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SRETURNLEGACY | 2020 MAY

THE STORY OF FAMOUS **COMPANIES THAT MADE** THEIR FORTUNES FROM EPIDEMIC

MESSAGE FROM DCEO

DISCOVERING BUSINESS OPPORTUNITIES IN A PANDEMIC CRISIS

> DO YOUNG CHILDREN **NEED SUPPLEMENT?**



RL 6th Anniversary MILESTONE

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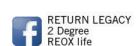
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DISCOVERING BUSINESS

OPPORTUNITIES IN A PANDEMIC CRISIS

The appearance of a novel coronavirus plunged the global economy into a downward spiral, bringing the world to almost a standstill.

In order to prevent and control the spread of the pandemic, countries around the world have implemented a series of measures, including border closures and social distancing leading to disruptions in the global supply chain, stock market crashes, international oil prices taking an unprecedented nosedive, and the world ushering in a wave of unprecedented

On March 18th, the Malaysian government implemented the Movement Control Order (MCO) which left many domestic companies in a dire situation and even faced the risk of closure while the masses face unemployment uncertainties and struggle to put food on the table. The adverse effect on employment and income caused by the Movement Control Order had led to a decline in the spending power of some quarters, or a more cautious attitude towards consumption amongst others. Faced with a market downturn, how can Legacians seek business opportunities?

"Those who are successful are good at discovering business opportunities during times of crises and seizing them with both hands." As Legacians, we must believe that in every crisis also lies an opportunity. We will not allow this pandemic to gain any grounds nor allow its negativity control our emotions.



DCEO OF RETURN LEGACY

DESMOND HOOI

Business Opportunity

Product Sharing via Live Video Streaming Online

During the Movement Control Order,
marketing activities can be shifted from
offline to live video streaming online.
Leverage online platforms via live streaming
for product demonstrations, easily informing
your audience on ways to improve self-immunity
with health products during this high-risk period
of the pandemic. Make full use of this platform to
attract different consumer groups and even
potential customers. Through each product's
unique selling points, it will also have a halo
effect in enhancing public awareness and
understanding of Return Legacy.

Business 2
Opportunity

Make Use of Online Conferencing to Stay Connected with Legacians

During the pandemic you may not be able to physically meet team members to learn and discuss, but you can regularly host online video conferences to share information and knowledge with partners and team members. This will allow you to master the latest information and enhance your knowledge without leaving the house, thus increasing your self-value and at the same time maintain close communication with new Legacians all around the world and keeping up with everyone's progress.

Business Opportunity

Creating Social Media Content

In times of pandemics, the public pays heightened attention to health matters. You can create videos or images on tips related to health and wellness and share them on social media platforms to remind the public that apart from staying healthy while staying at home, skincare should not be neglected too. Higher frequencies of information sharing can help you attract attention on social media platforms, increasing your personal visibility, allowing familiar or new circles of friends to get to know you better, and introduce the company's products through this indirect promotion method.

As Return Legacy steps into its 6th year anniversary, we have established a solid foundation and actively promoted the transformation and upgrading of online capabilities. In this pandemic, we are confident in leading the company through this crisis, discovering new opportunities, thus opening up new sales channels and methods, walking hand in hand with Legacians and prepare for greater business opportunities and beyond.





- On 11th March, Return Legacy released its first 2 products, 2° Redoxy Essence and REOXlife Mediterranean Gold.
- 2° Redoxy Essence was the first product which adopted Micro-Mineralised Nutrient Technology (MMNT) and succeeded in having sales which exceeded RM1 million within a month.



- Return Legacy was established under the lead of Dr. Lee Siew Keong.
- Return Legacy officially opened its corporate office at Encorp Strand Garden Office, Kota Damansara on 31st May.
- Return Legacy began its first international expansions in Thailand and Singapore.





 REOXlife Pro W+ and REOX Series H+ were launched at the second half of the year.

- ●Legacy Science Team combined its skills and professional techniques with Unilife of Japan and Fytexia of France. To ensure its safety and quality, every product of Return Legacy is endorsed by the National University of Malaysia (UKM).
- Return Legacy has successfully established a foothold in Indonesia.

- Foundation of Dr. Lee Siew Keong was set up to grant scholarships to underprivileged students of UKM and RM2 million of funds were provided to the selected students.
- RLEA was established as a learning institution for distributors of Return Legacy.





- Return Legacy achieved marvelous result in its sales, which reached a consolidated sale of RM100 million.
- A glorious recognition themed 'The Rise of Miracles' was held in KLCC, Kuala Lumpur.





● Jack Lim, one of Malaysia's reputable DJs was selected as the first brand ambassador of Return Legacy for the year 2017.

 Micro-Mineralised Nutrient Technology (MMNT) was transferred to Return Legacy Sdn Bhd by Unilife Japan.



- Return Legacy had its grand launch of its new product - REOXlife Potent Essential Duo System. The sales of the new product surpassed RM1 million on the day of launch.
- The core value of Return Legacy 'Our Legacy Home' was established.

The group invested RM12 million in the establishment of 33,000 square foot Nutraceutical GMP Factory that is estimated to be fully operated in 2018.





 The launching of Return Legacy FMCG product range

• A new track record was achieved, with more than 20,000 sets of Legacy Iconics snapped up within 3 hours of its launch.





 Joanne Yew was appointed as RL Brand Ambassador 2018

Singapore New Office Opening



- Return Legacy's star skin care product,
 2° Redoxy Essence announced its relaunch with a brand-new product packaging transformation.
- Return Legacy has expanded its business network into a renowned international corporation with more than 100 thousand distributors.



• To honour the efforts of Legacians, a glorious recognition themed 'The Truimph of Legacians' was held.



 Near 100 distributors were recognised on the prestigious event and the first Royal Prime of Return Legacy, Apple Low was born.

Developed by Legacy Science and Fytexia, the new and improved REOXlife Mediterranean Gold PLUS, now with LePheno™ is officially launched.



NUYOU

2 Products from the 2° skincare range 2° Cleansing Water,
2° REOX Series H+,
2° Redoxy Essence, and
2° Activator Hydro are selected as Top 100
Skincare products of 2018 by NUYOU Magazine.

• A RM 30,000 charitable contribution was donated to disabled student school SJK (C) Pasir Pinji 2 to build new classrooms.





● 36 Return Legacy distributors successfully completed the MDDA (Malaysia's Direct Distribution Association) course.

READERS CHOICE AWARDS 2018 (本語中 使助

• Return Legacy's oral care foam O'DENTEE, and NUREOX Grain Nutritional Beverage are selected as the winners of Natural Health & A Healthy Lifestyle Reader's Choice Awards 2018.





 Return Legacy makes a charitable contribution and visits a center for special needs and disabled children.

• As one of the key sponsors, Return Legacy awarded donated RM200,000 to local film "Lease of Life" for filming as well as promoting the history and culture of China. After deducting the production expenses – ticket sales revenue is donated to 5 charity organisations in Malaysia.





● In the spirit of 'Return Legacy Our Second Home', the "Love, Home" event is one of the biggest in the year for Return Legacy.

 Renewal of Akta Jualan Langsung (AJL) license from 21st February 2019 to 20th February 2022.



 Return Legacy
 Centre upgrade in Kluang and Penang.







- 2° Activator Moist officially launched.
- REOXlife Junior
 Mediterranean Kids launched.

● RLEA System
Committee establishment
- its purpose is to educate
and guide the next
generation, passing on core
skills and unifying teams,
becoming the number
one entrepreneurial
platform for all Legacians.





Return Legacy and Bogor Agricultural University Collaboration - an MOU was signed on 23rd August 2019 by both parties to initiate the research of Return Legacy products with IPB University Indonesia.

 Halal certificate on skin care & FMCG products.





 E-commerce officially launched and system upgraded.



Legacy Care
 Association Malaysia
 (LCAM) is formed.



LEGACYCARE
ASSOCIATION MALAYSIA

 Prominent Business BestBrands Awards 2019. - The Brandlaureate -Our DCEO, Ms. Sam Kho was awarded The BrandLaureate Prominent Brand Leadership Award 2019. And we are deeply honoured to receive the prestigious award from YB Dato' Seri Anwar bin Ibrahim. At the same time, Return Legacy was awarded The BrandLaureate **Prominent Business** Brand Awards 2019 in Beauty and Wellness Solutions.





ISO Update.





Legacians to bring their own bag when making purchase.

 Implementation of Bring Your Own Bag (BYOB) to encourage

• 2° L.UV officially launched



• Donated by Legacy Care Association Malaysia (LCAM) and located at Basha Binruhua Primary School No. 2 in Perak, Classrooms for special comprehensive education courses for children with disabilities and intellectual disabilities.

 Held the first charity event of the Society Association-Blood Donation Campaign.



 Opening of the Indonesia International Headquarters

● 2°Le'Gain is officially launched with premium set and limited edition is available for purchase with engraving service applied on limited edition black leather bag.





 Legacians from Return Legacy IndoJaya have been invited to visit the factory for an in-depth understanding of its operations.

Return Legacy's annual "Love, Home" event draws its curtains to a successful close on 15th February. Family members of RLegacy IndoJaya took part in the major event with added a joyous mood to the overall atmosphere of event.



• REOXlife PRO W + enhanced version is officially launched.

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The newly launched Return Legacy Experience Centre showcases a perfect combination of modern and intelligent technology to Legacians with a brand-new look.



THE STORY OF FAMOUS COMPANIES

THAT MADE THEIR FORTUNES FROM EPIDEMIC



Alibaba - the rise of Taobao (SARS 2002)

Alibaba, a company founded by Jack Ma in 1999 which is a B2B marketplace that was aimed at Chinese firms wanting to expand the sale of their goods to other businesses around the world. In 2002, Alibaba's business platform was flourishing with an estimated 400 employees, while at the same time seeking opportunity for the expansion into the C2C (Customer to Customer) market similar to eBay and Amazon. Alibaba's innovative leader, Jack Ma seized the opportunity by putting together a dedicated task force to develop Taobao which was a private and confidential project at that time. Before the commencement of the project, the team were told that it was going to be exhausting and restless weekends back to back, but no one chose to back off.



In May 2002, things took a turn for Alibaba with its headquarters abruptly underwent on a quarantine as there was an employee suspected of being infected with Severe Acute Respiratory Syndrome (SARS) upon returning from Guangdong Business Exhibition. This is a critical phase for Alibaba as their routine operation is disrupted. Employees were quarantined, everyone was left with a question mark on the company's future sustainability. At that point of time, approximately 500 Alibaba employees relocated their office equipment in preparation to work from home. The following day, Alibaba's employees continued their operation from home, their customer service managed to operate as usual

The following day, Alibaba's employees continued their operation from home, their customer service managed to operate as usual. Their customer service is flawless to the point that none of the clients realised that the employees are actually working from home. Throughout the crisis, employees' family members had also given support and cooperation to them. The business expanded rapidly with an increasing high number of customers and users traffic. At the same time, the dedicated team that was working on Taobao at Lakeside Garden was working as hard as they could.

10 May 2003, while people across the country were quarantined at home, Alibaba successfully launched the Taobao site. This site is designed to offer a C2C online shopping approach providing free shipping and personalized services. Alibaba managed to strike success during the SARS period and created millions of job opportunities in China. Alibaba's team portrays decisiveness, unity, mutual assistance, love and dedication, which led to the company's success in combatting the pandemic which became inspirations to all Alibaba employees. Ever since then, "Ali Day" is celebrated as set by Jack Ma on every 10 May to commemorate the employees who fought for the company throughout the SARS period.

JD.COM- A rebounding success "forced" by SARS

In 1988, Jingdong Multimedia was founded as a company that mainly sold CDs and burners. The humble company that started in Haisha Market of Zhongguancun has nothing to do with e-commerce, 17 years ago. The company became the largest opto-magnetic distributor in the country in 4 years. The company was once accounted for 60% of China's opto-magnetic products market share.

At the beginning of 2003 Liu Qiangdong planned opening up 18 stores nationwide. That year itself, stores. Liu Qiangdong's dream fell into a bubble when the SARS disease started spreading in Beijing.

Beijing fell into chaos as most of the malls had positive SARS infected patients with the first case being reported in the state on 6 March 2003. At that point in time, the Jingdong Multimedia business was developing at a rapid speed and was flooded with stocks. The SARS incident caused their warehouse to be overstocked as none of the goods could be sold. The situation was getting



serious day after day as everyone was at risk of infection at the sales counters and down to a level where business came to a complete standstill.

Liu Qiangdong had no other option but to close down all 12 stores of Jingdong Multimedia and to have their employees return home. And to help out the few key employees retained during the epidemic, he rushed to the Ximen supermarket and bought emergency supplies of food from ham sausage, instant noodles and mineral water to tide them over. At that time there were 6 other employees together with Liu Qiangdong remaining in the office of Yinfeng Building thinking about their company's fate.



At that time, JD Multimedia had 20 million yuan on the books and lost a staggering amount of 8 million yuan in just 21 days from the SARS outbreak in Beijing. The company was in a critical financial condition that was expected to be able to sustain them for only three months, after which they would have to close down their business.

Rumors that played around were claiming that the epidemic would take at least six months to pass which looking at the current rate of then Jingdong Multimedia, it definitely wouldn't be able to weather through the storm.

However, one fine day out of the blue, there was a manager who suggested "Why don't we sell things online?". Liu Qiangdong thought the idea was a brilliant suggestion and an excellent alternative. He then went to activate the broadband and started browsing the internet every day. He tried to look for any opportunities where they would be able to sell some products on the internet. They were unsure initially, since they did not know where to sell their products. They first posted ads in the comment section under Sohu and Sina news to no avail.

