

# AMAGRAM

安利月刊 Helping People Live Better Lives

1.2008



恭賀

新晉雙鑽石直系  
容子明、伍艷玲夫婦

- 皇后牌不銹鋼煲具最新優惠
- LAKONIA特級冷壓橄欖油新春禮盒

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).

## 平衡事業 Balanced businesses

雋

成功的事業，全仗忠心的客戶，這絕對不是甚麼營商竅訣。

正因為此，我們鼓勵你先專注於客戶的銷售和服務，然後才開展招募。學習營銷這一步驟，至關重要，而建立一門平衡的事業，當可給你奠定牢固的根基，讓事業持續發展，生生不息。

事實上，擁有忠心的客戶，即預示我們前路美好，他們不僅認識和信賴我們的產品，也深知我們的業務和立場。

再者，即使他們不一定在尋覓商機，但也在意尋找一些可以信賴的產品，在健康、美容乃至家居方面，都渴望能夠藉此增添生活色彩。

由此可見，對事業機會不感興趣的，對我們的產品卻未必盡然。

故此，請先協助你的「準客戶」選購產品，他們可能無意跟你談論未來，而只是想成為你的顧客。

當其相信我們的產品之後，便會自然而然地相信你。進而在你建立這門平衡事業的同時，樂意追隨你。

語

**It's no secret that successful businesses rely on loyal customers.**

That's why we encourage you to focus your efforts on customer sales and service first, and then recruiting. Learning to sell is an important step. And building a balanced business will give you the kind of strong foundation that will keep your business growing and healthy for years to come.

In fact, loyal customers are our best prospects. They know and believe in our products. They have a strong understanding of who we are and what we stand for.

Besides, people are always looking for products they can trust, even if they aren't necessarily looking for a business opportunity. They are actively looking for products that make a difference in their lives – whether it's for their health, beauty or products for their homes.

So, you shouldn't think that someone who's not interested in the business opportunity wouldn't be interested in our products.

Take the time to help your "prospect" buy a product first. Because they may not be ready to talk about their future yet – they may just want to be your customer.

Get them to trust our products. They'll grow to trust you in return. And they just may follow you as you build your balanced business.

箴

言

# AMAGRAM *content*

安 利 月 刊

Helping People Live Better Lives



6



12



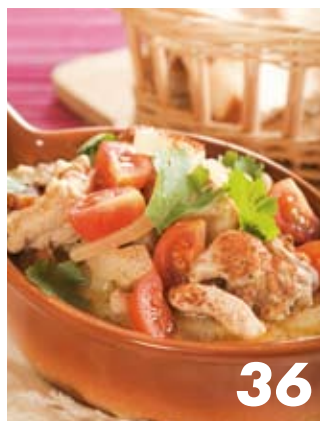
26



32



34



36

## 雋語箴言 ACHIEVE

2 平衡事業

## 優秀事業 ACHIEVE

6 蛻變

11 2007/2008「安利鑽石諮詢委員會」委員名單

12 體育精神萬歲！

16 恭賀新晉直銷商

25 零售推薦龍虎榜

## 健體室 MYHEALTH

26 佳節吃得樂

## 形象坊 MYSELF

28 新春之旅 護膚必備

30 2008流行髮型

## 安樂窩 MYHOME

32 「家肥屋潤」橄欖油新春禮盒

33 食油必選 健康橄欖油

34 「安全」清潔用品檢閱

35 Atmosphere

36 印度乳酪咖喱雞

## 企業動態 CORPORATE BIZ

39 安利 (中國) 榮獲供應鏈優秀獎



**Amway** 安利

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。• 安利優質產品陳列室及購貨中心：銅鑼灣、九龍、屯門、澳門

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.

# 蛻變

*A Real Transformation!*

以智慧毅力，成就不一樣的安利企業！

新晉雙鑽石直系 容子明、伍艷玲夫婦

New Double Diamond Direct Distributors - **Tony & Elaine Yung**



奮鬥多年，容子明夫婦建立起自己的「安利企業」。

## 安利歷程

參加 直系	1997年11月 2000年8月	紅寶石 創業者直系	2001年12月 2002年8月	明珠 藍寶石	2002年3月 2003年3月	創業者藍寶石 翡翠	2004年8月 2003年3月
----------	---------------------	--------------	---------------------	-----------	--------------------	--------------	--------------------

當年擠於九龍灣  
啓業邨一個百多  
呎單位，今日重  
遊舊地，勾起不少  
回憶。



蝴蝶為了展開美麗的翅膀，經歷了艱苦的蛻變，由卵變成幼蟲，由幼蟲變成繭，然後破繭而出，展翅飛翔。與之相似，容子明、伍艷玲夫婦就好像一雙正在蛻變的蝴蝶，那些我們自認為的困難就是束縛我們的繭，只有像蝴蝶那樣頑強不息的為一個夢想去拚，去衝，去闖，去奮鬥。而夫婦二人就憑著要「變」的熱情、堅持和忍耐，他們終於破繭而出！他們今天的成就便是蛻變的最佳例子，成為香港安利雙鑽石直系。

Butterflies go through a life cycle known as complete metamorphosis, where they move through four stages: egg, larva, pupa, and adult. During the metamorphosis they shed their old skin to reveal a newer, larger skin underneath – a process known as molting – and finally they are transformed into an adult butterfly.

Our new Double Diamonds have experienced a similar transformation in Amway. Their business is now fully formed and they are ready to fly to even greater heights!

容子明、伍艷玲夫婦於1997年加入安利，到1999年當真正認識到安利事業的好處時，便全力投入發展，在2003年晉身為鑽石直系。今日，他們更晉身為雙鑽石直系。要在數年間晉身為雙鑽石，當中必定投放了不少時間和努力，所面對的困難和挑戰絕對不比別人少。當年他們只是帶著區區的數千元來到香港，面對著陌生環境的新移民，到今日卻成為團隊人數逾千人的領導人，究竟他們成功的背後，又是一個怎麼樣的安利人故事？

## 求變期

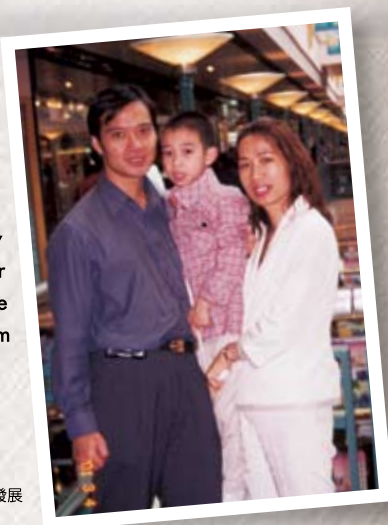
在台山長大的伍艷玲，自小在鄉間與母親、哥哥和妹妹生活，父親則長年在香港工作，而每逢假期到廣州探望姨姨時，總被那份大城市氣息所吸引住，初中三年級畢業後便毅然到大城市闖一闖，期間認識了丈夫容子明，並於1994年結婚，一年後誕下兒子，「當年決定來港，希望可以改善生活質素，更重要是給兒子一個好的教育環境，但事與願違，初到埗人生路不熟，

The Yungs joined Amway in 1997 and started developing their business in 1999 after realising the potential of the Amway plan. After just four years of hard work, the couple succeeded in becoming Amway Diamond Distributors in 2003. This year they became Double Diamonds, showing the power of Amway to help people transform their lives and achieve real success.

給予兒子更好的教育，是努力發展安利事業的最大原動力。



年輕時的伍艷玲。



創業者翡翠  
鑽石 2004年8月  
2003年7月

創業者鑽石  
行政鑽石 2006年8月  
2004年7月

雙鑽石 2007年7月



在安利數年間促使夫婦二人徹底的改變。



一家三口唯有居於老爺、奶奶的居所，而小小百多呎的單位卻連同親戚合共擠下了六個人，環境相當侷促，與我們當初所想的絕對是兩回事，當時我想：『莫非我們往後的生活就這樣過？』那時候，丈夫很想盡快改善到全家人的生活環境，於是

是他除了報館的正職外，晚上更另兼兩職，當完晚間看更後，凌晨三、四點便緊接去疊報紙，每天工作近18小時！」可惜，容子明的勤奮和在工作上的時間投資，並不足以換取生活質素上的改善，得到的只是一身疲憊！

其實，當初來到香港的時候，伍艷玲在一個偶然的機會下認識到安利，並於1997年加入安利，但當時只是買產品自用，「那時香港對我來說是完全陌生的，更沒有甚麼朋友，又怎會有勇氣做一門與人接觸的生意？」但眼見丈夫為一家人的生活而勞累不堪，伍艷

玲非常希望能分擔丈夫重擔，因此，她便嘗試發展安利事業，希望能夠改善生活質素。

## 奮鬥期

### 一股幹勁

然而，她起步發展安利事業時並非一帆風順，「由於上線在外地，我只能獨自去學習，每天帶兒子上學後，便會從九龍灣坐13D巴士到旺角購貨中心，在會議室門外聽其他領導人講會，將所聽所學的融會貫通。我更選擇當時較多新移民居住的深水埗區，作為建立我銷售網絡的開始，因為以我的背景容易與他們打開話題。」而每日提著重重的產品去坐巴士、做示範、做介紹，更勞碌奔波至曾經中暑，但伍艷玲卻仍然堅持和努力，「安利生意是公平、公正，不論年齡、學歷和背景，都可以得到同等的發展機會，多勞多得，只要你肯努力，就有機會成功，何況工作時間

## Finding a way forward

Born in Taishan, China, Elaine had always been keen to live in a big city. After graduating from school at form three, Elaine moved to the city and started work. She later met her husband, Tony, and they married in 1994, having a baby one year later. "We decided to come to Hong Kong to enjoy a better standard of living and, more importantly, provide our son with the best education. However, we stayed in a small flat with our parents when we arrived and life was quite tough for a while," Elaine recalls.

