

# SHARE

APRIL 2018



 gano excel

**AMAZING STRENGTH IN SIMPLE FORM**

**BUDGETING BASICS: TAKING POWER OVER SURPRISES**

**YOUR SECRET RECIPE FOR SUCCESS: AMAZING HABITS**





gano excel

# BE 3XCELLENT

.....●  
expose expand excel

Win up to 48,500 Excel Points  
with Gano Excel's **BE 3XCELLENT** promotion this spring!

Start winning Excel Points today to join us for  
**Meet Me in Malaysia** this November!

Promotion ends cycle 495 (June 3, 2018)

Learn more at [promotion.ganoexcel.us](http://promotion.ganoexcel.us)



# CEO MESSAGE



Prosperity is an ideal pursued by virtually every culture around the world. It often celebrates long life, wealth and a bountiful family. The road to prosperity is what each culture sees uniquely, but often includes in part some wisdom of our own, and some favor or fortune from the outside. You are in luck to have been introduced, whether by friend or new acquaintance, to the tremendous opportunity for health and wealth with Gano Excel. Now, it is in your hands to seize that opportunity for all that it can bring to your life.

Focus on every opportunity, both large and small. Each day is made up of thousands of moments we can use to develop smart, healthy habits that lead us further on the path to prosperity. They can be decisions about our bodily health, such as our diet or activeness. They can also be decisions about how we use our time, or how we manage our finances. When we take advantage of these moments to adopt healthy, productive habits, we experience a freedom from allowing these things to hold us back. Instead, we step forward unconfined and accomplished. It gives us a greater wellbeing and allows for more and more positive growth.

I treasure seeing Gano Excel Affiliates break through and overcome great challenges, and it starts with putting simple steps into action. Saying “yes” to doing some things differently – even as simple as drinking a new coffee or tea – can ripple across our daily events and help us get the most out of life. It can bring a greater sense of joy and hope, knowing that we are doing everything we can and making the most out of every opportunity. It is a prosperity that begs to be shared.

Take a look at what habits can help you get the most out of your day. Start now, and come to our G 2018 events in June or even our E 2018 celebration this December. I look forward to hearing about the health and wealth you have achieved.

Sincerely,

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



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## AMAZING STRENGTH IN SIMPLE FORM

*Ganoderma lucidum has been prized throughout the ages for its potency in providing health benefits to the human body.* Ganoderma is indigenous to forested regions across East Asia, in places such as China, Japan and Malaysia. However, wild-growing Ganoderma lucidum has always been very rare, which is why discovering Ganoderma lucidum was considered to be an omen of spiritual blessing. In fact, finding it would send entire villages into a festival of celebration!

The mushroom's benefits to physical and holistic well-being have been catalogued for centuries, but it wasn't until the middle of the 20<sup>th</sup> century that it became subject to intensive scientific study. Ganoderma was discovered to have numerous bioactive properties that benefit cellular health in the human body. However, Ganoderma today is still a rare luxury to find in the wild. Mr. Leow Soon-Seng, moved by the tremendous value of this "King of Herbs," dedicated himself to make Ganoderma lucidum available to the world. He took 10 years to develop his method for cultivating Ganoderma for optimal potency while still allowing it to grow naturally.

Today, 100% of Gano Excel's Ganoderma lucidum is produced using Mr. Leow's proprietary method at our own farm in Malaysia, ensuring each cup of GanoCafé delivers the highest quality Ganoderma extract. ***Our premium products provide the body with the best nutrients that Ganoderma has to offer, including hundreds of antioxidants, vitamins, and cell-boosting compounds.*** That's what makes Gano Excel a positive daily habit for your health!

The best part about adopting Ganoderma lucidum into your daily routine, is that Mr. Leow had the brilliance to infuse it into products that you use every single day. Gano Excel brings all of the health benefits of Ganoderma lucidum to things like coffee, tea, cereal and even soap! It may just be the easiest healthy habit you've ever put into action.



