精华液

针对一些特定的皮肤问题

你是否觉得自己在日常护肤中实际上是不需要精华液？

这或许是因为许多公司在夸自家的保湿霜含有各种可以针对皮肤问题所使用的特定成份。

但无论如何，你必须记得精华液主要帮助提供有效的成份来对抗各种肌肤问题。同时使用精华液及保湿霜能够增强在脸上的保养的效果。

随着年龄的增长，护肤这一点就显得更加重要。市面上有多种不同功效的精华液，每一种精华液都针对着不一样的肌肤问题。如果你选择合适的精华液，则可以更针对性地解决自己的皮肤问题。

选择正确的精华液和保湿霜确实可以帮助改善皮肤的健康状况，解决你遇到的任何皮肤问题。我们很乐意推荐我们的最爱，那就是来自Return Legacy 的 **2°Redoxy Essence**, **2°Activator Moist** 以及 **2°Activator Hydro**.

小编推荐



为了要增强效果、保护皮肤以及帮助皮肤保持水份，请记住要先使用质地较稀的产品，然后才使用较浓稠的产品，也就是先使用 **2° Redoxy Essence** 在保湿前使用以帮助抗衰老配方能深入渗透到皮肤细胞。



2° Activator Hydro 保湿凝胶霜还有助于补充水份以及改善皮肤水份含量。这款不油腻且轻巧的保湿凝胶霜是由透明质酸钠制成的。它可帮助锁住水份，使肌肤全天保持水润。



The 2° Activator Moist 是一款润泽霜 适合任何的皮肤类型。这种不油腻的润泽霜专门设计为你唤醒肌肤活力，让你的皮肤整日舒适嫩滑。



2° Activator Hydro 和 **2° Activator Moist cream** 是一套可以搭配使用的保湿凝胶霜及保湿霜，以达到最佳的皮肤保湿效果。

想要确保你的皮肤能得到每种产品带来的效果，记得要以正确的顺序使用那些产品。如果你有很多的护肤品，请记住应用护肤品的黄金法则，从质地最稀的保养产品开始应用，最后则是最浓稠的。拥有一个正确的顺序真的很重要，这样你的皮肤才能得到完整的效果。



在家亲手为自己做个 脸部护理

如今的趋势，大家都会在家完成所有事情。因为疫情的关系，待在家完成所有事也是情有可原的。即使已经有许多国家都逐渐恢复了常态，但仍然建议你，如果没有必要的话，就尽量待在家里。

但这并不代表在家就无法维持自己的美丽。其实自己在家，也是可以轻松地为自己做些简单脸部护理。甚至你可以把它当成一种宠爱自己的必要仪式，多给自己一些爱和关心，因为你值得拥有！

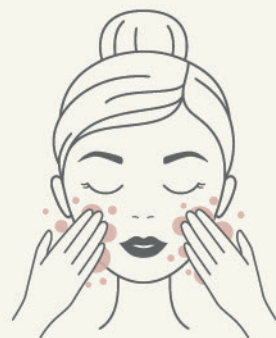
而护理的方式其实可以通过你喜欢的护肤产品，但这里也会提供一些步骤，可以让你在自己的厨房就能自制出磨砂膏和面膜。

因此，赶紧穿上你的家居服，开上你喜欢的音乐，然后就开始
享受这一切吧！

步骤一

卸妆

如果当下是带妆的则需要先卸妆，你可以使用卸妆油、卸妆霜或者是胶束水（Micellar Water）将脸上的妆、污垢及残留物都卸掉。即使你只擦了防晒霜也建议在洁面前先使用胶束水进行卸妆。



步骤二

使用蒸气蒸脸

你不一定需要进行这个步骤，但我们非常推荐使用它来软化皮肤帮助肌肤排毒并且更好吸收后续使用的护肤产品。最简单的蒸脸方法就是使用一大锅煮至沸腾的水。烧开一锅水，将毛巾以帐篷的形式掩盖整个脸部，这样才能确保达到蒸脸的效果。蒸脸的时间可以维持在大约5分钟。你也可以在烧开的水里加上一些你喜欢的草药和精油，使脸部护理得到一个更高级的享受。



**注意！* 进行蒸脸时必须要多加小心，因为有可能会烫伤自己。可以在毛巾上留出一个小区域，使一些蒸气能够逸出。*

步骤三

去角质

使皮肤光洁亮丽的关键就是去角质。你需要通过去角质清除干燥的死皮细胞，否则它们可能会阻止精华液和乳霜在脸部上吸收。你可以使用你喜爱的磨砂膏进行磨砂的步骤，或者你可以尝试使用我们的特殊自制磨砂膏配方，其所需材料在厨房随手就能找到。

柠檬糖磨砂配方：

- 少许的柠檬汁
- 少许红糖
- 少许蜜糖
- 少许椰子油

把所有材料混合在一起直到呈现出糊状。然后，将磨砂膏轻轻的擦洗在脸上，之后再冲洗干净就可以了。



柠檬

柠檬含有可提亮肌肤的维他命C，同时红糖的小颗粒对皮肤温和，有助于去除角质并清除死皮细胞使皮肤光滑，焕发青春光彩。除此之外，蜂蜜也是对肌肤很好的保湿剂，它可以锁住皮肤中的水份并具有抗菌的特性。椰子油也是很好的保湿霜，可以帮助增强皮肤的屏障功能。



但是需要注意的是， 这类型的磨砂膏只适合中性肌肤而已。如果你是敏感性肌肤，那你应避开此配方或把柠檬汁从配方移除。如果以前你从未在皮肤上使用过任何上述的成份，那么我们会建议你在使用之前先进行简单的皮肤过敏贴布测试，确保自己对这些成份没有任何过敏或敏感才开始使用。

步骤四

敷面膜

现在是使用心爱的面膜舒缓和呵护皮肤的时候了。你可以选择使用保湿面膜使你的皮肤恢复水嫩活力！你也可以在开始敷面膜之前，将面膜放置在冰箱里面一阵子。这样一来，这样一来，冰凉的面膜还能帮助你舒缓肌肤。

我们在这里也为你准备了只需一种成份就能自制面膜的配方，那就是 **香蕉！**

香蕉面膜配方：一条香蕉

你只需将一个中等大小的香蕉随意的捣碎成光滑的糊状，然后涂在皮肤上。香蕉含有丰富的维生素A、B、E和钾元素，让他们成为最好的美容秘诀之一。你可以期待自己的皮肤感到保湿，柔软和光滑。如果在香蕉面膜里添加其他成份，例如酸奶、蜂蜜、柠檬汁或者是姜黄还能添加更多益处。

我们建议你可以花一些时间享受这个美好时光。你可以选择坐在一个安静的环境中，也许在热水浴缸里或在有香薰机的环境下敷面膜都是不错的选择。



步骤五

按摩

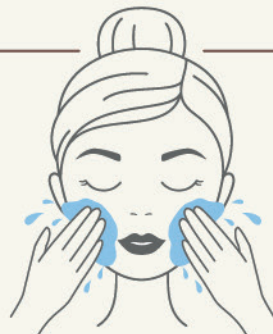
还有一个步骤可以让你感觉更良好，那就是使用面膜剩余的精华进行脸部按摩。或者你可以使用冷水冲洗先前制作的自制面膜之后，使用精华液或者按摩霜进行脸部按摩。脸部按摩确实可以帮助改善肤色和消除脸部浮肿，使你看起来焕然一新。如今，翡翠面部滚筒已经非常流行，如果有的话，是时候善用它了！



步骤六

保湿

以上步骤都完成之后，就到了用保湿霜来锁住所有的精华的时候。你可以根据自己的肌肤类型和需求使用较轻盈的保湿霜或质地较浓稠的乳霜。



Tada, 就这样完成了居家脸部护理疗程！这时候，你就能好好欣赏自己的护理作品。简单的六个（或更少）步骤，你的皮肤就能更加光彩照人。希望你现在的身心都可以在完成疗程之后更加的放松，可以做好准备面对其余的一天。