To boost their income and improve their living standard, Tony chipped in by taking two part-time jobs after his regular daytime job, at one point working nearly 18 hours every day. Elaine says she wanted to share her husband's heavy burden and realised that Amway was the only chance for changing their lives.

However, it was not an easy ride for Elaine. "There was no one here to give me close guidance at the very start. It was not easy at all but I never give up because

榮登行政鑽石名銜，在安利三十週年年會上獲美國安利機構主席史提夫·溫安格頒贈獎銜。



容子明夫婦很著重與下  
線的溝通，互動學習，  
與團隊同步成長。



「窮則變，  
變則通，  
通則久」，  
當遇到問題時  
就會嘗試  
去改變，只有  
改變了，  
才可以解決  
問題。

自由，讓我可以照顧兒子，彈性工作時間讓我能夠每天接送兒子上學放學。」

或許，伍艷玲急於改善家人的生活，發展初期像「盲頭烏蠅」般只管做，以為憑著一股幹勁便會成功，沒有想過甚麼周詳計劃，更談不上甚麼發展策略，因而令事業發展到某個階段，即使如何拚命幹依然停滯不前。

### 改變策略

其後，經過在安利數年間的磨練，學習到策略性發展計劃的商業智慧，掌握了在安利事業能夠突圍的竅門，「安利是一門銷售的生意，更是一门對人的生意，成功的關鍵是懂得透過聆聽而對顧客有更深入的了解，透過分享更了解他們的需要，以熱誠態度令他們相信你。」

「另外，就是要熟練掌握產品的知識，公司已提供充足的培訓和講座，而你用過產品的親身體驗，更加是說服顧客的最佳工具，顧客不會比你更相信你的產

品。我們亦重新部署發展安利的方針，跟隨市場發展、需要而改變，像鎖定新移民為我們的目標市場，不論他們是用家抑或是有意發展安利事業，都有建立我們生意上人際網絡的空間，將心比己，更明白了解他們的需要，聆聽他們的心聲，而且這正正切合到安利生意的理念——人人有著同等的發展安利事業機會，歡迎任何人隨時加入。」

### 全情投入

除了經營上的策略，相信容子明夫婦對安利事業的那份百分之二百的熱誠和投入感，將安利生意融入生活中，才是他們打開成功之門的鑰匙。當他們眼見自己的安利生意發展到相當規模，持續得到穩健的回報，在2002年丈夫更辭去報館的全職工作，全力與太太一起發展安利生意，「我在報界工作了接近十年，每天只是上班、下班，身邊許多年資較高的同事，縱使默默耕耘，在工作上亦沒有太大的成就，於是我決定辭去工作，與太太並肩作戰，全力發展安利。」終於，他們取得事業上的另一個突破！

I knew that everyone had the chance to succeed in Amway, regardless of their age, education level or background. The harder you work, the higher the income you'll get. Even better for me was the fact that I could take care of my son and develop my own business at the same time – that's the real beauty of Amway."

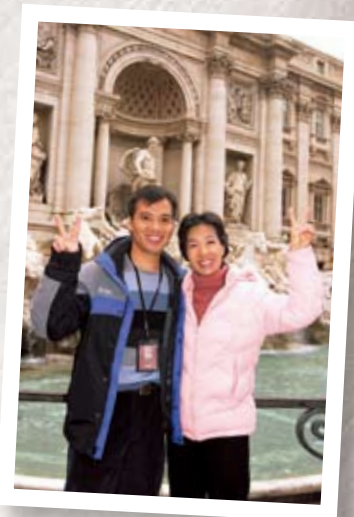
### Passion and diligence

Elaine did not achieve much in her years of working in regular jobs – she just used to work hard with no goal or strategy in mind. In Amway, however, she managed to acquire real business acumen and was able to build a successful business driven by a determination to reach her goals.

"It's important to develop a closer relationship with customers and understand what they need, and Amway offers us training that help to improve our selling techniques.



成功發展安利生意，自置物業，讓一家人享受舒適的居住環境，實現當年夢想。



因為安利，在聚會中享用了意大利菜並許下到意大利的願望；因為安利，他們的夢想實現了，之後還有更多的旅遊機會。

## 收成期

艱難時世能激發人的潛能，他們就靠這股力量絕處逢生，令人刮目相看。



容子明夫婦表示好的領導人，最重要是以身作則、正直和充滿熱誠。

### 美滿人生

經過多年奮鬥，容子明夫婦建立了一個屬於他們的龐大事業，今天更晉身為雙鑽石之列，而全賴安利事業，不但達成當年的理想，擁有夢想的居所，給兒子最好的教育環境，往世界各地旅遊，收入增加，贏得優質的生活質素之餘，讓他們享有自主的生活方式，自行處理時間，「現在可以得到時間自由、經濟自由，這正是我們一直嚮往的美滿人生！」，更重要的是可以幫助身邊的人成功，做到助人助己的安利精神。而安利的事業機會，更開啓了容子明夫婦的個人潛能，讓他們的領導才能發揮得淋漓盡致，伍艷玲回想最初發展安利時，即使是站在台上講話數分鐘，足以令她雙手顫抖兼冒汗，而現在於台上一舉手一投足均盡顯領導人的風範。

### 自我提升

而經過多年在安利的學習和磨練，組織能力亦大大提升，例如他們的團隊每年都會舉行多個大型會議，由

策劃、籌備、演講到培訓，全部均由他們一手包辦，規模更由最初的數十人，增加到現在逾千人。當然，他們的成功亦需要下線的配合，發揮團隊精神，「我們很著重與下線的溝通，每個人都有優點，透過不同範疇的工作安排，讓他們能夠各盡所能，更重要的是透過交流、互動學習，一起去完成目標，達至成功，取得最佳的業績。」憑著這套「知人善任」的領導方針，現在，容子明夫婦便擁有一個多達千人的龐大團隊，加上配合安利公司的銷售策略，他們成就了一門龐大的事業。

事業上的成就，生活上的滿足，對別人而言可說是別無他求，但容子明夫婦對自己仍然有很高的期望，希望每天都能突破自己，並以自己作為榜樣，與團隊一起向前邁進，幫助更多人建立屬於自己的事業，改善生活質素，活得更精彩，正如容子明夫婦若當年沒有把握安利的機會，如今就不會「破繭化蝶」，取得完美的成功，建立了一個屬於自己的「安利企業」！

A great knowledge of the products you're selling helps you to gain the trust of the customers. Also, making the right decisions on marketing is also important to grow your business network," Elaine says.

Tony gave up his job to support his wife in her Amway business in 2002. Now the passion and diligence they show for their work are the two most crucial factors in helping their Amway business to succeed.



回顧過去，展望將來，訂立下一個目標。

## A fruitful life

Tony and Elaine can see how their quality of life has improved since joining Amway. Not only have they earned enough money to buy their dream house, but they can also provide their son with a good education. "We are now enjoying benefits such as the freedom to manage our time as we please together with fruitful returns," says Elaine.

The two of them have also been able to develop the charisma demanded of leaders. "We've put a high value on communication with our downlines," says Tony. "Everyone has their own strengths and by working together we can generate even more power to achieve our goals."

The couple believes that the Amway business suits people from all backgrounds as long as you are willing to help others and also help yourself. That's how Amway has the power to change lives.



2007/2008

## 「安利鑽石諮詢委員會」委員名單 Amway Diamond Advisory Council



### 後排左起：

鑽石直系黃錦萍、行政鑽石直系陳鎮平、  
行政鑽石直系林帝興、雙鑽石直系容子明、  
鑽石直系林傲梵、創業者鑽石直系陳顯棠

### 前排左起：

雙鑽石直系吳張可芝、雙鑽石直系勞崔寶寶、  
三鑽石直系吳華權、皇冠大使直系傅吳彩雲、  
三鑽石直系李家達、雙鑽石直系余陳惠英

### Back row from left:

Diamond Cora Lai, Executive Diamond Boe Chan,  
Executive Diamond Edison Lam, Double Diamond Tony Yung,  
Diamond Spark Lam, Founders Diamond Chan Hin-tong

### Front row from left:

Double Diamond Gigi Ng, Double Diamond Paula Lo,  
Triple Diamond Daniel Ng, Crown Ambassador Anita Fu,  
Triple Diamond Arthur Li, Double Diamond Yu Chan Wai-ying

新一屆的「安利鑽石諮詢委員會」委員已經順利選出，希望各委員能攜手合作，保持緊密溝通和提供寶貴意見，令安利事業更上一層樓。

The members of the Amway Diamond Advisory Council for 2007/2008 were recently elected. Amway hopes all council members will work closely together to share opinions and insights that can help to further strengthen the Amway business.