Liu Qiangdong also posted in the forum BBS called CDbest which was at that time one of the premier online sites. Liu's company was listed as the only company that did not sell fake CDs by the moderator of the site in the comments below the ads he posted. The moderator was very influential and he was also the founder of the forum. He created history for JD.com where they had 21 customers all at once as their first e-commerce customers. The success of their idea has led to a new business model that Liu Qiangdong came up with which is moving his brick-and-mortar model business online. He then started to deliver goods with a red flag car in the morning and then spent his whole night in cybercafes to post and reply to customer inquiries mostly until 5 am. The company managed to survive the epidemic by selling their goods through online platforms.



Liu Qiangdong decided to open an e-commerce website knowing that China will go through a big e-commerce explosion. On 1 January 2004, "Jingdong Multimedia Network" launched the first version of its website which is an e-commerce online program. Their website was hacked after three days of the official launch, the sentence "JD.com is a big fool." appeared when the user opened the URL. At that time Liu Qiangdong rushed to the computer room and managed to overcome the issues but they were hacked once again after that. The hacker said "JD.com network management is still a big fool." This made Liu Qiangdong hire a highly paid qualified programmer to maintain their company website.

A huge decision was made by Liu Qiangdong when he decided to permanently close down all the 12th outlets that they opened in 2003. The outlets accounted for 90% of the company's net profit before he switched their direction by going full thrust online. The success of this company can be clearly seen today when with its 300million-strong active users with JD.com becoming the go-tos of shopping for everything from fresh produce, to high-end clothing for millions of people. JD.com's continued growth and a strict focus on product quality has given them the opportunity to create strong relationships with other industry giants. Now, they are Alibaba rivals which makes them the second biggest e-commerce company in China commanding a market value of 56.2 billion US dollars.

SF Express



SF Express, currently one of the China largest private courier service providers. Its founder Wang Wei, took 10 years to establish its foothold in Guangzhou. However, the SARS outbreak placed the headquarters in Guangdong into a disaster-stricken state which impacted the company business. All industries were severely affected, especially airlines. However, Wang Wei saw an opportunity and chartered five aircrafts from Yangtze River Express and began air-courier services. SF Express overtook its competitors with speed and subsequently increased their market share. Their hard work paid off as their delivery volume increased by 50%, giving them a huge advantage to offset the increased cost of chartering flights. After the epidemic, Wang Wei promptly purchased planes by mortgaging his properties. His decisiveness and vision has turned SF Express into the largest cargo airline in China with 52 aircrafts as of 2019.

Tencent



The Founder of Tencent Holdings, Ma Huateng used to work as an online sales executive and went around promoting QQ services. To maintain his business, he once required users to pay a fee for using QQ's services (it was a free messaging app), however it has led to many dissatisfactions and that was the first time they got into a PR crisis. Later, Ma Huateng took the opportunity to be involved with one of China's telco operator "Mobile Internet" project, although the business improved, yet 70% of the profit has to go to the operator, Tencent barely survived with the remaining 30%.

During the SARS period, China's online users traffic increased by 30% as people tend to spend more time on phones during the quarantine period. Tencent survived the outbreak by launching the "QQShow" that became highly touted. It became the most valuable value-added service project of Tencent that had led to the launch of "QQSpace" and "QQMembers" which creates an eco-chain to strengthen the company's user experience.

In the same year, Tencent's new project "QQGame" harvested 1 million users globally, and became the main revenue of the company. Tencent found its pathway of success by understanding users' demand, bringing influence to many Chinese youngsters during that time and till today the company never stops growing and developing in the technology industry to fulfill greater users' needs.





Do Young Children Need Supplement

As children grow, it is important for them to get enough vitamins and minerals to ensure optimal health. Even though most of the children are able to obtain adequate amount of nutrients from a balanced diet, somehow majority of parents are still giving health supplement to their children to ensure they don't miss out any vital nutrients needed for growth. One of the biggest questions playing in parents mind, "What kind of nutrition do my children need? How to select the right health supplements for them?"



Vegan Children?

Vegan children has excluded meat, eggs and dairy products in their daily meal and as a result, they are unable to obtain sufficient amount of nutrients that are mainly found in animal-based food, such as protein, vitamin B12, calcium, iron etc. These nutrients play a vital role in the formation of red blood cell, muscle growth, development of teeth and bone.

Prolonged deficiency of these nutrients may impair physical growth in young children.



But fortunately, according to American Academy of Pediatrics, vegan children can still be able to achieve nutritional balance by picking up a wide variety of food, getting fortified food and health supplement.



supplement for children that incorporates the elements of a Mediterranean diet. It consists of numerous beneficial ingredients such as fruits, vegetables, and olive extracts which are great sources of vitamins and minerals needed for growth.

Mediterranean Kids contains a proprietary blend of 11 fruits and 11 vegetables extracts and concentrates. The great thing about these extracts is that it can deliver the similar amount of polyphenols as the consumption of 5 servings of fruits and vegetables.



Besides, the key ingredients that can be found in Mediterranean Kids are olive oil extract and red grape extract. Olive extract is a concentrate that boosts more than the potency of single olive phenolic compounds. It is beneficial in maintaining a healthy lipid profile by enhancing the protective action of olive polyphenols on cardiovascular parameters. On the other hand, grapes are naturally rich in antioxidants.

The red grape extracts in REOXlife Junior Mediterranean Kids are carefully obtained and it contains high polyphenols to help in scavenging free-radical and improves overall health. Together, all of these extracts provide numerous benefits for your child's growth such as: Improving overall health and vitality, keeping the heart healthy, improving the body's antioxidant capacity and building a strong immune system.

REOXlife Junior Mediterranean Kids also contains 7 strains of different probiotics. Probiotics are live microorganisms, generally known as 'good' bacteria, which help primarily in restoring the balance of gut bacteria and prevent serious health problems cause by imbalance of gut bacteria. Benefits of probiotics include: Improves intestinal health, relieves symptoms of constipation and eases symptoms of diarrhoea.

REOXlife Junior Mediterranean Kids is definitely a nutritional supplement the children love and the parents can trust. A child's health is the greatest thing the parents hope for!



SKIN FASTING GIVING YOU A HEALTHY & PORELESS SKIN

Skin fasting is an outrageous trend that you will fall in love with. The famous actress from "Yanxi Palace", Wu Jinyan once revealed that she had experienced serious acne problems due to her abnormal lifestyle and busy filming routine. She then tried the popular Japan skincare method which is known as **7-day skin fasting** that regained her flawless skin condition in a short time. The excellent results she obtained has attracted many people to follow her skincare method.

7-Day Skin Fasting

The 7-day skin fasting method helps to detox your skin after using too many products. People nowadays are exposed to too many "layers" of skincare products from the range of serum, toner, face mist, mask and more. The downfall of using too many products will cause excessive nutrition on the skin. Individuals who have sensitive skin might get breakouts when too many products are applied to the skin. Therefore, it is recommended to give your skin a rest and detox your skin by engaging in the 7-day skin fasting method, which gives the skin a good rest and recovery session.

The skincare method is introduced by a Japanese skincare expert, Ryuichi Utsugi. Although it somehow received many disputes on its efficiency, this method, nevertheless, is highly recommended by beauty bloggers and influencers due to its successful results for many users.



Benefits of Skin Fasting

One of the benefits of skin fasting is that it prevents excessive nutrition that might lead to skin problems. This happens due to over usage of skin care products that might cause clogged pores, redness and others. This detox routine gives your skin a good time to breathe naturally. Proper breathing of your skin enhances the absorption of skincare products that you use. Skin fasting will allow the skin to restore itself to its best condition and better resistance to external damage.

7-Day Skin Fasting















Note: Make sure to let your skin rest from make-ups for these 7 days!



Wash your face with lukewarm water in the morning and evening without any facial wash products, toner or moisturiser. You might feel uncomfortable at first but trust me! It will help.



Hydration Day! Make a DIY mask with hydration toner and place it on your face for 5-10 minutes. This will allow the skin to absorb nutrients better. Don't forget to apply eye cream later!



Stop using creams and lotions. Wash your face with lukewarm water during the morning and evening; skip the toner, apply eye cream and serum on your face. You may apply hydration mist to soothe your skin before apply eye cream and serum. Note that you should never stop applying eye cream throughout the progress because the skin around eyes is vulnerable.



On this day, you may apply hydrating lotion on your skin after cleansing with lukewarm water. Your choice of lotion should be focusing on hydration.



After water cleansing, do facial massage using the serum. Choose the serum that suits you best according to your skin type.



Time to restore your daily skincare routine! You will realise your skin revived and getting better!



After cleansing with lukewarm water, just apply toner and eye cream will do.

Things to take note during the Skin Fasting period

- When you are in skin fasting period, always remember to have enough sleep because it helps your body to balance the hydration;
- Wash your face gently with warm water this is to relax your pores and loosen any clogged pores.
- During skin fasting, no makeup is allowed to ensure skin is totally free from external ingredients that might interrupt the process.
- Sun is good for the skin; however, you have to avoid direct sunlight during this period.
- Food that you eat also plays an important role throughout this period, thus try to eat more fresh fruits and avoid spicy cum oily food.

Having flawless skin is everyone's dream come true but the dream does not come without any effort. A great understanding of skincare methods and products will result in healthier skin. Detox your skin now and you might love this outrageous method!



TROUBLE WITH CLOGGED AND ENLARGED PORES?

Trouble with clogged and enlarged pores?

Now, these are the common skin problems that a lot of us are facing.

If given a chance, who does not want a flawless complexion? Fret not, we have got you covered. Here are the why's of clogged and enlarged pores with ways to get rid of them.

First of all, sebum is an oily substance that is being secreted naturally by sebaceous gland to keep our skin moisturized. However, excessive secretion of sebum together with the build-up of dead skin cells will clog and enlarge our pore which in turn lead to the formation of blackheads and a great place for acne to thrive.

Aside from improper cleansing measures, clogged and enlarged pores could also be caused from non-suitable skin care products, environmental pollution, hormone imbalances and others.

LET US LOOK FURTHER INTO THIS:

COMMON CAUSES OF CLOGGED & ENLARGED PORES



► TOUCHING YOUR FACE TOO OFTEN

Let us admit it, we tend to love our face so much that unknowingly we are over-touching it! Well, that is a big NO!

In our daily routines, our hands tend to have contact with various objects including door handles, water taps, "dirty" money notes as well as coins (well, literally they have never been cleaned before!) and so on. These objects may carry an unimaginable amount of germs and dirt.

By frequently touching your face after being in contact with the aforementioned objects, you allow the bacteria to adhere and "attack" your skin and this is bound to cause issues such as clogged pores and acne! So, stop touching your face!



■ STRESS

Stress can motivate us, but too much stress can deteriorate our skin condition. If you have noticed, when your stress level is too high, your pores get clogged easily causing acnes popping up!

Whenever our stress is too much to handle or when we are having a bad mood, our body will release a hormone namely corticotrophin-releasing hormone or CRH which is responsible to increase sebum production and cause pimples.

In other words, the more CRH is being released, the more sebum is being secreted. Extra sebum increases the chances of developing clogged pores and breakouts. Hate these stress-related breakouts? Then it is time for you to let your hair down and stay positive!



∃ ► POOR CHOICES OF SKIN CARE PRODUCTS

That being said, one must be smart when it comes to choosing the right skin care products.

Making any wrong skin care choices and inappropriate applying steps could worsen your skin condition. From not removing makeup and not cleansing your face thoroughly to choosing the wrong moisturisers, these seemingly common and simple mistakes are actually the real pores and skin killers.

On a side note, which is also an important one, the ingredients and textures of skin care products are the keys to achieve the skin you are dying for.

CHOOSING THE RIGHT SKIN CARE PRODUCTS



MAKEUP REMOVER

Be sure to thoroughly remove your makeup to avoid pore clogging issues. Your choice of makeup remover is vital for your skin.

Now, we have the perfect makeup remover for you, the 2° Cleansing Water! It is a non-rinse, soap-free makeup remover formulated with plant oil (castor oil and olive oil). 2° Cleansing Water removes even the most stubborn makeup and impurities effortlessly, leaving zero residues on your skin!

Blended with tropical fruit extracts, this make-up remover has mild exfoliating properties which gently remove dead skin cells from the surface of your skin. Your skin will look fresh, perfectly clean without feeling of tightness or dryness.

CLEANSER

It is important to use the right cleansing product for a good skin care regimen.

A good facial cleanser should effectively lift away excessive sebum, dirt and impurities on your skin, especially the pores, while being gentle and keeping your skin hydrated.

For clogged pores and acne-prone skin, 2° Activator Fresh would be the only face wash you need. Resembling the texture of cotton candy, this soft and gentle cleansing mousse cleanses the skin thoroughly while allowing your skin to stay hydrated.

It has an exceptional anti-pollution protection formula that combines cleansing and protection all in one! Using this product daily gives you a purified skin and protection from environmental aggressors such as PM2.5 that causes damage to your skin.



HYDRATORS & MOISTURISERS

Many of us tend to have this misconception: hydrators and moisturisers are meant for dry skin only. In fact, this is not right.

All skin types need to stay hydrated and moisturised. Why? This is because all skin types could be dehydrated and lack of hydration leads to overproduction of sebum (which might be a cause of clogged pores and breakouts), wrinkles, saggy skin and so on.

