

T&E

Quarterly 2013 Summer 夏

No. 02

夢想的堅持與行動力

Keep your dream and go for it!



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關於夢想的堅持與行動力

KEEP YOUR DREAM AND GO FOR IT!

不畏懼，堅持勇往直前，
逆境是達到真理的一條通道。 - 英國諺語

DO NOT BE AFRAID AND KEEP MOVE FORWARD,
ADVERSITY IS A PATH
WHICH APPROACH TO TRUTH. - English Proverb

夏日的奔騰熱氣，是為目標堅持奮鬥的汗水，
激勵我們去努力追求自己的夢想，在豔陽下也
要一心向前，不論是多麼遙不可及都不要放棄，
所有的艱難挑戰，到頭來都將為你叫好。

The heat in the summer is the sweat from target
fighting. It encourages us to pursue our dreams,
even we are under the scorching sun. Do not give
up no matter how far away. In the end, all the
tough challenge will applaud for you.

幾年前，在 Discovery 的活動上第一次見到黃
明正。他以倒立的方式緩步堅定步向舞台，不到
20 分鐘的分享，他以馬戲團表演、演講以及影
片方式記錄他的夢想，讓在場觀眾看見他在街頭
賣藝及倒立環台的珍貴畫面，過程中當然不免出
現他人的勸阻、挑釁或危險的突發狀況，但他仍
維持「一步一手印」的倒立姿態，以行動告訴大
家他是誰及他如何實踐他的夢想。

他是倒立先生黃明正，13 歲就堅定「倒立看世
界」的志向。2010 年 8 月，他完成了世界首創
倒立環台之舉，經歷 5 個月、繞行 2 萬公里。現
在他的夢想是「倒立壯遊探索世界」，台灣是他
的起始站。對他來說，拓荒者不是第一個看見荒
的人，而是第一個敢拓荒的人。

他的故事，也透過他「一步一手印」的蹣跚，將
力量傳給所有有夢想但尚未實現，或是還沒有找
到夢想的人，勇敢發揮天賦，努力實現自我。走
在夢想的路上比走在現實的路上辛苦一千倍，但
是快樂一萬倍，因為你的心是自由的。只要不放
棄自己，就不會有人放棄你，每一個人都有改變
世界的能力，都可以「告訴世界我是誰」！

獻給還在尋找夢想的人，在沒找到自己和夢想
前，請努力當下，因為當你找到後，你會盡一切
所能去完成你自己。

獻給那些為夢想揮汗狂奔的追夢者，也許會有
80% 的人對你的堅持潑冷水；但別忘了，還有
20% 的人對你很期待。

這是倒立先生教我們的事，關於夢想的堅持與行
動力。不論是多麼遙不可及都不要放棄，因為所
有的艱難挑戰，到頭來都將為你叫好。

Few years ago, it is the first time that Ming-cheng
Huang show up in the Discovery event. He use
the handstand way to walk to the stage. He share
his experience and his dreams by performing
juggling, speech and videos in less than 20
minutes. He let the audiences see the valuable
picture of his street performing and handstand
around Taiwan. During his trips, there are many
dangerous unexpected situation but he still
maintain in handstand mode take action and tell
them who he is and practicing his dream.

He is Mr. Candle. In his 13 years old he set his
ambition "experience the world in upside down".
In August 2010, he completed the trip around
Taiwan in handstand. He is the first man who
did this magnificent feat. He spent 5 months to
"walk" 2 thousand Kilometers. Now his dream is
"Exploring world by handstand", Taiwan just his
starting point.

His story spread by his handprints. It give power
to those who has dreams but did not complete yet
or the people who have not find their dreams yet.
It encourages them to play their talents and make
a great efforts to prove themselves. Walking on
the path which lead to dreams is much harder
than the reality but it is much more happier.
Because your heart is free. No one will give you
up unless you give up first. Everyone has ability to
change the world and tell the world who you are.

This dedicated to people who are still looking for
their dream. Before you find it, please do your best.
Because when you find it, you will do everything
you can to complete it.

This dedicated to people who are chasing their
dream. Maybe there are 80% of people are pour
cold water on you but do not forget there are still
have 20% of them are look forward to you.

These are things that Mr. Candle teach us. Don
not give up for your dream no matter how difficult
it is. Because all the tough challenge will applaud
for you in the end.

10 年堅持 盛德信見證大會 讓好產品持續為美好人生發聲

Persist For Decade - Testimony Sharing of TNE Make Good Product Talk For A Wonderful Life

盛德信成立至今已邁入第 10 年，近年來持續舉辦的見證分享會，不僅邀請盛德信產品研發者—郭國華博士，針對產品的研發理念，展開機會難得的健康講座，更有來自各地的夥伴，分享產品使用後的感動，帶領台下每位朋友一同見證他們人生的美好改變。

始終堅持「誠信」的信念，用真誠分享，不誇大也不作假，是一路走來的堅持態度。多年來，盛德信不喧嘩取寵、不盲從主流，與研發團隊堅守技術本質，打出自有獨特行銷方式，以台灣獨有的人體臨床試驗的研發團隊技術，從台灣起步進軍國際市場，創造最符合人體保健的優良產品，不僅累積出近萬名的見證，「讓好產品自己去說話」，也是多年來累積下來的信心與驕傲。

一開場的「健康講座」，研發者郭博士帶領台下聽眾，領略研發過程的嚴謹艱辛，也帶大家瞭解盛德信推出的產品背後精髓的研發精神，同時也道出了盛德信的產品多年來，能陸續吸引許多專業人士與使用者信任支持的原因。

TNE has been established for 10 years. TNE keep holding some testimony sheraing. They invited Dr. Kuo - the researcher of their products. He made a rare healthy talks which combine with his idea of develop TNE's products. Moreover, there are many people shared their experience of TNE's products and led the audience to witness the wonderful change in their life.

TNE keep the faith of integrity and share with honest form the beginning to the end. No exaggerate nor fraud is TNE's insist. TNE never go with the flow and persist this faith with R&D team. Use their own unique marketing way. Their start from Taiwan and enter the international market with their unique background R&D teams and products. They made quality products which is the most suit for the human body. They accumulate 10 thousands users' testimony. "Let products talk" is TNE belief and proud for many years.

At the beginning of Dr. Kuo's Healthy Talk, he led the audience to understand the hardest part in the research progress and let everyone knew the spirit of TNE. At the same time, he mentioned the reason why TNE has been supported and trusted by many people and product users?



這次見證大會藉由感動分享，讓動人故事持續傳遞，也讓更多人瞭解盛德信所提供的服務不單只是單純的保健食品，也包括一份愛的關懷及生命力的延續，盛德信也承諾，將持續以生命力為每個想圓夢的夢想者實現理想。

因此，除了在台灣市場發光，目前盛德信的產品已經行銷至香港、馬來西亞、菲律賓、中國，以產品為每位使用者帶來生命的希望，也期許下一個 10 年，盛德信繼續與每位夥伴同行，保有初衷，持續往美好旅程邁進。

Beside, TNE's products are not only glow in Taiwan market but also in Hong Kong, Malaysia, Philippines and China. TNE's products brings hope of life for every user and wish TNE can keep their original intention and move forward with every distributor in next decades.

This testimony sheraing was shared by moving stories of TNE's users. It also make others believe that the service of TNE is not only provide healthy foods but also including "Love, care and vitality". TNE promises they will continue to use vitality to help every dreamer's dream come true.

媽咪，讓我們一起美麗！ 亮麗大使課程總回顧 讓溫柔手感 直達媽媽心窩

Let get prettier, mom.
Lesson Review of the Beauty Representative
Pass your feeling by tender touch



配合 5 月的母親節活動，康美「亮麗大使認證」第三梯次培訓班，也在 5 月亮麗登場，並在 5 月 30 日與 31 日完美落幕。此次來自台北、台中、高雄的夥伴，在不同地點一起參與培訓課程，不僅學著能親手為媽媽保養溫柔手技，也為自己的臉上增添今夏亮麗的光彩！

第三梯次康美亮麗大使初階訓練課程，四堂課的時間，從認識肌膚學理知識開始，到康美保養品的講解與實務操作，專注的眼神，從課堂上的安靜聆聽，到實際登場的溫柔解說，將對待母親的感謝心意，化為服務客戶的輕柔呵護，每一次輕觸的塗抹、按壓、輕拭，美容指在臉上的拍動，表達的就是一顆心，讓指腹間的躍動像輕舞，化作他人臉上的光彩。

The Third Beauty Representative Lesson started at May and has a perfect ending at 30th and 31st May. Combine with the activities of Mother's Day, many distributors were attending this lesson in Taipei, Taichung and Kaohsiung. These lessons are not only can learn how to do facial care for your mother with tender hand skills but also add some summer glory on your face.

The third Kanpeki Beauty Representative elementary training course has four lessons. Start from the skin theoretical knowledge to Kanpeki products introduce and practical operation. From concentrate on learning to tender practical operation. The thankful mind turn into every single smear, pressing and gently wipe. Every jumping fingertips on the face are represent a beating heart. Let fingertips dance on their face and gives them glory.

這是盛德信的亮麗大使，從親切的情感出發，不刻意追求純熟的技法，但以真誠的態度，細微地去感受每張經手過的臉，並透過不斷練習的溫習，為每張臉孔煥發全新的光彩。

這是盛德信的亮麗大使，也是我們眼中最亮麗的光彩。

This is Kanpeki ambassador form TNE. Starting from the cordial emotions, did not deliberately pursue mastery of technique. But handle every face carefully with sincere attitude. Give every face glow glory through continuous improve and practice.

This is Kanpeki Ambassador for TNE and also the most beautiful glory in our eyes.



封頂分享會 向每個卓越成就致敬

CAPPED CELEBRATION TRIBUTE TO EVERY OUTSTANDING ACHIEVEMENTS

2013年6月10日是盛德信改寫台灣直銷歷史的一刻，在5月13日到5月19日當週，盛德信在雙軌制的制度下同時產生兩位封頂人物，他們的達陣不僅寫下盛德信封頂史上的第一，也是在業界罕見的封頂傳奇。

6月10日，盛德信在台北晶華酒店舉行封頂分享會「向每個卓越成就致敬」，當天近400人參與此場尊榮茶會，夥伴以彩帶禮炮及花束簇擁封頂人物趙育瑋領袖與李紹華領袖登場，在歡騰氣氛中，共享他們攀峰過程的心路歷程與封頂榮耀，王文龍總裁特地向2位攀峰勇者頒發獎狀致敬，為他們超乎常人的意志與堅持致上最高肯定。

June 10, 2013 is the moment that TNE rewrite the history of Taiwan's direct selling industry. In the week of May 13 to May 19, two capped characters were produced from the two-track system of TNE. They not only become the first capped person but also a rare capped legend in this industry.

At June 10, TNE held a Capped Celebration at the Grand Formosa Regent Taipei and tribute to every outstanding achievements. Nearly 400 people were attending this honor tea party. They use confetti and bouquets to welcome these two capped person- Leader Chao, Yu-Qing and Leader Simon Li to go on stage. In this jubilant atmosphere, they shared their spiritual path and the glory of capped. President Timothy Wang specifically presented certificates to pay tribute to these two leaders and shows the highest affirmation for their extraordinary willpower and perseverance.

在活動致詞上，王文龍總裁表示：「很高興在這套系統與制度底下，有人實現他們的理想與目標，在不到2年的時間內成功封頂。我相信，只要你抱持正面熱忱的精神，在實現自己理想或事業的過程，一定能為自己創下種種非凡的成就與價值。」

盛峰系統李秋霞執行長表示：「盛德信現在正快馬加鞭開拓整個亞洲市場，遠線運作將更需借重系統的借力使力，盛峰系統完整且完善的架構，累積多年來豐富的成功經驗，將充分帶領每位夥伴從敢要、想要到掌握一定要的致富機會。」

盛德信成立至今已走入第10年，一路以來的堅持與突破正在不斷成長茁壯。2012年，盛德信啟動新制，它象徵的不僅是「行善致富」，也讓努力付出的夥伴，能有成功致富的機會，帶出一波成功風潮。2013年，盛德信推出盛峰教育系統，傳承成功者的Know-how，也讓每位夥伴得以追隨這部成功系統而有所成就。

6月10日的封頂分享會，不僅是個人、團隊以及這份事業打下的封頂首戰，也是為後進攀峰者開拓得以追隨的道路，期許未來有更多的家人在公司的系統引領下，邁向封頂之路，成為下一個封頂之王。

President Timothy Wang said " I am so glad that someone achieve their vision and goals in this system. They successfully capped in less than two years time. I believe as long as you hold a positive spirit of enthusiasm in the process of achieving your own ideal or career. You definitely can make your own extraordinary achievement and value."

