

## Good looks can be a Double-Edged Sword

Having good looks can be a double-edged sword as well. Because of her outstanding sales results, she has faced prejudice by colleagues and only been recognised after 8 years of hard work.

Lusi Lim has worked in a global investment firm, selling investment products. In order to strive for sales result, immediately after completing her first week of training, Lusi started making cold calls to clients over the weekend. And on her first official day of work on Monday, she has already closed investment transactions at a whopping CAD\$80,000 (estimated SGD\$100,000).

However, sarcasm and speculations began to spread about her.

*“By the fourth day, I was almost drowned by sarcasm and gossips.”*



After 8 years of working with my colleagues from different departments, they began to understand my character and capability. It was then the gossips began to die down.

*“While I do not deny that having good look is a plus, you would also need a good combination of soft skills and capabilities to succeed.”*