For optimum hydration and moisturising, we recommend you to try these magnificent products!



Intensive Hydrating Cream

for all skin types - dry, sensitive, normal, oily and even skins that combine all the above mentioned. This non-greasy cream recharges your skin, improves skin resilience against environmental aggressors and leaves your skin glowing with locked-in moisture and suppleness all day long.

ESSENCE Our skin care ritual is never complete without skincare essences. But, what is the hype behind skin essences?

Technically, they prep our skin to more effectively absorb the nutrients of subsequent products such as moisturisers, and the best part is, they are usually boosted with a variety of active ingredients and able to penetrate deeper into skin.

Enhance your skin care regimen with 2° Redoxy essence!



Distinctly different from other anti-aging products in the market, 2° Redoxy essence is formulated with high performing ingredients and a unique technology from Japan, the Micro-Mineralised Nutrient Technology (MMNT).

Speaking about the Micro-Mineralised Nutrient Technology (MMNT), you wouldn't want to miss out what it can do for your skin. It has 3 wonder effects

Detoxification

Infused with MMNT, 2° Redoxy essence effectively purifies and removes toxins from your skin.

Micro Cluster Formation

In the process of creating 2° Redoxy essence, MMNT is used to reduce the particle size of ingredients for optimum absorption and allows a deeper penetration of essence on each application.

Delay Skin Aging Process

Skin aging is often caused by oxidation. With MMNT, it carries the most powerful antioxidant to defend against oxidative skin damage and delay skin aging process in our daily lives.

As a top-rated anti-aging product, 2° Redoxy essence definitely lives up to our expectations.

The key ingredient, Acetyl Hexapeptide-8 reduces excessive muscle contraction caused by our daily facial expression such as frowning and smiling, thus smoothing wrinkles, expression and fine lines.

*Study shows an improvement of 20.6% on signs of aging after applying Acetyl Hexapeptide-8 for a week.

It also contains sodium hyaluronate that helps to retain skin moisture and whey protein that helps to promote skin cell renewal, creating a lifting and firming effect on your skin.

UNUSUAL STORIES DURING RMO

1. Terengganu "Ghost" Helps Police To Enforce RMO

It has been circulating over the social media about a guy in Terengganu who was spotted in his neighbourhood dressing up in white as a ghost. His aim is actually to scare his young neighbours who weren't adhering to the RMO. He is Muhammad Urabil or 'Detektif Hantu', going the extra mile to send an advisory message to the neighbourhood to stay at home!

He received a "surprise" visit from a group of policemen from Kemaman police headquarters. They request to meet him outside of his house with the costume. The police actually came over to thank him in person for playing his part to ensure people in the area obey the RMO.



2. Covid-19 Friendly Wedding, Greeting Guest With 'Drive-thru Style'

As the government has banned mass gatherings with more than 50 people in a place at the same time, a newlywed decided to hold a COVID-19 friendly wedding

on March 16, using Drive-Thru style to reduce contact with their guests.

Instead of formal handshakes, they placed their hands on their chests as a sign of 'salam' to greet and pay respect to guests. They also placed a donation box to replace the "Salam Keruk" tradition at the drive-thru section. Besides, guests are not left with empty hands, they were provided with packed food to take away!



Gardenia, one of the famous bread suppliers in Malaysia made a statement on one of their lorries has been hijacked. Gardenia staff claimed that their lorry with stocks supposed to be sent to 15 outlets for restock went missing out of the blue in Kuala Lumpur on March 30.

13 hours later the lorry was found in Terengganu but it was odd that the loaves of breads were all left untouched and none of it was stolen.





4. New Zealand's PM Says Easter Bunny And The Tooth Fairy Are Exempted From The Lockdown

Prime Minister of New Zealand Jacinda Ardern has given a heartwarming speech of assurance to children of the country that Easter Bunny and the Tooth Fairy will be given special exemption from the lockdown as they are declared as "essential workers".

As the nation currently put under quarantine measures, she encouraged the kids to put their own drawing of an Easter egg by their home window and avoid from leaving their home this year.



SIMPLE PHOTOGRAPHY

TIPS & TRICKS.

EVEN NEWBIES CAN SHOOT LIKE A PRO!

In today's era of social-media-dominant society, photography is a crucial aspect in content creation to attract your viewers. Having the right images allows you to capture attention of your viewers, relaying vital information in split seconds and increasing valuable engagements.

Images & photography is the common language that breaks the language barriers that is able to connect people across the world. Many small businesses and entrepreneurs successfully utilised this "visual behaviour" of users to enhance their businesses and increased engagements.

And today, we are going to share with you the tips & tricks (together with easy-to-use & FREE mobile apps) to create a better and a more captivating photo!



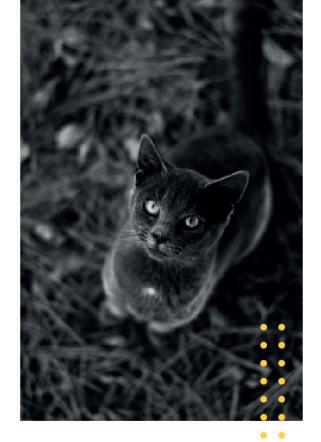


LIGHT & COMPOSITION

These are the two simple yet fundamental aspects of photography, light and composition. Understanding these aspects would determine how your photos turnout to be and that's the core difference between you and professional photographers.

The first aspect of photography is the use of light. If you ask any photography enthusiast, they will definitely tell you that natural light is the soul of a great photograph and determines the beauty of a photo. Having great lighting means that you can decide the feel and vibe of the photo, given bright or dark, it casts the liveliness to any photograph.

The second aspect of photography is composition, meaning the placement of objects and supporting elements. A good composition could amplify the subject, ensuring the supporting elements will not over swank the subject. As a result, the picture should make people feel comfortable, not confused. As the old saying goes, "A Picture should speak a thousand words".



SCENARIO V

For product shooting, you have to make sure the composition of your image isn't too 'empty' nor too 'crowded'. People are easily confused about "minimalism" and tend to go off track to irrelevant deliveries, such as using too many elements to 'support'.

Tip to having a good composition is to plan the main focus of the photo beforehand and organize other elements together. Make sure the main focus is not affected or crowded by other elements.



U-LIKE \vee











This app grants your selfies 4 essential functions: styles, poses, beauty and filters. Not to mention that they have the best beauty effects for your photos that we editors approved so far!

VSCO



If you are a filter enthusiast, you shall not miss out VSCO! VSCO is one of the editor's favorites for photo editing. Although you will have to make certain purchases to unlock extra VIP features, however the free edition filters are actually good enough to work magic on your daily photos!





Other than just setting up the system preset filters, you can also work on your own formula through manually adjusting your brightness, contrast and details. Once you get your favourite adjustments, don't forget to save it to one-click apply on your future photos. The fun thing about filters is, you can play everything you want until you find the formula suits you best and you can create your own filters! Some influencers tend to share their filter formulas with followers as a tool to increase their social media engagement! (Take note ya!)

InShot >





InShot is an all-in-one app for both photos and videos editing. Unlike the traditional computer video editing software, InShot being a smartphone app, has its full features for basic trimming, cutting, merging video clips and allows you to work on filters by adjusting the brightness, contrast, saturation and others. This works very well for online business owners who are inexperienced in video editing as this software is SUPER user-friendly and easy to start off with. This is definitely the MUST-download-App that every online business owner should have!



R4VE STEAMWAVE DETDO CAMEDA





For users who enjoy retro style photography, R4VE is definitely what you should go for! R4VE offers tons of free preset retro stickers such as steam waves, Japanese, electronics, hip-hop and so on. As a tip to create eye-catching photos, you may try out the bold color filters and personalized text styles, to create a 'time-travel' or Star Trek kind of vibe.

FOODIE





Food-shot lover? Then you shall not miss out on another must-have app that we recommend——Foodie. It is an app focusing on food photography, with features such as adding texture or contrast to photos. This app comes with hundreds of filters specifically catered for food photography, enhancing the attractiveness of your photo. Definitely a "likes-gathering machine" on social medias.

















When we get preoccupied with daily tasks, we tend to neglect our fitness. Fitness is important as it is one of the determining factors for a healthy body and to improve the quality of our life.

Spending 1-2 hours to hit the gym might not work for everyone's schedule, therefore a home workout set of fat-burning workouts is definitely a friendly one, as it only takes 10-20 minutes of your time! Simple workout at home is good enough if you merely want to keep your body fit.

ALWAYS START WITH WARM-UPS

The first thing that you need to do before any exercise is warming-up your muscles. Your body needs to warm-up first to increase the temperature of the muscles, making the body muscle supple and increasing the performance of your muscles before exercise. In addition, a warm-up is important to prevent muscle cramps and avoid the risk of tearing muscles and tendons.



Here are a few warm-ups you can do:

Hip Circles x 8 reps outward, 8 reps inward

Arm Circles × 8 reps outward, 8 reps backward

Tricep Stretch

Squats x 15 reps

Walk-Outs x 8 reps

Reverse Lunge to Knee Raise × 12 reps

Jumping Jacks × 20 reps for 20 secs

High Stepping x 30 seconds

FAT BURNING

Fat burning is the act of getting rid of excess calories or the weight of your body through exercise. The benefit of fat-burning exercises is to lower the chance of heart problems and heart disease, as well as improving diabetic conditions.

1 | Abdominal | Crunch

First are abdominal crunches. This is one of the best ways to lose fats in the stomach area. As a bonus, this exercise helps you build good abdominal muscles known to many as the "six-pack".





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- Firstly, Lie down on your back and make yourself comfortable.
- Then place your feet on the floor, bend your knees to hip-width apart
- Place your hands behind your head.
- Slowly bringing your shoulder up and crunch your stomach.
- Maintain your neck straight and exhale as you come up.
- Try to maintain the posture and relax by breathing continuously for few seconds.
- Return to the starting position and repeat 20 times per set (advisable to go for 3 sets)

2 | Standing | Bicycle Crunch

Next, standing bicycle crunch. This is another exercise which is good for abdominal muscles which are also known as the standing criss-cross exercise. it helps to build up your core strength and burn more calories.



- Starting at the stand straight position with your leg open and held your hands behind your head.
- Then lift left knee and try to bring it near to the right elbow;
- Then, continue to stand straight and repeat the movement with the other knee and elbow.
- It is recommended to do around 15-20 times per set (advisable to go for 3 sets)

3 | Heel Touch Crunches

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The heel touch crunches are able to strengthen your oblique muscle. This will result in tightening the entire side of your abdominal wall effectively.



- Lying on your back with both arms at the side and bend your knees.
- Then crunch your body forward on to the left side, touch your left heel with your left hand.
- Return back to the starting position.
- Repeat the same action with your right side heel and hand.
- Recommended for you to do it around 12-15 times per set. (advisable to go for 3 sets)

COOL DOWN

It is important to cooldown after exercises. The purpose of cooldown is to let your body soothe from active movements and prevent muscle cramps. It helps you to relax the muscles and bring the heart rate to normal. There are a few movements that you can do during cooldown which only takes around 3-10 minutes.



- Lie on the floor facing downwards.
- Make sure your forearms are aligned and tucked in close to your body.
- Stretch your back leg apart to a straight posture.
 - As you take a deep breath in, straighten your arms and lift your upper body off the floor, pressing your hips on the floor
- Tilt the head backwards, lift up through the sternum and squeeze the scapulas together.
- Slowly exhale and return to the starting position.
- Try to hold for 30 seconds to feel the relief sensation.

2 | Lying Twist Stretch

Next is the lying twist stretch which relaxes your glutes and eases lower back pain. This movement helps to realign your spinal disk after your workout. At the same time, this movement encourages blood flow which is good for your body.



- Lying on your back with your knees bent and feet flat against the floor.
- Extend your arms out to the side in a T position.
- Keep your shoulders against the floor as you move through this stretch, and tighten the core to support the upper spine and shoulders.
- Then gently move your knees side-to-side
- Then drop your both knees to one side.
- Make sure that your opposite shoulder is not lifting from the ground.
- Maintain the position around 20-30 seconds and continue to do it on the other side.





COMPREHENSIVE PRODUCT KNOWLEDGE

If you want to convince your clients to buy your products, first, you have to convince them to trust you and show why it is not a waste to invest in what you have to offer. But then, how can you effectively win over clients to buy into what you're offering? It is imperative to fully understand every detail and effectiveness of your products.

It's one thing to know what you're selling and how to sell it, it's another to know why you are communicating this information to clients. Knowing the in and out of your product enables you to properly consult your clients which is fundamental!



HEALTH KNOWLEDGE

Especially if you're in the health & wellness industry, health knowledge is a powerful tool to convince your client. In depth **health knowledge is essential** for consultation and providing relevant advice.

Equipping yourself with health knowledge, makes you appear as someone knowledgeable enabling you to portray that you are an expert in your industry, NOT just a salesperson. Your goal is to have them seeking you for your expertise and consultation, therefore increasing customer's trust in you and being more receptive when you are recommending the purchase of your products.

