

SHARE

JANUARY 2018



 gano excel

A FEARLESS LEADER - SERENA WILLIAMS

AUTOSHIP: HIT THE GROUND RUNNING

ENERGIZE: A COMMANDING PRESENCE





 gano excel

It's time to get moving! GanoCafé Tongkat Ali is made with Ginseng and Tongkat Longfolia Jack to provide a major boost in your energy and stamina. It helps your body and is proven to improve your mood!

Take on the day with confidence knowing you are performing at your best. Take on the night knowing nothing will hold you back. Do more and feel great doing it, thanks to the power of Ganoderma lucidum.

Get ready. Energize. Go.

GanoCafé Tongkat Ali. Made to be shared.



CEO MESSAGE



Let me hear your battle cry! With a new year full of possibilities here at your doorstep, the time is now to place goals into action, put strategies into play!

You joined this business for an opportunity to make a change. There are countless reasons why. You may have been looking to supplement your income, or wanted to set your own schedule. You may have wanted to be your own boss, or to improve the quality of life for your children. With the start of a new year, this opportunity is ripe for the harvest.

Cast a vision for yourself and run for it. What are the achievements you have set your eyes on? It is time to build up your forces and lead forward to victory! Take up confidence and passion. Be a product of the product. Energize those around you to succeed. Sign up for AutoShip. With every advantage at your back, you are sure to achieve.

It is rewarding for us at Gano Excel to see each of you fighting for your dreams, and winning. I hope too, that you take this opportunity to make the difference in your life and in others' lives for which we all are here.

In the words of Mr. Leow, you are only limited by your imagination, desire and determination for success.

Ready; set; go!

Sincerely,

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



A Monthly Publication

CEO Message	3
A Fearless Leader - Serena Williams	4
AutoShip: Hit the Ground Running	5
Company Updates	6
Energize: A Commanding Presence	7
Product Highlight and Recipe	8
Customer Service Corner	9
Time to SHARE	9
Leadership Spotlight <i>Romina Gilmore</i>	10
Emerging Leaders	11
Rank Advancements	12



GANO EXCEL | USA
15439 Dupont Ave
Chino, CA 91710

Corporate Office Hours:
Mon - Fri: 8 a.m. - 5 p.m.
Tel: (626) 480 - 7550
Fax: (626) 898 - 9669

Customer Service Hours:
Mon - Fri: 8 a.m. - 5:30 p.m.
Tel: (626) 338 - 8081

Will-Call Hours:
Mon - Fri: 9 a.m. - 6 p.m.
Sat: 10 a.m. - 3 p.m.

GanoExcel.us

Cordelia
4455 S Central Way, Suite C,
Fairfield, CA 94534
(707) 563 - 6262

Denver
4621 Peoria Street, Unit H
Denver, CO 80239
(303) 468 - 8654

Fresno
3632 West Shaw Ave.
Fresno, CA 93711
(559) 892 - 0727

Irwindale 800
4981 Irwindale Ave., Suite 800
Irwindale, CA 91706

Rialto
223 South Riverside Ave.
Rialto, CA 92376

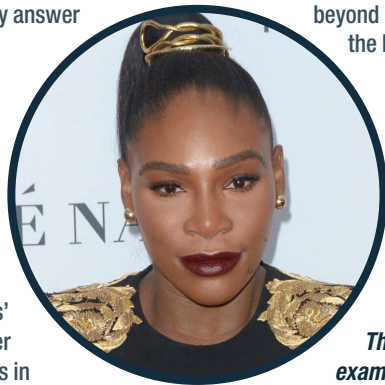


A FEARLESS LEADER - SERENA WILLIAMS

We all look up to leaders that display an unshakeable courage to move forward and get down to business. Everyone experiences fear. Did you know that it is one of the nine basic emotions according to developmental psychologist Robert Plutchik? When we say someone is fearless, it is not really that they feel no fear, but that they show no fear. A driving belief, often in themselves or a higher power, tames fear and energizes it into passion. Instead of holding back, they answer with action and preparedness.