# 體育精神萬歲！ A Sporting *Chance*

零八奧運如箭在弦，各國運動好手都已密鑼緊鼓，為國爭光；在本地，安利直銷商勞宜良、傅文峰及顏素嫻三位運動熱血之士，他們從運動興趣中獲得的自我超越及團結協作精神，卻畢生受用。

The Beijing Olympic Games will capture the attention of the world in 2008. Three Amway Distributors – all huge sports fans – share their experience of developing their sportsmanship through the Amway business.



# 太極的啟示

累積了多年耍太極經驗的勞宜良 (Paul) 表示，他與運動之間建立的那份細水長流感情，已是牢不可破，他欣然說道：「運動就是健康，運動就是快活人生。」他表示，體育運動並令他的人生與事業，帶來了意想不到的驚喜。

Paul熱愛運動，除了興趣使然，主要理由是他深深體會到運動不單止為身體機能帶來正面影響，它更包含精神及心理方面的健康層次。

「很多人經常埋怨活得不快樂，其實眾裡尋他，快樂秘笈就是從一己的身體出發。」Paul以過來人的經歷解釋：「當你進行運動時，生理會帶動心理，激發令人開心愉悅的元素。以我本人為例，每次耍太極半小時左右，即感受到讓人開朗的荷爾蒙正發揮作用，整個人也豁然起來，兼且在思維方面也清晰得多。所以，多年來我堅持定時耍太極，從不間斷。」

Paul笑言，全賴運動，令他擁有一副年青人也羨慕不已的身形，「我從來不會有脂肪或大肚腩的煩惱，都是勤於運動所致，一副fit的體格，令自信心也站高一線呢！」

不過，最令他感到自豪的，是可以從太極運動中，成就出堅毅與紀律等優點，令他的人生變得更具意義。「雖然我並非職業運動員，但在練習太極的過程中，我明白到耐性、毅力與保持生活規律的重要性，這不僅對我的身心有裨益，在不知不覺間竟令自己的安利生意積累成為一種重要的無形資產，皆因我根本無須多費唇舌，向大家講解健康對人生的重要價值，又或細說如何才可達成健康之道，我本身已是眾人心目中的一個健康好榜樣。」

而Paul更將從太極運動中所領悟的哲學涵義，實踐在他的安利生意上，結果助他在發展過程中更順心，「太極提倡身心和諧調協，不強己所難，內外相合，剛柔互兼，而一個團隊就如身體一樣，同樣需要和諧協調，我作為領導人就擔當協調隊員的角色，剛柔並濟，做決策的時候會剛強果斷，當隊員遇到困難、氣餒，甚至想到要放棄的時候，我便會從旁指導，給他們鼓勵和支持。我亦會教導團隊太極中『中正安舒，心靜體鬆』的修身處世之道，拋開生活壓力的負擔，體驗『體鬆』的感覺，在這樣的身心狀態下做事就更能事半功倍。」

但Paul強調，要擁有健康快樂的人生，是不會從天而降的，還須如運動訓練般，經過不斷學習才有進步。「對我而言，這一切其實有賴二十多年前作出的一個決定。當時仍在船公司工作期間，我尚未參透何謂真正的健康快樂人生，直至接觸到安利生意，令我有更多自由與

時間去籌劃更進取的做人方向，自此不僅讓我有更好的機會開展自己在運動方面的興趣，並使我從運動之中進一步將事業提升。」

小決定，大改變，要成全有意思的人生，原來未必一定大費周章。



勞宜良 Paul Lo  
雙鑽石直系 Double Diamond Direct Distributor

I've learnt to be persistent and disciplined by practicing tai chi. My experience in sports has helped me realise the importance of being patient and showing discipline in my daily life, and of course it's also benefited my health. I put myself forward as a good example when convincing people about the close link between good health and the Amway business.

# 高瞻遠足成大器

登山遠足這項運動對於傅文峰 (Ben) 而言，已超越了投向大自然、舒展身心的個人層面，因為他每次郊遊遠足，都是動輒一百數十人之「壯舉」。「獨樂樂不如眾樂樂嘛！」Ben的推己及人精神，盡在不言中。

Ben認為，遠足有益身心，是七歲至七十歲人士也可樂在其中的帶氧運動，所以他聯同安利的其他夥伴，多次發起大規模的「喜闖高峰」行動，實行扶老攜幼共享登山的健康寫意滋味。

「遠足除了可遠離市區繁囂、強身健體外，其背後還有意義重大的哲理，就是發揮互相扶持的群體精神。」Ben語重心長地稱，他從行山運動及多度策劃集體登山活動的經歷領悟到，在遠足的過程，是實踐大夥兒互相合作及協調的良機。

「在數小時的遠足行程中，每個人其實正扮演著不同角色，例如，有人會成為先頭部隊，搶先一步在目的地打點用膳事宜；有人則善於在途中照顧大家所需，關心眾人會不會缺水、是否可跟得上大隊……這種群策群力精神的體現，正是我愛上遠足的一大理由。」Ben表示，行山運動並啟發了他另一做人處事之道，「每一條遠足路線都有其終點目標，這跟人生一樣，總有既定方向與目標，才可使人生不致迷茫、欠缺意義。」

Ben謂，他目前在安利發展生意，正好讓他貫徹這種運動精神。「這盤生意背後的理念，就是要大家去互相扶持，例如，經驗尚淺的領袖，由較資深的一群去引路，情形好比我們在行山時，訂定清晰的終站目標，然後共同努力，用毅力、用決心一起奔向目的地，中途大家會互相鞭策，絕不捨棄對方，利用團隊力量齊齊走畢全程。」

Ben深感，唯有透過團結協調和默契，才可以事成。「即使一個人的本領如何高強，還須團隊各自付出所長，才足以成就大器。這種道理，我通過行山運動，獲得了徹底體驗，亦成為了我的安利生意的一大重要支柱，因為成功與否，並非全憑個人的事情，而是群體之力量使然。」



傅文峰 Fu Man-fung

創業者直系 Founders Direct Distributor

I'm a keen hiker, which is an activity that helps develop a good team spirit. Some of the hikers might show strong leadership while others may show strength in being well prepared, but we share the same goal and work together to achieve it. That's the kind of team spirit I want to see as I develop my Amway business.



# 排除人生萬難

奧運會發起人Baron Pierre de Coubertin於1908年曾這樣形容體育精神：「奧運會最重要的不是贏得比賽，而是參加比賽；正如人生最重要的不是勝利，而是奮鬥。」

自小已鍾情運動，並曾屬香港排球青年軍一員的顏素嫻（Winnie）亦認同，從運動競技的贏輸之中，得到了非常重要的人生啟迪，就是致勝之門不能單靠個別球員的技術開啟，而是一場群策群力的團隊遊戲；她謂，排球訓練不單止是體能與技術之鍛煉，兼且是人生之重要一課。

「從練習排球之中，我領略到無論在球場抑或實現人生也好，每個人都有不同的崗位，每個崗位也非常重要。這個道理在我較年幼時，還未融會貫通，因我一直屬於個人主義較強的人，以為只要個人表現出色，就能為球隊帶來勝利。結果我們排球隊中六名球員雖然各擅勝長，不論是快擊手或大槌手都表現突出，但每當一起出賽時，卻戰無不敗。」

Winnie憶述，經過時間的浸淫與明師指點後，她逐漸深諳團隊精神的重要性。緣於對集體主義精神珍而重之，Winnie邁步她的事業路時，亦選擇以體育團隊精神為主要方向。「尚未大學畢業時，我已決定發展自己的安利生意，原因是我發現安利領導人的成就是全面及多方面的，他們可以將事業、家庭和健康也平衡得宜，絕不會成就了事業，卻與家人及朋友變得疏離。」像Winnie現時仍有相約一眾舊隊友切磋球技，但奈何卻往往難於遷就，「他們的工作時間因身，頂多只可於晚上下班後或週末才有空，有時甚至定了時間卻因OT而失約；反而我與團隊內的排球愛好者，隨時都可以齊集一起搓幾球，同樣都是全職做著安利生意，但不用受工作時間的限制，有足夠的空間和時間給我繼續發展運動上的興趣，而且運動後工作，頭腦更清醒。」

更重要的是，Winnie覺得安利的工作氣氛，與運動精神有不少雷同之處。「例如，在公司內表現出色的人，就好比成功的運動員和教練一樣，他們不僅樂意指點我一些基本的營商技巧及銷售本領，並注重傳授『內功心法』，包括真誠待人、言而有信、寬宏大量等『商德』；他們不會以高高在上的姿勢出現，而是扮演著啟迪別人的角色，就如中國女排的精神，做到薪火相傳。所以，即使我目前在安利的事業尚屬起步階段，但公司內部注重團隊精神的凝聚力，跟我做運動員的理念可謂不謀而合，亦成為我繼續事業與人生前路的一大原動力。」

Every team member plays an important role on the sports field – and it's the same in life and in my Amway business as well. Successful leaders guide you in developing the business, just like the successful athletes and the coaches. They're willing to teach you and work with you to achieve your goals.



