


SHARE

FEBRUARY 2018



 gano excel

THE POWER OF TESTIMONIALS

YOUR BUSINESS WEALTH PLAN

SOCIALIZE: "THINKING OF YOU"





***Sometimes,
it is all about
the chocolate.
We prefer ours hot.***



Enriched with Ganoderma lucidum, GanoCafé Schokolade delivers big on chocolate, and big on health.

GanoCafé Schokolade. Made to be shared.

CEO MESSAGE



I don't know about you, but when I think about February, it is almost equivalent with Valentine's Day. Talk about the power of marketing! Nevertheless, all that buzz about romance and love can never shake Gano Excel from my mind. When I think about bouquets of flowers, I think about how our founder Mr. Leow Soon Seng developed his farming skills through years of cultivating beautiful orchids in Malaysia. When I think about boxes of chocolates, I think about the delectable products like GanoCafé Mocha and Schokolade that we have launched to bring the health benefits of Ganoderma lucidum to more people. Certainly thinking about diamonds can only bring to mind all of our fantastic Diamond leaders around the country and around the globe!

One of the most fascinating aspects of diamonds to me is seeing all the facets. I think about how that multidimensional look is what makes a diamond so beautiful to look at. In that way, Gano Excel could be described as its own diamond, with all of its dimensions being made up of all sorts of individual people that have found health and wealth through the power of Ganoderma lucidum. I'm constantly amazed at how applicable our opportunity is to people from such a variety of backgrounds. We recognize that Ganoderma lucidum has the power to improve health and wealth for every household, no matter what situation you find yourself in. That is why we provide such a flexible wealth plan. It's why we encourage our Affiliates to become products of the product. It's what produces story after story of empowerment and encouragement.

Take a look at your team and your prospects this month and celebrate what makes each person unique. What makes your story with Gano Excel personal? We are excited to invite you to our Meet Me in Malaysia trip this October to SHARE your story with us in person, as well as other great events we have planned throughout the year.

I look forward to hearing your story very soon!

Sincerely,

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



A Monthly Publication

CEO Message	3
The Power of Testimonials	4
Your Business Wealth Plan	5
Company Updates	6
Socialize: "Thinking of You"	7
Product Highlight and Recipe	8
Customer Service Corner	9
Time to SHARE	9
Leadership Spotlight <i>Blanca Solorio</i>	10
Emerging Leaders	11
Rank Advancements	12



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THE POWER OF TESTIMONIALS

Gano Excel has an incredible product. Ganoderma lucidum is truly a wonder when you consider all of the nutrients and benefits packed into a mushroom the size of your fist. We could go on and on about it (and we do)! The opportunity to earn simply by sharing Gano Excel with others is equally incredible. We love hearing story after story about how Ganoderma and the Gano Excel opportunity have changed lives for the better – both in health and wealth! That’s what we are all about. What makes it special, more than anything we could say for ourselves, is that these are real, true stories from Affiliates like you. There is more power behind using your own personal testimony than any video or brochure. That is why we encourage each person to be a product of the product. It’s also why we love to see you set goals and celebrate reaching them.

Great leaders apply this wisdom to their own story and encourage their organizations to do the same. Each person on your team has their own story about Ganoderma lucidum and Gano Excel. Take some time to practice harnessing the power of those stories with your team. Help your Affiliates identify the most impactful parts of their testimonial. ***Teach them how to use their testimonials with prospects in order to cultivate interest in Gano Excel.*** Some people will have stories that emphasize the product; others have a stronger testimony of the opportunity. Make it individual and personal to each Affiliate.

It’s not only network marketing that rewards business owners for using their own products. CEO’s often have a story behind how their business idea was born out of a search to find a solution for themselves. In the summer of 2004, Jeremy Stoppelman got the flu. When he went looking for a local doctor, he had a hard time finding trustworthy recommendations. He started brainstorming ideas for an online community where users could share recommendations for local services. Stoppelman created Yelp.com, an online site that did just that. Stoppelman not only ran the site, he used it! Today his profile page houses more than 1,300 reviews and more than 2,200 photos that he has posted over the years. Under his leadership, the website grew to become a \$4 billion company with 135 million monthly visitors and 95 million reviews. It turns out that other people found his idea useful for them too!

