Vietnam Leader Takes Action and Uses Training to Build a Global Team
“Companies have social responsibilities. It is only right that the corporate earnings should be returned to the local community. Companies should maintain contact and communication with the local community and should contribute to enhancing community welfare, particularly in respect to young people.”

The above excerpt is from the book Quenching the Thirst for Global Success, the Success Story of Hironari Ohshiro. Toshio M. (2015) It is filled with incredible lessons, motivational stories and the actions that were taken to create Enagic. A must-read for distributors, it is available at www.enagic.com/shop. Also available in Chinese, Italian, French, Spanish and Japanese! Contact your local branch office for details.
Kangen Water® is for Everyone!

We believe that everyone in the world should be drinking Kangen Water® and consuming Ukon. More than ever before, people need safe, healthy drinking water, and Enagic offers an opportunity to earn extra income with a flexible schedule.

Since 1974, we’ve been engineering and manufacturing Kangen Water® ionizers and creating the patented 8-point compensation plan that makes it possible for Independent Distributors to earn.

With amazing products and an unrivaled business opportunity, now is the time to commit to your plan and accelerate your business growth. Sharing Kangen Water® with your friends, family and community is a great start, but you should also get out of your comfort zone and start communicating with new people. Reach out and talk to people about your excitement for Kangen Water®!

We see diversity as an asset instead of a barrier to success. The Enagic family shares a commitment to the True Health philosophy and the Enagic opportunity is open to anyone regardless of gender, skin color, religion, etc. It doesn’t matter what you look like or what language you speak, there is an opportunity, through hard work and dedication, to earn extra income as a Distributor.

Learning certain lessons is possible by working with people of similar backgrounds, but it’s important to work with people beyond our communities and expand to other cultural, socioeconomic or age groups. For example, if men just sold to other men, young people just sold to other young people, and Filipino people just sold to other Filipinos, that would be such a limited approach. We would squander business potential and that would also deprive you of meeting people with different points of view, which provides its own value.

So, wherever you live and whatever you do, remember that there are millions of people around the world who love Kangen Water® almost as much as I do. As you know, I always carry a bottle of Kangen Water® with me. It’s a great reminder that everything at Enagic starts with Kangen Water®, no matter how big we get or complicated the world can sometimes be. It really just comes down to drinking Kangen Water® and sharing the benefits. Others are bound to show interest and it may result in new team members!

Hironari Ohshiro
Enagic Founder and CEO
E8PA: The Benefits Keep Coming!

You thought you knew E8PA (Enagic 8 Prosperity Association), but the program is full of surprises.

“The E-points E8PA members accumulate can be used for much more than playing golf in Japan or California,” said Enagic USA E8PA Manager Don Prosser, referring to Enagic-owned golf courses in Okinawa and San Diego.

It doesn’t matter if you’re 1A or a top leader, eligible Distributors accumulate E-points with any purchase or sale. The points keep growing and can be used, similar to a rewards program, in a variety of amazing ways including:

- Donation to a customer or downline toward the purchase of a new Kangen Water® ionizer.
- Reimbursement for select Enagic company event tickets, transportation, lodging and meals.
- Reimbursement for educational tuition.
- Reimbursement for machine deep cleaning and maintenance.
- Discount on Ukon DD, new Super501 Kangen Water® ionizer and new Anespa DX mineral ion spa.

In addition to the many ways to use E-Points, E8PA card purchases/sales count towards a Distributorship’s group sales volume, title Incentive and awards. Silver Cards and above equal one new machine sale and Bronze Cards count as one half (½) of a machine sale. E8PA memberships range from $1,000 for a Bronze Card to $8,000 for a Black Card.

E-points have increased over time. “The allotment or the allowance you received was lower at the beginning,” Prosser says. “Now that’s really increased, so there’s a greater chance to use these points.” Enagic facilities and the range of benefits have also increased.