A'maze ANTIBACTERIAL BODY WASH

PROTECT AGAINST GERM

传承健康生活



净重: 500ml

零售价: RM52(西马) | RM60(东马)



**无十二烷基硫酸钠
(SLS)**



**无对羟基苯甲酸酯
(PARABEN)**



**无三氯
(TRICLOSAN)**

皮肤是身体的护屏障，负责保护我们的身体以避免受到外来生物或者有毒物质的侵害。然而，我们的皮肤处于长期暴露在不同的环境，容易被不同的微生物包括细菌、真菌、病毒和螨虫黏附。

有一部分的细菌、真菌或病毒是会导致感染的。而传染病是全球主要的健康问题之一。所以，抗菌沐浴露对我们极为重要。

A'maze 抗菌沐浴露可有效的保护我们免受细菌感染。不含十二烷基硫酸钠 (SLS)，对羟基苯甲酸酯 (Paraben) 和三氯生 (Triclosan)，适合各年龄和肤质使用。

此抗菌沐浴露可以全面防菌、保护和维持皮肤健康，同时也让皮肤变得光滑、柔软和滋润。

主要功能



对氯间二甲苯酚有效抗菌，
成为您的贴身保护



维他命B让皮肤变得
光滑、柔软和滋润

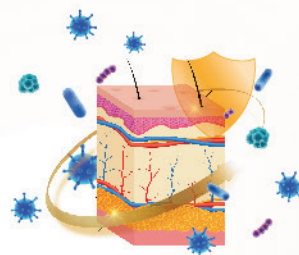


愉悦的清新香味，
让你一天充满活力

主要成份

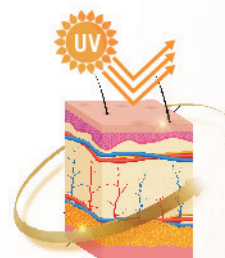
对氯间二甲苯酚 (CHLOROXYLENOL)

- 让皮肤更容易吸收，温和并不刺激皮肤。
- 可以抵御有害细菌、真菌和病毒，全面保护皮肤和预防感染。



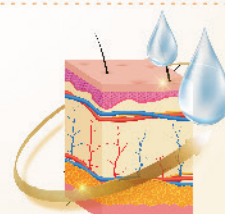
维他命B3 (VITAMIN B3)

- 加强皮肤水份天然屏障和调节皮脂分泌，让皮肤细腻无油光。
- 具有抗炎作用，可抵御来自阳光和环境污染所造成的氧化应激。
- 缩小毛孔并改善肤质。



维他命B5 (VITAMIN B5)

- 滋润和舒缓皮肤，让皮肤获得保湿效果，水嫩光滑。
- 能够保护皮肤不受环境变化的刺激。



如何增强免疫系统， 延长寿命

健康长寿是每个人的梦想。如果想要梦想成真，那么我们就需要做出实际行动，例如维持良好的饮食习惯、拥有充足的运动与睡眠、以及保持积极的心态。



地中海饮食 (Mediterranean Diet) 的好处

你有听过这类的神奇饮食吗？它是源自地中海沿海国家，例如西班牙、意大利南部及法国的一种传统饮食模式。拥有这种饮食习惯的人普遍会比其他国家地区的人拥有更长的寿命及鲜少患上慢性疾病的概率。

地中海饮食也称为“有益心脏健康”的饮食，它含有大量的蔬菜、水果、谷物、海鲜、坚果种子类以及橄榄油。一项针对150万名成年人的分析报告中指出，地中海饮食能够减低因心脏疾病和癌症致死的风险，也能够降低患上帕金森氏症和阿尔茨海默氏症的风险。

许多世界各地的医生和营养学家都表示这种饮食非常有益于健康。

但事实上，我们现代人的生活方式是充满压力以及非常忙碌的，以至于我们没有多余的时间可以好好照顾自己。许多人都是全职的工作者，放工之后就会回家照顾家庭。当我们空闲的时候也许为了放松一下，就会去购物中心或在沙发上看电视消遣。

许多人大多都没有时间做饭，因此都会选择方便的加工食品。我们对许多煎炸食物、甜食以及咸食都深感喜爱，但长期吃这些食物会影响我们的健康。只有少数的人会吃上足够的水果和蔬菜、健康的全麦或有益的油。

这就是为什么慢性病在全世界的数量正逐年上升。

MEDITERRANEAN GOLD PLUS 来营救你了!

Mediterranean Plus Gold，将地中海饮食的益处都集中在一个小袋中的保健品。拥有了它，你不需要再花费时间和精力去准备真正地中海风味的食物，你能以便捷的方法去获取所有的健康益处。

Mediterranean Plus Gold包含了22种水果与蔬菜的提取物。世界卫生组织建议我们每天至少食用400克的水果和蔬菜以保持饮食均衡和健康。**Mediterranean Plus Gold** 对于一些每天没有时间完成这需求的人有很好的帮助。

Mediterranean Plus Gold 含有Return Legacy传承国际独家配方-LePheno™，
蕴含从



葡萄柚



葡萄



绿茶



瓜拉那



黑胡萝卜

中提取出来的强效多酚 (Potent Polyphenols)。这些食物都含有丰富的抗氧化剂，能帮助我们减少自由基对人体的伤害。

长期食用 MEDITERRANEAN GOLD PLUS 能帮助你:

增加体内抗氧化酶的生产 (SOD)

有助体重管理

保持肌肤的健康与美丽

调节胆固醇水平

促进血液循环

调节血压

增加能量和活力





谁应该服用？

Mediterranean Gold Plus 适合全部人食用。
但对于一些人群来说将会特别有益，例如以下这些人群：

肉食主义者和经常在外用餐的人

肉食爱好者大多都没法摄取足够的水果和蔬菜。他们也有可能面对一些健康问题，因为肉类含有大量的饱和脂肪，会增加血液中的坏胆固醇。此外，经常在外用餐的人也通常无法摄取足够的水果和蔬菜。



饮酒者，吸烟者，面对高压生活环境的人，经常熬夜的人以及一直使用电子产品的人

这群人的体内可能积累了过多的自由基，所以最终有可能导致氧化应激的情况发生。他们的这些习惯也会增加自由基的产生，而通过服用抗氧化保健品则能帮助抵消自由基。

缺乏运动的人

实际上，运动有助于燃烧脂肪并减少胰岛素分泌。胰岛素能够促进脂肪的形成。所以不爱运动的人不只是体重会增加，罹患糖尿病和心脏病的风险也会随之变高。

不过我们要记住，虽然保健品绝对可以帮助我们过上更健康的生活，但我们还是必须下定决心的改变自己的生活方式才是上上之策。虽然这并不是一件容易的事，但绝对是值得付出的。



摄取酵素 为保健品的重要 性

其中一个保持健康的关键点就是确保人体能从日常饮食中获取足够的营养。为了能真正获得食物的好处，酵素在食物分解中扮演着非常重要的角色。

酵素能确保我们所吃的食物能充分地消化同时，酵素也能促进我们的新陈代谢。

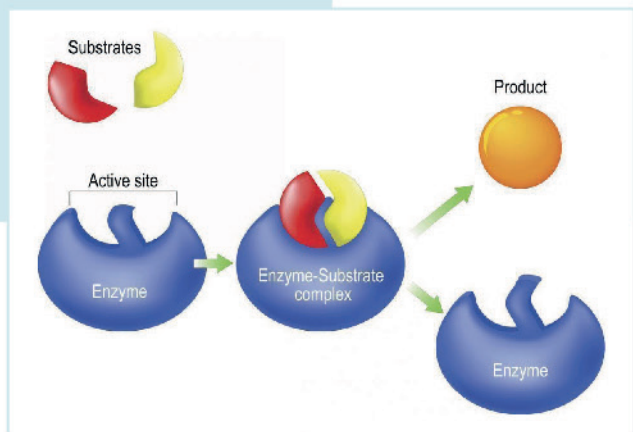
当你读了这篇文章后，你将会更清楚知道为什么酵素对我们的生活来说如此重要。我们将告诉你为什么食用酵素保健品对你的健康有益，尤其是在促进消化过程这方面。

