

ISSUE 05/2013

INSPIRA

21st Century

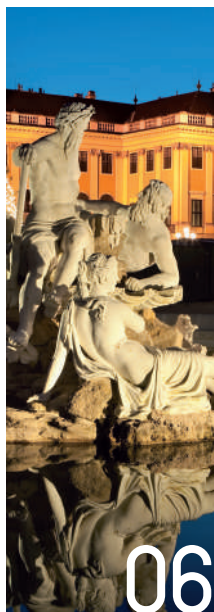


Creating A
**LASTING
BRAND**

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TUPPERWARE IS LEGENDARY!

Both Mr William Wright (Senior Vice President – Tupperware Global Product Marketing) and Mr David Wong (Area Vice President and Managing Director – Tupperware Brands South East Market) were interviewed by Shanghai magazine, Smart Investor as well as Sin Chew Daily on different accounts regarding the evolution of Tupperware Brands to a multi-tiered business model, which constantly innovates its products to enhance the consumers' lifestyles.



YOUTHFUL, RADIANCE BEAUTY

NaturCare™ BerryGen™ was featured in the July issue of Feminine and August issue of Rapi. Combining 3 powerful antioxidants – Apple Stem Cell, Gluta White and Multi-berries extract, NaturCare™ BerryGen™ turns back the clock, enhancing your complexion for a more radiant and youthful appearance!



ESPECIALLY FOR LITTLE ONES

The specially designed Twinkle Top self-feeding utensils were featured in Pa&Ma magazine to let readers know that the drinking and feeding systems are more than just cups and bowls. They can enhance the child's eye-hand coordination, fine motor skills and develop his self-confidence.



HEALTHIER, STRONGER, SMART KIDS

NaturCare™ DHA Colostrum +Vit D Chews was featured in both Mami Baby and Mom Baby magazines where parents were educated about the importance of Colostrum for their child's immunity, brain as well as bone development.



SIMPLE LIVING SOLUTIONS

Malaysian Women's Weekly shared with readers how they could have fuss free and organise kitchen and drawers with various Tupperware products. The virtually airtight One Touch is a must-have to keep snacks and tidbits, the Garlic n All Keeper is perfect to keep garlic and onions to ensure freshness, Modular Mates and FreezerMates for an organised pantry and freezer, and the Rice Dispenser for fresh rice.



FIRST IN FIRST OUT FRESHNESS

Our smart and functional Rice Dispenser was featured in Keluarga and Dapur Impiana, highlighting its first-in-first-out rotation and unique drawer which gives out exactly 150g of rice per swipe.

See all press clippings at www.tupperwarebrands.com.my/pressroom



ISSUE 05/2013 **INSPIRA**

The Inspira magazine is published for Tupperware Distributors by Tupperware Brands Malaysia Sdn. Bhd. (287324-M) (AJL93542), 6, Jalan SS13/4, Section 13, Subang Jaya Industrial Estate, 47500 Subang Jaya, Selangor. Tel: 603-5636 5500

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COLLABORATION

What is Collaboration and why is it so important to us?

Each of us is responsible for our own performance. But, as Helen Keller puts it “Alone we can do so little; together we can do so much”. Collaboration is the key in team effectiveness and it goes beyond good coordination and even cooperation.

Coordination is when each plays their part in order to accomplish a mutual objective. It's when systems and processes are effective and we see teamwork in implementation. Cooperation, on the other hand, is when we support each other to accomplish our goals.

Both coordination and cooperation are important elements of teamwork, but it's not enough. We may better coordinate because it is decreed from the top. We may even cooperate with people we don't trust as long as it benefits us. But collaboration happens when there is trust, mutual respect, shared power and a sense of ownership. It adds synergy, working together to create something new in support of a shared vision.

A Collaborative Culture enables us to view others with a win-win attitude:

• Down-lines Development

Seeing how we can develop and empower our down-lines / subordinates not just use them. People will collaborate and give their best when they know there is no hidden agenda to exploit or manipulate them.

• High Performance Teams

Be a “Connector” not just a “Climber”, looking out for others' interests not just our own. Smart people do not necessarily make great team players. High performance teams value every member and build on each other's experiences and strengths.

• Suppliers' Alliance

Don't view suppliers solely in terms of the best deal or lowest pricing. View suppliers as partners, sharing information, resources and responsibilities to work hand in hand to generate new ideas to solve mutual problems, achieve higher level of quality and better ways to deliver service.

• Competitors' Perspective

There is positive power in indirect competition. Competition helps us to find ways to add value to our products, offer better support, improve our service, innovate and move into “blue ocean” opportunities. There might even be strategic alliance opportunities as we bring complementary talents and capabilities to the table.

“If the foot says “I am not part of the body because I am not a hand that does not make it any less a part of the body. If the ear says “I am not part of the body because I am not an eye” would that make it any less a part of the body? ...Indeed the human body has many parts but the many parts make up one whole body.”

Every organization in the world, whether big or small, is part of an organic whole. We are at our best when we are whole...when we collaborate! Together let's contribute to making this a better world.



David Wong

*Area Vice President & Managing Director
Tupperware Brands South East Market*

OUR VALUES

• Integrity

We strive to do what is right in our words and actions with a clear conscience before God and man.

• Excellence

We are committed to develop innovative opportunities, products, solutions and services and pursue continuous improvement in all value added areas.

• Empowerment

We provide life changing and personal development opportunities to our sales force and associates, allowing them to realise their potential, achieve success and gain confidence.

• Collaboration

We are individually responsible for our performance and we add synergy through collaboration, effective communication and by building upon each other's experiences and strengths.

• Profitable Growth

We will manage our business in the most effective manner to ensure attractive return to all stakeholders and long term growth of the company.