# BUDGETING BASICS: *TAKING POWER OVER SURPRISES*

*Gano Excel is a wonderful opportunity to earn profits and residual income by simply sharing Ganoderma-enriched products with others.* Sometimes, though, why does spreading wealth feel like such an uphill battle? It can seem that just when you pay off one expense, more can pop up and ruin your intentions! That's why it is so important to set aside some money every week to counteract a few culprits that can take the wind out of your sails and prevent wealth from really taking off.

**1. EMERGENCIES.** The first scenarios to consider are emergencies. You can define what constitutes an emergency expense, but typically these are unforeseen, immediate, and necessary expenses. Because you never really know when you will run into a major emergency, the best action you can take is to grow an emergency fund for yourself. It is so hard to let this money sit on the sidelines while life and investments beckon at it. However, in all likelihood, it's not a question of if, but when. When an emergency does come up, you will be glad that your savings won't let it devastate the money you need day to day.

**2. TAXES.** The second culprit is not nearly as scary as an emergency, because unlike misfortunes, taxes are completely predictable and easy to plan! Many times when you work for a traditional company, the wages you take home have already had taxes withheld and paid on your behalf. When you are your own boss, sometimes it is easy to forget to do that for yourself with your own wages. It is an amazing experience to be your own

boss, but don't set a trap for yourself! Making sure to set aside money each week or month for income taxes will not only keep you prepared, but also allow you to earn interest in the meantime! To best plan for taxes, consult a tax expert for advice specific to your situation.

**3. INSURANCE.** The third fund to consider is setting aside money for insurance – it will be your friend in the event of a bigger, badder emergency than what your savings can handle. We are talking about huge medical expenses, disasters, and other tragic catastrophes that threaten your life or property. You have worked so hard for your wealth, and these major events are difficult enough without also the predicament of finances involved. It is considered by many wealth experts a wise idea to protect yourself with three major forms of insurance: life, health and home. If you also own an automobile, you may also be required to pay for auto insurance (and should seriously consider it). In the case of the three major insurances, consider granting yourself the peace of mind of going above the minimum requirements.

It's time to show those surprise expenses a surprise of your own! Every situation will be different, so it is important to talk about your wealth situation and goals with an expert, such as licensed accountant or financial planner. With these basics under your belt, you will be well on your way to not just creating wealth, but actually building it toward your dreams.

*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 COLORADO**

**APRIL 21**  
*Colorado*

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



**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 18**  
*Dallas, TX*

GE is coming to Dallas! Come hear Gano Excel leaders from Texas share their secrets to success!



**OCTOBER 21 – 26**  
*Bali, Indonesia*

**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?



**OCT 26 – 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.



**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!

"We are what we repeatedly do. Excellence, then, is not an act but a habit."

- Aristotle



# ACTUALIZE: YOUR SECRET RECIPE FOR SUCCESS

There are some habits to success that all experts agree on. You will read many lists filled with habits such as waking up early, planning your time, finding time for exercise and getting enough sleep. It is also common to hear from successful “Actualizers,” like Oprah Winfrey, Arianna Huffington and Twitter CEO Jack Dorsey about the importance of finding time to disconnect and practice meditation somewhere in their days. Then, you sometimes hear about those quirky, eccentric habits that are unique to some truly groundbreaking individuals, such as Dr. Yoshiro Nakamatsu, whose bathroom is tiled in 24-karat gold in order to “block out radio waves harmful to the imagination.”

Inventors such as Benjamin Franklin and Nikola Tesla each had their own strange habits that are definitely not for everyone. However, they found what worked for them and kept on practicing, no matter how small or large of an impact it made on their days. Now is a great time to find out what works for you! You’ve already found the amazing wonders of adding Ganoderma lucidum to everyday habits like

coffee, cereal and brushing your teeth. **You also have an amazing opportunity to create wealth for you and your family by sharing this small habit with others!** What other habits can you bring into your own personal “recipe” to maximize your days?