为何酵素如此重要？

酵素是一种蛋白质，能控制人体化学反应的速度，也是我们俗称的新陈代谢。如果没有酵素的存在，这些化学反应仍然会进行，但速度会变慢。此外，酵素能在细胞之间起到相互作用并使细胞生长受到控制。

酵素在帮助人体吸收食物中的营养方面起着至关重要的作用。这个过程是非常重要的。举个例子，我们的身体会产生不同种类的酵素，分别有淀粉酶，胃蛋白酶，胰蛋白酶和脂肪酶，这些酵素分别具有不同的功能，帮助分解我们每天所吃的各种食物。从而让我们获得精力去进行日常活动，锻炼和补充肌肉量，维持免疫系统和身体的健康，调节情绪等等。

每种酵素在我们体内都扮演着不同的角色。比如说淀粉酶能分解碳水化合物；蛋白酶、菠萝蛋白酶和木瓜蛋白酶分解蛋白质，脂肪酶分解脂肪；蔗糖转化酶和乳糖酶分解糖份；纤维素酶分解纤维素。而如果人体因一些原因无法产生足够的酵素就会诱发某些问题，例如肠胃气胀、便秘、腹胀甚至腹泻等。



NUREOX Enzyme

- 如果你有肠胃气胀、胃灼热或腹胀的问题，那么 **NUREOX Enzyme** 是你最佳的选择。蕴含多种酵素，成份互相配合，**NUREOX Enzyme** 是一款方便食用的营养保健饮料，能确保食物充分被消化，更好地吸收食物中的营养。



NUREOX Enzyme 的味道也很美味的，它带有清新的奇异果和柠檬风味。这混合的酵素能促进新陈代谢、增加能量的消耗并使用脂肪作为能量来维持体温及减少身体发冷的情况。由于 **NUREOX Enzyme** 还含有丰富的钙质，所以它也能保持骨骼和牙齿的健康，同时也提高肌肉的力量。

服用NUREOX Enzyme 就能达到以下的好处：



最大化提高营养的吸收



促进肠道健康



减轻腹胀、肠胃气胀和胃灼热



排毒



减轻食物过敏



维护整体的健康

- 通过健康的饮食以获得良好的营养对我们的身体来说很重要。因为健康又强壮的身体能够帮助你克服一切日常挑战。所以现在你知道了酵素的重要性，一定要确保自己选对保健品。一天只需一包**NUREOX Enzyme** 便能够拥有更健康的身体。

普拉提

减肥界中最“华丽”的运动

现今时代，我们的生活方式在社会、教育、职业、技术、健康等许多方面都有迅速的变化。



如今，人们更加意识到了健康的生活方式的重要性，尤其是那些能够享受并且可以轻松地继续保持健康生活方式的人。而普拉提作为一项华丽的健身训练之一，已经开始在健身市场有些名气。



上个世纪初，约瑟夫·彼拉提斯(Joseph Pilates) 被分配到马恩岛的一家医院与残疾患者一起工作。他的体能训练技术就是普拉提运动的第一次迭代，普拉提可以在有或没有设备的情况下进行的低冲击运动。能有助于增强肌肉的同时也改善姿势对齐和身体的柔韧性。

有两种类型的普拉提课程是您可以尝试的，分别为垫上课程及重整课程。垫上课程利用体重进行锻炼，而重整课程会使用机器一部分的弹簧去增加普拉提运动的阻力训练。

如果您持续练习普拉提，那么您也可以拥有梦寐以求的身材！这里有一些提示：

定期的练习

如果您的目标是实现理想的减肥效果，那么您必须全力以赴以及需要足够的纪律，坚持在每周练习2至3次。这是为了确保您的身体能够适应身体的肌肉变化，而且能够建立力气。许多人都希望能够减轻体重，但由于缺乏力量和柔韧性所以在进行运动时会有些挣扎。通过频繁的普拉提运动，您的身体将会变得更强壮，以及在运动时你会感觉更加舒适。

改变它！

除了高级普拉提课程之外，您还可以尝试融合其他训练课程，例如Piloxing(普拉提和拳击的组合)或Yogalates(瑜伽和普拉提的组合)。将普拉提与其他训练课程的锻炼结合，您可以更快地促进脂肪燃烧，新陈代谢和心血管健康，从而大大的提高运动效益。这是因为您的身体将比普通普拉提垫上课程的运动强度高一倍，有助于您加速减肥。



找到合适的平衡

普拉提运动可以为您的身体找回平衡以及提高训练的质量。这些运动与核心锻炼不同，所以许多人觉得很难做到。这是因为核心锻炼容易使身体肌肉发炎，而且你也会感觉到肌肉有巨大的疼痛。但普拉提与其他运动不同，因为它可以确保所有关节和肌肉都是正确且平均等在运动。普拉提会造成受伤和疼痛的百分比会更低，因此会让您在运动时感到更加舒适。锻炼普拉提不仅可以给您带来锻炼的乐趣，同时也能帮助您减轻体重。

每种健身运动都有属于自己的概念。同样的普拉提也是如此，它注重在于平衡感。而想要达到平衡其实一点也不容易，但只要有一定的专注力和敏捷性，您一定能成功完成普拉提训练。要你闭着眼睛单脚站虽然看起来不容易，因为它需要大量的平衡感。但是如果在平静的心态下进行的话，就可以实现。总而言之，当您的神经系统处于平静状态时，您的减肥之路将会变得更加容易。



5种改善家居环境的方法



近期...

我们大部分的时间都呆在家里，所以我们绝对会更加注意我们的生活环境如何影响我们的健康。

实际上，我们的生活环境与运动和营养是同等重要的，因为好的生活环境能保持我们健壮、健康以及平衡的生活水平。

但是，随着现代快节奏的生活方式，我们没有太多的时间去真正专注我们所居住的房屋的室内设计，装饰或家具的布置。

但，在经历了一整天朝九晚五的辛苦工作之后，家不就是我们最期待回到的窝吗？家不是一个家庭诞生以及发生像是新冠肺炎疫情时候的避风港吗？很显然的，我们所居住的家里环境并不是一件小事，并且值得我们多花心思去关注。

我们能够采取小小的行动，一点点的改善家里的环境，使我们的居家生活更愉快。例如，家里有一些淡淡的绿色是个省心且舒缓心情的方式。或者您能够对家里的环境花多心思进行整理改造，这样还能吸引更多正能量到家里。

以下有5种简单的方法可以改善您的家庭居住环境，使您在家的生活更健康以及更舒适：



第一种方法：自然光线

您是否有注意到有阳光照射的时候心情会变好？不妨自己尝试看看吧。其实就只需要打开窗户，让暖暖的阳光进入房子并且照亮它。您也可以在房子安装落地窗，让自然光能无障碍地进入您的房屋。同时，您也可以安装平面窗以及透光窗帘能使房间看起来更明亮和更愉悦。这样做，肯定会提升您的心情。



第二种方法：种植植物

植物给室内带来一些大自然的感觉可以帮助减轻压力，恐慌，愤怒甚至是增加积极的能量。如果您发现身边的朋友都沉迷于植物，这都是有原因的！根据研究显示，在室内摆放一些植物能够提升您的心情、生产力、注意力以及创作力。植物还能够吸收二氧化碳，然而将新鲜的氧气释放到室内空气中，并且净化房屋内的空气。这样能够让您呼吸更优质的空气。但有些植物需要特别小心，尤其是晚上吸收氧气并释放二氧化碳的植物。而有些植物是有毒性的，如果家中的小宠物不小心吃到的话，则会导致中毒。您可能需要时不时把植物带到外面晒太阳，所以另一个需要考虑的因素是植物的大小。一些推荐使用的室内植物，例如扁平百合，虎皮兰和芦荟都是建议可以摆放在家里栽种的植物品种。