“E8PA is a pass-up system,” Prosser says. “Let’s say that you’re my upline and you don’t have an E8PA membership, but I purchased one. Even if I’m a 1A, that commission bypasses you. Normally, if you have a machine and somebody buys anything below you, you’re going to get paid on it, but because it’s E8PA, you have to be an E8PA member to earn E8PA commissions... when someone is higher up, like 6A2-2, they have no idea how many points they’re sacrificing because they don’t have an E8PA card.”
The best part may be that people who benefit from E8PA memberships are also giving back by buying cards. Enagic Founder and CEO Hironari Ohshiro always builds philanthropy into the business, sponsoring educational and sports organizations across Okinawa and running facilities like Yomitan Kobato Kindergarten and the Churayuntaza, Unity and Mizuho-no-Sato retirement homes. “What most people don’t know is what Mr. Ohshiro is doing with E8PA,” Prosser says. “He’s taking care of people in Okinawa who need help. They’re out there doing compassionate acts.”

“Paying compassion forward” is also available to E8PA members. As mentioned, a member can donate E-points to someone to purchase a new Kangen Water® ionizer. This is a powerful tool to generate new business and grow teams.

Top leaders also have praise for E8PA and E-points. “Everybody should have it if you’re in the business for the long run,” 6A3 Gio Carretta says. “You’re doing the work, so why not leverage points for traveling?” He often promotes E8PA to team members through Zoom, sharing his point totals onscreen. He adds, “It’s like a credit card you use for expenses you already have, and then you travel for free.” He also recommends donating points. “Help people who cannot afford a down payment to start the business and help them change their life.”

6A3-6 Dang Nguyen appreciates being reimbursed for travel expenses. E8PA members in the United States also get a discount on Ukon DD, which is a nice perk.

“I have a big vision with Enagic,” 6A3-3 Colten Echave says. “I see myself working with them for many, many years. Every sale I make, or my team makes, I can get a little reward. I can cash that in, just like a credit card point, for travel, for events, for ticket prices, or donating to my team.” For example, last summer, when Enagic hosted a large event in Los Angeles to recognize Independent Distributors, Colten bought tickets for his team. At that event, Enagic reminded him that he could have paid for his tickets using E-points and reimbursed him over $2,400. “How cool is that?” Colten says. “I never would have got that if not for E8PA.” When he tells his team about E-points, he simply asks, “Hey, do you want to get free money?” After accumulating enough points, Colten plans to visit Okinawa and E8PA headquarters with his wife, fulfilling a dream. Better yet, Enagic will reimburse them for travel expenses since he’s an E8PA member.

To learn more about E8PA’s annual membership options, visit www.e8pa.com.
Chi Tam Nguyen initially discovered Enagic through his friend, 6A2-5 Diem La, a top leader who currently lives in Richmond, Virginia. “I love the company’s philosophy, which is to transform regular tap water,” Chi Tam says. “I felt that the Enagic business was really different from others as well.”

After he became convinced about the product and purchased a Kangen Water® machine, Chi Tam felt motivated to become an Independent Distributor. Several beneficial factors drove this decision, including Mr. Ohshiro’s unique approach to direct selling, Enagic’s patented 8-point compensation plan and the freedom to spend more time with his family and sing karaoke (a favorite pastime).

Chi Tam grew up in Tuy Hòa, a city in south central Vietnam’s Phú Yên Province. He currently lives in Ho Chi Minh City. Chi Tam previously worked as a regional sales manager for a life insurance company in Vietnam and participated part-time for other direct-selling businesses before finding Enagic. His prior experience equipped him with effective team building, system building, and training methods that have helped him and his team to perform well with Enagic.

In April 2017, he made his first sale, a Leveluk K8 to downline 6A2-2 Van Truong Thi Hong, who now lives in the Czech Republic. Chi Tam was thrilled after receiving his initial commission and sharing this product. “I recognized that this is a great opportunity for me if I could spread Kangen Water® to others,” he says.

Chi Tam opened an office in May 2017 in Ho Chi Minh City so that potential customers could...
experience Kangen Water® and other Enagic products first-hand and so he had a place to conduct demos and training sessions. He reached 6A status in February 2018 and became the first Independent Distributor to achieve a 6A2-3 rank in Vietnam. 6A3-3 is his most recent accomplishment.

Chi Tam understands his success relies on teamwork. As he says, “Taking action makes the results and helps others to get their goals throughout this Enagic business opportunity.”

