

興趣 事業 兩者兼得 Develop an Interest and a Business in Unison



相信不少人都思考過同一個問題：要追隨自己的興趣，還是追求一份穩定的工作？

也許，我們不需要作出選擇，你既可以將興趣發展成事業，也可以把工作的專業範疇發展成興趣。

只要找到合適的平台，你也可以發揮所長，發掘人生的不同面向，讓興趣也變成一件具價值和意義的事情。今期Amagram走訪三位不同的人物，他們各自尋找生活中的多種可能性，專注發展自己的長處，成就理想事業。

Many of us will have come across the same issue – should a person pursue his or her interests and passions or simply continue doing the same stable job? In fact, people may not need to make such a clear-cut choice as it's possible to turn an interest into a career or, conversely, develop a professional field of work into a hobby.

The simple truth is that as long as people find the right platform, everyone is able to explore their potential and enjoy different aspects of life, as well as turning an interest into something that can create value for others.

In this issue of Amagram we talk to three Distributors about how they have explored various possibilities in life, at the same time as developing their strengths to achieve an ideal career with great promise.

鑽石直系直銷商 Diamond Direct Distributor

黃淑秀 Annabella Wong

現時職業：全職直銷商

Current Occupation: Full-time Distributor

營商智慧 獨具慧眼

剛柔並濟的Annabella具營商智慧、獨具慧眼，曾經經營不同類型的生意。從香港走到內地市場，謹言慎行的她靈活變通；迎難而上的精神，讓她在不同的營商環境下亦處之泰然。「80年代尾我剛生了第一個小孩，當時需兼顧生意和家庭，忙得不可開交。」凡事親力親為的她，一直努力擔當著每個角色 — 全心全意的母親、獨當一面的商人。但隨著第二個小孩的到來，她希望投放更多時間於家庭，「經過詳細了解，知道安利生意的潛在價值，可以使我兼顾家庭與事業，所以決心全力發展安利。」

培養專長 用心經營

Annabella笑言：「剛開始發展的時候，正遇上團隊集中火力開發皇后煲的市場，我便學習使用皇后牌不銹鋼煲具，深入研究其功能及特點，積極拓展市場。我由不善料理，到可以充分利用此煲具的特點製作出煎、炒、煮、炸、炆、焗、燉等各式家常菜、節日料理、家鄉特式美食，以及中、西美點等『快靚正』的菜色。」在發展安利的同時，Annabella亦不斷鑽研廚藝，開發了「食」的市場，及後她更獲公司邀請到內地多個城市擔任皇后煲的培訓導師。「當時走過三十多個城市，出席公司不同的培訓會議，分享使用皇后煲的心得。」Annabella說：「無論環境順逆，『吃』這人生基本需求，最能使人放鬆。我用『食』打開話題，以至連繫情感，開拓了一個又一個不同年齡和背景的社群。」「食」，讓Annabella遇上生命中很多不可多得的夥伴，發揮正面的影響力，讓自己及別人活出生命的價值。

完美的色彩人生

縱然身兼多個角色，她總是全力以赴，一絲不苟。「兒女從小一到中學，他們的飯盒都是由我一手包辦。以至團隊夥伴也總是喜歡聚在我的家，好好『吃』一頓。」多年來，Annabella用最純粹的心經營安利，她始終相信，這遠遠超過一門生意的意義。「夥伴們就如我的親人，營造合適的環境，讓他們都投入並樂在其中。」Annabella的理念從未動搖，秉承以人為本的宗旨，幫助別人，成就自己；透過安利平台幫助他們擁有健康、良好的家庭關係、可持續發展的事業，贏得完美的色彩人生。



Business Wisdom – See What Others Cannot

Annabella is a tough yet flexible person whose discernment and acumen helped her run various types of business in the past. She is always prudent in her words, which was a key factor in helping her take a business from the local market into the Chinese Mainland thanks to her flexible character and a willingness to overcome difficulties.

“I gave birth to my first child in the late 1980s and I was very busy as I needed to take care of my business and family at the same time,” Annabella recalled, showing her willingness to be a hands-on person who can play every role – from devoted mother to determined businesswoman.

