

Morinda Honors

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It's an exciting year for the Taiwan and Hong Kong region

Joy Yen, Senior Director/General Manager of Taiwan and Hong Kong, provided the following update on her market:

Things got off to a good start this year with the launch of the TeMana Challenge Packs in February. Taiwanese IPCs were able to recruit so many new people with the packs and expand their business. From February to July, nearly 1,500 TeMana Challenge Packs were sold, more than 800 people joined the TeMana Challenge, and the challenge completion rate was greater than 63 percent!

IPCs reported that they recruited many new people and gained a younger generation of customers by introducing the TeMana Challenge Pack. It was easy for IPCs to share and close deals because there were so many testimonials and before-and-after photos they could show to their potential customers. Almost every woman loves products that make them more beautiful! So, the close rate is very high with TeMana!

Also, IPCs were excited for TeMana Stars. There were eight IPCs from Taiwan that attending the very first TeMana Stars training in Milan. After the event, leaders were inspired and motivated to bring more members of their organization to attend the next TeMana Stars event.



In May, Taiwan hosted the Asia Morinda University event in Taipei. Many IPCs qualified and attended and learned how to build their business. They learned how to apply the Rule of 12, and learned essential skills for building an organization. Both Morinda University and TeMana Stars truly helped IPCs to build up their organization.

In Taiwan, new Jade numbers keep growing every month. In fact, new Jades increased by 75 percent in June, and the number is still growing!

With the New Age opportunity, Hong Kong became the very first Asian market to launch CBD topical products in June. It attracted IPCs' attention, and IPCs were amazed with the new topical products. Also, Hong Kong is proud to be the very first market to have launched the New Age Affiliate program with two Marley-brand tea beverages. Not only that, the Hong Kong web site has been redesigned and set up, and since the launch of several online campaigns in July, the online order number has increased more than 400 percent!

Taiwan was also the second market to launch TeMana Silk. IPCs brought new people to attend TeMana Silk Discovery Parties in Taiwan. There were nearly 450 TeMana Silk AA

Serums and 260 TeMana Silk CC Creams sold in just one week! People are all amazed by these two products.

Incentive trips are always one of the major motivations for Taiwan IPCs. Taiwan has 26 IPCs qualify for the Discover the World Baltic Cruise in July, and they enjoyed the trip. After returning from the cruise, some of IPCs worked very hard on earning Morinda Life points by reaching Area Developer, because they don't want to miss GBS in Switzerland or the Tahiti cruise in 2020! I can see the momentum is moving upward and IPCs activities are nonstop!



“MY STORY IN MORINDA COULD HAVE ENDED”

New Pearl Sventlana Shunevich from Ukraine could have easily given up earlier during her involvement with Morinda, but didn't. Here, she shares what kept her going.

My story in Morinda began six years ago in Ukraine, where I lived. Getting acquainted with Tahitian Noni Juice, I began to develop my noni business. But a year later, the company was forced to stop its activities in Ukraine, and my story in Morinda could have ended at that moment.

But, I had two good reasons to go forward and not even think to give up.

The first reason may seem trivial, but it was the amazing noni fruit. I have long been interested in the topics of preserving health, and have studied nutriscology and biologically active supplements. And noni initially interested me as a vitamin product.

When I studied it in more detail, I was amazed at what great results can be

obtained from the use of the juice. I have never met such results before. It's funny, but I don't tell some health stories to beginners, because they may not believe that it happened.

Noni gave me the confidence that I can save my health and the health of my loved ones. This causes the desire to share.

The second reason was the company itself. In the first year, I attended two big Morinda events - the Regional Forum and the European Summit. I experienced an incredible level of sincere attitude from each distributor there, both from management and from each employee of the company. Being in such a friendly and caring atmosphere, I felt the desire to continue on.

When you are inspired by some business, you will always find a way to develop it. Look for inspiration in learning about the product, collect results, attend company events. Look for inspiration. If you have inspiration, you will for sure have great results!



Spotlight Around the World

Around the world incredible things are going on with Morinda. Here's a quick rundown of several of the exciting things.



- June sales for Asia Pacific region 153 percent ahead of forecast
- Mexico launches LTO for TeMana Beauty and is seeing big sales
- IPCs in Trujillo, Peru are using AGE Therapy Gel to reach out to spas and health clinics
- Taiwan office hosts weight loss week, and related product sales increase by 527 percent
- First Marley products available for order in Western/Southern Europe