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HOW WE GOT STARTED

He that will not look forward must look behind.

— GAELIC PROVERB

JAMES' STORY

At the start of the new millennium, never would I have imagined myself considering multi-level marketing as a serious business.

Not that doing unconventional things was new to me. In 1995, at age 40, I had decided to leave the construction industry to start a new career in the financial services sector — an audacious move considering I did not have a personal budget and did not even know how much I was earning at that time.

When I left the construction industry, I was working for the leading construction firm in Singapore with the best bosses anyone could find. My work was varied — I was involved in both the design and construction of civil engineering and building projects, had set up two precast concrete factories in Indonesia and China, had a turnkey project in India and, in one phase of my work, travelled to eight countries in as many weeks.

But I was in mid-life, and felt physically tired all the time. I thought it was chronic fatigue syndrome as I had not been on leave for five years. A full medical check-up revealed nothing physically wrong. The specialist instead prescribed something for depression. I came to realise that despite my varied work, I was bored. I needed something really challenging. The answer to my mid-life crisis lay with my wife. She had left the corporate world ten years