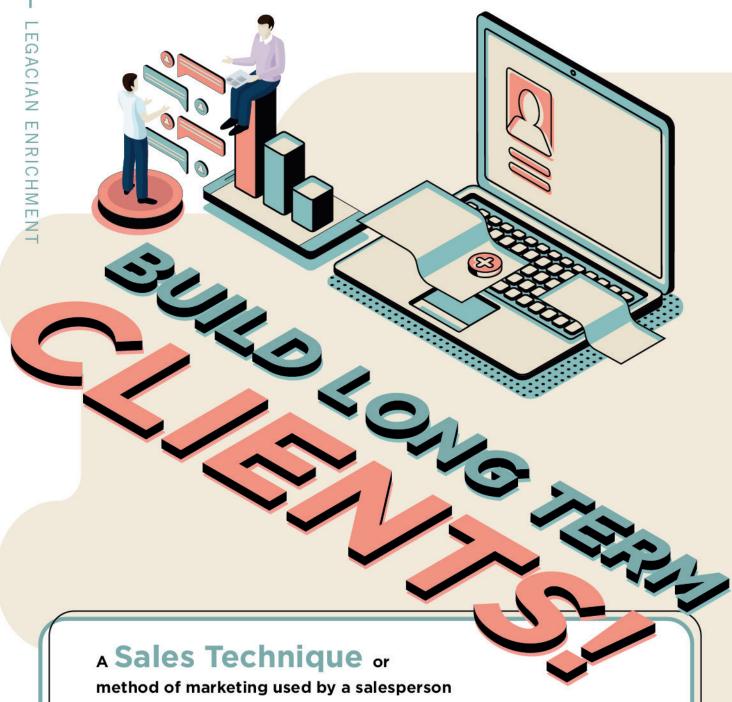


LATEST NEWS & TRENDS

Being in the know of the latest news and trends is crucial. It is a plus point if you have awareness of things that are happening at the moment, as you might be able to relate it with your products.

Apart from having an extra table topic, you might just be able to relate your product with the current news, which might be relevant for you to sell certain products. For instance, the recent global outbreak of Covid-19 or Influenza diseases is a great opportunity to push for Mediterranean Gold & Potent. You can suggest the range of products from your company that can be catered to such situations.

In such situations, the priority of clients for relevant products will be at an all time high. Make it a habit to do more reading in newspapers to know what is happening and health media to increase your health knowledge on a daily basis! It will do you wonders!



method of marketing used by a salesperson to sell more effectively. Everyone wants to sell but not many know how to sell effectively to keep the client coming back for more!

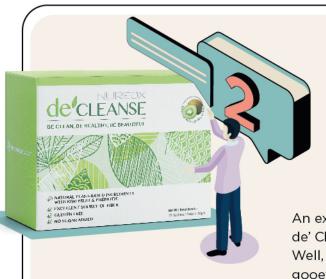
Even when a first-time customer completes a purchase, there's no guarantee that they will be back to buy more. We should instead aim to build a long term relationship. It is important for you to learn how to retain your clients and have a long-term business instead of a one time off.

NEEDS & SOLUTIONS

Meeting customer's needs is crucial for any business looking to retain and attract new customers. You should know what it is that your client truly needs and why before you start promoting a product. Asking the right questions will enable you to identify key points to persuade your customers on how your product can solve their problems.

It is always easier to sell products catering to the client's needs. Most people fail in this as they push products to people that do not need it or have not realised the need for it.





PRODUCT DEMONSTRATION

Display the effectiveness and differences of your product right in front of your customer's wary eyes. As the saying goes "Seeing is Believing". There are numerous benefits in practicing this, as you will be able to show how your product differs from others.

Live product demonstration increases your customer's confidence and reduces their concerns.

An example: You can show the liquidity test of NUREOX de' Cleanse compared to other similar products in the market! Well, yeah, other competing products in the market are gooey (after leaving for a short period of time) and need to consume a high amount of liquid in order to be effective, unlike NUREOX de'Cleanse!

PRODUCT EDUCATION

(Effectiveness, Benefits & Assurance)

Focus and emphasise on the effectiveness and benefits of your product. Making sure that your customer truly understands how your product benefits them.

Apart from effectiveness and benefits of your products, further enhance their confidence by assuring them about the quality of your products with relevant product certifications and authority approvals! It is easier to tackle your potential customers as you are building customer's trust on the product's quality itself!



SHOW YOUR CLIENT "YOU TRULY CARE!"



If you are dealing with a new client, give some space and not be too pushy as it will create a negative image on you. It does not matter how much you want them to buy your product but you have to give them space too. Sell your product one at a time. Allow them time to test the effectiveness of your product, be patient.

Show your clients that you truly care for them and not just about the sales. Ask for feedback and proceed with after sales service! Frequently follow up with your clients after the purchase (not just following up with them only when you want sales!).

STORYTELLING SELLING TECHNIQUE

Storytelling is a powerful means of communication and selling technique. Not many people like the usual boring explanations and info. Sell your product or deliver the info in a livelier method. Keep your client captivated, you can tell them some actual stories about other customers and how your products actually solved their respective problems.

People love stories and case studies can be good stories too! Your client may love it because you are providing real life examples of how your product works. Remember to be passionate when telling stories, it does wonders!







dealings with customers.

Successful communication gives your customers a "great experience" and positively increases their comfort level towards you. It allows you to attract and retain customers.

SHOW THEM THAT "YOU CARE!"

It is important for you to start off the conversation lightly and avoid talking about the products right away. Start off your meet-ups with greetings and concern about their situation (health, family, life, etc) and see if there is anything you can help or provide advice.



MANNERISM



The way you carry yourself is important, first impressions have the ability to make or break a deal. Give them a good impression. Be polite, kind and humble. Give off a good vibe to your client.

Make sure to always smile and be friendly, make them feel comfortable so they will not feel distant. Have courtesy not to cut off a client when they are talking halfway as it is rude. Lastly, it is important to wear presentably & professionally to show your professionalism (it's a form of respect to your client and yourself!).

BE A GOOD LISTENER

Some customers just love talking, it's either they want someone to just hear them out or it's because they might want a word of advice from you. So, hear them out first. Even if it is trivial issues, we must pay attention and listen to every detail.

Look your client in the eyes and keep your focus on them, let them know that you are serious with them and interested. Your body language speaks louder than words, they should not feel uncared for. Take note of every detail that might give off a hint to their lifestyle and any possible health issues. Also, while listening to your customers, do have a pen and paper ready for taking notes, this is to ensure that you are not missing anything out and it also shows that you take the things they said seriously!

Being a good listener gives you tonnes of advantages. Firstly, it shows people that you care and giving them the attention they need, secondly that person might just be giving away valuable tips and information that might be of great help to you to understand them even more!



GIVING RIGHT RESPONSE & ADVICE

Remember to give the client the right response at the right time. Also, ensure that you acknowledge the customers' messages by using positive words. Giving a simple nod and a smile at times does make your client feel appreciated and you are still with them!

Give them the confidence that you are around to help them and that you are there to provide them with the best possible advice and consultation.



The 3 Myths of The 3 Minicating Communicating



SPEAKING YOUR MIND IS THE MARK OF HONESTY?

Answer: Absolutely not!

Speaking your mind means:

- You only care about yourself (selfish)
- Too lazy to take into consideration how another feels
- · Refusing to bear responsibility

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When having a conversation with another, we should be paying attention to the person:

- Empathize with the person
- Truly care for the person
- · Be accepting of the person's feelings

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NOT BEING HONEST IS TAKING CARE OF ANOTHER PERSON'S FEELINGS?

Answer: Absolutely not!

Not being honest:

- Caring too much about face value, trying too hard to be nice = hypocrisy
- Do not care for the person's development
- Unwilling to take risks and bear the consequences

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Being honest is an act of kindness and love:

- · Express your feelings moderately
- Not providing suggestions (no manipulation)
- · Avoid refuting the other person's explanation

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BEING HUMOROUS EQUATES TO BEING FRIVOLOUS?

Answer: Absolutely not!

People have difficulty entrusting those who communicate in a frivolous manner with important tasks. They're often:

- Unable to fully grasp the situation
- · Lacks maturity
- Lack of trust

Being humorous:

- Creates the right atmosphere under suitable environments and situations
- Understanding the right time to stop

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WHAT IS MISREPRESENTATION

- 1. Distributor shall not misrepresent the Company's products and or its Compensation Plan in any manner whatsoever at any time.
- 2. Misrepresentation includes, but is not necessarily limited to the following:





Making a representation of the Company's products which are not specifically stated by the Company in its literature.





Revealing the
Compensation Plan to
any person without
clearly advising them
that no remuneration
is received solely for
enrolling or
sponsoring new
distributors.





Revealing the
Compensation Plan to
any person without
clearly advising them
that there is no
requirement to pay a
fee or purchase any
products other than
the joining fee to
become a distributor.





Stating that any person has made or may make any specific income through the use of the Compensation Plan and/or by the sale of the company's products whether by specific example, geometric progression, or otherwise. Unless in the same presentation, it is stated that said hypothetical or potential earnings do not constitute typical or average earning, as earnings may vary due to individual efforts, geographical location, timing and many other factors.



Re-packaging, re-labelling, selling or attempting to sell the Company's products under any other name, packaging or label.





IT'S OUR BIRTHDAY MONTH

CREATION PLAN PROMOTION

1st May 2020 (12pm, MYT) – 31st May 2020 (11.59pm, MYT)

5310%

OFF FOR ALL PWP!

Applicable to All New Join and Upgrade before 60 days and after 60 days.

ELITE

1 x distributor price product + 1 x PWP 53.10% off

PREMIUM

6 x distributor price products + 6 x PWP 53.10% off

LP (Legacy Partner)

16 x distributor price products + 16 x PWP 53.10% off

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

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

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

*While Stocks Last.





PWALLET CRAZYDEAL

1st May 2020 (12pm, MYT) – 31st May 2020 (11.59pm, MYT)

5310%

Off for all PWP with 3 additional FREE products!

6 products for WM



7 products for EM

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

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

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

*While Stocks Last.







LEGACY PLAN

BEAUTIFUL INSIDE OUT ANNIVERSARY PROMO

 1^{ST} MAY 2020 (12PM MYT) - 31^{ST} MAY 2020 (11.59PM MYT)

1 x Le'Gain + 1 x Le'Gain (53.1% OFF)

RM439.23_(WM) RM453.92_(EM) 45WP 1 x Redoxy + 1 x Redoxy
(53.1% OFF)

RM284.99_(WM) RM295.27_(EM) 35WP

8TH MAY 2020 (12PM MYT) - 31ST MAY 2020 (11.59PM MYT)

1 x Potent + 1 x Potent

(53.1% OFF)

RM284.99_(WM) RM295.27_(EM) 30WP

1 x Mediterranean Gold PLUS + 1 x Mediterranean Gold PLUS (53.1% OFF)

RM292.33_(WM) RM304.08_(EM) 35WP

 15^{TH} MAY 2020 (12PM MYT) - 31^{ST} MAY 2020 (11.59PM MYT)

1 x Mandiva + 1 x Mandiva

(53.1% OFF)

RM284.99_(WM) RM295.27_(EM) 30WP

 $1 \times (W+) + 1 \times (W+)$ (53.1% OFF)

RM265.89_(WM) RM280.58_(EM)

22ND MAY 2020 (12PM MYT) - 31ST MAY 2020 (11.59PM MYT)

 $1 \times H + + 1 \times H +$

(53.1% OFF)

RM265.89_(WM) RM276.17_(EM) 35WP 1 x Moist + 1 x Moist

(53.1% OFF)

RM381.94_(WM) RM396.63_(EM) 45WP

1 x Hydro + 1 x Hydro

(53.1% OFF)

RM370.19(WM) RM384.88 (EM) 45WP

GET 3 FREE H+ (60ML)

with purchase of 2 same packages (in a single receipt)

*Terms and Conditions Apply. *For Malaysia distributors only. *In the event of MCO/peal/promotion periods, the shipment of your order may experience longer than usual. *WP is not earned on PWP and FREE products. *This promotion is valid in conjunction with Legacy Plan PWP.

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



RETURNLEGACY

1st March 2020 @ 12AM(MYT) - 31st May 2020 @ 11.59PM(MYT)









Effective from 1st March 2020 (12:00am, MYT) to 31st December 2020 (11:59pm, MY







Qualification :

A For rank Classic membership to Crown Ambassador

*Criteria	Personal Direct Sponsor and/or Personal Maintain (Accumulate)	Direct Sponsor G	No. of	
		Min. Required Group	WP per Group	Ticket
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		HUNCE
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.





RETURN LEGACY SDN BHD

201401004515 (1080589-X) (AJL932074)

K-3-3, PUSAT PERDAGANGAN KOTA DAMANSARA NO 12 JALAN PJU 5/1 KOTA DAMANSARA 47810 PETALING JAYA SELANGOR

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RETURNLEGACY | 2020 MAY

因疫情而发家的

著名企业

川总裁的致词

惊非小,商机攻略

小孩需要吃保健品吗?



传承国际B周年 精彩回顾

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- -7日肌断食,还你健康零毛孔肌肤
- 毛孔粗大、阻塞?解决方法看这里!

传承趣味生活

- 疫情奇葩大事件
- 别在乱拍,专业照的必杀技 (+APP介绍)
- 简易居家瘦身运动,无需任何器材

充值人生

- 如何让客户对你有信心
- 与客户建立长期的关系
- 沟通的艺术

RLEA 传承商学院

- 沟通3大迷思

经销商资讯站

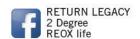
- 什么是误导?

