



Recognition Night with Founder



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If you want to go far,
go together

RCCA Pauline Tong & Jacky Chan

Former Beauty & Bridal Businessowner /
Former Manpower Outsourcing Businessowner

After graduating from Curtin University in Perth, RCCA Pauline and Jacky wanted to remain in Australia as they believed career and life prospects were better there.

“If it wasn’t for my father who insisted I return home, I might only know about BE later!” Pauline said.

“As much as I wanted to stay on in Australia, I didn’t want to be apart from Pauline,” Jacky grinned.

THE ORDINARY CAREER PATH

Upon returning to Malaysia, they each started their career with 9-5 jobs. Several years later, Pauline got sick of working in a cubicle, bravely left her comfort zone to go Taiwan for a makeup course and returned to start her beauty salon and bridal shop.

Meanwhile, Jacky dabbled in different businesses, and after several different attempts, he became the proud business owner of a rather successful manpower outsourcing business.

CAREER CHANGE

Over the years, their careers took off. Logically, they had no reasons to ditch what they had established for BE. Why did they do it then?



BE Lifestyle Travel to Dubai

“I heard about Aulora Pants from my customers. I studied it and saw its potential to be a hot item in my inventory,” Pauline shared. “So, the first question I asked was, ‘How much does it take to invest in this product?’”

To her surprise, the investment was only RM60. “I thought I needed to invest a huge sum to secure a certain level of stock. Then I realised this was a networking business,” she laughed. “So that was how my BE journey started!”

Photo with upline

It was a different story for Jacky. "I was of course skeptical about her new passion in BE and Aulora Pants, mostly because I was anti-MLM. I used to tick off friends who tried to talk me into joining their MLM business. So, whenever Pauline asked me to join her BE meetings, I would find excuses not to attend."

But he knew he couldn't keep rejecting Pauline's invitation. When senior upline RCCA Chua Tee Khoon was in town, Jacky decided to show some interest in what Pauline was pursuing and joined the meeting.

From there, his eyes were opened to the networking or direct selling business of modern times. And the rest is history.



BE Lifestyle Travel to Melbourne



Photo with founders



THE BIGGER THE NETWORK, THE EASIER THE BUSINESS

The year 2020 has made them realise how fortunate they are to have found BE, a business and career that is tailor-made for this challenging time.

"In conventional and brick-and-mortar business, the bigger the establishment, the more you want to expand and the higher the risks. In this pandemic, we see how vulnerable conventional business is," the couple said. "The fact is, for conventional business, the bigger it gets, the harder it gets too."

Dream car



"But at BE, the bigger your network is, the easier it gets."

