

# AMAGRAM

安利月刊 Helping People Live Better Lives

8.2008



見證光輝35週年  
共創輝煌成就

- 夏日 愛面子
- 四大護法 —  
維持心臟及血管健康
- 愛自己 · 愛生活 · 愛地球

Amway 安利



美國安利機構總裁德·狄維士（右）及主席史提夫·溫安洛（左）。  
Amway Corporation President Doug DeVos (right) and Chairman Steve Van Andel (left).

## 訴說產品故事 Telling the product story

身為安利的營銷人員，你深知我們產品和品牌的原創性和卓越品質。這些林林總總的產品一經為人所知，總會成為人們的心頭好，備受青睞。

恕不諱言，我們的品牌和產品故事，知道的人不多，甚至可以說，位列世界最大、最佳品牌之列的紐崔萊和雅姿，也鮮為公眾所知。如是說，倒有點諷刺意味，因為它們所代表的消費者故事其實最易於講述不過，也需要我們廣為流傳至世界各地。

健康生活？是我們數十年來的焦點。綠色、有機？如出一轍，數十年來我們也著力推廣。因此，你當能講述一些關乎安利品牌的非一般產品故事，而我們已準備就緒，協助你空前地聚焦於此。

我們在市場推廣、培訓和廣告的投資創出歷年新高，數百位科學家現正密鑼緊鼓地研製新一代的頂尖產品；與此同時，我們專業的市場推廣隊伍則在馬不停蹄地創造需求。當然，加上你們一眾出類拔萃的產品大使，我們就更如虎添翼。

朝氣勃勃、切合需求和創意無限，長遠以來都是安利產品和故事的精髓。

市場上有否競爭對手可以訴說同等份量的產品故事？答案自不待言。

除此之外，述說得最精彩的，你當之無愧！

As Amway sales people you know our products and brands are original and of the highest quality. And we have a wide variety of products that people desire and want to buy – when they know about them.

It's true that many people just don't know our brands and product story. You could even say that Nutrilite and Artistry are some of the biggest and best brands the public has never heard of. It's ironic... Because, in fact, they represent a consumer story that is very easy to tell – a story we should be telling to people all over the world.

Healthy lifestyle? We've been there for decades. Green and organic? We've been there for decades. You can tell incredible product stories about our brands – and we are ready to help you focus on them like never before.

We are investing at record levels in marketing, training and advertising. There are hundreds of scientists working right now on the next generation of great products. A team of professional marketers is working around the clock to build demand. And we have the greatest product ambassadors anyone has ever seen!

Dynamic, relevant, innovative – these are the terms that will continue to describe our products and shape our story.

And is there really any competitor out there who can tell a product story like ours? No, there isn't.

And there is no one who can tell our product story better than you!



# AMAGRAM content

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美國安利機構於1959年在美國密西根州亞達城創立，是全球最大的直銷機構之一，辦事處遍佈全球80多個國家及地區。• 香港安利「安利月刊」由美國安利(香港)日用品有限公司出版。• 香港銅鑼灣希慎道33號利園38樓。• 香港銅鑼灣郵政信箱30704號。• 電話：2969 6333 • 香港直銷協會及世界直銷協會會員 • 香港安利互聯網址：www.amway.com.hk • 電子郵件信箱：ahkinfo@amway.com • 版權所有，翻印必究。

Founded in Ada, Michigan, USA in 1959, Amway Corporation is one of the largest direct-selling companies in the world, covering some 80 countries and territories. • AMAGRAM is published by Amway Hong Kong Limited. • 38/F, The Lee Gardens, 33 Hysan Avenue, Causeway Bay, Hong Kong.

• P.O. Box 30704 Causeway Bay • Tel: 2969 6333 • Members of the Hong Kong Direct Selling Association and World Federation of Direct Selling Associations • Web site: www.amway.com.hk • E-mail: ahkinfo@amway.com • All copyrights reserved. • Amway Showrooms and Merchandising Centres: Causeway Bay, Kowloon, Tuen Mun, Macau.

# 夏日 愛面子

## *Beauty Without Boundaries*

八月是旅遊的最佳季節，在放假的同時亦不忘護理肌膚，配合雅姿新推出的眼影與胭脂系列，讓你即使在旅途上，仍然明亮照人！

August is the ideal month for taking a vacation - let Artistry be your travel partner!





## 機艙護膚備忘 In the air

在航機上，空氣的濕度低，因為面部會有乾澀感。隨時帶備雅姿深層保濕面膜與細胞修護眼膜，為肌膚進行保濕及修護急救。面膜中的芒果油、蘆薈油及可可油成份，可為肌膚深層提供水份，配合獨有的持脂脂類基質能提高細胞的鎖水能力，使肌膚保持亦水凝飽滿。眼膜含有有效重建受損細胞的DNA複合精華，加上紫蘇葉、燕麥萃取物及水解大豆蛋白等成份，能促進新陳代謝及血液循環，為肌膚提供充足滋潤，幫助擊退眼袋及黑眼圈。

The skin on your face will get dehydrated due to the low humidity during the flight. So don't forget to bring your Artistry Moisture Intense Masque, which has been formulated with mango butter, aloe butter and cocoa butter together with the exclusive Hydrolipid Matrix to provide an immediate moisture surge to the skin. Low humidity inside the aircraft means more moisture is needed, including for your eyes. Artistry Damage 14 Eye contains an essence complex that can help the DNA of cells recover, while Shisonin & Oat extract works to improve blood circulation and provide sufficient nourishment for your eyes.



雅姿細胞修護眼膜  
Artistry Damage 14 Eye  
DP \$998

雅姿深層保濕面膜  
Artistry Moisture Intense Masque  
DP \$188



## 旅行也可明亮照人 In the sun

外遊時為方便的緣故，通常會選擇最簡單的裝備，因此有控油功能雅姿清爽防曬底霜30是必備品。防曬指數為 SPF 30/PA+++，為面部肌膚提供最全面的保護。妝前使用能令粉底更貼面。

It's great to be able to simplify our belongings when we travel, which is why Artistry Multi Protect 30 is a must. Apply before foundation to create a flawless, makeup-free look – and shield yourself from harmful UVA and UVB rays at the same time.

雅姿清爽防曬底霜30  
Artistry Multi Protect 30 DP \$187

NEW!

## 雅姿全新眼影及胭脂系列 (化妝盒(連掃) DP \$130 / 胭脂 DP \$74 / 眼影 DP \$59) Eye Shadow & Blush Compact

今個夏日雅姿特別推出全新眼影、胭脂系列及粉盒套裝。新添十四種眼影及兩種胭脂顏色，以綠、紫及粉紅為主題，配合全新粉盒與迷你掃，讓你隨時隨地自由組合，打造閒逸夏日感覺，展現迷人風采。

Artistry has just released an eye shadow and blush compact with stunning new colours. With its theme of green, purple and pink, the new compact brings you a mid-summer colour explosion!



### 活潑甜蜜

銀藍加琥珀，締造獨特而帶少女味的眼妝。

Eye - 3872 Martinique 銀藍  
3862 Sunburst 琥珀

Cheek - 3890 Pink passion 亮粉紅



### 清新怡人

提起盛夏的點題眼妝，嫵媚的粉色系列是最佳選擇。

Eye - 3871 Tickled pink 粉紅  
3876 Fortune 蘋果綠

Cheek - 4457 Warm Glow 橙桃



### 潮流型格

以今年大熱的金屬色調，打造最有個性的妝容！

Eye - 3842 Starry night 亮白  
3861 Knight 赤銅

Cheek - 0387 Blushing Bride 玫瑰紅

# 見證光輝35週年共創輝煌成就 香港安利2008/2009年度獎勵計劃

Celebrating Our Brilliant Achievements  
Amway Hong Kong Sales Incentive Programme 2008/2009



香港安利在邁向35週年的重要時刻，  
於新一年特別推出一連串的獎勵計劃，  
讓直銷商承接去年的理想業績，再創輝煌成就。  
安利為配合瞬息萬變的市場，  
特別為企業及品牌注入更多健康及活力的元素，  
為直銷商開拓了無限的商機，創造另一個高峰。

While next year marks the significant milestone of the  
35th Anniversary of Amway Hong Kong,  
we are pleased to launch a new series of sales incentives.  
Through offering an array of travel and cash awards,  
we aim to motivate Distributors to reach a new climax of achievements.  
Also, coping with fast-changing market needs,  
we are dedicated to promoting a more vigorous  
and energetic brand image,  
thus opening up more market opportunities for our Distributors.  
In the coming fiscal year, you'll get the chance to participate in our  
exciting traveling activities.  
Don't miss the chance of attaining such glittering rewards –  
working with your team to reach  
higher sales goals now!

