

USANA[®]

HEALTH SCIENCES



Lifelong Companion to Optimal Health

金牌營養補充品

ESSENTIALS[™]



USANA Hong Kong 10th Anniversary
USANA 香港 黃金十年

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A S I A P A C I F I C C O N V E N T I O N 2010 亞 太 區 年 會



USANA 香港有限公司 - 香港區服務中心
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USANA 香港有限公司 - 九龍區服務中心
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直銷商服務熱線：(852) 3923 1888 · 直銷商訂貨傳真：(852) 3923 1800

香港直銷協會會員及世界直銷協會會員 · USANA香港互聯網網址：
www.usana.com · 電子郵件：dist.serv@hk.usana.com

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Celebrate 10 Years of
Shared Success

黃金十年 璀璨依然

USANA Hong Kong – 珍貴回憶

1999



Unforgettable Moments 永誌難忘

2009





There's Just No Slowing Us Down 我們堅持邁步向前，永不卻步！

USANA reached an impressive milestone in the second quarter of 2009, with cumulative sales reaching over \$3 billion! Think back to when you first started with USANA—what did people say when you told them of your new business?

*There's no real money in network marketing...MLMs are a scam...
USANA won't last...Their products can't be as good as everyone
says...*

Sound familiar? Thanks to all your help, together we've proven that USANA is here to stay. With cumulative sales continually climbing, USANA has experienced sustainable growth—even in difficult economic times.

Of course, it helps to have products as amazing as ours, plus a compensation plan that's second to none. At USANA, where we are known for our innovation and quality, we're never content to ride the waves of complacency. We truly do specialize in Nutritional You Can Trust.

Once again, thank you to all of our Distributors who made this major milestone possible. We couldn't have done it without you!

Live well,

Dave Wentz
CEO, USANA Health Sciences

USANA於2009年第二季累計銷售業績已超過三十億美元，正式邁進了另一意義重大的里程碑！回想一下當您剛開始經營USANA業務，把這個新的事業跟人們分享時，他們怎麼說？

*網絡行銷不會真正賺錢的.....多層次傳銷是一個騙局.....
USANA撐不了多久的.....他們的產品不會像大家說的那麼好.....*

聽起來很熟嗎？感激您們的幫助和努力，我們已經共同印證了USANA是一間穩健的公司，至今仍然屹立不搖。憑藉不斷攀升的累計銷售業績，USANA得以持續發展，更無懼經濟不景的影響。

當然，我們的成就亦有賴出色的產品以及首屈一指的獎勵計劃。在USANA，我們以創新和品質聞名，卻從未因此自滿。我們真正成為研製值得您信賴的營養補充品的專家。

謹此我們再次向所有的直銷商說聲謝謝，是您們使這重要的里程碑成真。沒有您的付出，我們是絕對辦不到的！

祝身心康泰！

USANA Health Sciences 行政總裁
大衛華斯



Exert Your Greatest Strength for Another Shining Decade

展現生命的絢麗 締造更精采的十年

It has been 10 years since USANA Hong Kong was established in 1999. With the support of our Distributors, we have achieved remarkable successes together. Most recently, the cumulative sales of USANA as a whole reached over \$3 billion in the second quarter of 2009, while at the same time USANA Hong Kong recorded a remarkable growth rate in sales!



In the past decade, USANA Hong Kong has persevered just like an athlete competing in an obstacle course. Through steady efforts, we overcame any obstacles we faced and got through all the difficulties that lay ahead of us. Similarly, I believe that in order to live our lives to the fullest, without any regret, we should learn to approach our goals like players in competitions — to strive hard to progress, to grow, and to win.

I once heard a saying that always reminds me to aim for the best while keeping my goals in

mind: "a man without a clear goal is like a boxer with his fists in the air." No matter how wonderful the boxer's skills are, he would lose if he were unclear about his goal.

Have you tried your very best to attain your target? Do you want to be an invincible boxer or do you want to get knocked out and lose the fight? I sincerely encourage you to set yourself a feasible plan and work to achieve your goals confidently and consistently every day. Different choices will lead to different results. And a positive attitude and perseverance will help you succeed in your USANA business.

I would like to extend my greatest appreciation to all our Distributors. Your support and effort will help USANA Hong Kong march toward a new peak. I really hope that we can work together to create an even more exciting decade in the coming future!

Wishing you the greatest success in your career!

A stylized, handwritten signature in black ink, appearing to read 'Deborah Woo'.

Deborah Woo
Executive Vice President of Asia, USANA Health Sciences

USANA香港自1999年成立，迄今經已第十年。藉著直銷商的努力，USANA的業務不斷攀升，截至2009年第二季為止，USANA的累計銷售業績已超過30億美元，而USANA香港於2009年第二季的業績亦較去年同期上升，成績有目共睹。

其實USANA香港就如參與障礙賽的選手一樣，需要跨越重重障礙，突破不少困難。唯有像爭取奪標的選手那樣，頑強不息的為夢想去衝、去拼、去闖，不斷進步、不斷成長，我們才不會有遺憾，生命才會散發出那驚鴻一瞥的絢麗。

試想想，今天的您是否經已全力以赴，為目標而拼搏？我曾經聽過一個比喻，這個比喻至今仍時刻提醒我要為理想奮鬥：人沒有理想就如拳手打空氣一樣，無論技巧有多純熟、揮拳速度有多麼快，若沒有目標，他最終也只會失敗而回。因此，我希望您從今天開始便為自己訂立一個長遠的計劃，並且積極實踐。您希望成為一個戰無不勝的拳手，還是挨打的拳手？不同的選擇將會帶來不一樣的結果。我相信積極的態度與堅毅不屈的精神將會為您的USANA事業寫下更光輝的一頁。

最後，我謹代表USANA香港向所有直銷商獻上衷心感謝，您們的支持與努力協助USANA香港不斷邁向新高峰，盼望在未來的日子裡，我們可攜手合作，共同締造更精彩的十年！

祝事業再闢高峰！

USANA Health Sciences 亞洲區行政副總裁
胡伍小碧

Take Charge of Your Health **ESSENTIALS™** & **Usanimals™**

關顧您的健康

選用優質基本營養素套裝及兒童營養素

Hands down the most comprehensive nutritional supplement on the market, the ESSENTIALS™ fuel your body with the micronutrients it needs to maintain a healthy lifestyle. The perfect blend of vitamins, minerals, bioflavonoids, and antioxidants makes the ESSENTIALS™ a must for anyone who would like to take charge of their health.