To support his team and to provide the highest quality service to potential users and Independent Distributors, Chi Tam implemented several practices. He explains, “I often opened the online and offline training program to train my downline system on how to start with Enagic business as new members: how to recruit new distributors, the right mindset for Enagic business, and how to strictly follow the policies and procedures of Enagic. The principal fundamentals are how to make a Kangen Water® demo to a new customer/distributor and explain Enagic’s patented 8-point compensation plan.”

Chi Tam’s goal is to achieve a 6A3-4 rank by the end of 2021, knowing full well that he won’t be able to do this alone. “I would like to create many leaders from the 6A position and above in my business system all over the world,” he says. “Especially in the Europe, South Asia and Vietnam markets.”

Despite all his success with Enagic, Chi Tam remains humble. “I can do it,” he says. “My downline or a new Independent Distributor can do even better.”
Luu Ly Tasak describes herself as a person who likes to “eat, drink and live according to Mother Nature.” Before learning about Enagic, her lifestyle already involved the “macrobiotic philosophy and lifestyle of Professor George Ohsawa from Japan” and sharing a “natural alkaline diet” with her family. Luu discovered Kangen Water® during a demo from Czech Republic based friend 6A2-3 Bui Hong Thuy. The water now complements what she was doing. “I was grateful to Enagic for producing such a wonderful product and to those who have planted the seeds for me to know about the Kangen Water® machine,” she says. “I wished I could do the same for others.” To share the “magical benefits of this water” and to enjoy proceeds from Enagic’s patented 8-point compensation plan, she committed to becoming an Independent Distributor.

Luu is a Hanoi native who currently lives in Ho Chi Minh City and previously worked in clothing, real estate, and most recently ran a beauty health center. She grew up as part of a family that didn’t have much money, so she had to work to help provide for her brothers and sisters from a young age. “With a burning desire to get out of poverty and help my family, I travelled to countries with better economies and better earning opportunities in Europe,” she recalls. “After many months and years of struggling with difficulties and turbulence abroad, I was able to establish businesses that I am proud and satisfied with.”

Luu temporarily put other her business opportunities on hold to focus on being an Independent Distributor, a decision that worked out well. “After years of doing business, I have met many people and had broad social
connections around the world,” Luu says. “My friends and the people I worked with had faith and trust in my choices.” Since they know how much she values wellbeing for herself and others, friends joined Luu in drinking Kangen Water® and as Independent Distributors. Luu sold her first Kangen Water® machine to a friend, 6A Van Phi Thong, who has a popular YouTube channel that blends lifestyle, beauty and food.

In her downtime, Luu favors a “simple lifestyle,” preferring “to follow nature, think positively and to share good health values for many people.” She balances her career and relaxation by practicing yoga, meditating, and listening to recordings of Buddhist teachings. All these activities help her to thrive when she is working.

Luu also invests her time in enrichment. “I continue to educate myself on Kangen Water® and Enagic’s business opportunities so that I can pass on the knowledge to my downline,” she says. Luu translates training documents, brochures, catalogs and manuals from English to Vietnamese so more local Independent Distributors and potential customers can benefit from Kangen Water®.

She maintains regular contact with team members through video calls to make sure they’re properly cleaning and maintaining their Kangen Water® ionizers. She also helps inspire team members by sharing personal businesses experiences, including past hardships she overcame. She wants them to know, “They have the support from their team and we will help each other.”

Luu is “proud and honored” to have the opportunity to be an Independent Distributor in Vietnam. “My goal is to continue to work hard and honestly to help Enagic’s Independent Distributors worldwide,” she says.
Yvonne was forced to stop working as a nurse due to health issues. However, the couple turned the tough situation into a positive opportunity. “I was constantly looking for business opportunities in order to achieve work life balance,” Anthony says. Anthony and Yvonne discovered Enagic and became part-time Independent Distributors in 2014, which changed the direction for their lives in Selangor, Malaysia.

“Enagic has been a great blessing for us,” Anthony says. “We started sharing and educating everyone around us on the good deed of Kangen Water®.” By doing this, they’ve helped many friends and family members to achieve True Health. They made their first sale, selling an SD501 to a friend, and they were off and running with direct support from their upline, 6A3-3 Teddy Teoh at the very initial stage of their Kangen Business.