The CEO of Li,Chiu-Hsia said" TNE is at full speed on open up the entire Asian market now. The far-line operation need to draw more support by the system. Easy Win has complete and perfect structure. It accumulated many years successful experience. Therefore, it can lead every partners from "dare to dream" to "holding chance to get wealth"."

T&E has been established for 10 years and still keep growing. In 2012, TNE starts a new system, it symbolizes not only the "charitable wealth" but also brings a success wave and show a chance for every partners can be succeed. In 2013, TNE launched the Easy Win. Easy Win has successful Know-how. Let every partners can follow this system and to be successful.

The Capped Celebration that held in 20th June represents not only the first victory of individuals, teams and this career but also the road that open up for the younger generation to follow. Wish that there are more and more families can follow Easy Win and walking on the road of successful and become the next capped person.



● 盛峰系統介紹

「世界上最快的成功方法，
就是複製成功者的成功經驗。」

現代管理學之父彼得克拉克也曾說過：「缺乏有目的、系統化的學習，知識無法成為力量。」唯有建立「學習型組織」，團隊才能創造不斷向上的進步動力，並持續保有競爭優勢。

2013年4月，盛德信結合以上2個觀念，以「人才」為直銷之本精神導入，啟動盛峰教育系統並設立講師團，相信優質領導人才不僅是直銷企業和組織最關鍵的「核心競爭力」，更是是否能持續成長與創造優勢的決定性要素，因此盛德信借重系統執行長李秋霞多年的組織運作智慧，進行全面性資訊整合。集結多方累積經驗匯聚成一部盛峰教育寶典，以六大系統「核心價值、新人啟動、操作模式、會場運作、人才培育、輔助工具」，引領新人進入有效運作的機制，倍增自己的工作時間及效率，快速且正確建立龐大行銷體系，創造屬於自己的永續國際事業。

【主要特色及優勢】

1. 融合「複製成功者的 know-how」，讓複雜的事簡單化，發揮「事半功倍」的效果。
2. 簡單且完整的六大系統：建立正確直銷觀念和深耕公司核心價值。
3. 完整的人才培育模式，透過能力提升，強化核心競爭力。
4. 提供定期與持續教育訓練，同時提供領導者「充電與檢視」機會，協助夥伴擁有快速調整精進的能力。

● Introduction of Easy Win

"The fastest way to become successful is duplicate the success one's experience."

The Father of Modern Management - Peter Ferdinand Drucker said "Knowledge cannot become your power unless you learn in purpose and systematization" The only way to create excitement in the team is to build a "learning organization". Then this team can keep their competitive advantages.

In April 2013, TNE combines those two concepts and "The fundamental of direct sale is talented person" to start to run Easy Win and establish the Speakers Bureau. TNE believes the quality leaders are not only the core competitive strength of multinational direct-selling company and their team but also the most important essential of keep growing and make advantages. Therefore TNE borrow from the CEO of Easy Win Li, Chiu-Hsia's wisdom. She has been operating organizations for many years. Easy Win is Treasury of Education, it has fully integrate comprehensive information. Easy Win has six main system "Core value, Newcomers, Operation model, Venue operation, Talent cultivation and Auxiliary tools". It built up a fully talent developing system and lead the newcomers learn fast and double up their efficiency. Follow this system and guiding by company, they can create their own team and have their own sustainable international career.

Main Character and Advantage

1. Integrate the "replication of successful know-how" to make complex things simple and play a "multiplier" effect.
2. Simply and completely six major system establish the correct concept of multilevel direct selling and deeply implant company's core values.
3. Completely personnel training model can increase ability and strengthen the core competitiveness.
4. Provide regular and continuing education training and also can provide the self-examination opportunities to help the distributors have quickly adjust and improve their abilities.

● 盛峰執行長專訪

被夥伴尊稱李姐的李秋霞，擁有中華民國高階將領的眷屬身份，是位尊貴的「將軍夫人」，也是南亞塑鋼中區總代理及傳統產業老闆，因感念一位拜把兄弟的情義，毅然放下成就與頭銜，走進直銷領域，也開啟人生的另一扇大門。

45歲接觸直銷後，直銷的教育系統為她帶來的種種成長與幫助，給了她不一樣的人生，也給了她生命不一樣的價值。而現在她成為直銷教育文化的接棒者，扛下系統教育的使命，希望藉助自己多年累積的豐富經驗，幫助更多人在盛德信事業裡成功，並得以提昇他的生命價值。

「組織必須擁有一個可複製的成功系統，建立一個複製的文化，讓團隊合作發揮最好的力量，在這裡夥伴可以付出一分，但會有三分的成果，充分發揮槓桿效應的力量。」多年的直銷經驗，讓她知道人才培育才是經營核心最重要的一環，「你如何讓你的夥伴成為專家，他才會是贏家。」這也是她力促盛峰教育系統成形的原因。

「我從一個進入會場會先看哪裡有柱子，把自己先藏起來再說、上課也不敢跟講師眼神對視，一直到能自我突破成為在東南亞巡迴演講的國際講師，現在更成為盛峰系統執行長，這是很大的挑戰，也是堅持信念的一種實現。」成為執行長後，李秋霞李姐更是慎重看待每一次上台的機會，曾經她為了準備一場演講，自己練了再練，反覆練習的過程按壞一部錄音機。每次的課程規劃，也會再三架構陳述內容，就連字句上都非常小心，因為她深知執行教育課程時，一字之差會影響後面幾百人幾千人，甚至幾萬人的錯，所以絕不能掉以輕心。

對李姐而言：「你要擁有使命感，你要讓你自己的事業提昇到是在經營一個跨國企業的格局，當你得到財富的時候，你也有能力回饋社會。你要認同你自己的事業格局，而不只是一般的直銷商而已。在盛德信裡，你可以做到成為一個國際企業家。」

正是如此不可妥協的認真與極具使命感的信念，現在李姐與公司共同建構出完善的教育系統，帶領組織在系統的引領下邁向成功之路，同時強化與落實企業文化，因此從「認識盛峰系統課程」開始、「種子計劃」到「新人成功班」，李執行長以多年經驗匯整，做出一場又一場的教育傳承，並以教育人才為大任，持續展開相關教育與訓練，期許為盛德信立下一個成功的系統典範。

從傳統事業的老闆到成為國際講師，現在更晉身為盛德信盛峰教育系統執行長，李秋霞李執行長以自身例子說明，專注在你所從事的事業，你一定能有所成就。

此期季刊，我們也特別專訪盛峰系統李秋霞執行長，分享推動盛峰教育的起心動念與規劃概念，並帶我們深入瞭解系統的核心價值。



● Interview of Easy Win's CEO

Li, Chiu-Hsia, who is known by other distributors and she is a noble "generals Lady" and also region distributor in the South Asian Steel and boss of traditional industry. Because of the gratitude of friendship of a sworn brother, she decided to lay down her achievements and these titles and into the multilevel direct selling industry. Also opened another door of life.

The education system of multilevel direct selling brings her many helps and growing after she contact with multilevel direct selling in 45 years old. It gives her another life and different value of her life. And now, she defends the crown in education system of Multilevel direct selling. She shouldered the mission of education system. She hopes she can help more people to get success in TNE and promote their value of life through her years of experience.

"Organizations must have a successful system and create a duplication culture, so that the power of teamwork can play the best. In here distributors can pay a little disbursement but gain triple results. Fully exert the power of leverage." Her years multilevel direct selling experience told her cultivating talents is the most important in operation business. "Only makes your down-line become an expert then he or she will become a winner." This is the reason why she urge to run Easy Win this education system.

"I were that kind of shy person who will look for the pillars to hide themselves first when in the venue. Even afraid to have eye contact with the lecturer. But now, I am an international lecturer who has lecture tour in Southeast Asia. Even better, I am the CEO of Easy Win. It is a big challenge but also an implementation of my convictions." she said. After become CEO, she takes more seriously to every opportunity on stage. She has broke a recorder by practice repeatedly for one speech. She checks the structure and words repeatedly in every curriculum planning. Because she knows deeply that one word's wrong will affect hundreds of, thousands of even million of people's fault. Therefore, it must not be taken lightly.

Li,Chiu-Hsia said " You need to have a sense of mission. You need to run your business as a multinational company. When you get the profits, you also get the ability to contributing to society. And also you need to identify with your own career pattern, you are running your own business not only a distributor. You can be an international entrepreneur in TNE."

This is the faith that uncompromised and with great sense of mission. And now, TNE work together with Li,Chiu-Hsia and build up a perfect education system. This system can lead organization to become successful. Meanwhile, it also can strengthening and implementation of corporate culture. Therefore, from the "Understanding Easy Win", " Seed Project " to "Winning Course". These course are gathering from Li,Chiu-Hsia's years experience and made for education inheritance. The Core Mission of Easy Win is talents cultivation and continuing related education and training. Hopes to make a successful model for TNE's education system.

From the boss of tradition industry to international lecturer, and now become the CEO of Easy Win from TNE. Li,Chiu-Hsia make her own examples to illustrate that if you focus on your own business then you will be able to accomplish something.

In this quarterly, we have special interview with CEO of Easy Win Li,Chiu-Hsia. She will share her reasons and concepts to promote Easy Win. And let us understand the core value of Easy Win.

A. 直銷的核心價值 The core value of multilevel direct selling

「你如何讓你的夥伴成為專家，他才會是贏家。」

"Only makes your down-line become an expert then he or she will become a winner."

在整個傳銷價值來講，我個人認為，教育訓練是最大的核心價值。如果你把你的夥伴，當成人才來培養，你的事業就可以壯大。如果只是把下線當成一個業務員來使用的話，那組織發展是無法延續的。在我多年直銷經驗裡，「培育人才」對我來說才是經營的核心最重要的一環。

In terms of the value of the entire multilevel direct selling, in my opinion, education and training have the largest core value. If you cultivate your down-line as talents then your business could grow fast. But, if you treat your down-line as a salesman then your organization cannot be last longer. In my years experience, " talent cultivation" is the most important thing in operate business to me.

B. 力促盛峰系統起心動念

Reasons and concepts to promote Easy Win

「行善是一生 致富有新生」

" Charitable is lifelong and wealth leads to a new life. "

我覺得人生其實在追求累積財富的同時，也能夠累積福報的機會不是很多，行善可以講是每個人一生應該做的事，時時刻刻有機會做就應該做，但是，致富你才能夠讓你的生命、整個生活品質改善，進而提升你的生命價值。

I felt there are not many chance you can cumulative blessings when you are pursuing cumulative your money. Charitable is a lifelong issue. You should do it if you have any opportunity to be charitable. But, getting wealth can also leads you to a new life, Improving your life quality and your life value.

郭博士擁有全世界數十國專利技術，轉化為產品可以很直接的幫助一些無助的使用者，所以我們才會希望透過有系統的運作，可以很快速地帶給人類健康，並在公司文化「愛、關懷、生命力」的薰陶下，夥伴都能背負著使命，以行善致富的態度，來從事盛德信事業，進而帶給人類幸福。

Dr. Kuo's exclusive mechanism has obtained patents worldwide. And he uses this exclusive mechanism to make many helpful products to help people. Therefore, we like to bring these products and health to others through system operation. Also, because of our company's culture "Love, Care and Vitality". Our partners can be burdened with the mission and use the attitude of doing good and earn wealth to engage in this career and bring happiness for everyone.