For many people, making the bed at the beginning of the day is a gateway to more and more productive choices that follow. It brings a certain mentality that can trickle on and out into other parts of your day. In *The Power of Habit*, author Charles Duhigg calls this a “keystone” habit because it tends to lead to others, including better grades in school and less impulsive purchases. Ending the day right can be just as important as starting it. In Arianna Huffington’s book, *Thrive*, she talks about her bedroom being a device-free zone to allow for quality sleep each night. So, take a look at the day from beginning to end.

What actions can you take to set yourself on the right foot for the rest of the day? Or week? Or month? Then, pull together your secret recipe to success. Don’t forget about the importance of follow through! Another great habit to have is to take advantage of Gano Excel’s hassle-free automatic monthly ordering called Autoship. This program not only helps you maintain your business but it helps you stay qualified, earn rewards and referral points. **Good habits need practice in order to see actual results!**





## **C'REAL & BANANA BLUES SMOOTHIE**

*Our nutritious C'real & Banana Blues Smoothie gives you the boost you need to jump into action! It is packed with nutritious ingredients, such as blueberries, Greek yogurt, and spirulina. Probiotics and antioxidants work together to rid the body of toxins and provide good quality fuel for all sorts of cells. The best part is how naturally delicious it can be! GanoCafé C'real is also enriched with Ganoderma lucidum, to get you up on your feet and feeling your best. Tell the troubles of the day to run for cover!*



### **Ingredients:**

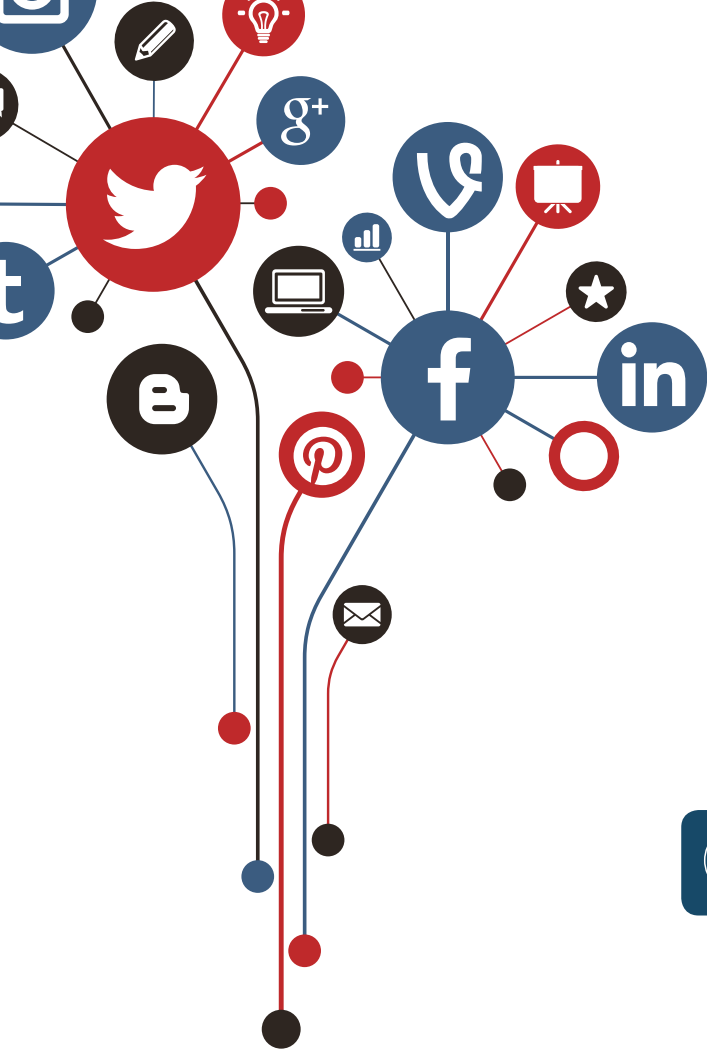
|   |                        |
|---|------------------------|
| ½ | cup Greek yogurt       |
| ½ | cup milk               |
| ½ | tsp vanilla            |
| ¾ | cup frozen blueberries |
| 1 | Banana                 |
| 1 | packet GanoCafé C'real |

### **Directions:**

1. Stir together Greek yogurt, milk and vanilla, and pour into blender.
2. Peel banana and add to blender along with blueberries and GanoCafé C'real.
3. Blend until smooth and serve!