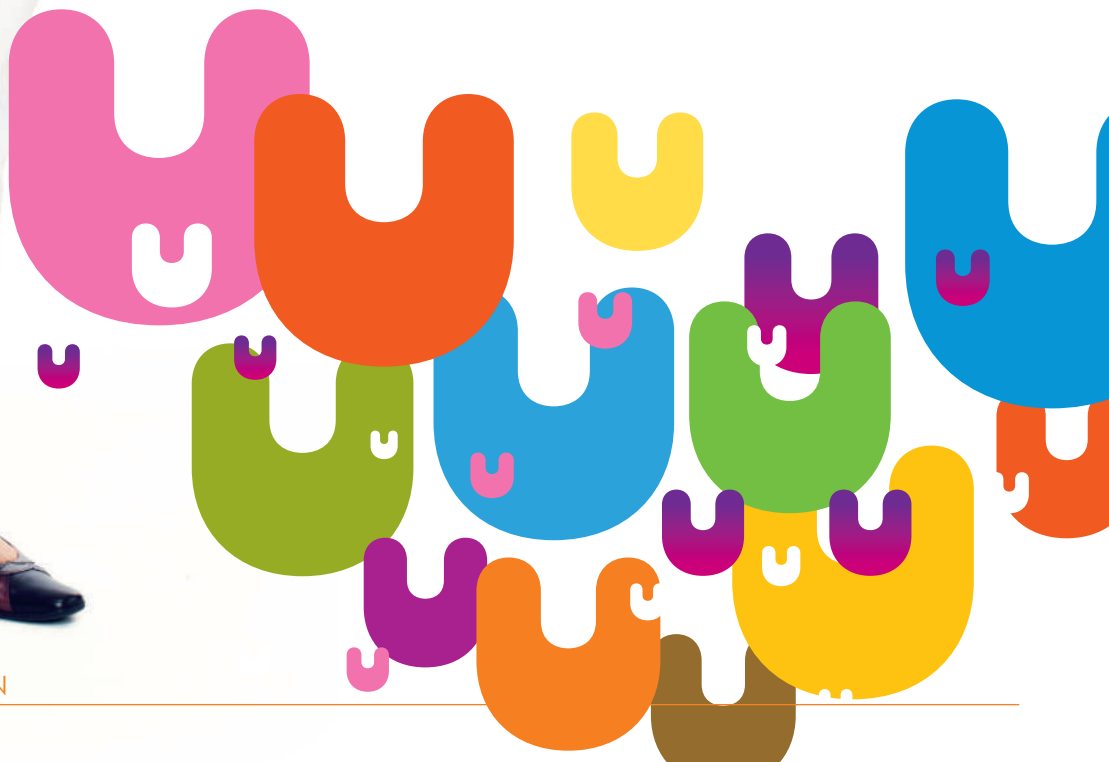
• Celebration

We reward and celebrate achievements, milestones and passages.



From 'Pampered Princess' to 'Proud Businesswoman'

Mas Ayuzie was leading a comfortable life before joining Tupperware Brands. Happily married to her successful husband Abbas Abdul Shukor, and blessed with 3 beautiful daughters, Mas Ayuzie was the envy of all her friends. She has a degree in Chemical Engineering, a Masters in Environmental Engineering and her life was all about family and studies. She was in the 3rd year of the PhD in Control and Automation Engineering when she heard about Tupperware Brands Business and her life has never been the same. From a shy, introverted person who has always depended on her husband to do everything for her, she can now stand confidently in front of thousands of people and share her very own success story.



Q: You have had a very comfortable life, with a very doting husband. What made you decide to join Tupperware Brands?

A: Though my friends envy me, I was tired of being seen as a pampered wife. I want to be recognized for my own achievements. I also realised that life is short. I want to be able to live life to the fullest every single day. I want to be useful and to contribute – I love seeing others happy, especially children when we give them sweets and chocolates. I want to generate my own income and give back to the community. That's one of the reasons why I joined Tupperware Brands as I believe that this is a company that cares and changes lives and I want to be a part of it.

Q: How has joining Tupperware Brands Business changed your life?

A: It has certainly changed my life around. From a once shy girl, I have overcome my fear and can now speak in front of 2000 people with ease. To me, that is a remarkable transformation. The people in my organization, especially my upline have greatly inspired and motivated me to believe in myself. It got me to think, "If others can do it, why can't I?" So I learnt to challenge myself constantly. When I joined the "Eagles training program" under the guidance of the Tupperware staff, I was given the opportunity to push myself further - to be a better leader and speaker.

Q: Why do you choose Tupperware Brands over your PhD?

A: It was really a tough choice. My childhood ambition is to become a medical doctor. Somehow I ended up with a Petronas scholarship to pursue Chemical Engineering. But deep in my heart, I wanted the Doctorate title, so I pursued my PhD.

During my uni years, I attended several Tupperware parties and was very inspired when I heard about this dynamic woman, Wan Lye Duan's. It touched me and gave me the courage to step up and start a business on my own. All these time, my husband has always been the one who does everything for me – from servicing the car, to even filling the petrol for me. I thought it was time I have a business to call my own and be accountable for it. Best decision ever!

Even when I was doing this part-time, my first pay cheque was only RM240! I was exhilarated as it was my very first earning! After 3 years, my pay cheque reached RM10,000 a month. This was the turning point for me, and I decided to do this full time. It gives me immense satisfaction as I get to really help others change their lives - indeed the Tupperware Brands business is a 'life-changing' business. Moreover, what I was earning by then was equivalent to that of a Professor's salary. I do not regard this as work, but more of a passion for me.

Q: How would you encourage someone who does not have the education to run a business?

A: This is a business where everyone can succeed – with or without higher education. All you need is to be focused, hardworking, patient and to never give up.

Q: In the short span of 3 years running the Tupperware Brands Business, what have you gained so far?

A: I would say lots of things...Everything! My husband and I have obtained the 5Fs – Freedom, Free stuff, Fun, Friends, Fame.

Freedom – We wanted time and financial freedom in our career and we got that. I'm not saying that managing a Business Centre is not busy, but no matter what, we still get to spend precious time with our family.

Free Stuff – This is the best part: We achieved our FREE Honda Civic and on top of that, we also get RM1440 'petrol allowance' for our car. Not forgetting the many luxurious FREE incentive trips we get to go on, and we receive 'shopping money' to boot!

Fun & Friends - Since joining Tupperware Brands, I've made lots of friends from all over Malaysia. The beauty about the Tupperware Brands Business is that we're like one big happy family. Of course, when we're together there's always lots of Fun.

Fame - There are lots of recognitions for achievements and successes – be it on stage or in print in Inspira. Before joining Tupperware Brands, I'd never dreamt of having my story told to 100,000 other people, but here it is now in Inspira.

