

SEPTEMBER 2017

SHARE



SPEAK THEIR LANGUAGE

FINDING TOUCHPOINTS WITH YOUR PROSPECTS

**SOCIALIZE:
IDENTIFYING FUTURE PARTNERS**



gano excel

Life gets busy.

Your week fills up pretty fast. Between carpools, meetings, and keeping everything in order, there is hardly a moment to spare. Thankfully, there is the *sweet, blissful enjoyment of your favorite hazelnut coffee.*

With **GanoCafé Hazelnut**, you can get away without going away. One cup delivers that luxurious escape you need to take on the busiest of days ahead. Breathe in the rich Hazelnut aroma while you deliver hundreds of powerful nutrients to your body.

Go ahead. Take all the time you need.

GanoCafé Hazelnut. Made to be shared.



CEO MESSAGE



Statistically, about 5 million tons of materials passed through the Port of Los Angeles each day last year. From there, the materials hit the railways and highways that get them where they need to go from San Francisco to New York. The system is quite impressive. Together the Interstate system makes up 47,000 miles of road across the U.S. These interlocking highways connect to every part of the country the way that pathways spread across the human brain, or how you connect with every person that you come in contact with.

Every relationship can be seen as an interchange between your success and theirs. Their *why* will lead them to where they want to go, and your *why* will lead you to yours. In this moment, those two paths cross. What an amazing opportunity! You may journey alongside someone for an hour, or a day, or many years. You can always use that time, however long. As connectors we are helping people get to where they want to go.

This fall, never be afraid of making a new connection. Out there are the people that are going to help you achieve your dreams! The more connections we make, the faster we will see health and wealth spread across the map and in our own lives. Let's make the most of our time and connections, and never give up an opportunity to SHARE.

Sincerely,

Mr. Ooi Chin Aik,
Chief Executive Officer, Gano Excel | North America



A Monthly Publication

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CULTURE?
PROFESSION?

PERSPECTIVE?
FAMILY
BACKGROUND?



SPEAK THEIR LANGUAGE

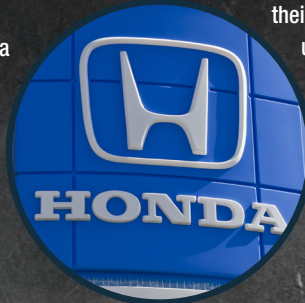
Knowing what to say with your customers is critical to success. What you mean to say may not always translate the way you think. In certain situations, it can make the difference between closing a prospect and losing them. Honda discovered this in 2001, preparing for the launch of their new subcompact vehicle. Honda liked the name "Fitta," for its European flair. After testing the name in a number of global markets, the Fitta had a problem. In several European countries, the name was translated into a vulgar term that would be offensive to the population. So, Honda decided to go with a different name, the Jazz. Only in a couple markets did it keep a shortened version of the original name. In the U.S., it is known as the Fit. Within three years, the model reached one million units sold.

Clearly, *it is of great importance to consider the language of the person to whom you are trying to market your product.* Despite every good thing you have to say about your product, if it doesn't translate for your prospect, you are going nowhere. Honda was able to overcome the obvious obstacles that come with foreign languages. However, many times someone's "language" can come down to their

perspective, culture, profession or family background. For instance, someone who comes from a family that values saving money may not feel the need to splurge on something extra.

Focus on speaking the language of each individual prospect. That is why it is more important to listen to their "why", then trying to tell them yours. Once you know what is important to your prospect, you can speak to them about Gano Excel using their own language and their own priorities. Let's use that example of the person who grew up always saving money. They may be interested in hearing about how small of an investment it takes to start their very own business, and how to save by signing up for Autoship.

By tailoring your conversations based on the priorities of your prospect, it will help them to see what Gano Excel can really do for them.



FINDING TOUCHPOINTS WITH **YOUR** **PROSPECTS**



Not every prospect is an immediate sale. In fact, the opposite may often be true: it will take several connections before a prospect is willing to give your product a try. It is nothing against you or Gano Excel, that's just how us humans work.

It is important to make connections with your prospect that move them toward saying "yes."