USANA基本營養套裝為市面上最全面的營養補充品，能為您補充生活所需的微量營養素，包括維他命、礦物質、生物類黃酮及抗氧化組合，是追求真正健康人士的必然選擇。



Trustworthy Nutritional Supplements for Optimal Wellness

金牌複合營養補充品

ESSENTIALS™ & Usanimals™

Sufficient intake of proper nutrition is important to maintaining healthy immune function.

ESSENTIALS™ and **Usanimals™** safely and reliably deliver comprehensive, high-potency formulas with a full spectrum of vitamins, antioxidants, and co-factors that are necessary for good health. Over the past few years, the ESSENTIALS™ has gained a number of international recognitions, for example, verification through the USP Dietary Supplement Verification Program, certification through NSF International's Dietary Supplement Certification and Certified for Sport programs, approval from ConsumerLab.com and HFL & Informed-Choice, and repeated top rankings in the *NutriSearch Comparative Guide to Nutritional Supplements*.

USANA **ESSENTIALS™** for adults is a combination of two products:

Mega Antioxidant: A balanced, high-potency blend of 30 vitamins, antioxidants, and other important nutrients to support cellular metabolism and to counteract free-radical damage.

Chelated Mineral: A complete spectrum of essential minerals, in balanced, highly bioavailable forms.

Usanimals™ delivers a great-tasting formulation of vitamins, minerals, and antioxidants in a cute, animal-shaped chewable tablet. It is especially designed for children aged 13 months to 12 years old.

USANA基本營養素套裝及兒童營養素


攝取足夠的營養是維持身體健康的主要基礎。

配方全面均衡的USANA基本營養素套裝及兒童營養素由專業的科研隊伍研製，成份安全可靠。品質更遠高於一般產品的標準，並獲多項國際認可，包括美國藥典食物補充品驗證計劃、美國國家安全衛生基金會頒發的「營養補充品認證證書」、「優質生產標準認證」及「運動認證計劃」證書、ConsumerLab.com、HFL及Informed-Choice的嘉許評級，並多次於《營養補充品比較指南》中奪得最高評級。

USANA基本營養素套裝由**超級抗氧化劑**及**整合性礦物質**組成，專為成年人而設。

超級抗氧化劑：蘊含三十種高效維生素、抗氧化劑及其他重要養份，配方均衡，有效促進細胞新陳代謝，抵禦游離基的侵害。

整合性礦物質：蘊含完整系列的重要礦物質，配方均衡，容易被人體吸收。

兒童營養素蘊含豐富的維生素、礦物質及抗氧化劑，是專為年齡由13個月至12歲的兒童而設的口嚼片。味道可口、形狀趣緻，深受兒童愛戴。 



Multivitamins and Healthy Immune Function

攝取複合維生素可維持免疫功能健康

An article published in the British Journal of Nutrition summarizes the roles of selected vitamins and trace elements in immune function.

《英國營養學期刊》發表了一篇有關維生素與免疫功能的文章。

Adequate intakes of micronutrients are required for the immune system to function efficiently. Micronutrient deficiency suppresses immunity by affecting antibody responses, leading to imbalances in the immune system. This situation increases susceptibility to infections, which increases disease and death risk. In addition, infections aggravate micronutrient deficiencies by reducing nutrient intake, increasing losses, and interfering with utilization by altering metabolic pathways. Inadequate intakes of micronutrients are common in people with eating disorders, smokers (active and passive), individuals with chronic alcohol abuse, certain diseases, during pregnancy and lactation, and in the elderly.

據研究報告顯示，攝取足夠的微量維生素是維持免疫系統有效運作的必要條件。缺乏微量維生素可影響身體的抗體反應，導致免疫系統失衡，增加疾病和死亡的風險。免疫系統失衡會減低營養攝取量，增加營養流失，甚至改變新陳代謝途徑。一般而言，微量維生素吸收不足的情況經常出現在飲食失調者、一手及二手吸煙者、酗酒者、孕婦、哺乳期婦女及長者身上。

Micronutrients contribute to the body's natural defenses on three levels by supporting physical barriers (skin/mucosa), cellular immunity and antibody production. Vitamins A, C, E and the mineral zinc assist in enhancing the skin barrier function. The vitamins A, B6, B12, C, D, E and folic acid and the minerals iron, zinc, copper and selenium work in synergy to support the protective activities of the immune cells. Finally, all these micronutrients, with the exception of vitamin C and iron, are essential for the production of antibodies. Overall, inadequate intake and status of these vitamins and minerals may lead to a suppressed immune system, which increases the risk of infections and aggravates malnutrition. Therefore, supplementation with a multivitamin/mineral that includes these micronutrients can support the body's natural defense system by enhancing all three levels of immunity.

微量維生素可為身體提供天然防禦，有效保護肌膚、粘液、細胞免疫系統的健康，促進體內抗體的產生。維生素 A、C、E 和礦物質鋅有效增強皮膚的屏障功能，而維生素 A、B6、B12、C、D、E、葉酸，與及礦物質鐵、鋅、銅及硒可保護免疫細胞的活性。總括而言，所有的微量維生素（除維生素C及鐵以外）可協助身體製造抗體，相反，缺少微量維生素則可導致免疫系統失衡，增加病毒感染及營養不良的風險。因此攝取足夠的複合維生素及礦物質可增強身體的天然防禦系統，促進身體健康。🍎



亞太區成長進步25 2010 Vietnam 越南

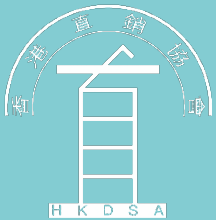
Be one of the Top 25 Asia Pacific Distributors who increase your commission volume points by the biggest amount year on year!