Take Serena Williams for example. Serena is a tennis champion who has earned 23 Grand Slam singles titles, four Olympic gold medals and #1 world ranking in women's tennis on eight separate occasions. In 2016, Serena Williams was the highest paid female athlete, earning \$28.9 million in prize money and endorsements. She repeated this feat in 2017 when she was the only woman on Forbes' list of the 100 highest paid athletes. She and her sister Venus because minority owners of the Miami Dolphins in 2009, and Serena also started her Serena Williams Foundation offering aid, scholarships and other projects to provide for the underserved in her local community and around the world.

Serena took an opportunity in 2017 to write an essay that appeared in Forbes magazine on closing the pay gap, specifically for women of color. Serena is known for her fearless and fierce composure on the court, and it is no surprise her same tenacity comes through in



her writing. She writes about the hardship growing up being told she couldn't accomplish her dreams because she was a woman and, more so, the color of her skin. She writes, "Black women: be fearless." She and her sister's advocacy for equal pay has already made huge waves within the tennis community, having been instrumental in the decision to reward equal prize money to male and female players. Now, she looks beyond her own profession to the many others she can influence for the better.

Serena exemplifies a spirit of not letting fear, nerves or mistakes to prevent you from speaking and acting for the change you want to see. It starts by holding on to the idea that things can change. Embracing change allows you to let go of the idea that things will always be comfortable and familiar. Instead, by taking control of how you change, you can lead yourself in the direction of your dreams.

The Gano Excel business opportunity is another prime example of an open door to change lives. There can be fear in the uncertainty of starting your own business. There are seemingly endless stories of success that begin with someone wanting to make a change, but feeling limited by education or a current situation. It can start with a reason to be afraid, but these Affiliates tell a story where their determination was greater than their fear. By anchoring themselves in their why and leaning into their passion to achieve it, we see Affiliates everyday learn what it means to be fearless.

AUTOSHIP: HIT THE GROUND RUNNING



2018 is going to be a great year! We cannot emphasize enough how excited we are to see your business grow and thrive over the coming year. We want to do everything we can to help you succeed, starting now, in January. If you want to hit the ground running, one helpful tool to sign up for is AutoShip. AutoShip makes sure you never run out of the items you know you sell the most. This helps you focus your time on building your business and engaged with customer relationships, and less time tucked away with your inventory trying to figure out when and what to reorder. ***AutoShip allows you to receive automatic inventory shipped straight to your door on a monthly basis, and works best to supply you with your most commonly purchased product so that there is a smooth flow of distribution between you and your customers.*** It reduces the time your customers wait to receive their product if you have it at the ready.

You see, one of the major incentives for network marketers is that companies like Gano Excel save money by shipping directly to you. Where other traditional companies pay millions

on storefronts and advertising, Gano Excel gets to put that money into your wealth plan! ***AutoShip makes shipping your product straight to your door even more convenient and predictable.***

A smart way to place an AutoShip order is to start keeping track of what you and your most loyal customers order on a regular basis. It may not be necessary to order every product every month, but why risk running low on your most popular items? There are other benefits and incentives to using AutoShip too, like keeping your status Active and receiving flat rate shipping on qualifying AutoShip orders!

COMPANY UPDATES



In December, a stellar group of Affiliates and their guests enjoyed a luxury getaway to Blue Hawaii! It was a phenomenal trip! The group toured the Hawaiian islands in style and enjoyed snorkeling at Lahaina and a traditional Hawaiian luau, all while soaking in the breathtaking views of Maui. It is a trip we will never forget. ***Thank you to all who made it such a memorable event!***

"Passion is energy. Feel the power that comes from focusing on what excites you."