Jeremy Stoppelman didn’t just use his own site to help get it started. He has already checked in and posted from stores, restaurants and hotels he has been to in 2018. It not only shows that he believed in his product then, but that he continues to believe in it and find it useful. That must inspire you! Like Stoppelman, our stories with Gano Excel are not over. Think of the next place this product and opportunity can take you. Where in the world will you find yourself before even a year goes by? ***Never underestimate the power you have in sharing your belief in the product and opportunity! Make it your own, and SHARE.***



YOUR BUSINESS WEALTH PLAN

We happen to believe Gano Excel has the best wealth plan in the world! **There are 11 different ways to earn money with Gano Excel.** Depending on what you want to accomplish, some ways may seem more attractive to you than others. **We want to see health and wealth come to every household through the wonders of Ganoderma lucidum.** What does that look like for your household?

Not every family is going to have the same needs or goals. Still, we all have that “why” that keeps us going. Similarly, take some time to personalize your wealth plan to fit your particular “why” and your situation. Think of it like sitting down with a financial advisor to discuss your investments. Depending on your age, your goals and other factors, your advisor will tailor some suggestions to best meet your needs. Our wealth plan is set up to help a wide variety of situations. How will you use it to fit yours?

Identify the amount of time you have and the type of commitment you are willing to make. You will see that there are a lot of additional benefits for our Affiliates who set high goals for their business. Gano Excel loves its Affiliate leaders who run massively successful organizations. However, our mission is for all types! Whatever yours is, be as honest and realistic with yourself as possible.

Next, open up the Gano Excel wealth plan and determine what is the best match for your “why.” Some of our Affiliates love being their own boss, some love building a legacy, others love making a difference in the world. Work out which path will get you to your destination. Now you have your very own personalized wealth plan with Gano Excel! Once you have your personalized wealth plan in place it is about putting that plan into action. Remember, **Gano Excel is here to support you!**



Gano Excel is ready to start 2018 off right! Are you?

Here are a few of our most exciting events happening this year. Start planning ahead now and we will see you soon!



June 29 – July 1

G-2018 Event

The G-2018 Event in Las Vegas, NV: Explore the greatness of Ganoderma and the benefits of enriching everyday products for improved health!



LEADERSHIP SUMMIT

October 21 - 26

Top 1% Leadership Summit

Top 1% Leadership Summit in Bali, Indonesia: An exclusive event for Gano Excel's top 200 global producers – can you reach the summit?



October 27 - November 1

Meet Me in Malaysia

Meet Me in Malaysia trip: Get to know Gano Excel inside and out with a fantastic tour of GE's incredible world-class facilities in Malaysia and a chance to meet Mr. Leow.



December

E-2018 Event

The E-2018 Event in Los Angeles, CA: Celebrate excellence with Gano Excel and the successes of those who said "yes" to this amazing opportunity!

"Tell your true stories"

- Megan Shull

We will be touring the U.S. in 2018! Stay tuned for details on where and when Gano Excel will be coming to a location near you!

SOCIALIZE: "THINKING OF YOU"



Gano Excel relies on social interactions as part of its network marketing model. It is what makes Socialize one of our foundational values and the beginning of what it means to SHARE. When Socialize is done well, it enriches the metaphorical soil between you and your prospects. You can begin to plant seeds of hope for health and wealth. They will bud as your prospect grows to realize what is truly possible with Gano Excel, and the wonders of *Ganoderma lucidum*.

It is valuable to make the "soil" of social interaction as rich as possible. Personalizing each contact with your prospect does a great job at that. In running a business, streamlining makes things efficient. It saves time and builds consistency and routine. However, streamlining can run cold with prospects. There must be some way to prevent your prospect from feeling like a number, and

make them feel important to you. Adding small personal touches to your communications can go a long way.

Perhaps it is as simple as adding his or her personal name to a note. If you can recall something your prospect said or asked about, reference that in your message or voicemail. Help the person to feel remembered as an individual. You are not looking for a name on a list either! You are looking for an enrollee, a follower and leader in your organization. You may start out knowing very little about your prospect. That's ok! As many of our Diamonds know, great relationships and business teams can come from the time invested in emerging leaders. Take some time to add those personal touches and see what grows from the well-tended soil.



CHOCOLATE-COVERED STRAWBERRY BROWNIES

Tell someone special “I love you” with this special dessert! These delicious brownies are baked using GanoCafé Schokolade packed full of nutrients and antioxidants that helps the body perform at its best. Top it off with decadent chocolate-covered strawberries, for a sumptuous taste that is sure to make your loved one feel on top of the world!