C. 系統規劃理念 System planning concepts

教育訓練的好壞，決定公司的成敗。系統是以最直接快速的方式，傳承給新一代夥伴，讓他們能力可以提升。透過系統的運作，讓不同的人在不同的時間中都可以做同樣的事情，只有透過這樣的方式，才能複製與倍增。

盛峰系統即是為協助夥伴發展組織，讓他們成為一個跨國際性的大事業，所以我們運用累積多年的成功運作經驗，架構整個完善的盛峰系統，希望協助每位夥伴進入系統快速達成他們人生的理想。

The quality of education and training determine the company's success or failure. System is the most direct and fastest way to passed on to a new generation of partners. Makes them improve their ability. Through the operation of system, make different person in different place can do exactly same thing. This is the only way to duplicate and multiplication.

Easy Win is made for assist our distributors to development organizations. Help them become a great cause of business across international. So we use our successful experience to build up Easy Win. We hope Easy Win can help every distributor to access their ideal life.

D. 希望能達到的目的 The purpose of Easy Win

1. 詮釋標準化：建置一個標準化話術，從簡單化、標準化、一致化方向著手，讓我們溝通的對象可以清楚明白，新人可以減少摸索期。
2. 強化組織運作技巧：「系統亂，組織必亂」。如果能透過系統培養共同語言，以減少溝通過程的誤解與困擾，就能減少在成功路上的磨擦與衝撞。
3. 藉由正確觀念的引導，文化的塑造建立認同度：在同樣的文化裡面，才能營造良好的環境，讓夥伴提昇企業格局看待盛德信這份事業，進一步地可以回饋社會。

1. Standardized interpretation: Build up a standard sales pitch and make it simple, standard and same. Let the distributors can understand what we say and reduce the period of fumble.
2. Strengthen the organizational operational skills: "If the system is a mess then the organization also will be a mess." If we can develop a common language through the system to reduce the misunderstood and confuse. Then it can reduce the friction and collision on the road to success.
3. Guide by the right concept and increase the degree of recognition by culture: Create a good environment from the same culture and make distributors take this career in TNE seriously and enhance the pattern of corporate. Moreover, make them contribute to the society.

4. 透過一致化教育，有共同語言即能緊密聯繫拉近距離，形成凝聚與向心力。

4. Through consistent education, common language can able to shorten the distance and forming cohesion and solidarity.

E. 對於盛峰系統的期許 Expectations for Easy Win

1. 因為有系統，從台灣立足，跨出國際市場的時候，用系統去運作，以團隊的力量去推動，在操作國際市場及遠線時，有共識、有共同的語言、有共同一致的運作模式、才能夠發揮借力使力進而提高效率。
2. 藉由系統命脈「講師團」的成立，激起一股向心力，讓每一個人的能力在講師團裡面，能激盪出最好的智慧，作一個最好的組合。並成為在所有的業界中最強的一個行銷團隊，能夠從台灣出發，走向全球。
3. 夥伴們只要對盛峰系統有信心，跟隨上線，配合系統的運作、踏實築夢、堅持到底，定可將盛德信事業帶入傳直銷產業的前10大，為自己創造不凡的事業，享受非凡的人生。

1. When we start to operation the international market and distal line, we need a system to make a consensus, same language and same operation pattern. Then the organization can be fully exert their power to increase the efficiency.
2. Establish a Lectures Bureau of Easy Win can make distributors have more solidarity. Let every lecturer can exert all their capability and become a great combination. Moreover, it make our distributors become the strongest marketing team in multilevel direct selling industry and developing to international.
3. As long as you have confidence in Easy Win, follow your up-line, operate with the system and persist to the end. Then we can make TNE career bring into the top 10 direct selling industry. Create our own extraordinary career and enjoy the extraordinary life.

F. 事業經營觀點 Viewpoint of career management

你想要在此事業傑出，第一個，你必須專注！你一定要專注！你投入的時間比成功者少，你就不可能成功。第二個，觀念要正確。你專注在自己的事業上，你對於事業賦予的種種使命，你都要有正確的觀念看待，如果觀念偏差的話，會走很多冤枉路，也會離成功愈來愈遠。

If you want to become outstanding in this career. First, you need to be concentrate your attention on it. The time you invest less than the successful then you will not be succeed. Second, the correct concept. You must have a correct concept to treat all the mission this career gives you. If you have misconceptions, you will take a lot of costly mistakes and also farther away from success.

G. 團隊經營要點 Team Management Guidelines

首要是溝通，直銷最重要的是要在人與人之間，最難的溝通中求得平衡點。直銷事業中，「組織」的組成要素就是「人」。在和個性、成長背景、想法、生活習慣、甚至處事態度都不相同的人們相處，除了要讓每個人都感到快樂、有歸屬感、受到重視，還要達成共同的目標與願景，關鍵點就是「溝通」，「溝通」不僅是人際互動的要件，更是組織順利運作的決定性因素。

第二個，必須具備一個激勵者的角色，你要時時能夠激勵自己，同時激勵你的夥伴。

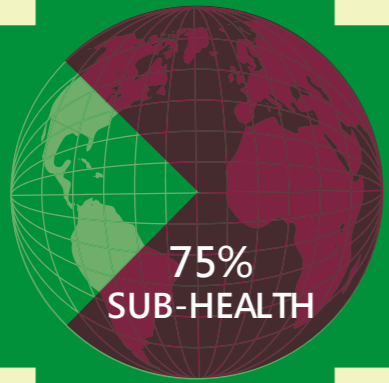
第三個，要建立一個可複製的成功系統，建立一個100%複製的文化，讓團隊合作發揮更好的力量，在這裡我可以付出一分，會有三分收穫，這樣才能得到更高的成就。

First all is communication. The most important thing in multilevel direct selling is communicate with others. Organization is made up by human. To get along with people have different personality, grown up background, thought, lifestyle even attitudes. Makes everyone feel happy, a sense of belonging, attention and achieve a common goal and vision is very important. The key point is communication. Communicate is not only the elements of human interaction but also the decisive factor in the smooth operation of organizations.

Second, must have an incentive role in the team. You should always be able to motivate yourself and encourage your partners.

Third, build up a successful system. Establish a 100% duplicate culture and let the power of teamwork can play better. In here you can pay a little disbursement but gain triple results. Then, obtain a higher achievement.

亚健康



健康

與現代人的生活

SUB HEALTH AND MODERN LIFE

亞健康就是處於健康和疾病之間的一種動態狀態，可以和健康或疾病重疊，或者向其中的一方轉化。世界衛生組織 (WHO) 最近公佈的一項預測性調查表明，全世界亞健康人口總的比例已占到 75%，真正健康的只有 5%，因心理亞健康導致的抑鬱症在全球每年約有 2 億到 4 億人。

Sub health is a dynamic state between health and disease. It can be overlap with health or disease or transfer to one of them. World Health Organization recently published a predictability survey. The proportion of sub health in the total world population has accounted for 75%, only 5% are real health. There are about 200 million to 400 million people in the world in each year are psychological sub health that caused by depression.

現代社會隨著經濟的發展，生活水準的提高，威脅人們健康的不僅僅是疾病，更多的是現代文明病、富貴病，又叫生活方式病。過度的物慾和消費以健康消耗為代價，過量飲用酒類、咖啡、飲料等，或暴飲暴食，或過度夜生活導致睡眠不足、體力透支的工作方式，吸煙等等，都可能引起身體的功能和素質的下降，進入亞健康狀態，它作為一種偏離健康的生理狀態，其表現以主觀感受為主，伴隨各種本能行為障礙或自主神經功能紊亂等。其原因症狀大致如下：

With the economic development and the improvement of living standards, there are many threat to people's health, it is not just the disease, more to the diseases of modern civilization, rich man's disease, also known as lifestyle diseases. Excessive materialism and consumption are paid by health. Drink too much alcohol, coffee and soft drinks or overeating, lack of sleep by excessive nightlife lead to work under burnout and smoke. These are reasons that decrease the body's functions and qualities and lead your health turn into sub health state. Sub health is a deviation from the healthy physiological state and its performance mainly on subjective feelings, accompanied by a variety of instinctive behavior disorders or autonomic nervous system dysfunction. Symptoms are follows as:

1. 長時期的緊張和壓力

- (1) 引發急性慢性應激反應，直接損害心血管系統或胃腸系統，造成應激性潰瘍或血壓升高、心率增快、加速血管硬化進程等心血管事件發生；
- (2) 引發腦部應激疲勞和認知功能下降；
- (3) 破壞生物鐘，影響睡眠質量；
- (4) 免疫功能下降，導致惡性腫瘤和感染機會增加

1. Long term nervous and stress

- (1) Caused acute and chronic stress response and direct damages the cardiovascular system or gastrointestinal system. It will cause stress ulcer or high blood pressure, increasing heart rate, speed up the process of hardening of the arteries and other cardiovascular events.
- (2) Induce brain fatigue and cognitive decline.
- (3) Destroy the biological clock and affect to the sleep quality.
- (4) Decreased immune function, leading to cancer and increasing the chances of infection.



撰文 / Ledy



圖片來源：<http://www.riskmw.com/topics/2011/zhichangzougangsi/>

2. 不良生活方式或習慣

我們從吃飽向吃好轉變，當機體攝入熱量過多或營養貧乏時，都可導致機體失調。高鹽、高脂和高熱量飲食，吸煙和酗酒及缺乏運動是造成亞健康的最常見原因。而不良的生活習慣或生活方式，也使這種狀態進一步惡化

3. 自然環境污染影響如水源和空氣污染、噪聲、微波、電磁波及其他化學、物理因素污染是防不勝防的健康隱性殺手。

4. 不良精神、心理因素與刺激的社會變遷與快速發展，生活方式、生活觀念、家庭觀念等的更新變化，都能造成人們的心理失衡。

5. 用藥不當，由於專業藥物知識的缺乏或一些自以為是的用藥觀念，且用藥本身存在較大的安全隱患。

6. 遺傳因素影響人們的健康和壽命，即使在相同的環境中不同的人其健康狀態也是不相同的，各人的體質不同，對疾病的易感性也不同。

2. Unhealthy lifestyle or habits

Our eating habits transforms from satiate to delicious. When we consume too much calorie or lack of nutrition, it can lead to body disorders. High salt, high fat and high-calorie diet, smoking, alcohol abuse and lack of exercise are the most common cause of sub-health. And unhealthy habits or lifestyle also lead to further deterioration in this state.

3. Effects of environmental pollution such as water and air pollution, noise, microwave, electromagnetic wave and other chemical, physical factors are hard to prevent. they are hidden killer.

4. Unhealthy mental and psychological factors, fast sociality changing and developing, lifestyle, living ideas, family values and other updates changing can cause psychological imbalance.

5. Inappropriate medication, cause by lacking professional knowledge of drugs and opinionated medication ideas. Also, drug is a big security risk itself.

6. Genetic factors affect people's health and life. Even in the same environment, different people has different health status. Everyone's body is different and the susceptibility to disease are also different.

Sub-health state has its inner and external causes, especially by the human intervention. It may goes different directions, developed into sick or restore to health status. If the sub-health state accumulated to a certain extent, it is possible to turn into disease. But conversely, adjustment through food or self-regulation may restored to a healthy state. Sub-health is an important part of preventive medicine. Since recognize its dangers, you should actively deal and get rid of sub-health problems and prevent to turn into disease.

可應對措施：

1. 調整生活節律，保證睡眠。世界上最傷害健康的事莫過於睡不好覺，睡眠時間不能少於 5 小時，或多於 10 小時，因為多睡、少睡都對身體不利。

2. 適當運動鍛鍊，有規律的適當的體育鍛鍊是改善和保持身體健康有效的方法之一、增加體力，而且可以使人身心愉悅，在減輕心理壓力的同時，還可以降低不利的膽固醇和血壓，減少某些疾病的發生。

3. 培養良好生活習慣。世界衛生組織指出：生活方式，包括飲食、煙草、酒精和藥物的消費及運動是決定一個人健康的主要因素。不良的生活方式和行為主要是指那些不懂得養生、不懂得營養、不講衛生、性格不健全的生活方式和行為。

4. 調節心理，保持良好心態。不良情緒是一種消極的精神心理狀態，因此必須通過心理活動進行調節，既不能強行壓制，又不能無所顧忌地加以發洩，傷人害己。心理上的衰老，最易引發機體功能的低下，對生活應該具有熱情，積極而年輕的心態，有助於擺脫亞健康狀態。

5. 合理補充保健食品促進身心健康。

Available response measures:

1. Adjust your rhythm of life, ensure you get enough sleep. The world's most dangerous thing to health is sleep badly. Your sleep time cannot be less than five hours or more than 10 hours. Because sleep more and sleep less are both detrimental to the body.