您只須要在推廣期內成為首25位業績增長最高的亞太區領袖，即有機會被邀請出席明年的越南領闖之旅！

資格確認期：2009年2月15日至2010年2月12日

Qualification Period: Feb 15, 2009 – Feb 12, 2010





Direct Selling Association of Hong Kong Celebrates its 30th Anniversary 香港直銷協會三十週年午宴

To celebrate its 30th Anniversary, Direct Selling Association of Hong Kong (HKDSA) held its anniversary luncheon at The Excelsior Hotel on August 11, 2009. Apart from the Chairman, Ms Angela Lau, HKDSA also invited USANA Executive Vice President of Asia Mrs. Deborah Woo, Chief Executive of The Consumer Council Ms. Connie Lau, and Professor John Bacon-Shone from The University of Hong Kong to attend the celebration. Professor John Bacon-Shone released a survey result regarding the public's insecurity level during the uncertain economic times, and the results proved that direct selling is a trustworthy industry that offers many business opportunities.

為慶祝香港直銷協會踏入第三十年，香港直銷協會於八月十一日假香港怡東酒店舉行三十週年誌慶午宴。當日，除了現任香港直銷協會主席劉明欣女士致辭，USANA香港有限公司亞洲區行政副總裁胡伍小碧女士、香港消費者委員會總幹事劉燕卿女士及香港大學社會科學學院副院長暨社會科學研究中心總監白景崇教授亦獲邀出席。席間，香港大學公佈了一份有關金融海嘯與直銷商創業的問題調查結果，讓直銷商獲得更多市場資訊，以發展直銷事業。U



香港消費者委員會總幹事劉燕卿女士致辭
Chief Executive of The Consumer Council Ms. Connie Lau delivered a speech



香港直銷協會會員合照
A group photo of HKDSA members

詳情請瀏覽USANA會員網站
Please refer to USANA Today for more details



Congratulations

恭賀 USANA 香港 直銷商獲得嘉許獎項

11-Star Diamond Director
十一星鑽石董事



Rita Hui

- Million Dollar Club Member 2009
2009 USANA 百萬元俱樂部會員
- Fortune 25 : Rank # 4
財富25尊尚會：第4名
- Elite Bonus : Rank # 3
菁英紅利：第3名



5-Star Diamond Directors
五星鑽石董事

Queen
& Alan To

- Million Dollar Club Member 2009
2009 USANA 百萬元俱樂部會員
- Fortune 25 : Rank # 8
財富25尊尚會：第8名
- Elite Bonus : Rank # 8
菁英紅利：第8名

Diamond Director
鑽石董事



Bing Wong

- Top 10 Pacesetter Creators : Rank #9
全球最高10位領航員締造者大獎：第9名

Etiquette of Business Attire

Keys to Personal Success

成功由禮儀開始 - 衣著篇

Last time, we talked about dining etiquette, which can help make a favorable impression on others. Coming next, we are going to go through the etiquette of business attire. When meeting with partners or potential customers, your clothing makes the very first impression. Proper business attire projects a professional image and can help you gain trust from customers.

上一期，我們帶大家深入了解西方的餐桌禮儀，讓您在餐桌上吃得大方、給予別人良好的印象。接下來，我們將為您介紹商務衣著禮儀。不論何時，在與伙伴及潛在客戶見面時，您的衣著決定了您在別人眼中的第一印象，穿著得宜可為奠下成功第一步。與此同時，恰當的商務衣著能夠為您建立專業形象，贏取客戶信任。



Here are some tips for maintaining the proper image:

商務衣著小百科：

- **Both Men and Women** - Always wear a suit. Consider dark navy and gray with patterns, which are always in style and easy to accessorize. A contoured jacket collar should fit smoothly around the neck with no space between it and your shirt. Wear shoes that coordinate with your suit. Keep shoes in good condition.
- **Men** - Wear shirts that are nicely starched and clean. Ties should "be seen and not heard." Outer coat sleeve length should cover the suit coat sleeve. Wear dark mid-calf length socks. Keep shoes polished.
- **Women** - Wear dresses/blouses in solid colors or conservative prints that coordinate with your suit. Seams and hems should be smooth and straight. Make sure skirts are at least knee length. Wear tailored blouses/shirts that do not have a lot of frills or ruffles. Women should always wear hosiery and shoes with heels.
- **男士及女士**均應穿著套裝。可選擇深藍色或灰色等深沉顏色，布料花紋宜選擇不易過時的款式。外套衣領應平滑地繞著後頸，緊貼襯衫衣領。鞋子需與套裝配襯，並保持良好的狀況。
- **男士**應穿著已熨好的整潔、筆挺襯衫。必須結上領帶。如須穿著大衣，大衣的衣袖必須比套裝外套的衣袖長。穿著深色的半腿襪。鞋子需擦亮。
- **女士**的套裝裙及上衣可選擇素色或保守的花紋以配襯套裝。套裝裙的長度必須及膝，避免選擇有過多褶邊的上衣。女士應穿著絲襪褲，並穿著有跟鞋。



Dos & Don'ts

Men

- Do wear your suit jacket when you conduct business outside your office.
- Do keep hair and nails clean and neat.
- Don't wear heavy cologne.
- Don't wear short-sleeved shirts under suit coats.
- Don't wear ankle socks or light colored socks with a dark suit.

男士

- 即使離開辦公室處理公務，也需穿著套裝外套，保持形象
- 保持頭髮及指甲整潔
- 避免塗搽氣味太濃的古龍水
- 避免穿著短衫襯衣
- 避免穿著短襪或鮮色襪子

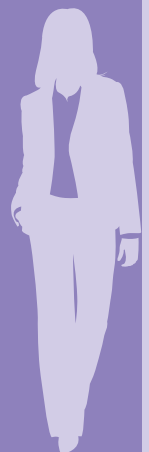


Women

- Do wear comfortable shoes and hosiery to complement your outfit.
- Do wear natural looking makeup.
- Do wear appropriate jewelry (no bangles or dangly earrings).
- Do keep hair and nails clean and neat.
- Don't wear sleeveless blouses.
- Don't wear open-toe shoes.
- Don't wear heavy perfume.
- Don't wear elaborate hairstyles.
- Don't wear jeans or casual slacks.