传承资讯站

- 本月促销

















一场突如其来的新型冠状病 毒,让全球经济陷入寒冬, 近乎停顿的状态。

世界各国为了预防及控制疫情蔓延而实施了一连串的措施,包括实行封锁边境和社交隔离,波及全球供应链、股市重挫及国际油价狂泄,全球迎来前所未有的大萧条。

马来西亚政府在3月18日突然实施了行动管制令,令许多国内的企业束手无策甚至面临倒闭的风险,平民百姓则面对失业和温饱的困境。行动管制令对就业和收入的不利影响,导致部分人群的消费能力下降,或消费态度变得更谨慎。面对市场低迷,传承人如何从中寻找一线商机呢?

俗语说: "凡成大事者,都善于从危机中发现商机,从风险中抓住机遇的双手。"身为传承人,我们要坚信每一次的危机中也包含着转机,绝不轻易被疫情击败,也不让负面新闻控制我们的情绪。



传承国际副总裁
DESMOND HOOI

进行线上直播产品分享

行动管制令期间将可将营销活动由线 下向线上直播转移。运用线上平台进行 产品示范直播,并以轻松的分享方式向大 众讲解在这疫情高风险期间,如何透过服用 保健品提升自身免疫力,利用线上平台吸引 不同的消费群体甚至潜在客户,同时透过产 品本身的吸引力,间接地增进大众对传承 国际的认识。

商机攻略

创建社交媒体内容

疫情期间,大众比往常更关注健康。 你可以创建健康与保养贴士方面的视频 或图文,分享至社交媒体平台上,提醒大 众居家期间除了要保持健康,当然也不可忽 略肌肤的保养。大量的资讯分享有助你在社 交媒体平台吸引更多的关注,提升个人的知名 度,让熟悉或全新的朋友圈可以进一步认识 你,同时可借由这种软性推广方式介绍公 司的产品。 运用线上会议与 传承人保持密切交流

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疫情期间无法与组员共聚学习 及讨论,但你可定时召开线上视 频会议,与伙伴们及组员相互分 享资讯及知识,让自己足不出户也 能掌握最新信息及学习知识,提升 和增值自己,同时也能与分布在各地 的新传承人保持密切交流,同步各方 的进度。

传承国际迈入第6周年,在过去的时光我们建立了巩固的基础,也积极推动互联网转型升级,所以面对此次疫情难关,我们有信心带领公司走过危机,从危机中寻找全新转机,为销售模式开启全新的局面,与家人们携手同行,准备迎接更巨大的商机。





- **传承国际**在李 少强博士的带领之下正式 掀开序幕。
- 5月31日,坐落于 Kota Damansara Encorp Strand Garden Office的 传承国际总部正式开幕。
- 传承国际强势进军泰 国与新加坡市场。

- 3月11日,传承国际 首推两大产品—— 2° Redoxy Essence 抗老精华液与 a 营养补充剂。
- 2° Redoxy Essence 抗老精华液是首个采用微矿化营养技术(MMNT) 的产品,销售额在一个月 内突破马币100万令吉。



● REOXlife Pro W+和 REOX Series H+于2014 年下半年隆重推出。

- ●为精益求精,传承科研(Legacy Science)与马来西亚国立大学(UKM)携手进行严格的质量监控,并与其他国家的研发机构,包括日本Unilife研究所和法国Fytexia研究所缔造合作关系,与专家进行专业技术上的深入交流。
- 传承国际的发展蓝图 成功扩张至印尼。

- 传承国际创始人李少强博士成立了Foundation of Dr. Lee Siew Keong, 提供200万令吉奖学金予家境清寒的UKM学生。
- 同年,传承国际创立 了自家的学习机构——传 承商学院(RLEA)。





- 传承国际缔造了亮眼的业绩——总销售额首达马币1亿令吉。
- 12月5日,传承国际于 马来西亚吉隆坡双峰塔 KLCC 举办《传承天下之 奇迹崛起》表扬大会。





- 马来西亚著名DJ兼艺 人林德荣先生正式与传承 国际签约,成为2017年 传承国际品牌代言人。
- 传承国际强势进军泰 国与新加坡市场。

● 传承科研获得日本 Unilife 研究所的MMNT 科技转移。



- 传承国际举办《生命曙 光,健康再现》REOXlife Potent干人推介礼,当天 的新产品销售额突破马币 100万令吉。
- 传承国际以"我们的第二个家"为核心价值。

●集团耗资马币1200万 令吉兴建面积达33,000 平方尺的新保健食品工 厂,并计划于2018年全 面投入生产工作。





● 传承国际推出快速消费品产品系列。

● 超过20,000套的 Legacy Iconics 于发布 后的3小时内销售一空。





● 马来西亚著名女演员 尤凤音小姐正式成为 2018 年传承国际品牌代 言人。

● 传承国际新加坡新 总部隆重开幕。





- 传承国际畅销产品 2° Redoxy Essence 抗 老精华液以全新包装正式 推出。
- 传承国际在短短4年内 于全球招募超过10万名经 销商,从默默无名的小企 业发展成国际企业。

● 传承国际印尼总部从 棉兰迁至雅加达,新环境 拥有更完善的设备与更广 阔的空间。



● 7月21日,传承国际举办《传承国际之赢造传 奇》表扬大会,藉此表扬近百名经销商及传承国际首位皇室总司令Apple Low 的诞生。

● 正式推出由传承科研与Fytexia携手研发,并添加了传承国际独家先进配方LePheno™的升级版REOXlife MediterraneanGold PLUS营养补充剂。





NUYO®

- 2°护肤系列的
- 2° Cleansing Water 卸 妆水、2° REOX Series H+ 舒敏活肤喷雾、
- 2° Redoxy Essence 抗 老精华液和 2° Activator Hydro 补水霜入选时尚 杂志《女友》年度百大护 肤品评荐。

● 传承国际义捐3万令吉 予特殊教育学校 SJK (C) Pasir Pinji 2 作为新教室 兴建用途。





● 36名传承国际经销商 成功完成 MDDA (Malaysian Direct Distribution Association) 课程。

WINNER READERS' CHOICE AWARDS 2018 Natural 健康

● 传承国际的 喷沫型牙膏O'Dentee 和 NUREOX Grain 营养饮 料入选《Natural Health & A Healthy Lifestyle》 2018年度读者精选奖。





● 传承国际到访并捐款 给儿童残障中心。

● 作为荣誉赞助商,传 承国际拨款20万令吉予 本地电影《种生基》作拍 摄用途,共同宣扬中国五 干年的历史文化。

届时,票房收入在扣除制 作成本后,将全数捐给马 来西亚5个慈善机构。





● 以"传承国际是我们的第二个家"为理念的《爱。家》是传承国际年度重点活动之一。

● 获直销法令 (Akta Jualan Langsung) 更新直销商资格(2019 年2月21日至2022年2月 20日)。



● 传承国际居銮与槟城 Centre进行升级。





- NUREOX Enzyme 消化酵素在3月正式面市。
- 为迎合大众口味,传 承国际推出巧克力口味的 NUREOX Protein ProMix 营养代餐。

● 在Gallash早鸟限时优惠期间,成功于14分钟内售罄。



GALLASH

GALLASH

● 传承国际推出传承国际 5周年黄金吊饰皮革手链和 雅加达和万隆旅游奖励。 共248名传承人获得皮革 手链及98名获资格参与为 期4天3晚的雅加达和万隆 奖励旅行。

● 传承国际提供产品责任 保险以承保产品对经销商 所造成意料之外的损坏; 并藉此加强公司对产品的 质量控制与保证。





- 2° Activator Moist 正式面市。
- REOXlife Junior Mediterranean Kids 正式面市。

● 成立传承商学院系统 委员会——其目的为教育 和指引下一代、传递核心 技能及整合团队,成为所 有传承人的第一创业 平台。





● 传承国际的与印尼茂物农业大学合作。双方于2019年8月23日签署谅解备忘录(MOU),以开展与印尼茂物农业大学合作的传承国际产品研究。

● 获护肤品与快速消费品 清真证书。





● 正式推出电子商务及 升级后端系统。



THE BRANDLAUREATE PROMINENT BUSINESS BESTBRANDS AWARDS 2019

Legacy CareAssociation Malaysia(LCAM) 正式成立。



● 2019年企菁品牌奖

一The Brandlaureate。
我们的副首席执行官
Sam Kho 被授予2019年
企菁品牌奖之企菁品牌领
袖奖,并从 YB Dato'
Seri Anwar bin Ibrahim
手里接过此重要奖项。除
了企菁品牌领袖奖,传承
国际亦荣获2019年企菁
品牌奖的美容与保健卓越
品牌杰出业务大奖。



● ISO 更新。





- 开始实行 Bring Your Own Bag (BYOB), 鼓励大家购物时自卑 环保袋。
- 2° L.UV 正式面市。



● 由 Legacy Care
Association Malaysia
(LCAM) 捐赠、位于霹雳州巴沙彬如华小二校,专为残疾和智障儿童提供特殊综合教育课程课室竣工。

● 举办首场社协会慈善活动——捐血运动。



● 传承国际印度尼西亚 总行开幕。

● 2°Le'Gain 正式面世 并推出2°Le'Gain 豪华装 和限量版。雕刻服务适用 于限量版黑色皮包。





2020

● 传承国际印尼总部的 家人们被邀请参观传承国 际营养保健食品工厂。

● 年度重点活动之一 《爱。家》于在2月15日 圆满举行,此外,传承国 际印尼和新加坡总部的家 人们也到此参与

《爱。家》活动,让平常 忙碌家人们可以在这个欢 庆节日团聚,也让活动增 添不少色彩。



● REOXlife PRO W+ 升级版正式面市。

● 传承国际总行的体验 中心馆,以全新的面貌向 传承人及经销商展示时尚 与智能科技的完美结合。



因疫情而发家的 著名企业

阿里、京东、顺丰、腾讯因非典期间崛起的故事



2020年最离不开的字眼,就是"疫情"、"隔离"。无可否认,这几个月很多行业被影响,很多公司倒闭, 很多人失去工作; 但是,有时候危机其实也代表着转机。在2002年11月至2003年9月期间,非典疫情散布于29个国家, 与现在的情况相似,许多人的行动遭限制、隔离,很多行业和公司都备受影响。但是,也有因疫情而发家的名企业,今天小编就要和大家分享在非典期间却能通过疫情而崛起的故事。

阿里巴巴— 非典差点毁了阿里,但成就了淘宝

说到阿里,大家都会联想到淘宝。2002年,当时阿里B2B (Business to Business) 的业务做得风生水起。 可是当时马云领悟到 C2C (Consumer to Consumer) 的潜质,毫不犹豫开始进军 C2C 这块领域。2003 年初,他就召集7名员工,告诉他们有个小项目,很累很苦,没有周末,也要签一份全英语保密合同,并且需要对任何人保密。尽管在这未知面的情况下,然而完全没有人退缩。 于是马云带着这7人前往阿里的创业福地—湖畔花园,秘密的开发淘宝网。



同年5月,一名从广交会回来的员工,疑似被感染了非典。阿里总部紧急宣布公司全员隔离,500名员工搬走工作所需的电脑和传真机。外面的人认为公司在这期间无法正常运作,可是阿里的业务照样进行。在阿里预备在家工作的设备和阿里人顶住了压力,在疫情期间不但没有流失客户和流量,反而暴涨。同时位于湖畔花园的7位员工,马不停蹄的继续赶工;5月10日,淘宝网如期诞生了!

它的诞生及时捉住了非典期间的C2C网购的广大市场需求,为中国提供数以千万的工作机会,也战胜了当时遥遥领先的 eBay网。非典不但没有击毁阿里,更让网购广为人知。阿里员工在非典期间所展现的果断、团结、敬业、互助互爱的精神,感动并激励着一批批的阿里人。因此马云将5月10日设为"阿里日",纪念同甘共苦抗非典的时光。

京东— 被非典"逼出来"的企业

17年前,京东当时还是"京东多媒体",是一家主要卖CD光盘的录机的公司。那时候的京东和电商没有任何关系。京东多媒体成立于1998年,在4年多的时间,成为中国最大的光磁销售商,占据了全国光磁产品60%的市场。2003年,京东多媒体开了12家店。雄心勃勃的老板刘强东在年初已经规划,今年把店门开到18家。然而,这突发而来的非典,让刘强东的梦成为泡影。

此前生意正在高速发展的京东多媒体,本来 囤了一批货,一下子全都积压在仓库,一台 都卖不出去了。不得已之下,刘强东把12家 店全部关闭,安排大部分人员暂时回家。 当时,京东多媒体的账面有两千多万资金, 可是北京非典爆发21天,就亏掉了800多万 ,也就是说,这家公司只能撑三个月,就要 倒闭了。有一天,刘强东发愁,就和员工们 喝了一点酒,一个个在那长吁短叹,其中一 个经理说,"我们为什么不在网上卖东西呢 ?"刘强东一听,觉得很好,立马去开通了



宽带,开始每天泡在网上,看看能不能通过网络推销出去一些产品。

但是,刚开始并不顺利,因为一个客户也没有。当时,北京的CD圈都喜欢逛一个名叫CDbest的bbs,刘强东也在这上面发帖,一个版主跟帖说,这家公司我知道,是我认识的唯一一家不卖假光盘的公司。这位版主是论坛的创始人,在论坛很有影响力,就因为他这一句话,京东一下子就有了21个客户——这是京东历史上第一批电商客户。就是因为这批生意,让刘强东看到了一个新的生意模式。他白天开着红旗轿车出去送货,晚上就在网上泡着,不停地发帖、回帖,有时要搞到凌晨5点。后来,刘强东就是这样靠着在网上卖货,撑过了非典。刘强东在疫情之后判断中国将迎来电子商务的大爆发,于是决定自己开一个电商网站。



