

Live the  
Difference

Volume 4, 2019

# Discover

THE BEST



A NEW DECADE BEGINS

# CONTENTS

04

**THEME STORY**  
A New Decade Begins

06

**PEOPLE STORY**  
Planning for Success

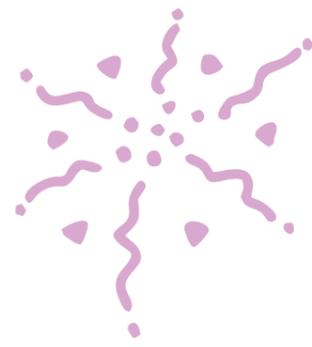
08

**PRODUCT STORY**  
SKIN CARE  
Let's SPA-LEBRATE!

**HEALTH CARE**  
New Decade, NU YOU!

12

**CULTURE STORY**  
Ending The Year On A Good Note



04



06



08



12



When you are in the last few weeks of the year, it becomes incredibly easy to feel nostalgic. You slow down, pause, reflect and think deeply about all that you have experienced and created in the past 12 months. As cliché as it may sound, this is a really good time to harness the fresh energy of the coming new year and use it as a way to re-focus yourself and reset your life. Now even though we can do this on any other day, there is just something special and sacred about the end of a year, so let's make the most of it!

While we bid tearful goodbyes to 2019, it's important to not let the year go without a bang and preparation is key! This time around, New Year's Day falls on a Wednesday, which means the business week will likely only get started on next Monday. That gives you a few extra days to get ready for the 2020 adventure ahead! Before you start with a list of fresh new goals, here are 3 ways to prepare yourself physically and mentally for the new year that will get you off to a better start.

### REFLECT

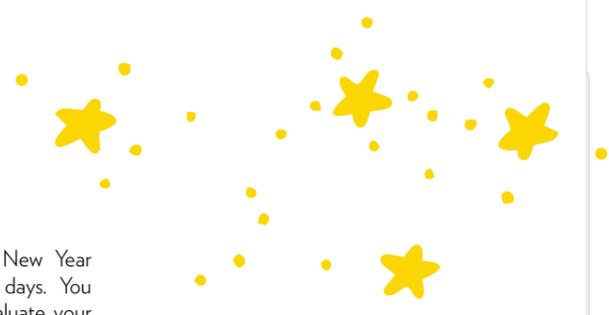
Many people zoom right into the New Year with no thoughts for the last 365 days. You should take time and reflect and evaluate your accomplishments, mistakes, lessons learned, all your successes and failures.

### RECHARGE

There is a tendency to beat ourselves up if we don't accomplish our goals. It's okay if you fall. It's okay to change your mind. It's okay to want different things, new things, or more things. Nobody is perfect, and that is okay! Before the New Year approaches, reflect and recharge your body, mind and soul.

### RESET

Now that you've done reflecting and recharging, it's time to make a game plan for the next 12 months! Set a broad goal for the year and smaller goals that will complement and help you reach your main goal. Go into this New Year fully charged up!



# A NEW DECADE BEGINS

*Do you know what date it is? Or rather, what month? The midway mark of 2019 has already come and go. Christmas is only a few weeks away and New Year's Eve? Well, that's just right around the corner. We are getting closer and closer to 2020 – and this is not just another 'New Year', a new decade is upon us!*



# Planning for Success

Creating success is different for everyone, but every successful person has a common trait in them; which is having a right mindset that plans for success! As the saying goes: "If you fail to plan, you are planning to fail!" Reaching your goals and experiencing the success you dream of is all about having a game plan.

With the start of a new decade, there's never been a better time to set yourself up for success! Being a successful Nu Skin leader, could you please share some wise words with the readers on how to map out a successful game plan for navigating the new decade ahead; and make 2020 their best year ever?

## LIM YI LING & CHEW SOON CHEN

1 MILLION DOLLAR CIRCLE  
EXECUTIVE BRAND DIRECTOR

Life is a one-way trip journey. The past achievements are becoming least important. What matters most to us now is the planning for our future. Setting goals is the key to future success; and by having clear goals, one will have the power to navigate towards greater achievements.

Each year, we'll set clear, meaningful life goals which map out the yearly target, monthly target, weekly target and the daily target. We wake up every morning, knowing what we want to achieve for the day.

Life is too short to live without proper planning. We believe that with clear goals and proper planning, it would help us to overcome obstacles in life and march towards our bigger dreams.

"We can't determine our starting point, but we can definitely take charge of our lives!"