### 穩健進步獎金

為鼓勵直銷商達到業績增長的目標，並建立更穩健的事業基礎，安利在2008/2009年度將繼續推出穩健進步獎金。領取資格如下：

2008/2009年度 合資格銀章月份	個人小組積分 (以紅寶石積分計算)	新親自/代推薦 人數	金額(港幣)
6 (首次符合資格)	60,000	12	\$10,000
9 (首次符合資格)	60,000	12	\$15,000
12 (首次符合資格)	60,000	12	\$30,000
12 (第二次符合資格)	80,000	12	\$30,000

### Growth Consistency Bonus

Amway will continue to offer the Growth Consistency Bonus in 2008/2009, helping Distributors to enjoy more consistent growth and enabling them to build a more solid business foundation. The qualifications for receiving the bonus are as follows:

No. of qualified Silver Producer months in 2008/2009	Personal group PV (Ruby Volume)	No. of personally or foster-sponsored Distributors/ Privileged Customers	Amount (HK)
New Q6	60,000	12	\$10,000
New Q9	60,000	12	\$15,000
New Q12	60,000	12	\$30,000
Requalify Q12	80,000	12	\$30,000

## 優秀直系獎金

2008/2009年度再度推出優秀直系獎金，獎勵直系在個人業績及培育新人兩方面同步發展。安利將撥出2008/2009年度香港及澳門總營業額的1%作為優秀直系獎金基金，並按業績增長均分予合資格的直系直銷商。為慶賀香港安利邁向三十五週年，如香港及澳門的業績相對2007/2008財政年度增長達6%，優秀直系獎金基金將提高10%，即2008/2009年度香港及澳門業績的1.1%。領取資格如下：

相對2007/2008年度業績，合資格直系直銷商達到下列資格即可獲取獎分，用以計算獎金金額：

- 1 個人小組積分(以紅寶石積分計算)增加10,000分，可得1分(註1)。如個人小組積分增加達10,000PV — 19,999PV，可得1分；個人小組積分增加達20,000PV — 29,999PV，可得2分，如此類推。
- 2 以2007/2008年度所有本地合資格Q1及以上下線小組為基礎，以獨立組線計算，每增加一個Q月可得1分，如此類推。

## 獎金計算方式

$$\text{個人獎金金額} = \frac{\text{「優秀直系」獎金基金}}{\text{所有符合者之總獎分}} \times \text{個人獎分}$$

## Achievers' Bonus

To encourage qualified Direct Distributors and above to strive for a stronger performance, and to reward them for growth in both personal and group sales, an Achievers' Bonus will be offered in the 2008/2009 fiscal year. Amway Hong Kong and Macau will set aside 1% of sales revenue in 2008/2009 as the Achievers' Bonus fund. This will be distributed to qualified Direct Distributors according to their performance.

Meanwhile, in celebration of Amway Hong Kong's 35th anniversary, if the 2008/2009 sales revenue of Amway Hong Kong and Macau increases by 6% as compared with 2007/2008 fiscal year, the Achievers' Bonus fund will further be increased by 10%, which is equivalent to 1.1% of 2008/2009 sales revenue of Amway Hong Kong and Macau.

## Qualification

Based on their performance in the 2007/2008 fiscal year, qualified Direct Distributors will be given bonus points that will be used in the calculation of the cash award:

- 1 One bonus point will be given for every 10,000 increase in Personal Group PV (Ruby Volume)

(Notes: a). Two bonus points will be given for an increase of 20,000-29,999 PV, and so on.

- 2 One bonus point will be given for every increase of one local qualified leg month.

## Bonus Calculation

$$\text{Achievers' Bonus} = \frac{\text{Achievers' Bonus Fund}}{\text{Total bonus points for all qualifiers}} \times \text{personal bonus points}$$

## 海外旅遊獎勵

繼去年的亞洲郵輪之旅，安利今年繼續為你獻上星級郵輪之旅。直系領導人可登上地中海郵輪，享受異國的迷人風情。鑽石或以上領導人更可遨遊瑞士，盡情感受當地的中世紀風情。

## Overseas Travel Awards

Following the success of the Asian Cruise last year, Amway will continue to offer superior travel awards to top-performing Distributors. This year's incentives include the Mediterranean Cruise plus a chance to visit the city with medieval ambience – Switzerland.

## 領導海外研討會 — 地中海郵輪

安利帶領直系領導人登上五星級的郵輪，向地中海進發，飽覽怡人的景色，擁抱一望無際的天空、壯闊的海洋。更可遊遍意大利及法國多個名城，體驗異國風情。

## 出席資格

凡於2008/2009年度內符合資格領取翡翠獎金，或於2008/2009年度內符合直系資格並取得下列旅遊分，將獲邀出席：

爭取出席次數	所需旅遊分 <sup>註1</sup>
1	6,300
2	8,500
3	10,500
4或以上	12,000

## Leadership Seminar – Mediterranean Cruise

The wonderful five-star Mediterranean Cruise will offer superb scenery and shore excursions to various historic cities in Italy and France, where you revel in the centuries-old culture.

## Qualification

Direct Distributors qualified for Emerald Bonus in the fiscal year 2008/2009 or attained the following Travel Points will be invited:

Level of Qualification	Travel Points Required <sup>(a)</sup>
1	6,300
2	8,500
3	10,500
4 or above	12,000





### 鑽石種籽旅遊研討會 —地中海郵輪延伸之旅

超凡的地中海郵輪之旅，令人流連忘返。安利今年增設的鑽石種籽旅遊研討會，讓翡翠直銷商延伸地中海郵輪的旅程，把喜悅留住。合資格者可於地中海郵輪之旅完成後，於泊岸的歐洲名城額外暢遊三日兩夜，繼續沉醉於浪漫的歐陸文化。

#### 出席資格

- 1 於2008/2009年度符合翡翠或以上直系資格，並擁有至少3個親自或代推薦的本地合資格Q6小組；及
- 2 相對2007/2008年最高業績，於2008/2009年度增加不少於1戶親自或代推薦的本地合資格Q6小組。

### 鑽石精英旅遊研討會 — 瑞士

位於歐洲中心的瑞士，擁有秀麗的山水景色。體驗瑞士的湖光山色，參與各種以大自然為舞台的戶外活動，遊遍各大小城鎮，深切感受當地文化。

#### 出席資格

2008/2009年度符合鑽石直系資格

## 行政鑽石卓越獎金

#### 領取資格

- 1 於2008/2009年度內新符合或再度符合行政鑽石或以上資格。
- 2 擁有至少6個親自或代推薦的合資格小組。每個小組於2008/2009年度內至少有6個合資格銀章月份。

#### 獎金：

獎金多少視乎親自或代推薦的小組所達至合資格銀章月份總數。

親自或代推薦小組	親自或代推薦小組的合資格月份 <sup>註</sup>	獎金金額(港幣)
6-8	36	60,000
	54-80	90,000
9或以上	81-107	120,000
	108或以上	150,000

註：只計算Q6或以上小組的月份。



### Go Diamond Forum – an Extended Mediterranean Cruise

The newly launched Go Diamond Forum offers Emerald Direct Distributors an extra three-day and two-night trip at the disembarking port after attending the Mediterranean Cruise Leadership Seminar. Don't miss this extra chance to fully experience the European culture!

#### Qualification

- 1 Qualified Emerald or above Direct Distributor must have at least three personally or foster-sponsored local qualified Q6 groups in the fiscal year 2008/2009 ; and
- 2 Compared with their best performance in the fiscal year 2007/2008, there must be an additional increase of at least one personally or foster-sponsored local qualified Q6 group in the fiscal year 2008/2009.

### Diamond Invitational – Switzerland

Switzerland is located in central Europe with superb sights. Enjoy the gorgeous scenery, take part in the exciting outdoor activities and experience the local culture of Switzerland with us!

#### Qualification

Attain Diamond qualification in the fiscal year 2008/2009.

## Executive Diamond Excellence Cash Award

#### Qualification

- 1 Any newly qualified or re-qualified Executive Diamonds or above in the fiscal year 2008/2009 are eligible.
- 2 Must have at least six personally or foster sponsored groups (each group with at least six qualified Silver Producer months in fiscal year 2008/2009). The amount of Cash Bonus depends on the number of qualified Silver Producer months of personally or foster sponsored groups.

No. of personally or foster sponsored Q6 groups	No. of qualified months generated from personally or foster sponsored Q6 groups	Amount (HK\$)
6-8	36	60,000
	54-80	90,000
9 or above	81-107	120,000
	108 or above	150,000

\*Note: Only Q6 or above groups will be counted.



Photo credit: Schilthorn Cableway Ltd.

上述各項獎勵，為2008/2009年度特別獎勵計劃的內容，並不屬於安利直銷計劃的一部份，各項獎金須經核實資格後方會頒發。安利會於財政年度結束前檢討各項計劃的成效及市場環境，再行決定於下個財政年度內修訂、取消或延續各項內容。直銷商除要符合各項獎勵資格所需的業績外，同時亦須展現良好商德，並遵守安利營業守則中的各項規定。安利公司保留獎賞之最終決定權。

如對上述獎勵有任何查詢，請隨時與業務部聯絡。

The above awards are for the fiscal year 2008/2009 only and are not part of the Amway Sales and Marketing Plan.