顏素嫻 Ngan So-han, Winnie  
直系 Direct Distributor

# 恭賀新晉直銷商

## Congratulations to Our New Qualifiers



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



#### 林桂芳 陶群妹 (公務員/文員)

二十多年前已接觸到安利，但礙於自己性格內向，覺得不太適合發展這門生意，但在一次大會中，太太一位發展安利生意的同學自信地在台上演講，看到這位同學的轉變，加上親身使用過安利產品後，優良的品質給予我很大的信心，於是鼓勵太太發展。而安利事業的自由性，正好讓太太兼顧到家庭和子女。現在子女長大，時間多了，而安利的自由發展空間可讓我們全力發展生意。在安利，我看到自己的成長，有目標感，更有自信心，亦學習到朝長遠的發展去看，開闊了視野。

#### Lam Kwai-fong & Kwan-mui (Civil servant/clerk)

I'd known about Amway for 20 years or more but always thought I was too much of an introvert to develop the Amway business. Later, I encouraged my wife to start the Amway business after seeing how one of her former schoolmates spoke so confidently on stage at a leadership meeting. We soon realised what high quality Amway products were and that my wife had found a business that offered her total freedom in managing her time. This in turn improved our family life. In Amway, I've been able to acquire personal growth, set clear goals and become a more confident person. I've also learnt how to broaden my mind.



### 創業者直系直銷商 Founders Direct Distributors



#### 溫宗耀 曾會萍 (退休公務員/高級行政人員)

傳統投資或生意風險大、沒保障、無遠景；相反，當我的安利生意網絡及組織穩健成長後，就有一個長遠穩定的收入，讓我感受到自由及保障。要成功發展安利生意，就要緊記「學習、努力與堅持」這三大原則。

#### Wan Chung-yiu & Wui-ping (Retired civil servant/senior executive officer)

Traditional businesses hold great risks and come with no real security or prospects. In Amway things are very different - I feel both free and secure knowing that I have a stable network that can provide me with life-long protection. Remember to keep on learning and keep your goals in mind as you go about developing your business.



## 創業者直系直銷商 Founders Direct Distributors



**陳穎謙** (學生)

安利事業可助人自助，透過分享，可拉近人與人之間的距離。經營安利事業亦十分自由，可從兼職開始發展，人人都可享有發展機會，並且透過學習得到成長。

**Chan Wing-him** (Student)

Being able to help others – and at the same time help yourself – is the most important thing I've learnt through Amway. You can develop a close relationship with others within the Amway network, and it's a very flexible business to run. It's easy to start off working part-time until you can begin to develop it fully as a future career.



**溫蔚雯** (學生)

一般職場同行如敵國，成功方法要靠自己摸索；但在安利則會有人與你分享成功心得，比起傳統生意更添一份濃厚的人情味。而且安利生意有保障，可以代代相傳，就算有一天我想停下來，只要網絡穩健，仍可享受有收入。

**Wan Wai-man, Rowena** (Student)

Competition is keen in other businesses and there is seldom anyone there to teach you how to succeed. In Amway there are many people who are willing to share tips to help you develop. Then, once you have developed a stable network, you are free to enjoy lifelong protection and a stable income.



**甘漢鏗 鄧麗芳** (推銷員/家庭主婦)

當身邊的親朋好友的健康因為安利產品而得到改善，安利生意又有進步時，就為我帶來很大的滿足感。

**Kam Hon-sai & Lai-fong** (Salesman/housewife)

I get a lot of satisfaction through Amway, especially seeing the health improvements in my friends after using Amway's quality products. It's also heartening to see the steady growth of my business.



**袁錦林 馮芷娟** (的士司機/收銀員)

用心對待每個人，不要計較眼前得失，一直是我經營安利事業的宗旨。只要做好「自用產品、學習知識、分享機會、成就事業」四個步驟，一定可以在安利事業上取得成功！

**Yuen Kam-lam & Chi-kuen** (Taxi driver/cashier)

The principle I employ for running the Amway business is to deal with people in a wholehearted way and never worry about short-term losses. You can succeed by taking four steps: use the products, learn the knowledge, share the business opportunity and, finally, build a winning business.



## 創業者直系直銷商 Founders Direct Distributors



**陳蘭英** (收銀員)

自己的家族以前也是做生意的，一個錯誤的投資決定就足以變得一無所有，還有負債。相反，安利事業不但風險低，而且與合作夥伴或顧客變成朋友，令人與人的關係更緊密。

**Chan Lan-ying** (Cashier)

From my family's experience of running businesses, one wrong decision can be detrimental to the whole future of the business. In Amway, however, I have a close relationship with fellow Distributors and Privileged Customers, which helps the decision-making process. I have even become close friends with many Amway partners!



**梁靜雯** (大學生)

我十分欣賞安利生意的網絡潛力，很多龐大生意的系統都建基於網絡，有著如此穩健的發展網絡，讓我能享有財務自由，賺取額外收入。對我而言，最大的挑戰是如何領導團隊，不過我會多向領導人學習，帶領團隊更上一層樓。

**Leung Ching-man** (University student)

The potential of the Amway business is superb and I am able to enjoy a secondary income through the comprehensive network I've built up. The greatest challenge I face is how to lead my team to even greater success – something I will do by drawing on the example made by other leaders.



**羅露華** (普通話教師)

安利就像深閨少女，沒揭開她神秘面紗以前，別人都了解她。當大家真正認識她之後，人人都會喜歡上她。

**Lo Lo-wa** (Putonghua tutor)

Amway is a bit like a timid girl – no one really knows or understands her. However, once her true colours are revealed, people actually get to like her a lot!



**劉穎奇 譚曉欣** (項目經理/助理投資顧問)

助人自助 - 是我在安利最深刻的體會。這裏我可以與人分享，豐富自己的生命，同時豐富別人的生命。

**Lau Wing-kay & Hil-yan** (Project manager/assistant investment consultant)

Being able to bring out the best in other people provides my deepest satisfaction in Amway. I can share the benefits of the business with others, enriching my own life in the process.

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.



## 創業者直系直銷商 Founders Direct Distributors



**蕭潔丹** (教師)

安利事業是沒有失敗的人，只有放棄的人。經營了短短兩年，我改變了生活目標，改變了形象，全家人也變得健康，家庭生活增添了不少色彩。

**Xiao Jie-dan** (Teacher)

There is no failure in Amway. Although my business has been running for just two years, my life goals and self-perception have changed dramatically. Now my whole family is healthier and happier than before.



**陳卓瑩** (寵物訓練員)

欣賞安利事業的地方是我不用放棄工作，可在空餘的時候發展生意，與別人分享優質產品的同時，我亦得到額外的收入。

**Chan Cheuk-ying** (Pet trainer)

I appreciate that I did not need to give up my regular job while developing the Amway business. I enjoy being able to share the quality Amway products with others and I've been able to gain some extra income at the same time – a real win-win situation.



## 紅寶石直系直銷商 Ruby Direct Distributor



**許皓然 王藝靜** (行政人員/普通話導師)

如果安利不是一門很好的生意，又怎會有這麼多早已成為安利人的父母，將這門生意推介紹給自己的子女，全家人一起發展呢？這正因為看到安利生意所能帶給他們的長遠保障，希望自己的子女亦能得到這份保障，而我們就有著相同的想法，所以專心一致發展安利。

**Hoi Ngai-loon & Ngai-ching** (Executive officer/Putonghua tutor)

What make parents, who've been in Amway for a long time, introduce their children to the business? The reason is they realise the business offers life-long protection and they want the same secure lifestyle for their children. That's why I joined Amway – to enjoy a secure future for all the family.



## 直系直銷商 Direct Distributors



### 蘇傲雪 (業務經理)

低資金、低風險，是安利事業的特色。長時間投資及經營，建立人際網絡，讓我獲得長遠及穩定的收入。我欣賞安利的自由企業精神，彈性自主，又可發展國際網絡。現在的目標是與團隊共同合作，邁向成功之路。

### Susan So (Business manager)

Low capital investment and low risk are two important characteristics of the Amway business. Through continued hard work I have achieved stable long-term profits, and I appreciate the entrepreneurial spirit of Amway which gives me flexibility in developing the business, even in the international market. My goal now is to coordinate my team to work towards greater success.



### 王榮欣 黃玉玲 (室內設計/文員)

剛開始安利事業時，受到家人的反對。後來透過行動及成績去證明，讓他們慢慢接受，他們亦開始使用安利產品。安利的產品早已完成科研，品質得到肯定，我只需專注推介給朋友就可以。

### Wong Wing-yan & Yuk-ling (Interior designer/clerk)

We faced opposition from the family when we first joined Amway, but tried to convince them through our success. They gradually came to accept Amway products. The scientific validation of Amway products gives me greater confidence when selling to others.



### 江小蘭 (家庭主婦)

傳統的生意投資風險很大，有可能令你一生的積蓄化為泡影。安利事業的不同之處是在於低風險、有保障，帶給我更自由的空間及額外收入。而且我在安利學會如何規劃人生及時間管理，令自己的信心大增。

### Kong Siu-lan (Housewife)

In a traditional business you face high risk but receive no protection. Amway is different in the way that it is low risk, has a large market and offers life-long protection. The business has brought me an easier life and extra income, and by picking up skills such as life-planning and time management I have become a more confident person.



### 李妙財 戴炳蓮 (司機/美容師)

最初發展安利事業，常常遭人拒絕，不過我以積極的態度面對，用心地和朋友分享安利文化和產品；用愛去關心身邊有需要的人，慢慢地他們也開始接受，認識到安利事業的美妙之處。

### Li Miu-choi & Ping-lin (Driver/beautician)

When I started in the Amway business I was frequently rejected by people. However, now I am more confident - and more optimistic - and I can wholeheartedly share the Amway business and products with others. Friends and relatives have gradually accepted us and now see the beauty of the Amway business.

