

陽光世代 Sun Generations

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Grand Sun International OUTSTANDING RGSA CONVENTION

巨晴傑出區總國際研討會



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董事長的話

02 Revive Our Entrepreneurship 重拾創業精神

特別報導

04 2009 Grand Sun International Outstanding RGSA Convention 巨晴傑出區總國際研討會

人物特寫

06 A Well-Rounded Career. A Well-Rounded Life. 全方位的事業 造就全方位的人生—蘇英鳳 董事/新加坡

08 Challenge Creates the Summit of My Life 挑戰人生 再創高峰—李佩恩 董事/香港

巨晴榮耀

20 Distributors Promoted to Sales Director Level 2008.09~2009.01 晉升董事級經銷商

21 Distributors Promoted to RGSA Level 2008.09~2009.01 晉升區總代理級經銷商

經驗分享

10 Transformation Perfect My Life 蛻變 讓生命更完美—林俞馨董事/台灣

12 A Courageous Breakthrough. Meet the Brighter Future. 乘風破浪 迎向嶄新未來—劉錦鴻董事/馬來西亞

專欄

14 Healing Waters VII — Mr. German Schleinkofer 具有療效的水 第八章

16 Home SPA FAQ (III) 居家水療常見Q&A (下)—陳興漢醫師

18 Hydrotherapy & Alzheimer's Disease From the Theory of Chinese Medicine 從中醫理論談水療與老年性癡呆症—王榮俊院長



Transformation Perfect My Life

I appreciate my mother Sales Director Tu Yi-Ling for introducing me to the Grand Sun business. Here, everyone calls her Tu mama. She came up with a good "plan" to lead me to Taipei branch, and when I first experienced the fragrance of bath oils I immediately fell in love with them. Next time, my mother took me to Taichung branch to attend a talk, and I was very touched by a testimony, therefore as I came back home I started to use the SPA machine seriously. Later on, my mother took me to attend the Elite Business Convention, in which many successful distributors shared their incomes with us on the stage during these 2 days. Then, for me, those incomes were "impossible." However, at that time a poster beside my seat attracted me; on which, there was a jumping and smiling young girl, and there was a sentence "Create a Whole New Me!" As I turned around and saw the instructor on the stage that was about my age, I thought to myself why were they so confident? Why were they so successful? I wanted a change, and maybe this is an environment that can help me change.

Next, I knew that my mother earned more than NT\$3 millions within just 5 months and in the 5th month she earned NT\$1,043,720. This has happened to a family member, and I believed that I can earn the money I want if I put effort in Grand Sun. In addition, the method of sales in Grand Sun is not what past multi-level marketing distributors used - which is to take the products to friends' houses to persuade them into buying them by their eloquence. What we do is experiential selling. The company is very thoughtful to set up SPA trial house so that we can take our friends to experience the SPA different from others. I was able to retail many SG-2000 machines at the beginning of my business and build up my confidence in this business. I believe that change will happen through the effect of environment and constant learning. Since I started to run Grand Sun as a part-time job to full-time (within 6 months), as long as there is any training, Tu mama never hesitates to register for me, sales directors Zhi-Min and Bi-Hua. We were not allowed to absent ourselves from OPP and NDO; moreover, we never stopped the weekly group training because the goal of organization management is to educate and train the talents.

During these 4 years in Grand Sun, I have been constantly learning things. I learn to change the attitudes in communication, deal with things without being emotional and accompany my partners to grow with patience. These are all easier said than done. I have to keep on reminding myself of them. Professor Lin Yu-Der once said "The change of character will lead to the change of destiny." It has really become true. I like and love myself more and more, and my friends feel that I have become more confident. I have transformed myself from a caterpillar into a beautiful butterfly. During this journey, I once had the idea to give up, and I also had my share of pain and laughter. Every time at the end of the seminar, I am always moved to tears during the singing. I appreciate my mother's leading, president's cultivation and Miss Chen's care (she is just like a second mother); besides, I thank all executive sales directors and sales directors for their help. In Grand Sun, I have already created a whole new me. I still have a long way to go, and I am blessed to have this big family of Grand Sun to enrich my life and make it more glorious. ☺



蛻變 讓生命更完美

會經營巨晴事業，要感謝我的母親—涂宜伶董事，在巨晴大家都稱呼她涂媽媽。她用心良苦的『設計』，讓我有機會到台北分公司。第一次到公司聞到精油的香氣就愛上了。第二次媽媽又帶我到台中公司聽了一場演說，其中聽到一位見證分享讓我很感動，回家後就開始認真體驗產品。後來媽媽又帶我去參加了創意商機研討會，二天下來對於台上的成功者分享他們在巨晴的收入，對當時的我來說，我認為是不可能賺到那些錢的。但那個時候在我的座位旁邊有一幅海報深深吸引著我：「那是一個充滿著陽光般笑容的年輕女孩，做著跳躍式的動作。而下面寫了幾個字：改寫全新的自我！」再看看台上的講師，年齡跟我差不多，為何他們那麼有自信？那麼有成就？我想改變，也許這是可以讓我改變的環境。