Amway will review the above programme and make any necessary amendments for the coming fiscal year.

Distributors who are eligible for the above awards must also comply with the company's Code of Ethics.

Bonuses will be awarded upon verification. Amway reserves the right of final decision.

If you have any questions about the awards, please contact the Sales Department.

安利香港邁向35週年，一同見證輝煌的歷史，與你攜手共創新高峰。

發揮你無限的潛力，訂下長線的目標，開拓事業新一頁！

**Set your goals and make another breaking achievement now!**



# 香港安利2008/20 遊遍地中海與歐洲

## 領導海外研討會 - 地中海郵輪

安利帶領直系領導人登上五星級的郵輪，向地中海進發，飽覽怡人的景色，擁抱一望無際的天空、壯闊的海洋。更可遊遍意大利及法國多個名城，體驗異國風情。

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The newly launched Go Diamond Forum offers Emerald Direct Distributors an extra three-day and two-night trip at the disembarking port after attending the Mediterranean Cruise Leadership Seminar. Don't miss this extra chance to fully experience the European culture!

## 鑽石精英旅遊研討會 - 瑞士

位於歐洲中心的瑞士，是充滿大自然氣息的綠色城市，擁有秀麗的山水景色，遠眺阿爾卑斯山的壯麗景色，感受典雅的中世紀風情。

### Diamond Invitational – Switzerland

Switzerland is known as the green city in the central Europe. Just enjoy the gorgeous scenery and get the taste of medieval ambience with us!





# 09年度獎勵計劃



Photos credit: Maison de la France

# 恭賀新晉直銷商

## Congratulations to Our New Qualifiers



### 翡翠直系直銷商 Emerald Direct Distributor



**林盈** (大學生)

加入安利時我仍然是大學生，今日我已經晉身翡翠直系。與同屆同學及朋友相較，安利令我的人生經驗豐富了很多，生活亦更添姿彩，特別是得到多旅行及參加研討會的機會。安利生意最重要是提升生活的自由度，讓我可更彈性處理時間。記得當年身為一般直銷商，上線與公司為我提供極為充足的支援，助我逐步邁向理想；今日我身為團隊的上線，幫助下線解決問題，親眼看到他們的人生及性格在加入安利後作出正面的改變，讓我體會到團隊精神的重要性。過程中最難忘的是看到自己在進步的同時，團隊亦一同往前邁進，滿足感由然而生。我絕對相信安利是一門「生命影響生命」的生意，於我而言，安利猶如一個百寶箱，只要有信心，它就可滿足我們任何願望。

**Lam Ying, Jessica** (University student)

I joined Amway while still studying at university and I am proud to have achieved Emerald Direct Distributor status. Compared to my fellow students, my career path has been more fruitful because of Amway – being able to attend a wide variety of classes and overseas seminars has been particularly useful. Now I'm in the happy situation of being able to enjoy flexible working hours together with a great deal of autonomy. As a Distributor, I had good support from Amway and my upline, which helped me reach my goals step by step. Now I'm upline lending my help to others and I can really understand the importance of a strong team spirit. The most impressive thing is the synergy between my team and me, which has brought fulfillment and rewards. For me, the Amway business is like an amazing box; if you have the confidence you can grab anything you want from it!



### 紅寶石直系直銷商 Ruby Direct Distributor



**陳志強 馬燕雲** (司機/家庭主婦)

本屬敏感膚質的我，用過安利產品後有顯著改善，因此打算以用家身份把品牌向親友介紹，發現安利生意不單與家人朋友增進感情，生活亦有所改善，參加聚會更令我眼界擴闊，學會更多新知識。最重要是它能為我提供長遠保障，讓我活得更輕鬆自在。

**Chan Che-keung & Yin-wan** (Driver/housewife)

There has been a drastic improvement in my skin since I began using Amway products. The personal experience I've gained as a Distributor has made it much easier to convince others. My relationships and living standard have also greatly improved after joining Amway, and I have begun to learn new things. Even better, I have achieved financial security and started to enjoy more leisure time.





## 直系直銷商 Direct Distributors



### 麥艷芳 (文員)

多年前在直銷商朋友推介下，服用紐崔萊營養產品。經過長時間了解，發覺這門生意是既可輕鬆賺錢又能夠為親友帶來幸福，值得全力發展。雖然開始時不一定成功，但由於產品質素非常高，只要耐心講解，他們都會樂意接受。

### Mak Yim-fong (Clerk)

I got to know about Amway after a friend introduced me to Nutrilite products. As I learnt more, I was very impressed by the flexibility of the Amway business, which can help relatives and friends live happier lives, so I decided to join myself. I faced a number of difficulties at first, but eventually people have come to see the quality of the products and also the beauty of the Amway business.



### 謝麗珍 (找換店店員)

參加安利生意後，性格與理想亦同樣有好的轉變。由內向變得開朗，工作由營役變成快樂自主，連生活質素亦同樣得到提升。我最欣賞是安利生意不拘學歷，任何人都可以從中達到個人提升與增值。

### Tse Lai-jin (Currency exchanger)

After starting my own Amway business I saw real changes in my personality and developed clearer goals in life. I moved from being introvert to extrovert, from being ordinary to having full autonomy. My quality of life has improved greatly, and the best thing is that you can enhance yourself through the Amway business no matter what your level of education.



### 張麗君 (會計)

過去曾經與朋友合資創業，最後因財失義，令我變得消極內向，並打消創業的念頭。在安利我卻領會到公平的重要性 — 只要投入去做，必定有美滿成果。我特別欣賞安利文化中融洽及良性競爭，上線下線猶如一家人，一同為理想而努力。亦使我領略到要不斷嘗試及堅持，因為別人的批評都能令你的意志更堅定。

### Cheung Lai-kwan (Accountant)

I used to run a business with my friends, but eventually it failed. Worse still, at one point I lost the valued friendship of my business partner and as a consequence lost the incentive to run my own business again. However, my faith was restored after joining Amway. I love the fairness, synergy and friendly competition here – we are like a family striving together for success. I now realise the importance of setting clear goals and listening carefully to people's feedback.



### 嚴謹宏 (資訊科技顧問)

過去因工作關係多是獨立工作，同時接觸不少大企業大公司，令我明白到做創業風險有多高。發展安利初期不免會與人相較，亦有灰心失意時，但上線及團隊的支援令我回復信心，讓我無後顧之憂地繼續朝著理想邁進。

### Yim Kan-wang (IT consultant)

In the past I used to work independently. When I had dealings with corporate clients I really came to understand the risk involved with starting one's own business. I always compared myself to others after joining Amway and I went through a period of serious disappointment and doubt. However, with the support of my uplines and team I know that I am now ready to forge ahead.



## 金章直銷商 Gold Producers



**陳福生 李小冰** (補習老師/課程助理)

安利生意與傳統生意有很多不同之處。最美妙的是工作時間自由自主，我毋需再以時間換取金錢，即使每日工作忙碌仍然充滿意義，讓我可以更好地去安排生活。

**Moses Chan & Rebecca** (Private tutor/programme assistant)

The big difference between Amway and a traditional business is the business model. The most amazing thing for us is the autonomy of time it gives us! Amway makes every day meaningful, even when we are very busy. Amway has certainly given us freedom in life.



**葉錦文 何潤卿** (機械工程/退休人士)

一直以來，工作只是為老闆拼搏，連關顧自己的時間亦不多。加入安利後，可擁有自己的事業，毋用子女操心。多得安利，現在我的人生充滿希望，更學懂如何關愛別人，為日常生活添一點暖意。

**Ip Kam Man & Irene** (Engineer/retired)

When I was working in a regular job, I was always more concerned about fulfilling my bosses' needs than thinking about what I wanted myself. Now, thankfully, things are very different – I have my own business and my children no longer need to worry about me. Amway has brought hope to my life and I have also learned how to think more about the feelings of others.



**劉萬鳳** (家庭主婦)

當認識安利生意後，發現它不但能帶給我健康的每一天，還予我一個零壓力的工作環境，令我學到很多專業知識。身邊親朋好友看到我不斷改變，都驚嘆安利生意所帶來的轉變。

**Lau Man Fung** (Housewife)

I live healthier after joining Amway. This business has provided me with a stress-free working environment where I have the chance to enhance my professional knowledge. My relatives and friends have been very surprised by the changes Amway has brought about in me.



**孫偉健** (物流主管)

在平凡刻板的工作中，會淡忘自己的事業方向。安利生意讓每個人都有機會建立真正屬於自己的事業，讓我重新得到人生的控制權。

**Riki Suen** (Logistics manager)

It's easy to lose sight of our career path if we have to contend with an inflexible daily routine. The beauty of the Amway business is that it offers me the opportunity to develop my own business in a way that suits me. This has helped me refocus on my career path and gain autonomy in life.

