



WAN CORPORATE SERVICES

Upbeat at the Start of New Era

Recessions and health scares behind us, the future looks bright for Hong Kong and in particular for one of its more loyal sons. VINCENT WAN chairman of WAN CORPORATE SERVICES is helping Hong Kong break new ground in its quest for wellness and prosperity.



VINCENT WAN
– Chairman Wan Corp. Services Ltd.

Vincent Wan is a pragmatist. That's perhaps what a lifetime of preaching the 'Gospel of Wellness' does. It makes you a realist, says Wan of the decades spent in educating an upwardly mobile people on the merits of pressing the "pause button," taking stock and reviewing priorities.

Frantic-paced, goal-set Hong Kong lets nothing (including worsening air pollution) stand in the way of its favourite habit -- dollar chasing.

Striving in itself is a good thing, Wan agrees, after all there is nothing wrong with working hard to enjoy a better lifestyle. "The challenge though is to be able to strike a fine balance between chasing your goals and staying fit and healthy enough to be able to sustain that quest for a better and more rewarding lifestyle."

Aptly named, the "wellness guru", a large part of his life is devoted to keeping Hong Kong healthy. His firm Wan Corp.

has been selling bottled water, juices, teas, air purifiers and lately even nano-technology-based showerheads for more than 30 eventful years with Perrier ranking among his better-known offerings.

Thanks to his will and vision, Hong Kong now has its very own 'wellness village' in cyber space where people meet to discuss trends, review products, exchange health/exercise tips, discuss science, buy or recommend products.

"The idea is of course to foster a



wellness consciousness that keep people well exercised, hydrated and prepared to face any health hazard. Now, the time has come to take this to the next level.”

More value to the customer is the key to sustainable growth, says Wan as we walk through near 15,000 sq feet of new office space in Wan Corp.’s new back-office support facility in Kwai Chung. The space not only affords for comfortable seating of the whole company but also houses the companies latest business arm – the vending machines section. The company’s HQ remains in Central. Why the massive investment now?

“There is a need to expand. Space is needed for the back office operations which have grown over the last five years. We continue to have our Central office open for customer servicing and important face-to-face meetings.”

Get Proactive

Hong Kong is far too rooted in its

ways. Years of prosperity have made us more goal orientated and less vigilant, says Wan. This is why when the bird flu pandemic or SARS hit, we took the full blow. Three decades of teaching the simple need to stay prepared has had an impact but isn’t enough to change habits. So now, the time has come to take advantage of Hong Kong’s fastest selling product – convenience. Bringing health to

the customer at the click of the button is achieved by the Wellness Village (www.wellnessvillage.hk) and now, our vending machine business is making drinks and snacks readily available to consumers throughout Hong Kong.”

“The whole business culture in Hong Kong is about being proactive instead of being reactive. So, it makes sense to bring health to the doorstep of the consumer.

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This whole expansion to Kwai Chung has been a move to be able to eventually put more value in the hands of our customer. This is our mandate for the future – the bring health and wellness to the door step of the consumer and with today's RFID technology, this is very possible."

"We are after all a services economy and in cash-rich Hong Kong, the customer is king. Brands from all over the world are keen to cash in on this market and the trick is not only to have the products available but also to ensure they get in the hands of the consumer. That's the real challenge."

Wiser Choices

Creating good personal hygiene habits, is vitally important says Wan. "We can at least save the future generations by making sure they make exercise and water drinking, a way of life and not something done after it is too late. Look at our current generation. Nearly half the population is overweight, under hydrated and exercise isn't a priority. Lifestyle-wise we happily indulge in the consumption of alcohol and get little or no proper rest. As a result, we severely impair our immune system, which leaves us vulnerable to attack."

According to Wan we need to practice good healthy habits as a community so our young can learn and make 'good health' a priority.

"One can appreciate the demands business life makes on us and it is easier to preach than practice. It is difficult to turn down business luncheons and cut appearances on the late night cock-tail circuit but then it comes down to making important choices in life. We have products (Security – Feel Better) that help you enjoy the lifestyle you need without

having to bear the impact. It is a herbal extract imported from France and one bottle consumed after a meal or a drinking session supports digestion and keeps the liver healthy. It not only helps you sleep well but ensures you wake up fresh and don't suffer from a hangover the following morning. For executives who need to look their best all the time, we have the 100 percent Goat Embryo Skin Placenta - a



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biotechnological breakthrough that stimulates cellular turnover causing the skin to increase its radiance and firmness. Our customers have their choice of beverages delivered to their offices and homes thus ensuring they have a constant supply of quality natural drinks that keep us well hydrated. For exercise, as I've always said, it is a question of finding a sport that you like and relate to. The wisdom of making health a priority is

very much alive, the problem is finding the will. We need to want to cultivate these habits of regular exercise and investing in products that help us stay fit and able."

Interestingly, Wan cites an irony in Hong Kong's 'get ahead quick' way of life. "It should be a no-brainer," he says. "Instead of staying well, looking fresh, being vigilant, we are burning the candle

at both ends, and in the middle too, and expecting to get ahead and stay ahead! This just doesn't make sense and probably explains why so many executives are experiencing the burnout or treadmill syndrome. Working furiously but getting nowhere is a common complaint. Why? Because we won't press the 'pause' button and embrace reason.

The old saying, 'health is better than wealth' is nothing but just that, a saying. We have to change our ways and make a wellness lifestyle a personal priority. Now is the ideal moment to make this lifestyle choice. We've been through all these pandemics and the recession doesn't make news any more. At least on this part of the globe, things seem to be looking brighter. So, let's take advantage of this new wave and make a fresh start as we at Wan Corp have. Let us agree to focus on our body's needs instead of merely

trying to squeeze more from them. Let us embrace wellness choices and inspire others to stay fit and thus more competitive. Let us be more pragmatic and sensible about our lives and take the right steps toward a better and more enjoyable future," concludes Wan. ■

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