

# SHARE

MAY 2018



**BUDGETING BASICS II: MANAGE EVERY DOLLAR**

**3 TIPS FOR GETTING MORE FROM YOUR TIME**

**REVITALIZE: KEEPING THE BALANCE IN YOUR SPACE**





  
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# CEO MESSAGE



As we look forward to the promise of summer in just a short while, we can let ourselves get caught up in everything we want to accomplish before then. It can be a very busy time of year! These busy times tend to produce more disorder in our lives. We accumulate sort of “free radicals,” if we can borrow that term from what we know about what’s going on inside our bodies. Luckily, Ganoderma lucidum delivers hundreds of antioxidants to fight the free radicals that accumulate inside our bodies. We must ask, though, how do we fight these “free radicals” that are happening in other parts of our lives, like our budget, our homes and our calendar?

Sometimes we must take what we have and apply order to it — arrange it into something that is beautiful and easier to manage. This is a good solution when we encounter something new. For instance, when you move into a house for the first time, most people do not keep everything packed up in boxes. Instead, they begin to arrange their belongings into the new space and make it feel more like home.

After a while, our original arrangements become cluttered with new additions we have collected, and it starts to once again be disorderly. This is where we must rearrange in order to revitalize our space, our minds and our lives. Part of rearranging may be letting go of the old to make room for the new. As you move closer to achieving your dreams, you will have amazing new parts of your lifestyle that may mean letting go of some of your old lifestyle. One story where this happens on a more dramatic (and exciting) scale is when we hear about Affiliates who are able to say goodbye to their traditional job and be their own bosses full-time.

As we focus on revitalizing our health and wealth, take a moment this month to see what you can arrange, or rearrange. Making room for yourself is tremendously freeing and beneficial! I look forward to seeing the new you that emerges very soon.

Sincerely,

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



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## **BUDGETING BASICS II: *MANAGE EVERY DOLLAR***

Are you ever amazed at how much faster your money can disappear than it takes to earn in the first place? It may be time to take a balanced look at your income and expenses and eliminate the clutter that is weighing you down.

Wealth experts sometimes refer to a balanced budget as a zero-based budget. At the end of the exercise, you end up with “zero,” because every dollar you make is accounted for, including money you save, give away or spend. You count up the money you intend on making for a period of one, two or four weeks and then you begin to subtract that money based on expenses you expect to have.

***As a Gano Excel Independent Affiliate, you have great freedom over how you run your business, and thus, your earning potential.*** That can also mean that your income can vary greatly from month to month, or week to week. So, how do you create a viable budget? ***It is important to create a budget based on an income that you can commit to generating.*** It is better to be conservative with an income and enjoy a surplus, than to come up short. Also, remember to include any other reliable sources of regular income you may have. It is important to start only with the money you intend on making. Don't include money you have saved away or invested, as this will cause you to develop a budget that eats away at your wealth instead of builds it!

Once you have an estimate of what you will make, take an honest look at your most important expenses. It is a smart idea to consult a financial advisor about your individual situation. Many people find that the most crucial expenses include your rent or mortgage, food and utilities. However, it is important to think critically about each expense. For instance, do you eat out often in place of cooking? Does your cable bill include lots of premium channels you don't watch? For every expense, subtract it from your income. Plan what you intend to spend on gifts and charitable giving, and also what you will invest in savings or retirement funds. Also, make sure to include any debt payments and don't be shy about paying more than the minimum! In the end, you have the freedom to assign every dollar a purpose and a place to go.

The best part? Making cuts. Cutting down your budget may sound like a painful process, but it can be a very rewarding process. It will give you a sense of ownership and control over your finances, and make room for other dreams you have been waiting to fund. Think of it as de-cluttering. ***The less clutter you have going on in your budget, the better you will be able to breathe and move forward toward achieving your goals!***

# 3 TIPS FOR GETTING MORE FROM YOUR TIME

Distractions are a part of life. Sometimes they are good for us, like when we are grieving a loss for example. A distraction from that grief can remind us of other aspects of life – people, pastimes, etc. – that bring us happiness or laughter. Distractions can help us further our knowledge and enrich our experiences. Some of mankind’s best explorers found their way to many of the world’s greatest places because they were open to being distracted. However, when it comes down to getting things done, distractions are the worst!

