

STAR OF THE MONTH

真诚与人分享乃致胜关键

Endearing People with Sincerity and Personal Touch

姓名 Name : 李福安 Jack Lee
出生地点 Place of Birth : 沙巴亚庇 Sabah KK
加入年份 Joined Date : 2005年9月 September 2005
聘级 Status : Nova Star
组织人数 Team Recruited : 逾4000人 More than 4000 members



问 Interviewer : 志雄 Chee Hoong 答 Interviewee : Jack Lee



1. 请约略介绍您自己。
Tell me a little bit about yourself.
答: 我来自亚庇, 之前都是从事资讯科技, 主力放在广告宣传。过后才投身进入财务规划及信托基金这行业。
I was born in Kota Kinabalu (KK). All along, I have been doing IT but I put my focus in advertising and promotion. After that, I went into TRUST FUND and worked as a financial analyst.
2. 之前有什么销售经验及在这行业有多久了?
What type of experience do you have in sales and for how long?
答: 我在销售行业已有8年的经验了。
I have 8 years experience in sales line.
3. 当初如何开始接触MXM及请讲述加入过程。
Can you tell us how do you come into contact with MXM? Please share with us the process that you have undertaken to join MXM International.
答: 还记得2005年7月在亚庇, 前上司将MXM的总经理, Sam Tang介绍给我认识。他向我讲述医药保障的市场及未来。我认同这市场的潜能但对于公司只有8年的历史感到信心不大, 所以就设立刻加入。经过他们3个月的跟进之后, 我答应去到MXM位于吉隆坡的总部去了解公司各部门的操作。刚好当晚PIB的CEO来讲课, 我就更了解到医药保障的细节。过后才决定加入, 那时是2005年9月。
Basically, I can still remember in the year of July, 2005 while I was still in KK, my previous boss introduced MXM's General Manager, Sam Tang to me. Sam actually related to me the market of the future prospects and this One-Stop Healthcare Protection Membership Program. At that time, I actually agreed to the market potential of MXM International but frankly speaking I have no confidence in the short history of only eight years of the company, so I did not join the company immediately. But after three months of follow up by them, I agreed to pay a visit to the MXM International Head office which located at Kuala Lumpur, so as to have an insight to their various departments of the company. Coincidentally, at that time of my visit, the CEO of Pacific Insurance Bhd came over and delivered a speech. This led me to a better understanding of the various aspects of this healthcare membership program. Finally, I have made up my mind to join the company on September, 2005.
4. 在MXM看到什么吸引的地方而加入?
What interests you about MXM International? What aspects of MXM attracted you to join as an agent?
答: MXM在健康保障会员配套这市场可以说完全没有竞争者, 而市场的占有率只有区区的15%。所以还有很大的市场还未开发。我觉得MXM的会员配套很全面而且最重要的是一次成交, 终生享受。这是很多行业都做不到的。
There's no competitor at all in MXM One-Stop Healthcare Protection Membership Program. In addition, at that time, the market share is only 15%, there's a great market potential yet to be explored. I feel that this healthcare membership is very complete and most important of all, I just have to do one time submission, but I get to enjoy life time commission.
5. 起步时有遇到什么困难及如何克服?
From the outset, did you encounter any obstacles and how do you overcome those barriers?
答: 刚开始时对于医药保障这一行还不熟悉, 再加上MXM还属于蛮新的一间公司, 要如何说服其他人购买保障这么大的会员配套确实有点难度。最后了解到需求市场的重要性以及我常带着真诚的心和身边的人分享, 才成功克服种种困难。
At first, I am not very familiar with MXM's Healthcare Protection Membership Program. Besides that, MXM consider a new established company in the market at that time. It is indeed quite difficult to convince people to buy the healthcare protection membership. But after some time, I have realized the importance of the market demand and with the sincerity that I want to share with others about this membership program, so I managed to tackle all the problems that I have encountered.
6. 请说出你在MXM最满意的成就及如何达成这目标。
Think of one of your most successful sales you've ever achieved. With that sale in mind, tell me about it and what you did to successfully achieve the sale.
答: 最满意的成就是在加入第一个月就成交了63个会员配套。以我在这行的零经验, 这已经超越了我能力的极限。我是用了最强的意志力及最快的速度来达成这目标。
My biggest achievement was I managed to sign up membership programs in my first month. With my new experiences in this line, this transcends my limitations of my capabilities. I was fully determined and exerted all my efforts to achieve this goal in the shortest time.
7. 请讲述您组织拓展的过程。
Please tell us the process of how do you expand your team?
答: 刚开始3年我都把组织的重心放在东马, 陆续开发了亚庇、山打根及斗湖的市场, 并在当地有了组织。第四年开始我才开发西马市场。直到目前为止, 吉隆坡、新山、马六甲及关丹的组织已逐渐庞大。每个地点, 我都找对的领袖, 以确保组织能无限倍增。目前, 马来同胞的市场是我蛮重视的。
In my first three years, I focus on the development in East Malaysia and consequently, I developed the market in KK, Sandakan, and Tawau. In all of these places, I established my own team. From the forth year onwards, I began to developed market in West Malaysia. Until now, my team in KL, JB, Malacca and Pahang has expanded. I have found the suitable candidates in every location to ensure the continuous grow of my team. Presently, I focus my attention at Malay market.
8. 你如何看待医药保障的潜在市场及MXM的前景?
Why do you want to work for MXM International as a business partner and how will you add to its success?
答: 医药保障的市场无限大, 市场的占有率只有15%, 能发展的空间太大了。又加上MXM最全面性的健康会员配套, 买的人付出最少得到最多, 做的人一次成交, 永久享受, 我看不到还有什么公司能保证这两样东西。
There's no limit to the Healthcare Protection market, the market growth is only 15%, the potential for expansion is very great indeed. Added that MXM have the most comprehensive package, those who buy the membership scheme needs only to contribute a little but yet gain a lot of benefits. Everything is based on one time submission, but life time commission.
9. 您的伙伴对于您的评价。
What are the best things that your business partners says about you?
答: 伙伴们都觉得我是一个富有责任感和无私付出的人。而我认为真诚地与人分享是我的致胜关键。
My business partners reckon that I am a person full of responsibilities who can devote selflessly. But to me, I think that I am a person with strong interpersonal skills and have the ability to get along well with people. Having the sincerity to share with others is most crucial.
10. 您如何面对困境及处理问题?
How do you deal with rejections?
答: 我会先安定自己, 冷静下来, 弄清楚问题的由来, 处理好情绪然后坦然地交谈。我认为凡事都有解决的方法, 只要坐下来谈。
I will calm myself down and stabilize myself first. After that I will find out what is the cause of the problem. Then I will control my sentiment and discuss the problem wisely. I believe that if we are able to sit down and discuss with the other party, we will be able to solve all the problems through dialogues.
11. 您如何设定目标呢?
How do you set yourself goals?
答: 认清楚我要的是什么, 达成之后对我有什么好处, 设定目标然后付诸行动, 并且不时检讨进度, 行动力对于我来讲很重要。
I know very well what I want to achieve and what are the benefits that I can derive from my accomplishments. After setting the targets, I will follow by actions and review the progress constantly. Taking actions is very important to me.
12. 最后, 有任何劝告给予我们的新伙伴?
Any last comments/tips you would like to give to the new business partner?
答: 当作这是你的唯一事业, 无论有多困难都要坚持到底, 一学二熟三付出, 发挥你的最大极限。
Treat this as your only endeavor. No matter how difficult the situation will be, you must persist. With the spirit of never giving up, you will be able to achieve progressively. Explore all your potentials.