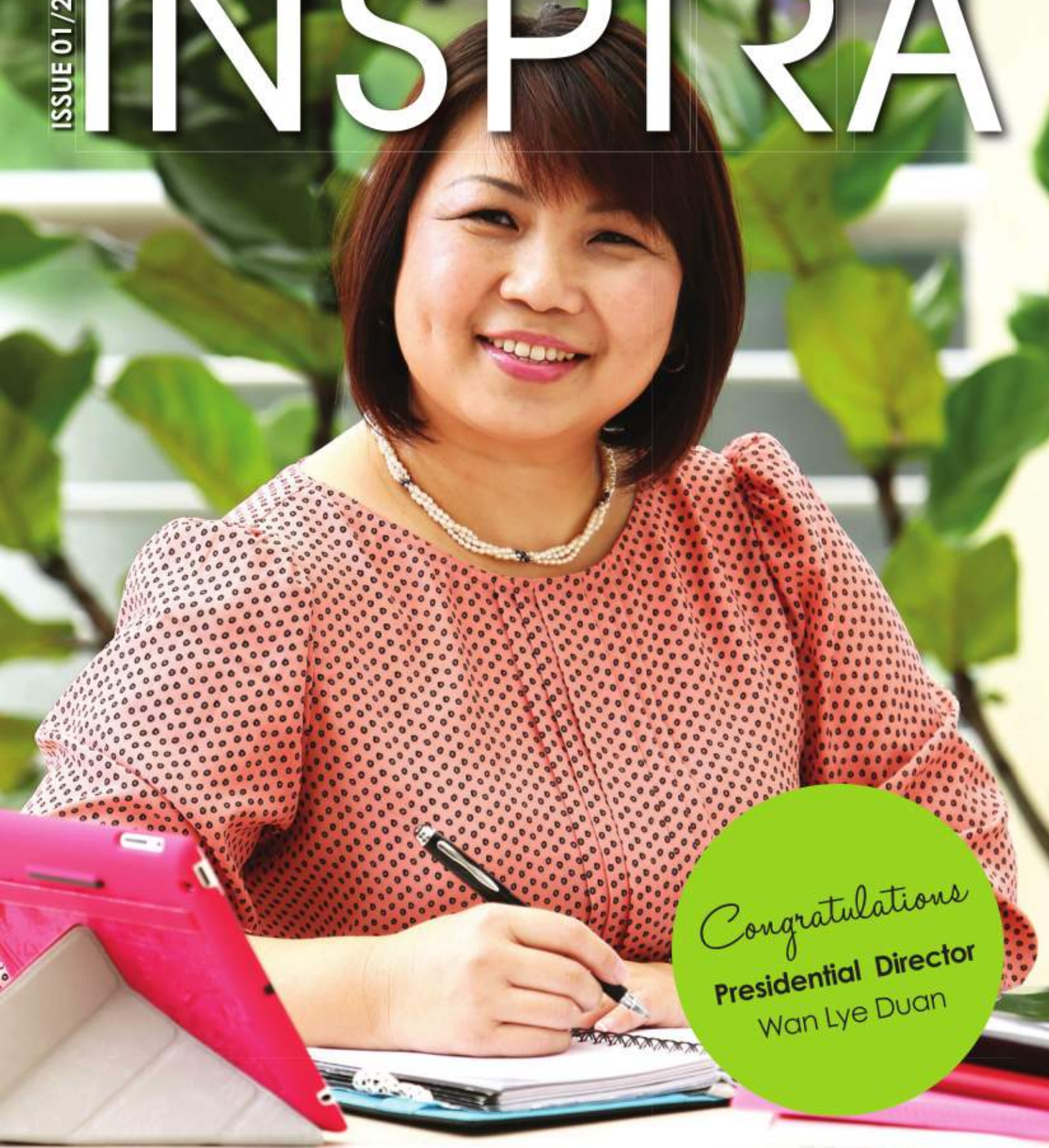


ISSUE 01/2013

INSPIRA



Congratulations
Presidential Director
Wan Lye Duan

CONGRATULATIONS!

PRESIDENTIAL DIRECTOR



Dec 2012
WAN LYE DUAN

SENIOR EXECUTIVE DIRECTOR



Dec 2012
LENY MASAYU BTE MISKIMIN

EXECUTIVE DIRECTOR



Nov 2012
TAN CHERN SEONG
Nov 2012
CHEE PING ING



Nov 2012
LOW BOON BEE
Dec 2012
MOHD FAUZI BIN ALI



Nov 2012
NORMAZIDA BT MOHIDIN
Dec 2012
ONG SIEW LING



Nov 2012
RAJ SAYDA MUNA ABD RAHMAN

ASSOCIATE EXECUTIVE DIRECTOR



Nov 2012
ZARINA BAZID



Nov 2012
LIM YONG SHENG



Nov 2012
MOHD KHAIRI BIN ALIAS



Nov 2012
SUZIE TEH SU SHI



Dec 2012
HASNAH MARZUKI

Nov 2012
FAHIZATUL MAILI BINTI MAT GHAZALI



Dec 2012
AZIDAH BT AHMAD



Dec 2012
WAN NOOR A'INI BINTI WAN YAACOB



Dec 2012
NORLELA BTE ALI



Dec 2012
SALEHA BT YAHAYA



Dec 2012
MAIZATULKAMAM BINTI OTHMAN @IBERAHIM

5 STARS DIRECTOR



Nov 2012
LILIAN TAN MEI KHUAN



Nov 2012
MUDARWATI BTE MAHMUDA



Nov 2012
RABIAH BT DAUD



Dec 2012
JURIATI BINTI ALWI



Dec 2012
YEK HUI SEIM



Dec 2012
RUHAIDA AMIN (SINGAPORE)