### **NUTRITIONAL FACT:**

*The quality of the protein in spirulina is considered excellent, comparable to eggs. It contains all the essential amino acids that we need. That's awesome! Like Ganoderma lucidum, it is also packed with antioxidants to help our bodies in the fight against free radicals.*



# TIME TO SHARE

**Gano Excel's Social Media Stars of the Month: Isa L. Solis, Soco Gutierrez and Elizabeth Israel!**

*Congratulations and thank you, Isa, Soco and Elizabeth 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!

**f** Facebook: Isa L. Solis  
"Working Under the Rain"



**f** Facebook: Soco Gutierrez  
"The Ganoexcel products enriched with Ganoderma lucidum have kept me strong and healthy."



## GLOBAL CORNER



Gano Excel Thailand began in 1997 as the first international market for Gano Excel - the same year as the launch of Gano Excel's first Ganoderma-enriched beverage, 3-in-1.

**Instagram**: Elizabeth Israel  
"Now, the best part of my day."





PREMIER  
DIAMOND

## ERICA REYNA



Erica Reyna is from Michoacan, Mexico. In 1994, she moved to California with her family in search of an opportunity. She worked as a fruit picker for a farm in Northern California for years. In 2017, she enrolled with Gano Excel. She is grateful for the opportunity for greater financial freedom than she's ever had. Even after leaving her traditional job, she no longer works paycheck to paycheck. In fact, she has more freedom to travel and afford things she wants for herself. She also is able to spend more time with her family, playing sports and cooking her favorite dish, Mole Michoacano!

Family is very important to Erica. She is motivated to succeed so that one day she will have a legacy to leave for her children. She wants to see them benefit from all of the work she does with Gano Excel. It has taken a big change in her mentality. She's had to leave the mind of simply being an employee behind and discover the businesswoman inside. She was raised to work hard, but it has been different to apply that to her own business instead of someone else's. It feels more like an investment, because it is personal now. The change has been very positive and welcome. Erica has been able to cast her fears aside and focus instead on what she is capable of accomplishing. She has faith in herself and her abilities that she didn't have before. It gives her courage to dream big.

Erica's big dreams include raising up her own Crown Diamond with Gano Excel and opening markets in new cities, and even other countries! She is determined to give her all to her team in achieving that dream. "The moment I signed the application, I decided to give it my all," says Erica. Every step of the way, she continues to work hard and stay positive. At first, the volume she needed to achieve the rank of Premier Diamond was a challenge. However, Erica did not let it daunt her; she kept on prospecting until she was able to accomplish her goal. Just like that, she expects to continue to push forward and reach new heights with Gano Excel.

It has been one of Erica's greatest pleasures in life to experience first-hand the "American Dream" for her and her family. She has seen that health and wealth are both possible through Ganoderma – and through Ganoderma, the Gano Excel opportunity. She is sure that as new Affiliates get to know Gano Excel, they will fall in love, just as she did.

## NORMA SANCHEZ

MARYSVILLE, CA



Norma Sanchez has been with Gano Excel for almost two years now. She had a very good experience with the GanoDaily Cordyceps supplement. Norma received a recommendation for Cordyceps after opening up about some hormonal changes that were affecting her personal life and her marriage. She had also seen what the Gano Excel opportunity had done for others in her life. So, she took a look at Gano Excel's compensation plan and made the decision to start her own business. She was impressed that the opportunity to earn was the same no matter how much experience you brought with you. The low initial investment made it a realistic choice for Norma.

Since joining Gano Excel, Norma has been able to share the product that made such a tremendous difference for her personally with women going through similar issues. She is also happy to have had the chance to take great strides in her personal development. Her growth in confidence and expressing herself has improved her personal relationships alongside her business. She has also reaped rewards in the form of wonderful travel opportunities she never had before. Norma had never been able to take a vacation before in her life. With Gano Excel, she has earned Excel Points that have sent her and her family to Disneyland in Anaheim, California, and on a dream vacation to Maui, Hawaii. She is looking forward to winning a spot on the Meet Me in Malaysia trip this November.