註：上述直銷商之職業均為加入安利時的工作。 Occupations at the time of joining Amway.





## 銀章直銷商 Silver Producers



### 陳展威 (大學生)

經朋友介紹參加安利生意後，生活圈子擴闊了，認識更多來自不同年齡和背景的朋友，在他們身上得到很多寶貴經驗，令我在事業上更積極地爭取更大成就！

### Chan Chin-wai (University student)

I become more outgoing after joining Amway. I meet many new friends from with ages and background. They share their experience and support me to strive for success in Amway Business!



### 杜偉霆 (導師)

過去的工作收入不穩定，而且比較刻板，使我每日都為明天而憂慮。安利生意令我的收入提高，並活得更多姿多彩；同時助我訂下未來目標，讓所有朋友也能共享安利產品及生意所帶來的好處。

### To Wai-ting, Patrick (Instructor)

I never used to enjoy a steady income, which always made me worry about what tomorrow would bring. Life is different since I joined Amway – my cash flow has increased and life has become more interesting. I now have clear goals, and I can share all the benefits Amway brings with my friends.



## 金章直銷商 (相片欠奉) Gold Producers (Photo not available)

### 陳英傑 黎女 (物業管理/家庭主婦)

一直都有創業的打算，但難以預料的風險令我們裹足不前；而過去的工作又有有間限制，令我有志難伸。反觀安利的優質產品給予直銷商龐大的支援，加上自由度高，大大增加我們的信心。

### Chan Ying-kit & Le-nu (Property management/housewife)

We were always afraid of running our own business because we knew it would involve high risk and a lot of stress. But working in a traditional job was far from perfect – we were very tied by the working hours and location. The Amway business is totally different: it's a low-risk endeavour that we can work to expand, supported all the way by the outstanding Amway products.

### 吳海燕 (護士)

從來沒創業的打算，但安利生意令我的生活變得積極，亦使我明白只要堅持去做，就能達到目標，因此我每日都是有目標、有計劃地向著夢想前進。

### Ng Hoi-yin (Nurse)

I never really thought about running my own business, but Amway has been an inspiration. This business is great because it's helped me develop a positive approach to life and allowed me to establish clear goals in pursuit of my dreams.

# 零售推薦龍虎榜

## Rolls of Honour – Retailing & Sponsoring

2008年3月  
March 2008

### 10大個人 Top 10 Personal

#### 零售 Retailing

Chow Chi Man & Man Ting  
Shum Hon Wo & Chiu Chui Yi  
Wang Cai Yin  
Lai Wai Chuen  
Leung Cheuk Kwan  
Lam Hang Wing & Wan Chu  
Luk Man Choi & So Hun  
Chan Kwok Ming & Suk Ching  
Kwok Sek Ming & Suk Ching  
Chu Ching Chi

#### 推薦 Sponsoring

Wong Chan Chiu & So Sai Mui  
Kwok Sek Ming & Kei Yee  
Kuo Yiu Chin  
Pong Wai Sum & Yan Oi  
Yu Yiu Kuen & Lai Kan  
Chu Ching Chi  
Wong Po Shing & Man Yee  
Luk Pak Kan & Wong Yee Man  
Chow Nga Wun  
Kwok Ting Hung & Teresa

### 10大直系小組 Top 10 Group

#### 零售 Retailing

Leung Kwok Pui & Yu Wa  
Ng Bill & Mabel  
Lo Paul & Paula  
Lam Kwok Leung & Sim Lin  
Lau Shing Kwok & Chan Kit  
Fu Clement & Anita  
Chu Lucia  
Chan Che Keung & Yin Wan  
Chu Wai Ling  
Cheong Pui Kuong & Lai Yee

#### 推薦 Sponsoring

Leung Kwok Pui & Yu Wa  
Hoi Ngai Loon & Ngai Ching  
Chu Wai Ling  
Chan Wai Po  
Ho Chi Leung  
Cheong Chi Wa  
Leung Chun Wah  
Sit Yau Chiu & Ling Fung  
Chan Hin Tong & Sao Kun  
Lam Kwok Leung & Sim Lin







# 安利（中國）榮獲 「工業增長優秀企業」獎

## Amway China's Contribution Recognised



月前廣州開發區常委及管理委員會2008年工作會議暨蘿崗區委一屆六次全會在當地召開。會上宣佈安利（中國）獲得了廣州經濟技術開發區管理委員會頒發的「2007年度工業增長優秀企業獎」，以表揚公司在過去一年的成就——去年，安利（中國）努力克服原材料價格普遍上漲、電力緊缺等困難；同時奮力拼搏，出色地完成預期的工作目標，對廣州經濟開發區的工業產值增長做了積極的貢獻。

Amway (China) was recently listed as an "Industrial Output 2007 Excellent Contributor" at the Conference of the Guangzhou Development District Administrative Committee.

The recognition received by Amway highlights its commitment to achieving its goals despite facing the double threat of inflation and electricity shortages.

Being named as an excellent contributor underlines the influence Amway's image, reputation and corporate culture now have in Chinese society.





## 蛋白質粉 — 強化血管

優質的蛋白質能有效修補受損細胞，有助預防心血管細胞老化。  
紐崔萊蛋白質粉提煉自純天然大豆，含有九種人體必須的氨基酸，讓身體更易吸收；加上不含膽固醇及只含少量脂肪，是極理想的蛋白質來源。



### Nutrilite Protein Powder Essential for Blood Cells

Protein is particularly important during seasonal weather changes, helping to restore damaged cells and providing nutrients to strengthen the body's immune system.

Contains soy protein isolate that is naturally derived from soya beans and contains nine essential amino acids in the best proportions to facilitate absorption by the body, Nutrilite Protein Powder also contains no cholesterol and is low in fat.

## Double X 多寶營養片 — 全面補充營養

充足的維他命及礦物質可全面增加身體的抗氧化能力，有助於對抗自由基，減緩細胞老化，全面保護心臟。

每對紐崔萊Double X提供十三種維他命及十一種礦物質，能為身體提供全面而且均衡的營養。



### Nutrilite Double X Replenishes nutrients

Taking an appropriate combination of vitamins and minerals can boost the body's shield against oxidation, protect cells from the harmful free radical attacks and help you maintain a healthy heart and immune system.

Each pair of Double X tablets contain 13 vitamins and 11 minerals, providing a good balance of nutrients that's sufficient for daily needs.



**全面護心組合**  
維持心臟及血管健康  
**Nutrilite Promotion:**  
**Keep Your Heart and**  
**Blood Vessels Healthy**

\* 葡幣價格的計算方法約為港幣價 X 1.032。

Price in PTC equals to HK\$1 X 1.032.

\* 售貨額BV = 直銷商價目DP



### 奧米加三脂肪酸

高脂肪的飲食習慣令血脂上升，為心臟帶來沉重負擔，增加患心血管疾病的風險。奧米加三脂肪酸能幫助維持血液中三酸甘油酯水平正常，從而保持心臟及血管健康。人體無法自行製造奧米加三脂肪酸，必須從食物或營養補充品中攝取。紐崔萊的奧米加三脂肪酸提煉自大西洋冰冷海域的三文魚，含EPA及DHA等多元不飽和脂肪，配合維他命E，可防止奧米加三脂肪酸氧化。

### Omega-3 Keeps your heart healthy

Food containing a high proportion of fat can increase the risk of artery diseases, but Omega-3 supplementation can help by keeping triglycerides – a major source of energy and the most common type of fat in your body – at healthy levels. Extracted from salmon harvested in the deep, cold waters of the Atlantic, omega-3 contains vitamin E, which helps protect against oxidation of omega-3 fatty acids. Omega-3 fatty acids can not be produced by human body, and can only be introduced through your diet or supplements.



### 綠茶精華 — 膽固醇殺手

運動後呷一口清香甘甜的綠茶，除了讓精神得以放鬆，其實綠茶中的重要成份茶多酚對心血管健康可帶來更大的益處。

經臨床實驗證明，茶多酚對調節和減低身體從食物中吸收壞膽固醇及保持心血管健康有顯著功效；而每日攝取足夠的茶多酚，可維持健康膽固醇的水平，令心血管更健康。

### A vascular health boost from **Green Tea Plus**

Taking a sip of aromatic green tea after exercise is not only relaxing for your soul – it can also have far-reaching benefits on your cardiovascular health.

The health benefits of green tea are boosted by polyphenols, one of the compounds found in the drink.

Clinical tests have shown that polyphenols are effective in reducing the absorption of LDL cholesterol from food and maintaining good cardiovascular health. A regular intake of polyphenols can help maintain optimal cholesterol level and improve overall cardiovascular health.