Most important of all, I have pride in my achievements. I can now stand tall amongst my peers, knowing that I have achieved this on my own and be recognized for my own effort. If I can do it, so can you!



Romantic Vienna & Prague

See the world with Tupperware Brands!

When you're part of Tupperware Brands, you will have the chance to see the world. Here's what some of the Achievers have to say about the awe-inspiring trip to Vienna and Prague.



Fazlina binti Rohani Nathan Bok, AED

I love every single moment during this trip as this is unlike any normal trip. From the transportation, accommodation, places to visit down to the food that we ate – everything was awesome! We were treated like kings and queens and could really soak in the beauty of Europe. It was such a memorable trip.



Jasnita Abdul Rahim, AED

It was indeed a lot of "Firsts" for me – my First Europe trip, my First time flying on a A380 airbus. It was such a pleasant surprise when we went on board the flight and the air stewardess warmly greeted us by announcing our names personally. Such special treatment, only with Tupperware Brands!





Suzie Teh, AED

I've just turned 20 and being able to travel to Europe is one of the best birthday presents I've received so far. This is mainly because I've achieved this trip based on my own effort. Truly, this is something that a young girl my age would never dreamed of, as peers my age are usually travelling on budget but I get to travel on this luxury trip – the hotels, flights as well as restaurants we were served in were all 5-Star standard.

I always follow these 3 steps for success:

1. Always focus and keep track of my monthly requirements/goals.
2. Work hand-in-hand with my downline directors to ensure their success.
3. Never give up and believe that everything is possible.



Soon Kian Guan, AED

Being able to experience the sights and sounds of Vienna and Prague with the old castles, beautiful architectures and friendly people, made this a wonderful and unforgettable trip for my wife and I. What I love most was the opportunity to meet up and share conversations with top leaders such the Presidential Directors. Even as a frequent traveller myself, this is my first experience on board AirBus A380.

To those who are aiming to achieve the Elite trip, believe that "Yes U Can", remember to always communicate with your people and share your ideas. This will build your confidence and you will be on your Road to Success sooner than you think.



Noorhisyam B. Razali, AED

It has always been my childhood dream to travel to Europe. I was raring to go all out to make this dream happen and achieve this trip. I started putting up pictures of Europe and visualizing that I'd get there. Then, I started acting on it. I had weekly and monthly challenges for my downline directors as well as conducted new Consultant trainings to encourage them to register for the DIQ program. Monthly recognition is compulsory to ensure that all achievers are rewarded and keep the momentum going. The concept of duplication and appreciation is the success of my team's success. I'm really glad to reap the fruits of our labour – not only did I get to be treated like a VVIP guest during the trip, I was also given RM3000 pocket money to spend.



CONGRATULATIONS!

SENIOR EXECUTIVE DIRECTOR



Aug 2013
CHONG MEI FUN

EXECUTIVE DIRECTOR



Jul 2013
NUZILAWATI BT HUSIN



Jul 2013
SUNG PICK YEOU



Aug 2013
PANG LEE LEE

ASSOCIATE EXECUTIVE DIRECTOR



Jul 2013
NORIAH BTE OSMAN



Jul 2013
MOHD FIRDAUS
BIN IBRAHIM



Jul 2013
MAY ANN THOMAS



Jul 2013
RUHAIDA AMIN



Jul 2013
NG LAY CHOO



Jul 2013
RASYIDAH BINTI
RAMLI



Aug 2013
ALINDA BINTI
MAMAT



Aug 2013
KAMARIAH ISMAIL



Aug 2013
TAN BEE YEON



Aug 2013
HAFIZAH BINTI MAT ALI



Aug 2013
BURHANUDDIN



Aug 2013
JURIATI BINTI ALWI



Aug 2013
EVELYN CLEMENTS



Aug 2013
LIEW LI POK

Jul 2013 RUSHINA BINTI RAMLI

5 STARS DIRECTOR



Jul 2013
ABDILLAH
ISMAIL



Jul 2013
AFIFAH
SUMAYYAH



Jul 2013
NURHAFIZAH
BT ARBAIN



Jul 2013
NURUL SYAHAMAH
BT. SHAKAR



Aug 2013
KHADIJAH BINTI
MOHD RATU



Aug 2013
NOR RIZAM
JAAFAR

Jul 2013
YAP BEE NGOH
CHAN CHIEW HOON
CHOW YIH HORNG
CHOONG CHEE CHOY @ CHONG CHAT
SHAMSUL NASRUN ISHAK
ADELINE KAGUT
ROHANI BINTI BRAHIM



Aug 2013
NORLIA BINTI
SOBORI



Aug 2013
NUR IZZA BINTI
MOHD NOR



Aug 2013
HASMANY BTE
SAMAH



Aug 2013
SRI HANDAYANI



Aug 2013
SAID MOHAMAD
ADAM MALIK



Aug 2013
LIM SEOW KENG
(Singapore)

Aug 2013
SERIPAH AZIBAH BT WAN SUFIAN
SUZANNE BINTI AMPILAH
TING SIEW ZING
JUMAIN BIN MATANG
HAMIDAH MOHD JAFFAR
LUM CHEE GWAN JOYCE
MUHAMMAD SHAFIQ B.HAMIZOL
MIMYA KAMILIYA BTE YAHYA
NG SALLY
NOOR LAILI BINTI MD NAWI

3 STARS DIRECTOR



MALAYSIA - JUL 2013
MOHD NAIM BIN MISNAN
LEE CHAN YEE
NONIHASLIZA BINTI HUSSIN
RUSLI MUSTAFA
MARIAM BT MOHD LAJIM
YEOH SIEW KUAN
WEI PEK HUA
NOOR AINI BINTI MAT DIN
MD AIRAM AZLAN BIN IBRAHIM
SABARIAH BINTI SAMBAK
LEE MENG KWAI
NOR EZWANI BINTI MAT NOR
NORSUHANA BINTI AZMI

SAIFULBAHRI BIN AHMAD
MAZURA BINTI HELME
MALAYSIA - AUG 2013
GOH KAR MIN
FARIDAH BINTI MANSOOR
LAU YAU K LIEN
PAU NGIE KING
TAN LEE YEAN
MOHAMMAD HADI BIN RAMZI
LATIPAH BINTI SIDEK
RUSMALIZA BT OTHMAN
KU FAUZIAH KU MAHMUD
AZNITA BT AB. RAHMAN