## ANDY WONG & ANNIE WOO

1 MILLION DOLLAR CIRCLE  
1 YEAR PLATINUM PRESIDENTIAL DIRECTOR  
2 YEAR PRESIDENTIAL DIRECTOR

"Goals in writing are dreams with deadlines"

Many people want success yet many do not know the importance of goal setting. To us, the bigger the goals, the better the luck. We don't believe in good luck, we believe in hard work. Massive action = Better Luck.

In Nu Skin, we are given an opportunity to not only becoming SUCCESSFUL, but to have the opportunity to transform lives & become the right person in this world. We have been in Nu Skin for some time, yet we are still very passionate about it because of one reason - the giving culture.

This business requires us to help enough people to succeed & we will be successful. Never forget our SEACHF 1% donor program & our NTC initiative. It's our responsibility to transform lives.

2020 is our year. How many lives are you willing to transform? Have a great year ahead. Life must be exciting!



## EDDIE POON & MARGARET GOH

1 MILLION DOLLAR CIRCLE  
1 YEAR PRESIDENTIAL DIRECTOR

Happy New Year 2020!

As we enter this new decade, it is so important to know what you want to achieve for yourself and your team this year, five years or the next ten years.

1. You have to create a clear vision for yourself and your team
2. Work out a comprehensive strategy that is aligned with Nu Skin's business & implement it systematically
3. Have an easy duplication system in place to support the process
4. Be consistent in monitoring yourself & your team's progress so that you can scale your organization to the next level
5. Let go of past mistakes and create new healthy habits

We all get the exact same 365 days; the only difference is what we do with them.

Always be grateful & look forward to what's ahead with our Nu opportunity. May 2020 be your best year ever!



## YAP PHEK KONG & KOH YOKE CHOO

5 MILLION DOLLAR CIRCLE  
1 YEAR PLATINUM PRESIDENTIAL DIRECTOR  
4 YEAR PRESIDENTIAL DIRECTOR

Success looks different for everyone. For us, knowing that our contributions have positively touched the lives of others and looking back, thinking that we couldn't have done it better are what success means to us.

It is true to say that you can go fast alone, but you can go far with a team. We are grateful for the right platform that we have found in Nu Skin. It enables us to set goals, and take drastic action with a bunch of like-minded teammates.

It's never a lone-ranger journey in the Nu Skin business. We share, encourage and help each other and those in needs to become the best version of themselves. We have clear goals and we know exactly what we need to do next in order to achieve these goals in life. That's what keep our passion burning after so many years in the business.

2020 is definitely another victorious year for all of us to shine. So, are you ready to be successful? Over to you now.



The year is nearly over and at the starting of the year, many people tend to make a resolution. While a personality and attitude change takes months of commitment, renewing the way you take care of your skin can start immediately! Who doesn't want to look and feel their best? That is why your skin deserves all the love!

When you are in the last few weeks of the year, it becomes incredibly easy to feel nostalgic. You slow down, pause, reflect and think deeply about all that you have experienced and created in the past 12 months. As cliché as it may sound, this is a really good time to harness the fresh energy of the coming new year and use it as a way to re-focus yourself and reset your life. Now even though we can do this on any other day, there is just something special and sacred about the end of a year, so let's make the most of it!

While we bid tearful goodbyes to 2019, it's important to not let the year go without a bang and preparation is key! This time around, New Year's Day falls on a Wednesday, which means the business week will likely only get started on next Monday. That gives you a few extra days to get ready for the 2020 adventure ahead! Before you start with a list of fresh new goals, here are 3 ways to prepare yourself physically and mentally for the new year that will get you off to a better start.

# LET'S SPA-LEBRATE!



## HERE'S WHY YOU'LL LOVE IT:



### SMART SELF-ADJUSTING TECHNOLOGY TO ENHANCED DELIVERY OF KEY INGREDIENTS

Every person has different level of body current and not everyone requires the same level of current. By having different current levels, the Galvanic Spa Instrument allows each user to have the most comfortable and effective experience possible. To correctly adjust the current level to every individual, the instrument sends a controlled charge through the skin and measures how long it takes for the charge to return to the instrument. The instrument then selects the level of current that will be most comfortable for your skin. This simple process replaces the years of training estheticians go through to effectively perform galvanic treatments in a spa setting.

### INTERCHANGEABLE HEADS TO PAIRED WITH ALTERNATIVE TO SPA TREATMENTS

Featuring four interchangeable conductors: ageLOC® Face Conductor, Spot Treatment Conductor, Scalp Conductor and Body Conductor, the ageLOC® Galvanic Spa® gives you the nourishing head-to-toe home spa experience. Pair with specially formulated treatment products for optimal transport of key ingredients to the skin.

