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MARCH 2018



**TOMORROW'S WORLD TODAY:
TURNING A DREAM INTO A REALITY**

IF MONEY GREW ON TREES...

HARMONIZE: 4 WAYS TO REACH YOUR NEIGHBORHOOD





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CEO MESSAGE



At Gano Excel, we believe we all can make a positive difference in our world. For us, it begins with the power of *Ganoderma lucidum*. Sharing as we do, the health and the wealth we spread can make dreams come true – for ourselves, our neighborhoods and even further. It is amazing what can happen when innovative people dare to dream.

The first of March, 1961, President John F. Kennedy issued an executive order establishing a new “army” of civilians who would volunteer their time and skills to travel to underdeveloped nations and assist them in any way they could. He called this force the Peace Corps. Some were skeptical of its intentions. However, over the next two decades thousands of Americans flocked to nations in Latin America, Africa, Asia and the Middle East to help. They built sewer and water systems, constructed schools, helped with agricultural production and more. In a time of great uncertainty for many people around the world, the Peace Corps offered its hand in harmony. The program still continues to function today with the same focus on human dignity.

It is an inspiration to the work that can be done when we allow ourselves to dream of a better future and act on it. It can be a small goal, like introducing your neighbors to the health benefits of *Ganoderma*. It could also be a big goal, like engineering new solutions for an entire population! Let’s dare to dream of what can be and work together to make it happen. Later this year, we want to celebrate your success by taking you on our Meet Me in Malaysia trip, and perhaps even the 1% Leadership Summit in Bali, Indonesia.

Start dreaming – the future is in your hands!

Sincerely,

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



A Monthly Publication

CEO Message	3
Tomorrow's World Today: Turning a Dream Into a Reality	4
If Money Grew on Trees...	5
Company Updates	6
Harmonize: 4 Ways to Reach Your Neighborhood	7
Product Highlight and Recipe	8
Customer Service Corner	9
Time to SHARE	9
Leadership Spotlight <i>Sandra Morales</i>	10
Emerging Leaders	11
Rank Advancements	12



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TOMORROW'S WORLD TODAY: TURNING A DREAM INTO A REALITY



Great things come from imagining a better future. Gano Excel's founder, Mr. Leow Soon Seng, gained a vision for the future through his decades of research on the many benefits of *Ganoderma lucidum*. Indigenous to his home in Malaysia, *Ganoderma* had always been familiar to Mr. Leow as a popular herb. However, upon scientific study, he gained a new appreciation for how valuable the herb truly was. It was then that he allowed himself to **imagine a future filled with health and wealth**, and made it his personal mission to make that dream a reality.

Like Mr. Leow, another CEO that dared to dream is Logan Green. Green spent his college days imagining a future where transportation was easier. A Southern California native, Green had grown up face-to-face with intense traffic problems that are practically a trademark of the Los Angeles area. While studying at the University of California Santa Barbara, he traveled regularly to and from Los Angeles. He became increasingly interested in solving transportation flaws he experienced. So, like Mr. Leow dedicated years of research to the cultivation of *Ganoderma*, Green dedicated himself to studying traffic. For several years, Green forced himself to travel without an automobile, relying instead on public transportation and carpooling.



Green was inspired by a 2006 trip to Zimbabwe where he witnessed crowdsourced carpooling programs on a large scale. He began engineering

car-sharing programs on his college campus and developed an app that allowed users to find and plan safe, reliable carpools. He named the app Zimride in honor of the Zimbabwe carpooling network.

Zimride developed initially at Cornell University and at UCSB. In 2012, Green shifted the company's focus from a college program to a larger mission that satisfied his imagination for a better future. Later that year, the company launched a smartphone app that expanded the company's services and reincorporated as Lyft.

Green's vision for safe, reliable, friendly transportation became a reality. In 2017, Lyft was valued at \$11.5 billion and is available in all 50 United States. Lyft has a positive reputation amongst its drivers and riders, thanks to its commitment to making ridesharing a good experience and ultimately a better alternative to owning a car.