女士

- 穿著舒適的鞋子及絲襪褲配襯衣著
- 可化上自然妝容
- 可穿戴合適的手飾，但避免戴上手鐲及懸垂耳環
- 保持頭髮及指甲整潔
- 避免穿著無袖的襯衫或上衣
- 避免穿著露趾鞋
- 避免塗搽氣味太濃的香水
- 避免誇張髮型
- 避免穿著牛仔褲或休閒褲



Investing in a good business wardrobe is an investment in your professional future. Business skills and experience count, but so do personal appearance and the first impression made. So take the time and effort to refine your business outfit for your future success!

營商技巧與經驗固然是成功的要訣，然而我們亦不應忽視儀容外表。個人的衣著可以直接助您建立專業的形象，為別人帶來良好的首次印象。為您的成功鋪路，現在就花點心思為自己添置專業的商務衣著吧！ **U**

USANA.com- Same Old Address, All New Site

USANA.com - 網址不變，全新網站

Everyone knows the importance of making a good first impression. That's why the USANA Web sites are so important - they're usually the first place a prospect goes when they hear about USANA.

大家都知道留下良好第一印象的重要。這就是USANA網站如此重要的原因 — 這裡通常是潛在客戶聽到USANA之後，第一個會去的地方。

With a company as amazing as USANA, there has to be a Web site to match. That's why we've been hard at work modernizing USANA.com with updated information, additional resources, and a brand new look! We've made some incredible changes to the site, never before available to your prospects:

像USANA這一家充滿活力的公司，我們的網站當然亦不遑多讓。我們一直致力透過運用最新的資訊、更多的資源、以及全新的設計令USANA.com更趨現代化！我們的網站現已推出一些極盡豐富的變更，為您的潛在客戶帶來前所未有的瀏覽體驗：

- An entirely new look with beautiful photos and an easier-to-navigate system
- Updated info about the science behind USANA's award-winning products
- Access to USANA's social networking sites like Facebook, and a Newsroom with press releases, accolades, and other USANA "In the News" features
- Information about USANA's incredible compensation plan, including "Six Ways to Earn Income" as a USANA Distributor
- An all-new shopping cart with updated product descriptions; sorting capabilities by ingredients, sales volume, and price; and a new feature to offer product recommendations
- 煥然一新的版面，附有精美照片和一個更方便瀏覽的系統
- 有關USANA得獎產品背後最新科學資訊
- 可進入USANA的社交網站如Facebook，還可進入閱覽室閱讀新聞稿、表揚、以及其他「有關USANA的報導」
- 有關USANA優秀的獎勵計劃的資訊，包括USANA直銷商「賺取收入的六種途徑」
- 全新附註產品說明的購物車，可按照成份、銷售額以及價格作出排序；還有一項提供產品建議的新功能



And don't worry—the new site has already included all the important information that's on the old site to help introduce your prospects to USANA, reformatted and redesigned with the beautiful new look!

What's in it for Distributors?

USANA.com hosts a new feature called the Site Anchor—if a prospect or customer is on your own Web site and then goes to the shopping cart or another part of USANA.com, the site will recognize that person as having come from your site. USANA.com will retain your Distributor information whenever they visit the Web site in the future, and any purchases they make from the shopping cart will be credited to you.

Logon to our new USANA.com now. We're sure it's a valuable resource for you and will leave your prospects with a first impression they won't forget.

別擔心，新的USANA網站會將舊網站內所有的重要消息重新編排，以美觀的新設計展示出來，協助您向潛在客戶介紹USANA。

其中有什麼是為直銷商而設的？

USANA.com為您帶來一項全新功能 - 網站連結。如果有一位潛在客戶或消費者來訪您的網站，然後再進入購物車或USANA.com的其他頁面去，網站將會記認那是來自您的網站。未來無論何時他再登訪該網站，USANA.com都會保留您的直銷商資料，並且從他們購物車購得的任何東西計算在您的業績之中。

請即登入全新的USANA.com。我們相信它不僅是您的寶貴資源，亦可以為您的潛在客戶留下一個難以忘懷的印象。 **U**

NEW RUBY DIRECTOR

新晉紅寶石董事



Nurse
護士

Joined USANA:
加入USANA
11/2007

Silver Director:
銀董事
07/2008

Ruby Director:
紅寶石董事
07/2009

Having reached a new milestone in her remarkable USANA business, Ruby Director Daisy Kam's path to success has not been easy. "It has been years since I came back to Hong Kong to start my USANA business. And, I knew it wouldn't be easy to develop a business that I was unfamiliar with," Daisy recalls. Despite the difficulties, Daisy worked hard to face the challenges. Two short years after joining USANA, she successfully established her business and fulfilled her dreams.

由加入USANA開始，到短短兩年內成功晉升成為紅寶石董事，Daisy Kam的成功之路看在別人眼中實在殊不簡單。「由於我剛開始USANA事業的時候，已經離開香港一段時間了，要重新開始在這裡發展一門我並不熟悉的事業，起初是困難重重的。」但憑著理想、以及一份堅持，Daisy 將困難視為一種挑戰，逐步建立了USANA事業、實現她的夢想。

Persistence is the Key to Success

Daisy had already reached retirement age when she started her USANA business. It was the USANA products and vision that brought her to the next stage of her life. "With high-quality products like USANA's, why not share them with others?" she asks. With this clear and simple vision to guide her, Daisy started at ground zero and steadily built her career. "I didn't know anything about the direct selling industry at all before USANA. Moreover, I had lost nearly all of my contacts because I had been away from Hong Kong for so long. Fortunately, my upline Fanny Ng guided me through the hardships and supported me all the way," Daisy expresses. She also adds, "Determination and patience are a prerequisite to building a USANA business. Don't get discouraged when you are turned down, because trust can't always be built in a day."

Teamwork and Hard Work

Although Daisy is now reaping the rewards for her years of hard work, she has not forgotten about her upline's assistance during the hard times. "Team spirit is very important in developing a USANA business. As a team leader, you need to act as a role model for your downlines to follow." Daisy also thinks a leader must be knowledgeable and put in as much or more effort as his or her downlines do in order to resolve their problems and help them develop smoothly. "My goal now is to help my downlines advance. I believe my success relies totally on the success of my team." Her achievements have certainly proven that her theory is correct.