Nov 2012
LIANG YOW SHUIH CHIN TING ZUO AFIQ MUIZZUDEEN BIN ALIAS

Dec 2012
LIM HUEY CHARN SIRICHIT MAHATSANIYANON

3 STARS DIRECTOR



MALAYSIA - NOV 2012

MARIA ABDUL MANAF
NOORHAYATI BINTI MUSA
PATIMAH BINTI MAHAT
SITI RUMILAH BINTI IBRAHIM
MOHD SAFWAN BIN IBRAHIM
SYARIFAH SALMAH BINTI TUAN BARU
MARAFIDAH BT MOHD ZULKEFLY
KOE PHOOI PHOOI
SAODAH MUNANDAR
HI SIEW LING
JURIATI BINTI ALWI
ADELINE KAGUT
WOO CHENG YEE
LEONG SAW FUN

MALAYSIA - DEC 2012

FIASHIDA PAZAK
TEO MENG YING
JANNICIA LIM YEN YEN
SITI HASIMAH BINTI ABDULLAH
W.RABIAH BINTI W.MUDA
CHAI CHIEW NGO
NUR ELIANA BINTI JAMALUDIN
MOHD NAZAR BIN MOHD YUNUS
KOH KAM CHIN
MOHD REDZUAN BIN YUSOF
NORHANIDA BINTI MOHD HANIB
SHAMSUL NASRUN ISHAK
AFZAN NIZAM BIN ABDUL DZANI
JAMHARI BIN MOHD DESA
CHENG SUH MOI
YEW AI THEY
LIEW FOON LING
ROHAIDA BT YUSOF
YONG CHI CHING
NOOR ASYKIN BINTI ABU
FATIMAH BINTI ARIFFIN
WONG PECK CHOI
ABDULAGANI BIN YACHO
ROGAYAH BINTI SIAK
MOHD FIRDAUS BIN IBRAHIM
KHUZAIFAH MUDA
KHAIFUL FIRDAUS BIN AHMAD
NURIN ILHAMI BINTI AS AZIZ
NOOR LELA @ NORLELA BINTI UTOH NAIN

"PASSION, INSPIRING PATH"



Suzie Teh Su Shi, AED

Being the eldest among 4 siblings, assisting my mum in her Tupperware Brands business was once a responsibility. I got to know Tupperware Brands when I was only 10 years old, the year my mum first joined Tupperware. After two years of long run day to night roadshows, the results reflected and I suddenly realised that our family's living standard has AMAZINGLY improved. That's when I decided to take an insight into Tupperware Brands business opportunity. Throughout the journey, I have met different people from different backgrounds in different roadshows and was lucky to have heart to heart talk, to understand them and their problems and finally led them through the process of change in their lives with TWB Business Opportunity.

Falling in love with the satisfaction of touching lives and changing lives, it drives me to take Tupperware Brands Opportunity as my career - to witness, touch and change more lives. This whole journey as I ranked up from Consultant to Associate Executive Director was full of laughs, tears, shading, excitement, inspiration, challenges and will be the most valuable experiences in my life.

Follow your passion, and success will follow you!

"TUPPERWARE BRANDS BOLEH!"

Mohd Khairi bin Alias, AED

Pada mulanya isteri dengan saya cuma Consultant sahaja dan tidak berniat langsung untuk mengambil Bisnes Tupperware Brands sebagai kerjaya walaupun sudah 8 tahun diajak oleh kakak ipar. Kami suami isteri telah bekerja keras untuk majikan masing-masing dan banyak mendatangkan komisen dan bonus yang agak lumayan. Namun, isteri selalu balik lewat dan susah nak dapat cuti walaupun cuti tahunan masih banyak. Tekanan kerja semakin meningkat bagi isteri saya menyebabkan dia selalu migrain.

Satu hari kakak ipar masih tidak berputus asa walaupun sudah 8 tahun mengajak. Setelah berbincang dengan isteri, kami telah membuat keputusan untuk menyertainya. Pada mulanya ia amat sukar untuk saya dimana bisnes ini telah dimonopoli oleh kaum wanita. Namun dengan bantuan isteri dan support daripada Miss Wan telah kami kecapai kejayaan hari ini.

Saya berpegang kepada prinsip ini: berusaha dengan tidak mudah berputus asa serta anggap setiap halangan sebagai teras untuk terus bergerak maju di dalam perniagaan Tupperware. Setiap masalah ada penyelesaiannya sebab kita yang akan menentukan apa yang kita mahukan atau impikan. Perancangan yang rapi pada setiap apa yang akan dilakukan akan menghasilkan keputusan yang kadangkala di luar jangkaan dan memerangsangkan.

Juga, bila kita berada bersama-sama dengan orang yang telah berjaya di dalam perniagaan Tupperware, semangat kejayaan mereka akan terasa meresap ke dalam jiwa kita tanpa kita sedari, ini kerana setiap daripada mereka juga mengalami keadaan yang sama sebelum mereka mengecap kejayaan yang lebih besar.



"KERJASAMA PUNCA KEJAYAAN"



Norlela Bte Ali, AED

Saya mula berjinak dengan bisnes Tupperware pada tahun 2011, akan tetapi yang paling menambat hati saya ialah saya dapat melihat ramai yang telah berjaya memiliki kereta Tupperware disamping mendapat keuntungan lumayan. Maka saya pun memulakan strategi saya iaitu salah satu syarat untuk mendapat kereta Tupperware ialah saya mesti menjawat status AED dalam masa 10 bulan.

Pada mulanya, saya berasa bimbang juga kerana terasa berat juga beban ini. Tapi saya tidak putus asa kerana segala pelan yang dirancang bersama upline saya itu dilaksanakan dengan bersungguh-sungguh tanpa mengira penat dan lelah. Fokus amat penting untuk berjaya kerana hanya dengan fokus saya tahu dimana kelemahan saya dan meminta nasihat dari upline saya. Saya amat berterima kasih kepada upline saya kerana sentiasa memberi kerja sama dan nasihat kepada saya bila saya kemurungan dalam kebuntuan menghadapi masalah yang tidak dapat diselesaikan.