Although Lyft may not be helping peoples' health and wealth, Green did see an opportunity to make a difference in his own way by helping people mitigate traffic. What do you imagine for a better future? **With Gano Excel, spreading health and wealth offers others a positive alternative to reality as they know it.** That may look like financial freedom, or breaking down personal barriers. **At Gano Excel, we can build that dream into a residual income that pays us while we are enjoying the things that make us happy... and all we have to do is SHARE.** No steering wheel required.

IF MONEY GREW ON TREES...



Now, we all know money doesn't grow on trees and there are no guarantees (except death and taxes, as they say)! Let's dream for a minute. Let's say you took the time and energy to plant a money tree in your home. You watered it, and helped it to grow. Once mature, that tree provided you with income for years into the future. Of course, being responsible adults, at first we would use that extra income to pay off bills, debts or other obligations. Imagine being past all of that and your tree still kept growing. What would you do with your residual income then?

That's right! A long-term stream of income as the result of an initial investment...that is what we mean when we talk about residual income with Gano Excel. So, really! How will you use that return on your investment?

Are your dreams in affording yourself a comfortable lifestyle?

Saving for a legacy to leave your family?

Making the world a better place?

Allow yourself to dream big. When negativity comes knocking at your door, remember those dreams. You could be a lot closer than you think!

Still have questions about residual income? Ask your **Upline** about **Gano Excel's compensation plan** or call **Customer Service** at **(626) 338-8081**. **No matter where you are starting from, we are here to help you reach your destination.**

Here are a few of our most exciting events happening this year!

Gano Excel brings Great to Excellent! We are going on tour across the USA to share our secrets to success. Save the dates below for a Great to Excellent event happening near you!



GREAT TO EXCELLENT IN FRESNO

MARCH 10
Fresno, CA

GE is coming to Fresno! Come hear Diamond leaders share their secrets to success with Gano Excel.



GREAT TO EXCELLENT IN COLORADO

APRIL 21
Colorado

GE is coming to Colorado! Come hear Diamond leaders share their secrets to success with Gano Excel.



2018
G STANDS FOR GREAT

JUNE 29 – JULY 1
Las Vegas, NV

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



GREAT TO EXCELLENT IN DALLAS

AUGUST
Dallas, TX

GE is coming to Dallas! Come hear Diamond leaders share their secrets to success with Gano Excel.



TOP 1% LEADERSHIP SUMMIT

OCTOBER 21 – 26
Bali, Indonesia

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



Meet Me in Malaysia

OCT 27 – NOV 1
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.



2018
E STANDS FOR EXCELLENT

DECEMBER 1
Anaheim, CA

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!

"The future belongs to those who believe in the beauty of their dreams."

- Eleanor Roosevelt



REST IN PEACE: JOSEFINA OROZCO

Our hearts were touched earlier this year with the passing of former Executive Diamond Josefina Orozco. She was beloved by many and an inspiration to even more. She was a shining example of pushing past limitations and achieving her dream. I am personally honored to see such character, and see the impact she had on so many, starting with her own family. Our greatest sympathies go out to her children, relatives and friends.

- Robert Paz, Director of Field Relations



HARMONIZE: 4 WAYS TO REACH YOUR NEIGHBORHOOD

How can you introduce the wonders of Ganoderma lucidum into your community? It's all about exposure. The more people see you with the product, the easier it is to share. Here are four easy ways – which one fits your style?



THE PERSONAL WAY

Have a party! In-home parties have their perks, but outdoor parties are swell too. Either way, it's an **easy and comfortable way to expose the product to friends and neighbors**. People see you using the product with a smile on your face, and often times it is easy to make available so that others can try it for themselves.



THE DIGITAL WAY

When posting videos and photos to social media pages, it is fun to “candidly” make sure your GanoCafe or GanoDaily product gets some screen time too. The more people see you with the product, **the more they will see it as a part of you**. Then, **it becomes more natural when you want to share more overtly about it**.



THE PROFESSIONAL WAY

Some Affiliates like to rent a market booth to share samples and collect leads. Put on your Gano Excel uniform of choice, business suit or other GE official apparel, and practice your talking points. Then, get out there and share your story and product. Even if it may seem more formalized at first, it can still **reach a lot of new people and gain a good first impression doing so**.