第三种方法：隔音墙壁



这提示对某些人来说或许有一些惊讶，但是对于那些生活在繁忙街道上或火车站附近的人，这是您可以做到真正改善生活质量的一件事。隔音的主要目的就是防止外界的噪音进入房屋，尤其是当它的声音足以打扰您的睡眠或注意力。这并不是一项经济便宜的改造方法，但如果您有额外的预算，那么您应该考虑在墙壁周围安装隔音板以降低来自户外的噪音。如果噪音的来源是在您的房屋内，例如您的卧室有木地板，就会很容易听到楼下房间的声音。您可以选择在木地板上直接放置一个大而厚的隔音地毯。给自己一份安宁与宁静的礼物！

第四种方法：无毒颜料



一个健康房屋的经常会被忽视的方面就是房屋使用的油漆类型。许多人都不知道使用无毒颜料（Zero-VOC）的好处。您可能会惊讶因为使用无毒颜料实际上有很多好处！

其中一个好处就是无毒颜料能够帮助减少由挥发性有机化合物（VOC）的颜料所引起的过敏疾病。挥发性有机化合物的颜料会释放出有毒气体，对人体造成负面影响。而使用无毒颜料，不仅能够保护自己以及减少患上肺癌和肺部疾病的风险，避免吸入任何的有毒气体。此外，对于有儿童居住的家庭来说，这种无毒颜料是更安全的选择。另一个好处是，无毒颜料比起一般颜料味道更淡而且对环境不会造成负面影响，可以帮助减少碳足迹。

第五种方法：安装空气净化器

我们生活在充满空气污染的世界中。这些污染都来自于工厂、车辆、森林大火和露天焚烧垃圾所造成的。当我们吸入这些污染的空气时一定会增加我们患上肺病的风险。为了解决这个问题，为何不考虑在家中安装空气净化器呢？空气净化器就如其名，可净化有害污染物和灰尘颗粒，帮助净化空气。

呼吸干净的空气可以促进更好的氧气的收，使您思路清晰，拥有更好的睡眠以及达到镇静的效果。安装空气净化器的另一个好处是，空气净化器实际上可以帮助去除或消除可能引起哮喘发作的过敏原、去除令人讨厌的异味以及宠物皮屑上的灰尘。

空气净化器提供的干净空气可以带给您宁静的感觉，帮助您摆脱现实生活中的繁杂，并且让您能自在的呼吸纯净空气。



我们希望这些技巧能帮助您获得一些改善家居环境的想法，使您的房屋变成一个更安静、更舒适以及更温馨的空间！



有助保持 心平气和的 冥想程序



“

繁忙的生活方式和大量的工作量可能会导致压力、躁动以及疲劳。此时，许多人都忽略了工作与生活的平衡。一天的生活从一大清早开始直到深夜，忙的都是家务、工作、家人和朋友。永无休止的重复，从未有时间放松。但是，我们都非常明白拥有平衡的生活作息对于保持身体健康来说有多重要。

这时候我们就能够通过善用科技来帮助了我们摆脱忙碌的生活习惯。现今的科技使我们能更方便的浏览许多改善生活质量的应用程序，例如冥想程序。

冥想训练的灵感是源自古代佛教的冥想练习。这项训练要求您找到最舒适的姿势，并能闭上眼睛一会儿，好让您能通过其他感官去感受周围的环境。

冥想教会人对周围发生的事情感受更多，从虫鸣鸟叫、阳光的温暖、再到轻柔地抚摸着我们的皮肤的空气。这些培训是个最好去获得更多的意识和正念的选项，而且确保您的精神健康状况是处于良好的情况的。了解市场的需要，根据《金融时报》的报导显示，截止2017年为止市场上大约有1,300个冥想应用程序可以帮助您的情绪保持镇静并改善生活的质量。

什么是冥想应用程序？

冥想应用程序是一种能让您更方便地找到一个适合您的生活方式以及个人需求的应用程序。也许您会从一系列舒心的音乐中受益。也许您会喜欢一些已经预先录制的音频片段，并在指导老师的指导下进行冥想。您可以在茫茫冥想应用程序中，一键找到自己感兴趣的冥想应用程序。



消除 压力



Stop, Breathe & Think 是一个能根据您当下的感受以及您在使用此应用程序时的回应来进行冥想训练的应用程序。每一天，您都会收到“您好吗？”的这种问候，然后您必须给自己打分。这可以帮助您搭配适合您当天心情的训练。如果您在当天感到压力，那这个应用程序会推荐您减压的训练。除了 Stop, Breathe & Think 这个冥想应用程序，您可以去探索其他的冥想应用程序，例如 Open MindU 和 Smiling Mind.

爱自己, 原谅自己

另外, Stop, Breathe & Think 应用程序也提供了一个很有趣的训练, 那就是原谅自己。许多人都有一种心态就是认为自己有义务去取悦周围的人, 包括家人、同事以及朋友。这种心态有可能会使他们感到沮丧。如果不采取任何措施, 他们的情况会更糟糕。所以, 通过原谅自己的训练, 您能学会如何控制压力和积极的面对生活。

”

休息 并呼吸



呼吸训练是一种由 UCLA Mindful and Headspace 所提供的一种使自己镇静下来的方法。忙碌的生活加上繁忙的日程导致大家都忘了好好休息并且好好呼吸的重要性。您知道吗? 当您在呼吸时, 您吸入的氧气将被输送到整个身体, 包括大脑。因此, 确保自己知道如何正确的呼吸以保持镇定和放松是非常重要的。

科学研究显示, 声音对心灵有很大影响。Calm 应用程序提供了声音训练以帮助我们控制自己的情绪。应用程序中有多种的声音选择, 包括海风声, 鸟鸣声, 倾盆大雨声, 柴火的劈啪声等等。这些大自然的声音能让我们感到镇静和放松, 对我们的精神健康非常好。



冥想应用程序是改善生活品质的最佳选择。不管您的日常生活再如何忙碌, 但照顾自己的身体, 心理和情绪健康还是很重要的一种自爱的方式。您只需打开您的 Apple 应用商店或 Google Play 商店搜寻, 即可找到适合您的冥想应用程序。

让你一生受益的

十大肢体语言



肢体语言是一个人想要表达情绪和想法时,会通过手势及面部表情来达到思绪表达的方式。如果拥有很好的肢体语言,它会影响他人对你的领导能力及沟通能力上的认可。除此之外,好的肢体语言还能让你无论是在面谈客户、面试或是进行公司简报,都能增加自己在他人面前表达自己的信心。不仅如此,你还能透过观察客户的肢体语言来了解对方的想法呢!

以下是你需要注意的肢体语言,掌握了它们就能让你在与交流上有事半功倍的效果,让我们一起来看看吧!

● 保持双手开阔姿势能提升自信

时常觉得自己没有自信心?感觉好像什么事情都没有办法做好?那是因为你没有一个代表自己自信的姿势。如果你拥有一个强力的姿势,这样会让你增强自信。根据哈佛大学和哥伦比亚大学商学院的研究,他们表示如果你把身体保持着一种开阔的姿势时,在短短的两分钟内能提高一种类似睾丸酮的激素,帮助你增强自信心,从而提高你的工作质量。当你对自己有信心时,你才能让你的客户对你有信心,让他们能安心投资你的产品。

● 将注意力放在说话的人身上表示参与

当与客户交流时,千万不要同时进行其他的事物,像是检查手机短信,看手表或者是将目光转向四周。反之,你应该将头与身体都转向发表者,并与他们有眼神交流。除此之外,将身体向前倾,点点头或者是将你的头微微倾斜都是其他可使用的肢体语言,这些动作都能够表示,其实你都有在参与,并且同意他的观点。



● 想要促成合作，谈话之间尽量不要出现“障碍物”

这里所说的障碍物，是以实体或者是他人所形成的视觉障碍。这些尤其是在面谈中其实是不利于合作的。即使是在下午茶的时候喝的咖啡杯，也都有可能一不小心就成为了你和客户之间的障碍，让人觉得到你有距离感、难以亲近。