Later, after the birth of her second child, she began to think about devoting more time to her family. “I began to understand the potential value of Amway after getting a thorough introduction to the business. I became determined to develop the business as I knew it could help me strive for the right balance between family and career.”

Cultivating Expertise, Showing Diligence

“When I developed Amway at the beginning, our team was concentrating on developing the Amway Queen™ cookware market. So, I learnt to use the cookware, as well as studying the characteristics and features of the utensils in detail. I worked hard to expand the market in an active way,” Annabella smiled. She was happy to transform from someone with little interest in cooking into a keen cook who could manage a variety of dishes – from home-cooked and festive food, to local delicacies and western cuisine – by utilizing different cooking methods and the various features of the cookware.

As she developed Amway, Annabella continued to sharpen her cooking skills and knowledge. “I felt happy that I was creating a ‘food community’. I was invited to be an

Amway Queen™ cookware training tutor by the company, travelling to different cities in the Chinese Mainland to share my cooking knowledge,” she explained.

Having visited more than 30 cities and participated in a variety of training sessions, Annabella found that “food therapy is important for everyone. No matter what environment you’re in, food is one of the human necessities and something that can comfort the soul. Food can also act as a talking point and even as a bridge in building connections and relationships. I feel blessed to have cultivated various communities of different ages and backgrounds through the medium of food.”

Thanks to the magic of food, Annabella has met many good partners in life, allowing her to have a positive influence on different people as well as creating more value for herself and others.

A Perfect and Colorful Life

Annabella is a meticulous person who never leaves any stone unturned, even though she still has multiple roles to play in life. “I prepared lunchboxes for my children even when they became secondary students, while my teammates like to gather at my home so that we can enjoy good food together,” she shared. Over the years, Annabella has been developing Amway with a beginner’s mindset, and she firmly believes that Amway is not just a business. “My teammates are like my family. I want to create a suitable environment where they can all devote themselves to their business and also have a sense of enjoyment and fun.”

Annabella holds strong beliefs and adheres to a people-oriented philosophy, “I aim to help others and achieve personal excellence at the same time. My goal is to help others enjoy better health, closer family relationships and a sustainable business through the Amway platform so that we can enjoy a perfect and colorful life together.”

創業者直系直銷商 Founders Platinum Distributor

潘耀中 Jonathan Pun

現時職業：教育行業
Current Occupation: Education Industry

運動興趣 廣結同伴

體型纖瘦的Jonathan性格沉靜，卻鍾愛戶外活動，「很多講求爆炸力的運動都不是我的強項，但是我的耐力相對較強，所以於初中時我選擇了長跑。」由選拔時跑得最慢，到以全場第一名完成賽事，Jonathan從不缺席每一次訓練。從長跑發展到三項鐵人運動，他不斷挑戰自己的耐力及毅力；對運動的堅持，令他的目光不止於本地賽事。「除了本地的學界賽事，我亦參加世界公開賽，與來自世界各地的選手互相競技，更有幸達標得到世界錦標賽的資格。」多年來從沒間斷的努力訓練，讓Jonathan獲得不少獎項，更獲選為年度運動員。「大學畢業後，我更開始越野跑，與朋友一起享受跑山的樂趣。」Jonathan對運動保持熱忱，他的熱情亦感染別人，為他的安利事業帶來更多同行者。

鑽研運動營養 發揮熱情

「雖然從小知道父母在經營安利事業，但是我到大學時才開始瞭解，參與聚會後看到不少年輕人透過安利生意實現夢想。我慢慢發現透過自己的興趣及運動知識，亦可以幫助別人改善健康，便全力發展。」Jonathan藉著在安利平台學到的知識及對運動營養方面的鑽研，幫助身邊不少運動健將或熱愛行山的朋友；當他們遇到有關筋肌勞損或健康營養的問題亦會向他請教。「由行山跑步、營養健康、到發展安利生意，大家一起交流。」他的夥伴當中，亦有退役運動員，「在本港要發展運動事業並不容易，不少運動員想有更多時間投入練習，無奈工作時間冗長，難以兼顧自己的興趣。」Jonathan感恩安利平台可以幫助他的同行者，重拾時間自由。