Rahsia kejayaan saya sebenarnya ialah kita mestilah sentiasa percaya kepada upline dan menolong downline kita kerana hanya dengan group yang bersatu-hati barulah segala rancangan kita dapat berjaya dengan lancar. Saya amat berterima kasih kepada upline dan downline saya kerana tanpa mereka, tiadalah saya hari ini dan tanpa mereka juga, tiada Honda City untuk saya juga.

Bisnes Tupperware Brands ini adalah satu bisnes yang amat indah kerana disamping mendapat keuntungan, saya juga mendapat ramai kawan-kawan dimana mereka kini umpama saudara yang amat dekat dengan saya. Kegembiraan kami raihan bersama-sama dan kesedihan kami menangis bersama-sama. Talian persaudaraan ini tidak dapat dimiliki sekiranya saya tidak dalam bisnes ini.

"KEYAKINAN TEGUH ATASI SEGALA HALANGAN"

Juriati Alwi, 5SD

Saya bertugas sebagai seorang guru, juga seorang ibu kepada 3 cahaya mata. Saya mengenali produk Tupperware Brands sejak 1999. Ketika itu, saya hanya membeli jika terdapat produk yang menarik hati.

Namun, segala-galanya berubah apabila rakan saya, Puteri Lamenong memperkenalkan pelan pemasaran Tupperware Brands yang kompetitif dan mudah dengan saya. Saya mula mencuba, dan percubaan saya berjaya apabila dalam tempoh 1 minggu, saya 'rank up' menjadi Director (Oktober), 'rank up' menjadi 3 Star Director (November) dan 5 Star Director (Disember) 2012.

Pencapaian hebat ini saya kecapai hasil bimbingan upline warga Arus Saingan. Panduan, motivasi dan kerjaya yang berterusan membakar semangat untuk terus menahut cabaran Bisnes Tupperware Brands ini.

Tiada kejayaan tanpa usaha. Namun keyakinan yang teguh terhadap pelan pemasaran dan kelebihan produk Tupperware Brands yang berkualiti dan memenuhi keperluan seluruh anggota keluarga, menjadikannya PILIHAN SAYA!



Recruiting your way to **SUCCESS**

Let's kickstart 2013 with a bang! We all know that the very core of our Tupperware Brands business is our People. It is our belief that when we build our people, our people will build the business. In order to do that, we have to keep our recruitment drive strong.

Here are some refreshers on how you can recruit your way to success...

Be Consistent – If you're going to work your business part-time or fulltime, there has to be consistent time throughout the week you're working on your business. Set certain schedules to conduct your Tupperware parties, assembly, training, roadshows and make sure your uplines and downlines are aware of those fixed dates.

Don't Sell, Build Relationship – People do not like pushy people. When you're trying to sell to someone, you're constantly thinking about how to close the deal. Instead of selling, start asking questions and take control of the situation. When you ask questions, you actually listen to their answers instead of trying for the hard close. Once you established a relationship with them and ask the right questions, quite often their answers will tell you how to close them.

Offer Solutions – When you're talking to your prospects and ask the right questions, you will find out what problems they are facing in their business or worklife. This is your chance to show them how the Tupperware Brands Business can change their lives and solve their problems.

Kiss That Frog – Let's apply the frog kissing principle here. Remember these: You've got to kiss a lot of frogs to meet a prince. Your job is to kiss them. You can't ask your secretary to kiss them. You can't mail them a kiss. You can't stay in the office and wait for them to hop in and kiss you. You can't kiss the same frog 30 times. When you find one, you've got to make contact. Yes, you have to reach out and touch someone.

David Stewart, a great networking trainer said, "In our fast pace, high-tech world, high-touch wins every time. Although the follow up on decisions is often driven by logic, people make decisions based on emotion. People need to feel personal connection. Computers, internets, answering machines, emails can't do this as people do not lose themselves in emails or autoresponders." Therefore, you have to personally reach out, talk and listen to your prospects.

贯彻始终 – 不管你是以兼职，或是全职性质经营事业，你每周的工作时间必须一致。你可以安排家庭聚会、会议、培训和巡回展，并确保你的上线和下线知道有关日期。

不是售卖产品，而是建立人际关系 – 大多数的人都不喜欢过于激进的态度。在售卖产品给某个客户时，你的脑海中或许只装满着要如何达成交易的信息。然而，除了积极推销产品，你也可以开始以发问的方式来掌握局面。你提出的问题等同于倾听他们的答案，而不是一味地想要达成交易。一旦你与客户建立了较稳固的关系，并提出相关的问题，他们的答案即是你达成交易的关键。

提供解决方案 – 当你与潜在客户交谈，并提出正确的问题时，你会从答案中发现他们在业务或工作上所面对的难题，这正是你向他们展示如何通过Tupperware事业来改变人生，和协助他们解决难题的黄金机会。

亲吻那只青蛙 – 让我们在此应用‘青蛙变王子’的原理。记得：你必须亲吻无数只青蛙，以找到英俊的王子。你的任务就是要亲吻它们。你不能要求你的秘书代替你去亲吻它们。你也不能邮寄你的吻。你更不可以留在办公室里，等待青蛙们跳进来亲吻你。你也不能亲吻同一只青蛙30次。当你找到了潜在客户，你必须要和他们有所接触。是的，你必须与人打交道。

David Stewart – 一位杰出的网络组织培训师说，“在这个快节奏，高科技的世界，高接触度胜过一切。虽然一个决定往往是由逻辑所驱使，但人们在作出决定时，通常都是以情绪为基础。人们需要感受到人与人之间的亲身接触。电脑、互联网、电话答录机、电子邮件都无法做到这一点，因为人们在这种情况下是不会失去理智的。”因此，你必须亲自伸出你的双手，并细心聆听潜在客户的心声，和他们交流。

Wujudkan Waktu Bekerja yang Konsisten – Sama ada perniagaan anda diusahakan separuh atau sepenuh masa, anda perlu menetapkan waktu yang konsisten pada setiap minggu untuk melaksanakannya. Tetapkan jadual untuk aktiviti-aktiviti seperti parti Tupperware, perjumpaan, latihan dan pameran bergerak. Jangan lupa untuk memastikan agar upline dan downline anda mengetahui tarikh-tarikh yang anda telah tetapkan itu.