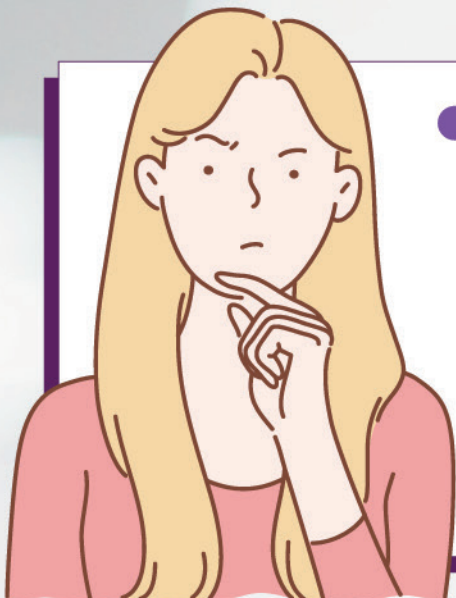
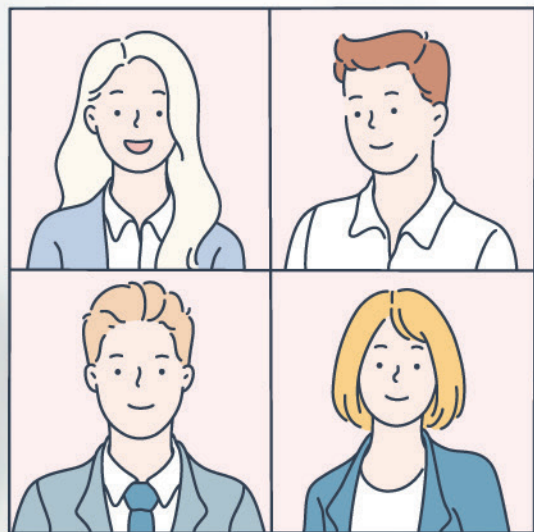
● 通过握手建立人际关系



触摸其实是最原始，也是最有力的肢体语言。只要你轻轻地触摸一个人的手臂，手或者是肩膀不到1/40秒，便能够轻易地与他人建立人际关系。在职场中，握手的传统建立在它给予温暖的感觉，这种触觉上的联系会给人留下持久且正面的印象。一项贸易展览收入中心对握手的研究表明，如果你向一群人握手，你在那群人的脑海中会印象翻倍。研究人员还表示，人们普遍会对主动握手的人更开放及友好。因此，当你第一次和你的客户见面时，记得一定要先握手，让客户记得你，就有利于下一次的会面机会。

● 微笑，激发别人对你的好感

笑容不仅能激发你的幸福感，还能表示你平易近人、能够互相合作并且值得信赖。客户会被你的笑容吸引，并且给予你正面的回应。当客户对你整体的感觉是舒心自在的时候，那么你就有更多机会让他们好好的了解你的产品。这是因为当你给予对方微笑时，对方的情绪会以积极的方式产生改变，我们面部的表情其实会触发对方产生相同的的感觉。



● 利用手势增强思维能力

当你想要发表意见时，你可以尝试通过手势增强你想要表达的信息。因为根据大脑成像显示，布罗卡氏区（Broca's area）会在我们说话或者是挥手时呈现特别活跃的现象。由于手势与沟通是紧密相连的，所以当我们说话时，善于利用手势能够增强我们的思维能力。你可以尝试在发表意见时，将手势融入你的对话中，这时候你会发现你的整体言语内容及表达都会有所改善。因为手势或者是相关的肢体语言，能帮助大脑形成更清晰的思维，并且能使用具说明性的语言。

● 观察客户面谈时，脚的摆放方式

很多时候，大多数人在聊天时只专注观察面部、身体及手势的变化。当人们尝试控制自己的肢体语言或者是情绪时，他们主要会关注面部表情，身体的姿势和手势，但是他们常常会忽略脚的摆放方式。而这正是我们能观察到客户真实情绪的细节。当人们在面对压力的时候，往往会通过增加脚部动作来表现出焦虑感，例如抖脚、双脚与地面来回摩擦或者用脚勾着家具等等。因此当我们在和客户见面时，可以观察他的脚怎么摆放，就能适时的发现到对方的真实情绪并且在对话中随机作出策略变化。



● 适时改变语气，增加气场

如果想要增加自信，让对方感受你的气场，可以试着将声音压低。在说话或者是拨打重要电话之前，请保持双唇合拢并发出“um hum,um hum,”的声音，使声音放松至最佳音调。如果你是女性，你必须要注意，在每个句子的结尾处的语气尽量都要保持不变，避免在句子结尾处使用上升音调，这会让人感觉上好像你在质疑自己的陈述一样。这不仅会动摇客户对你的信心，也会让他对产品的信心减低。

● 肢体交叉会影响记忆力

想要提高记忆力吗？那就不要交叉你的双手与双脚。肢体语言研究人员艾伦(Allan)和芭芭拉·佩斯(Barbara Pease)研究了一项有趣实验发现，当一组志愿者参加讲座时将双臂张开坐着时，他们对讲座会上所记得的内容会比将手脚交叉坐着的人多38%。因此，为了提高专注力，请不要将双臂和双腿交叉摆放。如果您发现听众表现出类似的防御性肢体语言时，就必须改变你的策略，可以选择休息一下或是让他们走动走动，不要试图说服让他们把手放下，这样只会带来反效果。

● 让对方感受到你的认同

如果你想要让别人知道你同意他的决定，你可以模仿，或者是拥有与他相同的表情，这样能够让他明白其实你赞同他的观点。当你发现你的客户，或者是与你沟通的人在不知不觉中模仿了你的肢体语言时，那就表示他们喜欢或者是同意你所说的东西。当你有意要通过肢体语言模仿时，在无形中它能够帮你建立融洽关系和培养好感。镜像的模仿首先必须通过观察一个人的面部和身体的姿势，然后巧妙地将身体呈现相似的表情和姿势，会让对方感觉被理解甚至被接纳。



总的来说，一个好的肢体动作能够让你在工作上或者是社交上有着良好的影响，甚至还会给你带来意想不到的收获。好好地善用肢体动作，让它帮助你在人际沟通上达到事半功倍的效果。

SMART

目标管理原则

让你更快速达到目标

“

许多人在制定目标的时候，往往凭着一股热血及激情，在没有实质计划的情况下制定目标。但是这种没有经过缜密安排的计划，尤其是在做生意决策上，很容易就会陷入明明制定了目标却总感觉遥不可及。这是因为你没有将你的目标“实体化”。因此，你需要SMART原则来制定你的目标。这项方法能将你的目标变得条理清晰，并且能让你正确分配时间和资源，使你更容易达成目标。

”

SMART目标管理原则

“SMART”一词，其实是由

SPECIFIC

MEASURABLE

ATTAINABLE

RELEVANT

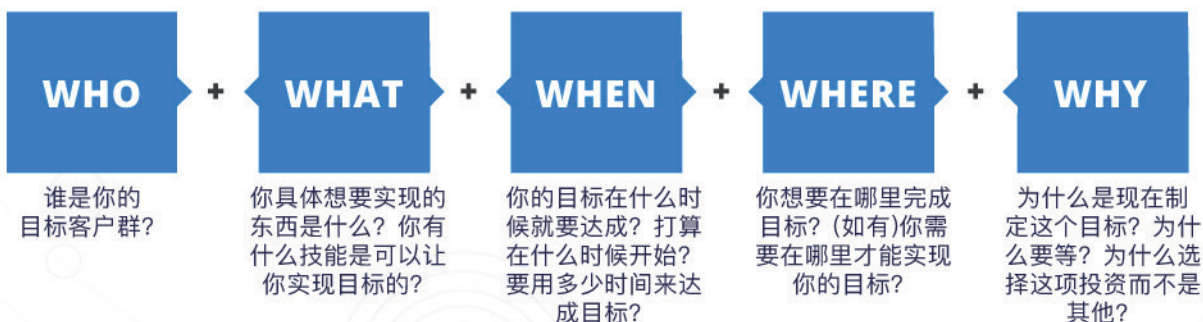
TIMELY

五个词组组成。这管理原则可以使目标更清晰，为你和团队合作上提供更清晰的方向。

1 Specific (具体化) - 设下的目标必须足够具体

许多人在设定目标时，会写下许多各种各样需要实现的目标，但是往往过于笼统的目标会使自己或团队在实现的过程中陷入迷茫，偏离目标。因此，SMART原则首先要求的就是“目标实体化”。