2. Appropriate exercise. A regular physical exercise is one of effective and appropriate way to improve and maintain good health. It can increase physical strength, make people relaxed, ease the psychological pressure and reduce adverse cholesterol and blood pressure, reduce the incidence of certain diseases.

3. Develop good habits. World Health Organization states: lifestyle is a major factor that determine a person's health, including diet, tobacco, alcohol, drug consumption and exercise. Unhealthy lifestyles and behaviors mainly refers to those who do not understand health, do not know how nutrition, poor hygiene, character unsound lifestyle and behavior.

4. Adjust psychological and maintain in a good attitude. Negative emotions is a negative psychological state, it must be adjusted through mental activity, neither forcibly suppressed, and cannot be cynical vent and get burnt. Psychological aging is most likely induced to low body functions. You should have a passion for life, active and young mind. It helps to get rid of sub-health state.

5. Reasonably consume health food to promote physical and mental health.

TNE provide an excellent health food and correct concepts of health. Wish all members have eternal health and beauty.

盛德信公司提供優良保健食品，宣導正確健康觀念。祝全體會員永保健康美麗。

封頂

ACHIEVE MAXIMUM BONUS IN GPB

我們將會改寫 2080 法則
因為我們就在創造歷史

WE WILL REWRITE THE 2080 RULE
BECAUSE WE ARE MAKING HISTORY

「堅持 真誠 永不放棄」— 趙育瑯
"Never give up and honestly"

2011 年 7 月 15 日，趙育瑯老師離開前一家直銷公司轉換跑道，加入盛德信。當初從最高聘的位置離開歸零打拼，一開始很多人其實並不看好。

「但因為我有一個堅強的意念在，我是在做對的事情，所以這些磨練都是可以度過的。」

職業軍人退伍的身分，讓趙育瑯老師知道，「紀律、堅持、團隊」是達成任務的核心價值。建立並帶領底下組織就像一個部隊，要成功就要如行軍，得兢兢業業地朝著同一方向，日積月累前行，才能到達成功的頂峰。

所以 2012 年，他以堅定的目標與認真的態度，帶領旗下的旺旺團隊在 6 個月內產出 10 名以上的百萬富翁。2013 年 5 月，他展開新階段的人生長征，透過系統的運作以及團隊的組織力，他成功達陣，成為寫下盛德信歷史的封頂人物。

「盛德信結合最堅強的研發團隊，我們也有最卓越的企業家王總，以及一個良善的致富機制。我們只要有努力，每一個人都會有收穫，並且徹底改變 2080 法則，每個人都可以跟隨系統與公司的腳步行善並且致富。」

1992 年起他投入潛能訓練領域，在直銷領域奮鬥。20 年的商旅生涯，憑著不服輸的堅持，累積相當程度的人脈，成為直銷業界專業經理人的領袖，對他來說，正面，堅持，實實在在，行善是可以致富的。

In 15th July 2011, Chao,Yu-Qing leaving a dmultilevel direct selling company and switched his careers join into TNE. He leaves from the highest position and starts all over again. Many people are not optimistic about his decision. "But I have a strong motive. Because I am doing the right thing. So these hone can be passes. "

Professional military veterans identity let Chao,Yu-Qing knows discipline and persistence is the main value of team work. Build up your organize just like leading a troop. If you want to succeed, you must march hard towards to the same direction. Then you can reach the pinnacle of success.

Therefore, in 2012, he led the team WANG WANG with a firm goal and strict discipline. This team generated more than 10 millionaires in six months. In May 2013, he launched a new phase of life long march. He succeeded touchdowns through the operation of the system and the team's organizational power. He become capped figure in T&E history.

"TNE combined with the most strong R & D team. We also have the most outstanding entrepreneur Wang and a goodness mechanism to get rich."

He joins the potential training field since 1992 and makes a great efforts in the multilevel direct selling industry. He accumulated a considerable degree of personal connections with unyielding insistence in 20 years and become the leader of professional manager in the direct selling industry. For him, being positive, persistence and honest then it's possible to get wealth by doing good.



「我覺得做所有的事情，其實還是用2個字，真誠。同時你也要學會築步踏實，一步一腳印，建立健康、完整、正確的經營團隊。並讓團隊每個人納入系統按部就班，跟隨系統腳步，把基本功學好，最後再回歸本質，以真誠的心去成就自己與他人的事業。」

對趙育瑋老師而言，心態決定一切，想要成功，跟隨公司腳步與系統的運作，把盛德信好的一個產品、事業去跟所有全世界的人分享，幫助所有的人得到身體的健康，財富的健康，與時間的自由。

"I think we should do everything by using good faith. At the same time, you have to learn how to establish a healthy, complete and proper management team step by step."

For Chao, Yu-Qing, the attitude is everything. If you want to be successful, you must follow the company and operate with the system. Share TNE's products and business with the whole world. Help everyone to get healthy, wealth and freedom.

封頂

封頂

ACHIEVE MAXIMUM
BONUS IN GPB

在這塊土地之外
天空才是真正的界線

THERE ARE NO BOUNDARIES BEYOND
THIS LAND, ONLY THE SKY.

李紹華

We never know how high we are
Till we are asked to rise
And then if we are true to plan
Our statures touch the skies
The Heroism we recite
Would be a normal thing
Did not ourselves the Cubits warp
For fear to be a King

- Emily Dickinson -

我們不知道自己多高
直到有人叫我們起身
要是我們認真計劃
我們將會矗立通天
所吟詠的英雄氣概
將成為家常便飯
絕不可裹足不前
害怕功成名就



2013年5月13日至5月19日當週，盛德信同時產生2位封頂人物，一位是旺旺團隊的趙育瑜老師，另一位是肯夢天團的靈魂人物李紹華老師，而他也正是此次達成封頂任務的關鍵人物。

「勇於承受挫折再出發的拓荒者」就像形容李紹華老師的人格特質，雙子座的個性，有著不斷接受挑戰的冒險家性格，讓他的人生享受過大成功，也讓他領略過黑洞般的低潮，不過對於成功的路怎麼走，他表示從來沒有失去方向感。

「做直銷其實很像摸著石頭過河，你要摸摸摸，有時候會跌倒、再爬起來，很多時候我根本什麼都沒有，然後慢慢地累積，對我來說，成功是每一次、每一天全力以赴地累積，你的願有多大，你的力就有多大，你的目標跟方向，是要很清楚的。」

睽違直銷10年，2011年10月12日，他以復健的心情再次踏入此領域，成為盛德信股份有限公司獨立經銷商，以新生兒姿態重生歸零並謙遜學習。18個月的磨練與暖身的過程，夾雜了許多摸索跟嘗試錯誤的失敗經驗，同時也讓他學到並漸漸摸索出這個時代、這事業機會以及經營盛德信公司能帶領他成功的know-how是什麼。

「你要相信公司、相信產品，你要把這個相信變成一個信念，變成一個信仰，那個很重要。而且你要真的熱愛這個公司，因為當你熱愛這個公司的時候，你的角度跟詮釋方法會不一樣。因為當你熱愛公司的時候，有時你會做出平常人做不到的事。」

In the week of May 13th to May 19th 2013, TNE has two capped figures, one is Chao, Yu-Qing in team WANG WANG and another is the heart and soul of Can-More Simon Li. And he is the keyman in this capped task.

"The pioneer of courage to withstand setbacks and re-start" is Simon's personality. He has the character of constantly challenged adventurer. It makes his life has great success but also had the extremely low tide. But still, he never lost his direction on the way to succeed.

"In fact, to do the multilevel direct selling is just like to cross the river by feeling the stones. Sometimes you gropes sometimes you fell and get up. Most times I had nothing but I slowly accumulate. Success is the accumulated everytime and everyday. How big your wish is then how hard you need to push. You need to have very clear target and direction."

Absence 10 years from multilevel direct selling, he entered this field again in October 12, 2011 as independent distributor of TNE and starts all over as a newborn and learns with humble attitude. He spend 18 months to warm up and groping for trial and error which mixed with a lot of experience of failure. But meanwhile, he gradually learned and explored his successful know-how to operating TNE career in this era, this business opportunity.

"You need to trust company and products. You have to turn this believe to a faith and a religion, it's very important. And you really need to love this company. When you love this company, you will uses different point of view and interpretation method to this company. When you love this company, you will be able to do things that ordinary people cannot do."

2012年9月21日，李紹華老師從成立肯夢天團開始，開始凝聚一群有共同使命的夥伴，彼此長時間的相處與激盪，產生共同的意念、感情，以及越來越好的團隊默契。2013年5月，他帶著冒險犯難的拓荒者精神，以團隊之力突破界限，開拓出攀峰的山路來，全力以赴完成封頂達陣目標，以堅定的態度與行動力為個人、為團隊與盛德信寫下歷史的見證。

September 21st, 2012, from Simon Li establishes the Can-More, he starts to unite a group of partners who have same mission. They spend for a long time to get along with each other and brainstorm together for generated a common idea, feelings and getting better teamwork. In May 2013, he took adventurous pioneer spirit and the power of the team to push the boundaries and open up the road to completing the capped task. He wrote the history with a firm attitude and mobility for individuals, teams and TNE.

「『只要願意成為開路先鋒，冠冕一定會降落在你的身上。』今天我們想創造一個波浪舞，有人投石問路，接著拋磚引玉，然後帶進更多人覺得這是可行的，可以做得到的，有為者亦若是，很多人去創造這個氛圍的時候，就會產生積極、全力以赴的行動，掀起一個成功風潮。」

"If you are willing to become a pioneer, the crown will be yours." We like to create a wave dance, if someone start to finding the way by throwing a stone and throw a minnow to catch a whale then others can feel this is possible. Many people start to create this atmosphere and they will have a positive, all-out action and setting off a wave of success.

對李紹華老師來說，此次的封頂是決心與勇氣的承擔，並且也是責任的開始，如同接力賽般，現在的他接起傳承的棒子，在將力量釋放全力衝刺後，接續傳承給第二棒、第三棒，將攀峰意志與力量傳遞下去，直到往下個封頂前進，讓更多的人一起將盛德信「行善致富」的理念與使命，傳播到全天下。

This successful capped is a commitment and the begins of responsibility to Simon. Just like a relay race, he picks up the stick of heritage and runs as the first leg and release full power to do the full sprint then pass to next one, third one and so on. He transmit the will and the force for others and advancing to next cap. So that more and more people will come together to spread the "Charitable wealth" philosophy of TNE to the world.





達陣 TOUCHDOWNS

「陌生開發沒有一定的公式化，就像醫生開 ORDER，不是每個人都開一樣，要研究心理學，看對方想什麼，對症下藥，才能 100% 成交。」

"There is no definite formula for selling to strangers. Just like the prescription from doctor, it's all different from different person. You need to study the Psychology to find out what is he or she thinking. Give the right remedy then you can get 100% transaction rate."



 **羅莉薇 Abby**
加入時間：2011 年 7 月 15 日
Joined at 15th July, 2011

羅莉薇·夥伴口中的 Abby·擁有近 25 年的傳直銷經歷，在前幾家直銷公司表現亮眼的她，曾賺進近億元的業績、發展出幾十萬人的組織。由於家族的罹癌病史，讓身為護士長的 Abby·持續置身於健康產業，希望以自身的專業背景，尋找一個好的產品改變家族的命運。

2011 年，透過上線的介紹，Abby 開始接觸盛德信，在瞭解盛德信研發團隊具臨床實驗的研究實力，與科學數據的事實佐證，她瞭解這將是值得她一生投入的事業，期望能運用自身的醫學專業知識，服務與幫助更多人找回健康與自信。

在事業經營上，她將主力策略放在自行陌生開發，對她來說：「注重自我形象，保持笑臉迎人，對公司、產品展現向心力與忠誠度，真實分享」是發展成功事業的要點。

她將事業生活化的專注態度，展現十足的行動力，舉凡十字路口等公車的時間、喝咖啡的 30 分鐘、餐館吃飯，甚至是上廁所的時間，都是她的成交關鍵時刻。

「買賣不成，仁義在，四海之內皆朋友。妳不斷暖身，對方看到妳的準備，陌生開發最後一定會是 100% 成交」。Abby 用自己的認真與努力，把自己專業化，並不斷分享出去。這樣的態度與精神，不僅取得對方的第一眼信任，也讓她在本次海外獎勵旅遊活動上，成功達陣。

我的達陣秘訣：

「勤快、認真、努力。」

Lo,li-wei, as known as Abby, who has nearly 25 years experience in the multilevel direct selling industry. She had a brisk performance in former multilevel direct sales companies. Moreover, she had earned nearly billion and developed hundreds of thousands people in her organization. But the Medical history with cancer in her family makes her continuing join the health industry. And hope to use her professional background to find an useful product to change her family's destiny.