Jangan Utamakan Jualan, Sebaliknya Jalinkan Hubungan – Semua orang tidak suka orang yang sering mendesak. Apabila anda cuba untuk menjual sesuatu, anda pasti akan sentiasa memikirkan cara-cara untuk menjayakan jualan tersebut. Walau bagaimanapun, jangan hanya tumpukan pada usaha menjual, sebaliknya tanyalah soalan dan kemudialah sesuatu situasi. Apabila anda bertanya soalan, anda akan lebih cenderung untuk mendengar jawapannya dan tidak lagi terfikir mengenai jualan semata-mata. Sebaik sahaja anda mencipta hubungan yang baik dengan mereka dan bertanya soalan yang tepat, lazimnya jawapan mereka akan membolehkan anda mengetahui cara yang terbaik untuk mendorong mereka supaya membeli sesuatu produk daripada anda.

Tawarkan Penyelesaian – Apabila anda berbual dengan prospek dan bertanya soalan-soalan yang tepat, anda akan mengetahui tentang masalah yang dihadapi oleh mereka di dalam perniagaan ataupun kerjaya mereka. Inilah peluang anda untuk menunjukkan kepada mereka bagaimana Bisnes Tupperware Brands mampu mengubah kehidupan dan menyelesaikan masalah mereka.

Ciumlah Katak Itu – Prinsip mencium katak bukan hanya sekadar cerita dongeng. Anda perlu mencium puluhan katak hinggalah anda berjaya menemui seorang putera kacak. Tanggungjawab anda adalah untuk mencium mereka. Anda tidak boleh menyuruh seluasnya anda untuk mencium mereka. Anda tidak boleh menghantar ciuman melalui pos kepada mereka. Anda tidak boleh duduk di pejabat dan menunggu katak-katak itu melompat masuk dan mencium anda. Anda tidak boleh mencium katak yang sama sebanyak 30 kali. Apabila anda menemui seekor katak, anda perlu memegang dan memberi kucupan mesra kepadanya. Ya, di dalam dunia perniagaan, anda perlu menghulurkan tangan dan menyentuh kehidupan insan lain.

David Stewart, jurulatih perniagaan rangkaian, pernah berkata, "Di dalam arus kesibukan dunia berteknologi tinggi, sentuhan kemanusiaan yang ikhlas merupakan harta yang sungguh tidak ternilai. Walaupun kita sering menggunakan logik sebelum membuat tindakan susulan terhadap bakal pelanggan, pada hakikatnya manusia membuat keputusan berdasarkan emosi. Manusia perlu merasa sentuhan peribadi. Komputer, internet, mesin menjawab panggilan dan e-mel tidak boleh memenuhi keperluan ini kerana kehidupan manusia tidak berkisar mengenai e-mel atau mesin panggilan automatik semata-mata." Oleh yang demikian, anda perlu mewujudkan hubungan, berbual dan memberi tumpuan yang sepenuhnya kepada prospek anda.

Take advantage and tell your new recruits that they are entitled to this one-time sign up purchase of exclusive Tupperware Brands products at a very special price.

11105774 Treasure Box	Peninsular Malaysia	East Malaysia	Singapore	8032 Wellness Pack	Peninsular Malaysia	East Malaysia	Singapore
Retail Price worth	RM363.90	RM412.70	\$211.70	Retail Price worth	RM371.40	RM403.80	\$187.80
Kit Bag	RM70.00	RM70.00	\$35.00	Kit Bag	RM70.00	RM70.00	\$35.00
Total	RM433.90	RM482.70	\$246.70	Total	RM441.40	RM473.80	\$222.80
New Sign-up Savings	RM153.90	RM202.70	\$116.70	New Sign-up Savings	RM161.40	RM193.80	\$92.80
Initial business investment	RM280.00*	RM280.00*	\$130.00*	Initial business investment	RM280.00*	RM280.00*	\$130.00*

* This is the price payable by the New Consultant.



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GO ECO WITH TUPPERWARE BRANDS

Mr David Wong, Area Vice President & MD, Tupperware Brands South East Markets was interviewed by U Weekly magazine during the Eco Living Carnival in Singapore. David shared on Tupperware Brands' proactive role in saving Mother Earth from pollution and degradation by designing products for long-term use that do not add to the production of waste.



LOOK RADIANT THIS CHRISTMAS

It's easy to turn the hands of time back if you know how. In the Christmas bumper issues of Her World and Nu You, readers were taught how to defy age and unlock the secret to baby smooth skin and a complexion that looks like it never aged with the Nutrimetics range of products.



COOKING HEALTHIER WAS NEVER EASIER

Our TupperChef Inspire cookware was featured in Sweet Home, Keluarga and Rasa magazines as it's perfect to complement kitchens in contemporary homes; where busy urbanites can easily whip up meals and enjoy healthier, tastier and juicier meals prepared in less time.

See all press clippings at www.tupperwarebrands.com.my/pressroom



VITAMINS FOR HEALTHY GLOWING SKIN

Vitamins are vital for our immune system as well as our skin. In the Nov 2012 issue of 6 magazines, our Nutrimetics Ultra Care+ products namely the C10 Firming Serum and Anti-Wrinkle Retinol Serum were featured due to its high concentration of Vitamin A and E, which help keep those fine lines and wrinkles at bay.