Sincere Gratitude

Daisy would like to extend her greatest gratitude to Queenie & David Lau, Queen & Alan To, Ken Mak and Michael, Sandy & Anthony Wong. Special thanks go to Fanny Ng, Elsie Lung, Peggy Tai, Jocelyn Lukang, Rosy Uy, Michael Wong and her teammates.

堅持分享

Daisy 本身已屆退休之年，但USANA的產品及理念，令她作出重要的抉擇 - 發展USANA事業。「既然有如此優質的產品，為何不與其他人分享呢？」就憑著這個簡單的信念，Daisy由零開始，穩步建立她的事業，踏出了成功第一步。「加入USANA前，我根本沒有接觸過直銷行業，也因為離港多年而失去人脈網絡，幸好我的上線Fanny Ng 不斷從旁指導，幫助我的事業進入軌道。」Daisy 表示，遭到別人拒絕令直銷商容易氣餒，但只要明白自己是要把好的東西分享給別人，便會重新振作起來。Daisy又道：「堅定和耐性是分享產品的首要條件，讓他們了解產品的好處，便能夠慢慢建立互信關係。」

以身作則 團隊榜樣

隨著USANA業務迅速發展，Daisy 亦建立了她的團隊，但她並沒有忘記上線一直對她的幫忙。「USANA事業講求團隊精神，而身為團隊的領袖，就必須以身作則，成為下線的榜樣。」古有名言：「師者所以傳道、受業、解惑也」，Daisy 認為要教導下線，必須比下線更努力、知識亦要比下線多，方能為他們解決疑難，助他們發展事業。「現時我的目標是盡力協助下線晉升，因為團隊的成功，就是我的成功。而我亦會不停邁步向前，向下一個目標進發。」Daisy 補充道。

衷心感謝

Daisy 藉此衷心感謝 Queenie & David Lau, Queen & Alan To, Ken Mak及Michael, Sandy & Anthony Wong，她特別感謝Fanny Ng、Elsie Lung、Peggy Tai、Jocelyn Lukang、Rosy Uy、Michael Wong 以及整個團隊的支持。



NEW RUBY DIRECTORS

新晉紅寶石董事



**Kitty Chai
& Chan Koon Ming**

Sales & Engineer
銷售及工程人員

Joined USANA:
加入USANA
09/2005

Silver Directors:
銀董事
10/2007

**Ruby Directors:
紅寶石董事
07/2009**

Successful people seek challenges, try hard, and persist; whereas weak people tend to avoid challenges and let opportunity slip away. Kitty Chai & Chan Koon Ming, the recently advanced Ruby Directors, are definitely the former. Four years after they joined USANA, they finally have reached a remarkable milestone of their business, and they have achieved what they thought was impossible before. "The greatest enemy of success is the excuses we find for ourselves. As long as we keep an open mind to all ideas and are wholeheartedly devoted to USANA, we can break through the limitations to success."

當面對挑戰的時候，我們常常聽到別人拋下一句：「我辦不到的！」，便任由機會悄然溜走。新晉紅寶石董事Kitty Chai 及 Chan Koon Ming則以行動達成他們從前覺得不可能達到的目標。「成功的最大敵人，其實就是我們替自己找的藉口。只要跳出框框，全心投入USANA的事業，就可以衝破局限，取得佳績。」四年後，他們終於創下USANA事業的一個重要的里程碑。

Double Harvest—Health & Family

Like many Distributors, Kitty started out as a user of USANA products while managing her USANA business part time. After witnessing the improvement in her family's health, Kitty quit her daytime job and decided to concentrate on the business. "After joining USANA, my husband became more aware of his health and conscious about a healthy lifestyle. Years later, he successfully quit smoking, which he'd been addicted to for a long time! His story has influenced his friends to learn more about nutritional supplements." Kitty's devotion to USANA also has brought her an unexpected harvest. "My time was packed with endless work before joining USANA I could barely spend time with my children. Now, USANA allows me to balance my family and business time without constraints. Time and financial freedom have improved the relationships among our family members," Kitty shares.

Positive Attitude Brings Positive Results

As the old Chinese saying goes, "Refine what you know, express it precisely." This is the rule that Kitty follows to reach her success. "We must broaden our knowledge on the USANA products and about nutrition in order to share clear and accurate information with our downlines and customers. We should attend training sessions. In case of any doubt, we should ask our upline for advice and avoid doublespeak." Kitty admitted that she initially refused to take the initiative to learn, which affected the development of her business in the beginning. After her sister Ada Chai advanced to Diamond Director, Kitty realized that she must overcome her weaknesses and learn to solve problems independently. "Now I've become more determined and have learned to share with passion. A positive attitude will result in positive business performance," Kitty says.

Sincere Gratitude

Kitty Chai would like to extend her greatest gratitude to Ada Chai for her patience and support. She would also like to thank her husband for being supportive. Special thanks go to Queen & Alan To, Ling Cheung, and her teammates.

健康、家庭兩豐收

跟很多直銷商一樣，Kitty 剛開始的時候是USANA產品的用家，以玩票性質經營USANA事業。在見證家人健康的提升及丈夫的經歷後，Kitty 始全心投入業務。「丈夫自從接觸了USANA，在潛移默化下，他的健康意識亦隨之而加深，終於連多年煙癮也戒掉了。他的經驗也感染了身邊的朋友，開始主動認識營養補充品。」在Kitty 全職投入USANA事業後，更有意想不到的收穫。「以前的工作很困身，令我和子女的感情趨淡。全職經營USANA事業為我帶來更大的自由，跟家人相處的時間多了，彼此關係也改善了不少。」Kitty 笑說。

積極學習 創造佳績

古語有云：「擇焉而精，語焉而詳」。Kitty 相信此道理對於自己的成功，以及新直銷商的發展，是極為重要的要求。「我們必須掌握產品及營養學的知識，繼而清楚而準確地將資訊分享給下線及客戶。遇到疑問，就應多聽課、搜尋資料或請教上線，切忌含糊其詞。」Kitty 坦言，當初因為惰性使然，不肯主動學習而令事業停滯不前。在姐姐Ada Chai晉升成為鑽石董事後，Kitty 頓悟必須克服自身弱點，主動求知，解決困難。「現在我比以往更有拼勁，也學會了主動分享。我也非常鼓勵下線多出席訓練會議，凡事抱積極的心態，成果也會直接在你的業績上反映出來。」Kitty 分享道。