- Oprah Winfrey



ENERGIZE: A COMMANDING PRESENCE

History's greatest leaders tend to have a presence that makes their followers feel at ease. It is a presence that acts with authority and ability that helps people trust they are being protected. A commanding presence, though, is not just for military generals or supreme diplomats. You can adopt such a presence within your organization to energize your team and achieve success!

A commanding presence can be practiced by displaying confidence and self-assuredness, but it is much more than confidence. It is a calm, trustworthiness that you can provide correct information and handle a situation soundly. It earns the trust and respect of your followers to direct them to the destination they want to go. As such, although we may think of the gift of "command" as something abrasive or heartless, that is far from the truth when it comes to what makes a good leader. Here are some dos and don'ts to help make a commanding presence a habit you can practice over and over.

Do: Here are some tips to practice a good commanding presence!

- 1. Confident posture** - Make an effort to sit and stand upright. It conveys that you are comfortable with your situation.
- 2. Eye Contact** - Maintain eye contact when speaking to someone is a good part of active listening to make him or her feel comfortable.
- 3. Body Movement** - Try to relax and keep a calm demeanor, as rigid movement may convey fear.

Don't: It can be easy to slip into these common mistakes.

- 1. Act aggressively** - Although you may be trying to emphasize your authority, aggressive behavior can communicate you feel that you do not have control over the situation.
- 2. Obsess over errors** - Everyone makes mistakes, people see through denying that they exist, but apologizing profusely may not be helpful either! Admit mistakes and move forward as quickly as possible with what you have learned.
- 3. Pretend you know it all** - Admitting that someone else may have more information that you is not weak, in fact, if makes it easier for someone to trust the information will be correct.

Commanding presence is about trust. Calm reassurance that you know how to get the information someone is looking for can be a great way to introduce third-party validation too! Believe in yourself, and others will too.



NUTRITIONAL FACT:

Tongkat Ali is an herb native to Southeast Asia that has demonstrated an effect on testosterone levels, muscle strength and even mood. Combined with good protein, it can be helpful to developing healthy, strong muscles and encourage prolonged physical activity. When you have a lot on your plate, Tongkat Ali can help give an extra boost to energy and stamina.



COFFEE WHISKEY BBQ RIBS

Don't let the cold weather keep you from preparing the best Super Bowl eats! You can dish up these delicious baby back ribs from the warmth of your oven for an easy touchdown! And sure, make it an excuse to show off the wonders of Ganoderma lucidum by using GanoCafé Tongkat Ali. Serve and watch your crowd go wild!

Ingredients:

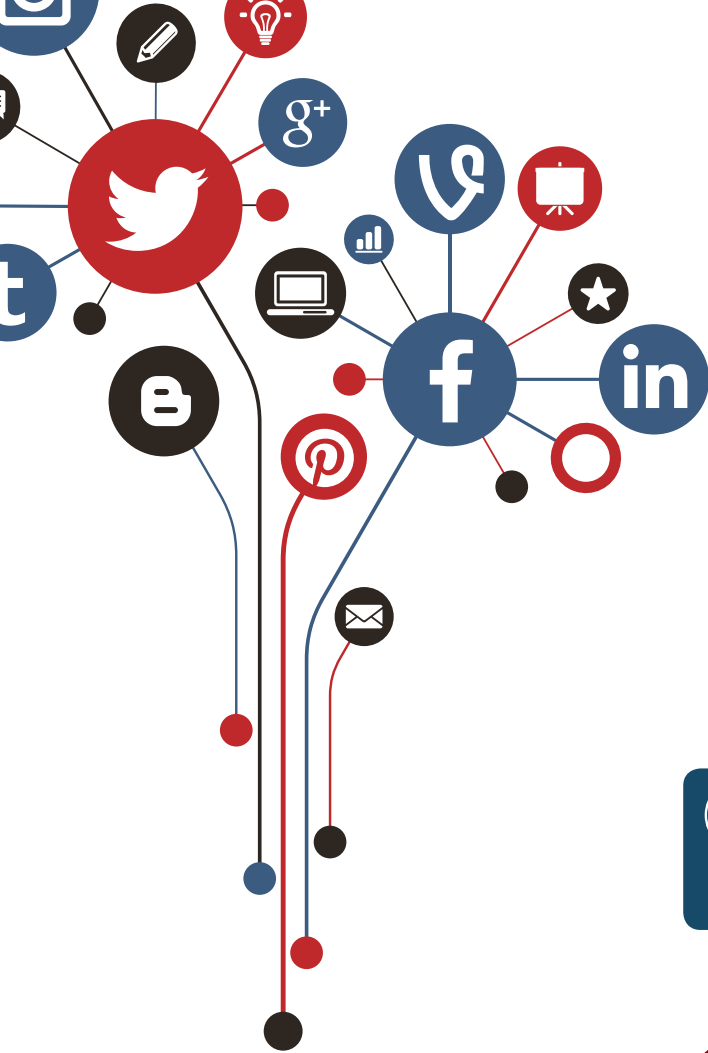
- 4 pounds baby back ribs, cut between bones into pieces
- salt and pepper to taste

