



Later may
become too late,
so don't wait

RCCA Calvin Wong Ung Tee
(Property Investor)

RCCA Kiew Hieh Siong
(Housewife)



RCCA Calvin Wong is a born storyteller. A conversation with him will be sure to leave you refreshed, for he has a way of uplifting people with his positivity and energy.

A sceptic turned believer

Calvin started working when he was 18. For over 20 years, he worked at a timber company and saw it grow from a few workers to over 15,000 workers, from a small company to a listed company. "By the time I was 45 years old, I was already half-retired," he shared.

With an illustrious career profile spanning 25 years, Calvin was never short of business opportunities thrown at his feet. However, none of the business opportunities that came his way piqued his interest.

His foray into MLM was, therefore, a huge surprise to many. It all began when his wife, Hieh Siong, was introduced to Aulora Pants to alleviate her varicose vein problem. When he first heard about what Aulora Pants claimed to do, he blurted out: "Are you kidding me? How can a pair of pants help?"





But the pants spoke for themselves. As his wife's varicose vein condition improved and she lost some inches too, Calvin started telling friends about them and was surprised by the response. "They were all interested and began to order the pants from me! They didn't even ask how much the pants cost!"

Still, Calvin dismissed the idea of doing the business. And then he met BE founder Lee Suet Sen.

During the one-hour meeting with Mr Lee, Calvin became convinced that this was the business he had been seeking. The deciding factors that prompted his decision to join BE were the company's background, its founder and its founder's vision.

"I was already impressed that Mr Lee wanted to meet me. After all, I was just an ordinary member," he said.



Be someone's mentor

Many people associate direct selling with 'sales'. "No, at BE, we begin as users. When you benefit from the products, you'll naturally want to tell people about them. At BE, we don't teach people to sell. We encourage them to share," Calvin pointed out.

With his abundant life and career experiences, Calvin knows that life isn't about how much money one makes, but how many people one helps.

"When your goal is making more money, you'll find that hard to achieve. Human beings have two legs, but a dollar note has four (in Chinese, the words "corners" and "legs" are homonyms). That's why you can never outrun money. But when you share with a sincere heart, you'll attract wealth. Isn't that easier?"

Calvin said many people remain where they out of fear – fear of leaving their comfort zone, fear that it's too late to change, and fear that it's too late to jump on to the bandwagon.

"The opportunity is always now. Stop telling yourself 'later'. When 'later' comes, you'll regret when it becomes 'too late'," he concluded.