NORZURIANA BINTI MADRI
NORDIANA BASARUDIN
JALENA ZABIRI
NELLIN
IEK REN CHONG
NURRAIHAN BINTI MD RAMLY
LATIPAH JAAFAR
MASLIHA BINTI SALLEH
KHAIRANI HAFIZA BT CHE ZAKARIA
FELICIA JOSEPH LIWASA
TEO AI GUEK
ZURIAH BT MOHAMMAD SAID
AINUL SURIA BINTI MOHD MARZUKI
FARZLE BOK BIN ROHANI NATHAN BOK

LENNY OKTASARI
YONG CHAI JOO
SURAYA BT ABD AZIZ
ZURAINI BINTI ELIAS
ROSHAYU BINTI ENDUT
NAZIMAH BINTI BAHAROM
INTAN SURAYA HARON
MOHD HANIF BIN HALIM
WAHEEDA BINTI ABDUL RAHMAN
SINGAPORE - AUG 2013
AZIZAH BINTE ABDULLAH
CHEW WEIZHONG GERALD
MA ZHIJIAN



“ TOGETHER, WE BUILD ”

Chong Mei Fun, SED

I started the Tupperware Brands Business 10 years ago, as a part-time business. Very soon, I started doing it full-time and got really committed when I saw that this business really brings in money.

My life has changed from good to great since the day I joined the business. As time goes by, I found that I have not only developed a business but also my personal self. I am definitely more outspoken and confident now.

Besides that, my relationship with my husband, Steven is strengthened as we work hand-in-hand in this business. Steven is always there for me, supporting me and guiding me in decisions making. We share the same belief – that success breeds success. Together, we will organise roadshows and recruitment rallies and it is very rewarding to see our organisation grows, especially so when we see our downline directors achieving and enjoying the same life-changing rewards as us.

We are in a business dealing with people from all walks of life. Therefore, trust is of utmost important. Only when others believe and trust in us, they will then truly be part of our team. Therefore, build your people, and they will build your business.

“ TAKING THE LEAP OF FAITH ”

Amity Pang Lee Lee, ED

If there is a door to the future in front of you, would you open it or ignore it? If you do not open it, your life will likely be the same and you'll never know what's in it for you in the future. BUT if you open and enter it, you have already overcome your fear of the unknown.

I chose to take the leap of faith when I joined the Tupperware Brands business and gave up my job as a company secretary. I'm glad I opened that door as my life has changed tremendously since. I'm now earning a 5-figure income, something which I've never envisioned before. I also have a wider group of friends and I'm able to spend quality time with my loved ones. As my business grows, I sometimes face challenges. But once I am able to overcome them, there is a personal satisfaction. I've never felt so alive!

I have gained more confidence, learnt new business skills but at the end of the day, it's not only about the money but about meeting new friends, enjoying myself and having fun selling a product that I love to use myself! I believe that every great dream begins with a dreamer. We have within us the strength, patience and passion to reach for the stars!



“ 天生我才必有用，只要相信自己没有什么是不能的 ”

Sung Pick Yeou, ED

我加入Tupperware Brands这个大家庭已有6年之久，这当中不丰富了我的生活经验，也让我生命中添加了许多色彩。当然，这一切都是神丰盛的恩典与看顾，我才有今天的成就，真是满心的感恩。除此之外，我也要特别感谢一个人——那就是我的先生。在他的扶持与鼓励下，才能成就今天的我。这一切的努力并非徒然、得来不易，我心里充满无尽的感恩。

Tupperware Brands让我见识到了不一样的天空，并让我达到了目标。Tupperware Brands让我实现了去各个不同国家旅行的梦想，我爱Tupperware Brands。

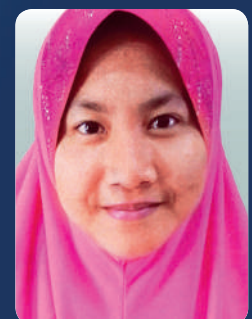
这门生意帮助我成长了许多，无论是说话的技巧，产品知识、市场计划、提升自我的培训班等，这些都让我获益不浅。我深深的相信，在Tupperware Brands这个组织领导层的带领下，我会跟随公司的方针，继续前进以提升自我能力。在接下来的日子里，我相信我一定可以做的更好。

“ RAJIN, IKHLAS AND DEDIKASI – KUNCI KEJAYAAN ”

Afifah Sumayyah Binti Mohmad Nawawi, 5SD

Pada mulanya saya mengumpul rangkaian-rangkaian peminat Tupperware di kalangan rakan-rakan ibu menjadi pembeli tegar Tupperware dengan saya. Mereka menyukai cara saya berniaga dengan mesra dan servis penghantaran yang cepat dan ini menjadi faktor penting dalam perkembangan bisnes Tupperware Brands saya dari masa ke masa.

Rahsia kejayaan saya ialah sentiasa menuntut ilmu dari upline untuk membuat jualan dengan berkesan. Amatlah penting untuk sentiasa membuat semua perkara dengan ikhlas, terutamanya member khidmat yang terbaik kepada pelanggan untuk memupuk kepercayaan mereka.



A Great Place to Work & Be Inspired

To Be the Best We Can Be

by Yang Huei Yee, HR Manager



When people speak about “Employer of Choice” or “A Great Place to Work”, the one company that comes to mind would be Google which has been ranked no. 1 for four years in a row on Fortune 100 “Best Companies to Work For”. Most of us know that Google provides one of the best perks and benefits to their employees ranging from free meals, laundry services, massages, health & wellness programs and consultations, etc. Is good benefits the only factor that make up a great work place?

What constitutes a great workplace?

If I may generalise the perception of majority of the workforce by using Maslow’s hierarchy of needs theory, then, a great workplace is one where people’s needs are taken care of, from the basic level of physiological needs to the highest level of self-actualization (become everything that one is capable of becoming).

According to Maslow’s hierarchy of needs, people are motivated to do certain things or behave in certain manner to reach an outcome that satisfies their needs.