For the Coffee Whiskey Barbecue Sauce:

- 1 ½ cups ketchup
- 4 cloves garlic, peeled and minced
- 1 small onion, peeled and finely chopped
- 1 cup firmly-packed brown sugar
- ½ cup apple cider vinegar
- ½ cup Whiskey
- ½ cup orange juice
- 2 tablespoons Worcestershire sauce
- 2 tablespoons Molasses
- ½ cup GanoCafé Tongkat Ali, prepared
- 1 tablespoon olive oil
- 1 tablespoon salt
- ½ tablespoon pepper
- 1 teaspoon smoked paprika
- 1 teaspoon crushed red pepper flakes

Directions:

1. Preheat your oven to 300° F, and line a baking sheet with foil.
2. Season baby back ribs with salt and pepper to taste. Arrange in a single layer on prepared baking sheet.
3. Cover tightly with foil and bake for about 1 to 1 1/2 hours or until fork-tender.
4. Meanwhile, in a saucepan, combine all BBQ sauce ingredients and stir until blended.
5. Over medium heat, bring sauce to a boil. Lower heat and simmer for about 1 hour or until thick and reduced by half.
6. Remove meat from oven and using tongs, dip ribs in the BBQ sauce to fully coat. Arrange in a single layer on baking sheet. Bake for another 15 to 20 minutes or until sauce is thickened and nicely caramelized. Remove from heat and serve hot.



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Zenon Cruz, Lucy Erosa, Rebeca Sanchez and Romina Gilmore!

Congratulations and thank you, Zenon, Lucy, Rebeca and Romina for using social media as an important tool to leverage your Gano Excel business!

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!

CUSTOMER SERVICE CORNER



Sure, you hear a lot that the time is now to act. Sometimes you may not feel fully prepared. We don't want to see you miss any opportunity to get the most out of your Gano Excel business, so we are here to provide help with any step you may be uncertain about. If it's just some basic information, or assistance with placing an order or walking through an enrollment, we are here to support you. Know that you can act now without having to act alone!

Give us a call: (626) 338-8081.



Instagram: Zenon Cruz

"The nutritional benefits are endless when you incorporate GanoCafé C'real into your diet."



Instagram: Lucy Erosa

"You can't start your day... without blessings or coffee."



Facebook: Rebeca Sanchez

"Enjoying a beautiful morning relishing my healthy GanoCafé. Happy Friday everyone."



Facebook: Romina Gilmore

"Thank you #GanoExcel for making this trip possible!"





