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SEPTEMBER 2018



 gano excel

**ENTREPRENEUR JANICE BRYANT
HOWROYD SHARES HER KEY
TO SUCCESS**

WHAT'S IN YOUR OPPORTUNITY KIT?

**ACTUALIZE: CHOOSE THE
RIGHT OPPORTUNITIES**



Gano Excel is proud to provide the finest Ganoderma lucidum - the world's smartest mushroom.

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Take for example, our GanoCafé Mocha.



You don't need to choose between your cravings for delicious coffee and creamy chocolate. Double up on flavor with the simple blend of premium roasted coffee and rich cocoa powder for the ultimate indulgence! You can enjoy guilt free knowing GanoCafé is enriched with the Smart Mushroom, Ganoderma lucidum.

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CEO MESSAGE



People often ask me, "how can I succeed?" My answer is to be prepared. You wouldn't begin a journey without first making preparations. Certainly we can think of situations such as a doctor performing surgery, a farmer planting crops, or even a barber cutting our hair. We want these people to have a plan, to have the right tools, and to be ready to do the best job they can do. Likewise, when you have a job to do, you want to feel prepared to do it! The same goes for opportunities that come our way. We need to be ready to meet those opportunities.

I'm not just referring to physical readiness. Mental readiness is just as important. In fact, I believe mental readiness can hold us back even more so! It is not always our circumstances that prevent us from making a change in our life. It is not a question of whether or not we are capable of change. Instead, it comes down to our motivation. Our mind isn't primed and open for the opportunity when it comes. Every time we say "no," we could be missing out on days, weeks, or years of an improved lifestyle, lower stress, better wellbeing, and building income for our future.

It's easy to justify missed opportunities because it wasn't the right time. But if you are ready in your mind, it can always be the right time to act. First, we need to help ourselves see long-term benefits, instead of being short-sighted with immediate needs. Second, we need to get over our disappointments of the past. Third, we need to give ourselves permission to say "yes." Sometimes all it takes is carrying around a pen to feel like we are ready, and other times we must inspire ourselves, prepare ourselves for action.

I've heard it said, you can never win a game that you don't play. It's so true! Your goals and dreams can't come true unless you act.

Let's adopt a new frame of mind. One that is open to opportunities. One that owns our future and is proactive with reaching our desired destinations. Prepare yourself. It's going to be a great ride!

Sincerely,

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



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ENTREPRENEUR JANICE BRYANT HOWROYD SHARES HER KEY TO SUCCESS



Janice Bryant Howroyd is the first African American woman to run a company that makes more than \$1 billion a year. That company is Los Angeles human resources firm ActOne, which Howroyd founded herself in 1978. It has grown to be a global enterprise with more than 17,000 clients worldwide. In a recent interview, Howroyd reflected back on the qualities that led to such success.

She moved to Los Angeles in 1976 with only \$900 to her name. After working a temp job for her brother-in-law she was inspired to start her own business. She founded her company, ActOne, to help other people achieve the jobs and careers they want. It wasn't an easy road. She admitted that with her age and heritage, it wasn't a formula that was particularly designed for success. Yet, she feels that indeed she was designed to be the person and the success that she is today.

Howroyd believes she has been able to accomplish all she has because she didn't sacrifice what she believed in to fit someone else's idea of success. ***"Never compromise who you are personally to become who you wish to be professionally,"*** she said. ***"It is very difficult to pay yourself back for any moment you've cheated yourself from living life truthfully to who you are."***



Staying true to yourself is such a strong value to Howroyd, that she has built her business around her clients. Instead of seeing opportunities as a job, she believes it is the people who are the real opportunity. ***"Jobs don't have futures,"*** she said. ***"People do."*** Her goal is to pay attention to the needs and desires of her clients, instead of simply trying to fill jobs. It is a principle that has clearly paid off.

She shared that the first part of her job is to listen and understand what it is a client is trying to achieve. Sometimes she needs to listen past what they are saying, and really try to understand what they are trying to get to. Then, it takes being honest about what her ability is to help them get there. Howroyd firmly believes that someone shouldn't sacrifice their dream just so that she can fill a position.

We see the same characteristics in our Gano Excel Affiliates. So many of the stories you read about come from individuals who were inspired to go into business for themselves, no matter what background they hailed from. It is inspiring to watch success spring up for Affiliates who are true to themselves and follow their heart for sharing health and wealth with the world, through Gano Excel. ***They take the lesson of staying true to yourself to heart every day,*** and for some it has ***launched them to become global leaders.*** They know firsthand, ***people are their own opportunity.***

WHAT'S IN YOUR OPPORTUNITY KIT?

When it comes to your next big prospect, you never know when or where you might meet them! We talked to some of Gano Excel's top-producing Diamonds to find out what they keep with them at all times. Here are their top six suggestions!