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.



## 直系直銷商 Direct Distributors



### 何寶明 楊秀雲 (司機/護理員)

在發展安利事業期間，自己能不斷學習，令自己的思想及外形改變，變得更積極進取，讓我獲得很大的成就感。現在自己會以身作則，多鼓勵及讚賞下線，上下一心，同步發展。

### Ho Po-ming & Sau-wan (Driver/caretaker)

Devoting myself to Amway has given me great satisfaction, and both my appearance and way of thinking have improved considerably through continuous learning. I intend to lead my group to further success by setting myself as a good example and through encouragement and praise for my downlines.



### 文太芬 胡文霞 (工人/家庭主婦)

將安利產品推介紹給朋友，能令他們的生活質素得到改善，讓我感到十分驕傲。我會繼續與下線互相鼓勵，與人分享，達到更遠大的目標。

### Man Tai-fun & Man-ha (Worker/housewife)

I am very proud of the way my friends came to appreciate Amway by using the quality products to look better and feel healthier. My aim now is to strive to achieve my goals by encouraging my downlines and sharing the amazing Amway opportunity with others.



### 胡兆彬 蘇綺綺 (補習老師/家庭主婦)

發展安利事業，要有良好的學習態度，遇到困難可以請教經驗豐富的上線。回想當初我也曾遭好朋友拒絕，但只要繼續付出真情，誠意對待，就必定能成功。

### Wu Shiu-bun & Yi-yi (Tutor/housewife)

Having a positive attitude towards learning is the secret of success in Amway. Whenever you encounter any problems, your upline is always there to help. Although my friends shunned me at first, I can now see how my dreams can come true – as long as I remain determined.



### 李文洪 (學生)

當朋友知道我現在的收入時，所流露出驚訝的眼神，就讓我到十分驕傲。或許你曾遭人拒絕你的推薦，你可以轉身就走，絕對不會有任何損失的，終會找到你的知音。

### Li Man-hung (Student)

Whenever I tell my friends about the considerable amount of income generated by the Amway business, the surprised expression on their faces make me feel proud. Forget about people who reject your mission to share through Amway and search out those friends who understand the benefits of the business.



## 直系直銷商 Direct Distributors



**李錦榮 顏少香** (地鐵維修/家庭主婦)

安利不只是一盤生意，更是一個機會。只要你願意，就可以發展這門低風險、市場覆蓋率高的事業。我尤其欣賞安利的四大基石：自由、家庭、獎勵及希望，讓我有更大的動力去發展事業。而且透過安利，認識了不同階層的成功人士，令自己也成長了不少，獲益良多。

**Lee Kam-wing & Siu-heung** (Railway maintenance worker/housewife)

Amway is not just a business – it presents a real opportunity for those looking for a large market together with low risk. “Freedom, Family, Reward and Hope” are the four fundamentals that lie behind the development of this business, which has helped me meet successful people from all walks of life.



**趙翠儀** (理財策劃顧問)

安利就像一所大學，既可發展個人網絡，又可學到不同層面的東西。在安利，要成功，可向領導人學習，得到正確的指引，助你發展事業。

**Chiu Chui-yi** (Financial planner)

Amway is just like a university in the way it provides me with a superb chance to learn and develop personal networks. With capable leadership and the right direction, it won't take you long to achieve great things in this business.



**李登峰** (專業教育學院學生)

當初好不容易才找到幾個生意夥伴，但很快便又離我而去，對我造成不少衝擊。不過，我相信只要能一直堅持向前走，就必定會遇上知音。

**Li Tang-fung** (IVE student)

I was really disappointed when my business partners left the Amway business. However, I retain my confidence in the business and believe that, as long as I stay on the right path, I will eventually find a good partner.



**趙娟娟** (旅行社主管)

我最欣賞安利的嘉許安排，給予我無比的光榮，這在傳統生意中是無法得到的。安利生意是沒有風險的，市場大，人與人之間的聯繫緊密得多，只要堅持就能做出好成績。

**Chiao Chuan-chuan** (Travel agency supervisor)

Recognition for your efforts is one of the great things about Amway – something that's hard to find in a traditional business. You will find yourself on the road to success if you put enough effort into your Amway business – and enjoy the risk-free environment and close relationships along the way!



## 金章直銷商 Gold Producer



**廖德星 陳玉冠** (醫護員/廚師)

加入安利後，讓我明白人人都是自由平等的，人人都擁有創業機會。就算是長者，只要肯努力、肯學、肯做，就可以達成目標，活得更精彩。

**Liu Tak-sing & Yuk-kwun** (Medical staff/chef)

Everyone is equal in Amway – and everyone has the chance to develop their own business. As long as you are willing to learn and put enough effort into your business, it's possible to achieve your goals and live a better life.



## 銀章直銷商 Silver Producers



**江偉雄 黃娘娣** (品管經理/家庭主婦)

以前無論工作或生活，都覺得刻板乏味，並沒有人生目標。但安利令我的生活變得多姿多彩，讓我訂下明確的奮鬥目標，使身邊每位親朋好友都能透過安利產品改善生活質素。

**Kong Wai-hung & Neung-tai** (Quality control manager/housewife)

My life was tedious and my work monotonous before joining Amway. I had no aims in life and no direction at all. Thanks to Amway, my life has been enriched – and the quality of life of my friends and relatives has also improved.



**紀岩 劉純芳** (商人/教師)

在認識到紐崔萊營養補充品的同時，亦令我培養出對營養學及健康管理的興趣，因而修讀了多個營養學文憑並取得證書。

**Kei Ngam & Susana Lau** (Merchant/teacher)

Amway has given me the opportunity to develop an interest in nutrition and health management after becoming familiar with benefits offered by Nutrilite food supplements. In fact I've taken it one step further by studying nutrition and becoming certified.



**原家盈** (市場經理)

以前的工作時間長，壓力又大，得不到任何生活的保障。安利生意則比較自由，多勞多得，能獲得更大的經濟自主，為自己打造美好的將來。

**Yuen Ka-ying** (Marketing manager)

Long working hours, high pressure and a lack of security summed up my life before joining Amway. This business is great because it gives me flexibility and economic autonomy. It also helps me understand the relationship between effort and reward – the more I put into the business, the more I get out of it.



## 銀章直銷商 Silver Producers



**林靈遠 劉曼昕** (銀行界/保險業界)

在安利，我們領悟到「以人為本、尊重他人」的人生觀，而透過發展安利事業，讓我們多了時間和機會與人溝通，變得積極、主動，亦多了時間照顧家人的需要。

**Lam Ling-yuen & Man-yan** (Banking industry/insurance industry)

I came to understand the value of respecting others through Amway. I've also gained more opportunities to communicate with different kinds of people, which has made me a more positive and active person. And developing the Amway business means I can spend more time with the family.



**郭偉強 古美玉** (司機/旅遊公司東主)

安利除了為我帶來賺錢的機會，亦讓我得到更多金錢無法買到的東西，例如健康、時間等，成為全方位的成功人士。

**Kwok Wai-keung & Mei-yuk** (Driver/travel agency owner)

There are so many benefits to being involved in the Amway business. Besides giving me the opportunity to earn a good income, Amway also offers me something even more valuable – good health and free time. I have become a real all-rounder thanks to this business.



**洪錦康** (酒樓侍應)

只要抱著分享的心態去介紹安利產品給別人，便可以建立到事業的舞台。現在只是夢想的啟航，我正朝著更遠大的目標進發。

**Hung Kam-hong** (Waiter)

Sharing with others is the principle that underlines my promotion of the Amway products. You too can develop a brighter, more fulfilling career if you adhere to this rule. I'm really still at the starting point, but I'm confident about being able to take my business further.



**Ho Yan-hing** (家庭主婦)

退休生活不一定是沉悶的，像我發展安利事業，反而讓我的生活變得更有意義，可自我增值，提升潛能，同時亦可幫助更多人改善生活。

**Ho Yan-hing** (Housewife)

Retirement doesn't have to mean living a boring life. Indeed, developing the Amway business has brought new meaning to my life by developing new skills and bringing my talents into full play. At the same time I can help others make a better living and live a better life.



**Lai Chi-wing & Joyce** (廚師/會計)

以前身體不太好，但試過安利產品後，自己及家人的健康得到改善。現在可藉著這個親身經驗，與身邊朋友一起分享，讓更多有需要的人受惠。

**Lai Chi-wing & Joyce** (Chef/accounting)

After using Amway products for a while, I've noticed a great improvement in the overall health of my family. I can share this valuable experience with my friends and help more people enjoy the many benefits of Amway.

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.