“It wasn’t a smooth journey for us in pursuing Kangen Business,” Anthony says. “But with good faith, persistence and perseverance, we managed to stay focused working together with our wonderful team. They became full-time Independent Distributors in 2019. They also enabled team members to achieve their objectives “with the power of leveraging and a system.”

“The pandemic has been a great challenge to many people especially when we are not allowed
to go out,” Anthony says. “Fortunately, we managed to embrace the change and adapt to a new way of living.” They leveraged online platforms, continued to host weekly product and business training sessions, and remarkably increased sales for themselves and their downlines in the past two years. Thanks to strong team efforts, Anthony and Yvonne Tee became 6A2-3 in September 2021. At the same time, their daughter Grace Tee achieved 6A2-2 Rank.

Not only the family is enjoying success, they now have ample time for their family in which they never had while being employed as an engineer and a nurse. “We thank God for blessing us in the Enagic business,” Anthony says. “Now we have all our time to spend with our family and we get to do more things we enjoy.” That includes hiking, swimming, watching movies and spending holidays together.

“We want to take this opportunity to applaud each and everyone on our amazing team who shared the same passion and mission with us,” Anthony says. “The credits go to our astonishing team. Without them, we won’t be where we are now.”
Enagic Golf Club at Eastlake continues to impress as the revamped San Diego area golf course hosts more tournaments and constantly refines the bunkers, greens and tees. Under VP/COO Neil Finch’s direction, the course recently hosted the Enagic San Diego County Open for the second straight year, with great results.

Finch describes the play as “just as fierce” as last year. David Kim won by shooting 15 under par for the three-day Southern California PGA tournament, which took place from October 12-14. Last year’s winner, Sahith Theegala, is now playing on the PGA Tour. This championship may serve as a similar launching pad for 25-year-old Kim.

“The greatest thing about all this was that Mr. Ohshiro was able to participate,” Finch says. “He wanted a professional event here and I’m sure he was very pleased.” Enagic’s Founder and CEO couldn’t travel from Okinawa for last year’s event due to COVID-19.

During Mr. Ohshiro’s latest trip to San Diego, where he’s working to expand Enagic’s Global Operations Center (GOC), he did find time to play golf himself. As Finch noted, “For somebody who’s 80 years old, it’s amazing how far
and straight he’s able to still hit the golf ball at that age. It’s impressive.”

Enagic Golf Club at Eastlake has a lot to look forward to in 2022. The facility hosts the PGA Tour Farmers Insurance Open Pre-Qualifier from January 18-20. The U.S. Senior Open Qualifier follows on May 25. The Southern California Amateur Championships Qualifier takes place also on June 29.

Enagic Golf Club at Eastlake has built great momentum, but Finch and Mr. Ohshiro will continue to make improvements. Finch says, “We’re going to continue to try and improve the golf course, not only for the professional events, but also for our everyday customer and Independent Distributors who are welcome to use their E8PA memberships.”
6A2-3 Eugenio Flores and 6A4-2 Richelle Mendoza-Flores are a power couple from top performing Team Diamond in the Philippines. With help from Enagic Philippines Branch Manager Wilfredo Manuel, Jr., they shared Kangen Water® with Maria Charo Laude Calalo, National Director of Mrs. Universe Philippines, and Mrs. Universe Philippines delegates, leading up to the competition on October 7 at Okada Manila.

Claudeline Cuntapay-Molero (Davao Del Norte) claimed the title of Mrs. Universe Philippines 2021 during this year’s event. The entrepreneur and mother of three also became Mrs. Enagic Ambassadress Mindanao in the process. Claudeline, Mrs. Pacific Continental 2021 Michelle Lucas (Rizal) and Mrs. North Pacific Asia 2021- Ellen Poyaoan-Santos (Pangasinan) earned the right to compete at the Mrs. Universe pageant in February 2022 in Seoul, Korea.
On October 29, Enagic Founder and CEO Hironari Ohshiro welcomed Spanish-speaking Independent Distributors to Enagic Golf Club at Eastlake for a Spanish CEO Seminar. 125 attendees were on hand from the United States and Mexico.