THE PAPARAZZI WAY

Imagine yourself as a celebrity, and every time you leave your house there are always at least a half dozen cameras trying to catch you in your natural habitat. Even when it seems like no one is paying attention, **you never know when you will bump into your next great prospect**. It's fun to anticipate who will catch you being a product of the product next!



PEPPERMINT MOCHA FRAPPE

The energy of peppermint and comfort of chocolate in one glass! Try this chilled beverage with breakfast, lunch or dinner packed with delicious flavor and healthy nutrients. A few drops of peppermint add stimulating freshness to this rich classic. Use GanoCafé Mocha to pack in the amazing health benefits of Ganoderma lucidum. It's simply a brilliant combination!

Ingredients

- 1 cup prepared GanoCafé Mocha
- $\frac{3}{4}$ cup full-fat coconut milk
- $\frac{1}{4}$ tsp natural peppermint extract
- Whipped cream for topping

Directions:

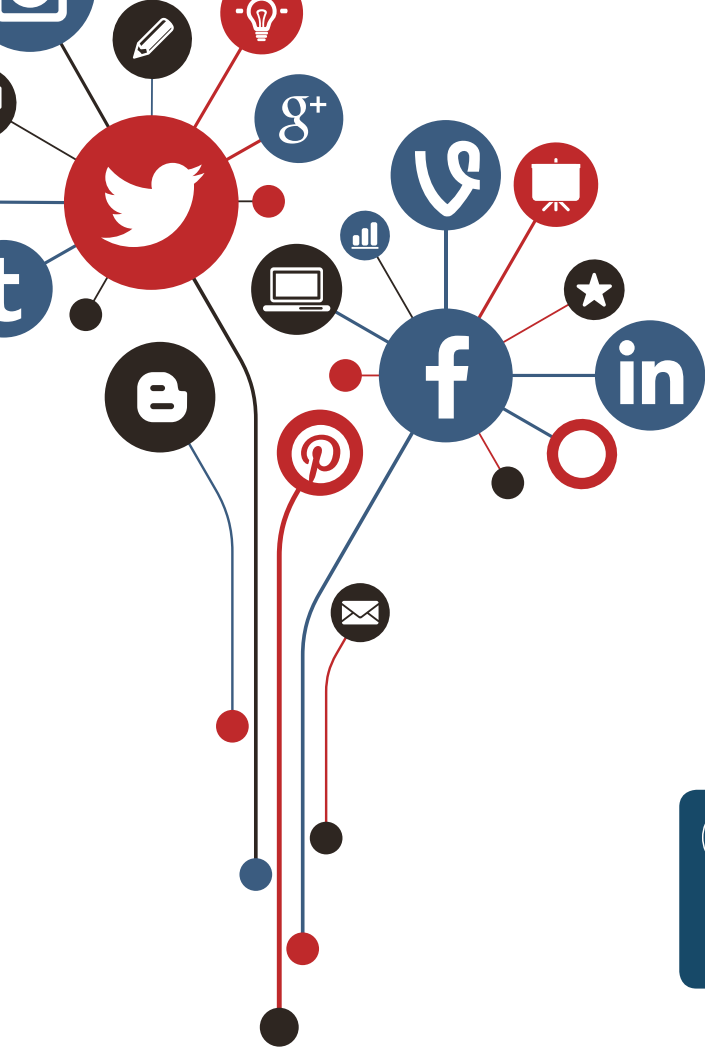
1. Pour the coconut milk into an ice cube tray to create 8-10 ice cubes. Cover with plastic wrap and freeze for several hours. Chill prepared GanoCafé Mocha in refrigerator.
2. Once ingredients are chilled, combine ice cubes, GanoCafé and peppermint extra in a blender and mix until well blended.
3. Top with whipped cream and serve immediately. Fresh mint leaf makes a great garnish!

