

Profile

A Long, Hard Road

by K.C. Barlow



Dedication and hard work bring Nan Chairaveewan a new life.

Houses. Cars. College tuition. International travel. Peace of mind. Financial freedom. These are just a few of the luxuries Nan Chairaveewan has discovered since making Sportron International an integral part of her life. As an executive director with Sportron Thailand, Nan leads a growing team of professionals dedicated to collective success and individual achievement.

“Sportron has totally transformed my life,” Nan says. An active 27-year-old, she has full confidence in Sportron’s nutrition supplements and weight-loss products. “It has a fantastic absorption rate, retention rate and better utilization rate than any other supplement I have known,” she says. “It also has no side effects.” Nan often uses her own experience as a selling point. “Sportron’s products helped me shed off 8 nasty kilograms! [about 18 pounds]” she says. “And to be slim and in good shape certainly enhances my confidence.”

Nan launched her Sportron career as a distributor. After a year and a half, she had managed to earn around 1.3 million baht, or approximately \$37,000, a month. By the end of her first two years, her total earnings were the equivalent to about \$285,000. “I am now debt-free,” she says. “I was able to buy my mother a house and pay for all of my siblings’ tuition fees! But more importantly, Sportron teaches me how to help people who want to succeed in network marketing.”

Hard Work Pays Off

Life has not always been easy for Nan and her family, and she is no stranger to hard work. When she was 13, her family declared bankruptcy.

“Everything was taken away from my family, including the family home,” Nan says. “There were a lot of problems, and in the end my parents ended up divorcing.” To help the family survive, Nan and her brother and sister were forced to find jobs. As a young teenager, she held a variety of positions, working as a typist, dishwasher, housekeeper, kitchen hand and waitress.

“We had to work very hard just to keep ourselves from going under,” Nan says. “I kept on working and studying at the same time until I was 21.” Eventually, she earned an honors degree in accounting from Rajamangala University of Technology in Bangkok, Thailand. She was grateful for her meager salary—the equivalent of \$300 a month—but longed to be able to buy her mother a home of her own. She began looking for part-time work. It was with that same spirit and determination that Nan took advantage of her introduction to Sportron and its many opportunities.

“After I was successful in losing weight, I started to study the business,” she says. “I found out that Sportron’s products are unique.” Nan realized Sportron was designed to help her succeed, which in turn helps her team succeed. “Sportron’s compensation plan is very attractive, as it is based on a consumer distribution network,” she says. “And most importantly, you can actually retire and have very high passive income once you are successful. Sportron has a very good financial background.”

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Sharing the Wealth

Nan has invested many years in Sportron, and she does not regret one day. “It gave me the skills to work on a team and has taught me how to inspire and lead my team to success,” she says. Sportron’s business model is designed to keep an entire team working toward individual and group goals to realize their ultimate success. To make that happen, Nan makes it known that she expects everyone in her organization to have a positive attitude and an open mind. “Arrogance only leads to failures,” she says. “You have to be open-minded to learn new things. You must also have a clear goal, and be clear with yourself about why you are in this business.”

The key, Nan tells her team, is prudent planning. She likes writing down goals and setting firm deadlines. “Your success all depends on how you make decisions and how you believe in yourself,” she says. “These qualities dictate whether you are going to be successful or not.”

Never Run Away

Nan likes to call it “learning from scratch.” She often reminds her team members that they will hit some bumps in the road ahead. It’s how they react to those bumps that will determine their success or failure. “Problems, obstacles and challenges play an important part in your life,” she says. “Without them, you cannot grow.”

She often uses her own life as an example when encouraging recruits to persevere. “You should never run away from problems or challenges,” Nan cautions. “You must also distinguish the ‘good’ problems from the ‘useless’ or ‘unnecessary’ problems.” By solving problems, she says, come the skills to bring about lifelong success.

As she looks to the future, Nan sees good things for herself and her Sportron team. “Everyone can succeed in this business if they put their hearts and minds into it,” she says. “Network marketing gives everyone an equal chance.” Her goal is to be the first woman in the world to attain Sportron’s highest status—National Vice President. “More importantly, I want my team to be just as successful as I am.” ■

Home Country:

Thailand

Sportron Status:

Executive Director