**Being your own boss with Gano Excel is such a fantastic opportunity.** It also means becoming an expert at managing your time and knowing how to work distractions to your advantage (instead of letting them slow you down). According to a 2011 research survey, interruptions in a typical workplace can happen every 15 minutes and make up more than an hour of every day for

the average employee. Luckily for you, as a business owner you have much more freedom and control over your time than the average employee!

According to the study, the majority of work-based interruptions involve using communication and social tools, such as email and instant messaging apps. This can leave your mind like a pile of open books on the floor – even though these tools are made to help you achieve more, you can actually end up achieving less and with added stress! Instead, you can apply some intentional structure that allows you to focus on fewer matters at a time. Did you know your brain can only handle up to 7 pieces of information at one time? The latest research suggests that number is even lower, proving that multitasking has its limits. This makes organizing your mind into that mental “bookcase” even more important!

..... Here are some tips to better manage the distractions that may be slowing you down: .....



**1. KNOW YOUR PRIORITIES.** Set a short list of your “most important items” every day. Your priorities for today do not have to be the same as your priorities for tomorrow. Having clear goals for the day will help you to manage distractions by scheduling them for another time or delegating them to someone else.



**2. PLAN YOUR DAY.** Setting aside time is the key to making sure not too many mental “books” are open at the same time. Set time for answering email, for using social media, and returning phone calls. It is important to be available to your organization and to prospects, but you can change these very important communication tools from interruptions into scheduled tasks. Make sure to also plan breaks and “time outs” for yourself, as they help promote physical and mental well-being!



**3. DISTANCE YOURSELF FROM DISTRACTIONS.** Literally disconnect or step away from people, places and things that tend to distract you. It could be spending time unplugged from the internet, handing the kids over to your partner or stepping out of the house altogether!

*At first it may seem counterintuitive that saying “no” will help you say “yes” more often. The more you arrange and organize your day, the more time you discover you have. When you remove all of that distracted time, you will find you have more time for the things you love most!*



# GANO EXCEL, USA INVESTS \$1.5 MILLION TO RENOVATE NEW U.S. HEADQUARTERS

CHINO, CA — Gano Excel, USA recently announced its \$1.5 million investment to remodel its newly secured 43,500-square-foot facility in Chino, CA into a new national headquarters is underway. Once completed, the building will be home to U.S.-based operations and include dedicated space for use by the company's league of independent Affiliates.

*"Our vision is allow our Affiliates an atmosphere to excel in their business,"* says Director of Field Relations Robert Paz. "Our new headquarters will have a Social Center complete with GanoCafé social bar, tech-equipped training stations and company store." The new center will

hold up to 300 people, a significant increase in capacity over previous facilities. The space will allow the company's Affiliates to conduct business and meetings with ease.

Construction for the improvements began in February of 2018. Gano Excel is working closely with the City of Chino to ensure a safe environment for employees and guests to enjoy the new building enhancements.

Once completed, Gano Excel plans to open up its headquarters for official tours in order to provide education to the public about its key ingredient, Ganoderma lucidum. Gano Excel is known for its signature GanoCafé instant beverages enriched with Ganoderma lucidum extract, a health supplement for natural immune support along with other bioactive benefits.

Guests will also be able to join the company's multi-level marketing program instantly by visiting the Social Center. *"You can walk in as a mom, or cashier, or any background really, and leave as a business owner; that's the dream,"* says Paz.

The multimillion dollar renovations project is **estimated to complete by June 2018 and re-open later this summer.**

*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 DALLAS**

**AUGUST 18**  
*Dallas, TX*

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

**JUNE 29 – JULY 1**  
*Las Vegas, NV*

The G-2018 Event in Las Vegas, NV: Gano Excel USA's first national conventions! Explore the greatness of Ganoderma and the benefits of enriching everyday products for improved health.

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

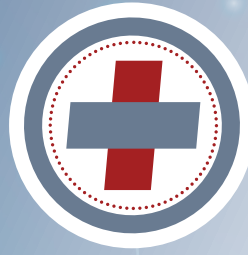
Top 1% Leadership Summit in Bali, Indonesia: An exclusive event for Gano Excel's top 200 global producers – can you reach the summit?

**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!



## REVITALIZE: KEEPING THE BALANCE IN YOUR SPACE

***Enriching your daily life with Ganoderma lucidum can help bring your body a greater sense of internal balance.*** Its nutritious bioactives go to work proactively, to help your cells do the best they can. They also foster bioavailable space within your body that better receives additional nutrients you supply it with, such as vitamins, amino acids and antioxidants.