節省  
\$150

原價：~~\$1,019~~  
現價：**\$869**  
(8月7日開始發售)

# 紐崔萊多種纖維素

## Nutri Fibre Blend

要保持健康，  
你需要每天進食五份蔬果。  
但繁忙的你，今天吃蔬果的份量足夠嗎？  
紐崔萊新推出纖維嚼片，助你隨時隨地，  
輕鬆攝取膳食纖維素。

To get the daily recommended allowance for dietary fibre you need to eat at least five portions of fruit and vegetables every day.  
So are you getting enough?

- 隨時隨地食用
- 每粒含有**1.7克膳食纖維**
- 為你提供每日身體所需的膳食纖維
- 含有十三種蔬果的水溶及非水溶性膳食纖維

Nutritionists recommend that we take 25-30 grams of fibre each day to help maintain good health. For those people whose busy schedule means they might not get enough dietary fibre, Nutri Fibre Blend Chewable Tablets is a convenient solution.

Each tablet packs in **1.7 grams of total dietary fibre** in an exclusive blend of soluble and insoluble fibres from 13 natural sources including apples, sugar cane, wheat and oats.

The tablets also contain FOS (fructooligosaccharides), a soluble carbohydrate derived from sugar cane and sugar beet that encourages friendly bacteria to grow to help maintain bowel health.

DP\$134.5

\* 葡幣價格的計算方法約為港幣價 X 1.032。  
Price in PTC equals to HK\$1 X 1.032.  
\* 售貨額BV = 直銷商價目DP



# 全新配方，重量級登場

## Chewable Tablets



一片紐崔萊全新纖維嚼片所含的纖維素相等於：

Did you know that one tablet of Nutri Fibre Blend Chewable Tablets contains **1.7 grams of fibre** – equivalent to that found in:

**1/2** 杯糙米  
cup of cooked brown rice

**1/2** 杯藍莓  
cup of blueberries

**1/4** 杯麵條  
cup of cooked noodles

**1** 杯椰菜  
cup of cooked cabbage

**2** 杯提子  
cups of grapes

**1/2** 杯豆角  
cup of cooked string beans

## 水溶性及非水溶性纖維素

### 水溶性纖維素的好處

- 能有效維持血糖及膽固醇水平
- 減慢胃部消化速度，增加飽肚感

### 非水溶性纖維素的好處

- 幫助維持消化系統健康
- 有助促進腸道蠕動

### 果寡糖的好處

- 可溶於水中，能幫助消化，令排便順暢
- 有助抑制細菌在腸道內繁殖

### Soluble fibre

- Beneficial in helping to maintain normal blood sugar levels.
- Helps delay gastric emptying, which results in increased satiety and decreased digestive enzyme activity.
- Helps maintain cholesterol levels that are already within the normal range.

### Insoluble fibre

- Helps to maintain normal gastrointestinal health.
- Aids the maintenance of healthy intestines and promotes regular bowel movements.

### FOS (fructooligosaccharides)

- Helps inhibit the growth of harmful bacteria



## 用法

十二歲以上的兒童或成年人，每日服用一至三片紐崔萊全新纖維嚼片，即可補充你每日所吸收的膳食纖維素；每服用一片，即飲用250毫升的水。  
Adults and children aged 12 years or older should chew one to three tablets a day. Drink at least a full glass (8oz, 250ml) of liquid with each tablet.

# 紐崔萊纖維系列

Fiber – an Essential Part of our Diet



- 有助維持正常體重
- 有助維持血管健康
- 有助保持腸臟健康

紐崔萊纖維粉  
DP\$210

- 隨時隨地食用
- 每粒含有**1.7克膳食纖維**
- 提供每日所需的纖維

**NEW** 紐崔萊多種纖維素  
DP\$134.5





# 輕 鬆 攝 取 纖 維 素

## 膳食纖維素 — 非水溶？水溶？

膳食纖維素是指不能被體內消化酶分解的植物性食物物質，熱量非常低，分為非水溶性膳食纖維素及水溶性膳食纖維素兩大類。非水溶性膳食纖維素吸水後會像海綿一樣變軟和發大，可幫助腸道蠕動，並將廢物排出體外，能減低的舒緩便秘的情況。水溶性膳食纖維吸水後會形成果凍狀的物質，能有助於清除膽固醇及致癌物質，並減緩人體對糖的吸收，幫助穩定血糖水平。



有研究指出成年人每日需吸收二十五至三十克的膳食纖維，才能維持身體健康。新鮮蔬果同時含有非水溶性膳食纖維及水溶性膳食纖維，因此每天應最少進食正分蔬果。然而都市人要面對繁重的工作及應酬，加上多肉少菜的飯菜比例，平均每天只進食不到二十克，久而久之，腸胃中的毒素增加，體重亦不斷上升。

上班一族工作繁重，下班後多要應酬，難以隨

身帶著鮮果或沙律。要保持每日吸收足夠纖維，可隨身帶備紐崔萊纖維粉。每包含有四克天然水溶性纖維，幼滑無味，成年人每日隨餐進食一至兩包，將一包纖維粉加入水或果汁中，或灑於食物上，待纖維粉溶解後即可食用。

## 膳食纖維素的重要性

**維持正常體重：**吸收水份後，膳食纖維素令腸道內的食物體積增加，帶來飽肚感，從而控制食量；加上不含熱量，幫助保持體態苗條。

**保持腸道健康：**膳食纖維素能促進體內益生菌繁殖，維持腸胃正常蠕動，減少毒素積聚。

**維持血管健康：**每日攝取三克或以上的水溶性纖維，配合低脂飲食，有助維持膽固醇水平正常，保持心臟及血管健康。

## 紐崔萊多種纖維素與纖維粉比較

	紐崔萊多種纖維素	紐崔萊纖維粉
體重控制	★★★★	★★
維持血管健康	★★	★★★★★
維持腸道健康	★★★★★	★★★★★
有助腸道益菌生長	★★★★★	★★★★
可加進任何食物	★★	★★★★★
味道可口	★★★★★	★★★★★
纖維種類	★★★★★	★★★

紐崔萊多種纖維素蘊含13種植物纖維，一粒已包含1.7克水溶性及非水溶性纖維，讓都市人輕易攝取充足纖維素，可減少各種慢性疾病出現的機會，此外新配方味道更可口。

Sources of dietary fibre are usually divided into the water-soluble and non-water-soluble varieties. The former comes in jelly form before being dissolved in water and can help prevent the absorption of excess carbohydrate as well as stabilise glucose levels. Water-insoluble fibre promotes healthy bowel movements, prevents constipation and generally boosts intestinal health.

Nutritionists recommend us to take 25-30 grams of fibre per day to maintain good health. Both types of fibre are present in fresh fruits and vegetables, and medical experts advise that we have five servings of fruit and vegetable every day. Unfortunately, many of us have busy schedules and tend to dine out frequently. This can lead to an inadequate intake of fibre (usually less than 20g per day), which in turn leads to an accumulation of waste and toxics in the body. This can result in an increase in weight.

It's difficult to calculate how much fibre we take in every meal, which is where Nutrilite Nutri Fiber Powder can play a useful role. Coming in an easy-to-mix dry powder, each sachet of Nutri Fiber Powder delivers four grams of water-soluble fibre that's non-gritty and odour-free. One of two stick packs per day, dissolved in water or juice or sprinkled onto food, provides you with a convenient fibre supplement.



MYSELF  
形象坊

# ARTISTRY

Sandra Bullock for ARTISTRY Crème L'X



# 時光倒流 8 星期回復15年前青春？



愛自己・愛生活・愛地球

## eSpring智能淨水器 完美之選

地球70%以上的面積被水所覆蓋，而水亦是人的生命之源，  
是人體最重要的組成部份；

科技不斷進步，

如何在生活中盡情享用純淨食水之餘，同時愛護地球、減少廢物？

只有eSpring智能淨水器給你一個兩全其美的答案。



## 愛自己·愛生活 eSpring喝出真正健與美

人體內每個器官都需要大量水份，包括促進腸胃蠕動預防便秘，促進細胞新陳代謝，肌膚水亮細滑、預防皺紋。相反，如果喝下不潔的水卻會適得其反，身體不但囤積有害重金屬及污染物，更會令身體造成負擔。

那麼，怎樣才能保證水質的健康？只有eSpring智能淨水器，以最先進科技，每日為你提供源源不絕完美淨水，因為eSpring智能淨水器具備：

- 突破性紫外線殺菌科技：有效去除水中99.99%以上可致病的病毒和細菌，淨水可即開即飲。
- 高密度活性炭濾心：獲認證確保去除140種以上有害污染物，包括氯氣、有害重金屬及致癌物質如三鹵甲烷等。
- 配備智能晶片及顯示屏，提示用戶定期更換濾心。
- 全港唯一同時獲美國國家衛生基金會（NSF）三項認證，包括第53項的衛生品質。

### Give us the Best Water

With UV light technology and the activated carbon filter, Amway eSpring water purifier meets three major water quality standards including standard 53 for health effects, is honored the NSF certification. The UV lamp is effective in eliminating 99.99% of waterborne viruses and bacteria, and the filter can capture over 140 different contaminants including chlorine, heavy metals & THMs while retaining beneficial minerals. Smart chip in the eSpring monitor keep track of the UV lamp, filter and an LED display lets you know when the filter needs to be replaced.