衷心感謝

Kitty Chai藉此衷心感謝Ada Chai 的耐心教導及協助她克服種種困難。Kitty亦感謝丈夫的鼓勵，還有Queen & Alan To、Ling Cheung以及整個團隊的支持。



NEW SILVER DIRECTORS

新晉銀董事



Windy Leung

Joined USANA: **11/2008**
加入USANA

Silver Director: **06/2009**
銀董事



Sallie Lui

Joined USANA: **01/2009**
加入USANA

Silver Director: **08/2009**
銀董事

Occupation
職業

Property Management
物業管理

Products
產品

Excellent
品質超卓

Compensation Plan
獎勵計劃

Fair & Attractive
公平、公正、對等獎金相當吸引

Key to Success
成功秘訣

Be willing to offer help and be persistent
努力、與隊員互相幫助

Note of Thanks
衷心感謝

Special thanks to Ding Dong, Grace Cheuk, April Lui, Fanny Ng, Michael, Sandy & Anthony Wong and teammates
感謝叮噹、Grace Cheuk、April Lui、Fanny Ng、Michael, Sandy & Anthony Wong及團隊的支持

Occupation
職業

Housewife
家庭主婦

Products
產品

Trustworthy, significant in improving health condition
值得信賴、有效改善健康

Compensation Plan
獎勵計劃

Attractive
對等獎金相當吸引

Key to Success
成功秘訣

Persistently working toward your goals
訂下目標、堅守信念

Note of Thanks
衷心感謝

Special thanks to Queenie & David Lau, Nancy Lam, Fanny Ng, Queen & Alan To and teammates
感謝Queenie & David Lau、Nancy Lam、Fanny Ng、Queen & Alan To及團隊的支持



鑽石董事 Diamond Directors

- Bob Zou



翡翠董事 Emerald Directors

- Li Ying
- Zhang Baowen



紅寶石董事 Ruby Directors

- Kitty Chai & Chan Koon Ming
- Huang Shiguang
- Felix Wu
- Xu Wei
- Cao Junmei
- Daisy Kam



黃金董事 Gold Directors

- Li Sun
- Zhao Liqin
- Zhan Tebin
- Lai Mingde
- Chen Huilin
- Huang Maoen
- Xie Chongbin



銀董事 Silver Directors

- Chen Xueyan
- Zhang Fangji
- Zeng Xiaoqin
- Peggy Tai
- Xu Shuokai
- Li Wanfang
- Wang Shaofang
- Tao Yanhong
- Chan Yuk Hing
- Zhou Lin
- Zhou Ling
- Chen Xinying
- Zeng Fong Ying
- Ling Xiao
- Wang Jin
- Xing Ling
- Chen Defang
- Chen Chufeng
- Dong Haiping
- Geng Yanru
- Jiang Dongri
- Jiang Zhengyi
- Hu Hu
- Jia Qianqian
- Zheng Yuzhu
- Sallie Lu
- Zhu Zhihua
- Kwok Oi Ping
- So Kwan Kiu
- Zhang Lingyan
- Zhong Jintian
- Li Wenrong
- Zheng Pinlan
- Chen Renhu
- Hu Guofen
- Zhang Chaorong
- Zhang Bailliang
- Li Yanxia
- Liu Zhuoxian
- Zhou Guorong
- Chen Weihong
- Chen Xiaoqun
- Tao Gendi
- Kan Chun Wah
- Chen Yazhen
- Min Shan
- Zhang Hui
- Xu Yanxiu
- Zheng Yongmei
- Pan Zhipeng



銅董事 Bronze Directors

- Wang Yiling
- Cheng Peng
- Xiao Sanmei
- Wang Jinghua
- Xu Yanling
- Wen Weijie

董事 Directors

- Liu Hui
- Lin Jingyun
- Zeng Fuxian
- Fei Ping
- Liu Xiaoru
- Jing Xiaozhen
- Huang Zhiming
- Li Jianhua
- Lin Yuejiao
- Li Zhengrong
- Feng Xueming
- Chen Longqing
- Yang Xiaozhi
- Fan Zhiqiang
- Zhu Hongxia
- Chen Meiyang
- Wang Lili
- Cao Chun
- Wei Runwen
- Wang Jiangli
- Wu Tao
- Ye Haixing
- Guo Yongguang
- Stephanie Jenny Shen
- Liu Jine
- Tong Cheng
- Hu Runwen
- Qin Bangquian
- Meng Xiuhua
- Dai Xiuzhen
- Hu Chunxiang

成就者 Achievers

- Zhang Jilong
- Fan Qinmin
- Han Meihong
- Shi Kangxiu
- Teng Haishu
- Ye Feilin
- Jiang Tao
- Feng Lingzhen
- Zhang Yuan
- Zhang Jvian
- Lau Suk Yin
- Tan Shaoyu
- Zhao Zhong
- Zhu Meimei
- Zhang Youzhuo
- Wang Jiannong
- To Kam Ho
- You Guiying
- Qu Huozhen
- Qian Hao
- Gao Xinming
- Li Ching
- Song Miqiu
- Liu Jianhui
- Guo Xinghua
- Ding Deliang
- Nie Qiang
- Shen Lirun
- Gao Liansheng
- Zhang Lin
- Deng Xiaoyang
- Wang Xiaohan
- Lin Xuecheng
- Jiang Yuxia
- Wu Yi
- Meng Xianqing
- Li Hao
- Lin Shuizhu
- Yu Mei
- Wang Xu

