



Louisa Lui

1978, F5

General Manager, Amway Hong Kong Limited

### **SPCS Made Me What I Am Today**

If you ask around to gather views on the traits of a typical Paulinian, you shouldn't be surprised to hear, quite often, that Paulinians know what they want in life, have a sense of mission and are determined to pursue their goals. Louisa Lui fits in with such a profile.

In adolescence, it was all very clear to Louisa that being presented the chance to study in St. Paul's Convent School was going to open up opportunities for her – and that she had to work hard to grab those opportunities.

"A good secondary school gives you hope. That was a view that a lot of people held when I was a student. Looking back, I can't help to say how true that is."

Louisa is now General Manager of the Hong Kong operation of one of the most successful direct selling businesses in the world – Amway. Pure luck was definitely not what put her in this position.

Moving from a primary school where Chinese was used as the medium of instruction, Louisa worked extra hard at SPCS as subjects were predominantly taught in English. Louisa openly shared that her journey through SPCS was not all the time a smooth sail. It was a close shave when she narrowly evaded the cut for Form 6.

"I am so grateful that I received a conditional offer to proceed to Form 6. It was no time for slack and I was determined to prove myself." This she did. Graduating from SPCS, she secured a place at HKU, after which she worked at a bank and a trading company, and then she joined Amway in 1991.

Opportunities continued to present themselves along Louisa's career path at Amway. When given the chance to move from Director of Corporate Services, a more administrative role, to a frontline position, she again took up the challenge and worked up the corporate ladder to eventually lead Amway's Hong Kong business which, today, hires more than 100 staff and has a network of around 140,000 sales agents and customers.

Louisa strongly believes that SPCS has helped shape who she is today and prepared her for what she has achieved in life so far. I think that must be right. Being a mother of two and having a happy family and successful career, Louisa is not short of having achieved some major milestones. Apart from her determination to face challenges and to excel, from my meeting with her, Louisa strikes me as a warm

and genuine individual. Even her staff talks of her management style as one in which she always puts people's interests in the forefront. Louisa clearly remembers that SPCS' teachers and sisters taught and took care of Paulinians selflessly, setting up role models for Paulinians and inspiring them at the same time. I would not be surprised that this had a positive influence on Louisa who has her staff's career and needs at heart, a management philosophy that gives the business she runs a competitive advantage.

"One reason why I find Amway appealing to me as a company is the company's motto of 'Helping people live better lives'. This sense of service resonates with me. So does SPCS's motto: 'Being all things to all people'.

When asked what she thinks is typical of Paulinians, Louisa unreservedly said that Paulinians share a special and strong bond. "I still keep in close contact with many of my fellow Paulinians, in particular those who were in Form 1 with me. I always find it delightful to meet alumni over dinners, events or otherwise."

I can't agree with you more, Louisa! We had a delightful meeting and I really enjoyed chatting with you!

Written by Patricia Yung (1992, F5)