Use basic follow up techniques such as reminders, thank yous and check-ins. These should be sent as simple courtesies to help the prospect feel comfortable with you. When meeting in person, your prospect may mention something that is important to them, such as a hobby, a project at work, or a family member. You can say something such as "I'd love to hear how that goes," then, follow up with them about this after a week or two. Be sincere, and limit talking about yourself or the product except to invite the person to a second meeting or an event.

You can also ask for advice. Think about what your prospect is good at, and ask if you can meet to get their advice. Again, it is important to be sincere. Prospects do not like to be baited under false pretenses. However, this is a way to build trust with your prospect so that later you can approach them with an opportunity that will benefit them. Make sure to take GanoCafé product to the meeting and offer some while you talk about other things.

COMPANY UPDATES



ようこそ Maligayang Pagdating

Benvenuto

Shalom Vålkommen

אבה דורב אלס ו אלס

Bem-vindo

Willkommen

환영합니다 Selamat Datang

Hoan nghênh

Welcome ...to

OUR
CHINO, CA
GE HEADQUARTERS

Gano Excel USA headquarters has moved to its new location in Chino, CA!

The new building is looking awesome and we are so excited for the space to grow and serve you better!



¡VIVA! Promotion

Gano Excel wants you to live life to the fullest! That's why we are helping you take massive action to crank your business into overdrive this fall. Energize your efforts for huge returns that will launch you into lasting success.

Promotion launches September 12th. Stay tuned for details.

www.promotion.ganoexcel.us



Viva Gala – Celebration Event

Cue the lights! Raise the Curtain!

Get ready for a night of dazzling entertainment and excitement! Gano Excel brings the best of Las Vegas to the Pasadena Convention Center.

Here's your chance to party Vegas-style with Gano Excel on November 18, 2017! Join Affiliates from across the U.S. while we celebrate a year of tremendous success! Gano Excel's Viva Gala Event will be filled with unforgettable music, dancing and special messages from this year's Diamonds. Enjoy the perfect cocktail of elegance, extravagance and fun! as we recognize your accomplishments. Plus, we have an abundance of giveaways in store. Reserve your seat today for this magical occasion!

www.event.ganoexcel.us

"The most important things in life are the connections you make with others."

- Tom Ford



SOCIALIZE: IDENTIFYING FUTURE PARTNERS

Connecting with new prospects is a huge part of your Gano Excel business, and naturally you can expect to find yourself running into a lot of people. One of the first decisions you will make with a prospect is identifying them as a “1,” a “2,” or a “3.” ***Ones and twos form a solid foundation for your business***, no doubt about it. But it is the ***threes, those who will become full-time entrepreneurs themselves, that create growth***. How do you pick out the threes, and how do you know who is perfect for the role?

1. ***An easy place to start is with the prospects who self-identify as a “3” in your Coffee Break or 1-on-1.*** They are forthcoming about their interest in building a full-time business for themselves, but they need help getting started. Perfect! To better help them, find out what experience they already have and determine the types of training that will be best for where they are as an entrepreneur.
2. You will likely find prospects that are interested in the business opportunity, but are less sure of how much they are willing to commit. ***Always encourage your prospect with confidence.*** Think about how much this prospect shows initiative and follow through and you will have an idea of how successful they may be.
3. It is always encouraging to find prospects that ask great questions, as well as give great answers. They will be able to learn, as well as lead. These prospects may need some time in order to feel confident they are making the best decision, but that is a good thing. ***When they say “yes,” they are more likely to follow through and commit.***

Begin to look for these qualities in your prospects every time you connect. Are they showing up on time? Do they ask questions? What types of goals do they have for themselves? Soon, you will be able to spot the perfect business partner to help accelerate your business.





VANILLA HAZELNUT SCONES

Delicious vanilla and hazelnut flavors come together in a treat perfect for your next coffee break. Use protein-rich greek yogurt and nutritious GanoCafé Hazelnut to create fluffy, moist scones that are good for your health! These take the guilt away from having something sweet.