在实体化你的目标时，可以先问自己“5个W”，即**WHO**(谁)、**WHAT**(什么)、**WHEN**(什么时候)、**WHERE**(哪里/地点)、**WHY**(为什么)。



2 Measurable (可衡量) - 设置标准来衡量实现目标的进度



当你制定了一个具体的目标后，接下来需要考虑的就是可衡量性。你需要制定一个能够衡量自己是否走在对的路上的标准。像是，“我需要多少准备？”，“我需要做多少投资才足够”，“如何才叫做达标？”，这一系列的问题，都是在让你做好衡量目标进度的方式，并提供方向。有了这项衡量，你就不容易陷入迷茫。

3 Achievable (可实现性) - 在付出努力的情况下可以实现，避免设立过高或过低的目标

设好了标准，接下来就要审视所设下的目标是否是可实现的。我们可通过以下几种自我提问的方式来衡量：

“要实现目标的话我会需要什么？
我现有的资源是否足够实现目标？
如果没有，那缺少的因素是什么？我所设下的目标有成功的例子吗？”

这些提问都可以让你以理性客观的方式去分析自己所设下的目标。

4 Relevant (相关性) - 所设目标与眼下生活相关

一旦确定了目标的可实现性，那么接下来，就是“相关性”了。许多人在制定目标时倾向于大胆思考，往往一时兴奋所制定的目标，大多都是不切实际的。这也就是大多数人无法达成目标的原因。因此你必须要确保所设下的目标和眼下的生活有相关性且能满足以下要求：

你是否能够致力于实现这个目标吗？

在当前状态下，你能实现这个目标吗？

你所设下的目标与你目前的工作相关吗？

5 Timely (时限性) - 有明确定义的时间轴，包括开始日期和目标达成的日期



对于时间的掌握在制定目标的时候是至关重要的，因为人们会倾向于设置较短的时间线，希望能给自己一个挑战。但事实上，没经过实际考核所设下的时限，只会徒增压力，并非效率。最后在执行完成目标时，你会不断的在问自己“为什么我在实现目标这个过程中完全感受不到高兴？”因此，根据自己的能力设下完成目标的合理时限才是坚持完成目标的方式。

在最后这个阶段，你需要问自己的问题是：

- 你是否设置了合理的期限？
- 你打算什么时候开始？什么时候结束？

对于任何决策者来说，在执行目标中任何形式的延迟都是不理想的状态，应该在自身能控制的情况下避免它的发生。

如何应用 SMART 目标管理

以下小编为大家准备了一些如何制定SMART目标管理的例子：

例子1

我要在教育系本科毕业之后的三个月内获得一份在高中任职数学教师的工作。

Specific 具体化

要成为“高中数学老师”是很具体且明确的目标

Measurable 可衡量

这目标的可衡量性取决于申请、面试和工作机会的数量为主。

Achievable 可实现性

目标设定者具有在工作中脱颖而出的正确资格，即拥有教育本科毕业证书。

Relevant 相关性

目标设定者计划在获得教育领域的学位后，在教育行业中找到一份工作，从而显示出申请这项工作的相关性。你所设下的目标与你目前的工作相关吗？

Timely 时限性

目标设定者设定了一个现实的截止日期，即在毕业后的三个月内实现其目标。

从这里我们可以看到这项目标的具体细节已经到位。因为他的**目标很明确**的是要成为一名教师，而这项机会可以通过发出的求职申请数量来**衡量**。此外，他所拥有的教育资格使其目标得以实现，在**现实基础**上绝对适合这份工作。而他的学士文凭也和目标工作拥有完全吻合的**相关性**。在**时限设置**上也属合理，三个月不会太仓促，也不会花太长时间，因此这目标的可行性是很高的。

例子2

我的目标是一个月内通过面子书广告清空3箱货品。

Specific 具体化

“清空三箱货品”，并没有明确的设定是什么类型的商品，缺乏具体性。

Measurable 可衡量

这目标的可衡量性取决于他最后是否售出完成。

Achievable 可实现性

目标设定者的目标可通过面子书广告投放达成。

Relevant 相关性

目标设定者可通过投放更多资金在面子书广告以接触更多的网络用户，因此可达成销售目的，因此有相关性。

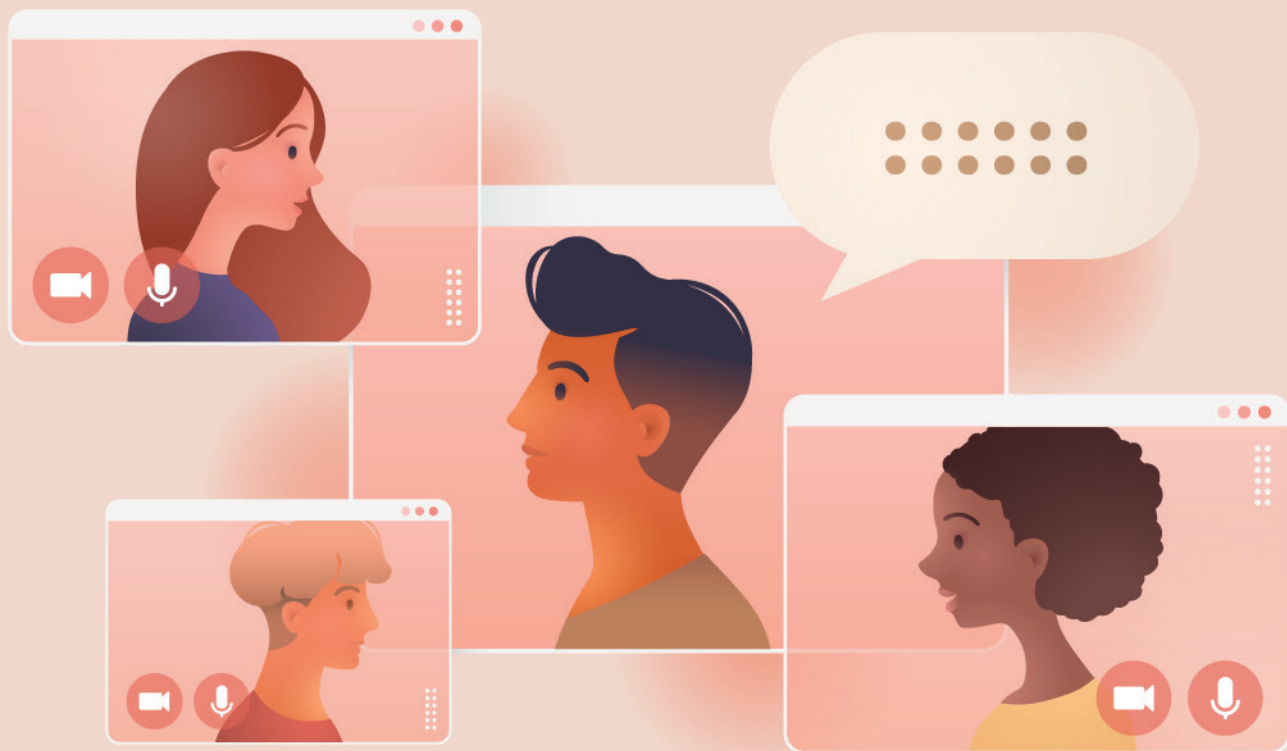
Timely 时限性

目标设定者设定了一个月内实现其目标。

清空三箱货品看起来似乎是明确具体的，但是目标设定者忽略了商品的类别。因此**目标不够具体**，甚至会影响他在后续分析上的判断。但是，这目标还是具有**可衡量性**的，就取决于他的出货量有多少；这个目标可以通过在Facebook上投放广告来**实现**，而实际情况则取决于他愿意在面子书广告投放上花费多少**有关**。在时限设置上，设定目标者所设下的一个月期限是合理的。因此在完成评估后，他将知道广告预算是他需要解决的问题。但是，由于目标设定者一开始就忽略了所售卖的商品类别，因此在执行目标上可能会出现所售卖产品不符合市场需求的风险存在。



