



WHAT, HOW & WHY WE NEED TO BE A POSITIVE CONTRIBUTOR

TOP 120 QUOTES

Tan Sri Dr. Lim Wee Chai

Founder &

Executive Chairman of Top Glove

Note :

This book will capture 120 Quotes and 20 Philosophies of Tan Sri Dr Lim Wee Chai

Quote: Captures Tan Sri's statement expressing a specific idea or insight.

Philosophy: Captures Tan Sri's broader system of discipline, beliefs and principles that guide his life, health and business.

Info : The difference is that a quote captures a moment of thought, whereas a philosophy defines a sustained way of thinking.



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Tan Sri Dr Lim Wee Chai.

Top Value Books Sdn. Bhd.
201101011206 (939336 - V)
Level 21, Top Glove Tower,
16, Persiaran Setia Dagang
Setia Alam, Seksyen U13
40170 Shah Alam, Selangor
Tel: +603-3362 3098

Author: Tan Sri Dr Lim Wee Chai

Design by: Nur Anis, Iffah Nabilah, Nora Salena Rashid University of Cyberjaya

Editorial: Firoz Abdul Hamid, Michelle Voon, Ng Kai Yee, Justin Ng Yu Xuan, Wan Anis Mariza, Lim You Wei, and Joly Soh Yen Sing, Su Sieng Mee, Mandy Tan.

Section 1

What is a Positive Contributor?

Philosophy 1

WHAT IS A POSITIVE CONTRIBUTOR?

A positive contributor is one who **works and earns more** income to cover his/her expenses and costs.

How do we become positive contributors?

By working 10% more, harder, smarter, faster and being hands on to improve our income and earnings; and earning more than our costs and expenses. We must also **prevent/minimize the four M.A.C.C.** costs: **Mistakes, Accidents, Cheating and Corruption**. We can add value by doing our superior's jobs. However, we will increase costs if our superiors are doing our jobs.

P2

Why we need to become a positive contributor?

To survive in the market and **have a better future**.

Are You and Your Team Members Positive Contributors Every Day and Every Month?

Please **check and evaluate** yourself correctly and get feedback from your superiors and colleagues

P3

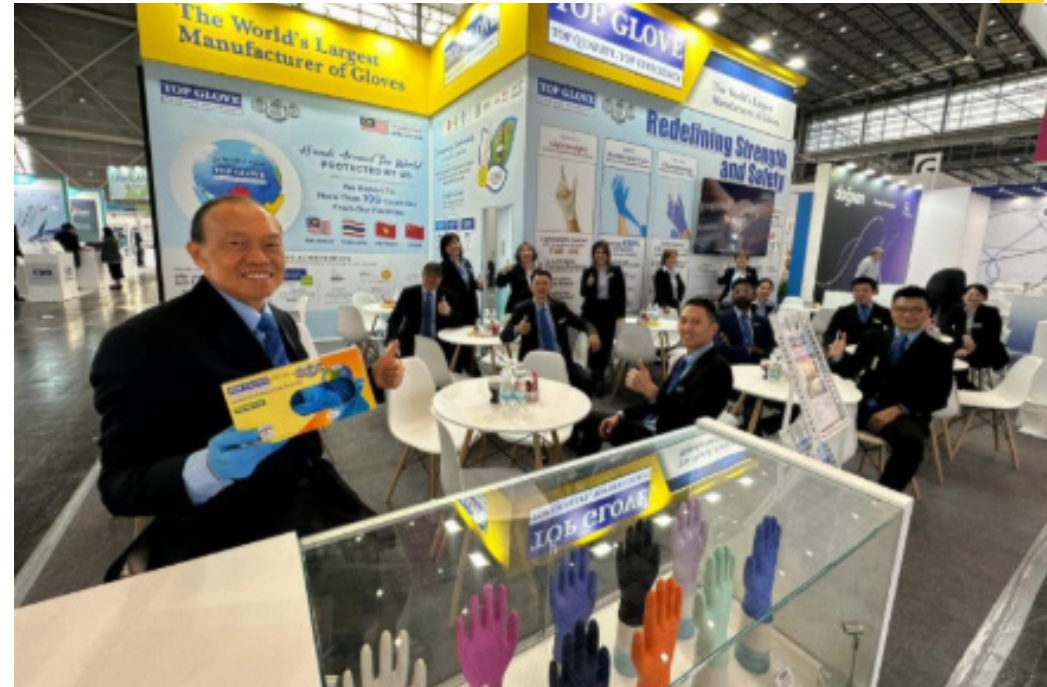
Quote 1

How to survive in the market and have a better future?

- a. **Must Know** by learning and **improving knowledge**;
- b. **Must Do** with discipline and **be proactive**;
- c. **Must Teach** by sharing knowledge and **promoting teamwork**.

April 2025

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Quote 2

Why is Positive or Zero Better than Negative?

The business environment is very volatile and challenging.

Anything can happen anywhere, anytime.

The race is ongoing. During tough times, it is normal if we are unable to expand or grow bigger.

We can still grow on a smaller scale or not grow temporarily.

July 2024

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However, we cannot afford to go negative.

When there is no rice, we can still eat porridge.

Similarly, low or zero sales orders are better than returned gloves or containers.



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Quote 3

How Do We Measure Self Worth and Value?

Our true worth and value depends on our
**uniqueness, skills,
discipline, strengths and passions.**

We each have our own profit and loss account. We must stay fit, alert and healthy so we can work hard, smart, hands on and fast to earn enough to cover our costs, have reserve and prevent the four M.A.C.C costs

August 2023

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Quote 4

Why Do We Need to Empathise with Others?

When we empathise, **see things from their perspective** and understand them better.

An employee may find the boss over bearing and hard to please.

However, to the boss, an employee may appear to be careless and lack initiative

A customer may think that a **business is too profit driven**. For the business, customers may seem overly demanding and too selective.

Different viewpoints can lead to better decision making.

August 2023

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Quote 5

Why Do We Need Both Hard Work and Intelligence?

Hard work is one of the most important value for a person. Hard work is essential during tough times, as it helps us become tough people.

Being Intelligent is Equally Important

60% of people demonstrate either hard work or intelligence, while 20% lack of both.
20% of people demonstrate both hard work and intelligence, which are needed to do well.

November 2023

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Quote 6

Importance of Being Focused

Staying focused **enhances** quality and cost efficiency. Focusing allows us to prioritise tasks, manage time effectively, and maintain a clear direction toward our objectives.

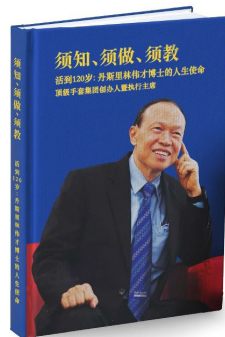
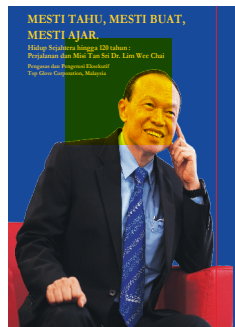
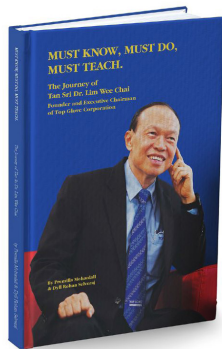
The way out of tough times is to be tough on ourselves and our team; because **tough times create strong men** and **strong men create good times**.

December 2023

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