At Tupperware Brands, not only do we provide good perks and benefits but we also provide a good work environment and opportunities for people to realise their potentials.

There are 9 areas where leaders of Tupperware Brands can continuously cultivate in creating the best workplace:

1 Inspiring - Leaders help people see how they can contribute to Tupperware Brands' higher purpose. We should look at the history of the organisation – where we've come from, what it is doing and how it has improved and changed people's lives.

2 Speaking - is about communication. Information is to be provided honestly, transparently so that people can contribute creatively to the organisation's efforts. This would be information that people can rely on and have real meaningful conversation instead of getting news from the rumour mill.

3 Listening - Leaders need to be accessible so that people can run to for help and support. People should feel free to ask any question, make any suggestion and express concerns.

4 Thanking is about showing appreciation regularly and often in unexpected ways. The power of creating a culture of appreciation is critically important as it is a form of positive feedback to people.

5 Developing is another area in helping people nurture their gifts and talents to grow professionally and personally. Training and development is provided to the needs of the people and this is personalised so they can grow and develop their skills to be better individuals.

6 Caring for associates and sales force as individuals and not another resource. Leaders show concern and provide support and encouragement to the sales force in times of crisis, regardless of constraints.

7 Hiring / Recruiting - Tupperware Brands hires people with gifts and talents that fit into the culture so they can contribute to the organisation's growth. The right culture, strong practices and values can be our competitive edge over others. It is imperative that leaders do not just let go after the recruitment exercise but to ensure there is periodical follow-up and at intervals of 14 days, 30 days or 45 days to ensure our recruits are set up for success.

8 Celebrating is another key area in creating a great workplace. Teams should celebrate success and recognise those people for the efforts they've made. Some of the others would turnaround and look at why they did not succeed and they would pick up skills from their leaders and learn how to succeed the next time round.

9 Sharing is in the way Tupperware Brands share its rewards or mutual effort equitably with all who have contributed to the results including the communities in which we operate. It is important that as every sales organisation sits in a community, we should reach out to the community that we operate in. This is often done through charitable contribution.

These practices should be enshrined within the DNA of Tupperware Brands as the way we do business and we define the culture to ensure there is consistency in experience for all our associates and sales force. Great workplace is built through the day-to-day relationships that a person experiences besides engaging programs and benefits.

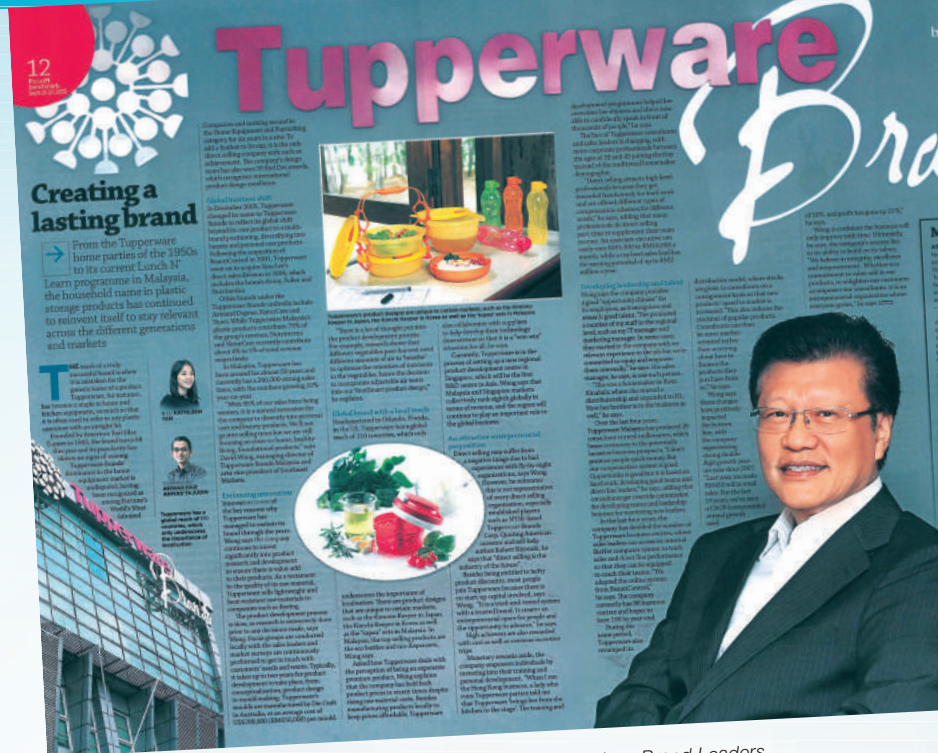
We are on a journey to transform Tupperware Malaysia & Singapore from a good to great workplace. Real success lies in a collaborative effort and the ownership has to be with the people in the organisation, i.e. all of us as associates and sales force of Tupperware. We have to constantly ask ourselves, "What can I do to make this a great place to work?" and constantly work at transforming Tupperware Brands into a great and inspirational workplace.



Creating A LASTING BRAND

The mark of a truly successful brand is when it is mistaken for the generic name of a product. Tupperware, for instance, has become a staple in home and kitchen equipment, so much so that it is often used to refer to any plastic container with an airtight seal.

From the first Tupperware container, invented in 1945, 68 years ago, Tupperware's popularity shows no sign of waning. In fact, our dominance in the home equipment market is undisputed, as evident in the many awards we have received (Fortune's Most Admired Companies 2008 till 2013, Red Dot awards).



▲ Excerpt from article in Focus Malaysia (21-27 Sept 2013) on Brand Leaders

How does a brand like Tupperware reach such a status?

• EMBRACING INNOVATION

Innovation is the key reason why Tupperware has sustained through the years. The company continues to invest significantly into R&D to ensure there is value-add to their products.

Prior to product development, research is extensively done – with users and sales force continually to stay in touch with customer's needs and wants.

• GLOBAL, BUT LOCAL

Despite having our HQ in Orlando, Florida and our global presence in over 110 countries, Tupperware Brands still underscores the importance of localization. There are product designs that are unique to certain markets – such as the Rice Dispenser, Garlic n All Keeper for Asia, KimChi Keeper in Korea and the like.

As Malaysia/Singapore markets rank 8th globally in terms of revenue, this region will continue to play an important role to the global business. This is evident in the setting up of a new Regional Product Development centre in Singapore, the first R&D centre in Asia!