Scones:

3 ¼	cup all purpose flour
½	cup granulated sugar
4	tsp. baking powder
¼	tsp. salt
1	cup of vanilla greek yogurt
1	sachet of GanoCafé Hazelnut, prepared with 4 oz. boiling water

Toppings:

½	cup crushed hazelnuts
½	cup brown sugar
¼	cup butter
1	tsp. ground cinnamon

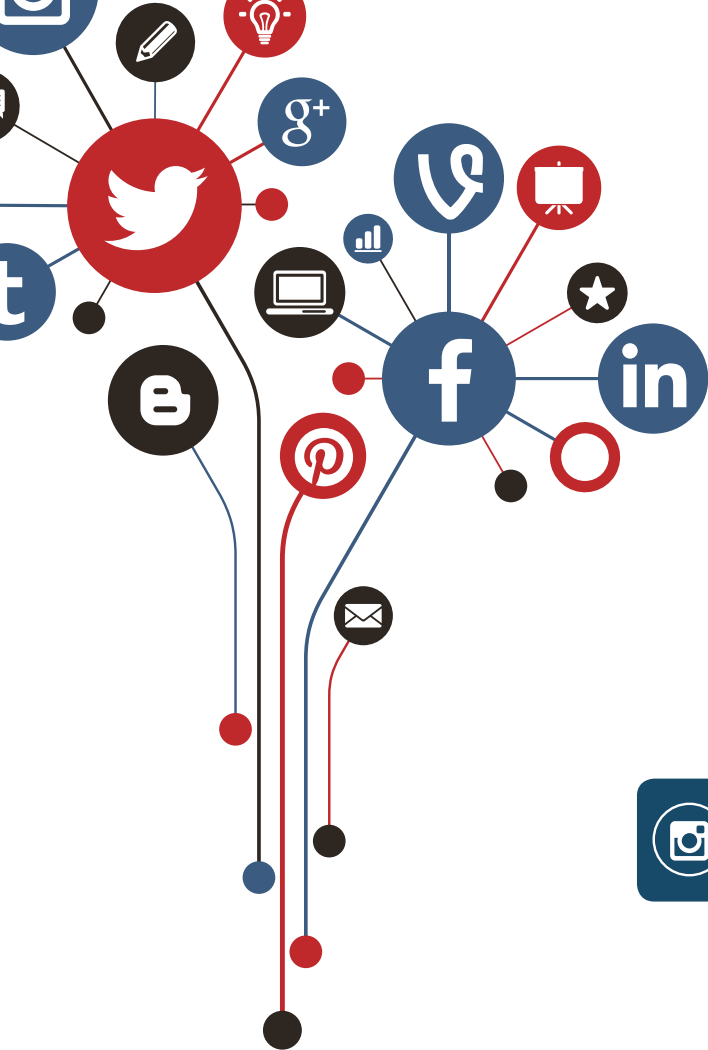
Directions:

1. Preheat your oven to 375 degrees. Prepare a baking sheet by covering with parchment paper.
2. In a large bowl, combine dry ingredients. Mix well.
3. In another bowl, combine greek yogurt and prepared GanoCafé and mix until there is a smooth consistency.
4. Combine dry and liquid ingredients, mixing just enough to moisten all dry ingredients.
5. Turn dough onto floured, flat surface. Knead gently until a soft dough is formed.
6. Roll mixture into a ball and use your hands to work into a large, round circle about a 1/2 inch in thickness.
7. Place dough circles on prepared baking sheet. Set aside.
8. Mix 1/2 brown sugar with 1/4 cup butter and 1 teaspoon of cinnamon. Stir in crushed hazelnuts.
9. Cut scone dough into equally-proportioned triangles.
10. Spread topping mix over scones.
11. Bake for 20-25 minutes or until lightly browned. Enjoy!



NUTRITIONAL FACT:

Hazelnuts contain a great amount of a vitamin called manganese. It ranks #2 in foods highest with the essential vitamin. Manganese is known as a bone-building nutrient. It contributes to healthy bone structure, bone metabolism, as well as creating essential enzymes for building bones. Along with Ganoderma lucidum, a diet rich in Hazelnuts is a great way to build a stronger body.