Ingredients

Brownies:

7	oz semisweet or bittersweet chocolate, chopped into pieces
½	cup (1 stick) unsalted butter, cut into quarters
1	sachet GanoCafé Schokolade
3	large eggs
1 ¼	cups granulated sugar
2	tsp vanilla extract
½	tsp salt
1	cup unbleached all-purpose flour

Topping:

1	cup fresh strawberries, diced
½	cup chocolate chips
1	Tbsp butter

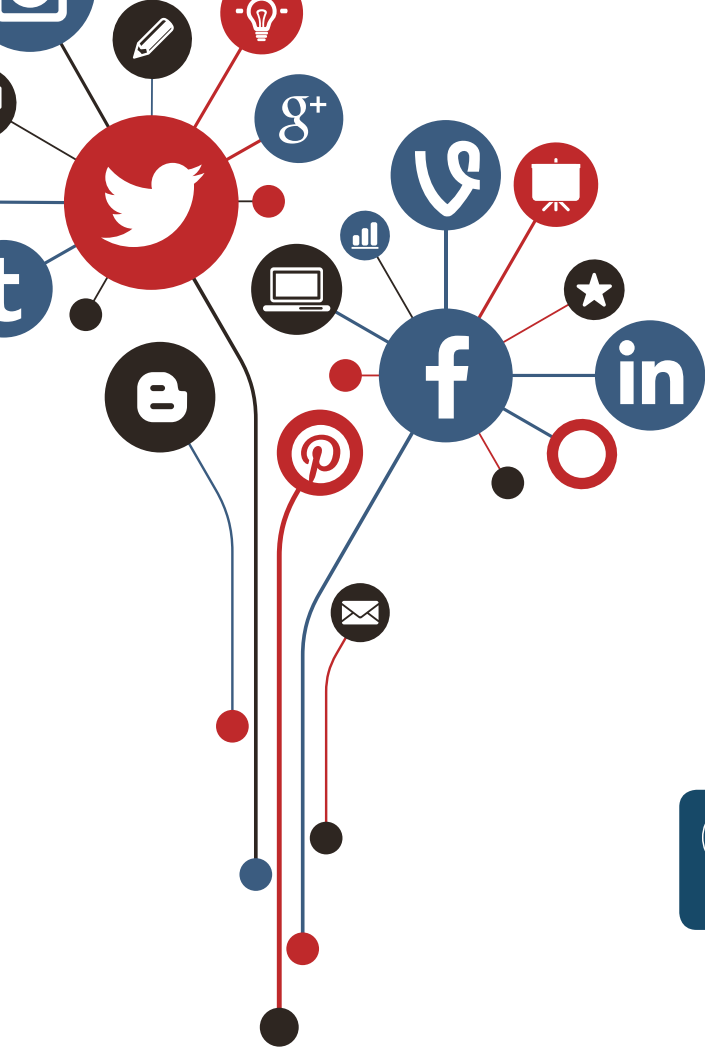


Directions

1. Preheat oven to 350 F. Spray an 8-inch square baking pan with non-stick cooking spray, set aside.
2. Over low heat, carefully melt the chocolate and ½ cup butter, stirring until smooth. Whisk in the Schokolade powder. Set aside to cool.
3. Whisk together the eggs, sugar, vanilla and salt in a medium bowl until combined. Whisk the warm chocolate mixture into the egg mixture. Then, stir in the flour with a wooden spoon.
4. Pour the brownie mixture into the prepared pan and spread the mixture with a spatula so that it is equally distributed in the pan.
5. Bake 35 to 40 minutes. Cool on a wire rack to room temperature, about 2 hours.
6. When the brownies are completely cooled, spread the strawberries evenly over the brownies.
7. Melt the chocolate chips and 1 Tbsp butter together over low heat. Pour evenly over the strawberries. Refrigerate for at least 1 hour.
8. When ready to serve, cut brownies into one-inch squares.

NUTRITIONAL FACT:

Set your eyes on this! Free radicals can cause nutrient deficiencies in the eyes that over time can wreak heavy damage. Nature's fighters against free radicals are called antioxidants, and they are prevalent in natural foods like berries and cocoa. Ganoderma lucidum has more than 150 of them in a single serving of GanoCafé! Combining powerful foods like these in your diet will help deliver free-radical-fighting antioxidants to protect your eyes and the rest of your body.



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Victor Antonio, Gina Garcia and Marie Pleitez!

Congratulations and thank you, Victor, Gina and Marie for using social media as an important tool to leverage your Gano Excel business!



