



At BE, hard work pays off. There's nothing like enjoying vacation abroad with our beloved family.



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**Don't Be Afraid of Failing.
Be Afraid of Not Succeeding.**

RCCA Mindy Tan & Alex Gan

Former Salesperson &
Former Sales Manager

Initially, RCCA Mindy and Alex did not see eye to eye on Mindy's BE business. Over time, Mindy's achievements convinced Alex to join BE. Later on, their achievements convinced Alex's father, who had strongly objected to Alex's decision to join BE fulltime, dismissing it as a waste of his good education.

After seeing their success, Alex's father had to swallow his words.

HOW IT ALL STARTED

At only 25 years old, Mindy was already the second top salesperson in her company. When the company shut down her department, instead of joining another department, she bravely opted for the voluntary separation scheme.

"I had already planned to take up a RM100,000 loan to start a beauty salon. As I was thinking about this, I was introduced to the BE business," Mindy recalled.

Unlike many who learned about the products before the company, Mindy was first attracted to BE's



Bought dream cars together with our teammates

business model that required only RM60 to start. "I was impressed by BE's marketing plan. I figured I should give it a go. If it didn't work out, I'd just lose RM60 and I could still look for other opportunities. Six months after joining, I was 100% committed to BE and convinced that it's the career I wanted."

THE MAIN OBSTACLE

Asked what the main obstacle in their BE career was, Alex confessed that *he* was the obstacle. "I was a conservative man with a high-paying job. I despised direct selling. In fact, I dismissed the idea of running

a business because of the risks. I didn't support Mindy's beauty salon plan, and direct selling was a definite no-no as I thought it was just a money game."

He was also annoyed with Mindy for her commitment in BE. He felt she was neglecting her duties as wife and mother. When Mindy's income finally exceeded his monthly salary for the first time, he was sure that it was a fluke. Mindy continued to earn as much as Alex's and when it exceeded Alex's salary again, his attitude softened and he became curious about the business.



Review session with celebrity group



BE Lifestyle Travel to Dubai with teammates



BE Lifestyle Travel to Melbourne

While attending a B.O.S, Alex got his wake-up call. "Someone shared that an employee would never make more than his superior, but at BE, you could make more than your upline. That hit me hard. Although I was the top salesman with a high paycheck, sometimes I felt it was unfair that my superior earned more than I, especially when I put in more effort."

The next day, Alex resigned and joined BE.

DOUBLE THE EFFORT, DOUBLE THE REWARDS

With Alex on board, the couple set their goal: to multiply their achievements within a year. And they did.



"Not only are we charting new milestones in our BE career, we're also helping many people to achieve the same.

"Ask yourself – do you consider yourself successful? If you are not, why are you afraid of failing? You have nothing to lose!" the couple concluded.