In 2011, Abby came into TNE's contact with TNE through her on-line introducing. After she understanding TNE's R & D team with clinical trials research capabilities and scientific data substantiated by facts. She realized that it will be worth and spend her lifelong to start this career. And she hopes to use her own medical expertise to service and help more people to restore their health and self-confidence.

Her strategy to run this career is focus on the development of strangers. The key point in this strategy is " Pay attention to your own self-image, keep smiling, show solidarity and loyalty to the company and products and sharing truth." She focus on her life attitude and show full of action. She fully use the time that waiting for the bus, or coffee time, restaurant meals, and even the time that in the waiting line of the toilet. These moments are her critical moment to the success transactions.

"If trading is failed keep your morality because all the people in the world are friend. You need to keep warm-up and let he or she see your preparation. Then you will get 100% transaction rate." Abby use her serious attitude and effort and study every day for getting more professional. Moreover, she always keep sharing. This kind of attitude and sprits not only obtain their trust at the first sight but also win a place in this Overseas Incentive Travel.

My touchdowns tips :

" Diligent, earnest and efforts. "

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「相信公司、相信團隊，把自己準備好便無所畏懼。」

"Believe company and your team. Prepare for everything then you will be fearless."



王建忠
加入時間：2012年4月6日
Joined at 6th April, 2012

王建忠，開朗的性格，在盛德信總是能為團隊與公司會場帶來歡笑氣氛。畢業之後從事進口精品床墊事業，憑著努力與熱忱的態度，成為德國頂級名床的店長。但伴隨而來的工作壓力，也讓自己的肌膚問題更加惡化，為生活帶來不少困擾。

一直在尋找改善方法的他，在2012年4月，透過上線Peggy的介紹，開始使用盛德信的產品。因為信任以及看見推薦人的認真與努力，他從產品使用者的角色，瞭解到盛德信事業的商機價值，進一步成為事業經營者。因為王建忠相信，在盛德信除了能為他卸下面對人群的自卑感，更能為他完成人生的理想。

「落實基本功、加強自己的能力」相信公司、相信團隊，藉由團隊的合作，就能在盛德信事業裡逐步完成目標。」具備創業家思維的他，除了將大部分時間專注發展盛德信事業，他也開始妥善分配自己的學習時間，展現積極的態度參與公司及團隊排定的課程，因為他知道「把自己準備好便無所畏懼」，並持續用真誠熱情的態度，把公司的愛、關懷、生命力的文化推展給每一人。

我的達陣秘訣：

1. 相信公司、相信團隊，把自己準備好便無所畏懼。
2. 堅持到底，用熱忱感染每一個人。

Wang, Jian-Zhong, who has cheerful personality, always brings laugh for the team and the company venues. After graduation, he engaged in the import boutique mattress and he becomes a store manager of Germany's top names bed store. But the attendant pressure makes his skin problems getting worsen and bring lots of problems.

He is always looking for ways to improve his skin problems. Until April 2012, he started to use TNE's products which introduced by his up-line Peggy. Because of trust and he saw the recommender's earnest and efforts. He transfer from user to a distributor. Not only because his recommender but also the business value of TNE. Wang, Jian-Zhong believes that he can remove his inferiority complex when he faces the crowd in T&E and also accomplishes his ideal.

"Implementation of basic skills and enhance your ability." Trust the company and your team. Through the team work you will be able to gradually complete your goal in this business. He has entrepreneurial thinking. Although He spend most of his time in developing his TNE business. He still find out some times to learning. He shows a positive attitude to involved in the company and team courses. Because he knows that "Prepare yourself for everything then you will be fearless." And he keeps sharing the culture of TNE "Love, Care and Vitality" for everyone by using warm and sincere attitude.

My touchdowns tips :

1. Trust the company and your team and prepare yourself for everything then you will be fearless.
2. Insist to the end and infect everyone with enthusiasm.

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「很多人會拒絕，沒關係我再找下一個，只要堅持多跟一個人分享，就多一個願意相信你的人。你多一個人幫你分享，就是多傳遞一個幫助人的訊息。」

"Believe "Many people will reject but that's okay. I will find next one. If you insist and share with one more person and there will be one more person that willing to believe you. The times you share more, the message that helps people is transmit more."



陳信璋
加入時間：2012年9月10日
Joined at 10th September, 2012

陳信璋，一個從南部北上尋找機會的年輕人，從求學時期到現在，已在台北打拼奮鬥 15 年。離開原本努力 6 年的房仲業，待過保險業一段時間，最後人生轉進直銷跑道，因為他知道，想成功不能單靠一個人的業務力一輩子。

工作多年累積下來的經驗，讓他意識到決定財富的關鍵，在於投資概念及時機的精準掌握，對於像他一樣渴望成功，卻還沒足夠資本經營事業的年輕人來說，想用最少的本錢賺取大量的財富，就是投入組織行銷。

2012 年 9 月，一直在尋找商機通路的他，經由上線陳君堯的介紹，認識了 Peggy 以及李紹華老師，開始接觸盛德信，在看到盛德信產品與制度的優勢，陳信璋知道這是值得投資的商機，所以滿懷衝勁與決心的他，加入後開始全力發展事業。

不做陌生開發，以緣故關係為起點，用無痛分享的真誠態度，從同理心出發，找出對方排斥的原因，並進一步與對方溝通自己的堅持，給予對方信任感進而分享商機。

這樣堅定懇切的態度，搭配幹勁十足的樂觀性格，長期下來不僅讓旁邊親友看到他的成長取得信任，也讓他在此次海外獎勵旅遊活動上，成功達陣。

我的達陣秘訣：

1. 以緣故關係為起點，給予對方信任感，並讓對方相信自己。
2. 「凡走過必留下痕跡，凡談過必留下業績」有談過必有機會。

Chen,Hsin-Chang, a young person who's came from southern Taiwan and searching for an opportunity. He is already struggling for 15 years from his student period. He left the Real Estate Brokers which he has already worked for 6 years. At the beginning, he turned into Insurance Business but at last he decide to start running a Mutilevel direct selling business. Because he knows that success cannot rely solely on a person's operation for whole life.

His experience let he realized the key points of getting wealth is the concept of investment and the timing of investments. To the young people who desire to become successful but have not enough capital for running a business, they want to use the least cost to earn a lot of wealth. The only way is to invest the organization marketing.

In September of 2012, he met Peggy and Simon by introducing from his up-line Chen,Chun-Yao. He came into contact with TNE and he saw the advantage of T&E's products and system. He knows it is worth the investment opportunities. Therefore, he starts to develop this business with full power.

He start sharing and with honest attitude with people and use empathy to find the reason why they reject. Then he will communicate with them and let them trust him, so that he can share business opportunities with them.

His firm and sincere attitude with optimistic and energetic personality makes him grown up so fast. Not only let his family and friends trust him but also let him successfully win his prize in this competition.

My touchdowns tips :

1. Start from common relationship, give them sense of trust and let them trust you.
2. " The trace left after you went across, performance left after you share." There have chance once you share.

2013 盛德信
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TOUCHDOWNS

「專注、堅持、努力、充滿自信、全力以赴，認為自己絕對可以，就算是平凡人也可以致富。」

“Concentration, insistence, endeavor, confidence, dedication— always believing in myself & believing those of ordinary person would achieve prosperity”



👍 戴瑋芃
加入時間：2012年9月19日
Joined at 19th September, 2012

戴瑋芃·Doris·開懷的笑臉搭配俐落直爽的個性，讓在服務業工作多年的她，經營出不錯的人脈。希望成為業務員擁有高薪收入，所以就讀輔大進修推廣部英文系的同時，她白天身兼富邦保險業務員，但努力在工作上有所表現，2個月收入卻不到3,000元。

後來透過當時同在富邦工作的陳信璋，輾轉接觸盛德信這份事業，除了看重盛德信是有發展前景的事業，也因與Peggy、李紹華老師結識，基於彼此的瞭解與信任，具有創業精神的她，不想只是當老闆的螺絲釘，選擇加入盛德信，自己當老闆。

憑著年輕創業家衝勁，她在短短一個月的時間內，投入幾乎24小時的戰力，平均一天邀約3位潛在客戶，靠著瘋狂談case的全力以赴，迅速發展出40人的組織，也讓Doris在當月收入達到10萬5千元，打破當初她所預料的成果。

持續累積的財富，與從這份事業獲得的成就，Doris的努力不僅得到朋友、家人的刮目相看，也讓她對於自我的定位有了全新的看法，在事業上持續保有衝刺的熱度及專注自信的態度，她展現的創業精神不僅在盛德信可以發揮最大的能力，也能讓她擁有無限揮灑的創意空間。

我的達陣秘訣：

專注、熱情、堅持、努力

Doris, grinning all the time and with her open character, built a strong network in service industry for yearly endeavoring. Doris hoped to get well pay to be a salesman; therefore, she got a part time job in Fubon Insurance department to be a salesman, when she studied in English department in FJU School of Professional and Continuing Education. But she got the opposite of what she wanted; she only eared \$3,000 after hard working for 2 months.

Through colleague—Chen,Hsin-Chang, in Fubon Insurance department, introducing Trust & Ethic business, after realizing the business plan, she was considerable certainty about the company's future. In the same time, making a deeper lever of acquaintance with Simon Li and Peggy Tseng helped her make decision to be her own master.

She was vigorous and endeavored herself to invite and to explore 3 potential clients averagely. In short 1 month, she developed a 40-person organization and received \$105,000 at current month. It is beyond her prediction.

Consistently accumulating her fortune and acquiring achievement from TNE business, Doris impressed friends and families; on the other hand, she also rekindled her life position. She sustainably kept enthusiastic in business and attitude of confidence. Her entrepreneurial spirit not only realized her specialty in TNE but realized her boundless creativity.

My touchdowns tips :

Concentration, Enthusiastic, Insistence, Endeavor

2013

吉隆坡 KUALA LUMPUR - GOLD COAST 黃金海岸

時尚5日遊 2013/07/28(日)~
2013/08/01(四)



Tourist Route Planning

1st Day
28 July (Sun)

Kuala Lumpur → Putrajaya → the Prime Minister's office → Putra Mosque
Putra Mosque is the largest mosque in Putrajaya. Non-muslim tourists must wear pink robes before entering. And as it was constructed on a lake, it is also called "the mosque on water".

