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NOVEMBER 2015



**GLOBAL
SUCCESS**

**20 YEAR
ANNIVERSARY**

**MEXICO: OPEN
FOR BUSINESS**

A Monthly Publication

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Sat: 10:00am - 3:00pm

www.GanoExcel.us

New Promotion

Gano Excel recently launched its newest promotion: All Things Point to Hawaii. The qualifiers will enjoy a variety of bonuses ranging from \$500 to \$1,000 and an all-inclusive trip to Hawaii as the final prize. Every Affiliate has the opportunity to achieve, whether you are new or have been with Gano Excel for some time. Qualification is listed on the rules and regulations on our website at www.ganoexcel.us.

Within a couple of weeks of launching the promotion, we have seen a major result of motivated participants. Seven people have already qualified for the Hawaii trip, and a dozen of Affiliates have been rewarded with additional bonuses on top of their compensation plan. The field leaders are working hard with their teams to create massive results. Will you be a part of the result?

There is still time left in the promotion. You can qualify or help someone to qualify for the paid rank of Gold, Platinum or Diamond. The promotion period is between cycles 352 through 368, which goes until the end of year. All qualifiers will be recognized and awarded on the stage at our 20th Celebration event.

If you have questions about the promotion, you can find additional information on our website. You can also contact Gano Excel customer service for more information at (626)-338-8081. We hope to see you there!

Malaysia – 20-Year Celebration of Gano Excel

Twenty-four leaders from Gano Excel USA attended the 20-year celebration of Gano Excel! The two-week trip to Malaysia, Thailand, and Japan was inspirational and demonstrated the power of sharing Ganoderma lucidum throughout the world by Affiliates in 60 countries. The mere sight of thousands of Affiliates in one location from Asia, the Americas, and Europe - cheering, singing, dancing, sharing cultures and uniting in the mission of Gano Excel - was an awe-inspiring event. There was a parade of Nations in which representatives from 60 countries carried their flags across the giant stage and stood together united, as partners of the Gano Excel family. On this trip the world became smaller, borders and barriers were lowered and the commonality was the mission to share Gano Excel. The world sat with the Affiliates and leaders who have partnered up to propel Gano Excel's mission for the next 20 years. Who amongst you will be on the next journey?

20th Celebration

Attention beloved Gano Excel Affiliates! Due to a high volume of interest, our tickets for the 20th Celebration on December 5th are almost sold out! If you haven't had the opportunity to purchase tickets, you can purchase them directly from the back office or by contacting our customer service line. For those of you who are planning to attend this event from out of state, Gano Excel has teamed up with the Sheraton Fairplex Hotel & Conference Center to provide you the best experience possible. We have negotiated a special rate for hotel accommodations so that our guests can stay conveniently and comfortably while they attend the party in Southern California. Purchase your ticket now!





GLOBAL SUCCESS

Last month Gano Excel hosted its 1st Global Achiever's Convention in Kuala Lumpur, Malaysia to celebrate its 20th Anniversary as an international company. During the opening ceremony, in a room of Affiliates representing more than 60 countries, the global success of Gano Excel over the past 20 years was profound.

U.S. Affiliates stood next to Affiliates from all over the world receiving Global Achievement Awards, and it was an incredible experience. It showed the level of success U.S. Affiliates have had, and also what can be achieved globally by being a part of Gano Excel.

One question that needed to be answered was how do we support the millions of Ganoderma products consumed every year? Gano Excel has an incredibly dedicated global sales force to handle the millions of loyal customers worldwide. The convention provided an opportunity for Affiliates to tour Gano Excel's state of the art plantation and manufacturing facilities.

The Global Convention was an incredible success and has allowed Gano Excel Global to evaluate its past success and how to move forward as a global company. There are a lot of exciting things being planned and the future is bright here at Gano Excel. So please continue to enjoy Gano Excel's incredible products and know that the best is still to come!



20 YEAR ANNIVERSARY

Since 1995, Gano Excel has strived for excellence, introducing North America and many other countries to the perfect combination of health and wealth. Our founder, Mr. Leow Soon Seng, had a clear vision of how to SHARE the benefits of Ganoderma lucidum with his enriched line of products, ranging from infused beverages to personal care items to supplements.

For twenty years, Gano Excel has carried out his mission. We have expanded into 65 countries and have gained more than 500,000 Affiliates worldwide. Our company's continued success is based on the dedication and efforts from our family of Affiliates who not only SHARE the vision, but also live the life that Mr. Leow dreamed.

The time to celebrate this momentous milestone in our company's history is finally here! On **December 5, 2015** join us for "20," a celebration of health, wealth and love. It will be an evening of inspiration, dancing and camaraderie; the perfect beginning to the next 20 years of leading the direct sales industry. Come and SHARE the dream of bringing health and wealth to everyone in the world.

Twenty years in the making, this event will sell out quickly! There are still some tickets left, so get them while they last. You can get your tickets by contacting your upline, visiting your back office or contacting **Customer Service at 626-338-8081**. We will see you there!

JOIN US

DECEMBER 5TH 2015
TICKETS ARE LIMITED



HEALTH WEALTH LOVE

MEXICO

OPEN FOR BUSINESS



Gano Excel is an international organization, and it is always exciting when a new country opens its doors for business. As a company that puts people and their businesses before anything else, it is a milestone. This milestone means hope and opportunity, and it is meant to be shared with everyone.

On September 21st 2015, Gano Excel officially opened its doors in Mexico City! The opening attracted hundreds if not thousands of Gano Excel fans from across Mexico to arrive in Mexico City. Many were joyful that the premium products were finally available for purchase in Mexico. Many were also excited about the new opportunity Gano Excel brought to the city. Within just a few days of opening, Gano Excel's name quickly spread; People started talking and meetings were set. Needless to say, the opening was a success.