教練指導 事半功倍

無論在運動方面，又或是經營安利，Jonathan也感恩得到教練的指導，讓他從不輕易動搖。「成功並沒有捷徑，但一定有方法，只要願意努力和堅持，一定能夠完成目標。很多時候我們未必察覺到自身的問題，很容易會走錯方向或偏離目標，教練卻可以為我們指引方向，重新制定計劃。透過分享他們的經驗，自然事半功倍。」正如Jonathan在初中不諳長跑，在經營安利初期時又不善表達，他卻在人生的不同階段遇上不同的領航員，助他貫徹不放棄的精神，為自己的生活帶來更大的滿足感。

Sport as a Way to Build Friendships

Quiet and calm, Jonathan is a slender, healthy looking man who loves outdoor activities. "I am not good at sports that require high explosive strength, so I chose to focus on long-distance running when I was at junior secondary level," he explained.

From being the last one to finish at the selection stage to winning the race, Jonathan never missed any training sessions. Moreover, he kept challenging himself and even took part in a triathlon thanks to his endurance and perseverance. Jonathan's determination led to him focusing not just on local competitions. "I also participated in the world open competition and felt blessed that I could compete with athletes from around the world. It also gave me great satisfaction to qualify for the world championships!"

The continuous training over the years allowed Jonathan to win various awards. "I even started trail running with friends after I graduated from university – it's lot of fun!" Jonathan's enthusiasm for sports has helped him inspire others too, helping him to attract more companions to work together in Amway.

A Passion for Sports Nutrition

"Although I knew that my parents were running the Amway business since I was a child, I only started to learn more about Amway after I began studying at university. After joining an Amway gathering, I discovered that many young people were able to realize their dream through the business," he recalled. "Later, I realized I was able to help others improve their health by drawing on my hobby and the sports knowledge I'd acquired, so I decided to devote myself to Amway wholeheartedly."

Jonathan has helped many athletes or hiking lovers by sharing the knowledge learnt through the Amway platform in addition to the health and nutrition knowledge he'd already acquired. "They will also seek advice from me when they encounter problems such as a muscle strain, or want to know more about nutrition," Jonathan said.

There are retired athletes in his team. "It is difficult for local athletes to develop their sports career. They want to spend more time on training, but the long working hours they experience in their jobs don't allow them to develop their interest," he said, adding that he feels blessed that Amway can help his companions enjoy more free time.

The Importance of Coaching

Jonathan is grateful for the coaching guidance he has received both from doing sports and developing the Amway business. "This gives



me confidence and a firm belief!" he smiled. "I know there is no shortcut to success, but there is always a way out if you are willing to work hard and show persistence."

Sometimes people are not aware of their own problems, and it is easy for them to go in the wrong direction and deviate from their goal. "Coaches become very important in this instance as they are able to guide us back to the right direction and help us to revise our plan. You can get twice the result with half the effort by learning from the experience of your coaches," he said.

Jonathan was not keen on long-distance running at first or expressing himself when he started developing Amway, but the coaches he has encountered at different stages have helped him stick to his belief and not give up easily, bringing greater satisfaction to his life as a result.

直系直銷商 Platinum Distributor

陳瑞瑤

Yoyo Chan

現時職業：英國認證美容導師
Current Occupation: UK Certified Beauty Tutor

「美」的夢想

美容化妝、時裝美學，一切與「美」相關的範疇，都能勾起Yoyo的好奇心，為她注入源源不絕的動力。兼任模特兒、直播平台主播的Yoyo活潑開朗，掛著甜美笑容的她有著雙魚座的特質，具想像力、溫柔且善解人意、懂得包容。她愛美的心，與她以往的工作不毋關係，「我曾在美容院擔任經理，面對不同客戶希望變美的心態，需要體貼了解她們的需求，幫助她們讓肌膚、體態達致更好的狀態。」回想當時在美容院的工作節奏，「那時候經常晚睡，壓力很大，美容院老闆便建議我補充營養素，逐步改善我的健康問題。」隨後，她開始在安利平台學習營養並配合美容知識，延續「美」夢。