2nd Day
29 July (Mon)

T&E Malaysia Grand Opening → Kuala Selangor Eagle Feeding + KUALA SELANGOR FIREFLY

3rd Day
30 July (Tue)

Kuala Lumpur → Kuala Lumpur tour → National Monument → Dataran Merdeka (Independence Square) → Parliament House → PAVILION Shopping Mall → Twin Tower
Twin Tower: the elegant shape of a diamond is the filming location of "Entrapment"

4th Day
31 July (Wed)

Kuala Lumpur → Malacca (ancient city tour · Tricycle Tour · St. Paul's Church) → PALM TREE SEA VILLAS & SPA

5th Day
1 August (Thu)

PALM TREE SEA VILLAS & SPA → KLIA
PALM TREE SEA VILLAS & SPA: Stretching out from the Golden coastline, living in Malaysian style building — Water Villa to relax and enjoy the magnificent view and delicacy

Tour fare

NTD\$29,800 (Tour fare does not include: passport application fare; transport costs to airport and personal expense)

Tour Date

July 28, 2013 (sun)
|
August 1, 2013 (Thu)

Assembly Time & Place we will be informed the other day

旅遊行程規劃：

第一天
7/28(日)

吉隆坡 → 未來城市太子城 → 首相官邸 → 粉紅清真寺
粉紅清真寺為布城最大的清真寺，想入內參觀的女性朋友，必須穿上粉紅衣與配戴帽子上方可入內參觀。更特別的是，他還建築在湖的中央，當地人稱他為「水上清真寺」。

第二天
7/29(一)

參加馬來西亞公司開幕式及(開會) → 瓜拉雪蘭莪老鷹+螢火蟲河之旅

第三天
7/30(二)

吉隆坡 → 吉隆坡市區巡禮 → 國家英雄紀念碑 → 獨立廣場 → 國會大廈 → 巴比倫購物廣場 → 雙子星花園廣場
雙子星花園廣場：兩座獨特的菱形高塔，造型獨特優雅，為電影「將計就計」的拍攝地點。

第四天
7/31(三)

吉隆坡 → 麻六甲(古城巡禮、三輪車遊古城、聖保羅教堂) → 黃金海岸棕櫚樹海上渡假村

第五天
8/01(四)

黃金海岸棕櫚樹海上渡假村內活動 → 吉隆坡機場
黃金海岸棕櫚樹海上渡假村：擁有馬來西亞黃金海岸之稱的海濱度假區，沿途可欣賞綿長的黃金海岸，將安排您入住獨特特色的馬來西亞建築方式的高腳水上屋，渡假村內有許多活動，可讓您放鬆身心、享受美景及美食。

出團費用

29,800元(不包含個人護照、往返桃園機場之交通、當地採購個人觀光物品之費用)

出團日期

2013/07/28(日)~
2013/08/01(四)

集合時間及地點

另行通知

*本公司保有調整時間行程之權利



再見 鮪魚 領 我是人魚

Tuna without Apollo Belt You should stay at home this summer. Say good bye to tuna This summer, I am a merman!

2013 康膳減重挑戰賽

2013.07.01-2013.09.30

CON-CHIC WEIGHT LOSS CHALLENGE

活動須知

報名期間：102.06.15~102.06.29(pm:17:00截止收件)

- 參加者：
- 1、填寫個人資料、身高、體重、腰圍
 - 2、減重前照片(當天請帶著緊身衣物測量、由公司人員拍照、需看得出腰圍)
 - 3、參加減重期間、需買足3個月的康膳產品
 - 4、參加者每月中都要至公司拍照及測體重(準備緊身衣物)

活動期間：102.07.01~102.09.30

結業頒獎：12月份全球年會

活動對象：年滿20歲(以下條件有一樣合格者、皆有資格)

- BMI：23以上
- 體脂肪女生超過30以上、男生超過25以上
- 腰圍女生超過80公分以上、男生超過90公分以上
- 內臟脂肪超過9以上

備註：1、若此活動未達50人、則不開營

2、參與減重比賽者、結業後須達最低減重標準7公斤、才可往上海逐前六名

至全球盛德信各分公司拿報名表並當場測體重、體脂肪、腰圍、確認有無參加資格

確認有參賽資格者、需準備緊身衣物至公司拍照記錄減重前的體態及購買3個月的康膳產品

完成以上報名資格者、公司即贈減重手冊及一只水壺

每周公司會增開健康減重講座及課程、學員必須全程參與及配合(僅限台灣)

報名流程

頒獎內容

一、參賽獎(全球)

凡報名參加者、即送水壺一只

二、入圍獎(低標7公斤)(全球)

10,000元商品券

三、最佳健康減重獎第一、二、三、四、五、六名(全球)

三個月內成效最顯著的前六名(體重、體脂、體態)

- 第一名：新台幣5萬+商品券10萬
 第二名：新台幣3萬+商品券7萬
 第三名：新台幣2萬+商品券5萬
 第四名：商品券5萬
 第五名：商品券3萬
 第六名：商品券2萬

四、課程全勤獎(僅限台灣)

5,000元商品券

※海外會員參賽一樣的獎項、若有角逐到前三名、再送來回機票+食宿、參加台灣的全球大會及頒獎

※以上幣值皆為新台幣、海外獲獎則獎金及商品券會換算成等值貨幣

※前六名之獲獎夥伴、則以一至六名獎項頒發、不額外頒發入圍獎10,000元商品券

第一名
獎金+商品券
新台幣15萬

Activity Briefing

Entry Date: From June 15th, 2013 to June 29, 2013 (Deadline pm:17:00)

Participant:

1. Fill in individual info., height, weight, waistline
2. Photos before weight loss (wearing well-fitting clothes to measure basic data)
3. Buying Con-Chic set for 3 months
4. Participant should come back to company to take picture and measure weight every month.

Duration: From July 1st, 2013 to September 30, 2013

Awarding: Global annual meeting in December.

Active object: 20-year-olds qualify to one of terms below
 BMI: over 23

Body fat: female over 30 / Male over 25

Notes:

1. Insufficient 50 participants, terminate the activity.
2. Completing the activity, Participants should qualify the lowest standard, lose weight for 7 KG, to contest the top 6 grades

Go to company or branches to measure weight, body fat and waistline to confirm qualification.

The qualified wear well-fitting clothes to take picture and to buy Con-Chic set for 3 months.

Completing entry procedures will be gifted weight loss handbook and a water bottle.

Participants should participate in all weight loss courses in every week.

Entry Procedure

Award list

A. Participative award (Global)

Qualified participant will be gifted one water bottle.

B. Nominee award (qualify the lowest standard: 7KG)(Global)
 \$10,000 merchandise coupons

C. The best healthy weight loss award 1st to 6th grades (Global)
 Remarkable achievement: top 6 grades within 3 months. (Weight, body fat & figure)
[Individual]

1st place: NTD \$ 50,000 & \$ 100,000 Coupons

2nd place: NTD \$ 30,000 & \$ 70,000 Coupons

3rd place: NTD \$ 20,000 & \$ 50,000 Coupons

4th place: \$ 50,000 Coupons

5th place: \$ 30,000 Coupons

6th place: \$ 20,000 Coupons

D. Full attendance award (Taiwan only)
 \$ 5,000 Coupons

*Oversea participant achieving top 3 grades will be gifted bonus —two-way ticket & accommodation to participate in global annual meeting and to accept the prize.

*Currency value is NTD, oversea award would exchange to same value currency.

*The top 6 winner would not award Nominee award

2013 人魚養成班

MERMAN CULTIVATION PROGRAM



地點:台北總公司、台中分公司、高雄分公司

Location: TAIPEI, TAICHUNG, KAOHSIUNG

1	7/4	人都會變胖 MAN WILL BE GAINING WEIGHT.
2	7/11	肥胖與老化、疾病 FAT, AGEING & DISEASE
3	7/18	為何減重這麼難? WHY LOSING WEIGHT IS HARD?
4	7/25	電影欣賞:醜女大翻身 MOVIE APPRECIATION: 200 POUNDS BEAUTY
5	8/1	節食不能減肥 DIET COULD NOT LOSE WEIGHT
6	8/8	食物的營養 FOOD NUTRITION
7	8/15	吃不胖飲食 EATING MAKES YOU THIN
8	8/22	減肥者, 禁入 DIETER, NO ADMITTANCE
9	8/29	電影欣賞:前任女友 MOVIE APPRECIATION: JUST FRIENDS
10	9/5	雕塑人魚線 APOLLO BELT SCULPTURE
11	9/12	完美下半身 PERFECT LOWER HALF
12	9/19	完美減肥不復胖 MERMAN, NOT FAT AGAIN
13	9/26	歡慶結業 輕食PART END OF COURSE PARTY

2013 健康講座

Health Talk

3月 疾病前兆---亞健康
百病只有一種病, 我沒病為何要吃保健食品
75%的人處於亞健康狀態為疾病的前兆。

4月 保健食品究竟在吃什麼
保健食品的分類選擇

5月 阿「肝」正傳
肝的功能結構
國病肝炎到肝硬化到肝癌的轉化

6月 「肝肝」淨淨
預防與治療逆轉人生

7月 好轉也會有反應
好轉反應的機理與表現

8月 無癌人生
癌症是什麼, 為什麼會罹癌?