Take note! Keeping these top items handy may help you close your next star prospect!



1. SACHETS

"Sachets of a few products, like Classic and 3-in-1, are the most important thing for sharing on the go. I always have a little stash that goes with me everywhere."



2. POCKET MATERIALS

"I like to keep a few copies of the napkin presentation close by and some pens and a highlighter so I'm ready to walk someone through the opportunity at any moment."

3. TOUCH-UP ESSENTIALS

"I want to be able to look presentable and professional wherever I go, so I have a little touch up kit with some concealer and lipstick and I try to carry some mints in there too."



5. BUSINESS CARDS

"My business cards are always within reach. Not only do they help me network, but having them on me keeps me in a professional mindset."



4. SMART TABLET

"I keep my tablet with me so that if I meet a great prospect and they are ready to enroll, we can do it together instantly. I've actually done it a few times and I'm so glad we could make it happen right away."



6. GOOD LUCK CHARM

"My son gave me a small figurine of a panda and it helps put a smile on my face and keeps me positive throughout my day. I don't know if it's lucky, but it inspires me to do my best."



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GO RELAX

GO IN STYLE

GO PARTY

GO FAST

GO LUXURIOUS

GO BIG

Promotion ends Cycle 520
Find out more at
[promotion.ganoexcel.us!](http://promotion.ganoexcel.us)

Check out these upcoming events with Gano Excel!



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 Orange County, CA: Celebrate excellence with Gano Excel and the successes of those who said "yes" to this amazing opportunity!

E:2018 - Tickets Now on Sale!
Check your Back Office or call Customer Service at (626) 338-8081 to reserve your seat today!

"The pessimist sees difficulty in every opportunity. The optimist sees the opportunity in every difficulty."
- Winston Churchill



ACTUALIZE: CHOOSE THE RIGHT OPPORTUNITIES

As we work toward actualizing the difference in our lives, we are bound to run into opportunities, but not every opportunity may be right for you. How do you decide which ones to take? *Here are three tips for you to consider:*

GOALS. The opportunities you take should work for YOU, not you working for them. It should be clear how an opportunity is going to help you achieve a goal you have. It could be a financial goal, or a change in lifestyle. *Just make sure you always know what you are working for*, and it will guide you in making decisions.

TIMING. Could you say yes right now? You don't want your emotions to get ahead of making a smart decision. Take a look at where you are at in respect to your goals, and consider your resources. *Great opportunities should not require you to move backward from your goal or cost you more resources than what you have.* For instance, If your goal is to become financially free, you don't want to take on more debt to get there!

TRUST. Generally, there is risk in every opportunity. Many times as consumers, this risk is small, because we have come to trust the companies behind the products we buy. In business, the risks can be greater, and it becomes even more important to trust the people supporting you. *You should take a look at the people behind every opportunity.* Regardless of the outcome, will you feel good about working with them?

We couldn't pass up this opportunity to mention Gano Excel's commitment to providing an excellent experience to all our Affiliates! *Our goal is to spread Ganoderma lucidum.* Interested in joining us? Gano Excel's affordable investments and diverse compensation plan work with you no matter what your goals are! We've also structured our bonuses so that your leader does well when you do well. *We find that it motivates them to take an interest in your success and help you every step of the way!*



GANOCAFÉ PRESENTS **CHOCOLATE MONKEY BITES**

We are delighted to share a delicious dessert that doubles as a fun frozen snack! Sandwich smooth peanut butter between nutritious banana bites, add a Ganoderma-enriched chocolate coating and freeze! It's really that simple! The flavors of chocolate, peanut butter and banana make your tastebuds run in circles. Perfect for saying goodbye to summer and hello to fall!



Ingredients:

- 2 Medium Ripe Bananas
- ¼ cup Creamy Peanut Butter
- ¾ cup Dark Chocolate Chips
- 1 ½ Tbsp Coconut Oil
- 1 Tbsp GanoCafé Mocha