FOOD PREPARATION MADE EASY WITH TURBO CHOPPER

Readers of Keluarga and Rasa magazines were introduced to the simplicity of food preparation with the Turbo Chopper, a timesaver which makes cooking effortless. All it takes is a single pull to chop herbs, create sauces and blend baby food without any electricity too.

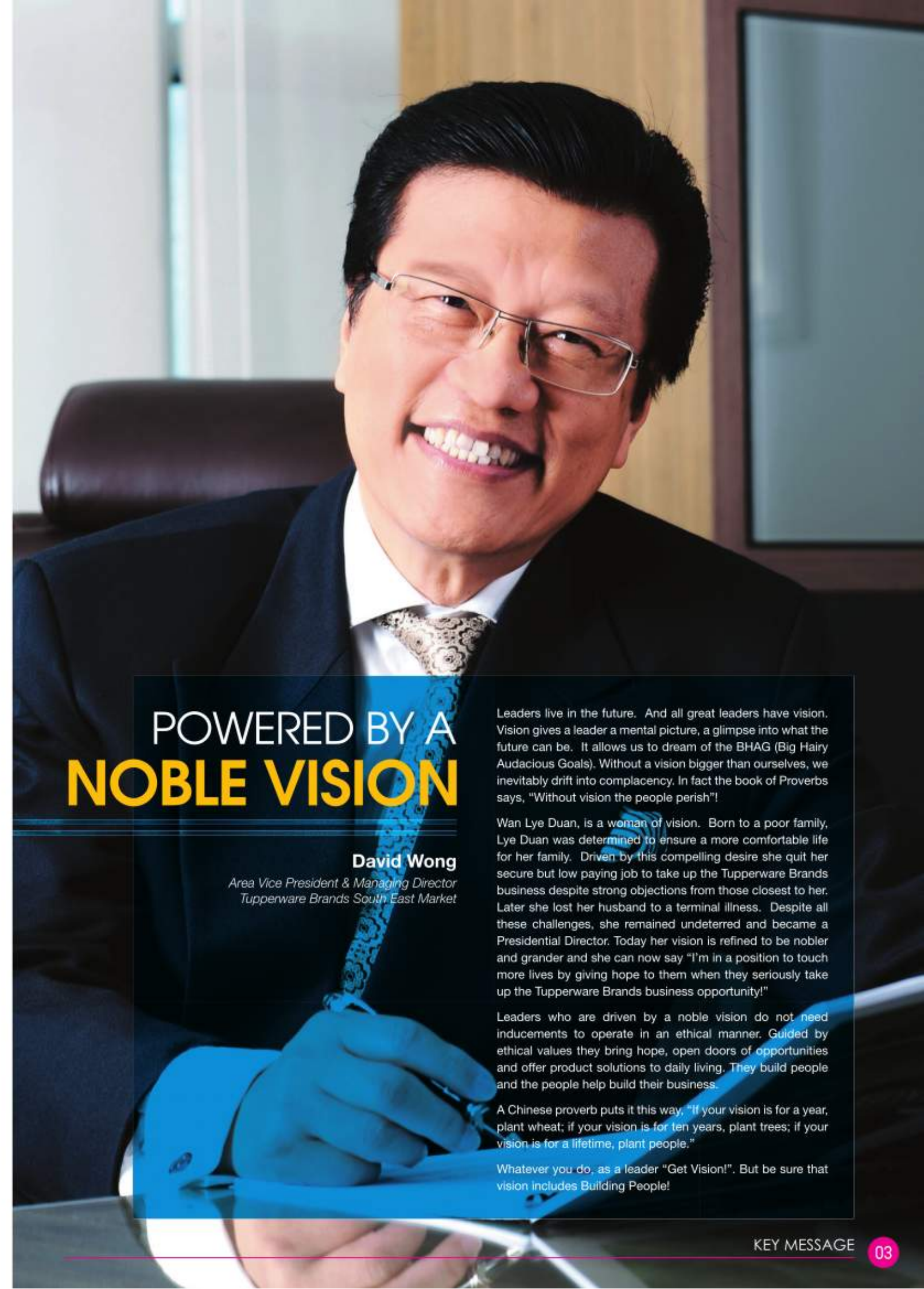


THE NATURAL WAY TO BEAUTIFUL SKIN

Let your skin glow with renewed radiance with the wonders of Nutri-Rich Oil, truly miracle in a jar!

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POWERED BY A NOBLE VISION

David Wong

Area Vice President & Managing Director
Tupperware Brands South East Market

Leaders live in the future. And all great leaders have vision. Vision gives a leader a mental picture, a glimpse into what the future can be. It allows us to dream of the BHAG (Big Hairy Audacious Goals). Without a vision bigger than ourselves, we inevitably drift into complacency. In fact the book of Proverbs says, "Without vision the people perish!"

Wan Lye Duan, is a woman of vision. Born to a poor family, Lye Duan was determined to ensure a more comfortable life for her family. Driven by this compelling desire she quit her secure but low paying job to take up the Tupperware Brands business despite strong objections from those closest to her. Later she lost her husband to a terminal illness. Despite all these challenges, she remained undeterred and became a Presidential Director. Today her vision is refined to be nobler and grander and she can now say "I'm in a position to touch more lives by giving hope to them when they seriously take up the Tupperware Brands business opportunity!"

Leaders who are driven by a noble vision do not need inducements to operate in an ethical manner. Guided by ethical values they bring hope, open doors of opportunities and offer product solutions to daily living. They build people and the people help build their business.

A Chinese proverb puts it this way, "If your vision is for a year, plant wheat; if your vision is for ten years, plant trees; if your vision is for a lifetime, plant people."

Whatever you do, as a leader "Get Vision!". But be sure that vision includes Building People!

“Presidential Director Story”

If Lye Duan Can, So Can YOU!

Lye Duan has had a difficult past, having faced countless objections from people close to her heart, she managed to pull through and proved them wrong. She managed to turn her challenges into opportunities and transformed her life with Tupperware Brands. She believes that anyone can do this business if they pressed on and persevere.