9月 人體癌症地圖
什麼是癌性格 哪些器官容易罹癌, 需警惕的症狀

10月 萬病之王癌症
癌症治療的局限性

11月 「食」在要命
排名癌症致死率第一名:
大腸直腸癌案例介紹

12月 經皮毒素與保養品安全
環境毒素無所不在
慎選你的保養品

1月 2014 肥胖的兄弟姐妹
體脂檢測了解自己脂肪的分佈
別讓慢性代謝性疾病找上你

2月 2014 三高「高」在哪裡
糖尿病、高血壓、高血脂
需控制體重、做好血糖、血壓檢測



Mon	Tue	Wed	Thu	Fri	Sat	Sun
<p>1</p> <p>TW</p> <ul style="list-style-type: none"> ●台北產品說明會 (鍾永上) 14:00~16:00 ▲高雄國際事業說明會 (余岳芳) 19:00~20:00 <hr/> <p>HK 香港特別行政區成立紀念日</p>	<p>2</p> <p>TW</p> <ul style="list-style-type: none"> ●講師團會議 14:00~17:00 ●台北產品說明會 (Ledyia) 19:00~21:00 	<p>3</p> <p>TW</p> <ul style="list-style-type: none"> ●台北國際事業說明會 (李紹華) 14:00~15:00 ●台北健康諮詢 (每人 10min) 16:00~18:00 ★台中產品說明會 (鍾永上) 14:00~16:00 	<p>4</p> <p>TW</p> <ul style="list-style-type: none"> ●台北減重課程 (Ledyia) 15:00~17:00 ★台中國際事業說明會 (李益政) 14:00~15:00 ▲高雄國際事業說明會 (鍾富麟) 14:00~15:00 <hr/> <p>HK 產品專題 (康愛) 主講：嚴一亨 主持：魏松梅 19:30~21:00</p>	<p>5</p> <p>TW</p> <ul style="list-style-type: none"> ★台中減重課程 (Ledyia) 14:00~16:00 ▲高雄產品說明會 (鍾永上) 14:00~16:00 ▲高雄減重課程 (Ledyia) 19:00~21:00 	<p>6</p> <p>TW</p> <ul style="list-style-type: none"> ●台北 MCC (收費 300 元) 09:30~16:30 ★台中營業時間 13:00~17:00 ▲高雄營業時間 13:00~17:00 	7
<p>8</p> <p>TW</p> <ul style="list-style-type: none"> ●台北產品說明會 (鍾永上) 14:00~16:00 ▲高雄國際事業說明會 (向富華) 19:00~20:00 <hr/> <p>HK 國際事業說明會 主講：區偉明 主持：蔡少玲 19:30~21:00</p>	<p>9</p> <p>TW</p> <ul style="list-style-type: none"> ●台北健康講座 (Ledyia) 主題：好轉也會有反應 19:00~21:00 	<p>10</p> <p>TW</p> <ul style="list-style-type: none"> ●台北國際事業說明會 (林益火) 14:00~15:00 ★台中產品精華 (羅莉薇 Abby) 14:00~16:00 	<p>11</p> <p>TW</p> <ul style="list-style-type: none"> ●台北減重課程 (Ledyia) 15:00~17:00 ★台中國際事業說明會 (李紹華) 14:00~15:00 ▲高雄國際事業說明會 (韓智龍) 14:00~15:00 <hr/> <p>HK 產品專題 (康愛) 主講：王德仁 主持：黃玉珍 19:30~21:00</p>	<p>12</p> <p>TW</p> <ul style="list-style-type: none"> ●台北國際事業說明會 (曾佩琪) 19:00~20:00 ★台中減重課程 (Ledyia) 14:00~16:00 ▲高雄減重課程 (Ledyia) 19:00~21:00 	<p>13</p> <p>TW</p> <ul style="list-style-type: none"> ●台北新人成功班 (收費 300 元) 14:00~17:00 ★台中營業時間 13:00~17:00 ▲高雄營業時間 13:00~17:00 	14
<p>15</p> <p>TW</p> <ul style="list-style-type: none"> ●台北產品精華 (羅莉薇 Abby) 14:00~16:00 ▲高雄國際事業說明會 (余岳芳) 19:00~20:00 <hr/> <p>HK 國際事業說明會 主講：嚴一亨 主持：黃凱強 19:30~21:00</p>	<p>16</p> <p>TW</p> <ul style="list-style-type: none"> ●台北產品說明會 (Ledyia) 19:00~21:00 	<p>17</p> <p>TW</p> <ul style="list-style-type: none"> ●台北國際事業說明會 (李益政) 14:00~15:00 ★台中健康講座 (Ledyia) 主題：好轉也會有反應 14:00~16:00 ▲高雄健康講座 (Ledyia) 主題：好轉也會有反應 19:00~21:00 	<p>18</p> <p>TW</p> <ul style="list-style-type: none"> ●台北減重課程 (Ledyia) 15:00~17:00 ★台中國際事業說明會 (李益政) 14:00~15:00 ▲高雄國際事業說明會 (鍾富麟) 14:00~15:00 <hr/> <p>HK 產品專題 (康美) 主講：潘燕華 主持：黃秀華 19:30~21:00</p>	<p>19</p> <p>TW</p> <ul style="list-style-type: none"> ★台中減重課程 (Ledyia) 14:00~16:00 ▲高雄產品說明會 (鍾永上) 14:00~16:00 ▲高雄減重課程 (Ledyia) 19:00~21:00 	<p>20</p> <p>TW</p> <ul style="list-style-type: none"> ●台北國際事業說明會 (陳君堯) ★台中營業時間 時間 13:00~17:00 ▲高雄種子計劃 (收費 100 元) 13:30~17:30 	21
<p>22</p> <p>TW</p> <ul style="list-style-type: none"> ●台北產品說明會 (鍾永上) 14:00~16:00 ▲高雄國際事業說明會 (向富華) 19:00~20:00 <hr/> <p>HK 國際事業說明會 主講：李宏茂 主持：陳惠環 19:30~21:00</p>	<p>23</p> <p>TW</p> <ul style="list-style-type: none"> ●台北產品說明會 (Ledyia) 19:00~21:00 	<p>24</p> <p>TW</p> <ul style="list-style-type: none"> ●台北國際事業說明會 (沈怡衡) 14:00~15:00 ★台中產品說明會 (鍾永上) 14:00~16:00 	<p>25</p> <p>TW</p> <ul style="list-style-type: none"> ●台北減重課程 (Ledyia) 15:00~17:00 ★台中種子計劃 (收費 100 元) 14:00~18:00 ▲高雄國際事業說明會 (韓智龍) 14:00~15:00 <hr/> <p>HK 健康專題講座 主講：李宏茂 主持：魏松梅 19:30~21:00</p>	<p>26</p> <p>TW</p> <ul style="list-style-type: none"> ●台北國際事業說明會 (李紹華) 19:00~20:00 ★台中減重課程 (Ledyia) 14:00~16:00 ▲高雄產品說明會 (鍾永上) 14:00~16:00 ▲高雄減重課程 (Ledyia) 19:00~21:00 	<p>27</p> <p>TW</p> <ul style="list-style-type: none"> ●台北種子計劃 (收費 100 元) 13:30~17:30 ★台中營業時間 13:00~17:00 ▲高雄營業時間 13:00~17:00 	28
<p>29</p> <p>TW</p> <p>馬來西亞開幕參訪團</p> <ul style="list-style-type: none"> ●台北產品說明會 (Ledyia) 14:00~16:00 ▲高雄國際事業說明會 (余岳芳) 19:00~20:00 <hr/> <p>HK 國際事業說明會 主講：區偉明 主持：鍾麗容 19:30~21:00</p>	<p>30</p> <p>TW</p> <p>馬來西亞開幕參訪團</p> <ul style="list-style-type: none"> ●台北產品說明會 (Ledyia) 19:00~21:00 	<p>31</p> <p>TW</p> <p>馬來西亞開幕參訪團</p> <ul style="list-style-type: none"> ●台北國際事業說明會 (沈怡衡) 14:00~15:00 ★台中產品說明會 (Ledyia) 14:00~16:00 	<p>8/1</p> <p>TW</p> <p>馬來西亞開幕參訪團</p>			

2013 年 Autoship 自動訂購寄貨辦法

Shipping Information of Autoship 2013

實施辦法：

2013 年 1 月份起，Autoship 自動訂購於每週三到週五開放臨櫃取貨，逾時則於每週六統一郵寄出貨，多人合併寄貨達 250PV 者，則免運費，特此公告。

Implementation Measures:

From January of 2013, distributors need to pick up Autoship at the counter every Wednesday to Friday. If it has not been collected then we will delivery it by Transnet at Saturday. The shipping rates is free if it costs more than 250PV. Notice is hereby.

現金回饋集點卡

Cashback card

2013 年 12 月 31 日止
Activity is extended to 31
December 2013

適用對象：

盛德信股份有限公司所有獨立經銷商

Applicable:

All distributors of TNE

現金回饋辦法：

感恩經銷夥伴們的互助文化，經營者協助消費者以現金購買公司產品，即可享有現金積點回饋，以現金 1 元為 1 點累計，服務集點積滿 6 萬點即可獲贈一盒康愛 102(60 粒裝) 或一盒康愛 602(60 粒裝)。

Cashback way:

Gratitude for distributors' mutual cultural, operator offers cashback when consumers purchase products in cash. 1 dollar for 1 point. For Taiwan, 60 thousand points can exchange for 1 box of 60 capsules Con A 102 or 602. For Hong Kong, 20 thousand points can exchange for 1 box of 60 capsules Con A 102 or 602.

備註：

1. 會員自行購買使用或是經營者服務消費者臨櫃代購皆適用此活動。
2. 現金集點累計不含入會費。
3. 集點卡請妥善保管，如遺失恕不補發。
4. 此方案僅適用於台灣、香港地區。
5. 活動時間延長至 2013 年 12 月 31 日

【詳情請洽各公司櫃台服務人員】

Remarks :

1. Suitable for both buy their own use or serve consumers .
2. Membership fee is not included.
3. Please keep cards safe, will not be re-issued if lost or damaged.
4. Only available in Taiwan and Hong Kong.
5. Activity is extended to 31 December 2013.

【Please contact the front desk staff for details】

閱讀 Book

書，是漫長生命旅途中必備的指引地圖，依循自己的成長軌跡，讓閱讀成為人生的護身符，繼續堅持直前的力量。

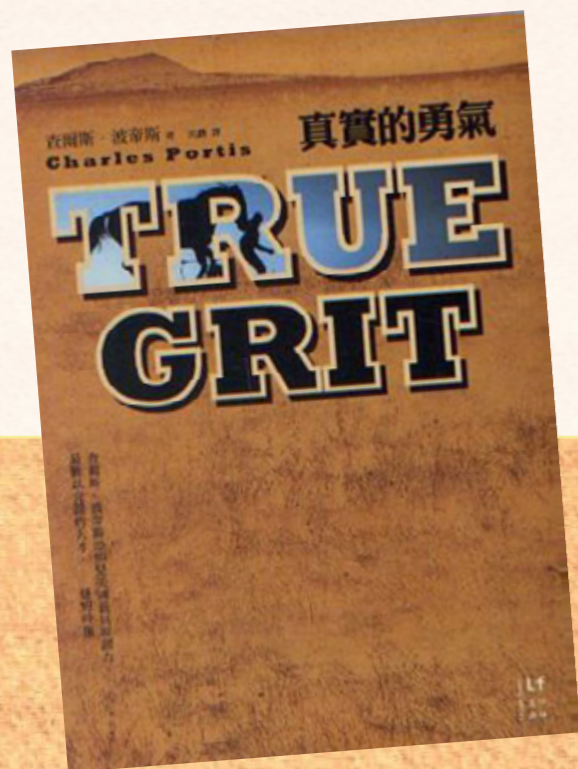
Book is the map of the long journey of life. Follow your growing trace and make reading become your amulet and strength makes you move forward.

面對真實勇氣 《真實的勇氣》查爾斯·波蒂斯 / 2011

只有無比尋常的狀態，才能激發出真實的勇氣。

1870年代，南北戰爭剛結束的狂野西部，14歲的女孩麥蒂·羅斯決定深入這片蠻荒之地，為被冷血殺害的父親報仇。她頑強而執著的信念促使她聘請性格剛烈的聯邦執法官考伯恩，並與前來要求合作的德州騎警勒博夫，三人同行前往亡命之徒流竄的印第安特區，尋覓殺父仇人。

這個怪異的組合，開啟了一趟令所有人都難忘的特別旅程。兩個飽經風霜的世故大男人從女孩身上重新體會到不懼與不畏，喚醒內心深處早已遺忘的真實勇氣。而麥蒂也在這場經歷中，意外獲得撫慰喪父之痛的機會，形塑出截然不同的人生體悟。



Face the True Courage 《True Grit》 Charles Portis / 2011

Only the extraordinary situation can inspire the real courage.

In the 1870s, just after the Civil War, a 14 years old girl Mattie Ross Decided to go deep into the Wild West. Following the murder of her father, Mattie Ross sets out to capture the killer. She hires the toughest U.S. marshal she can find, a man with "true grit," Reuben J. "Rooster" Cogburn and a Texas Ranger LaBoeuf. Three of them move forward into the Indian Territory to looking for her father's murderer.

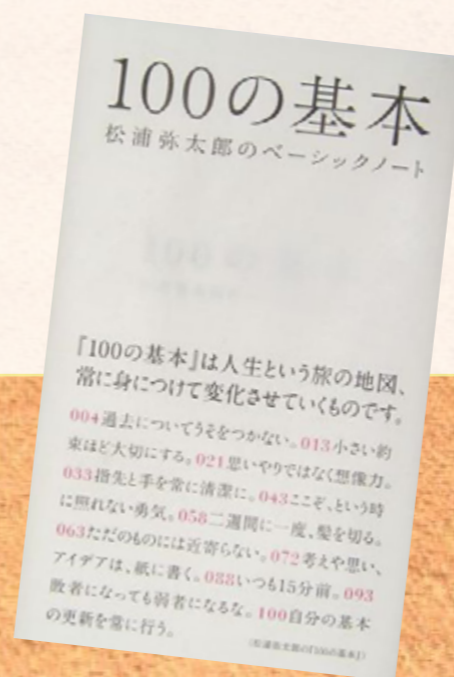
This strange combination start an unforgettable journey. These two weather-beaten sophistication men learned not to fear from a girl and wakes true courage from deep inside of their heart. In the other hand, Mattie soothe the pain of death of her father and had a very different understanding of life from this journey.

人生指引地圖 《松浦彌太郎的 100 個基本》松浦彌太郎 / 2013

只有無比尋常的狀態，才能激發出真實的勇氣。

1870年代，南北戰爭剛結束的狂野西部，14歲的女孩麥蒂·羅斯決定深入這片蠻荒之地，為被冷血殺害的父親報仇。她頑強而執著的信念促使她聘請性格剛烈的聯邦執法官考伯恩，並與前來要求合作的德州騎警勒博夫，三人同行前往亡命之徒流竄的印第安特區，尋覓殺父仇人。

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Guide Map of Life 《Hundred Norms of Matsuura Yataro》 Matsuura Yataro / 2011

Review 100 norms of life and take failures as a lesson. Don't forgets the original intention and go all out for it.

Matsuura Yataro make himself as datum. He write down all the life experience into words. He wrote 100 norms in this book and attach few note pages at the end of book. These pages is for the readers, let them write down their own 100 norms. He hope everyone can understand more about themselves and reflect on their own, organize their thoughts. Growing and enhance self-learning through this activity.

To be able to live like yourself more, carry and occasional fix it. Just like keep practice. Think more sincerely, review daily wonderful and truly understand yourself.

電影 Movie

夏日的奔騰熱氣，是為目標堅持奮鬥的汗水，激勵我們去追求，並堅持自己的夢想。獻給所有蓄勢待發準備進擊的追夢者，在熱度升溫的日子，也要持續為夢想流汗。看完電影熱血沸騰之餘，別忘了為自己的追夢速度踩個油門！

The heat in the summer is the sweat from target fighting. It encourage us to pursue our dreams. This list is dedicated to all the dream chaser. When you are blood boiling after the movie, don't forget to speed up your dream chasing.