• BUSINESS SHIFT

In 2005, the corporation moved beyond offering just a core product to a multi-brand positioning by diversifying into beauty and personal care products. Today, in Malaysia / Singapore, under the umbrella of Tupperware Brands are Nutrimeritics, NaturCare, NanoNature Water Filtration system, TupperChef and TupperClean. Tupperware core products still deliver 75% of the company's revenue, with Nutrimeritics and NatruCare contributing 4% and 5% respectively.

“With 95% of our sales force being women, it is a natural extension for the company to diversify into personal care and beauty products. We will continue to focus on close-to-home, healthy living and foundational products” says David Wong, MD of Tupperware Brands Malaysia / Singapore.

– Read the full article in our website / press room

Be Our Brand Ambassador!

Other than products, it is the people who make the business. As part of the Tupperware Brands community, YOU represent our brand out there in the market. YOU are our greatest brand advocate. Here's what you can do to be a good ambassador for Tupperware Brands:



Focus on Customer Service

- The key to succeeding as a premium brand is creating and controlling every aspect of the customer experience. Ensure that you serve with a mentality of excellence to deliver a wonderful experience to your customers and downlines.
- Always have a catalog handy – keep one in your handbag, download it on your smartphone, etc.



Be Proud to be Seen Using Our Products.

- Put the Eco Bottle in your car, carry your own NanoNature filtered water in your tumblers.
- Touch-up your lipstick or powder with Nutrimetics.



Go ECO!

- Whenever someone refers to a plastic container as “Tupperware”, correct them. Educate by telling them that Tupperware is far superior as it is food grade, non-toxic and has a lifetime warranty. Tell them to use Tupperware containers to pack lunch to work/school for their kids to reduce the usage of plastic bags and cling wraps. This way, we talk and walk the Eco message.
- When you're out to 'tapau' food, bring your own Tupperware containers to reduce the usage of polystyrene boxes.
- Tell others to BYOB [Bring Your Own (Eco) Bottle] to reduce the usage of PET bottles which eventually end up in landfills.

Inspire Them!

- Look for opportunities to talk about our products and income opportunities. When someone positively comments on your looks – credit it to BerryGen, Pomegranate and/or Nutrimetics.
- When you buy a new handbag or when you are going on vacation – tell your friends that it is from the income you earned from this business. They could be inspired by your testimonial, and would want to join you too!

Right Eye Crowfeet



Before: Soft milia seeds
After: Cleared**

Left Eye Crowfeet



Before: Wrinkle crease
After: Line Lightens**

Dimple



Before: Dry rough skin
without texture
After: Fine texture
forming**

Age-lock from Within

We are all well aware of the signs of ageing – wrinkles, gray hair, sagging skin, creaking joints, a general drop in energy level, etc. Indeed ageing is inevitable. But what can we do to slow the natural ageing process?

What happens when we age?

The ageing process actually starts within the blood vessels. A young person has blood vessels like a “super highway”, where his blood flows smoothly. Over time, exposure to environmental and internal stress (free radicals, UV rays, pollution, radiation from cell phones and computers), poor diet and lack of exercise lead to a slow down in fat metabolism.

- Accumulated fats (cholesterols) in the blood reduces its flow rate.
- Without antioxidants, cholesterols upon oxidation by free radicals get hardened and turns into plaque (“toll plaza”) and stick to the walls of the vessels.

- Blood flow gets restricted. Because of this many parts of the body are no longer getting regular supply of antioxidant-rich blood, thus cannot stop free radicals damage in the body.
- As a result, rate of new cell replacement and collagen production decline, and signs of ageing accelerate.

The skin being the largest organ is the first to show signs of ageing with fine lines and wrinkles forming. The process is further accelerated when our body is less able to produce sufficient amount of collagen needed by the body, with slowing metabolism.

Here's how you can **Age-lock** from within:

- **Consume food high in antioxidants**

Nature's remedy to counter ageing is Antioxidants – which retard activities of free radicals and reduce oxidative stress.

Pomegranate is one of the fruits with the highest antioxidants of 10k O.R.A.C. (Oxygen Radical Antioxidant Capacity) compared to blueberry 3k, strawberry 2k, and others. Even Vitamin E the longest known antioxidant, has only 330 O.R.A.C., 30% of the antioxidant potency of Pomegranate!

- **Promote healthy blood flow**

Exercising is a good way to promote healthy blood circulation which reduces plaque build-up in blood vessels. Alternatively, taking antioxidant-rich pomegranate also lead to improve blood flow.

- **Slow skin ageing from within**

We can supplement with hydrolysed marine collagen to close the gap of insufficient collagen production while stimulating the production of new collagen and slow ageing from within. The smaller size (<2000 Dalton in size) collagen in NaturCare's Berrygen improves absorption up to 98%.

The perfect **Age-lock** combo:

Pomegranate Full Spectrum + BerryGen

Power-packed with antioxidants to promote healthy blood flow, Pomegranate Full Spectrum complements BerryGen's collagen supplementation to deliver more noticeable skin rejuvenation in shorter time. It works hand-in-hand to enhance BerryGen's skin lifting and firming effects, smoothens fine lines and wrinkles, reduction of dark circles and eye bags, as well as lighten spots and pigmentation for a younger you.

Start now with 2 softgels of Pomegranate Full Spectrum + 2 sachets of BerryGen daily to keep ageing at bay.

* 1 sachet before breakfast and before sleep plus 2 softgels after breakfast

** Individual results may vary





Penetrating the Kids Market

There are almost 5 million kids below the age of 10 years old in Malaysia. This makes up 18% of our total population. And every year, 500k babies are born. So what does this mean to you?

It means there is a HUGE potential in the Kids market, where parents are willing to spend an arm or a leg on products that are either good for their health, assist in their growth and development, or are safe to use. This is definitely the year where we will pay strong focus on little people – Kids.

Start them young!

Remember, kids are people too. To instill brand loyalty and user experience, start them young. Someone who uses Tupperware in every stage of his life – from baby, to toddler, all the way to adulthood will very likely have strong brand affinity towards Tupperware. Instead of associating Tupperware with our mothers as the user - “Oh, I remember my mum using Tupperware when we...” to our children sharing as personal user – “Oh, I remember my very first Tupperware was the blue training cup and my favorite toy was the Shape O Toy”.