While Ganoderma lucidum is hard at work on your inside, you can take a look at the balance you have on the outside as well. Psychologists have studied the effects that our physical surroundings have on our mental and emotional health, as well as our overall sense of wellbeing. ***Clean, balanced spaces tend to help us work happier and produce better results, which can better our lifestyle!***

Let's try it!

One of the main principles you often hear from interior designers is to keep it simple. Too much furniture or too many accessories will not allow for the necessary "room to breathe." Empty space – as it turns out – is important to get more out of your space! If you find yourself with too much "stuff," take a look at what you may be willing to part with. After all, you are preparing your space for a better lifestyle! You can also get creative with storage! There are a ton of fun ways to tuck extra clutter away by using chic-looking bookcases, drawers and shelving solutions.

After simplifying your elements, it all comes down to arranging them well. You want to vary sizes and colors of your furniture and accessories in the room, and according to designers, that variety is appealing when it's displayed visually. Instead of having everything match on one wall, such as all dark, heavy furniture pushed together, mix it up. Most designers advocate for blending different colors and materials together and then distributing the mix evenly across your space to create that desired sense of balance.



## HAZELNUT SNICKERDOODLE

*Super quick, nutty and delicious! Give your body a boost by adding the fantastic benefits of Ganoderma lucidum to the amazing flavors of a Snickerdoodle cookie. The soft and sweet treat will bring a smile to faces far and wide. We use GanoCafé Hazelnut to give a nutty compliment to the traditional cinnamon sugar coating. It also ensures every cookie delivers hundreds of phytonutrients that will make the smile last long after the cookie!*

### Ingredients:

1	cup butter, softened
1½	cups sugar
2	eggs
2	¾ cups flour
2	tsp cream of tartar
1	tsp baking soda
½	tsp salt
2	tbsp sugar
½	tsp cinnamon
1	sachet GanoCafé Hazelnut

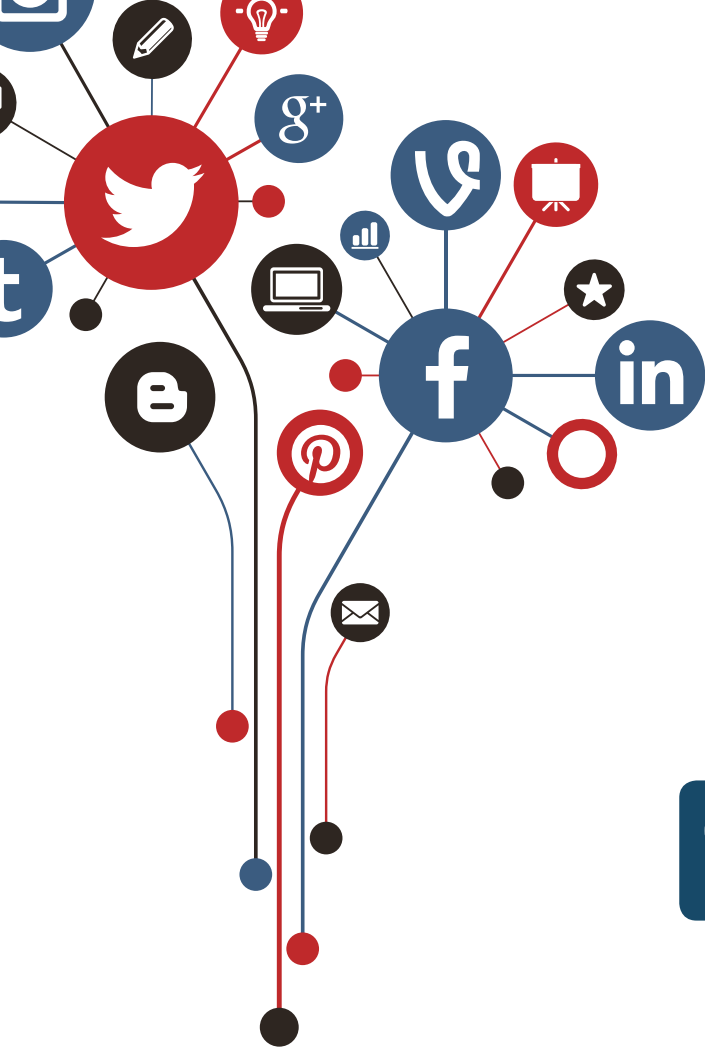
### Directions:

1. Preheat oven to 350F.
2. Mix together flour, cream of tartar, baking soda, and salt together in a bowl. Set aside.
3. In a separate bowl, blend together softened butter and 1-1/2 cups sugar. Add eggs and blend well.
4. Add dry ingredients to wet ingredients and mix well. Set aside.
5. Combine remaining 2 Tbsp sugar, cinnamon and GanoCafé Hazelnut in a new bowl.
6. Shape dough into 1-inch balls and roll in the GanoCafé-sugar mixture.
7. Arrange on ungreased cookie sheet, leaving 2 inches space around each.
8. Bake for 8-10 minutes, then let cool. Enjoy!