Inspira (I): Congratulations Lye Duan on becoming the Presidential Director. Tell us a little about yourself.

I am a single mother of four daughters, namely Suzon, Suzette, Suzanne and Suzie: age 4, 13, 16 and 20 respectively. My late husband, Teh also my business partner, passed on unexpectedly in May 2009 when I was 7 months pregnant.

I had a difficult life especially during the financial crisis in 1997 but my life experienced a tremendous turn in 2002 when I was introduced to the Tupperware Brands Business opportunity. After studying and analyzing the plan, I finally found a life-changing career. Unbelievably, with the very clear vision to build the empire, I was able to reap the success in just a year and proudly prove to the people who rejected me at the early stage of the business, wrong!

I: What is your most memorable experience?

One unforgettable moment for me was when I was just appointed as a Distributor in 2004. I was given an opportunity to share my story in front of high achievers and management staff from the company. Unexpectedly, during and after the sharing, I saw many of them in tears. Suddenly our AVP, David Wong stood up and came to me and said “Lye Duan, can I hug you?” Emotionally, I was so touched by this powerful gesture and it actually gave me a booster, a strength, and a ROCK to take my business to greater heights!

I want to take this opportunity to thank all my family, team, business associates, friends, TWB leaders and staff for all your support especially during my darkest hour when I lost my husband in 2007. I was devastated and plunged into a state of deep depression as I was also 7 months pregnant. I really appreciate all who provided me with support and love and for helping to pull me out of the doldrums.

I: How has the Tupperware Brands Business changed your life?

My life was totally transformed from an ordinary school teacher to a dynamic business entrepreneur! Most of my dreams have become realities, and apart from enlightening me to discover the purpose and value of life, it has also brought me joy and satisfaction, and I’m left with a legacy!

The TWB business plan and steady bonus rewards scheme have enriched my financial situation with passive income. I had overcome my financial crisis – no more sleepless nights when I cried bitterly because of unsettled heavy debts. I have been able to purchase properties such as shop lots, a bungalow and my dream car with all the earnings from TWB business. I treasure my life so much now because I am living a more meaningful and valuable life than before.

If I can do it, You can do it too.

Nothing is IMPOSSIBLE; just think I M POSSIBLE.

The possibilities are endless!

To me, TWB is an entrepreneurial platform on which everyone can jumpstart for success without much capital. It offers everyone equal chance to aspire, with zero-risk, no age nor race barrier, and no educational qualifications required! It’s the best business to be involved in especially for a person like me and I am a living testimony. I can easily share this business opportunity to everyone every day, everywhere and without limitations! As such, I am in position to touch more lives by giving hope to them when they seriously grasp TWB business opportunity! If I can do it, you can do it too!

I: What were the challenges faced in the course of your business and how did you overcome them?

My biggest challenge was my late husband. He totally disagreed with my involvement in TW business in many ways. He intentionally sold the car and disallowed me to go out, and warned me on talking about Tupperware business to his family. If I had a guest or prospective customer coming

to our house for a discussion, he would show his disapproval through his facial expressions and create an uncomfortable and unwelcome environment. He even threatened to divorce me whenever I was late in picking up my children from school.

Nevertheless, I was persistent in building the business and eventually my late husband joined me in 2005. He handled the business operation completely whilst I took care of the entire training, building networking and market penetrations. Within two years, our business grew significantly, and this changed his perspective ever since.

I: How long did it take you to be PD and what steps did you take to achieve it?

I was determined to achieve PD rank by end of 2012. It was not by chance or good fortune, instead it was a team desire and the guidance by my Sales Development Manager Bok Chu who motivated me tremendously.

I started setting my plans in motion in May 2012. It took me about six months to plan it out together with the team. I set up a million dollar club and the objective was to achieve million dollar organization sales every month by promoting high value items such as NNWFS & Inspire Cookware set, and for the director team who achieve specific goal, they would be recognised accordingly. I treated my downlines buffets at 5 star hotels and lucky draws for branded hand bags. Next, I identified potential Honda Car program participants and worked diligently with them to make sure they achieved it. Just by leveraging on company promotions diligently, they will surely be AED or ED rank! These programmes drove our organization to achieve seven times millions sales in 2012 and 4 Honda Car achievers, with 1 more car achiever in March 2013. Congratulations and thanks to everyone for your direct and indirect effort in supporting me on this path to Presidential Director rank.



2013 KEY FOCUS

Vision & Values

by David Wong

Area Vice President &
Managing Director
Tupperware Brands South East Market



Vision Driven Leadership

All great and enduring organizations have a noble vision that transcends to making money. A noble vision of grandeur drives and energizes our every effort. It is the compelling picture of a better tomorrow that inspires people to change, to get involved, to care and to do things that contribute to the common good. Morale soars and commitment is the watchword when the vision is the unifying and rallying cry of an organization.

There is a Chinese proverb that gives us great perspective on vision. "If your vision is for a year, plant wheat; if your vision is for ten years, plant trees; if your vision is for a lifetime, plant people."

In Tupperware Brands our vision is to help **change lives**. To help make a difference in people's lives. The outworking of this vision involves four key focuses:

- Premium Brands that provide Innovative Lifestyle Solutions
- Business Opportunities that enrich, empower and change lives
- A Great Place to work and be inspired to be the best we can be
- Corporate Citizen that makes a difference

These four focuses determine our daily decisions and actions. For example, we do not want to simply sell any products just to make money. Instead we want to ensure that our products do provide genuine solutions to daily living. We see our customers as members of our corporate family and customer satisfaction as our way of life. Hence we invest millions in product development and design. We market and sell global award winning products. And our brands are highly recognised, respected and renowned! But the focus is always enhancing people's lives - be they the customers, sales force, associates or the wider society with needs.

As leaders of our company and of our field organizations we are to own the vision, articulate and sell the vision, do all we can to ensure it becomes a reality and to continually reinforce the vision.