Products / Support

In order to help you tap into this market, we have developed the following products to help you cover all aspects when you approach young parents, teachers, and caretakers of kindergartens.

Make this your income generator

HERE'S HOW:

- Approach kindergartens and speak to the Principals to allow you to conduct a Lunch n Learn session with the caretakers. Subsequently, ask for their consent to hand out leaflets to the children to bring back to their parents. Offer to set up a booth to collect the order and deliver it to the children the following day.
- Approach offices and speak to the HR department, offering to do a Lunch n Learn covering topics on Healthy, Happy Children to staff who are parents.
- Remember to talk about the following features and benefits: BPA Free, Food Grade Materials, Color Safe, Child Safe (no sharp edges, spill-proof, durable), Dishwasher safe, and Lifetime Warranty.

BABIES



Twinkle Baby Bottles

- BPA free
- Ergonomic design
- Tri-flow teat

KIDS



Twinkle Tug

- BPA free
- Made from food grade materials
- Color Safe

开发儿童市场

马来西亚有约500万名年龄10岁以下的儿童，占总人口的18%。而每年也有约50万名新生儿。这些数据意味着什么呢？

这意味着儿童市场拥有庞大无比的潜能等待着我们去开发，而且现今的父母都不吝于花费大笔开销于对孩子有益的事物上，譬如能够促进孩子健康成长和发育，而又安全无害的产品。今年，我们的市场开发重心将围绕在未来主人翁——孩子们身上。

从小开始！

请记得，儿童市场潜能无限。因此，我们可以从孩提时期就开始培养他们对品牌的忠诚度和使用经验。许多在人生每一个阶段，譬如从婴儿，到学步，再到成人时期都有使用Tupperware产品的人，都会对Tupperware产生强烈的产品归属感。与其告诉对方我们的妈妈都是Tupperware的使用者：“啊，我还记得我母亲使用Tupperware.....”，倒不如叙述个人的童年使用经验：“啊，我还记得我的第一个Tupperware是一个蓝色的学饮杯，而我偏爱的玩具是Shape-O-Toy”。

产品/支援

为了协助您开发这个市场，我们研发了下列的全方位产品，以让您在约见年轻父母、教师和幼稚园看护者时，更加的得心应手。

让儿童市场成为您的收入来源

方法：

- 幼稚园 - 与有关幼稚园的园长洽谈，以让您举办一场“午餐学习会”，对象是幼稚园的保护者。然后，在获得允准的前提下，分发产品传单予孩子们带回家让父母展阅。如获园长允许，你甚至可以在幼稚园内设立摊位，以便在第二天收集订单及递交产品予孩子们。



Menembusi Pasaran KANAK-KANAK

Di Malaysia, anggaran bilangan kanak-kanak di bawah usia 10 tahun ialah 5 juta orang, atau merangkumi 18% daripada keseluruhan jumlah penduduk negara ini. Setiap tahun, lebih kurang 500,000 bayi dilahirkan. Apakah kaitan antara statistik ini dengan perniagaan Tupperware anda?

Angka-angka di atas menunjukkan wujudnya potensi BESAR dalam pasaran kanak-kanak, di mana ibu bapa sanggup berbelanja mewah untuk membeli produk bermutu tinggi bagi menjamin kesihatan serta menyokong perkembangan dan pertumbuhan anak-anak mereka, atau yang selamat untuk digunakan. Inilah tahun di mana fokus kita akan lebih tertumpu kepada kanak-kanak.

Mulakan dari awal!

Ingat, kanak-kanak adalah individu yang tersendiri. Oleh yang demikian, anda digalakkan untuk menyemai kesetiaan jenama dan merangsang pengalaman pengguna dengan memulakannya ketika mereka masih kecil lagi. Seseorang yang menggunakan Tupperware pada setiap peringkat kehidupannya - daripada bayi, kanak-kanak sehingga dewasa pasti lebih berminat terhadap jenama ini. Ubah kebiasaan yang sering mengaitkan ibu sebagai pengguna Tupperware - “Oh, saya masih ingat Tupperware yang mak gunakan ketika kami...” kepada anak-anak yang akan berkongsi pengalaman sebagai pengguna - “Oh, saya masih ingat Tupperware yang mula-mula sekali saya gunakan ialah cawan biru dan mainan kesukaan saya ialah Shape O Toy”.

Sokongan / Produk

Untuk membantu anda memasuki pasaran ini, kami telah menyediakan beberapa produk yang merangkumi segala aspek untuk anda gunakan apabila berjumpa ibu bapa, guru-guru dan penjaga tadika.

Manfaatkannya untuk menjana pendapatan anda

BEGINI CARANYA:

- Kunjungi tadika atau pusat asuhan kanak-kanak dan berbincanglah dengan pemiliknya untuk membenarkan anda menganjurkan sesi Makan Tengahari Sambil Belajar bersama para penjaga. Seterusnya, dapatkan kebenaran mereka untuk memberikan risalah kepada kanak-kanak untuk dibawa balik kepada ibu bapa. Anda juga boleh menyediakan suatu kawasan kecil atau kaunter bagi mengambil pesanan dan menghantarnya kepada kanak-kanak ini pada keesokan harinya.
- Kunjungi pejabat-pejabat dan berbincanglah dengan jabatan Sumber Manusia untuk menganjurkan sesi Makan Tengahari sambil Belajar berkaitan topik-topik seperti Kanak-Kanak Sihat dan Ceria kepada kakitangan yang juga merupakan ibu dan bapa.
- Jangan lupa untuk mengetengahkan ciri-ciri dan manfaat berikut: Tidak Mengandungi BPA, Bahan Gred Makanan, Warna yang Selamat, Selamat untuk Kanak-Kanak (tiada sisi tajam, tidak mudah tumpah, tahan lama), Selamat untuk Mesin Cuci Pinggan Mangkuk, dan Jaminan Sepanjang Hayat.