接著看到媽媽在巨晴的收入，短短五個月的時間賺了三百多萬，在第五個月的單月收入破了1043,720的百萬收入。這是發生在自己親人的身上，讓我相信在巨晴你要的收入是可以靠努力賺到的。再來就是巨晴公司產品的行銷方式，改變了以往直銷要帶著產品到朋友家以三寸不爛之舌說服朋友購買的方式。巨晴用的是體驗行銷，公司很體貼的為我們開設了SPA 體驗館，讓我們招待朋友到體驗館感受全然不同的SPA之旅，也讓我在經營的初期就很順利的銷售了SG-2000，建立了自己經營巨晴事業的信心。我相信改變是要透過環境再加上不斷的學習，從開始兼職經營巨晴到半年後的全職經營，只要公司有任何的訓練課程，涂媽媽總是毫不猶豫的報了名要我、子民及碧華董事一定要參加。每次的OPP、NDO 更是不能缺席，每個禮拜的小組訓練更是從不間斷，組織經營的目的就是在於教育訓練及培養人才。

自己在巨晴事業的四年裡，不斷的學習。學習改變說話的態度、學習不帶情緒處理事情、學習用耐心陪著夥伴成長。這些說來容易，做起來還真是不簡單。必須不斷的自我提醒。林育德教授說：「個性改，命運改。」真的在我身上應驗了。我越來越愛自己、越來越喜歡自己，朋友看到我也發現我變得有自信了。我已經從一隻毛毛蟲蛻變成美麗的蝴蝶。過程中有辛酸、有曾經想放棄的念頭、有痛、有歡笑。每次研討會後的大合唱，總是會感動流淚。一路走來感謝媽媽的帶領、感謝董事長的栽培、感謝董娘一路像我的第二位媽媽般的關愛、感謝所有執董和董事的幫助。我在巨晴創造了全新的自己，未來的人生道路還很長，很慶幸有了巨晴這個大家庭豐富了我的生活，讓我的生命更精采。☺



Sales Director **Lin Yu-Hsin** / Taiwan
林俞馨董事/台灣



A Courageous Breakthrough Meet the Brighter Future


I am a graduated architect after completing my 5-year degree in Australia. I was then practising in an architect firm and a developer firm for almost 6 years. I was a responsible employee, working very hard for the company but during this period of time, I found out that although my future was quite prospective, my life will be like my professional peers that I was not willing to have; ie. working long hours, stressful and hectic life, pricing war, stiff competition, smaller market share, exploitation, etc. Due to that, I started to ask myself whether I should look for other opportunities which can offer me a better lifestyle. I came to know about MLM was a good concept and I've tried some MLM companies but I was just doing it part-time because they cannot give me a good recurring income.

However, in March 2006, it was my turning point in my career when I've joined Grand Sun business and became an International Distributor. At that point of time, I was thinking of just helping my friend's mother (who is now ED Linda Lam) to promote home spa and doing it part-time. But, my mother who was lymphing due to rheumatism pain at her knee joint, was better obviously in just 3 months by daily usage of spa with Hayseed bath oil. I was quite happy and confident with the product advantages. So, I was very glad to share this wonderful concept of hydrotherapy with all my relatives and friends. They really showed improved results on those who use it everyday! While I was quite new in Grand Sun, under the trainings, encouragement and guidance from most Executive Directors and Sales Directors of Grand Sun especially Prof Lin & Wife, Executive Director Linda Lam and Director Lee Siew Yin, and after attending almost all elite seminars in 2 years consecutively, I was really felt this is indeed a great business opportunity. My vision in Grand Sun is very clear and the world is our market potential! It depends on how far wide we could reach out. Besides, I personally felt that the qualities of leader or boss of the company is very important. Mr. President Jack Chen and wife are truly leaders with great passions and love which will make Grand Sun to move to greater heights. That's the strong booster for my spirit in Grand Sun.

In August 2006, I became RGSA and I was promoted to Sales Director of Grand Sun in January 2007. I am now a full-time business builder of Grand Sun! My next target is to become Executive Director and I believe that I can achieve it in the shortest time. By now, I've shared this concept of total wellness for almost 3 full years and I strive whole-heartedly with my business partners. I applied my professional discipline and skills from my years of practising as an architect into this new field, the Hydrotherapy Spa. Currently, I already have networks in Taiwan, Sudan, Hongkong, Indonesia, India, Singapore, Dubai, Thailand and Vietnam. I've never dream of these before! Thanks to the power of leveraging in network marketing and of course, the Grand Sun's business system!

I really appreciate all my family's full support especially my wife, my mother, my dad and my sister. Grand Sun is really a family business, indeed, a family teamwork that can improve our relationships and we can expand it together! Besides, I am also thankful to my Director Tee, Director Esther Leong, Director June Loh, Director Amy Teo, RGSA Amy Tan (my mother), RGSA Esmine Low (my sister), RGSA Serena Wong, RGSA Mrs. Yoong, RGSA Eric Pook and many other business partners who strive together for success. They have also given me a chance for self-discipline and self-growth. I will always remind myself that no matter what was happening now and during the past, on the tough road, we must continue to persevere, keeping our roots of the beautiful seeds that we have planted so far and make sure they will grow beautifully into big trees with great hopes and compassion! Then we will be successful in life!