Inspired by Minimalist Baker

NUTRITIONAL FACT:

Mint is a popular herb for natural stimulation of the mind. Its scent and flavor are used to energize the brain. Scientific studies have even explored its effects on memory retention! Like mint, Ganoderma lucidum is another herb known for its helpful effects on the body. It has shown to stimulate cell function in the body, giving a natural boost to areas like the brain and immune system.





TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Vero Godoy, Benito Farfan and Lupita Chaparro!

Congratulations and thank you, Vero, Benito and Lupita 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!



Facebook: Vero Godoy

"I won't do without my yummy Oatmeal with Ganoderma and spirulina. Rich in proteins and vitamins. A good breakfast to start the day. Care for some??"



Facebook: Benito Farfan

"100% in, from Fresno CA"



CUSTOMER SERVICE CORNER



Are you looking to connect with other Gano Excel Affiliates in your area? Our customer service team is here to help! We can provide information about local opportunity centers and events happening near you. We can also assist with setting up your monthly AutoShip, navigating your Back Office, answering questions about rewards and redeeming Excel Points! Contact us at **(626) 338-8081**, Monday through Friday, 8 a.m. to 5:30 p.m.



Instagram: Lupita Chaparro

"I invite you to drink some coffee"



SANDRA MORALES



Sandra Morales is originally from Mexico and currently lives in Fontana, California. She first heard of Gano Excel through its premium GanoCafé products. She decided to start drinking GanoCafé for her health and felt a tremendous difference. People began to notice a change in Sandra and would ask her what she was doing differently. She saw how easy it was to share about Gano Excel. Growing up, her mother taught her the importance of God, family and work. She has always known the value of working hard for what you have. Here, she felt like earning with Gano Excel was easy. “Running a business may not be for everyone, but anyone can recommend a cup of coffee,” says Sandra. “In that way, it is easily workable for anyone.” For Sandra, owning her own business has been a dream come true. She and her husband both get to work for themselves and provide a comfortable life for their three children. It’s been a huge pleasure to work alongside her husband and support each other in each other’s ventures...without the stress! “We are not stressed out, we are happy,” says Sandra. “That’s worth so much to us!”

As a leader, Sandra has learned the values of good follow up and accessibility. It is important to be available when her team or new prospects have questions, and to do the work to provide answers to their questions. That is something she has witnessed from her own Upline, Ruben Cardenas. She has seen Ruben eager to share what he knows with his team. He is constantly teaching and training teams how to earn more and maximize their potential with Gano Excel. “Ruben is someone who wants to see everyone succeed,” says Sandra. She is inspired by his spirit of sharing his knowledge and “secrets” with the entire organization. It’s also been inspiring for Sandra to see Ruben and his wife, Maggie Cardenas, as a power couple with Gano Excel. Maggie is an Executive Diamond, and the two are an example to Sandra of how you can double your success in this business with your significant other. “I love seeing that you don’t have to do it on your own, you can experience it all with your husband or with your wife,” Sandra says.

For Sandra, there is no big secret – it’s all about simply making the recommendation. Recommending the product and the opportunity is what opens the door. The rest is a team effort. She meets with her team weekly to talk through ideas and training, and works together with her Upline to provide more information to new prospects. It is exciting for her to see the spark ignite in others as they grow to see what is possible with Gano Excel. Sandra has her own spark as well! Her dream for this year is to buy a new home for her family, as well as purchase her dream car. “It is work and effort, but we will get there,” she says. “It’s going to be a great year. There is a lot to look forward to!”

MARICELA CISNEROS

MADERA, CA



Maricela has been with Gano Excel a little under a year, but she has already risen to achieve the rank of Gold. She witnessed the fascinating lifestyle that Gano Excel Affiliate leaders were able to afford for their families. She wanted the same financial stability for herself and thought to herself, "If they can do it, why can't I?" So Maricela made the decision to enroll as a Gano Excel Affiliate. The health benefits and financial changes she has experienced bring her confidence that she made the right decision. "It gives me hope," Maricela says. She loves that she can earn enough income to have a comfortable lifestyle and be her own boss at the same time. She's been able to become debt-free while being an Affiliate with Gano Excel, and now is looking to afford a college education for each of her four children.