NaturCare™ DHA Colostrum + Vit D Crews

- Defends immune system
- Supports optimal brain and bone growth
- Better memory and focus



Twinkle Top-To-Toe Wash

- Allergen-free formula
- Moisturizes, soothes and protects





Bringing Your *Best Face* Forward

Dominating the cosmetic aisle and making its way into every beauty circle, BB Cream or Blemish Balm Cream is the current beauty-must have product. Its lightweight texture became a hit in Japan and South Korea where the women prefer their makeup base to be lightweight and invisible. It also helped that the cream provided skin-enhancing, healing benefits while covering imperfections.

All-in-one cosmetic skincare

Nutrimetics BB Cream is an all-in-one Cosmetic Skincare product.

- Made to act as serum, moisturizer, primer, foundation, and sun block.
- Works well with any skin type and can be worn alone as a tinted moisturizer, over serum and moisturizer, as a regular foundation, and under powder.
- It is buildable, depending on the desired amount of coverage to achieve a naturally flawless look.
- Minimizes the need to use corrective skincare products. It helps to brighten, even out skin tone, hydrate, and protect skin.
- Enriched with hydrolyzed collagen for a radiant, supple skin. Jojoba and macadamia seed oil to moisturize and protect the skin against ageing.

The Nutrimetics BB cream is perfect for anyone looking for a fast and out the door beauty regimen. Eliminating the need to buy a million different products, this is indeed a money saver because of its all-in-one attribute.

Here's how you can look beautiful naturally:

step
1

Choose the correct shade

Choose the correct shade of BB Cream that best matches your skin tone. Nutrimetics BB Cream comes in 3 shades, the shade that comes closest to your natural skin tone will suit you best. When comparing shades, compare the shade of the BB cream to the skin of your face and neck. Do not compare it to your hands, as the skin on your hand can have a slightly different shade to your face.

step
2

Application: For Normal Skin – apply BB Cream with your fingers



- 1) **Use a moisturizer** or serum before applying your BB cream for an extra boost of moisture. This will help to create a supple, radiant effect on your face.
- 2) **Dot the Nutrimetics BB Cream on your forehead, cheeks, nose and chin** before blending evenly with your fingers.
- 3) **Pat the cream into your skin.** Use your index and middle fingers to gently pat the cream in, using circular motion. Instead of keeping your fingers in contact with your skin for the entire motion, tap your fingers up and down as you blend.
 - This gentle, light pressure spreads the cream evenly without irritating your skin.
 - Make sure to blend well along the hairline and jawline to avoid streaks.

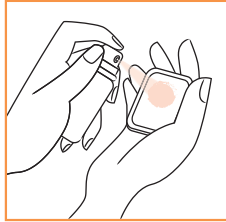


step 2 Application: For Oily Skin
- apply BB Cream with a makeup sponge



1) **Sponge application is most suitable for people with oily skin.** Applying BB Cream with your fingers can add further oil to the skin on your face.

Apply facial mist to the sponge. Lightly spritz sponge with a moisturizing facial mist before applying your BB Cream. This will allow you to spread the cream more smoothly while keeping as much of the cream on your face as possible instead of being absorbed by the sponge.

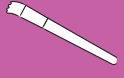


2) **Dot the Nutrimetics BB Cream on your forehead, cheeks, nose and chin** using your finger before blending the BB Cream with a sponge. Dabbing the initial amount onto your skin using your fingers allows you to control the amount better than using a sponge.



4) **Smooth the BB Cream using firm, even outward strokes.**

step 2 Application: For Dry Skin
- apply BB Cream with a makeup brush



1) **This method is best if you have dry skin** and works especially well with liquid BB Cream. If you have dry skin, using your fingers might irritate your already irritated skin, causing it to become drier. On the other hand, using a sponge can be too forceful and may rob your skin of whatever little moisture it has.

2) **Dot the Nutrimetics BB Cream on your forehead, cheeks, nose and chin** using your finger before smoothing it out with a brush. Even though you will be blending the cream using a brush, you should still dab the initial amount with your fingers in order to control the amount better.

3) **Use firm, even, outward brush strokes to smooth the cream over your face.** Start at the center of your forehead and brush the cream out toward the top and side. Brush the cream on your nose up and down and the cream on your chin side to side. Blend the cream on your cheeks in all directions until it meets with the ending point of each previous area.



step 3 Finishing



5) **Use even gentler pressure when you reach the eye area.** This way, you prevent fine lines that may show up as a result of constant dragging/stroking motions which strain the sensitive skin around the eye.

6) **Dab on extra to cover imperfections.** After BB Cream has dried, you can dab another thin layer over areas which need extra coverage.

7) **Finish off with your favorite face powder,** to help your product last longer. And voila, you're good to go!

Wanna look beautiful effortlessly?

Get it NOW!

We are giving you an additional rebate of RM15 / \$8 for your first trial on the Nutrimetics BB Cream (refer to the Cash voucher attached)

Retail price: RM59 / ERM62 / \$30

Try it now for RM29.25! / ERM31.50 / \$14.50*

*This price is after Consultant discount and rebate of RM15/\$8.



Sample Sachet

Try It Now!



Beware of unseen hazards in your drinking water

Get the assurance of clean, clear, quality water from your tap with the Nano Nature Water Filtration System. Its unique filtration technology gives you peace-of-mind in every glass of water.



Oil-spill in Water? No worries with

NanoNature

Water Filtration System



- Front Page, China Press, 1 Sept 2013

While most Malaysians were celebrating the 56th Merdeka Day, some 10,000 residents in Kuala Lumpur and Selangor were busy storing up water due to the closure of four treatment plants from an overturned tanker which spilled diesel into Sungai Selangor the previous day.

Thankfully water returned soon after. However, there were concerns from the public that the water was dirty and murky, had faint smell, and some feared it may contain harmful chemicals such as Polychlorinated biphenyls (PCB).

PCBs are a group of manufactured organic chemicals that contain 209 individual chlorinated chemicals. PCB health effects can take many forms, affecting several systems in the body. These include developmental disorders and cognitive deficits in children, immune system suppression, may cause cancer, harm to the reproductive system and endocrine disruption.

Nano Nature Water Filtration System can remove PCB!

The high density activated carbon block filter effectively **removes more than 150 contaminants** as well as **odor**, to improve the taste and smell. On top of that, the Nano-Ceram filter removes impurities, fine particles, bacteria and viruses to ensure water is **clean and clear**.

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