Located in Chula Vista, Enagic Golf Club has become Mr. and Mrs. Ohshiro’s second home. As he pointed out during the seminar, “Chula” is a Spanish word that has a similar meaning in his native Okinawa: pretty. When he saw this golf course was for sale and learned it was in Chula Vista, he fell in love.

Mr. Ohshiro is looking to unify the United States, Mexico, and the world through Kangen Water®. One percent of California households now own a Kangen Water® ionizer. Considering how close Mexico is to Chula Vista – about ten miles – extending the mission to Mexico in a bigger way makes strategic sense. The Latin community reminds Mr. Ohshiro of Okinawans. He recognizes that not enough Latin Americans know about Kangen Water® and he plans to have Enagic and Distributors share Kangen Water® with more communities in the region.

Other speakers included Enagic Global Sales Director Tomo Takabayashi, Enagic USA President Keishi Hirano, 6A13-7 Cynthia Briganti, 6A9-6 Jayvee Pacifico, and new 6A2-3 Omar Ramirez, who discussed the opportunity for Kangen Water® to help more people.
Strong Acidic Water has many applications, and because of its acidity, is NOT for drinking. Water this acidic is ideal for cleaning. Strong Acidic Water can help to keep homes safe and surfaces clean while limiting use of astringent chemical cleaners.

Strong Acidic Water has various uses:

**Cleaning**
Cleanse knives, cutting boards, countertops and more. Clean in and around the kitchen, bathroom, living room and other high-touch areas.

**Pet Care**
Pet shops, caregivers, and groomers can also use Strong Acidic Water to safely clean pet bowls, grooming stations, play areas, crates, carrying cases and more.

**Commercial Uses**
Beauty salons, hair salons, restaurants, daycare centers and nursing homes use Strong Acidic Water.

**Hygiene**
Sanitize hands, toothbrushes or even use as a mild mouthwash.

To maximize the effectiveness of Strong Acidic Water, don’t forget to change your supply once a week.
“Chanpuru means “mixed together”, and dishes like goya chanpuru (made with goya, or bitter melon gourd) and tofu chanpuru can be made anywhere, anytime, by anyone.

Chanpuru is a mixture of lots of different ingredients, balanced to ensure that it tastes great and to make sure that the most is made of each ingredient without allowing any one ingredient to drown out the others.

Above is an excerpt from the book Quenching the Thirst for Global Success, the Success Story of Hironari Ohshiro. Toshio M. (2015) It is filled with incredible lessons, motivational stories and the actions that were taken to create Enagic. A must-read for distributors, it is available at www.enagic.com/shop

Also available in Chinese, Italian, French, Spanish and Japanese! Contact your local branch office for details.
Congratulations to each of you for your outstanding achievement!