According to National Coffee Association's Coffee Drinking Trends 2013, Hispanics are leading the way in coffee consumption. The number of coffee drinkers has significantly passed other ethnicities in the nation and it is continuing to grow. This suggests strong growth in not only direct selling, but also in the coffee industry as well. This edge gives Gano Excel the perfect opportunity to solidify its presence in Mexico.

For business owners, the ability to conduct business wherever you go is undoubtedly your best weapon. Gano Excel Mexico has a fully equipped

facility that allows you to conduct your business at the office. Gano Excel's opening in Mexico has helped many U.S. Affiliates who have relatives and families over in Mexico to further prospect. For questions about signing up, Auto-ships, product ordering, logistical shipping, and any other Affiliation-related concerns, there is now a physical location for people to go for all their needs.

Even with our strong reputation around the globe, the market that we have penetrated is still far less than 1%. What does that mean? It means that there are still people who don't have any idea of who we are and what we offer. It is our responsibility, both as Corporate and as Affiliates, to relentlessly go out and share our mission and products with everyone. It is our mission to make sure that Mr. Leow's words get delivered to every corner of this planet.

Currently, Gano Excel Mexico has a full staff of customer service representatives that worked tirelessly around the clock to provide support and answers to our questioning fans and Affiliates. We kindly remind all our U.S. Affiliates to direct anyone that you may know who's interested in our product or opportunity to contact our Mexico location. The customer service number is (55) 4195 – 0598. This will help them get the most precise and accurate answers. For any other additional information, visit www.ganoexcel.mx.



LEADERSHIP SPOTLIGHT: VERONICA CARBAJAL SOLIS

Veronica Carbajal Solis believes that leadership is a privilege, and that a leader has a responsibility to serve others and train them to adopt the same commitment of replicating those efforts. She believes the true qualities of a leader are humility, great listening skills, being coachable, and possessing a love of their team. She lists former Presidente Benito Juarez as one of her inspirations. He was a leader who rose from humble beginnings and lead Mexico to success, though all the odds were against him. Along Presidente Juarez's personal journey, he maintained respect for the people and was blessed with their respect in return.

When asked about identifying leaders, Veronica said that some people are born leaders and other leaders can be developed. She believes you can spot a leader five minutes into a conversation. She says their qualities just jump out at you and they command the room. These leaders possess a code of ethics and conduct themselves with grace and dignity. Their manner and how they treat people set them apart. These are all traits that Veronica admires of people in leadership roles.

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Veronica was attracted to Gano Excel at her first meeting and was moved to join Gano Excel when a speaker said, "God is our boss and the world is our office." Her own views and ideas of the way she wished to conduct business had come together at the right time with the right company, and the decision was easy. Before joining Gano Excel, she had hoped for a lot of things, and after joining she realized a complete change. Veronica discovered that the POWER was within her and her dreams were attainable because of who she was, is and continues to be every day.

At every meeting, Veronica expresses her sentiments and shares how Gano Excel made all things possible. She shares with her guests how to pave a path for their dreams to be possible. She re-directed her life with one simple decision - a decision to share the benefits of Ganoderma lucidum with the world.

Today, Veronica is very excited to be part of the company's growth in the United States. Her belief is that Gano Excel will become a household name across the USA and be a product in every home.



EMERGING LEADER: LEO CARILLO

Leo Carrillo is a shooting star, an emerging leader. Spend five minutes with Leo and two words come up often in that conversation: honesty and integrity. The former Marine and Police Officer speaks from his core about integrity, pride and teamwork. When asked to describe leadership qualities, Leo said learning is first and foremost. He says a leader must continue to grow every single day and learn from interacting with others, not just from books and courses. Next, a leader must apply those lessons to help others lead. Leo says a leader also has to understand people who are different, have empathy and apply lessons learned to help them help themselves.

One of Leo's greatest thrills is to see a team member receive their first check. To see the realization that success with Gano Excel is real, and that, with continued practice and commitment, it can be consistent and scalable. These moments and snapshots of the team members drive Leo to commit to his team with his entire being.

Leo also portrays a strong commitment and belief in Gano Excel's products. He believes this is extremely important to one's success because having a healthy and whole life is the goal of most people. To share this opportunity with others is an amazing and powerful purpose in one's life.

Leo's military and peace officer experience fostered a team environment. Leo says that leading a team to success boils down to each member being trained and motivated. The success of the team is dependent on each individual's performance.

Leo, we are glad to have you aboard!



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LIVING UP TO OUR FULL POTENTIAL

RANK ADVANCEMENTS

Corporate would like to take a moment to thank our Affiliates. We applaud every effort, hail every Coffee Break, support every Coffee Party and cheer your continued enthusiasm at each event. It's all for you! Everything we work on, think about and promote is for you, our Affiliates. We've launched new tools, kept you up-to-date of events, and taken you with us on our travels abroad via social media. We are constantly cooking up new promotions to help you succeed and grow your down lines.

The following quote by Elinor Smith is appropriate for all Affiliates rising in rank: "It had long since come to my attention that people of accomplishment rarely sat back and let things happen to them. They went out and happened to things."

It makes us proud to know you use the tools, demonstrate earnestness and drive, prove your commitment and bare your belief in our mission, "Health and Wellness" for all! Our heartiest congratulations to the following Affiliates for their dedicated hard work:



PLATINUM



Blanca Cuevas De Resendiz
Rank: Platinum

GOLD



Carlos Sanchez
Rank: Gold



Ignacio Castro Juarez
Rank: Gold



Sonia Rivas
Rank: Gold

SILVER



Jose Velasco
Rank: Silver



Jeison Ocampo
Rank: Silver