Blanca Solorio, Rocio Peralta and Jersis Hernandez are all leaders that inspire Norma. They coordinate events near her town in Northern California, and she seizes every opportunity to learn from their expertise. She's always impressed by their knowledge of the company and products, as well as the wealth of expertise about qualities and habits to adopt as a leader. She also listens to audios by Yokoi Kenji for additional inspiration. Norma is looking forward to move her family forward this year and reach a new level of financial freedom for her entire household!

## GLORIA ZUÑIGA

PACOIMA, CA



Gloria Zuñiga has also been with Gano Excel for almost two years. She fell in love with the flexibility that being her own boss with Gano Excel has brought to her schedule. She can work anywhere she goes, by phone or in person. It was this opportunity to work from home and spend time with her family that attracted her to Gano Excel in the first place. Having first been a Preferred Customer with Gano Excel, Gloria was already familiar with the signature products that made her feel more energized throughout the day. Now as an Affiliate, Gloria is thrilled to enjoy the same products at a wholesale price and also grow her home-based business.

Gano Excel has been beneficial to Gloria on multiple fronts. Most obvious is the financial freedom she has received to pamper herself. However, she cherishes even more the relationships that she has built and continues to grow with the group of women she's met through Gano Excel. She has also seen a personal change in her enthusiasm, noting a more positive outlook on life. Seeing others succeed and find better health and wealth is meaningful for her.

Romina Gilmore has been a great inspiration for Gloria. She's a great source of enthusiasm and information. Gloria has learned to always be prepared, and to focus on the positive. Romina has helped Gloria prepare for hosting meetings with her own organization. She also helps Gloria stay educated about the company. Gloria loves that all this can be achieved on her own schedule. She is excited for the upcoming opportunity to win a trip to Malaysia through Gano Excel and wants to earn her ticket as well as take two of her team with her.



# LIVING UP TO OUR FULL POTENTIAL

Working hard to achieve something substantial is difficult to do alone. Each time a Gano Excel Affiliate reaches a new rank, it is because of his or her commitment and hard work, as well as the support of great leaders. Truly, we're all in this together.

*So congratulations! It gives us a great pleasure to see you strive and reach new ranks. Let's take a look at some of our newest achievers....and remember, you are all very valuable to us at Gano Excel. How lucky to be surrounded by people and a company that help you reach your goals!*

## 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



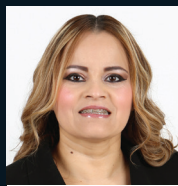
Walter Garcia  
Rank: Royal Diamond



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



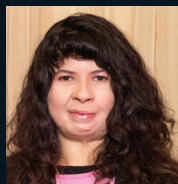
Rocio Peralta  
Rank: Executive Diamond



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



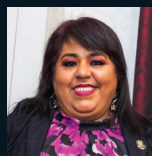
Victor Lopez  
Rank: Diamond

## RANK ADVANCEMENTS

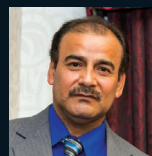
### SILVER



Angelica Cruz  
Rank: Silver



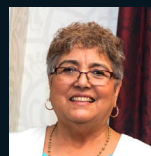
Angelica Gomez  
Rank: Silver



Fabian Cabanillas  
Rank: Silver



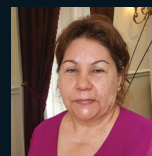
Guadalupe Diaz  
Rank: Silver



Josefina Gonzales  
Rank: Silver



Juan Manuel Marroquin  
Rank: Silver



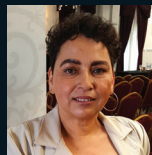
Manuela Carrasco  
Rank: Silver



Maria Robles  
Rank: Silver



Maria Santana  
Rank: Silver



Maria Zamora  
Rank: Silver



Norma Cortez  
Rank: Silver



Paula De La Torre  
Rank: Silver