第一版网站是在网上用的免费电商程序,取名"京东多媒体网",于2004年1月1日上线。这个网站开了3天,网站就被黑了。于是刘强东只好用比自己还高的工资,请了一个技术人员,才把网站维护起来。 之后,刘强东全心全意做网站,并把京东发展为力抗阿里的中国第二大电商公司。目前,京东的市值是562亿美元,约合人民币3900亿元。很多年以后,刘强东说,是非典成就了我,成就了京东。

京东— 被非典"逼出来"的企业



顺丰一开始是一家靠骑摩托车做代购的一家公司。在老板王卫幸苦打拼 10年,终于让顺丰在深圳站稳脚跟。 可是,突来的非典来袭,让许多行业遭受打击,尤其是航空公司。尽管如此,却是快递业务迎来商机是时刻。于是王卫就顺势做事,包下杨子江快运的5架飞机做起空运。顺丰运输的速度,突然暴增,因此碾压对手,使快递业务量每年递增 50%,形成规模优势。因为这个优势的局面,王卫也曾9次抵押家产,疯狂买飞机。因为他看到这对他的公司的优势。截至2019年,顺丰一共有52架飞机,成为了全中国最大的货运航空公司。它的航空发货量在 2018年总124万吨,占全国国内航线总货邮运输量约23%。

<u>Tencent</u>



2003年之前,为了拓展QQ用户,马化腾曾当线上陪聊,四处奔走卖QQ。曾尝试让QQ收费,却引来众多不满讨伐,第一次陷入舆论危机。好不容易通过"移动梦网"盈利,但是有70%业务是依靠运营商,命运掌握在别人的手中。之后遭遇非典来袭,很多人被迫留在家中,中国网民数量增长30%,这意外让腾讯抓住网络流量红利。

根据年轻人爱追求个性、爱炫耀的心理,马化腾趁胜追击,推出《QQShow》备受吹捧。成为腾讯最能增值的服务项目。之后腾讯也顺势推出QQ空间,QQ会员等,构建庞大的虚拟生态链。而QQ游戏同时也收割了100万名用户。至此,增值服务及游戏成为了腾讯收入的主要军。通过非典考验的腾讯,伴随许多中国年轻人成长,成为无人不晓的应用程序品牌。



小孩需要吃? 保健品吗

摄取足够的维生素和矿物质对小孩的健康成长是非常重要的。虽然说,大多数的小孩只要通过均衡的饮食就能获得营养,但是随着时代的进步,现在很多家长也会让孩子吃保健品,确保他们摄取足够的营养。但是小孩到底需要怎样的营养呢?要选择怎样的产品才合适呢?



父母选择让孩子食用保健品是因为保健品能帮助孩子们获得足够的营养。儿童在发育成长期间需要多种维生素和矿物质来维持健康,例如维生素A,维生素B,维生素C,维生素D,铁,钙等。对于儿童来说,在成长过程中增强他们的身体免疫力、大脑发育和身体发育是非常重要的。

另外,对于经常被标签为"挑食"的孩子,最需要通过保健品,来补充缺乏的营养素。在孩子成长过程中,父母的首要任务就是确保孩子获得足够的营养,例如维生素和矿物质,以帮助孩子们健康成长。但是,往往在我们的生活中都会出现孩子不喜欢吃蔬菜或水果的情况,然而这样会导致孩子无法摄取足够的维生素,矿物质和纤维。这种情况下,父母可以通过给予多种营养素,包括鱼油、维生素C、维生素D、和抗氧化剂,以补充孩子成长时所需的营养。



素食儿童更需要补充营养

此外,素食儿童的饮食当中缺乏肉类、蛋类及乳制 品等。这会导致他们无法足够的摄取主要存在于动物性 食品的一些营养素如蛋白质、维生素B12、铁和钙等。 而这些营养素对红血球的制造、肌肉、牙齿及骨骼的发 育等扮演着重要的角色,长期缺乏对孩子的成长会造成 一定的影响。庆幸的是,美国儿科学会表示通过摄取多 元化的食物,强化食品及保健品的补助,素食儿童想达 到营养均衡的目标还是能够实现的。





选择正确的营养保健品

REOXlife junior Mediterranean

PROBIOTIC

为了确保小孩能得到健康的同时还能心甘情 愿地服用,大多数的父母在挑选儿童营养辅助 品时都费劲了心思。而Return Legacy的产品 系列中就有一款无论在健康还是味道方面,都非 常适合小孩食用的营养保健品,那就是REOXlife Junior Mediterranean Kids.

REOXlife Junior Mediterranean Kids是一款 专门为儿童所研发的保健品,结合了地中海饮食 元素由多种有益成份组成,例如水果,蔬菜和橄 榄提取物等,都是儿童生长发育过程所需的维生 素和矿物质的重要来源。



含有11种蔬菜和11种水果萃取物和浓缩物为专有 配方的Mediterranean Kids, 其妙处在于它可 提供相等干食用5份水果和蔬菜含量的多酚。



另外,Mediterranean Kids的主要成份含橄榄萃取物和红葡萄萃取物。此橄榄萃取物可提供远超于单一橄榄酚类化合物所具备的功效。它可通过增强橄榄多酚对心血管系统的保护作用来维持健康的血脂水平。而葡萄天然富含抗氧化剂。

经过精心萃取的红葡萄萃取物含高含量多酚, 有助于清除自由基并改善整体健康状况。 这些萃取物为您孩子的成长共同带来许多的 好处包括:改善整体健康和活力、保持心脏 健康、提高抗氧化能力并发展强大的免疫 系统。

Mediterranean Kids还包含7种不同的益生菌。益生菌是活的微生物,通常被称为'好'的细菌,主要帮助恢复肠道细菌的平衡,避免因肠道细菌失衡而引起的严重健康问题。益生菌的好处包括:改善肠道健康、缓解便秘症状和缓解腹泻症状。

REOXlife Junior Mediterranean Kids绝对是一款可以让孩子开心,父母安心的儿童营养保健品。小孩的健康永远是父母最大的希望及安慰。



日肌断食

还你健康零毛孔肌肤

脸部保养是我们每天都必须做的事情,许多人为了追求完美肌肤,会不顾一切的砸下重本,购入最顶级的保养品。但是往往使用一段时间后,保养品在对皮肤上的效果也渐渐没有这么明显了。其实原因是,我们的肌肤在吸收过多保养品之后,会出现停滞期。再好的保养品,也要有好的皮肤才能让养分完全被吸收。那要怎样才能拥有好的皮肤呢?

7日肌断食

因《延禧宫略》而爆红的吴谨言推荐了自己日前使用的【**7日肌断食**】,也得到了网友一致认证,甚至表示比敷100次面膜来得有效!

吴谨言曾坦言因为拍戏每天至少带妆10小时,加上作息不正常,引致脸部疯狂爆痘,所幸靠着日本流行的一种名为【肌断食】的保养法,她才重拾原先光滑的肌肤,近期素颜被曝光后,脸部几乎零瑕疵,让网友们都纷纷抢着去尝试,就这样【肌断食】在小红书上一夜爆红。



肌断食的由来

【 肌断食】是日本一名专业美容整形医生,宇津木龙一所提倡的保养之道。【 肌断食】的意思就是在你的皮肤状态最差的时候,无论你擦多名贵的保养品都于事无补,反而你停止使用所有的保养品,让皮肤饥渴几天,这样皮肤就能从新开始,恢复吸收养分的功能。

只要你的皮肤是容易爆痘、敏感、发炎、油水不平衡、做了去角质,皮肤还是不能完全吸收保养品里的养分,这个时候就是最适合做【肌断食】。另外,如果你长期使用同样的保养品或者同样的保养模式,也会导致皮肤无法吸收保养品里的养分,这样的情况下【肌断食】就能帮助你。

7日肌断食



- DAY 早 1
 - 早晚用温水洗脸,不用任何洗脸产品、 保养品或者化妆品。
- 早晚用温水洗脸,不用任何洗脸 4 产品、保养品或者化妆品。

DAY 2 早晚用温水洗脸,可以用基础性的保湿 爽肤水和保湿精华,但是不能使用其他 保养品和化妆品,尤其是美白抗衰老等 功能性的保养品。



可以使用轻型洁面产品,用基础型的 保湿爽肤水、保湿精华以及眼霜,不 能使用别的保养品和化妆品。

DAY 3 可以使用轻型洁面产品,用基础型的保 湿爽肤水、保湿精华以及眼霜,不能使 用别的保养品和化妆品。



正常洁面,用基础性的保湿爽肤水和保湿面膜。



恢复正常洗脸和护肤的程序。

肌断食期间需要注意的部分

- 使用温水洗脸,不要太用力去洗脸。
- 不要化妆,尽量避免晒太阳。
- 要多吃新鲜水果蔬菜,避免吃辛辣刺激性的食物,尽量以清淡为主。
- 保证每天都拥有足够的水分和充足的睡眠。



毛孔粗大、阻塞? 解决方法看这里!

你,是否有毛孔粗大以及毛孔阻塞的烦恼呢?

虽说这些是常见的肌肤问题,可如果允许的话,谁不希望拥有一个完美无暇的肌肤呢?在此,为你整理了几种导致肌肤出现上述状况的原因,以及其解决方案,供你参考!

首先,皮脂是皮脂腺自然分泌的一种油性物质,主要帮助保持皮肤湿润。然而,过多的皮脂分泌再加上死皮细胞的堆积则会阻塞并撑大我们的毛孔,形成常见的黑头、粉刺甚至是暗疮。

除了错误的清洁方式,使用不适合自己的保养品、环境污染、甚至是荷尔蒙失调等,都是导致毛孔粗大、阻塞的因素。

让我们进一步研究:

导致毛孔阻塞和粗大的常见原因



▶ 时常触摸脸部

很多时候,我们总会不自觉的将手放在脸上"游走"。但你知道这个举动,其实对肌肤会造成多大的伤害吗?

在日常生活中,我们的双手会接触许多不同的物品,例如门把、水龙头、纸钞以及钱币等。这些物品,都 粘附着数不清的细菌和灰尘。若是触碰后,再去频密 的摸脸部,这相等于直接将细菌和灰尘转移到脸上, 破坏肌肤进而导致毛孔阻塞。如果情况严重,甚至还 会造成暗疮问题!所以,干万别再摸你的脸了!



2 ▶ 压力过大

虽说适当的压力可以形成动力,但是过度压力会影响肤质!当我们处于极度压力或心情低落的时候,皮肤容易出油,导致毛孔阻塞,更糟糕的是还长痘痘!

这是因为压力和情绪的不稳定,会使身体释放促肾上腺皮质激素释放激素 (CRH),增加皮脂分泌,促使暗疮形成。简单来说,越多的皮质醇 CRH 被身体释放,就会有越多的油脂分泌;而过多的油脂,代表毛孔阻塞并引起痘痘的机率就越高!

如果,你也讨厌这些与压力和情绪有关的皮肤问题, 那是时候要放松一下,**缓解压力,同时保持心情开朗**。



3 ▶ 错误选择护肤产品

在购买保养品时,我们必须针对自己的肌肤性质对症下药,做一个明智的消费者。

使用不适合的保养品以及不正确的保养步骤,反而让你的肌肤状况变得更糟。从不完善的卸妆和清洁方式到使用错误的润肤霜,这些看似平常且微小的失误,都是扼杀你健康肌肤和毛孔的"杀手"!

另一个要强调的是,正确选择适合自己肤质的保养成份和质地,才能让你拥有光滑亮丽的蛋壳肌!

如何选择适合保养品?

卸波水

为了毛孔和肌肤着想,无论 你有没有化妆的习惯,都记 得一定要卸妆。但,你首要 做的是,拥有高品质、功效 极佳的卸妆产品。

这是获得大家极力推荐,非常好用的卸妆水 - **2° Cleansing Water**! 这产品的特别之处,在于卸妆后,你可以选择以水清洗,或直接擦后续保养品,是懒人的必备。

2° Cleansing Water 含有植物油(蓖麻油和橄榄油),即使是再难卸除的妆容,都能轻松搞定,还你干净肌肤!融合热带水果提取物,含有轻微去角质功效,能温和地去除皮肤表面上死皮细胞。2° Cleansing Water 让肌肤感觉清爽、干净,不会有紧绷感或干燥!

洁面環

想打造完美护肤程序就必须选对洁面霜!

RETURNLEGAC

而一款好的洁面霜,能有效清除附在肌肤,特别是毛孔上的油脂、灰尘及残留物·,并在不刺激肌肤的同时保持肌肤水润度。

如果你是痘痘肌或有毛孔阻塞问题,那绝对要使用 **2° Activator Fresh**。这款轻盈且温和的洁面慕丝质地犹如 棉花糖般,在提供深层清洁的同时,不会带走肌肤的水份。

采用独特防污配方打造,这洁面慕丝集合了清洁与保护, 双重功效。每天使用能使肌肤更洁净,更好的抵抗环境中 细微污染物的攻击,尤其是PM2.5 的对皮肤造成的侵害。



礼儿及保湿糰

对于补水和保湿霜,许多人都会有一个概念,认为只有干性肌肤的人才需要使用。实际上,这是不正确的! 所有类型的肌肤,其实都需要补水及保湿。为什么呢?这是因为任何皮肤类型都有可能面临缺水的问题。 而皮肤缺水会促使过多的油脂分泌(其中也是导致毛孔堵塞和暗疮的原因)、出现皱纹及皮肤松弛等。

想要为肌肤补充水份及保湿,建议你可以尝试以下两款产品!