### 愛地球 珍惜生命之源

選用eSpring智能淨水器另一可貴之處，就是能為保護地球盡一分力。eSpring智能淨水器一個濾心，就能有效濾淨多達5,000公升淨水或使用一年，更可即開即飲，反觀市面上其他濾水器要用多個濾心及經常更換，更要消耗燃料去煲水。

根據資料顯示：一般香港家庭用煤氣煲水（以5,000公升食水計算），全年煤氣費為港幣660元，用電熱水煲則全年電費需港幣599元；至於eSpring智能淨水器每年只需電費港幣17元，每年節省多達643元，當中可省下的天然燃料可想而知。

炎炎夏日，不少人會購買瓶裝飲料及瓶裝水，不過，原來瓶裝飲料的膠樽會令香港每年增加多達214,000公噸塑膠廢物，由於塑膠廢物不一定可以循環再造，對地球構成沉重負擔！相反地，eSpring智能淨水器的淨水潔淨方便，有助減少飲用塑膠瓶裝水及飲料，絕對更划算、更環保。

### The advantages of eSpring

The environmental and economic advantages of using the eSpring water purifier are clear. For example, to get 5,000 litres of drinking water would cost you \$660 in gas while a vacuum flask would set you back \$599 in electricity. Using the eSpring water purifier you can get the same amount of water for just \$17!

（資料來源：[http://www.epd.gov.hk/epd/tc\\_chi/environmentinhk/waste/guide\\_ref/guide\\_factsheets03.html](http://www.epd.gov.hk/epd/tc_chi/environmentinhk/waste/guide_ref/guide_factsheets03.html)）



# eSpring

## 綠色優惠

### Green Discount

#### 環保·淨水之選

安利公司一向支持環境保護，eSpring智能淨水器不但省電節能，並同時提倡綠色生活，為家家戶戶提供即開即飲的優質淨水，避免使用膠瓶樽裝水。

為了回饋同樣注重環保的安利直銷商及優惠顧客，現推出綠色優惠。

Amway is a big supporter of environmental protection. The eSpring water treatment system provides the highest quality drinking water for your family – and also works to promote a greener life.

Amway is delighted to introduce a new promotion – the eSpring Green Discount – to further promote environmental protection among Distributors and Privileged Customers.

綠色回饋折扣

**\$500**

Enjoy a Green  
Rebate of \$500

優惠期內購買eSpring智能淨水器，  
即時享有綠色回饋折扣\$500。

For every purchase of eSpring  
within the promotion period,  
you are entitled to a  
Green Rebate of \$500.



eSpring原價  
DP\$5,680

#### 優惠細則：

- 1 優惠期：即日至2008年9月7日。
- 2 只適用於安利直銷商及優惠顧客。
- 3 只適用於親臨安利購買中心購買。
- 4 不可同時享有其他優惠。
- 5 如退回eSpring智能淨水器，安利公司將按優惠價退回現金代用券。
- 6 【eSpring介紹券】
  - i. 介紹券以郵寄方式發送至2008年9月7日或以前購買eSpring智能淨水器的安利直銷商及優惠顧客。
  - ii. 介紹券有效至2008年9月21日止。
  - iii. 購買eSpring智能淨水器，必須出示有效之【eSpring介紹券】，以確認計算獎賞。每台eSpring智能淨水器只可使用一張介紹券。
- 7 【免費濾心匣】獎賞計算方法
  - i. 根據已行使介紹券之總數計算。
  - ii. 行使一張：介紹人可獲【濾心匣五折優惠券】。
  - iii. 行使兩張或以上：介紹人可獲贈免費濾心匣乙個。
  - iv. 每戶直銷商及優惠顧客最多可獲贈eSpring濾心匣乙個，或【濾心匣五折優惠券】乙張。

#### 8 <免息分期優惠>

- i. 享有此免息分期優惠，必須使用以下銀行之各種信用咭付款：
    - (1) 安利萬事達咭、渣打信用咭及渣打聯營咭；恒生銀行信用咭；
    - (2) 香港滙豐銀行信用咭 — (以信用咭首6位數字為準)
      - VISA CARD: 4201 84/4921 11/4966 04
      - MASTER CARD: 5185 42/5411 80/5431 22
  - ii. 售貨額/積分額將於確定購買eSpring時一次結算，並以當時之售貨額/積分額比率結算；
  - iii. 如供款期間退貨，安利公司將以eSpring之售貨額退回現金代用券（不設售貨額/積分額）。供款人必須繼續向有關銀行繳付供款餘額；
  - iv. 此優惠不適用於澳門；
  - v. 每月供款額將按銀行之計算為準，差額約為港幣\$1或以上。
- 9 安利公司保留最終決定權。



或

綠色回饋折扣

**\$900**

Enjoy a Green  
Rebate of \$900



憑【eSpring介紹券】(見細則6)

購買eSpring智能淨水器，

可獲推介優惠折扣\$900。

New eSpring users will enjoy a \$900 discount when they use the eSpring Referral Coupon (see detail No. 6 below) to purchase a new eSpring.

或

**免費**

濾心匣

Enjoy a  
free filter

優惠期內成功推薦兩位新用戶

選用eSpring智能淨水器，

可獲贈濾心匣乙個(見細則7)。

Existing eSpring users will get a free filter when they successfully refer two new users to buy the eSpring (see detail No. 7 below).

想了解更多有關eSpring的產品優點及環保資料，請瀏覽  
[www.espring.com](http://www.espring.com)或致電安利熱線**2969 6300**。

For more information on eSpring and environmental protection, please visit [www.espring.com](http://www.espring.com) or call the Amway Hotline at **2969 6300**.

24或12個月

**免息分期**

24-month or 12-month  
Interest-free  
Installments

每月最低只需\$199。

(以\$900折扣及24個月分期計算)

Only HK\$199 each month.

Details:

- 1 The promotion runs until September 7, 2008.
- 2 The offer is exclusive to Amway Distributors and Privileged Customers.
- 3 The promotion only applies for eSpring purchases made at Amway Merchandising Centres.
- 4 The offer cannot be used in conjunction with other promotional offers.
- 5 If you wish to return the eSpring, Amway will refund actual purchase price by credit voucher.
- 6 eSpring Referral Coupon
  - i. The Coupon will be mailed to eSpring Amway Distributor and Privileged Customers for any eSpring purchase before September 7, 2008.
  - ii. The Coupon is valid until September 21, 2008.
  - iii. To enjoy this offer, customers need to present eSpring Referral Coupon upon purchase of eSpring. One ticket can be used for purchasing one eSpring.
- 7 Mechanism of "Enjoy a free filter"
  - i. Calculation is based on the number of eSpring Referral Coupon redeemed.
  - ii. You will get a 50% off discount coupon for buying a filter when you redeem an eSpring Referral Coupon
  - iii. A free filter as gift when you redeem two or more eSpring Referral Coupons.
  - iv. Each Distributor/Privileged Customer is entitled to enjoy either a free filter or a 50% off discount coupon for buying a filter once.

8 Interest-free Installments

- i. The following credit cards are eligible for the installment plan: Amway Master Card; Standard Chartered credit cards and affiliate cards; Hang Seng credit cards; HSBC credit cards with the first six digits 4201 84 or 4921 11 or 4966 04 for Visa Cards and 5185 42 or 5411 80 or 5431 22 for Master Cards.
  - ii. Full BV and PV apply for the first purchase of eSpring based on the BV/PV ratio when making the purchase.
  - iii. If you wish to return the eSpring during the installment period, Amway will refund the BV of eSpring by credit voucher (no BV/PV applicable). The buyer is still obliged to pay the outstanding installments to the bank.
  - iv. The installment plans are not applicable in Macau.
  - v. The monthly installment amount may change and is subject to the bank's calculations. The monthly installment amount may be higher or lower than the stated amount with a value equal to around HK\$1 or above.
- 9 Amway reserves the right of verification and final decision.

# 炸杏仁麥片海鮮

Deep Fried Seafood with Almond & Oatmeal





## 食譜筆記

- 1 皇后牌七層不銹鋼鑊傳熱快，熱力平均分佈，令食物平均受熱上色，炸煮的過程更易於控制火力，食物不易炸爛。
- 2 皇后牌七層不銹鋼鑊配備隔油架，用以隔除炸物的多餘油份及保持炸物溫度。
- 3 海鮮材料緊記要吸乾水份，均勻上粉，上麥片等炸料就更穩固了。

## Tips

- 1 The Amway Seven-ply Wok promotes fast heat distribution, helping to maintain a constant temperature even on a low heat. This helps to ensure food won't be overcooked when deep-frying.
- 2 The lotus rack can drain the oil after frying and preserving freshness.
- 3 The seafood must be drained well before coating. Flour helps the seafood hold the coating.