# 零售推薦龍虎榜

## Rolls of Honour – Retailing & Sponsoring

2007年9月  
September 2007

### 10大個人 Top 10 Personal

#### 零售 Retailing

Ko Chi Tat & Ho Pui Yin  
Yu Seng Kwong & Wai Ying  
Ho Chee Keong & Chung Yuk Kam  
Lai Wang Hou & Wu Meixia  
Tong So Wan Wendy  
Yue Wai Ling Maisie  
Chow Chi Man & Man Ting  
Chan Ting Ming & Sheung Sheung  
Wong Yuen Ching  
Lam Ho Ming Mingson

#### 推薦 Sponsoring

Yeung Man Chung & Suk Ngan  
Hui Man Dick & On Wing  
Ho Yiu Yu & Mei Ling  
Kong Wai Keung & Lee Yip Lin Car  
Au Yeung Wing Nung & Yuet Sim  
Chan Fuk Sang & Lee Sui Bing  
Yu Yiu Kuen & Lai Kan  
Lo Pui Cheng  
Luk Man Piu  
Kong Wai Hung Wainam & Wong Neung Tai

### 10大直系小組 Top 10 Group

#### 零售 Retailing

Lam Bong Fai & Chor Fan  
Leung Kwok Pui & Yu Wa  
Yeung Tak Fai & Chui Yue  
Cheong Pui Kuong & Lai Yee  
Lok Chung Kwan & Yee Kwan  
Fu Clement & Anita  
Li Arthur & Juni  
Chu Wing Fung & Shuk Bing  
Choy Chik Shing & Suk Haan  
So Dicco & Man Kwan

#### 推薦 Sponsoring

Fong Shee Sum & Mei Lin  
Lo Lo Wa  
Hoi Ngai Loon & Ngai Ching  
Wan Yun Fat & Mee Lin  
Chan Hin Tong & Sao Kun  
Lai Fung Kwan  
Cheong Pui Kuong & Lai Yee  
Hui Man Dick & On Wing  
Leung Kwok Pui & Yu Wa  
Lim Wah & Jie Dan



# 佳節吃得樂

## Healthy Eating for the Chinese New Year

紐崔萊一向鼓吹均衡健康飲食及多做運動，但適逢新春佳節喜洋洋，親戚朋友聚首一堂吃喝玩樂，自然吃下不少高脂賀年食品，加上餐餐大魚大肉，對腸胃造成負擔之餘，更令體重直線上升。其實，只要適當選擇食物和營養補充品，春節也可以保持健康體態。

Nutriline believes that a balanced diet and exercise are both crucial for good health. Chinese New Year is a time to gather with family and friends and enjoy good food together – but the problem is that while New Year food can be very tasty, it can also be very greasy too. Also, many of us will indulge a bit more than usual, which adds an extra burden on the digestive system and can lead to the accumulation of weight. Here are few tips for keeping healthy and fit over the Lunar New Year period.

### 新春飲食小提示

#### 少吃多滋味

應避免進食過多高熱量、高脂肪、高糖分的賀年食品如油角、煎堆、年糕等，而油炸食物多含反式脂肪，不應作為正餐，進食時應盡量與人分享，淺嚐美食。

Remember not to over-indulge – if you eat too much of anything your calorie intake will soar. It's also not a good idea to replace regular meals with festive treats. Share the good food with others and eat in moderation.

#### 清淡新煮意

糕點是過年必食佳品，年糕糖分非常高，外購蘿蔔糕則加入了大量的高鹽分的臘味，而下

油煎令卡路里更高，使肥胖的機會大大增加。自製糕點如蘿蔔糕，最好多用蘿蔔、冬菇增加纖維成份，促進腸道蠕動，減少用高鹽分的臘味。以蒸的方法烹調，減少用油量，同時應減少用高鹽分的辣椒醬伴食。

New Year pudding is traditionally high in sugar and salt, with even more calories added after frying. Homemade pudding is a healthier choice, using more carrots and mushrooms and less preserved meat in salty puddings. In addition, cook by steaming is a more healthy way and avoid eating with salty chili paste.

#### 健康全盒

準備全盒時，應選擇高纖維、低糖分的健康小食如果

脯、不加鹽的果仁等，代替高糖分、高熱量的朱古力、糖冬瓜等。

Instead of eating oily or sweet foods, try to have more high-fibre, low-sugar snacks such as dried fruits and unsalted nuts.

#### 新年「行」大運

新年期間除了大吃大喝外，亦會因長時間看電視、麻雀玩樂或出外旅行，減少了平日的常規運動，令體重增加。建議新年「行」大運，多乘搭公共交通工具並提早一個站下車，徒步前往目的地，增加熱量消耗，減少脂肪積聚。

It's easy to do less exercise than usual during the festive period, so try to walk more – get off the bus a few stops earlier, for example – to burn up the calories.



## 新春補充必需營養素

春節期間補充適當營養素，有助保持身體健康。例如多吃油膩煎炸的食物，容易引起膽固醇和三酸甘油酯上升，紐崔萊奧米加三脂肪酸，能平衡血液中的三酸甘油酯，而紐崔萊綠茶精華的茶多酚，有助調節血液中的膽固醇水平。

With diets high in fat at Chinese New Year, try taking **Nutriline Salmon Omega-3** to help maintain triglycerides at healthy levels, and **Nutriline Green Tea Plus**, which contains polyphenol to help regulate blood cholesterol.



紐崔萊奧米加三脂肪酸  
4298 DP\$220



紐崔萊綠茶精華  
1070 DP\$263



紐崔萊天然維他命B雜  
5112 DP\$225



紐崔萊複合維他命C營養片  
5111 DP\$285

新年期間作息不定時，睡眠時間不足，令精神狀態大打折扣，降低身體的抵抗能力；紐崔萊天然維他命B雜有助補充維他命B，使你精力充沛。而紐崔萊複合維他命C營養片，有助增強抵抗力，使我們更有魄力應付豐富的節目。

**Nutriline Natural B Complex** is a boon in helping to restore energy after exhausting festive occasions. Also, **Nutriline Bio C Plus** helps to strengthen the immune system to give a welcome health boost.

紐崔萊長效複合乳酸菌  
0114 DP\$298



春節時常吃太多小食及難消化的食物，腸胃負擔不容忽視，容易出現肚瀉或便秘。建議補充紐崔萊長效複合乳酸菌，排清腸內毒素及增強消化能力。

During the festive period people tend to eat less regularly, leading to the accumulation of waste and toxins in the body. **Nutriline Intestiflora 7** provides live probiotics to help remove intestinal waste.

## 保持標準體態

每周為自己量度體重，並定時補充紐崔萊纖體樂，幫助促進體內脂肪的燃燒，而紐崔萊無醣易有助身體減少攝取過多單醣而致肥，適合對抗澱粉質高及糖分高的賀年食品。

**Nutriline Diet Supplement** helps to promote fat burn, while **Nutriline Carb Bloc** helps to limit the production of excess monosaccharides that can be absorbed by the body and turned into fat.



紐崔萊纖體樂  
8274 DP\$318



紐崔萊無醣易  
0193 DP\$208

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

新春

Winter Protection  
冬日白雪之旅  
TIME DEFIANCE  
細胞再生系列  
高度滋潤 活化細胞



1821  
DP\$310

雅姿日間防護乳霜SPF15  
ARTISTRY Day Protect Creme SPF15



雅姿晚間更新乳霜  
ARTISTRY Night Recovery Creme

1823  
DP\$320



IRS 14

0282  
DP\$1,380



高度滋潤

所有細胞再生系列產品均含高度保濕專利成份——持濕脂類基質，迅速提升肌膚水份。

Moisturises the skin

TIME DEFIANCE products contain HLM+ that improves the skin's hydration in an instant.

活化細胞

雅姿日間防護乳霜含細胞再生複合物I (Derma I)，能阻止細胞氧化，有效防止皺紋。

雅姿晚間更新乳霜含活化細胞複合物II (Derma II)，能淨化更新細胞，令肌膚回復滋潤及緊緻。

IRS 14的DNA複合精華能極速直達細胞核心，短時間內提升肌膚水份達98%。

Improves cellular metabolism

ARTISTRY Day Protect Creme

Contains Derma I complex to prevent skin oxidation and wrinkle formation.

ARTISTRY Night Recovery Creme

Contains Derma II complex that repairs damaged cells during the night and restores skin firmness and elasticity.

IRS 14

Features a DNA complex that reaches the nuclei of skin cells and helps to replenish 98% of the skin's moisture.

# 之旅 護膚必備

TRAVEL PROTECTION  
長途飛機之旅

## 修護雙手及櫻唇 Protects hands and lips

雅姿修護潤手霜含特效抗衰老及抗氧化成份，能補充水份，柔滑膚質，減退幼紋，以及防禦傷害肌膚的UVA及UVB紫外線，保持雙手肌膚幼嫩。

雅姿潤唇膏加入維他命A及E，能保持唇部健康潤澤。

**ARTISTRY Essential Hand Creme**  
Uses an age-defying formula with antioxidants to smooth and soften the hands and improve the skin's texture.

**ARTISTRY Sheer Gloss SPF15**  
Enriched with vitamins A and E to add shine to lips.



雅姿修護潤手霜  
ARTISTRY Essential Hand Creme

2205

DP\$146



雅姿潤唇膏  
ARTISTRY Sheer Gloss SPF15

3357

DP\$117



### 高度防禦

雅姿清爽防曬底霜30具SPF30及PA+++防曬指數，能防禦UVA及UVB紫外線侵害，兼能修飾肌膚，質地清爽不膩。

### ARTISTRY Multi Protect SPF 30

The SPF and PA+++ sunscreen protects skin from harmful UVA and UVB rays. Its lightweight texture also helps to enhance skin appearance.