Values That Guide Our Actions

Whilst Vision inspires, values are the guiding light for all that we do. Values ensure we operate in an ethical manner, build trust, strive for excellence and build win-win relationships with all stakeholders. To help us realize our vision we have six enduring values upon which our business is built on:

- **INTEGRITY** - We strive to do what is right in our words and actions. We will only undertake transactions which are legal, fair and where we have a clear conscience before God and man.
- **EXCELLENCE** - We are committed to developing innovative opportunities, products, solutions and services of the highest standards and pursue continuous improvement in all value added areas.
- **EMPOWERMENT** - We provide life changing and personal development opportunities to our sales force and associates, allowing them to realise their potential, achieve success and gain confidence. We are committed to promote professional and personal growth through honest feedback, training and continuous education in a climate that promotes initiative, innovation and intelligent risk taking.
- **COLLABORATION** - We hold ourselves accountable to our associates, sales force and consumers. We are individually responsible for our performance with joint ownership in achieving corporate goals. We add synergy through collaboration, effective communication and by building upon each other's experiences and strengths.
- **PROFITABLE GROWTH** - We will manage our business in the most effective manner to ensure attractive return to all stakeholders. We are committed to achieve our annual goals whilst investing to ensure the long term growth of the company.
- **CELEBRATION** - We reward and celebrate achievements, milestones and passages.

Living Our Values

These values are not part of a "to do" list that we tuck in our drawers. Rather they are principles to live by. When these values are part of us and our team we would, for example:

- Not sell a product below its stated price or release a catalogue before the launch date as it compromises our integrity and hurt other sellers
- Strive for standards of excellence in all we do whether it is conducting an opportunity session, an assembly or a conference.
- Trust our downline directors, mentor and empower them to take on greater responsibilities to ensure their success.
- Collaborate with our bosses, colleagues and other organizations to maximize our effectiveness for the common good of our business.

We do not want success at any cost with no thought for the adverse ramifications on ourselves or others. We all want Success with no sorrows. Long term sustainable success. Indeed success that would eventually lead to Significance!

May we attract the kind of quality, productive and caring people who are tuned in and turned on by our vision and values! But it all begins with us, driven by our vision and guided by our values!

2013 DARE To Dos

You may not realize it but what you do every day means a lot because you are exchanging a day of your life for it. For 2013, we dare you to take it up a notch, pump in some extra life into every hour, and really make your time count.

We dare you to do one of the following everyday...



Dare to do



Make Someone Else Smile



Tap Into Your Inner Creativity



Just keep going, no matter what

1 Dare to do

Challenge yourself! Challenges are necessary for every human being who is seeking quality life. Nothing develops you more than challenges. When you Dare yourself to do new things, it forces you to shift your comfort zone, experience new situations and make you grow.

2 Embrace your imperfection

Love yourself for who you really are, try and discover your true self. The most beautiful part of this journey is being at peace with yourself. Learn to appreciate life as it is, rather than how you expect it to be.

3 Focus on the qualities you like about those around you

Whenever we focus on a person's wonderful qualities, we have a wonderful relationship with them. Whenever we focus on a person's not so wonderful qualities, we have a not so wonderful relationship with them.

4 Make someone else smile

Ordinary people worry today and postpone their happiness for tomorrow. Intelligent people are happy today and postpone their worries for tomorrow. Wise people only wish happiness for all, today and tomorrow. If you wish to have a lifetime of happiness, dedicate time every day to helping others smile with complete sincerity and enthusiasm.

5 Just keep going, no matter what

You'll encounter obstacles, and falter and fall. Just get up and keep going. You'll face temptations and give in. That's OK.

...just keep going. You'll make mistakes and get discouraged. No matter... just keep going. No matter what happens, keep going. If you're taking baby steps, you're holding yourself accountable, and you're actually doing something, you'll get there.

6 Be enthusiastic

Everyone has a choice. You're given life, and it's up to you to make it good or bad. So wake up and get motivated; not everybody made it to today. Don't take your time for granted. Don't waste time dwelling on past mistakes. Keep your eyes on the road ahead and do it differently today. Wherever the road takes you, bring your passion. Whatever you do along the way, do it with all your heart.

7 Tap into your inner creativity

Everyone is born with a core of creativity. Activating your creativity helps you tap into emotions, be sensitive to the world around you, and can help you think more creatively in the workplace. This can include keeping a sketchbook, writing, dancing, taking a creative class, or whatever you are inspired to do.

8 Learn something new

It's important to remember that you cannot become who you are capable of being by remaining exactly where you are. If you are not willing to learn and grow, no one can help you. But if you are determined to learn and grow, no one can stop you. Learn from everyone, evolve, remain humble, and don't forget to have a good time.

9 Take up pilates, yoga, and other exercise

There are so many benefits to exercise, such as good health, self confidence, positive endorphins, better sleep, and stress relief. Exercise helps you with the ability to better focus at work. Also consider other forms of exercise like walking or running, and find what works best for you. Increased physical fitness will build confidence.

10 Say "YES" to a spontaneous opportunity

Everything in life cannot be planned. Some of the greatest opportunities will knock on your door when you least expect them to. Be flexible, be spontaneous, and just say "yes."

Get a Tupperware canister, label your canister "Great things I did in 2013", write down one of the great things you do every day and put them into the canister. By 31 December 2013, open up the canister and start reading what you written and give yourself a huge pat on the back for your achievements! Well done!



Meet Our Management Team

These are faces of ordinary people with extraordinary powers. Our team comprises some of the best and brightest minds fueled by pure passion to support you in your Tupperware Brands Business. We are just a smile away so feel free to contact any of us should you need our assistance.



Spreading the

LOVE

to

3000 Underprivileged Children



Tupperware Brands Malaysia recently organized a Back to School Program whereby a total of more than 60 underprivileged homes have been selected. Held from 23rd November to 15th December 2012, each Tupperware Business Centre all over Malaysia was given the opportunity to select a home and spread love and cheer to the children by organizing a year-end party.