- Huang Donghong
- Chen Zhengcai
- Zhang Naiqin
- Huang Yingzhong
- Liao Ling
- Zhang Enqi
- Kwan Wing Cheong
- Qiu Queqin
- Chan Ying Tung
- Luo Yanwu
- Cheng Xiaomiao
- Zhang Hui
- Lam Ting Kwok
- Qin Jing
- Zhang Weiwei
- Liu Ying
- Chen Chun Mei
- Ivy Hu
- Gong Bike
- Long Haiyan
- Wu Xinyi
- Hedwig Pax Rukmi Lega
- Huang Yunxiang
- Kong Huizheng
- Liu Yan
- Liao Huizhen
- Xiao Huibin
- Sun Aimin
- Zhu Yuqing
- Kam Man Chi
- Zhang Changfu
- Xiao Yuanhong
- Wang Lianxiang
- Liang Yaorong
- Zhang Qiuping
- Li Ming
- Wan Suk Yee
- Chen Xiaoming
- Shi Lihua
- Huang Li
- Gong Bike
- Long Haiyan
- Wu Xinyi
- Hedwig Pax Rukmi Lega
- Wang Wenyan
- Xie Yunshan
- Zhang Yongming
- Fu Yinwen
- Tai Ka Wing
- Xie Junjie
- Pang Wai Hing
- Zheng Yurong
- He Yaochang
- Chen Xinxiu
- Zhang Hui
- Yang Huizhen
- Ling Zhiqun
- Zhang Chunyan
- Leung Yuen Wah
- Cheng Wai Kuen
- Zhang Yong Jie
- Li Jiahua
- Lu Liuqing
- Lv Xuehui
- Liu Changjian
- Xing Aibin
- Chen Jianning
- Cheng Oi Li
- Jennifer Ng
- Lam Yuzhu
- Jiang Xingxian
- Liu Yufang
- Qiu Zhaorui
- Jiang Weimin
- Wang Mingyue
- Liu Junfeng
- Chan Fung Yee
- Leung Tak Po
- Fu Guihao
- Yvonne Liu
- Zhang Shaofen
- Pan Jimmei
- Peng Lina
- Han Tian
- Tsang Hoi Yang
- Au Yeung Joan

創業者 Builders

- Lee Kwai Chun
- Ng So Ban Yung
- Huang Yingqun
- He Xiaoling
- Wu Lei
- Yao Zhaohui
- Xu Wenwen
- Guo Ruiqing
- Chen Zhen
- Lu Zhiling
- Gong Junchuan
- Tong Chui Ping
- Ye Zichen
- Xu Yusheng
- Liu Jiabing
- Tang Junhui
- Tang Siu Tan
- Xie Jian
- Zhou Xiuqiang
- Li Lijuan
- Lian Xiaoping
- Zhang Rongxia
- Zeng Bezhi
- Zhang Xiaoyan
- Huang Nongxian
- Mao Dong Mei
- Feng Chunyan
- Ou Ping
- Wu Changying
- Fu Jun
- Yuan Wenjuan
- Yan Jun
- Li Qiuping
- Liu Yufeng
- Yang Kailun
- Yu Tianbao
- Chen Xiaomei
- Zheng Xiulan
- Li Hongyi
- Lu Yongming
- Yao Xiaohua
- Cui Shangping
- Pan Xuemei
- Liu Junjun
- Wang Feiming
- She Minghui
- Hu Huanan
- Huang Wenlong
- Ji Yuan
- Wang Pinghui
- Wang Yu
- Nian Gande
- Cai Lihua
- Zhou Shihui
- Lin Xiueqing
- Huang Minheng
- Wu Xiling
- Ge Hui
- Li Shanmin
- Xu Jianying
- Gan Xiaean
- Hou Xinhua
- Pan Laiyi
- Peng Jimmei
- Li Xin
- Li Ye
- Yang Xiugui
- Zhang Xirui
- Chen Minyi
- Sun Yan
- Bei Qinghe
- Wu Jie
- Yiu Yuet Hing
- Li Zhigang
- Chen Xuhua
- Tang Xinming
- Zhang Shuang Yan
- Lu Youmin
- Liu Huiqing
- Li Lin
- Guo Baohua
- Li Qingju
- Luo Cailen
- Yin Jin Ling
- Tang Yin
- Jing Tingting
- Xu Yuzhuo
- Hou Haiqing
- Chen Ehangwen
- Fang Jing
- Xu Ling
- Hu Bingyi
- Yang Gueqin
- Zhao Xiaozhong
- Ao Jixia
- Qian Qin
- Pan Renhui
- Hong Weihua
- Ma Juan
- Zhao Renhong
- Tang Xiaohua
- Zheng Ziyun
- Li Kai
- Wang Yue
- Zhao Jin
- Liao Liangsong
- Qu Xiuying
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- Song Yun
- Zheng Hua
- Zhang Rong
- Luo Gang
- Li Xiaoyang
- Zhao Aili
- Xu Xianfeng
- Yin Yijun
- Yu Yin
- Huang Peishen
- Zhao Shuping
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- Wang Lijun
- Lau Cheung Sau Wing
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- Yin Jialan
- Han Yureng
- Yang Xiaodong
- Wu Bangli
- Qiu Wei
- Maggie Wong
- Ma Ying
- Wang Henglian
- Lu Wenfu
- Jiang Yihui
- Fan Yayun
- He Qimin
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- Zheng Lan
- Yin Chunmei
- Zheng Jianbin
- Zhang Ying
- Liu Kuixiang
- Lin Zongmei
- Wang Fusheng
- Zhou Zhiling
- Zhang Haiqi
- Chen Zuqiang
- Li Yuee
- Leung Sau Lan
- Zheng Weili
- Pang Weihong
- Lau Wai Man
- Li Zhigang
- Ma Sha
- Ai Sujuan
- Hu Cunhua
- Dai Heping
- Peng Jihua
- Liu Lin
- Tang Yucui
- Li Qingju
- Lan Mengya
- Zheng Mianyun
- Yang Junbin
- Yang Xiaobin
- Cai Xiaoling
- Zhang Ping
- Zheng Zhixian
- Yang Xiaofun
- Xu Ling
- Huang Zibin
- Li Shuwen
- Zhai Liyu
- Mei Zhi
- Chen Dan
- Zhong Lei
- Xu Xiaoping
- Ma Baofan
- Yuan Yuan
- Liang Wei
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- Li Kai
- Chen Ehunhua
- Zhang Wei
- Wu Yongling
- Hu Shuzhu
- Bi Jiao
- Li Longfen
- Du Juan
- Zheng Kaiwen
- Du Yan
- Zeng Yueyin
- Gao Lian
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- Sun Hai
- Lin Junmin
- Xu Ning
- Zhao Rui
- Huang Shiping
- Zhong Shuqing
- Zhou Jun
- Li Suer
- Zhu Wei
- Yu Guangming
- Teng Haixia
- Wang Zhu
- Yang Shuping
- Lo Pik Shan
- Pan Xianrue
- Guo Yurong
- Huang Xiaoleng
- Chen Guang
- Jiang Tiesheng
- Lin Shaoheng
- Cao Junhua
- Yiu Li Ping
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- Peng Tao
- Huang Qiu
- Guo Jie
- Zhang Zhigang
- Wei Juhong
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- Chen Chen
- Guo Zhengang
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- Hu Chengwen
- Bian Junhua
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- Xie Leqing
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- Qin Shilan
- He Yanjuan
- Chen Gueying
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- Pan Zhenyan
- Tan Jihong
- Zhang Shulan
- Sunny Chau
- Li Yijuan
- Liao Zhiqiang
- Zhang Yunjiao
- Wu Shangquan
- Miao Jun
- Huang Xiaoyi
- Tang Rongjun
- Wong Chun Yim
- Lee Lai Wan
- Eui Xuemao
- Zhang Yijun
- Xu Xu
- Kang Shuhua
- Lin Lifer
- Chen Li
- Wang Yao
- Luan Shanshan
- Zeng Shifen
- Dong Xiangang
- Ji Xiaolu
- Liu Tiegang
- Tian Qiuju
- Zhu Yunfeng
- Zhong Junrong
- Hu Eih-Ehin
- Wong Hoi Yin
- Yau Wan
- Guo Qianqian
- Lan Xufang
- Li Jian
- Yiu Yun Tsuen
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- Wang Wei
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- Angel Cheung
- Sun Yumin
- Wang Jinzhu
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- Mai Xiaoqian
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- Cui Tingting
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- Fan Lianna
- Lu Guizhen
- Xue Hua
- Hu Xiaodan
- Zhang Hui
- Hu Jinyan
- Dai Shouhui
- Yan Shuaiteng
- Chung Kar Lin
- Li Lina
- Kong Qiuyi
- Tao Xiaoshan
- Wang Jinxia
- Lu Zhongchi
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白金領航員精英榜 Platinum PaceSetter Hall of Fame