Facebook: Victor Antonio

"Good afternoon everyone and have a great day at coffee gathering."



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: Gina Garcia

"I'm ready to cozy up to some good ol' cup of healthy joe."



CUSTOMER SERVICE CORNER



Congratulations on everything you are doing to better your health and wealth through Gano Excel! We are here to provide service and support to help you along your way. We believe 100% in our products and we believe 100% in you! Give us a call and let us help get you on your way. You can reach us at **(626) 338-8081**, Monday through Friday, 8 a.m. to 5:30 p.m.



Instagram: Marie Pleitez

"Before I go to bed, I want to S.H.A.R.E. this amazing soap infused with the purest goat milk"





EXECUTIVE DIAMOND

BLANCA SOLORIO



Blanca Solorio is from Visalia, CA and an amazing networker who connects people to their dreams. What got her started with Gano Excel? Like many Affiliates, Blanca was introduced to Gano Excel through sharing a cup of the signature Ganoderma-enriched coffee. As a matter of fact, she remembers drinking a cup of coffee while signing the application to join the company. Blanca was looking for more than great coffee, though. She was looking for an opportunity. When she learned Gano Excel was offering her the opportunity to support people in their health, as well as financially, she decided it was the right place for her.

She began to learn business skills she never had before. When she put these into practice she saw immediate results. When she saw how simple Gano Excel's SHARE model was, and that it worked, she became inspired to help others to do the same. Blanca adopts an attitude that anyone can SHARE. She has a unique ability to empower people to believe in themselves. That empowerment is reflected in her training. She holds two video calls during the week and attends six different Opens, each in a different city. She invests her time in training her leaders because she believes duplicating her efforts that way is what allows her to reach so many people in a single week. Training is important because it allows her team to be prepared. "Without training, you are working in vain with no real results," she says. She also holds Coffee Breaks and attends regional events and sees it as part of leading by example. Regional events are especially helpful because you are learning from other leaders and staying informed about tools and announcements from corporate. "It's all about being 'plugged in,' and that habit is crucial to ensuring that your team is plugged in too," Blanca says.

Blanca leads with a conviction that being a leader is not about imposing your own point of view on others. Instead, it is helping others succeed from their own point of view. She sees the potential of each person as an individual and she sees it as her job to help each one excel in his or her own strengths. That is the model of a great leader that Blanca aspires to be: one that inspires greatness in others. She values principle, hard work and problem solving. Just as her mom has been her teacher from whom she gleaned these values, she knows that she has the opportunity to teach these qualities to others. "When others are willing to learn," she says, "that is the first step toward becoming a great leader."

Inspiring Blanca this year is the dream of traveling to Malaysia and paying a visit to the GE global headquarters there. She loves to travel and has a great desire to see the place where our Ganoderma lucidum grows. She wants to see the whole process in person and witness the power of it all. Helping her to get through every day is the inspiration of her three children and her parents. It has been a tremendous blessing to give them a better lifestyle and it continues to drive her to keep her business going strong. She says it has been an incredible opportunity to work for such a solid, strong company that she believes will continue to be in business for a long time.

ROSA "DULCE" LINARES

LOS ANGELES, CA



Rosa "Dulce" Linares joined Gano Excel a little more than one year ago. She believes everything comes at the right time and she was ready for the opportunity. Dulce has believed in the power of Ganoderma lucidum from the start. She loves Gano Excel's idea for enriching delicious products like coffee and chocolate that make the many health benefits of Ganoderma lucidum easy for people to enjoy and share. It was when she saw the support and dedication that Diamond leaders gave to their teams that she felt ready and made the decision to start her Gano Excel business. Rocio Peralta has been a huge mentor to Dulce in this business. What continues to inspire Dulce is that Rocio doesn't leave anyone behind. She is always fair with her team and she is completely committed to her team's success. Seeing Rocio's example in these ways drives Dulce to do the same with her team.

Dulce wants to create income for herself from a consistent paid rank of Platinum, and has made achieving that rank a goal for 2018. She also wants to help create similar income for each member on her team. An important part of Dulce's dream is to see her team advancing alongside her. Dulce's goals motivate her each week to get out there and present the Napkin Presentation and the Wealth Plan. She invites her prospects to events in order to hear about the opportunity from others as well. To help stay focused, Dulce connects with her Upline weekly on a conference call where they discuss objectives and strategies for growing their organization.

