

At BE Expo



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**YOLO,  
so make  
the best out  
of life!**

**RCCA Mardiana Bte Zainal**  
Home business owner

RCCA Mardiana was ‘born’ during the pandemic. In this story, this newly crowned RCCA enlightens us about her BE journey thus far.

#### **From selling balms to selling pants**

After resigning from her job as a registered Health, Safety and Environmental (HSE) Officer in 2015, Mardiana became a homemaker, caring for her four children while running her home business. “I made my own balms and essential oil blends using pure essential oils as alternative healing products. I usually do my work after the children were asleep at night. It was very tiring as I had to stand the whole night.”

When Mardiana decided to do the BE business, she was attracted by the power of multiplication in the business. “The exponential growth really excited me. However, it was challenging initially. I was selling homemade balms and essential oil blends, and suddenly I was selling pants! It was a huge change, and it took me about six months to fully understand the business as this was my first MLM venture.”

One of the challenges she faced was losing potential leaders when some of her members left the network. “That was an unforgettable experience but I learned the importance of building relationships to sustain



*With mentors RCCA Kak Suriyani and Abg Norzehan*



*Award for my Challenger List, Exclusive limited pants*



Photo with Founder



the business. I started to work on forming relationships within my network and not just treating the people as contacts.”

The key is to make time to make real connections. “Learn how to introduce yourself, greet people and share opportunities. Do not wait for people to knock on your door. Remember, the nature of our job is ‘drink coffee, tell stories and make a lot of BE babies!’”

**Becoming a better person**

Although Mardiana has been in the BE business for just two years, she has experienced transformation through the unique culture. “I am now more patient when dealing with people. I treasure relationships more and I’ve become tougher when

faced with challenges. I’m more empathetic towards people, and have learned to listen and provide positive advice and clear direction. Also, the review meetings show different perspectives in how we can see things better. Doing this for two years has definitely changed the way I set goals.”

As for monetary fulfilment, Mardiana is pleased that she can now send her children to better tuition classes without feeling the pinch. “I enjoy bringing my children to places that delight them and I don’t have to restrict them just because I have to work or the place is too expensive. Alhamdulillah!”

To Mardiana, challenges are vital for growth; facing and learning how to navigate them will build resilience. Success will come eventually when we overcome these obstacles and learn from them.



Teamwork makes the dreams work



Received a big bouquet to celebrate the memorable moment on the day I became RCCA



One of my greatest joy, bonding with strangers whom now I called friends



“Remember YOLO – ‘you only live once’ – so make the best out of life! IF YOU THINK YOU CAN, YOU CAN. This is the easiest motto to remember and it’s my greatest butt-kicker whenever I feel lousy!” she concluded.



With my tribe who has stuck with me through thick and thin