清爽、不油腻,2° Activator Moist 有效为肌肤 "充电",令肌肤恢复活力。它在强化肌肤保护屏障,以抵抗环境带来的危害的同时,可达到全天候锁水保湿功效,让你的肌肤时刻焕发光彩。

精华液

有了精华液的帮助,对于我们的保养过程而言,绝对是百利而无一害。精华液能帮助促进肌肤对后续护肤品的吸收,如保湿霜等。它的加分点?一般上,精华液的配方中均伴随多种活性成份,还能深入渗透肌肤,由此提供显著效果。

在你的保养步骤中,加入 2°Redoxy Essence抗老精华液, 让护肤功效翻倍!



有别于市面上的抗老产品,2°Redoxy Essence 抗老精华液蕴含高效成份和来自日本的微矿化营养技术 (MMNT)。

提到微矿化营养技术 (MMNT), 你绝不能错过它为肌肤带来的**3大神奇功效**:

] - 排毒

注入MMNT技术的 2°Redoxy Essence 抗老精华液,能有效净化肌肤、清除肌肤,尤其是毛孔中的有害物质。

□ - 幼化分子团

在制作 2°Redoxy Essence 抗老精华液的过程中,MMNT 技术可幼化产品成份 ,使肌肤能更好的吸收其精华,以及 达到深层保养。

□ ▶ 延缓老化

肌肤老化与氧化离不开关系。通过MMNT,产品中含有丰富的抗氧化剂,可高效缓解肌肤氧化问题和延缓肌肤老化。

作为一个好评不断的产品, 2°Redoxy Essence 抗老精华液的效益绝对能满足你的需求。

当中的主要成份,**六胜肽 (Acetyl Hexapeptide-8)** 能够降低因丰富的表情,造成脸部肌肉过度收缩问题,进而减少皱纹、表情纹和细纹的形成。

*研究显示,使用六胜肽长达一周后,肌肤衰老迹象改善20.6%。

2°Redoxy Essence 抗老精华液的配方中,还具有可帮助锁住肌肤水份的透明质酸,以及促进肌肤细胞自动修复的乳清蛋白,给予肌肤提拉和紧致的效果。

1. 登嘉楼竟出现"鬼"?!

在行动管制期间,政府都希望所有马来西亚人能配合政府乖乖的留在家里。然而,在登嘉楼,一名名叫Muhammad Urabil Alias的马来男子,将自己打扮成幽灵,目的就是为了吓他的邻居们,让他们呆在家里。虽然这样的行为乍看看似愚蠢,但是有效显著!

当这件事情传出去以后,警察便上门去他家,但不是为了逮捕他;相反的,他们想感谢他在确保人们服从行动管制的过程中所做出的贡献。此外,警方也表示批准他们的行为,以感谢Muhammad Urabil Alias提供能确保人们服从行动管制的创新方法。



2. 因为Covid-19的关系,马来西亚情侣选择"得来速"的方式来举行婚礼。

由于遇上大马行动管制令的发布期间,这一对非常有创意情侣在3月16日婚宴期间,以 "得来速"(Drive-Thru)的方式举办婚礼,目的就是为了减少宾客之间的接触。

新婚夫妇在婚礼中通过以下方式跟大家交流:

- 使用指定的手势将手放在胸前作为尊重的标志, 而不是握手。
- ●他们制作了一个捐款箱,为了让客人们投下他们 的心意。
- 婚礼派对的食物以打包包装的方式给客人。
- 客人从他们的汽车中收集食物并使用手势表示感激之情。
- 这新奇的婚宴形式在网路上被快速的分享开来, 也引发许多讨论的话题。



3. Gardenia面包货车在送货路上遭遇劫持

Gardenia面包厂一名工作人员在社交媒体上发帖称,自己佳士得一辆Gardenia货车在吉隆坡地区遭遇劫持。然而,这辆货车随后被发现在登嘉楼,面包库存保持不变。奇怪的是,罪犯偷走了货车,但没有偷走面包,而是将货车留在了Kampung Neris Meraga Mosque 的附近,耐人寻味。



4. 纽西兰总理Jacinda Ardern表示,复活节兔子和牙仙子不会停止供应!

这是一则会让全世界的孩子们兴奋的消息,纽西兰总理Ardern在一次新闻发布会上表示,复活节兔子和它的同伴牙仙子,都是在复活节期间提供基本服务的重要工作人员,因此,即便他们在4级警报期间,仍将继续工作。

Ardern微笑表示,复活节兔子是不受封锁限制的,可以离开其接触圈,拜访许多新西兰家庭,但可能无法到每家每户去拜访所有小朋友。"我想对新西兰的孩子们说,如果复活节兔子没能去你家,我们必须理解一些,因为目前的情况会有点困难到访,"她说。



别在乱拍!

专业照的 必杀技! ~

在社交媒体当道的时代,一张具有美感且重点十足的照片,在内容制作上有着举足轻重的角色。一张对的照片,能够为你吸引观众的注意,瞬间传达重要信息,在分秒 必争的网络世界中抢先上位,取得优先关注。

图片和影像能让我们打破语言障碍,与世界各地的人连接。许多中小型企业及创业家都充分把握了人们对视觉 上高要求的趋向,以此提高销售量及增加用户参与度。

今天,小编将与你分享一些贴士和小技巧,如何利用免费、易上手的App,让你轻松拍摄和制作质感更好、更引眼球的图像。





摄影的基本条件

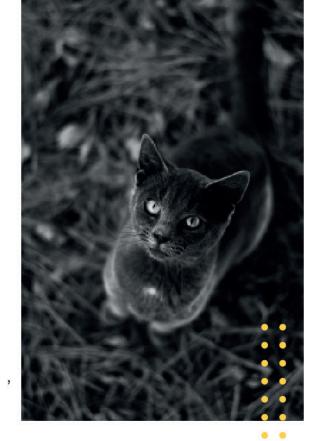
光线、构图~

所有的美照背后,其实都离不开这两个最基本,但也是最重要的原理——光线和构图。 能够深入了解,并且将这两个原理灵活运用, 就是摄影大师和素人拍照的差别。 首先,光线。但凡任何一位对摄影有基本认识的朋友,都会告诉你自然光就是一张美照的灵魂,亦是决定照片质感的重要元素。拥有良好的光线,也代表着你能够决定照片想要带出的感觉和氛围。

无论是明亮或黑暗,光线都能为任何照片注入不一样的灵魂。

再来,就是构图。顾名思义就是照片的主体,和背景或摆设的区分。好的构图,会凸显主体,并确保旁边的背景和摆设不会影响对主体的辨别。

因此,一张好的照片应顺应一句老话,"一图胜干言", 能够让观众从看到照片的那一刻,直接能区分主体和 背景,而不是全部东西摊在一起的混乱感。



例子:

产品拍摄中,需要注意的是,照片的构图 干万不要过于单调或是太过复杂。近年来 极简主义兴起,改变了近代的拍摄手法。 然而,"极简"并非单调。

极简风格中,还是有许多需要特别营造的 成分,也是大多数人容易误解的部分。许 多人会将太多没有必要的物品或元素放 在一起,反而弄巧反拙。

> 贴士:一个好的构图,应该在 拍摄前就已有规划,定位照片 要呈现出来的样子,确认焦点 不会模糊及被其他元素影响!



U-LIKE \vee











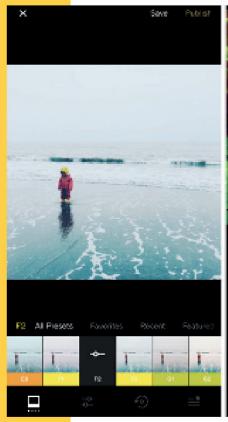
这款 App融合了自拍四大必备功能,包括风格、姿势、美颜和滤镜。无论是瘦身美颜、外拍照或是拍静物如美食、花草类等,U-like所提供的滤镜都是小编们一致认可的优秀!

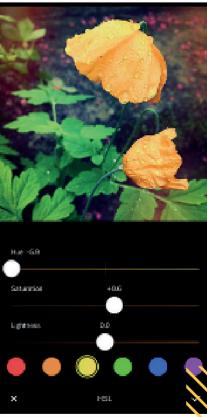
VSCO



如果你是喜爱滤镜的朋友,就 千万别错过VSCO!

作为小编最推荐的滤镜 App,即便你没有签订付费配套,它的基本滤镜设置已经足以让你的日常照片一键变专业照了!





用户除了可以使用系统预设的滤镜设置,还可以通过自己手动调整明亮度、对比度、清晰度或其他细节。对了,调好滤镜设置后,一定要记得Save 起来,这样下次只需一键就能使用同样的滤镜效果!

这个 App 设置最有趣的地方,在于你可以随意 "调配" 拥有个人风格,专属于你的滤镜 效果。许多网红也透过分享自家的"滤镜方程式",成功吸引粉丝追踪和提升流量!

InShot >





InShot 是一款集合视频剪辑和照片处理的 App。如果你觉得视频剪裁,只能通过电脑操作,那就大错特错了。InShot的简易界面,绝对让你瞬间爱上视频制作。

它不仅可以进行剪切、拆分、组合影片等的基本功能,用户还能在视频中添加表情符号、音乐与录音。除此之外,它还支持手动调节影像和照片的亮度,对比度,饱和度等,并且有多样滤镜供选择。对于缺乏摄影经验的网络创业者而言,这简直就是必备神器



R4VE

STEAMWAVE RETRO CAMERA





这是一款能轻易带你穿越过去和现在的 App。R4VE 拥有丰富的复古贴纸:像是蒸汽波、日系、电子、嘻哈等等。想要让照片更具吸引力,你可以尝试使用色彩大胆的滤镜,以及富有质感且个性化的文字样式营造出超时空感。

FOODIE



这是吃货朋友们,绝对不能不知道的手机 App! 拥有上百种,针对食物图片特制的滤 镜,总有一款适合你。Foodie 厉害之处在 于,无需有丰富的文字、模版、贴纸功能等 等的功能,但依旧非常受欢迎。可想而知, 它的滤镜效果,本身有多强大!











在我们生活忙碌的同时想要健身的目标可能受到影响。比起完全没有锻炼身体好,如果每天可以花10到20分钟来锻炼对自己也是有很大的益处。

有些人会怀疑这么短的时间可以锻炼好身体吗?事实上,我们可以在短时间内做出一些有效的锻炼! 但是当然一定要有正确的锻炼方式。我们需要以正确的方式进行锻炼,以加快新陈代谢、减少脂肪并形成肌肉。

热身运动:

在没有健身器材的环境下也可以进行锻炼,以下是一些在家也可以锻炼的方法。在还没有开始锻炼之前一定要做热身运动。进行热身运动会增加肌肉温度和血液流量,有助于改善运动的表现并降低肌肉和肌腱受伤的风险。



您可以进行以下热身运动:

Hip Circles × 8 reps outward, 8 reps inward

Arm Circles × 8 reps outward, 8 reps backward

Tricep Stretch

Squats x 15 reps

Walk-Outs x 8 reps

Reverse Lunge to Knee Raise × 12 reps

Jumping Jacks × 20 reps for 20 secs

High Stepping × 30 seconds

燃脂运动:

燃烧脂肪是通过运动摆脱多余的卡路里或身体重量的行为。 燃烧脂肪的好处是减少心脏病和心脏病的机会,以及改善糖尿病状况。

1 腹部 紧缩运动

首先是腹部仰卧起坐。 这是在胃部区域减少脂肪的最佳 方法之一。 另外,此锻炼可帮助您建立良好的腹部肌肉, 被称为"六块腹肌"。





- 躺在地板上,弯曲膝盖,将手放在头后或胸部。有些人发现手臂越过胸部可以帮助他们避免拉到脖子。但是,如果你发现脖子很紧,可以一只手抱着头部。如果将手放在头后面,则手指应轻轻地摇摇头。这个方法可以在不影响腹肌的情况下支撑脖子。
- 缓慢收缩腹部, 让肩骨离地面约1或2英寸。
- 上来时呼气,并保持脖子伸直,下巴向上。可以想象下巴握着一个网球,所以要一直保持下巴的角度。
- 在动作的顶部时保持几秒钟,不断呼吸。
- 慢慢放低腰部, 但不要过度放松。
- 重复10到20次,次数越多就可以让姿势更加完美。

2 站立式 自行车紧缩运动

接下来,站立的自行车紧缩。 这是另一种有益于腹部肌肉的运动,也被称为站立交叉运动。 它有助于增强您的核心力量并燃烧更多的卡路里。



- 站立时双脚与肩同宽,脚趾指向前方。将双手放在脖子后面,肘部指向与肩膀成一直线的两侧。吸入并收缩你的腹部肌肉。
- 将右膝盖尽可能地抬高到胸部。同时向右扭转身躯, 并将左肘向抬起的膝盖拉,这样你就可以感觉到紧 缩。运动过程中呼气。
- 然后在另一侧重复相同的动作。保持交替,直到达到 所需的重复次数或时间限制。重复10-20次一组。

3 脚跟紧缩运动

脚后跟仰卧起坐能够增强您的斜肌。 这样可以有效收紧腹壁的整个侧面。



- 身体平躺,膝盖弯曲并指向天花板。
- 两臂并拢,将肩膀稍微抬离地面。

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- 使用腹肌将右手向下旋转至右脚, 然后再向上。
- 然后用左手重复同样的动作。
- 来回交替所需的重复次数。重复10-20次一组的 锻炼。

冷却运动:

运动完毕后也必须做冷却运动让身体降温。降温是为了让身体的体温、血压 和心率恢复到正常水平。在身体温暖的时候伸展肌肉可以帮助减少乳酸堆积, 减少肌肉抽筋和僵硬的机会。可以透过以下几个瑜伽动作来放松身体。



- 趴在肚子上。
- 放在前臂上, 肘部直接在肩膀下并彼此平行。
- 伸直双腿,分开与臀部相同的宽度。
- 张开脚趾,将脚掌压入垫子。

- 紧紧双腿,向上滚动大腿内侧,向下弯曲大腿 外侧。将尾骨压向脚,拉长下背部。
- 向下压至前臂以抬起胸部。

2 脊椎 扭转式

接下来是平躺的拉伸伸展运动,可放松您的臀部和减轻下背部疼痛。 运动后,该运动有助于重新对准脊椎盘。 同时,这种运动会促进血液流动,这对您的身体有益。



- 平躺在地面上,将手臂向两侧伸开,手掌朝下放在T位置。弯曲右膝盖并将右脚放在左膝盖上。
- 呼气,将右膝盖垂到身体左侧,扭转脊椎和下背部。看向右手指尖。
- 保持肩膀平放在地板上,闭上眼睛,然后放松。让重力将膝盖拉下,这样就不必在此姿势上花费任何力气。
- 呼吸并保持6-10次呼吸。
- 释放:将臀部吸气并向后滚动至地板,然后将腿向后呼气至地板。
- 在另一侧重复。



识。俗语说 "知识就是金钱" , 拥有丰富的 知识,在赢得客户信心的过程中至关重要。事实上, 知识对我们生活的各方面也扮演着重要的角色! 如果, 你是一位能够专业地回答所有客户抛出的疑虑和提问,那无疑 是事业上的一大迈步,能更上一层楼,走在正确的路上!