Gano Excel is first place in Dulce's eyes. The company has it all: a quality product, a promising wealth plan and great leaders. She believes that with Gano Excel, anyone can succeed in health and in wealth.

MARIA ANA PINA MORALES

DELANO, CA



Maria Ana has been bringing joy to her team for more than a year now. She is a positive spirit who is always uplifting others on her team. It is the team spirit that drew Maria Ana to the business in the first place. She witnessed the unity and support exemplified by her Gano Excel leaders and wanted to be a part of an opportunity that provided that level of inspiration and fulfillment. It wasn't until she joined Gano Excel that she learned about becoming a product of the product. Since then, she has been amazed at the health benefits she has experienced, as well as the many other ways the opportunity has enriched her life. She believes in SHARE – the idea that sharing Gano Excel in her community is a way to help others have a better life.

Soledad Morales has been a great mentor to Maria Ana because of her commitment and unconditional support. Soledad is always accessible when Maria Ana needs help. She also attends meetings led by her Upline, Blanca Solorio, where she is able practice the opportunity presentation and sharpen her skills with network marketing. Maria Ana is always looking to learn. She studies tools like the Napkin Presentation and researches the benefits of Ganoderma lucidum. Blanca Solorio recognizes determination and perseverance in Maria Ana. It's not an anxious determination; it's a positive one that shows strength. A phrase Maria Ana is known for is "tell me what I have to do, and I'll do it."

Maria is working to become a Diamond with Gano Excel. She is excited about watching Gano Excel continue to spread health and wealth around the globe. It is the spark of magic that she has been looking for in a company. Now that she has found it, she couldn't imagine herself anywhere else.



LIVING UP TO OUR FULL POTENTIAL

At Gano Excel we are all about sharing – and that includes sharing in the excitement of one another’s success! Watching each person grow, achieve and discover a new definition of what is possible for them is a fulfilling experience. We love to watch as an Affiliate’s belief in a dream becomes a dream come true. With that achievement comes honor, and we are proud of each person advancing in rank this month.

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



Olga Yaneth Loya
Rank: Royal Diamond



Ruben Cardenas
Rank: Royal Diamond



Tomas Rodriguez
Rank: Royal Diamond



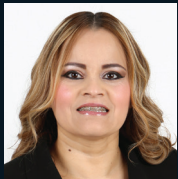
Walter Garcia
Rank: Royal Diamond



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



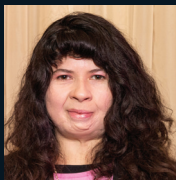
Rocío Peralta
Rank: Executive Diamond



Sandra Estrada Morales
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



Jersis Aparicio Hernandez
Rank: Diamond



Maria Casteneda
Rank: Diamond



Rebeca Sanchez
Rank: Diamond



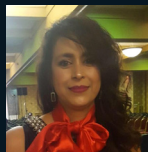
Rosa Licon
Rank: Diamond



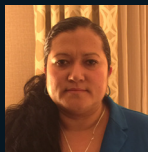
Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

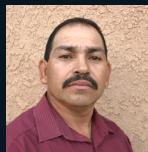
GOLD



Ana Mayett Vega
Rank: Gold



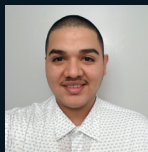
Celina Gonzalez
Rank: Gold



Elvis Ambriz
Rank: Gold



Ignacio Cervantes
Rank: Gold



Javier Leon Lara
Rank: Gold



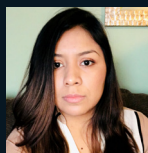
Jose De Jesus Hernandez
Rank: Gold



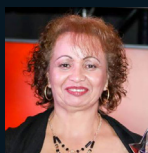
Lupita Lara
Rank: Gold



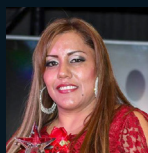
M-Jai Scotton
Rank: Gold



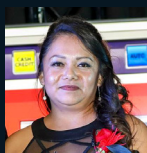
Maria G Mendoza
Rank: Gold



Maria Martha Sanchez Damian
Rank: Gold



Nancy Escalante
Rank: Gold

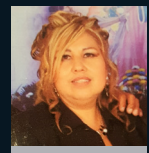


Maria Garcia
Rank: Gold



Teresa Lazaro
Rank: Gold

SILVER



Norma Ortiz
Rank: Silver



Oralia Ramirez
Rank: Silver



Ubaldo Zarate Hernandez
Rank: Silver