总而言之，将SMART目标管理原则带入工作决策中并加以运用，能让你更清晰的了解所要前进的方向，并且能随时检视，跟进进度。除此之外，在实行目标期间你还能够随时根据当前情况进行参考和重新调整。这项管理原则将使你的计划更高效，并以最好的方式达成业务目标。



如何使用视频通话 增加销量？

近期，我们能看见视频会议正在迅速普及。但你知道吗？许多销售员在新冠肺炎病毒爆发之前就已开始利用视频通话作为他们的销售工具了。

如果对你来说视频通话是个新事物，那么可以肯定的是你可以通过视频会议、视频通话销售以及视频销售进行宣传。无可否认，比起电话或电子邮件，视频会议是更好的销售工具。

为什么呢？因为你面对面与他们进行交谈时，即使是通过视频你仍在与对方建立信任。你还是能够获得客户的信任，与客户建立良好的联系并建立友谊。如果他们信任你，那他们向你购买的机率则会增加。

对于一位销售员来说，**视频会议也是一个很方便以及容易使用的工具**。所以，如今有很多的视频会议平台选择，例如ZOOM 会议、Google环聊（Hangouts）以及Skype会议。只要用稳定的网线就能够无论何时何地都可以与客户进行视频通话，比如位于吉隆坡的你可以随时通过视频通话与在哥打京那巴鲁的客户进行联系。是的，这的确已经是一个很大的优势！

你是否有一直在充分利用视频会议来增加销量？

这里有几个小贴士可以帮助你改善销量：

让客户掌握控制权

在进行视频会议中，记得一定要表示体贴及专业。与客户预约视频会面之前，设一个双方都能专心会议的时间，并且确保您已将会议议程告知客户。如果你能以一种展示自己的价值的方式去制定议程那就更好了，例如，“X产品如何能帮助你提高2倍投资回报率”。另外，你也需要确保客户知道你将进行视频通话，因为不习惯使用视频通话的人有可能会因不适应而感到措手不及。最后，在开始视频通话之前，请先关闭客户的相机镜头设置，让他们可以自己选择是否开启视频的摄像机。这能够让他们感觉有控制感，也能在良好的状态下开始视频会议。



需做好准备

- 利用视觉效果去展示产品（白板、屏幕共享、内置视频播放器、幻灯片）。你需要充分利用视频会议的每一刻：在视频会议期间，你需要让你的客户知道你想表达的是什么。你可以向他们展示信息的图材料或者提供一些丰富的统计图表。你也可以向客户展示你的产品，告知他们知道产品的功效以及产品能帮助客户些什么。
- 文件共享和存储能力。会议之前，你必须充分的准备好一切。提前上传你需要的文件，以便在与客户会议时能够展现出自己的才能。

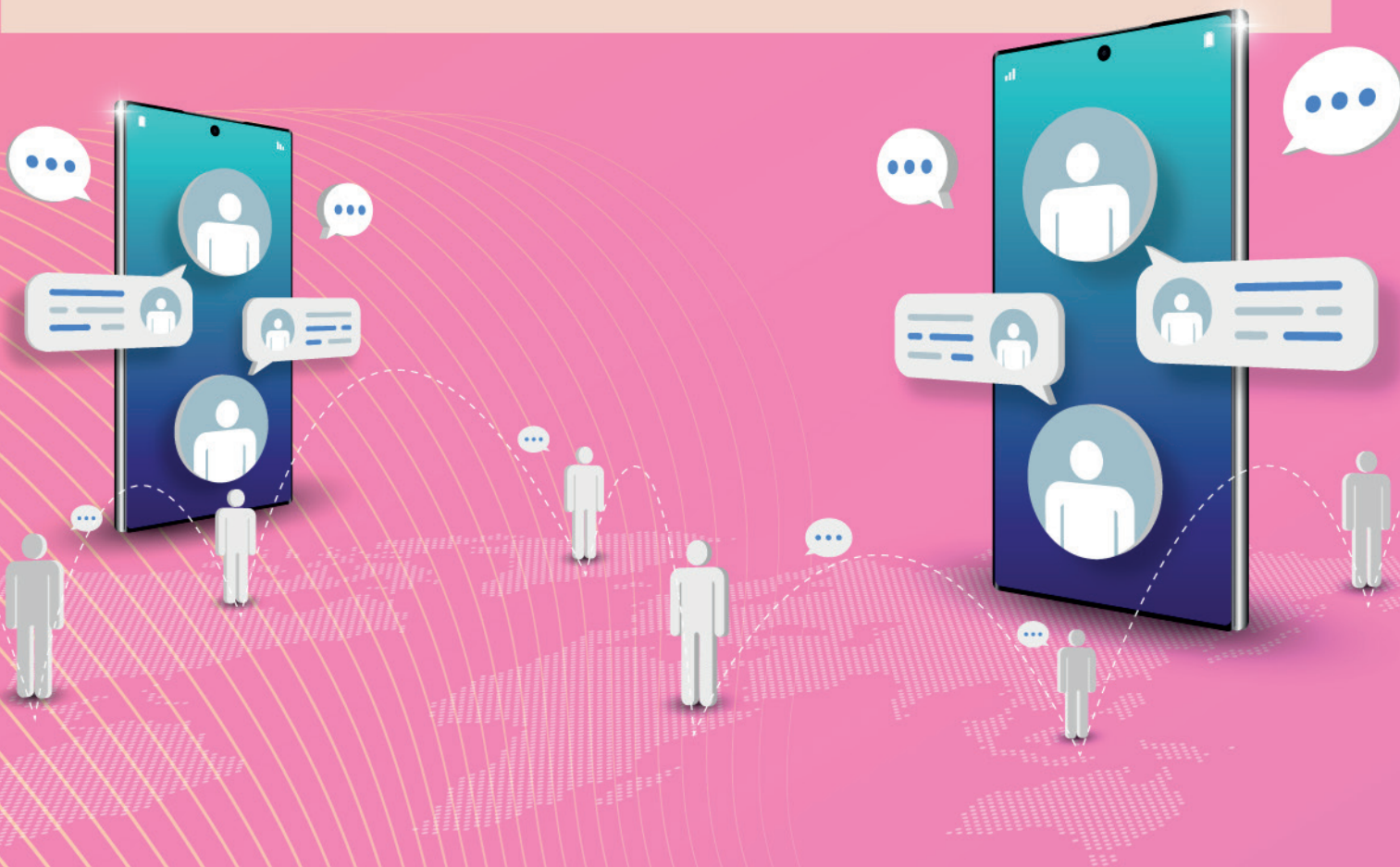
给予100%的关注

进行面对面对话的时候，如果没给予关注是非常不礼貌的行为。同样的，在进行视频通话时也必须给予关注。这行为代表了尊重，并能够以最大的潜力，通过视频去建立个人真实的联系情感。因此，在通话过程中请将手机放置一边，并避免所有能够分散注意力的机会。如果周围有家人，务必让他们知道你正在通话，以及尽量不要对会议进行干扰。



会议录制

- 充分利用你在会议中提出的每个好的重点：将它保存并分享会议记录能凸显出你的产品及服务。



在家

工作时

应如何激励自己？

像往常一样起床 准备工作



在家办公的最好情景——睡到自然醒，可以穿着睡衣上班，这样的美好或许是许多人在家办公的常态是吧？但事实上，这样的行为并无法提高自己的工作效率。如果我们能够像往常一样起床准备工作、进行一些原先早上的例行公事（运动、洗澡、吃早餐等）以及设置一个适当的时间开始工作，这样反而能更有效的激励自己。一些研究显示，人如果早起能够产生更积极与更好的生产力。但如果你不喜欢这么做，那么你可以按照自己已经预定的早上例行就已足够。