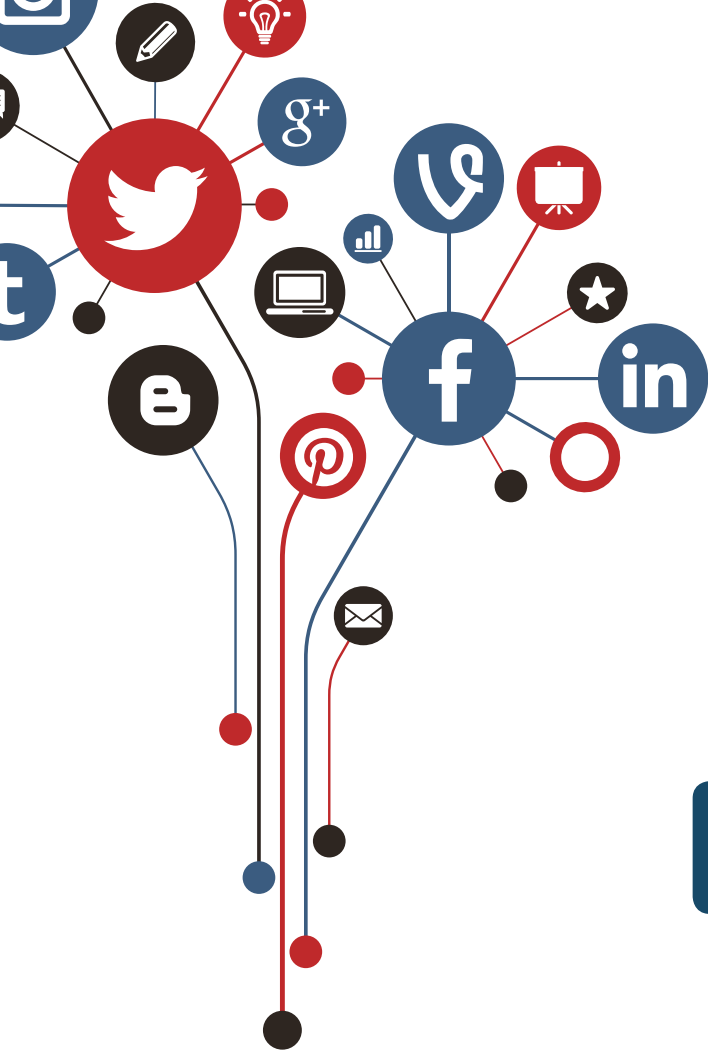
Directions:

1. Cover a baking sheet with parchment paper. Slice each banana into thin slices and arrange half of the pieces on the baking sheet.
2. Spread a dollop of peanut butter onto each banana slice, then top with another slice to create a sandwich. Place in the freezer for at least 30 minutes or until frozen.
3. Meanwhile, place the coconut oil in a microwave safe bowl and microwave on high until it is melted, about 15 seconds. Using a spatula, stir in the chocolate chips. Microwave another 30 seconds on high and stir again. If you need to, continue with shorter 15-second intervals until mostly melted. Add your GanoCafé Mocha and stir to incorporate.
4. Using a fork or spoon, dip each banana bite in the chocolate mixture and place back on the sheet. Freeze for at least one hour, and store any extras in the freezer for later.

NUTRITIONAL FACT:

Potassium, one of the many major nutrients found in bananas, is also an electrolyte! Electrolytes are charged ions that provide the body with electric currents it uses in all sorts of cell interactions. As an electrolyte, bananas can help your muscles recover from a workout, and work out more often! This helps you keep a proactive cycle of achieving a balanced, healthy lifestyle.





TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Erica Reyna, [cafe_ganovida](#) and Gabriela Barbosa-Arreola!

Congratulations and thank you, Erica, [cafe_ganovida](#) and Gabriela for using social media as an important tool to leverage your Gano Excel business!

f **Facebook: Erica Reyna**
"Thank God, another dream achieved. Thanks #GANOEXCEL for changing lives."



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: @cafe_ganovida
"#GanoExcel"



GLOBAL CORNER



This month we want to recognize our Gano Excel Affiliates in Guatemala! Gano Excel has operations in 11 countries across the Americas, all of which contribute to our

Global Leadership Pool, an additional way to earn for our top Diamonds! Guatemala started operations in the early 2000s when Gano Excel expanded into North and South America, and the rich cultural and geographical landscape makes for a perfect setting to enjoy all our Ganoderma-enriched products!

f **Facebook: Gabriela Barbosa-Arreola**
"One hazelnut please"





ROYAL
DIAMOND

RUBEN CARDENAS



Ruben Cardenas is a Royal Diamond with Gano Excel USA. Prior to Gano Excel, Ruben worked in the business world and took a fairly conservative approach to new opportunities. He never considered a career in network marketing until discovering Gano Excel. He says there are three things with Gano that changed his mind. First, he saw how Gano Excel had married its product with coffee and tea, the most highly consumed beverages in the world after water. It made trying GanoCafé, and also sharing it with others, very easy for everyone. Secondly, he saw how well the products helped his family feel healthier, stronger and more energized. He was surprised! That brought him to the final clincher – the amazing, great-tasting and effective product was so affordable! A great product that was truly made to be shared and enjoyed by masses of people was what made Gano Excel the opportunity that Ruben could not pass up.

Since then, he's enjoyed financial freedom, but also much more. His traditional job kept him away from his family so much that he had little ability to be involved in school, baseball practice and games. He treasures the time he gets to spend with his boys now. He has the freedom to say "yes" to family more often, while still putting enough time in his business to support a full time income. "It's the perfect balance," Ruben says.