【康提基號：偉大航程 Kon-Tiki】

導演：喬奇姆羅寧、艾斯班山柏格

主演：帕斯維爾瓦爾漢姆罕金、安德斯巴斯摩可利斯坦森、高斯塔夫史卡司加德

索爾海爾達從小就是個不顧一切、喜愛冒險的人，他深信玻里尼西亞的第一批住民是遠從秘魯搭乘木筏、隨洋流橫越太平洋而來。然而他的大膽假設，卻得不到支持，就連「國家地理雜誌」都對他的補助申請嗤之以鼻。於是海爾達決定鋌而走險、自己帶著五個人乘坐類似當年原住民的輕木筏，橫渡太平洋，以具體行動證實他的理論。

這個發生在 1947 年、耗時一百天出頭的航程，堪稱航海史與人類學的雙重革命。一位人類學家乘坐竹筏，在海上漂流八千公里，以親身經歷寫下歷史的冒險經驗故事！「康提基號」的故事，激勵著人們去努力追求自己的夢想，不論是多麼遙不可及都不要放棄。



Directed By : Joachim Rønning、Espen Sandberg
Cast : Pål Sverre Valheim Hagen、Anders Baasmo Christiansen、Gustaf Skarsgård

Norwegian explorer Thor Heyerdahl is a reckless and adventurous person when he's a child. He believe that South Americans already back in pre-Columbian times could have crossed the sea and settle on Polynesian islands. But no one support his bold assumptions, even National Geographic give a snort of contempt. Therefore Heyerdahl decide to prove his theory by taking five men crossed the Pacific ocean in a balsa wood raft with him.

Heyerdahl set sail in the Kon-Tiki in 1947, successfully completing an epic 101 day-long journey across 8,000 kilometers. This can called dual revolution of maritime history and anthropology. An anthropologist on a raft and write his adventure story in history. The story of Kon-Tiki encourage people to pursue their dream and don't give up no matter how difficult it is.

【看不見的跑道 Forever Runner】

導演 Directed By：章大中

主演 Cast：邱淑容

「我人生的馬拉松，現在才要開始跑。」

邱淑容，原本只是一位在中鋼上班的媽媽，偶然的機會下，接觸了馬拉松長跑，單純的她，只是想知道自己可以跑多久、跑多遠。然而，2008 年在法國一場縱橫 18 天，跨越 1150 公里的超級馬拉松，因為細菌感染，讓她截去了雙腿，改變了超馬媽媽邱淑容的人生命運。

截肢後的兩年時間，她努力地復健，從拄著拐杖、在先生攙扶下開始走路，到現在騎著三輪車，和過去的跑友們揮汗兩、三個小時。最後她克服心理的障礙，重新踏上讓她跑步生涯歸零的法國地中海邊，讓全球的跑友見證她的復原。對截肢的跑步冠軍來說，憑藉著不服輸的意志力，沒有大張旗鼓、昭告天下，她默默地完成了這些不可思議的里程碑。



"It is just a beginning for Marathon of my life ."

Shu-jung Chiu who is just a mother works in China Steel. By chance, she contact with marathon. She simply want to know how long and how far she can run. Yet, after finished competing an eighteen days and 1150 kilometers La Gaule ultra marathon in France 2008. She contracted a serious bacterial infection. Therefore she had two amputation surgeries and it changed her fates.

Two years after amputation, she works so hard to rehabilitation. From walk with crutches to ride on tricycles for two to three hours. Finally she overcome the psychological barriers, re-embark on Mediterranean side in French where zeroing her running career. Let the world witness her recovery. She quietly completed these incredible milestones by virtue of the unyielding willpower and without fanfare tell the world.

前奏 Prelude

追夢的方式有很多種，有人倒立翻滾，有人直行向前，逆境對人生來說，終究是跌倒後起身的勳章，拿起夢，就別輕易放下。獻上以下4首歌曲，關於追夢過程的挫折也許很多，但總會找到一個爬起的方法。

There are many different ways to pursue your dream. Someone handstand, someone tumbling and someone just move forward. Adversity is a medal that prove you can stand up after you fall down. If you have a dream, don't give up easily. If you bump into frustration, here are four songs helps you to find a way to get up.

翻滾起身 《翻滾吧》亂彈阿翔 / 2011 / 【翻滾吧！阿信】電影歌曲

「倒立看世界，不讓淚流下，大地變成天。正反面之間，顛倒的世界，其實沒改變。」

我奮力起身看世界，有多少美夢在追隨。沿著地平線，拼命的往前。這世界什麼，可以被留下，都在一瞬間。

努力的汗水，背後的信念，有沒有改變？我奮力起身看世界，有多少美夢在追隨？沿著地平線，不停的往前。」

Rolling to get up 《Rolling》Chan Ascent / 2011 / 【Jump Ashin!】Ending Credit Song

[See the world upside down. Don't let tears drop. When the land become sky, the upside down world actually didn't change.

I get up so hard. How many dreams are following. Along the horizon and desperately go forward.

Everything we left in this world is only stay for a moment. Sweat of strive, faith at the back. Did they change?

I get up so hard. How many dreams are following. Along the horizon and desperately go forward.]

爬起奔跑 《繼續奔跑》張心傑 / 2011 / 打開心傑

「每一次跌倒了，爬起來，繼續奔跑，尋找自己心中的驕傲。失敗的挫折也可以是力量，再大的風雨我都能飛翔，回到夢想開始的城堡，在不毛的土壤發芽的希望，有我們堅持微笑的模樣。」

對於唱歌這件事，從14歲開始，堅定不移就是張心傑的態度。23歲的他，因為等待而積聚下來的能量，讓他往前奔跑，發揮最大的能力實踐他的夢想，過去那些不順遂的經歷，也在沉澱後昇華成繼續向前的動力。

Get up and run 《Keep running》Mark Chang / 2011 / Open your mind

[Every time you fall, get up and keep running. For finding your proud. The frustrations of failure can also be a strength. I can fly even in a storm. Back to the castle that dream start. Growing hope in the barren soil. It has our smile face.]

Mark Chang has been unswerving on singing since fourteen years old. When he is 23, the power he accumulated let he maximize the ability to practice his dream. Those failure experience become his power which support him to move on.





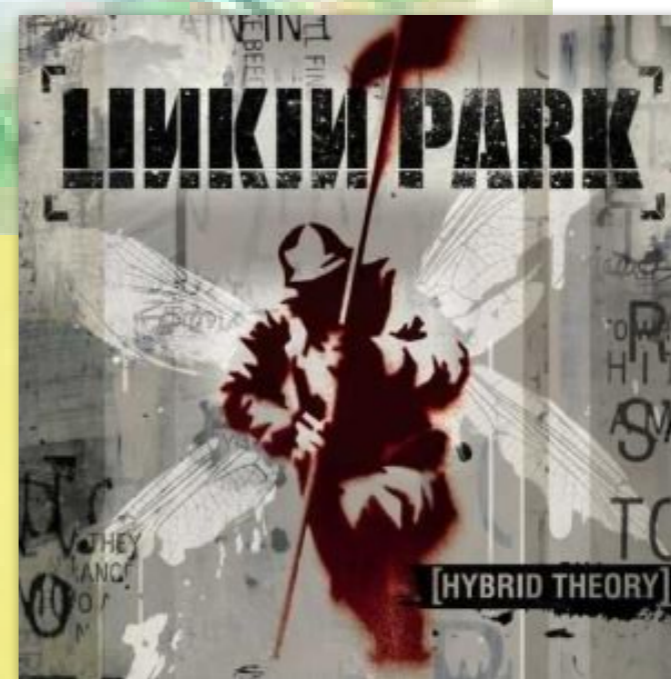
帶傷前行 《SIGN》 FLOW / 2011 /
Flow 動畫級精選

「在你的世界崩塌之前
我會追尋傷痕的指引來到你身邊

會著撕心裂肺的痛楚
在我腦中迴響
但我仍然帶著傷口勇往直前
你能聽到我嗎？我也是」

Get up and run 《Keep running》
Mark Chang / 2011 / Open your
mind

[I will follow trace you left and find you before your
world collapse.
Realize the screaming pain
Hearing loud in my brain
But I'm going straight ahead, with the scar
Can you hear me ? So am I]



信任抵抗 《In The End》 Linkin Park / 2001 / Hybrid Theory

在奮力反擊與抵抗衝突之後，成功
與否已不再那麼重要，至少我堅持
住我該做的事。

我將我的信任托付給你
並努力前進直到無法在走
說了這麼多
你只需要了解一件事
你只需要了解一件事
我曾多麼努力
走了多遠
但是在最後
都不重要了
我必須墜落
才能放開這些
但是在最後
一切都不重要了

**After fighting so hard, success is
not so important anymore. At least I
hold on what I need to do.**

[I've put my trust in you,
pushed as far as I can go.
For all this,
There's only one thing you should
know.
There's only one thing you should
know,
I tried so hard and got so far.
But in the end,
it doesn't even matter.
I had to fall, to lose it all,
but in the end ,
it doesn't even matter.]

跟著節氣過生活



【夏 Summer】

立夏	國曆 5月5日或6日
小滿	國曆 5月21日或22日
芒種	國曆 6月5日或6日
夏至	國曆 6月21日或22日
小暑	國曆 7月7日或8日
大暑	國曆 7月23日或24日

The Beginning of Summer	May 5 or 6
Lesser Fullness of Grain	May 21 or 22
Grain in Beard	Jun.5 or 6
The Summer Solstice	Jun. 21 or 22
Lesser Heat	Jul. 7 or 8
Greater Heat	Jul. 23 or 24

【夏至生活小叮嚀 Reminders in the Summer Solstice】

1. 嚴防中暑、多補充水分。
 2. 早上晾衣，中午就要收，以免被午後雷陣雨淋濕。
 3. 山區及空曠地嚴防雷擊。
1. Prevent heatstroke, supplement more water.
 2. If you drying clothes in the morning, you should collect them at noon. To avoid being wet by afternoon thundershowers.
 3. Prevent lightning strikes in mountains and open land area.

【夏至養生守則 Regimens in the Summer Solstice】

夏至當日晝最長夜最短，暑氣凌人，容易導致人心煩意亂，影響全身氣血循環。端午前夕的梅雨，伴隨緊接而來的午後雷陣雨及不定時的颱風天氣型態，身體長期在濕熱中容易引發蕁麻疹等皮膚疾病，也會導致脾胃衰弱，變得疲勞無力。要緩解苦夏，除了在飲食上力求清淡，最理想的保健方式是選擇在傍晚、清晨或睡前赤腳在住家附近的公園草地散步，或選擇水中慢跑。

The Summer Solstice has long day and short night. And the heat makes people upset and affecting systemic circulation. The plum rain which before The Dragon Boat Festival has afternoon thundershowers and irregular typhoon weather patterns. The body is very easy to cause urticaria and other skin diseases in this kind of weather. It also weaken spleen and stomach and cause fatigue and faintness. To relief the summer heat, the better way to approach to health care is walking barefooted on lawn in evening, early morning or before bedtime or you can choose to jogging in water. In addition, it's better to have light diet in summer time.

【小暑養生守則 Regimens in the Lesser Heat】

1. 炎熱，白天儘量少待在戶外。
 2. 嚴防中暑，中午前後應避免劇烈運動。
 3. 陽光炙熱，紫外線強，須注意防曬。
1. It's too hot to stay outdoor in day time.
 2. To prevent heatstroke, need to avoid to exercise around afternoon time.
 3. UV intensity is too high, therefore it's need some sun protection.

【小暑養生守則 Regimens in the Lesser Heat】

小暑主人體中的筋絡、頭、肺等部位，在這個一日熱過一日的節氣裡，如何能夠維持整個人的清爽清明，是此節氣主要的課題。因此建議在吃的方面採取粗茶淡飯的模式，白天可以喝一些青草茶、地骨露或仙草茶降火氣；利用晨間、黃昏或夜間的慢跑，鍛鍊心肺功能，促進消化、增強對環境的免疫能力。夏季游泳可強化呼吸系統。

The most important in the Lesser Heat is the veins of head and lungs. In this getting hotter and hotter Solar Terms, the most important subject is how to keep refreshing. Therefore, we suggest to have light diet in this time and drink some herbal tea to reduce some internal heat. Also can jogging during the morning, evening or night time to training cardiopulmonary function and promote digestion, enhance immunity to the environment. Swimming in summer time can strengthen the respiratory system.



參考資料：樂活國民曆
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