Function	Rejuvenate Skin	Restore Hydration	Reduce Wrinkles	Refine Body Shape	Revitalize Hair
Conductor	Face Conductor	Face Conductor	Spot Treatment Conductor	Body Conductor	Scalp Conductor
Companion Products	Galvanic Spa Facial Gels with ageLOC®	ageLOC® Galvanic Spa® PowerMask	Tru Face® Line Corrector	ageLOC® Body Shaping Gel	ageLOC® Nutriol® Intensive Scalp & Hair Serum

### PATENTED AGELOC® CONDUCTOR DESIGN

The grooves on the ageLOC® Face Conductor keep your Galvanic Spa Facial Gels with ageLOC® between the conductor and your skin. This means it helps in delivering more key ageLOC® ingredients to the skin, so you get a better treatment!

With the advancement of technology and ageLOC® Galvanic Spa®, now, you can unlock the secret to a younger looking skin the moment you begin your Galvanic Spa treatment, the most effective and enjoyable experience with the touch of a button.

Your radiant, youthful looking face and body will leave people wondering about your age—and your secret. Now that's what we called the right New Year SPA-lebration!

# NEW DECADE, NU YOU!

With the ending of another year and a New Year to sink our teeth into, the phrase that often comes up repeatedly 'New Year, NU You', gives us the notion that we can start again with new goals, aspirations, different mindset and new opportunities.

'This year, I'm going to eat healthy', 'I want to lose weight', 'I want to get fit and healthy'... These are some of the things that we say to ourselves as New Year resolutions or goals that we wish to achieve. Somehow with the stress of back-to-back traveling and the preparation works for the new year, we always put our own immune-boosting routine and self-care on the farthest back burner. But who says you can't kick-start your nutrition and lifestyle goals, and find the right balance that will set you up for success?

With a little planning, you can arm yourself with some simple, not-so-traditional ways to keep your immunity up and your body healthy during this new decade...and beyond!

## TIP 1: LAUGH MORE<sup>1</sup>

ageLOC® TR90™ Jumpstart is a part of a holistic weight management program, that aims to 1) target and promote healthy metabolism; 2) support metabolically active lean muscle; 3) promote a positive mood and mindset to help achieve a fitter, leaner you. On top of this, each sachet of ageLOC® TR90™ System's TrimShake provides 20g of good quality protein. It can be an additional protein intake to support the extensive training for the marathon.

## TIP 2: WORK OUT<sup>2</sup>

Moving your body shouldn't feel like an obligation. Strive to schedule workouts that you absolutely love that inspires you to move. Studies have shown positive links between moderate exercise and a healthy immune system.

## TIP 3: SLOW DOWN<sup>3</sup>

It's easy to feel overwhelmed with the chaos of our daily lives, so it's crucial to set aside some time for yourself. It is okay to just stop and smell the roses sometimes.

## TIP 4: GET SOME SLEEP<sup>4</sup>

We already know that a sleep deficit lowers our immunity, in addition to impairing our judgment and decreasing our metabolism. The optimal amount of sleep for most adults is seven to eight hours of good sleep each night.

## TIP 5: EAT WELL<sup>5,6,7</sup>

Good nutrition is essential to a strong immune system, which offers protection from seasonal illness such as the flu and help protect yourself against infection. Boost your immunity by including these nutrients in your eating plan, such as vitamin E and C, carotenoids, selenium, zinc, Omega-3s and even some traditional herbs such as Reishi mushroom.

If your diet is not providing you with all your nutrient needs, supplementing your body with essential supplements can help to fill in the gaps to improve your immunity and bring other health benefits:

## TOP PICK PHARMANEX PRODUCTS FOR IMMUNITY AND WELLNESS

### LIFEPAK

LifePak provides clinically significant amounts of essential vitamins and minerals typically lacking in the average diet. It improves and supports your antioxidant defence network with powerful antioxidants, promotes healthy immune system function and support, as well as offers anti-aging benefits including longevity and wellness.

### MARINE OMEGA

Marine Omega provides highly bioactive EPA and DHA in a unique phospholipid form for optimal health. It contains the powerful antioxidant carotenoid astaxanthin and unique flavonoid which promotes healthy immune response and supports normal brain function and wellness.

### REISHIMAX GLP

Incorporates cracked spores, a proprietary technology that releases Reishi's active ingredient, ReishiMax GLP uses red Reishi for highest quality extract to support healthy immune system function.

There are so many ways that you can go about in improving your health and these goals are certainly not short term, it requires changes in your lifestyle and turn it into a habit to achieve the results. Diet, attitude, lifestyle and habits all need to be addressed. Little changes to your lifestyle will make a big difference over time. Give the above tips a try and make 2020 your best year ever!