September 2021 New 6A and Above Title Achievers

6A

TASHI DEM Australia
MA CECILIA QUILAO Australia
PUNNET KAUR Australia
PRABJOT KAUR VIRK #2 Australia
KYLIE STEVENSON #3 Australia
JOSHUA LEE MURTAGH Australia
TRANG M T NGUYEN Australia
VAN H NGUYEN Australia
KANGEN UNITE PTY LTD Australia
QUOC TRI HA Australia
PAL KANGEN PTY LTD Australia
PHONG THANH TRAN Australia
PHUONG BICH THI VO Australia
DINH TUYET VY TRAN Australia
TX KANGEN WATER Australia
CLAUDIA GARCIA SAKAUE Brazil
MARCIO YUKIHIRO MIKAMI Brazil
PAULO YOSHIHKE KAMEYA Brazil
MALTZAHN ODONTOLOGIA E PROMOCOES DE VENDAS LTDA (M) Brazil
AMELYN VILLEGAS #3 Canada
MARZOLI ENTERPRISES INC Canada
KAI WAI TRADING LTD. #3 Canada
BODY EVOLUTION FITNESS LTD. Canada
1279725 B.C. LTD Canada
DAN DAN OCEAN TRADING INC. Canada
LESVENO WELLNESS CENTRE Canada
ANUMOL ENTERPRISES LTD. Canada
MARIAS DIGITAL HUB INC Canada
ERROL REDNEY V. SEBASTIAN Canada
HAVILAH TREASURES LIMITED Canada
LINA A. IBRAHIM _COACHING INC. #3 Canada
KINGDOM ENERGY CORPORATION Canada
RAZA AZIZ Canada
RACEL MAY BACONGA Canada
1146463 ALBERTA LTD. Canada
SHIRIN KORDI .
SOODABEH SABERZADEH ARDESTANI Canada
M.Y. PM Canada
HUEN T TIA Canada
ENMANUEL MENDEZ GONZALEZ Europe
JUAN ANTONIO JORGE PACHECO Europe
TERESIAH NYAMBURA NJUGUNA Europe
LUCIANA PORTENTO Europe
HAPPY WATER TEAM / SUSANNE DULLE #6 Europe
HOEIDL SANDRA Europe
VIRZHINIA PETROVA Europe
KANGEN EUROPA SRL Europe
RUSLAN FLSTOC Europe
LILIA POGOLSA Europe
WORLD INTERNATIONAL NETWORK SERVICES S.R.L Europe
BALIO MIZU SRL Europe
DALGAROV LTD Europe
DALGAROV LTD Europe
SPECTORG Europe
NHAI MANH NGUYEN Europe
THI NHAN DAO Europe
TRAN THANH HANG Europe
WU JIN LIAN Hong Kong
LI KA WAI . Hong Kong
APEX NOVA ELECTROMECH PVT LTD India
NAVEEN AZAD India
MANDALA MOUNIKA India
SOMANCHI SESHA RATHNAM India
MURATHATI JOHN PRAVEEN KUMAR India
MULKAL RATNAKAR India
MOHIT India
UMA M CONS India
NIRMAL KUMAR JAIN India
VASUDEV RAJAY HUF India
LALITA PATHAK . India
JAI KUMAR SHRIVASTAVA India
CHAINURAM MARKAM India
HARDIK LAXMILAL KALAL India
JYOTSANABEN MAHESHBHAI PATEL India
DIPAK RAMESHBHAI KESHRANI India
RAKESHKUMAR ISHWARLAL BHIMANI India
JENISH MAGANAL India
MAMTABEN HITESH SONANI India
SUMIT KANUBHAI PATEL India
MISTRY GANPATLAL AND SONS India
GITABA ARJUNINSHI DEVADA India
MOTILAL ALAJIBHAI ZALA India
BHAKTI SANJAY PANCHAL India
BHARTIBEN SUDHIRKUMAR CHARKHAWALA India
SHILPABEN DHINESHBHAI KANANI India
RAJESH BHURAO NAGPURE India
VANITA VINOD GAUDANI India
SARAT KUMAR SAGI India
INDURU YESU RATNAM India
KING’S WORLD India
BHATTIPROLU SRI SATYA India
VISHNU ENTERPRISES India
TRUPTI HEMASHBHI SAKARIYA India
KOTADIYA SUNIL BHUPENDRAKUMAR India
KOTADIYA NIKITA SUNIL India
UPADHYAY ASHABEN JAYDEEP India
NAKUL KANCHHAL India
VIRENDRASINGH UDAYSINH SOLANKI India
AVANI NIKHILBHAI DESAI India
NITESH KANCHHAL India
ROSSHYDAH FITRIANI Indonesia
藤原 裕子 Japan
BARON ANGELIE VIOLA Japan
元石 一寿 Japan
KONEYAMA SAKI Japan
LEE YOON CHING Malaysia
LUCIA AZUR CALO Philippines
BIN LO Thailand
DAVID JOHN MILLER #2 Thailand
DO VAN LOI Thailand
NGAN THI DUYEN Thailand
CAO VIET CHUONG Thailand
VO BICH NGAN Thailand
NGUYEN VAN TY Thailand
TRAN NGOC TUONG Thailand
TRUONG THANH THUY Thailand
MICHELLE MEISNER USA
5 AND BEYOND WELLNESS / ADENIKE ADEKUNLE USA
Use Our Business Intelligence Tools

Distributors who are E8PA members can log in* at www.E8PA.com to use powerful business management tools like the 8-Point Sales Report, the Distributor Genealogy Solution and more.

** If you don’t know your password, please contact your local office. All passwords are sent via email upon registration.