*Inspired by Lil' Luna*

### **NUTRITIONAL FACT:**

*Ganoderma lucidum is considered one of the most nutrient-rich edible mushrooms. It stores many of its sugars in the form of complex carbohydrates known as glucans. Ganoderma's beta-glucans are great for the immune system, showing to boost the functions of both innate and adaptive immunity in the body. That's a sweet fact!*



# TIME TO SHARE

**Gano Excel's Social Media Stars of the Month: Veronica Gonzalez, Myrna Zambrano, Rosezavien Carter and Paola Ortiz!**

*Congratulations and thank you, Veronica, Myrna, Rosezavien and Paola 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!

## GLOBAL CORNER



Gano Excel México started in 2015 and in three short years has taken off! Operating from Mexico City with a branch in Colima, Gano Excel México has celebrated its first Diamond ranks, launched AutoShip and help two annual national conventions.



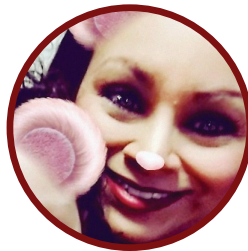
**Facebook: Veronica Gonzalez**

*"A DELICIOUS COMBO TO PLEASE A DEMANDING PALATE Mmmmmmm"*



**Instagram: Myrna Zambrano**

*"Boost your Energy, every morning I love it."*



**Facebook: Rosezavien Carter**

*"It's the extract that's inside the coffee!"*



**Instagram: Paola Ortiz**

*"I share with you the soap that changed my life!"*





## SERGIO NAVARRO

PLATINUM



Sergio Navarro came to the United States in 2003 from Jalisco, Mexico. He grew up with his father and mother and considers one of his greatest influences to be a priest from his hometown named Rafael Martinez. Rafael exemplified the type of person Sergio aspires to be: disciplined, compassionate, and helpful to those in need. It is this value for pursuing harmony with others that attracts Sergio to the mission of Gano Excel. He loves nature and music, often spending leisure time outdoors observing scenic views.

Before joining Gano Excel, Sergio owned a stand at his local swap meet where he sold fresh fruit and vegetables for more than nine years. He owes much of his knowledge in business to that experience. He is proud of the skills he gained, including interacting with people, sales, investing and customer service. In February of 2017, Sergio enrolled with Gano Excel. He believes enriching everyday products like coffee and tea are a big win for the company. "You don't struggle to retain the customer compared to other products," he says. "There are so many people who already love drinking coffee – it doesn't take any convincing." Next, the health benefits you gain from Gano Excel's Ganoderma lucidum are invaluable. Sergio also noted that he was attracted to the Gano Excel's low investment and stellar compensation plan. "It was a complete win," he says.

Along the way, Sergio has developed personal skills such as his ability to teach others, and manage important resources like his time and money. With a higher "financial intelligence," Sergio has been able to travel and provide more for his family. He enjoys supporting his children and watching them in turn contribute to the lives of others. "It's a blessing to not have to limit their possibilities, they can imagine how they want to help and then do it," says Sergio. At first, managing his time was a challenge. Sergio is pleased to say he has learned not to lose focus of his objectives and to keep track of his agenda, which has led to his success.

He spends just a portion of his time in meetings. He has a weekly conference call with this organization, and on Fridays he invests in reading with his leadership. So far, they have 582 "days of literature," and are currently reading "Como te va con eso?" by Robert Hollis. Sergio's motto is "desarrollate por ti mismo y lo demás viene por añadidura," which means "develop yourself and the rest comes in addition." He believes you must educate yourself in the industry of multilevel and develop leaders to learn the difference of that from direct selling. He encourages his organization to take the time to learn and develop, seeing Gano Excel as a career. With patience, the results will be worth it. Sergio sees Gano Excel as stable, trustworthy and sustainable, and he is here to stay. He aspires to reach Crown Diamond. Lastly, he wants inspire others to also take up the daily effort to rise above personal circumstances and find true freedom and happiness.