全面了解产品知识

想要说服客户向你购买产品,你就必须让他们相信你,并且相信为什么对你所介绍的产品非买不可的。但是前提是,你要如何才能有效地为客户打 "定心针",让他们决定下单呢?首先,你需要做的是**全面了解自家产品的每个细节和功效**。



健康知识

尤其是,对从事健康以及保健产品行业的我们来说,拥有一定的健康知识绝对是说服客户的最佳"武器"。**信手拈来的健康资讯**,让你在与客户交流时侃侃而谈,以及拥有共同话题,同时能精准地提供实质保健方案。

让自己了解更多健康知识,会让你看起来像是一名博学多才的"健康专家",而不是一名 "销售员"。你的最终目的,应该是让客户打从心底认可你的专业度而主动向你咨询。这, 有助于你在为他们推荐产品时,不会引起客户反感,能乐于接受。



紧跟时事,了解趋势

能够成为行走的"实时资讯宝库",绝对是你个人的加分项。随时随地更新及了解世界正发生的事情和趋向,并将其灵活运用在推广产品上,让你销售的过程,事半功倍。

了解时事,不只是为了要增加你的谈话资本,而是为了能更好的将产品融入时下的话题中。举例,当前大家最关注的,莫过于席卷全球的新型冠状病毒 (Covid -19) 以及流感疫情。这个时候你可以通过这些事件,根据公司产品涵盖范围,作出实质建议,例如将主打提升免疫力和整体健康的 Mediterranean Gold 以及 Potent 介绍给顾客。

在这样的情况下,客户会优先考虑购买你所建议的相关产品。因此,开始养成阅读报章、书籍和实时新闻的习惯,多了解周围正在发生的事情以及吸收更多关于健康或是医疗的信息。每天增加一点点知识,坚持下去,你会看到奇迹!有效的为客户进行咨询和解答,这是非常重要的一点!



会使用以增加销量的方法。虽然希望能 提高销售额,但不是每个人都有既能销售产 品,又能留住顾客回购的良策。

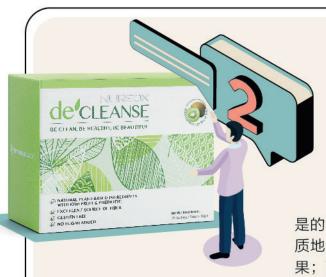
即使顾客完成了第一次的购买,但这并不保证他们下次一 定会回购。因此,我们应该将「与客户建立"长期关系"」 为销售目标。学习如何留住客户,并且与之建立长期的来往 关系,而不是专注于 "一次性的交易"。

需求和解决方案

充分了解顾客需求,并且提供相应的方案,是成交 新顾客或是提升客户回购率的关键。在推荐任何产 品之前,应该先明白顾客的真正需要和原因。通过 提出对的问题,能让你轻易且快速分析和掌握重点 。然后,直接、简单扼要地为客户讲解产品,如何 能帮助及解决烦恼。

针对顾客的需要推荐产品,往往都会比较容易达成交易。大部分销售失败的案例,是因为销售员只是一昧推荐自己觉得好的产品,而忽略了客户的真正需求。





产品演示

俗话说,眼见为凭。通过亲眼见证产品的功效, 客户可以立刻感受到你的产品与其他品牌的区别。

产品演示,也可以提高客户对产品的信心,并减少他们的顾虑。比如说,你可以现场示范 NUREOX de'Cleanse 与其他同类产品的水溶性测试(Liquidity Test)。

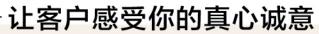
是的,没错!市场上其他竞争产品在置放了一段时间后, 质地会变得粘稠,需要通过服用大量水分,才能看到效 果;而 NUREOX de'Cleanse 则没有这方面的烦恼。

产品教学(功效、优点及品质保证)

在解说产品时,可反复强调产品的功效及好处,确 保客户是完全清楚了解所购买的产品将如何帮助他 们。

除了强调产品的功效及好处,你也可将产品的品质证书以及获得相关政府部门认证的资料等等,分享给客户。这个动作,会加强潜在客户对产品质量的信心,并且增加回购率及建立长久关系!







如果你正在洽谈新客户,记得干万不要过于激进,应适当的给予对方空间;否则,会引起顾客反感,产生不好的印象。想建立长期关系,那就干万不能过于着急,要有足够的耐心。记住,【一次介绍一件产品】的原理,让对方有足够的时间去体验产品的功效。

交易完成后,别忘了向客户提供售后服务及收集 用后感想,让对方感受到你是真心在乎他们的健康或问 题,而不是仅为了销售。再次强调,记得定期跟进客户 产品的使用情况,而不是当你想要提升销售量,才临时 给予关心。

像说故事一样的销售技巧

没有人会喜欢和一个沉闷,只专注介绍产品的人聊天。在销售过程,如果能够掌握说故事般的销售技巧,那么它将会大大提升你的沟通、话术以及传达信息的强度。

用说故事的方式,让客户为你着迷吧!你可以从其他客户的真实故事中找到灵感,由此分享如何通过 产品帮助其他客户解决问题。

人们对故事都特别感兴趣,尤其是真实案例。为什么呢?这是因为对于真实发生的事情,他们较容易产生关联感,更好的明白产品功效和解决问题的方式。

记住,说故事时的语调和表情要生动,充满活力及热情,你会看到不一样的效果!







沟通能力的好坏,决定了你是否能成功与客户交易的关键。善于沟通,能够提升客户的好感,并且增加他们对你的"舒适度"。通过这点,可以轻易的吸引和留住客户的心。

展現你的關心

當話題開始時,干萬不要直接進入產品解說的部分。你可以採用輕鬆的方式,先親切問候並 且詢問顧客的近況 (包括健康與生活等)。了解情況之後,再分析你是否能為他們提供任 何幫助或是建議。



學止和談吐禮儀





你举止和谈吐礼仪非常重要,因为这将成为别人 对你的第一印象,以及能否完成交易的重要因素。 在与顾客交谈时,良好的举止和谈吐会为你加分, 并留下好印象。

保持笑容、有礼貌、谦虚和亲切感,能让人感觉 到你充满正能量,也能快速拉近与客户之间的 距离。

当客户在说话时,干万不要中途打断对方,因为 这会显得你非常无礼。最后,在穿着的部分也需 留意。以整齐、干净及专业的打扮会见客户,不 仅凸显你的专业度,同时代表你重视这一次的 面谈。

當個優秀的聽眾

不能否认,有些客户喜欢聊天。或许是他们单纯 希望有人倾听,也或者是他们真心希望你能为他 们提供建议或是解决方案。因此,先不要急着回 应客户,而是当个聆听者。

"再琐碎的话语,也需要被倾听"。在聆听客户说话,一定要有眼神交流及将注意力放在客户的身上。这些细节,表示你在乎他们,并且对他们所说的事情感兴趣。你的肢体语言,其实会比言辞更有说服力,更能让客户感受到你的真心和关心。

仔细聆听客户所说的每一个事件,尤其是在聊起生活琐碎的话题时。其实,他们正无意间透露自己的生活方式,以及可能面对的健康问题。此外,当你在聆听的同时,别忘记拿起笔和纸,将重点记录下来。这是为了确保你不会错过任何细节,也显示出你很重视他们说过的每一句话。

当一名优秀的听众,可为你带来丰盛的收获。首 先,你能让身边的人感受到你真心在乎,并且给 予他们想要的关注。再来,对方可能会提供高价 值和有用的贴士及情报,帮助你进一步地了解 他们。



適當的給予回應和建議

与客户交谈时,切记要在适当的时刻,做出适当的回应。而且,一定要选用正面的词汇。谈话间,时不时给予一个简单的点头和微笑,也能让客户感觉你的注意力,依然在自己身上及被重视。

这些动作,会增加他们对你的信任,并且明白,你已准备好,为他们提供最合适的建议和咨询。





迷思 1

说话直接就是性格真诚吗?

答案: 不是!

说话直接的含义:

- 只顾自己(自私)
- 懒惰顾及他人感受
- 拒绝承担责任

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当我们在与对方述说时, 我们应该注重对方:

- 感受对方感受
- 真诚给予关心
- 接受对方感受

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迷思 2

不敢坦诚 代表着顾及对方的感受?

答案: 不是!

不敢坦诚:

- 爱面子, 想做好人/伪善
- 不在乎对方成长
- 不愿冒险, 承担结果

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坦诚是爱对方的表现:

- 温和说出感受
- 不给对方建议(不操控)
- 不反驳对方解释

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迷思 3

幽默风趣就是轻浮搞笑?

答案: 不是!

轻浮搞笑沟通方法的人 难以托付重任,他们 往往都是:

- 搞不懂状况
- 不够稳重成熟
- 信任度降低

而幽默风趣:

- 在适当的情况下炒热气氛
- 懂得适可而止

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- 1.经销商不得在任何情况下以任何方式夸述公司的产品以误导公众。
- 2.误导包括但不止限于下列各项:



没有根据由公司出版的 刊物上所载明的资料向 他人介绍产品。 b



与他人商讨奖金制度 时,没有清楚解说奖 金不能从只加入成为 经销商或保荐他人而 获取。 C



与他人商讨奖金制度 时,未向对方说明除 了经销商籍费外,他/ 她不须缴交其它费用 或购买产品。



以特别例子或数目演算 方式声称任何人曾经或 可从公司奖金制度或售 卖公司产品赚取或获得 任何指定收入。除在同 样解说时,他/她必须 阐明个人收入是个人的 努力,地理环境,适时 和其它因素等而异。



重新包装,附上标签或 以任何其他名称销售公 司产品。





IT'S OUR BIRTHDAY MONTH

CREATION PLAN 促销

1st May 2020 (12am, MYT) - 31st May 2020 (11.59pm, MYT)

53/0/6

PWP折扣

公开于所有晋级以及60天前和60天后晋升

ELITE

1 x 产品 (经销商价格) + 1 x PWP 53.1%折扣

PREMIUM

6 x 产品 (经销商价格) + 6 x PWP 53.1%折扣

LP (Legacy Partner)

16 x 产品 (经销商价格) + 16 x PWP 53.1%折扣

*需符合条规 *只限马来西亚经销商*由于行动管制令(MCO)/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。





P WALLET CRAZY DEAL

↑ 1st May 2020 (12am, MYT) – 31st May 2020 (11.59pm, MYT)

给予全部PWP折扣以及免费3样产品

6样产品(西马)



7样产品(东马)

*需符合条规 *只限马来西亚经销商*由于行动管制令(MCO)/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。



*由于行动管制令(MCO)/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。



RM265.89(南岛) RM276.17(朱岛) 35WP RM381.94_(新年) RM396.63 (朱年) 45WP RM370.19(南马) RM384.88 (朱马) 45WP

免费 3 H+ (60ML)

凡购买2个相同的配套 (在一张收据中)

*需符合条规 *只限马来西亚经销商

*由于行动管制令(MCO)/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。



RETURNLEGACY

 1^{st} March 2020 @ 12AM(MYT) - 31^{st} May 2020 @ 11.59PM(MYT)







Effective from 1st March 2020 (12:00am, MYT) to 31st December 2020 (11:59pm, M







Qualification :

A For rank Classic membership to Crown Ambassador

*Criteria	Personal Direct Sponsor and/or Personal Maintain (Accumulate)	Direct Sponsor G	No. of	
		Min. Required Group	WP per Group	Ticket
1	5,000WP	5	5,000WP	1
2	10,000WP	5	2,000WP	1 (7
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
		Min. Required Group	WP per Group		HCKEL
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.





RETURN LEGACY SDN BHD

201401004515 (1080589-X) (AJL932074)

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