As a leader, Maricela focuses first on her own education and development. The more informed she is, the better she is able to help her team. She reads books and listens to audios on a variety of personal and professional topics. Each week, she and her team meet to review tools and techniques for growing their business. They also participate in a weekly Open at the opportunity center in Fresno. She is currently working toward reaching the rank of Diamond, and hopes to achieve it before the end of 2018. Her mentors, Sergio Navarro Barba and Benito Farfan Jimenez, help her to stay persistent and encourage her to push past every obstacle.

Maricela dreams of seeing Gano Excel's products in every home and growing to having a huge presence, not just in the United States, but all over the world. She is determined to help Gano Excel reach every corner of the world by continuing to introduce new people to Gano Excel and educate them about the power of Ganoderma lucidum.

M-JAI SCOTTON

RANCHO CUCAMONGA, CA



M-Jai Scotton started with Gano Excel in 2009 after a hard hit in the real estate industry. To make matters more difficult, her health took a turn for the worst. It was during this time that her husband was introduced to Gano Excel's Ganoderma-lucidum-enriched coffee. He could not help but think of M-Jai. She vividly remembers the afternoon he brought the product home for her to try. She experienced a turnaround in her health that is hard to put into words. "It was an immediate feeling of relief," she says. Since then, she has been overjoyed. She and her husband began to share her health story fervently and soon had the fortune of reaching people all over the world. "We were able to reach thousands of people across 10 different countries," says M-Jai.

If an improvement in health were not enough, M-Jai and her husband Lovell have benefitted from earning income with Gano Excel. Instead of the hustle and stress of "the real estate game," M-Jai is able to earn the same income working from home and having the peace of mind that she is helping people with their health and wealth. With Gano Excel, she has been able to take advantage of creating residual income that you don't get from selling real estate. That income has been able to sustain a comfortable lifestyle for M-Jai, her husband and their three children. Another huge blessing has been the opportunity to touch the lives of others across all sorts of borders, languages and other barriers.

"It all starts with opening people's minds to what is possible," says M-Jai. She begins her team with personal development, and then showers them with education about Ganoderma lucidum. She encourages them to become products of the product, and understand how it all works. Lastly, she trains on the compensation plan. She believes that closing prospects is about finding how Gano Excel fits for them. "It should be a process of focusing on their needs, caring for them and helping them, not just trying to sell a product," M-Jai says. Her mentors are her husband Lovell, and her Upline, Ruben Cardenas, who are both great at distilling information into "golden nuggets" that are easy to grasp and teach to others.

M-Jai's goals are to earn \$100,000 with Gano Excel and to build the US market over the coming year. With confidence in the product, the opportunity and the support of her teams, she believes she will be celebrating success at the end of the year.



LIVING UP TO OUR FULL POTENTIAL

We are proud to see Gano Excel Affiliates answer the call for personal growth that helps them achieve success in their businesses. Dynamic communication, coping with negativity and coordinating schedules are all part of building and leading a successful team.

We celebrate the following Affiliates that have embraced the learning process and have achieved new ranks while embracing personal growth!

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



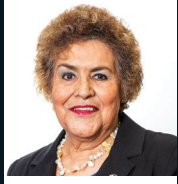
Rene Marin
Rank: Executive Diamond



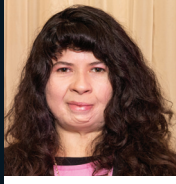
Rocio Peralta
Rank: Executive Diamond



Sandra Estrada Morales
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



Jersis Aparicio Hernandez
Rank: Diamond



Maria Casteneda
Rank: Diamond



Rebeca Sanchez
Rank: Diamond



Rosa Licon
Rank: Diamond



Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

SILVER



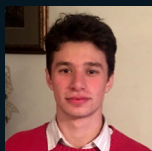
Jowon Smith
Rank: Silver



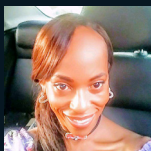
Lina Marulanda
Rank: Silver



Marco Millan
Rank: Silver



Mateo Perez Giraldo
Rank: Silver



Robin Freeman
Rank: Silver