## BENITO FARFAN JIMENEZ

FRESNO, CA



Benito Farfan Jimenez remembers falling in love with GanoCafé. He was already a huge coffee lover, and so learning about the benefits of Ganoderma lucidum just made drinking coffee even better! Soon after switching his coffee to GanoCafé, he also started to feel the difference of Ganoderma lucidum, and he saw the benefits that others were experiencing as well. This was when Benito became a believer in Ganoderma, and he began evaluating the compensation plan with Gano Excel's business opportunity.

Benito had always worked in traditional job settings, and found himself with little time for his family or even for important appointments. Benito did his research and found that Gano Excel's compensation plan was very attractive to him. That's when he knew he would be planting his roots at Gano Excel. He knows he made the right choice. He feels he is the right person for this role, and Gano Excel is the right fit for him too. He is confident when he shares the opportunity with others and enjoys working as a team with like-minded people.

As a Gano Excel Affiliate, he was able to take the first vacation of his life – the Blue Hawaii trip to Maui last December. He now sees the world with different eyes, as his business introduces him to people from all walks of life. "I've really expanded my horizons," says Benito. He is passionate about the power of duplication. He pours himself into teaching himself and his team more about applying the principles of duplication to their efforts. He is inspired by Sergio Navarro and Erica Reyna for their dedication and examples. With their support he is confident he will reach the rank of Platinum soon, and from there will continue to build toward Diamond. He is committed to a future with Gano Excel. "I have no doubt that Gano Excel will have lasting success and continue with its tremendous strength."

## VICTOR ANTONIO ZUNIGA

BLOOMINGTON, CA



Victor has been with Gano Excel for almost two years now. He first became interested in Gano Excel after making a commitment to live a healthier lifestyle in order to lose some weight. He had heard from others how adding Ganoderma lucidum had helped them achieve various health goals. He also appreciated the opportunity he had to make additional income without any pressure or obligation. Once he got started with Gano Excel, he grew to appreciate the support of those around him as well. Victor made himself a product of the product because of his health goals, but he also discovered how easy it was to share his new coffee with others. "It couldn't get any simpler than that," he says. Knowing that his coffee was enriched with Ganoderma lucidum and could have a positive impact on others motivated Victor.

Victor has been amazed at the success he has had just by working his Gano Excel business at his own pace, part-time. Winning a trip to Hawaii was an amazing experience – one he had never dreamed would happen. "It changed my life," says Victor. He has also developed personally, coming out of his shell and learning to work with a tight-knit team. Since joining Gano Excel, Victor starts his day excited by his goals. He gets dressed for success and feels enthusiasm for sharing a product and opportunity he believes in.

His Gano Excel mentor is Jersis Hernandez. She exemplifies confidence and determination to Victor. He admires how passionate she is toward reaching her goals. Her leadership has impacted his journey significantly. Following her example, Victor also wants to continue toward reaching his personal goals for development and growth. His biggest dream right now is becoming a homeowner. With the motivation and support he receives from Gano Excel, he is confident that he will reach his goals.



# LIVING UP TO OUR FULL POTENTIAL

Now may be the time to make a change. There is no time like the present to be proactive about your health. Do things differently. Let today be the day you commit to changing it, and don't stop until you get there. Change doesn't come on its own. It comes with a price attached. You can't shortchange it or you will get shortchanged results. But you can do it! **Believe in yourself and the results that you can produce. Change IS possible. The people moving up in rank are doing it, and so can you!**

## 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



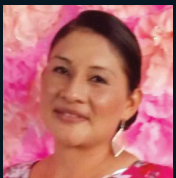
Rosa Licon  
Rank: Diamond



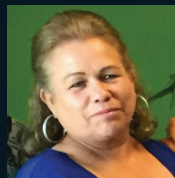
Victor Lopez  
Rank: Diamond

## RANK ADVANCEMENTS

### GOLD



Dominga Gil  
Rank: Gold



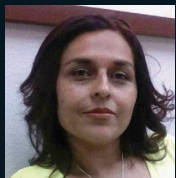
Martha Soria Jauregui  
Rank: Gold

### SILVER



Juan Perez  
Rank: Silver

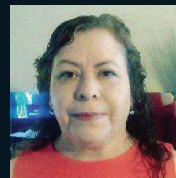
### BRONZE



Lorena Vazquez  
Rank: Bronze



Maria Salas  
Rank: Bronze



Rosa Galvan  
Rank: Bronze