雅姿清爽防曬底霜30  
ARTISTRY Multi Protect SPF 30

2877

DP\$187



\* 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

# 2008 流行髮型

## Trendy Hairstyles



化好妝，穿上稱身合時的衣飾，還須配上合適的髮型，才算是一身完美的造型。今期特別請來香港著名髮型設計總監Ringo Cheung講解2008流行髮型及護髮貼士，好讓大家為自己的每一根髮絲細意修飾，打造一個時尚的新髮型。

Makeup, the latest clothes and trendy hairstyles all go together to give you the perfect look! Take proper care of your hair to ensure you're ready for the season's latest styles with some tips from leading hairstylist Ringo Cheung...

清爽造型啫喱  
Satinique Advanced  
Water Styling Gel  
0269 DP\$64



### 齊劉海 Fringe

08年流行髮型會以短髮為主，前面是齊整的劉海，而左右兩邊可修剪成很明顯的長短不一、不對稱，又或者兩邊留長、剪碎髮尾，但不會看到很明顯的層次感，而整體感覺看上去要有**volume**，可以利用造型啫喱，混和少許水份，然後塗於髮根，再以風筒吹乾，藉以增加**volume**。

另外，亦可以造型啫喱混和少許水份塗於髮尾，利用風筒將髮尾吹乾定型，營造有**texture**及**wavy**的效果。

A neat fringe for short hair and an uneven cut on both sides. Apply styling gel mixed with a little water at the root of hair and then blow dry to give your hair volume.



### 貼服長髮 Sleek Hair

長髮也有它的潮流，今季流行自然貼服的**one-length**長直髮。要頭髮順滑貼服，可利用造型泡沫，特別是塗於髮尾，頭髮不會散開，看上去更貼服。

Long hair tends to be smooth, gentle and cut to one length. Use hair control foam to provide soft and smooth hair.



香港著名髮型設計總監  
**Ringo Cheung**  
香港著名髮型集團之總監，  
擁有超過20髮型設計經驗，  
曾擔任多個國際時裝品牌的  
時裝表演髮型設計師。

自然造型香沫  
Satinique Advanced Hair Control Foam

4689 DP\$64



\* 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



## 淺色染髮

### Light Brown Colouring

頭髮染色會流行啡色或銅色，但會偏向較淺色一點，而以往講求染色平均分佈的挑染今年不再流行，取而代之是局部染色，例如只染一部份前髮、左邊或者右邊，加強染髮後的色彩對比。不過，淺啡色或淺銅色未必適合每個東方人，決定染髮時要考慮是否與自己的膚色相襯。

Light brown or light copper are the "in" colours this season. Hair should be coloured in sections rather than the whole head at once.



染髮霜 — 2PB號淺啡  
Satinique Advanced  
Lustertone Colourant –  
Pink Beige  
1095 DP\$199



## 誇張頭飾 Large Hair Accessories

若然要於宴會或派對配戴頭飾加以配襯，今年流行大型頭飾，尤其是蝴蝶結，但選擇以貼服或蓬鬆的髮型配襯，就要視乎衣服、化妝及個人特質的整體配合。

Use hair accessories such as big ribbons and bows for special occasions.

## 健康秀髮 需要不只蛋白質！ Enjoy Healthy Hair!

### 頭皮營養素

#### 含多種維他命

- 維他命A – 預防頭皮因乾燥造成的頭皮屑
- 維他命B5 – 製造脂質及蛋白質之必需成份
- 維他命C – 有抗氧化作用，減低膠原蛋白流失
- 維他命H – 加強頭髮韌度

#### 為秀髮注入多達20種營養素

擁有健康的頭皮才可以為秀髮締造健康生長的理想環境，仙姬頭皮營養素提供超過20種健康生長的必需養份，包括多種維他命、抗氧化成份、蛋白質、脂質等，能快速滲透入頭皮及頭髮，適合所有髮質使用。

#### 15日健康頭皮餐單

頭皮需要定期吸收養份才可保持秀髮健康成長，柔順亮澤。仙姬頭皮營養素適合任何髮質使用，每盒有8小支，可依照下列方法使用：

- 1 首次使用 – 隔天使用1支，15天完成一次的頭皮護理。
- 2 持續修護 – 每星期使用2支。
- 3 定期呵護 – 每3個月進行一次15天的頭皮護理。

### Satinique Advanced Scalp Serum

#### Provides a wide range of vitamins for healthy hair:

- **Vitamin A** – prevents a dry scalp and flaking
- **Vitamin B5** – essential nutrients for producing lipids and protein
- **Vitamin C** – antioxidation protection to reduce the loss of collagen
- **Vitamin H** – enhances hair strength

#### Nutrition for Hair

A healthy scalp provides a healthy environment for hair growth and Satinique Advanced Scalp Serum provides more than 20 types of nutrients – including vitamins, antioxidants, protein and lipids – that can be quickly absorbed to help revitalise your scalp. The serum is suitable for all hair types.

#### 15-day Revitalisation Plan

The scalp needs regular nourishment and treatment if you want healthy, shiny hair. Satinique Advanced Scalp Serum comes in a set of eight bottles which means you can:

- 1 Treat yourself to a bottle every other day over 15 days as one complete treatment.
- 2 Use two bottles weekly for general hair care.
- 3 Enjoy a 15-day complete treatment once every three months.

頭皮營養素  
Satinique Advanced Scalp Serum

1825 DP\$180



# 「家肥屋潤」橄欖油新春禮盒 送禮首選 健康時尚 Olive Oil Premium Boxset for Chinese New Year



1月18日  
登場

8986  
DP\$128

選購賀年禮品很煩惱？選擇「家肥屋潤」橄欖油新春禮盒\*，  
既健康又時尚，兼免費獲贈全新「橄欖油健康食譜」乙本，  
勿失良機，火速選購！

We are pleased to offer a new kind of special gift – **the Olive Oil Premium Boxset** – for the upcoming Chinese New Year celebrations.  
Buy the set and you'll also get a **free** "Olive Oil Cookbook"!

\* 數量有限，售完即止。Promotion is available while stocks last.



#### 換領細則

- 1 每份「家肥屋潤」橄欖油新春禮盒，可免費獲贈「橄欖油健康食譜」乙本。
- 2 換領時，請出示訂貨單/送貨單。
- 3 數量有限，送完即止。
- 4 安利公司保留最終決定權。

#### Details

- 1 Every purchase of the Olive Oil Premium Boxset entitles you to redeem a free "Olive Oil Cookbook".
- 2 Bring along your Amway receipt for redemption.
- 3 Promotion is available while stocks last.
- 4 Amway reserves the right of verification and final decision.

送



\* 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

# 食油必選 健康橄欖油

## Olive Oil – Your Healthy Choice

踏入1月及農曆新年，宴會聚餐頻繁，烹調過程總要用油，難得在家中用膳，更要注意飲食健康，橄欖油正是多種食油中最健康的！

During the festive season, food plays an important role in any get-together. Unfortunately a lot of the food we eat at Chinese New Year is not particularly healthy, so give your body a break by using olive oil when preparing seasonal goodies at home.

教你分辨食油中的脂肪的**好與壞**：

**好脂肪：單元不飽和脂肪酸**

- 降低有害的低密度膽固醇，保持有益的高密度膽固醇，有助保持心臟及血管健康。
- 橄欖油是所有食油中單元不飽和脂肪酸含量最高。

**壞脂肪：反式脂肪酸**

- 增加心血管疾病機會。
- 橄欖油不含反式脂肪酸。

**Monounsaturated fatty acid**

- Helps to lower Low Density Lipoprotein (LDL) and raise High Density Lipoprotein (HDL) in your body, helping to keep the heart healthy.
- Olive oil contains the richest monounsaturated fatty acid among all the commonly used edible oils.

**Trans fatty acid**

- A high intake of trans fatty acid increases the risk of cardiovascular disease.
- Olive oil contains NO trans fatty acid.

選擇**LAKONIA**特級冷壓橄欖油的理由

Why **LAKONIA** Extra Virgin Olive Oil?

1

最優質橄欖油級別  
— 特級冷壓橄欖油  
The highest quality  
olive oil

- 特級冷壓橄欖油是歐洲規格中較高等級的橄欖油。
- **LAKONIA**特級冷壓橄欖油選取最佳橄欖果實，並於採摘後24小時內冷壓榨出的第一輪橄欖油，保留豐富天然營養。
- 每14公斤優質橄欖果實僅生產1公升橄欖油，堪稱特級中的特級。
- 可直接食用（如涼拌及沙律），低溫煮食更健康。
- Cold-pressed extra virgin olive oil is a higher quality type of olive oil produced in Europe.
- **LAKONIA** Extra Virgin Olive Oil uses the best green olives, pressed within 24 hours of picking to retain the nutrients.
- Around 14 kilograms of premium green olives are used to produce one litre of olive oil.
- The oil can be used straight from the bottle or for low-temperature cooking.

2

最優質原產地  
— 希臘  
Greek origin

- 希臘國內環境大都不受污染，配合天然有機方法耕種橄欖，其橄欖油品質精純天然。
- 世界衛生組織（WHO）以希臘出產的橄欖油作為研究橄欖油對人體健康的樣本。
- **LAKONIA**特級冷壓橄欖油由希臘原裝入口，由種植到榨取橄欖油全程在希臘斯巴達城進行，果實絕對新鮮，橄欖油品質至佳。
- The best olives are found on the unpolluted farms of Greece and the quality is guaranteed by the use of rotational cropping to extract only the freshest and purest olive oil.
- The World Health Organization used olive oil from Greece when studying the relationship between olive oil and people's health.
- **LAKONIA** Extra Virgin Olive Oil is imported from the Sparta/Eurotas area of Greece where the best olives are grown.