ROMINA GILMORE



Romina Gilmore is originally from Arequipa, Peru, and currently resides in the San Fernando Valley of California. She joined Gano Excel primarily for the business opportunity. She always liked the idea of being her own boss and managing her own time, but she had zero business experience. She never owned a business, had a business education or investment saved up. She was fascinated that she could open her Gano Excel business simply with the desire to succeed. The opportunity is truly for anyone, if they are willing to do it. She also felt comfortable enrolling with Gano Excel because of the integrity of the product. Romina started with a high learning curve. She came to Gano Excel without any real knowledge of network marketing. However, she knew that she could share the product and bring two people to her team, and by starting with that simply concept, her business took off.

Romina learned from her mentors at Gano Excel that “you have to be, to do and be able to have.” She learned to see her success as a balancing act between personal development and acquired skills from experience in the field. She commits herself to spending a good amount of time in the field, about 60% of her time. She also commits to time training her team and attending events for herself. Attending Gano Excel’s events is very important to Romina. She sees it as a form of respect and gratitude towards the company. She believes there is no real success without any training. There is no such thing as a shortcut to success, and there is no profession that doesn’t require you to acquire skill. Romina trains her own leaders once a week and also holds an open meeting to present the business both as an outreach tool and to make an opportunity available for new leaders to step up and participate in the presentation. Romina also takes time to focus on her team personally. At least once a month, she gathers with her team informally, as a way of getting to know each other outside the business. They focus on the personal development of the team and how to work together. It creates a more harmonious environment, and Romina says, “When your team feels like a family and there is love for one another, there is more improvement.”

Romina is always on the lookout for new leaders to join her team, which is why she spends so much of her time in one-on-ones. She says she can spot a leader thanks to the time she spends in the field. She watches for leaders who teach by example, are disciplined and are always willing to be taught. They are the same qualities that she values the most in her own leaders and tries to exemplify herself. By building her team, Romina’s goal for this year is to reach Premier Diamond, buy her dream home in the city of Valencia, CA, and to experience one of her dream vacations in Fiji with her family. Her family is her biggest inspiration and it only takes one smile to reignite her passion for why she is in business. Spending time with them and providing for them are her biggest rewards.

HERMELINDA GOVEA

PACOIMA, CA



A word to describe Hermelinda Govea is dedicated. She has been with Gano Excel for about nine months and exudes passion for spreading health and wealth. Her goal is to create an organization that shares that passion. Hermelinda considers God to be her ultimate mentor. She believes that she can always overcome anything in life by trusting in God. For her, God always opens doors, strengthens and protects her. She is committed to accepting the opportunities that God brings and that is what brought her to accept the opportunity with Gano Excel. She is incredibly thankful and seeks to share the same opportunity with as many people as possible.

Hermelinda leads a women's group at her local church that is centered on empowering women for their personal and professional development. She believes that it is important for women not to feel limited, but to push past fear and expand their horizons wherever God is leading them. The group, "Madres Unidas en Esperanza" meets once a week for an hour. Hermelinda takes the opportunity with this group to share about her success with Gano Excel. She also attends meetings with her Upline, and takes time to learn about the product. The best education, she says, is being a product of the product. By using the product, Hermelinda has seen firsthand that it is trustworthy. It gives her the confidence for sharing the product and her testimony with others. It also helps, she says, that the Gano System makes it so simple to share and earn. Hermelinda believes that Gano Excel will be #1 in network marketing in no time.

LIBRADA PEREZ

ARLETA, CA



Librada Perez loves Gano Excel because it works! She joined the company about nine months ago, and has been amazed at the results she has seen from such a simple business. She has always wanted to go into business for herself. Opening up her Gano Excel business has been the perfect opportunity. Her mentor is Romina Gilmore, who is always motivating Librada by example. GanoCafé has always been effective for Librada's health, but it was seeing the integrity of the company through Romina's example that really sealed the deal on joining the company. One of the first lessons she learned is to fully commit – when you decide to do it, do it!