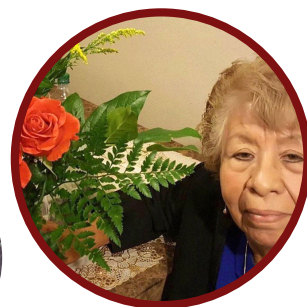
TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Andrea Barona, Eliana Giraldo and Ceren Yildirim!

Congratulations and thank you, Andrea, Eliana and Ceren for using social media as an important tool to leverage your Gano Excel business!



Instagram: Andrea Barona
"It's time for a yummy cup of coffee."



Do you want to be next month's Social Media Star?

Make sure to use **#ganoexcelusa** and **#ganoexcelnorthamerica** and tag us in all of your Facebook, Instagram and Twitter posts!



Instagram: Eliana Giraldo
"Good Morning :)"



CUSTOMER SERVICE CORNER



Social gatherings can be fun and beneficial for many reasons other than food. These gatherings are colossal opportunities that can lead to fruitful outcomes for entrepreneurs. Not only are you networking, but socializing can provide a number of benefits to your physical and mental health as well. So, the next time you head out to mingle make sure to take your favorite Gano Excel premium line product. Call **(626) 338-8081** – our customer service agents are excited to hear from you and eager to process your orders!



Instagram: Ceren Yildirim
"You can't make everyone happy, because you're not coffee."





MILO SANCHEZ



The strength of Milo Sanchez's family of entrepreneurs comes, first and foremost, from their gratitude to God for this company; second, from developing leaders who understand the importance of proper training which in turn helps people improve their health and quality of life, and grow a huge group of satisfied customers. It's important to invite those willing and committed to learn the basic facts and concepts of network marketing. As individuals, we need to have and develop a strong sense of professional ethics, to respect others, and to develop credibility and a good reputation. These qualities empower us to act in accordance with the mission and vision of the creator of our unique Gano Excel — Mr. Leow Sung Seng.

We need to understand that this is a lifelong mission, and it pays off to take action and put in all the time and effort required to build up a solid foundation. I'd like to mention many people. Due to space limitations, I will thank the leadership team of Carlos Cortez, Veronica Godoy, Ana Barona and Humberto Porix for their passion and commitment.

Don't let anyone blame you for misinforming them about this wonderful product and opportunity. If we do things right, as our industry and company require, even if you don't seek acknowledgement, healthy people and successful partners will always smile at you and thank you — and that is inspiring.

Ever-confident Milo Sánchez does what it takes to work as a team with those who understand this. And he'll go near and far to find those willing to improve their lives.

Wherever Gano Excel calls him, Milo will be there — ever committed.

GABRIELA ARREOLA

FRESNO, CA



Gabriela was born in Leon GTO, Mexico. When she was 16, her family moved to the United States. She now lives in Fresno, CA with her family. Gabriela first fell in love with the GanoCafé and GanoDaily products. Gano Excel's amazing products showed results she had never seen before! After she became a believer in the health benefits of Ganoderma lucidum and Gano Excel, she was inspired to pursue her health and wealth further with the Gano Excel business opportunity.

Seeing her children smile brings tears of pride to her eyes every day and it motivates her to work hard at her business. Her dream is to travel with her children and provide them with a great home in a great neighborhood. Becoming a Diamond with Gano Excel will get her there. For inspiration, Gabriela looks to her own mother. She has always been Gabriela's greatest teacher, bringing her up to be honest and hardworking. The greatest quality Gabriela sees in a leader is the ability to follow through and put action to their words. A leader will work relentlessly in order to come through for their organization. She listens, is transparent and is always ready to assist others in the organization. She looks for these qualities when enrolling future leaders to her team, and dedicates herself to exemplifying them herself.

When Gabriela meets with her team each week, they review their goals and teach practical ways to take action in their business, such as using the Back Office, techniques for prospecting, and the importance of enrolling in AutoShip. She also connects daily with her own Upline, Sergio Navarro Barba, who teaches her about managing her team well. They also discuss strategies on how to achieve her personal goals. By the end of 2017, Gabriela aims to reach Platinum with a paid rank of Gold or higher every single week.