# 「安全」清潔用品檢閱

## A Clean Start to the Lunar New Year

農曆新年將至，家家戶戶大量使用清潔用品進行大掃除，但很多人只關注清潔用品的清潔效能，卻忽略了安全。L.O.C.多種用途濃縮潔劑始創於1959年，除了方便使用，同時照顧家居、家人及使用者安全，以及提倡環保！

You'll probably be busy getting your home looking spick and span before welcoming in the Year of the Rat. You can make your house of flat look great – and provide a safe and hygienic environment for your family – by using L.O.C. Multi-Purpose Cleaner, which was effectively cleaning since 1959 – for your annual big clean.

### LOC愛錫全家人 愛護環境

#### 「安全」優點：

- 1 不損肌膚 - 含椰油成份，配方溫和，不傷皮膚。
- 2 無須過水\* - 獨特配方，用後不用過水，安全方便。
- 3 環保慳錢 - 濃縮配方，稀釋使用，不僅為用家慳錢，同時減少包裝用料，為環保出一分力，貫徹安利愛護環境的理念。

\* L.O.C.浴室清潔劑備有易過水配方，一沖即可。

#### L.O.C. is perfect for all families and environmental friendly because:

- 1 It contains coconut oil derivatives that pamper your skin.
- 2 The no-rinse formula\* leaves no residue behind.
- 3 The concentrated formula means greater value and less packaging waste.

\* L.O.C. Plus Bathroom Cleaner rinses away easily.

#### L.O.C.浴室清潔劑

L.O.C. Plus Bathroom Cleaner  
3854 DP\$25

- 愛護潔具 - 專門針對浴室偏鹼性污垢，同時不損潔具表面。
- 容易沖淨 - 一抹一沖，潔具光亮不留痕。
- Aggressively removes the toughest bathroom soils and cleans without scratching.
- Rinses away easily, leaving a sparkling, streak-free shine.



#### L.O.C.廚房清潔劑

L.O.C. Plus Kitchen Cleaner  
7477 DP\$25

- 速效去油垢 - 獨特分解油垢配方，可徹底滲透及分解頑固油垢污漬。
- 對付頑固油垢 - 在廚房紙巾上噴上已稀釋清潔劑，貼在沾滿油污的牆壁或直接噴在佈滿油垢的廚具上如爐頭、抽油煙機等，待5分鐘後抹拭。
- Powerful formula cuts through grease and grime quickly.
- To remove areas of concentrated grease, dilute the cleaner with water and spray on a paper towel. Place on the greasy surface or spray the diluted cleaner direct onto the kitchen grime and leave for five minutes.



#### L.O.C.玻璃亮潔劑

L.O.C. Plus Glass Cleaner  
7485 DP\$25

- 省時省力 - 稀釋後，噴在玻璃表面，用乾淨布抹拭至乾透。
- 保持玻璃及玻璃茶几等光亮透明無痕，光潔美麗。
- Easy to use – simply dilute with water, spray lightly and wipe dry with a clean cloth.
- Leaves windows and glass crystal sparkling and clear.



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



## 要提升健康生活質素， 由改善室內空氣開始……

世界衛生組織 (WHO)：室內空氣污染是疾病源頭的第8位。

美國環境保護局 (EPA)：室內空氣的污染比室外嚴重 2 至 5 倍。

一般空氣處理器只是循環相同的空氣，並不能有效過濾空氣中的污染源。

一部怎樣的空氣淨化機才能提高室內空氣質素，保障家人健康？

The following, quite shocking, facts highlight the importance of protecting your loved ones by giving them clean air to breathe:

- The World Health Organization (WHO) has assessed the contribution of a range of risk factors to the burden of disease and revealed indoor air pollution to be the eighth most important risk factor.
- The Environmental Protection Agency (EPA) has found that indoor air is 2-5 times more polluted than the air outside.
- Most air cleaners simply re-circulate the same contaminated air.

**But what kind of air purifier can provide your family with the clean air they need?**



# 印度乳酪咖喱雞

## Chicken with Yogurt and Curry Sauce



### 食譜設計者 — 關琬潼

Bonne Chere廚藝工作室食譜創作及食品造型設計者；飲食散文集、甜點、菜式食譜、寵物食譜作者；飲食雜誌、時尚月刊、報章專欄作者；烹飪節目、電台節目嘉賓廚師。為各飲食機構、雜誌擔任食品造型拍攝設計、食譜創作工作，也舉辦以飲食文化、生活美學為主題的講座，努力從料理、旅遊、閱讀生活中經營有意思的人生。著作包括《走進異鄉廚房》、《徘徊在幸福餐桌》、《節日美食主意》等。

## 食譜筆記

- 1 做香料菜式，最重要是用慢火耐心地把香料的氣味帶出，大火會令香料易燻。皇后牌煲具的低溫煮意很適合用來做香料菜式。
- 2 食譜中的香料，可在提供國際食品的大型超級市場買到。

## Notes

- 1 Cooking spices on a low heat brings out the fragrance – cook on a high heat and they will burn easily. Queen Cookware is excellent for making spicy dishes using low-temperature cooking.
- 2 Garam masala can be bought locally in international gourmet food stores.



印度混合香料

## 材料

LAKONIA特級冷壓橄欖油	2湯匙
雞髀肉 (切塊)	300克
洋蔥 (切絲)	60克
薑蓉	1湯匙
蒜蓉	1½ 湯匙
印度混合香料	1½ 湯匙
芥末籽	1茶匙
芫荽粉	1茶匙
辣椒粉	1-2茶匙
番茄 (切粒)	200克
原味乳酪	½ 杯
新鮮芫荽	適量

## 雞髀肉醃料

鹽及胡椒粉	少許
-------	----

## 調味

鹽	適量
---	----

## Ingredients

LAKONIA Extra Virgin Olive Oil	2 tablespoons
Boned chicken leg (cut in bite-size pieces)	300g
Onion (sliced)	60g
Minced ginger	1 tablespoon
Minced garlic	1 ½ tablespoons
Garam masala	1 ½ tablespoons
Mustard seed	1 teaspoon
Coriander powder	1 teaspoon
Chilli powder	1-2 teaspoons
Tomato (diced)	200g
Plain yogurt	½ cup
Fresh coriander	suitable amount

## Marinade for chicken leg

Salt and pepper	a sprinkle
-----------------	------------

## Seasoning

Salt	to taste
------	----------

## 烹煮器皿 Utensils



皇后牌3公升平底煎鑊  
Queen Three Litre Fryer



皇后牌3公升鋼煲連蓋  
Queen Three Litre  
Saucepan and Cover

## 做法 Method

- 1 雞髀肉下少許鹽、胡椒粉醃15分鐘，下煎鑊炒至半熟備用。

Sprinkle the salt and pepper over the chicken leg and set aside for 15 minutes. Fry chicken until half-cooked with the Fryer.

- 2 用煲以中火燒熱油，轉慢火加入洋蔥炒至軟身。下薑蓉、蒜蓉、印度混合香料炒至香氣散發。

Heat the oil over a medium heat. Stir-fry the onion in low heat until soft. Add in the minced ginger, minced garlic and garam masala, and stir-fry until fragrant.

- 3 加入番茄、乳酪拌勻，下雞轉慢火煮熟，加點鹽調味，撒少許印度混合香料、芫荽，可伴飯或麵包享用。

Add in the tomato and plain yogurt. Add in the chicken leg, simmer in low heat until cooked and then season the sauce with salt. Top with a sprinkle of garam masala and garnish with fresh coriander. The dish can be served with rice or bread.



LAKONIA特級冷壓橄欖油  
LAKONIA Extra Virgin Olive Oil

準備時間：25分鐘

烹飪時間：20分鐘

Preparation Time: 25 minutes

Cooking Time: 20 minutes

# 安利（中國）榮獲 供應鏈優秀獎

## Outstanding Distribution Effort from Amway China



安利（中國）榮獲在2007 CHaINA峰會中的最高獎項——「中國供應鏈運作優秀獎」，以表揚其在物流和供應鏈管理方面的卓越成就。安利（中國）通過實施有效的供應鏈管理、減低物流營運成本，加強了供應商管理存庫，並使物流服務供應數量更趨合理化。

是次峰會是由“The China Supply Chain Council”舉辦，該機構的使命是藉著舉辦會議、研討會，以及提供其他資訊以促進企業對供應鏈管理的認識、採納及運用。

Amway China's achievements in logistics and supply chain management were recognised when the company won the "Top Supply Chain Operational Excellence Award" at the CHaINA SUMMIT 2007. The award was a significant achievement for Amway China, which has put a lot of time and effort into supply chain initiatives, logistics cost-reduction solutions, successful VMI operations and the rationalisation of the number of logistics service providers all over China.

The summit was organised by the China Supply Chain Council, which has a mission to stimulate the understanding, adoption and use of supply chain management through seminars, conferences and the provision of relevant information.

兩位香港浸會大學學生來到紐崔萊的巴西有機農場，覺得紐崔萊很照顧員工，例如在農場內設立「Vegetable Garden」，以便宜的價錢供應有機蔬果給員工，推廣有機飲食，讓他們吃得更健康。



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