Librada credits Romina for always helping break down barriers for her in seeing what she can accomplish. Librada is working on having a robust organization of her own. Her goal is to have five solid Golds in her organization and reach the rank of Diamond. It is important to her, like her mentor taught her, to give her best. Librada is determined to reach her goal by participating in all meetings with her Upline. She joins meetings out in her area once a week and also travels to the Irwindale Opportunity Center for a weekly meeting on Wednesdays. She teaches her team by keeping it simple – as simple as sharing your testimony about the product and the business. She focuses on how easy it is to recommend something that you believe in 100%. She sees Gano Excel growing like wildfire, and soon expects that everyone will know of Gano Excel.



LIVING UP TO OUR FULL POTENTIAL

Gano Excel is very happy to celebrate and recognize the following rank advancements for their commitment and dedication. As emerging leaders, these Affiliates have demonstrated their ability to motivate others and set positive examples for existing and new Affiliates. These Affiliates act, they make it happen. It takes courage and discipline to advance and inspire others to do the same.

To these outstanding leaders and Affiliates, we appreciate and recognize your efforts and journey.

DIAMOND EXCELLERS

DIAMOND



Ana Lorena Aguilar
Rank: Royal Diamond



Olga Yaneth Loya
Rank: Royal Diamond



Ruben Cardenas
Rank: Royal Diamond



Tomas Rodriguez
Rank: Royal Diamond



Walter Garcia
Rank: Royal Diamond



Erica Reyna
Rank: Premier Diamond



Milo Sanchez
Rank: Premier Diamond



Blanca Solorio
Rank: Executive Diamond



Hipolita Gonzalez
Rank: Executive Diamond



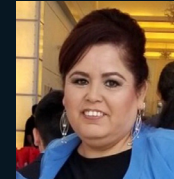
Maggie Cardenas
Rank: Executive Diamond



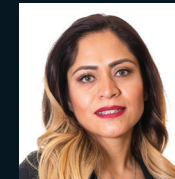
Marivel Santoyo Huizar
Rank: Executive Diamond



Rene Marin
Rank: Executive Diamond



Rocio Peralta
Rank: Executive Diamond



Sandra Estrada Morales
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



Jersis Aparicio Hernandez
Rank: Diamond



Rebeca Sanchez
Rank: Diamond



Rosa Licon
Rank: Diamond



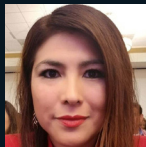
Veronica Carbajal Solis
Rank: Diamond



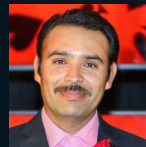
Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

PLATINUM



Romina Gilmore
Rank: Platinum



Norberto Montero
Rank: Platinum



Sergio Navarro Barba
Rank: Platinum

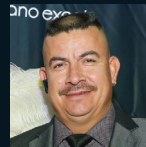


Lidia Sanchez
Rank: Platinum

GOLD



Abelardo Paz Duarte
Rank: Gold



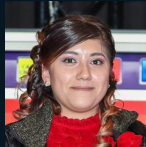
Bogarin Ortega Solis
Rank: Gold



Jose Luis Santoyo
Rank: Gold



Felipe Arellano
Rank: Gold



Leticia Isabel Barraza
Rank: Gold



Librada Perez
Rank: Gold



Macedonio Zuniga
Rank: Gold



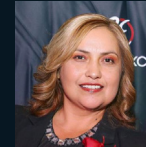
Maria Garcia
Rank: Gold



Maria Isabel Garcia
Rank: Gold



Maria L Duarte
Rank: Gold



Maricela Cisneros
Rank: Gold



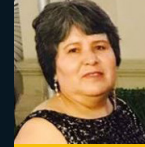
Rosa Lilia Guzman
Rank: Gold



Rosa Linares
Rank: Gold



Salvador Villegas Sandoval
Rank: Gold



San Juana Garcia
Rank: Gold



Sofia Vasquez
Rank: Gold



Vickie Aguilar Mendez
Rank: Gold



Victor Zuniga
Rank: Gold