Ruben is always looking for new business, and he does that by focusing on the product. "When I started, all I had was my heart for how great of a product we have," he says. "The best thing I can do is to put our product in a prospect's hands and let them experience it themselves." Ruben believes this ultimately helps him close more prospects. He says talking about money too soon can shut people down. "People want to be open, but they just don't trust it. They've been disappointed too many times, or hurt." Allowing the product to do its work leads to more open-minded and interested prospects when Ruben finally presents the business opportunity. "When they are the ones coming back to me and asking for more information, I know we are in business."

Finding new business means spending the majority of his time in the field — even up to 95% of his time. "I teach very little by talking. I like to teach by doing," says Ruben. He and his Affiliates spend time together prospecting and sharing Gano Excel. It means less time sitting in meetings and more time in action. It also helps him and his team learn from each other. "We are all constantly learning from each other," Ruben says. "Myself included! Each person has different strengths. There are those who are great at the things I need to work on, so being around them helps me, it helps them, everyone wins." Ruben sticks to his philosophy that although it is smart to learn from your own mistakes, it is even wiser to learn from others' mistakes as well. He believes working and learning together helps success come faster.

Seeing more success stories with Gano Excel is exactly what Ruben is looking for. He wants to see more Affiliates join the Diamond ranks with Gano Excel across the board. "It's in all of our best interest that the whole company succeeds. The more success stories we have, the more people hear about Gano Excel, and it's that much easier to break into new markets and spread the health and wealth of Gano Excel."



JORGE FERNANDO SAGASTUME

IRVING TX



Our emerging leader of the month is Jorge Fernando Sagastume from Irving, Texas! He started with Gano Excel about five years ago. He loves coffee, but after years of chronic heartburn and acid reflux, drinking coffee had just become too painful. He noticed that after drinking GanoCafé, he didn't have the usual symptoms that he did with most other coffees. Thanks to Gano Excel, he could enjoy drinking coffee again.

Jorge was inspired after meeting Mr. Leow at a conference in Los Angeles. He remembers hearing words that resonated deeply with his own values. "Do not focus on money, focus on helping many people, and the money will come by itself," recalls Jorge. It was these words that prompted Jorge to research Gano Excel and its signature product, Ganoderma lucidum. It was then that he realized he made the right choice in joining Gano Excel. "I was in the right company and with the right leader," he explains. "Gano Excel is an honest company. I can feel good sharing our company with others."

He says his intention was never to become rich. "The compensation plan is very generous, and so of course I see financial freedom in my future with Gano Excel," says Jorge. "But my intention has always been simply to help others discover this product that helped me." Jorge has been able to enrich his life with all sorts of growth, personally, professionally and even spiritually. His mentor, Carlos Cortez, has been an invaluable support to Jorge the whole way.

As Jorge follows on his path to greater leadership within Gano Excel, he remembers to take it one step at a time. His next stop is the rank of Platinum, but he is working toward becoming a Diamond with Gano Excel. He is thrilled to spread health and wealth with Gano Excel. He can't wait to pass on the lessons he learned to even more people.

Jorge shares about his journey to success at GE's Great to Excellent event in Dallas, TX.





LIVING UP TO OUR FULL POTENTIAL

We congratulate all those who advance in rank this month! It takes hard work to achieve such a substantial change. Thankfully Gano Excel Affiliates don't have to do it alone. Their commitment is met with the support of great leaders, who journey with each one in pursuit of actualizing his or her dream.

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



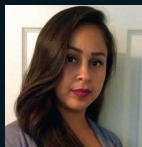
Rosa Licon
Rank: Diamond



Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

GOLD



Ana Moreno Rodriguez
Rank: Gold



Juan Jesus Martinez Alvarado
Rank: Gold

Renee Bonilla
Maricela A. Hernandez
Jorge Fernando Sagastume

SILVER



Maria Elena Monslave Areiza
Rank: Silver

Fernando Angulo
Monica Arevalo
Guadalupe Barajas
Yasmin Cardenas
Rosa Cardenas Morales
Joel Cervantes
Felix Cruz
Margarita De La Torre
Ezequiel Esparza
Adriana Flores
Raquel Flores
Jacob Huizar
Leslie Jimenez
Laura Lopez
Beatriz Elena Lopez Gomez

Christopher Marquez
Gregorio Marquez
Ana Medina
Eustolia Nestor
Lidia Retana
Maria Reyes
Adelaida Rodriguez
Lelis Yolanda Rodriguez
Ivan Salazar
Cuathemoc Solis
Salvador Torres
Blanca Valle
Kelly Vasquez
Maricela Vazquez

BRONZE

Victor B. Almaraz
Candelaria Cardenas
Rosalba Cisneros
Jeronne Deshawn Island
Roque Ledesma
Claudia Martínez
Gilberto Frausto Santillan
Luis Alonzo Villatoro