## 材料

大蝦  
魷魚  
魚柳  
橄欖油  
麥片  
杏仁片  
麵包糠  
麵粉  
蛋

## Ingredients

4隻	Shrimp	4
1條	Squid	1
1條	Fish fillet	1
2杯	Olive oil	2 cups
半杯	Oatmeal	½ cup
半杯	Sliced almond	½ cup
¼杯	Breadcrumbs	¼ cup
半杯	Flour	½ cup
1個	Egg	1

## 乳酪醬

原味乳酪  
蛋黃醬  
檸檬汁  
煉奶

## Dipping sauce

3湯匙	Yogurt	3 tablespoons
3湯匙	Mayonnaise	3 tablespoons
2茶匙	Lemon juice	2 teaspoons
2茶匙	Condensed milk	2 teaspoons

## 烹煮器皿 Utensil



皇后牌七層不銹鋼鑊  
Amway Seven-ply Wok

預備時間：15分鐘

烹調時間：25分鐘

Preparation time: 15 minutes

Cooking time: 20 minutes

## 做法 Method

- 1** 大蝦去殼去腸留尾，魷魚去骨去內臟切圈，魚柳切塊備用。

Remove the shells, heads and intestines of the shrimps and squid then slice into rings; cut the fish fillet into bite-size pieces.



- 4** 海鮮料分別上麵粉，沾些蛋汁，再上麥片炸料。

Dust the seafood lightly with flour, then dip it into the egg, and then dip into the coating. Cover each piece well.

- 2** 海鮮料洗淨吸乾水份，用鹽及胡椒拌勻待10分鐘。

Rinse the seafood and then drain. Sprinkle it with salt and pepper and set aside for 10 minutes.

- 5** 中火燒熱油，下海鮮料炸至金黃熟透，放在隔油架上隔油。

Heat the oil over a medium heat. Fry the seafood until crispy, then put them on the lotus rack.



- 3** 麥片、杏仁片、麵包糠拌勻。  
Mix the oatmeal, sliced almonds and breadcrumbs in a bowl to use as a coating for the seafood.

- 6** 乳酪醬拌勻，即可伴海鮮享用。  
Mix the dipping ingredients together – the dish is ready to serve.



安利大中華區人力資源總監張玉珠為同學們講解求職的技巧和心得，並設計互動環節讓同學們進入職場前作好準備。



香港安利總經理余偉業與同學們真情對話，分享他的人生與成功經驗。



# 安利愛心大使 商校伙伴計劃 2008

## A Partnership for Life

「商校伙伴計劃」於2003年由青年企業家發展局創辦，以一間企業配對一間中學的模式，打開課室以外的學習空間，讓公司企業能參與教育工作。由公司員工出任「公司大使」，讓中四至中七的同學，學習並體會「企業精神」。計劃從首年的9間公司和學校開始，至今已有逾160間本地大型企業和學校先後結成伙伴，受惠學生人數超過4,000人。香港安利本著「為您生活添色彩」的精神，特別邀請了一班「安利愛心大使」，以他們的經驗加上香港安利的企業理念，設計了7個工作坊，包括公司參觀、遊戲、小組討論、資料收集、匯報、情景處理、嘉賓講座及經驗分享。香港安利是唯一一間獲邀參與此項活動的直銷公司，今年更獲大會頒發「最佳商校伙伴」獎項。

The School-Company Partnership (SCP) was created in 2003 by the Young Entrepreneurs Development Council. It is a joint effort between business sectors and secondary schools to foster the "Entrepreneurial Spirit" in young people. Amway is the only direct selling company invited to join the programme, we are honored for the "Best Performance School-Company Partnership Award".

### 工作坊一：熱身營

透過互動活動，讓安利愛心大使和學生消除彼此的隔膜，從而加深了解。

### 工作坊二：公司參觀

安利愛心大使帶領同學到香港安利總部及銅鑼灣旗艦店，透過各部門職員講解，讓同學了解真實商業社會運作。

### 工作坊三：九型人格工作坊

安利愛心大使以互動形式教導同學們如何以九型人格提高自己的表達與溝通能力，並深入討論一個成功企業家應具備的個人條件和價值觀。

### 工作坊四：企業家講座

香港安利總經理余偉業與同學們真情對話，分享他的人生與成功經驗，讓同學們借鏡。

### 工作坊五：求職技巧工作坊

安利大中華區人力資源總監張玉珠為同學們講解在求職時應有的一些技巧和心得，並設計了一些互動活動去幫助同學們去了解不同職位在一間公司的重要性，為同學們進入職場前作好準備。

### 工作坊六：面試技巧工作坊

同學們進行了一次模擬面試，讓他們加深了解在求職面試時的情況及應注意的地方。

### 工作坊七：安利中國廣州工廠及物流中心參觀

安排同學們參觀設於廣州的安利中國工廠及物流中心，讓他們了解各式各樣安利產品的生產過程及物流運作。





## 商校伙伴計劃2007-08分享會及結業禮



香港安利總經理余偉業在青年企業家發展局主席梁劉柔芬議員手上接過「最佳商校伙伴」獎座。



安利香港有幸從70多間本地大型企業中被大會選為其中一間獲頒發「最佳商校伙伴」獎項，這個獎項對安利香港在發展社區義務工作上起了莫大的鼓勵作用，更代表大會對我們的貢獻作出肯定。分享會及結業禮當日，香港安利總經理余偉業先生更獲大會邀請分享參與這次活動的經驗及感想，並從教育局副秘書長葉曾翠卿女士及青年企業家發展局主席梁劉柔芬議員手上接過「最佳商校伙伴」獎座。而我們的伙伴學校明愛莊月明中學學生鄭凱欣亦從大會安排的徵文比賽中奪得「優秀作品」獎項，驕人成績，令人鼓舞。



## 香港安利總經理余偉業先生及梁兆儀老師的分享

「我們一直鼓勵及支持員工及直銷商參與義務工作。安利成為唯一一間獲邀參與商校伙伴計劃的直銷公司，既有意義亦合乎公司管理原則——helping people live better lives。特別是年輕人，他們是未來社會的棟樑，更要細心培育，讓他們活得更精彩。活動以企業家精神為題，對安利而言更是別具意義，因為每位安利直銷商都是企業家，他們亦以企業管理的模式來經營他們的安利生意。」

「我們都曾經年輕過，而每個年代的年輕人都面對相若的問題，如學業與就業，因此mentorship十分重要；希望以我的經驗為學生帶來啟發——看著學生，就想到以前的自己，更覺得有責任幫他們一把。」

### Ricky Yu, General Manager of Amway Hong Kong

"We actively support colleagues and Distributors who want to get involved in voluntary work. Amway is the only direct-selling company to be invited to join the Youth Development Council (YDC) School-Company Partnership, which synchronizes with our company's motto, "helping people live better lives". We are very pleased to be involved because we need to pay close attention to the lives of teenagers - they are our future after all. The theme is entrepreneurship, each of our Distributors is an entrepreneur, working wholeheartedly to develop their Amway business."

"We all used to be teenagers ourselves so we understand that each generation faces similar problems relating to study and work. I'm pleased to be able to share my personal and working experience with the youngsters and, hopefully, become an inspiration to them - I believe it's my responsibility to offer help."



「曾舉辦過各類型的參觀活動，學生的反應都不及今次參觀安利般熱情和投入。難得的是有來自不同工作崗位的安利人跟學生對話，以他們的信念、閱歷及經驗去啟發學生，連身為老師的我亦有所得著！模擬面試的環節更是非常有意義——讓同學們面對考驗，學習在面對競爭對手時如何表現自己，從而令他們反思：應怎樣裝備自己去迎接更多的挑戰？這些得著，都是書本上、課堂裡所欠缺的。我最欣賞是安利如此有心思地去讓大眾認識公司品牌理念，參觀過銅鑼灣辦公室、購貨中心及廣州物流中心後，令我加深安利的認識！」

### Leung Siu-ye, Teacher

"The students were so enthusiastic - more so than I have ever seen before. It was impressive to hear the people from Amway share their ideas and experiences. The session really helped them understand more about how to prepare for the challenges ahead, and the itinerary also gave us a much deeper understanding of the Amway operation."

### 明愛莊月明中學學生鄭子鍵 「安利令我思考未來的路。」



「參觀過安利公司、購貨中心及廠房後，能夠全面地了解公司三十多年的歷史背景、五條生產線的生產過程及直銷銷售模式，令我對安利的認識更深入，同時開始思考未來的路。」

### Cheng Chi-kin, Student

"After visiting the Amway office, shop and factory, I understand more about the brand and am able to think more clearly about my path in the future."