I believe that we all can ride on the Grand Sun's wave to overcome the current world recession and it is an opportunity for those who wish to achieve their financial freedom and to contribute to the society with great compassion. To this, there are many already so successful in Singapore and Taiwan. "Believing it is more important than seeing it to happen!" That's what Director Lee Siew Yin always encouraged me when I was in the state of half-believe. Now, I'm different! I am 100% believe that Grand Sun wonders are now really materialized one after another! Grand Sun has also fulfilled my dream of travelling around the world together with my business partners. In summary, Grand Sun offers me a new life, new hope, new friendships, new opportunities, new self-growth and new expanse of resources, that is, I am able to learn from many experienced & successful people in the society! That's the true wealth that I've ever obtained in my life! Grand Sun is the

Best!  Editor / Maggie Lin Layout / Rhine Lee 文編/林筱恬 版面設計/李鳳瑛



乘風破浪 迎向嶄新未來

在澳洲唸完五年的研究所之後，我便成為建築師，在一家建築師事務所與開發公司工作了六年。我是很負責任的員工，為了公司非常努力工作，但是在這段期間內，我發覺雖然我的工作非常有前景，但是我卻不願意過這樣的生活：工時長、工作壓力大、忙碌，市場上還會出現削價競爭、市佔率低、剝削...等情況。因此，我開始問我自己，是不是應該要尋找新的機會，提升生活品質？後來我接觸了直銷，了解它是一個很好的概念，我也曾做過好幾個直銷公司，但我只是兼職經營，因為收入不豐厚也不固定。

2006年3月是我的轉捩點，我遇見巨晴事業也成為國際經銷商。那時我只想著要幫助我朋友的母親(現在是Linda執董)銷售SPA機，只把它當做兼職事業。但是，我母親有關節風濕，她卻在使用SPA機配合茂草精油連續三個月之後，明顯的改善了。我很高興，而且對於產品變得更有信心，也因此我非常樂於與所有親戚與朋友分享這個絕佳的水療概念，每天使用SPA機器的親友健康也都有了改善。剛加入巨晴時，在執董、董事的訓練、鼓勵、指導之下(特別是林教授與教授夫人、Linda執董、李秀英董事)，加上連續二年不間斷地參加研習營，我真的認為巨晴是一個非常好的事業機會。我在巨晴所看到的願景是非常清晰的，全世界都是我們的潛在市場，端視我們開發得有多遠。除此之外，我個人認為公司領導者的品質是很重要的。陳智光董事長與董事長夫人是真正的領導者，用豐富的熱情與愛引領著巨晴爬向巔峰，這亦是我做巨晴的驅動力。2006年8月我成為區總，2007年1月我成為董事，目前我是巨晴的全職事業夥伴。我的下一個目標是成為執董，我相信我能夠在最短時間內達成。整整三年我都與人分享這個財富共享的概念，我也與事業夥伴全力衝刺當中。我將之前當建築師所學的專業訓練與技巧應用到這個新領域—水療。目前我的組織網已遍佈台灣、蘇丹、香港、印尼、印度、新加坡、杜拜、泰國、越南...等，是我做夢都想不到的。

而這些當然是來自於直銷事業的力量以及巨晴完善的系統。我由衷感謝全家人的支持，特別是我的太太、父母親、妹妹。巨晴真的是一個大家庭，我們的團隊關係讓我們更親密，讓我們一起擴展這個團隊。此外，我還要感謝Tee董事、Esther董事、June董事、Amy董事、Amy區總(我母親)、Esmine區總(我妹妹)、Serena區總、Yoong區總、Eric區總，還有許多其他一起追求成功的事業夥伴們。他們給我一個自我訓練與成功的機會。我會一直提醒自己：無論過去現在發生什麼事，在這條道路上，我們必須堅持不懈，守著我們已經深植下去的美麗種子，用我們的希望與熱情讓它長成巨樹，那麼我們的人生就成功了！我相信我們可以乘著巨晴的波浪克服目前全世界的蕭條情況，對於想要達成財務自由以及用熱情回饋給社會的人來說，巨晴是一個機會。目前，在新加坡與台灣已經有這麼多成功的優秀經銷商。當我信心不足時，李秀英董事一直都用「相信比看到更重要」，這句話來鼓勵我。現在，我不一樣了！我百分之百相信巨晴的奇蹟會一個接一個實現。巨晴已經幫我實現與事業夥伴一起環遊世界的夢想了。巨晴賦予我新生命、新希望、新友誼、新機會、新的自我成長以及人際資源的擴展，意思是能夠在這裡向許多資深、成功的人士學習，這是我一生中最大的財富，巨晴是最棒的！



Sales Director

Andy Low Keng Hong /MY
劉錦鴻董事/馬來西亞

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