LIDIA SANCHEZ

ARLETA, CA



Lidia Sanchez lives with her family in Arleta, CA. She loves to drink coffee, especially when it is accompanied with good food! After being introduced to GanoCafé, she saw an improvement in her health that motivated her to make a change. Gano Excel was the perfect opportunity. Lidia loves that Gano Excel allowed her to start focusing on her dreams and set some goals for herself.

For Lidia, it is receiving the keys to the house of her dreams. It all began with her first order of six boxes of GanoCafé in February of 2017. Within one week, Lidia saw the potential she had, through sharing a product that she loves and believes in, to reach her dream house. She decided to go 100% with her new Gano Excel business and purchased the ESP-3, and has never looked back. Lidia believes desire brings power, and that our desire to achieve our dreams is what empowers us to reach them. She aspires to be a leader who demonstrates such dedication to her team.

Lidia thanks Romina Gilmore for being a leader who does exactly that. She is fully committed to her team and constantly empowers them with training and motivation. Lidia and Romina meet every Thursday to go over goals and action steps. She has been there every step of the way, and the next stop is Platinum! Every time Lidia advances in rank, she knows she is one step closer to her dream coming true – stepping into the house of her dreams and calling it home.



LIVING UP TO OUR FULL POTENTIAL

Business happens when we open ourselves up to the opportunities that come across our path. Those opportunities, big and small, come when we take time to connect with those around us and SHARE. Connections we make today can create lasting success for years to come.

Join us in offering our sincere congratulations to the following Affiliates who have made it a priority to SHARE. Their achievement is a testament to their own hard work and dedication. **From everyone at Gano Excel, our compliments to your success!**

DIAMOND EXCELLERS

DIAMOND



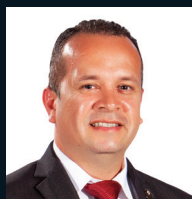
Ana Lorena Aguilar
Rank: Royal Diamond



Ruben Cardenas
Rank: Royal Diamond



Tomas Rodriguez
Rank: Royal Diamond



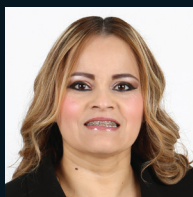
Walter Garcia
Rank: Royal Diamond



Milo Sanchez
Rank: Premier Diamond



Olga Yaneth Loya
Rank: Premier Diamond



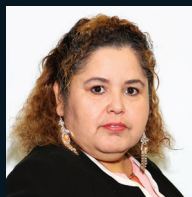
Blanca Solorio
Rank: Executive Diamond



Hipolita Gonzalez
Rank: Executive Diamond



Rene Marin
Rank: Executive Diamond



Rocio Peralta
Rank: Executive Diamond



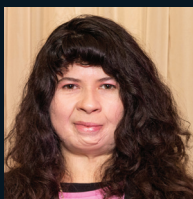
Sandra Estrada Morales
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



Erica Reyna
Rank: Diamond



Jersis Aparicio Hernandez
Rank: Diamond



Maggie Cardenas
Rank: Diamond



Rebeca Sanchez
Rank: Diamond



Rosa Licon
Rank: Diamond



Veronica Carbajal Solis
Rank: Diamond



Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

GOLD

Gabriela Arreola
Blanca Esmeralda Hernandez
Alma Herrera
Alberto Quintero
Lidia Sanchez

SILVER

Mayra Barbara Aguero
Elvis Ambriz
Alberto Ariza Martinez
Luz Dary Candelo
Jasmin Corona
Blanca Cortez
Abraham Garcia
Maria Gabriella Garcia
Angel Gonzalez
Lucio Gonzalez
Alvaro Hernandez
Diana Juarez
Susana Monge
Anna Nazario
Jorge Olivera
Alejandra Orozco
Antonio Perez
Ebidalia Pretel
Tamara Ramos
Hortencia Soria
Mildrey Urrego

BRONZE

Esmeralda Herrera
America Garcia
Maria Lizama
Maria Padilla