### 明愛莊月明中學學生鄭凱欣 「安利廠房之大，令人印象深刻。」



「透過不同的工作坊與多位直銷商見面，令我了解到每個人都有表達自己的方式，亦發掘自己的長處和短處。安利（中國）的廠房物流中心，是如此先進及極具規模，佔地40,000平方米，可謂實力雄厚。」

### Cheng Oi-yan, Student

"Everyone has their own method to express themselves, and the session helped me to discover my strengths and weaknesses. The scale of the factory impressed me very much."



明愛莊月明中學學生鄺漢輝  
「最欣賞安利重視企業責任。」



「參觀安利不同的部門，看過最先進的廠房物流中心，我發現安利公司極具規模：全球有超過八十個分部；同時組織性強，在發展生意的同時，亦兼顧到環保與綠色生活的層面。透過這個活動，我學到了很多人生道理，謝謝安利！」

**Kwong Hon-fai, Student**

"Everything in the Guangzhou factory is so advanced and the company is large in scale – but everything is still very well organised. Thinking about myself, I am now more aware of the importance of being organised and planning carefully, whether it's in my own daily life or managing a company."

安利愛心大使  
直系直銷商甄安穎  
「能以直銷商身份與學生互動，實在難得。」



「發展安利生意前，我的職業是教師。為人師表的我一直希望了解學生的成長過程，然而礙於時間關係，未能與學生一同成長、互相了解。現在的我身為直銷商，能幫助學生的思想發展，與他們有深層次的溝通，令我既感動又興奮。畢竟，青蔥歲月總是最值得珍惜的。」

**Wendy Yan, Direct Distributor**

"I was a teacher before joining Amway. In that role I used to anticipate being able to grow and develop together with my students, but my work could never fulfill that wish. Now, through this programme, I can give them a helping hand and build up real communication – it made me so happy to be involved."

安利愛心大使  
創業者直系直銷商譚曉欣  
「活動極有意義，值得每年舉辦。」



「不少學校及團體都會舉辦參觀活動，但要真正了解全球最大的直銷公司，走馬看花是不足夠的。這次學生能夠從多方面了解安利，包括企業文化、公司制度及物流運輸，正正表現出安利公司的專業性與人情味。加上有香港安利總經理余偉業先生現身說法，並得到安利員工悉心安排活動，讓身為直銷商的我十分感動。希望活動能一直辦下下去，培育更多學生。」

**Joyce Tam, Founder Direct Distributor**

"Many schools organise activities such as visiting certain companies or organisations, but it takes more time to understand the world's biggest direct selling company. Students can get to understand more about Amway and learn the different aspects and activities that mark Amway as a caring company. The meeting with Mr. Ricky Yu was stimulating."

安利愛心大使  
直系直銷商蘇傲雪  
「很榮幸成為安利與學生之間的橋樑。」



「年輕時候總會想像自己的將來是何等模樣。在七星期裡，我看到學生們是如此熱切地期待投身社會，亦非常欣賞安利公司透過參觀、工作坊及分享會等，讓他們更認識自己，幫助他們好好裝備自己以迎接未來的挑戰。能夠參與其中，並成為安利與學生之間的橋樑，我感到十分榮幸。」

**Susan So, Direct Distributor**

"Over the past seven weeks we have seen how the students are keen to be part of society. I'm very appreciative of the way Amway offers the youngsters an opportunity to help them understand themselves and allow them to be prepared for the challenges they'll face in the future."



2008

## 安利暑期實習生計劃

## Amway Internship Programme

來自本港8間大學的超過200名學生，今年一同競逐「安利暑期實習計劃」，被挑選的學生，會因應他們的學科和興趣，在兩岸三地的安利公司實習，熟習商業環境、了解自己長處、體驗文化差異，啟發自己對日後事業發展的計劃。

As a well-developed direct selling company operation in Hong Kong for more than 30 years and with presence in more than 80 countries and territories, Amway Internship Program aims at giving university students the opportunity to learn more and get prepared for their future working life.

The Programme commences in June 2008 with duration of six weeks. Selected candidates will go through a comprehensive induction programme to gain a better understanding of the Amway's core business values, its structure as well as its latest developments.



## 兩岸三地了解 跨國企業的營運

實習生先參觀安利（中國）位於廣州永和的體驗中心、物流中心與廠房，最後是辦公室。然後不同部門的實習生到自己所屬的實習部門參觀，並與安利（中國）員工交流。同學們印象最深刻的是到體驗中心，他們認為這裡猶如安利博物館，能對公司的歷史背景有更深層次的了解。此外，佔地40,000平方米的物流中心，配合高效率的管理運作，亦令他們驚歎不已。



## 充滿活力的工作環境 令人印象深刻

在台灣，實習生同樣參觀了體驗中心、物流中心、廠房及辦公室，並到自己所屬的實習部門參觀，與台灣安麗員工交流。在這裡，他們看到更先進的物流系統，亦遇上身穿“I Love Amway”T恤的員工，感受到他們對工作的投入。此外更到過台灣安麗的體驗中心及辦公室內的R&J Café — 取兩位創辦人名字的字首，為員工提供健康又美味的食物，讓他們更有拼勁面對明日挑戰。



## 傳訊部：

「加深對直銷的認識。」

**吳麗麗 Charlotte Ng (左)**

香港中文大學文學院二年級生，主修英語

「安利就如一所大學，為我們準備了多個學習機會，讓我們認識到直銷業，以及深入了解安利公司及其他公司的架構和運作模式，猶如是上了多個商業課。而有別於一般課堂的是，安利提供我們真實的體驗，不只是在紙上空談商科理論。對於文科生來說，這絕對是難能可貴的經驗。」



**王詠嫻 Joanne Wong (右)**

香港中文大學文學院三年級生，  
主修語言學及現代語言系

「我認為能夠加入安利傳訊部，確是一件幸運事。在這裡我不但可以協助出版、每日接觸許多有關美術設計和公關工作的資訊，原來《安利月刊》的印刷量遠超過很多暢銷雜誌！透過在廣州和台灣的考察，我更認識其他部門的運作，對直銷行業的經營模式和其他配設有初步的了解。我相信這是我投身職場前一個非常寶貴的經驗。」



**葉愉恆 Alex Choi (右)**

香港浸會大學商業行政學院二年級生，  
主修應用經濟

「透過這次的實習計劃，我學到如何跟別人合作，特別是一些跟自己生活背景不同的人，學會聆聽他們的意見。在訪問直銷商的時候，他們的樂觀、積極及進取的態度令我猶如上了一課。」

## 儲運部：

「直銷商很有人情味。」

**林錦源 William Lam (中)**

嶺南大學工商管理學院市場學二年級學生

「在香港，大部分的暑假實習也是作簡單及重複性的工作，但安利的實習機會不單有不同挑戰，更讓我們有機會出外工幹。令我印象更深刻的是安利的員工和直銷商很有人情味，也不乏高學歷、年輕的直銷商。」

**伍振興 Jimmy Ng (左)**

香港理工大學工商管理二年級生

「兩岸三地安利的物流管理非常有系統，為直銷商與顧客帶來不少方便，足以證明公司的實力之雄厚，同時以人為本的精神。」





## 電腦部：

「實習擴闊視野。」

**林家霽 Kenneth Lam (右)**  
香港中文大學工商管理學系二年級生，  
主修金融工程及資訊系統管理

「當一個實習生，以學習的態度去了解工作，為將來的工作打好基石，我相信這是人生裡難得的機會。很榮幸能到安利當實習生，讓我有機會了解其獨一無二的營商模式，及背後的成功理念。」



**廖珮均 Queenie Liu (左)**  
香港中文大學電腦工程學院三年級生

「安利（中國）的資訊科技系統是我見過最先進，規模最大的，教我驚嘆不已。」



## 市場部

四位市場部的實習生，分別來自香港城市大學、香港中文大學、香港浸會大學及香港科技大學，獲安排到紐崔萊巴西有機農場實習兩個月，實地研究及體驗有機耕種的整個過程，並進行與有機耕種、有機農場與周邊社群的研究和分析。

**董嘉寶 Mabel Tung**  
香港城市大學一年級生，主修地理及資源管理

**李曉嵐 Karli Lee**  
香港中文大學一年級生，主修地理及資源管理

**黃慧玲 Koey Wong**  
香港浸會大學二年級生，主修應用生物學

**容卓敏 Charmanie Yung**  
香港科技大學二年級生，主修生物學



紐崔萊有機農場實習生將於10月安利月刊分享更多他們在巴西有機農場的實習生涯，密切留意。



七位分別來自香港多間大學的學生，今年暑假參加安利的暑期實習生計劃，獲安排到安利於廣州及台灣的廠房、倉庫及物流中心學習及體驗，比單從書本學習理論更獲益良多。

為讓正在求學的大學生多一點機會裝備自己，接觸及認識商營機構的運作，為日後投身社會工作做好準備，今年香港安利特別推行了為期六個星期的「安利大學生暑期實習生計劃」，讓他們了解不同部門的工作範疇，藉此安利公司可為培育香港社會人才出一分力。

**Amway** 安利