<sup>1</sup>Laughter is the Best Medicine, 2019. Abstract on 9th October 2019, from: <https://www.helpguide.org/articles/mental-health/laughter-is-the-best-medicine.htm>

<sup>2</sup>Ahmed ET (2012). Exercise and Immunity. J Nov Physiother 2:e115. doi:10.4172/2165-7025.1000e115. Abstract on 9th October 2019, from: <https://www.omicsonline.org/open-access/exercise-and-immunity-2165-7025.1000e115.php?aid=5239>

<sup>3</sup>Nani Morgan, Michael R. Irwin, Mei Chung, Chenchen Wang (2014). The Effects of Mind-Body Therapies on the Immune System: Meta-Analysis. <https://doi.org/10.1371/journal.pone.0100903>. Abstract on 9th October 2019, from: <https://journals.plos.org/plosone/article?id=10.1371/journal.pone.0100903>

<sup>4</sup>Tip 4: Get Some Sleep<sup>4</sup>

We already know that a sleep deficit lowers our immunity, in addition to impairing our judgment and decreasing our metabolism. The optimal amount of sleep for most adults is seven to eight hours of good sleep each night.

<sup>5</sup>Healthy Immunity Diet Guidelines. Abstract on 9th October 2019, from: <http://www.eatingwell.com/article/8762/healthy-immunity-diet-guidelines/>

<sup>6</sup>Benefits of Reishi Mushroom (Plus Side Effects and Dosage). Abstract on 9th October 2019, from: <https://www.healthline.com/nutrition/reishi-mushroom-benefits>

<sup>7</sup>How to boost your immune system, 2019. Abstract on 9th October 2019, from: <https://www.health.harvard.edu/staying-healthy/how-to-boost-your-immune-system>





# ENDING THE YEAR ON A GOOD NOTE

Out with the old and in with the new. A New Year will be upon us in a few weeks' time. Are you looking forward to a brand new year? Or are you tied down with a list of unfinished tasks from this year? No matter what sort of year you've had, you still have the opportunity to end this year on a high and start 2020 on a positive note!



Every year, we resolve to be a different person, a better person starting 1st January. We sit down and begin listing out all the things we want to do, to change, to be, et cetera, et cetera. But why wait until the New Year to start making positive changes? If you feel like there isn't enough time in the last few weeks to take hold on something big or challenging, that's okay, but how about starting on something small like doing something good for others or giving back to the community?

With the remaining time you have left, rather than pitting your personal developments on a vague point somewhere in the future, end the year on a positive note! Take a bit of time before the year is out to give yourself - time, money, knowledge, your heart - to help someone else in need. Volunteering your time at a shelter, giving back to your favorite charity, provide food or toys to the less fortunate and communities in need - anything to make world a better place.

Filled with extraordinary milestones in our force for good initiatives, 2019 has been an amazing year. Since 1984, Nu Skin holds firmly onto its mission to be a force for good throughout the world by empowering people to improve lives. Aside from fostering underprivileged children with the love and care they need with various quarterly activities, saving children born with congenital heart disease under the Southeast Asia Children's Heart Fund (SEA CHF) program is one of the company's top Corporate Social Responsibility (CSR) initiative.

During the recent World's Heart Day, Nu Skin Malaysia hosted its first-ever Pink Friday. It was a unique opportunity to spread awareness about importance of heart's health. A Pediatric Cardiologist from Institut Jantung Negara (IJN) who specialize in diagnosing and treating heart problems in children shared that the kinds of heart problems children have are very different from adults. He explained how a diagnose is made and treatments that were available.

Getting on the stage to share their stories, the SEA CHF sponsored kids talked about their life-saving treatment, road to recovery and their appreciation for the sponsored corrective heart surgeries that they would otherwise not be able to obtain. Taking this opportunity, the SEA CHF Board Members, too shared about what it means by being a Force For Good and encouraged Nu Skin Brand Affiliates to become a Southeast Asia Children's Heart Fund 1% Contributor to make a difference and create more smiles like the kids they helped today.

The final season of the year is a good time to count your blessings and to give back. It's no wonder that it's often called the "giving season." There's still enough time left to turn this year around, so don't wait around no more, let's finish the year off by bringing more smiles to the world.





NU SKIN (MALAYSIA) SDN. BHD. (402787-V) License No. AJL 931384  
Lot 01-05, Level 1, PNB Perdana (Commercial Centre), No. 10, Jalan Binjai, 50450 Kuala Lumpur.  
Tel: 603 2170 7888 Fax: 603 2170 7999 www.nuskin.com.my

نوسکین فرمائیکس (پي) سنڊيرين پرجد

NUSKIN PHARMANEX (B) SDN BHD  
D2, Blk D, Lot 11620, Jalan Gadong, Bandar Seri Begawan BE1718, Brunei Darussalam.  
Tel: 673 2 422 225 Fax: 673 2 422 226 www.nuskin.com.bn