指定的工作地点



将房屋中的某个空间视为“家里工作室”可以帮助你以正确的心态完成工作。这个空间再加上适合自己背部与姿势的椅子和桌子，便完成了理想的无干扰区域。将打印机、钢笔、纸张、电脑、视频会议设备等放在座位附近，也有助于将空间打造成办公室一样，如果想要在工作时更加有动力且不要打瞌睡的话，那无论如何——绝对都不要在床上工作！

穿上工作服办公



如果没人看你工作，难道就无需打扮了吗？其实，这样的心态正正就是影响着你的效率的时候。我们往往会根据自己的服装改变个性，因此穿上一件“适当的工作服”，我们就会将自己的心态调整成上班时的专业心态，能够让你的内心能更好的准备接下来一天的工作与任务。

远离分散注意力的 社交媒体



在工作时，远离一些社交媒体是必要的，被社交媒体更新（像是面子书、Instagram、Netflix、Lazada等等）分散注意力至几个小时以上是很容易的事情。因此，我们在这方面一定要对自己更严格。如果你已安装限制访问这些网站的插件，那么请确保全部社交媒体网站也必须安装上。

给自己一些休息时间



有些人在没有老板，同事及许多会议的干扰之下，可以不停的工作。但小小的休息实际上是提高生产力的重要工具。如果你不让自己休息，那么你很快就会感觉筋疲力尽。因此，给自己一些休息的时间，这段期间也暂时远离你的电脑。也许你可以出去外面走一走或者做些运动补充能量再回到工作台上继续工作，相信会有所不同。

奖励自己



这是激励自己最直接的方法。可能当你做了两个小时的工作，你可以适当的给自己一些奖励，例如观看一小时的 Netflix，或浏览一些自己喜欢的网站。这会让你感觉有成就感并且有动力的去完成更多事，同时也给自己一点休息时间。

拥有一个放工时间



认为在家工作就意味着是24小时全天候工作，这想法是错误的。最理想的情况，是在你的工作时间内加一个时限。“放工后”，你需要关闭电脑并回归生活。终究，明天也是另一个工作天呢！



LEGACY PLAN

7月份 特别促销

1ST JULY 2020 (12PM, MYT) – 31ST JULY 2020 (11.59PM, MYT)

6 x H+ (120ml) + 3 x H+ (60ml)

RM944 (西马) RM964 (东马) 140WP

5 x Mandiva 免费 5 x Mandiva Mini 7
(exp. Dec 2020)

RM970 (西马) RM1005 (东马) 150WP

5 x Redoxy Essence 免费 1 x Redoxy Essence

RM970 (西马) RM1005 (东马) 175WP

5 x Enzyme 免费 1 x Enzyme

RM440 (西马) RM475 (东马) 50WP

5 x de'Cleanse 免费 1 x de'Cleanse

RM440 (西马) RM475 (东马) 50WP

2 x L.UV 免费 2 x Instant Hydrating Mask
(exp. Jan 2021)

RM336 (西马) RM356 (东马) 35WP

2 x Gallash 免费 2 x Instant Hydrating Mask
(exp. Jan 2021)

RM270(西马) RM290 (东马) 24WP

*需符合条规 *只限马来西亚经销商

*由于复苏期行动管制令 (RMCO)/繁忙/促销期间,您的订单发货可能会比平常花较长的时间。

*欲知更多详情, 请参考促销活动备忘录。直到售完为止。



传承精品 买2送2



1ST JULY 2020 (12PM, MYT) - 30TH SEPTEMBER 2020 (11.59PM, MYT)

2 x RL Signature Towel Set 免费 2 x RL Signature Towel Set

RM320 (西马) RM340 (东马) 30WP

2 x Monogram Pouch 免费 2 x Monogram Pouch

RM150 (西马) RM168 (东马) 10WP

2 x RL Lunch Bag (Blue + Purple) 免费 2 x RL Lunch Bag (Green)

RM176 (西马) RM196 (东马) 10WP

2 x RL Lunch Box (Blue) 免费 2 x RL Lunch Box (Pink)

RM158 (西马) RM178 (东马) 10WP

2 x RL Luxury Utensil Set (Silver) 免费 2 x RL Luxury Utensil Set (Gold)

RM130 (西马) RM150 (东马) 10WP

2 x Make Up Pouch 免费 2 x Make Up Pouch

RM130 (西马) RM150 (东马) 10WP

2 x RL Shaker (Black + Red) 免费 2 x RL Shaker (Blue + White)

RM130 (西马) RM150 (东马) 10WP

2 x RL Shaker (Green + Red) 免费 2 x RL Shaker (Blue + White)

RM130 (西马) RM150 (东马) 10WP

*需符合条规 *只限马来西亚经销商。*由于复苏期行动管制令 (RMCO)/繁忙/促销期间，您的订单发货可能会比平常花较长的时间。*欲知更多详情，请参考促销活动备忘录。直到售完为止。



延长促销

低门槛
成为
CLASSIC会员!

RM88(西马) RM95(东马) / 8WP

1ST JULY 2020 @ 12AM(MYT) - 31ST DECEMBER 2020 @ 11.59PM(MYT)

购买

免费

CLASSIC会员
(价值 RM48)

可获得
1x RL WELCOME
HANDBOOK

*需符合条规 *只限马来西亚经销商 *由于复苏期行动管制令 (RMCO)/繁忙/促销期间,
您的订单发货可能会比平常花较长的时间。 *欲知更多详情, 请参考促销活动备忘录。直到售完为止。



LEGACY PLAN

FREE

Hand Sanitizer & Disinfectant

*WITH PURCHASE OF RM200 AND ABOVE (IN A SINGLE RECEIPT)

*WHILE STOCKS LAST



FROM 1st June 2020 (12pm MYT) ONWARDS

RL HAND SANITIZER 功效:

舒缓 · 保湿 · 镇静



芦荟萃取物

保湿 · 护肤



VITAMIN E

杀菌

70%

70% v/v
ALCOHOL DENAT

*需符合条规 *只限马来西亚经销商 *由于有条件行动管制令 (CMCO)/繁忙/促销期间,您的订单发货可能会比平常花较长的时间。

*折扣产品(经销商价格)不包含WP *欲知更多详情,请参考促销活动备忘录。直到售完为止。



EXTENDED

ITALY

TRAVEL INCENTIVE TRIP 2020

EXTENDED TO 28th February 2021 (11:59pm, MYT)



Qualification :

A For rank Classic membership to Crown Ambassador

Criteria	Personal Direct Sponsor and/or Personal Maintain (Accumulate)	Direct Sponsor Group Maintain In Legacy Plan (Accumulate)		No. of Ticket
		Min. Required Group	WP per Group	
1	5,000WP	5	5,000WP	1
2	10,000WP	5	2,000WP	1
3	10,000WP	5	10,000WP	2
4	10,000WP	10	5,000WP	2
5	20,000WP	5	4,000WP	2

* Only one (1) criteria to be fulfilled.

B For rank Royal Ambassador to Royal Prime

Criteria	Personal Maintain (Accumulate)	**Direct Sponsor Groups' Maintain (In a calendar month)		Required Month	No. of Ticket
		Min. Required Group	WP per Group		
1	1,500WP	3	5,000WP	5	1
2	1,500WP	5	5,000WP	5	2

* Only one (1) criteria to be fulfilled.

** Direct Sponsor Groups' Maintain sales must be fulfilled in a calendar month of any 5 months during the campaign period.

*Terms and Conditions apply.
*For further information, please refer to our campaign details.
*For Malaysia and Singapore distributors only.

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**REOXLIFE PRO W+
NUTRIENT STRIP**

**2° REDOXY
SLENDER 10**



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