The children were also treated with a hearty lunch and some fun games with the people of Tupperware Brands. Mr David Wong, Tupperware Brands Malaysia/ Singapore Area Vice President and Managing Director was present at the Precious Children's Home presenting school bags, Tupperware tumblers and lunch box to each child.

"The year 2012 has been good to Tupperware Brands. Our business is growing and our team of sales force is expanding. This is our time to give back and share our blessing with the less fortunate. Such activities will invoke a sense of pride in our associates' work and contribution, not only to achieving the company's goal, but to society as well", said Wong.

He also added, "As we continue to provide a viable income opportunity to many, we also want to inculcate a habit of giving amongst our sales force and staff. What better time than now in this wonderful season by giving the Back to School pack to the underprivileged children. This spirit of giving is very much in line with the global Tupperware Brands philosophy of Educate, Enlighten and Empower women and children.

This Corporate Social Responsibility (CSR) program led to a momentous giving of more than RM200,000 to these homes.





Healthy Meals Made Easy with Asian Meals & Tupperchef Inspire

This Chinese New Year, spice up and simplify your reunion dishes with Asian Meals authentic pre-mixed sauces made from all natural ingredients! It's so easy, just mix, cook and serve.



- ✓ No MSG
- ✓ No preservatives
- ✓ No artificial colors
- ✓ No artificial flavors
- ✓ No 3-MCPD
- ✓ Non GMO
- ✓ No Trans Fat
- ✓ Gluten Free



What's more? It's healthier to cook with TupperChef Inspire. Food is tastier when cook in its own juices, healthier as it requires less oil and retains more nutrients, plus saves time and energy too!

Testimonial



Lianne Lim

I usually cater food whenever I organise a party for my organization. However, after seeing how easy it was to come up with healthy and impressive looking dishes, I decided to cook all 6 dishes (from the Asian Meals spread) for my organization during our year end party and boy even my son was amazed at my cooking. Honestly, I'm not a good cook, also I find it time consuming to prepare all the ingredients just for a meal. However, I took up the challenge as I believe that Asian Meals makes the TupperChef Inspire cooking demo a breeze for everyone and I wanted my downlines to see and taste it for themselves. Previously, a lot of my downlines were interested to promote the TupperChef Inspire cookware, however the hassle of preparing all the ingredients for the cooking demo turned them off. Now, with Asian Meals, we get the complete ingredients pre-packed and what's more...it's all natural, healthy and yummy too. Now, my downlines are excited to promote TupperChef Inspire, even those who can't cook.

Tupperware Brands EMPOWERING WOMEN

Around The World



LIVE CONFIDENT!



ENY SETYANINGSIH, Indonesia

Kecelakaan lalu lintas yang merengut nyawa suamiku membuatku berjuang lebih keras. Kini, aku bisa tersenyum melihat kedua anakku tetap bisa bersekolah bahkan aku bisa pula merenovasi rumah kami pasca gempa. Terima kasih Tupperware, biaya itu kuperoleh darimu.



KAREN DU PREEZ, South Africa

Karen steadfastly worked her way up from a small region in 2008 to the biggest and most successful in the company. She is a true record-breaker – setting and exceeding new company records on a regular basis. She even went **beyond borders to achieve number one in the World** at her level for **2 consecutive years**. Karen travels throughout her region extensively, visiting her Group Managers and Area Distributors in their homes, often in remote rural areas, getting to their level and developing relationships that help build the incredible success she is today. Her ability to connect with people and identify their needs, helping and motivating them towards achieving their dreams, is her special gift.



SACHIKO SUZUKI, Japan

Sachiko's Distributorship, based in the Fukushima, Miyagi and Iwate prefectures, helped their nation immensely after the Great East Japan Earthquake on March 11, 2011. They went to many evacuation centers to communicate how to use the products in the Aid Pack which were supplied by Tupperware. Their efforts in supporting earthquake affected people are still going strong through the gift of Tupperware.



SELVI JOTHIKUMAR, India

How did a housewife scared of crossing the road put over 300 women on the road of success?

By conquering her fears, Selvi rediscovered herself and in the process inspired innumerable women to dream and taste success as Tupperware Consultants.



SHIREEN TAN SUAN SEE, Malaysia

Shireen, a former kindergarten teacher, and her husband, a former worker for the automobile industry, now have a multi-million dollar business through Tupperware Brands Malaysia. This couple view challenges differently, they do not see challenges as obstacles but instead opportunities to help them grow and learn from new experiences. Through this business, they experience firsthand the joy of being able to touch so many lives, and see their lives change for the better.

World Water Day
2013

Water for *Life*

As we celebrate World Water Day 2013 on 22 March, spare a moment to give thanks for the clean and quality water we have on our shore. Think about what it takes to ensure long-term sustainable management of water resources. Committed to this cause, Tupperware Brands continuously strives to create smart solutions, like the eco bottle to eliminate waste and ensure everyone does as much as they can to reduce and reuse to save Mother Earth.

Have you done your part?

Every little bit helps. Even the smallest act, like reusing a water bottle can make a big impact!

4 reasons to use Tupperware's Water Solutions:

A reminder to keep hydrated! You will be reminded to drink the right amount of water daily.

Saves Time & Space There is no need to find space to store disposable bottles. Plus you conserve time and energy spent for shopping and transporting them.

Saves Money Bottled water cost 3,500 times more than tap water.

Saves the Planet It prevents billions of disposable bottles from ending up in landfills, where it takes an estimated 1,000 years to biodegrade and leaches toxic waste into soil.

Celebrate World Water Day 2013 with us on 

Join us on Facebook this March as we celebrate World Water Day 2013 and win attractive eco-friendly storage solutions for your homes!

<http://www.facebook.com/Tupperware.Brands.Malaysia.Singapore>

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