「美」的分享 建立社群

「別人經常說：『你的前輩就是你的前途』，我見證著美容院老闆苦心經營事業20年，獲取過多不勝數的業界獎項，但是卻因工作分身不暇，連出外旅遊也沒有時間，更換來長時間工作的勞損。」Yoyo亦因此打消了她希望創立美容院的念頭，「我不希望因為開店反而受到更多限制。」看到近年疫情對美容業的打擊，更加強了她發展安利的信心。Yoyo掌握美容市場的趨勢，積極在不同的社交平台分享「美」的心得及技巧，從美容護膚、化妝保養到潮流時尚，專注她喜愛的工作，將興趣與專業轉化成安利事業，藉此建立被動收入。「我的專業是幫助客戶進行皮膚管理，然而良好的營養與皮膚的健康有直接的關係，所以我透過參加營養班學習營養知識，不但可以幫助自己改善健康，更可以協助不同客戶重拾健康。」

授人以魚 不如授人以漁

「由內而外的美才是真正的美；能夠賦予別人變美及逆齡的能力，每人都可以擁有獨特的氣質，這使我有莫大的滿足感及使命感。」Yoyo相信「授人以魚，不如授人以漁」，「保持一顆助人及感恩的心，身體力行，透過學習知識及傳授經驗，讓團隊夥伴擁有不一樣的人生。」安利的氛圍及團隊的支持，令她更全程投入發展這門事業，「我希望不斷提升自我，擁有實現夢想的能力，從而協助他人達成夢想，協助更多夥伴擁有健康和美麗，同時達致財務自由！」

A Dream of "Beauty"

Anything related to beauty and makeup, fashion and other beauty-related topics will arouse Yoyo's interest and curiosity, giving her endless motivation. As a model and also the anchor of a live broadcast platform, Yoyo is an active and cheerful person who always has a sweet smile. Her love of beauty is deeply rooted, and was boosted by her previous job. "I used to work as a manager in a beauty salon. To fulfil the wishes of different customers who wanted to look beautiful, I needed to understand their needs and help improve their skin and body condition," she recalled. "The work pace was fast and the pressure was high, and I worked long hours. My former boss recommended me to use health supplements and my health began to see a gradual improvement."

Later, Yoyo started to learn more about nutrition and beauty knowledge through the Amway platform, enabling her to continue her beauty quest.

Building a Beauty Community

"There is a saying that 'your seniors are your future'. I saw how my former boss, the owner of a beauty salon who devoted herself wholeheartedly to her business for 20 years and won numerous accolades, was never able to travel due to her busy working schedule, and she also suffered from an occupational injury," Yoyo recalled, adding that she gave up on the idea of launching her own beauty salon because she didn't want to be tied up by work.

Having seen the impact on the pandemic on the beauty industry over the past few years, Yoyo felt more confident about developing the Amway business. She stayed on top of beauty trends and actively shared her experience and beauty skills on different social platforms. From skincare regimens to makeup and fashion trends, Yoyo focused on the work she loves and, as a result, turned her interest into a business and enjoyed passive income at the same time.

"My job involves helping customers undergo skin analysis and formulate the best skincare regimen. There is a close relationship between good nutrition and healthy skin. Thanks to the nutrition classes offered by Amway, I am now able to improve my own health at the same time as helping my customers enjoy better health," Yoyo beamed.

Teaching a Man to Fish

For Yoyo, true beauty refers to inner beauty. "I feel rewarded and have a great sense of mission as I can give others the ability to become more beautiful and look younger," she smiled. Believing that "it is important to teach a man to fish as you



will feed him for a lifetime", Yoyo said it is also important to have a helpful and grateful heart. "Set a good example so that the team can enjoy a different life through continuous learning and the sharing of experiences."

The positive atmosphere in Amway along with the support she has received from the team have made Yoyo even more keen to pursue her Amway business.

"I want to continue to improve my capabilities and have the ability to realize my dream. As a result, I can then help others achieve their dreams," she shared, stressing her desire to help more partners become healthier and more beautiful, and enjoy financial freedom at the same time.