二零零九年六月廿一日至二零零九年八月十五日 From Jun 21, 2009 to Aug 15, 2009

Table listing names of Platinum PaceSetter Hall of Fame members in multiple columns.



領航員精英榜 PaceSetter Hall of Fame

二零零九年六月廿一日至二零零九年八月十五日 From Jun 21, 2009 to Aug 15, 2009

Table listing names of PaceSetter Hall of Fame members in multiple columns.

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
28 新直銷商快速起步綱要(NDO) 7:30-8:30pm 主講: 鑽石董事 Bing Wong 大中華暨北亞洲區直銷商服務總監 Lesley Law	29 USANA皇牌 - 基本營養素 Essentials™ 7:30-8:30pm 主講: 註冊營養師 Tyson Ng SRD	30 抗氧化保衛戰 - 葡萄籽精華 7:30-8:30pm 主講: 一星鑽石董事 Maureen Chu	1 公眾假期 國慶 直銷商服務中心 休息	2 USANA HEALTH SCIENCES	3 公眾假期 中秋節 直銷商服務中心 休息
5 USANA HEALTH SCIENCES	6 USANA產品全面睇 7:30-8:30pm 主講: 五星鑽石董事 Alan To	7 與您分享奧米加 - 3 2:30-3:30pm 主講: 一星鑽石董事 Maureen Chu	8 健康與自由之夜 (USANA OPP) 7:30-8:30pm 主講: 鑽石董事 Bing Wong	9 護骨孖寶 - 活力鈣鎂片與健酪寧II 7:30-8:30pm 主講: 註冊營養師 Tyson Ng SRD	10 Sense研美工作坊 3:00 - 4:30pm 票價: \$50 憑票入座 主講: 國際專業美容師 網絡拓展總監 Viola Wong
12 新直銷商快速起步綱要(NDO) 7:30-8:30pm 主講: 一星鑽石董事 Maureen Chu 大中華暨北亞洲區直銷商服務總監 Lesley Law	13 USANA HEALTH SCIENCES	14 痛風症的飲食與治療 7:30-8:30pm 主講: 註冊營養師 Tyson Ng SRD	15 USANA HEALTH SCIENCES	16 食得有「營」織得有型 7:30-8:30pm 主講: 註冊營養師 Tyson Ng SRD 一星鑽石董事 Michael Wong	17 3:00-4:00pm 主講: 註冊營養師 Tyson Ng SRD
19 USANA HEALTH SCIENCES	20 關注您的腸道健康 7:30-8:30pm 主講: 註冊營養師 Tyson Ng SRD	21 Sense 美的根源 《現場示範》 7:30-8:30pm 主講: 國際專業美容師 網絡拓展總監 Viola Wong 銀董事 Sally Ma	22 健康與自由之夜 (USANA OPP)(國語) 7:30-8:30pm 主講: 五星鑽石董事 Queen To 鑽石董事 Ada Chai	23 保護您的心血管 - 心臟寶30 7:30-8:30pm 主講: 一星鑽石董事 Maureen Chu	24 USANA HEALTH SCIENCES
26 公眾假期 重陽節 直銷商服務中心 休息	27 您的膽固醇是否超標? 7:30-8:30pm 主講: 註冊營養師 Tyson Ng SRD	28 USANA HEALTH SCIENCES	29 健康與自由之夜 (USANA OPP) 7:30-8:30pm 主講: 鑽石董事 Queenie & David Lau	30 USANA獎勵計劃的優勢(國語) 7:30-8:30pm 主講: 十一星鑽石董事 Rita Hui	31 USANA HEALTH SCIENCES

十月份公開講座精選



Sense 研美工作坊
日期: 2009年10月10日(星期六)
時間: 下午3:00 至 4:30
名額: 20名



A S I A P A C I F I C C O N V E N T I O N

2010 亞 太 區 年 會

Hong Kong, May 20-22, 2010
2010年5月20-22日

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