



JANUARY 2019



Happy
New Year
2019



 gano excel

2018 YEAR IN REVIEW

9 SIMPLE WAYS TO IMPROVE HEALTH
IN 2019

HARMONIZE: DEVELOP A CHARACTER
OF HARMONY





So... what comes to mind when you think of GanoCafé Hazelnut? Is it the warm, fuzzy feeling of cuddling up in a plush armchair with a soft pair of slippers, listening to a crackling fire and dreaming up sweet, romantic love songs for that special someone? Yeah, us too.

**GanoCafé Hazelnut.
Made to be shared.**



CEO MESSAGE



Here's a few thoughts to get your 2019 off to a great start. First, the start of the year is a great time to take responsibility for the change you want to see in your life. We all have areas in our lives that we wish to see improve. Are you secretly hoping they will improve all on their own? Are you passing responsibility on to someone else? It's easy to do so, but it hardly ever pays off. Go ahead and reflect on what you want to change, and what you can do about it.

Secondly, act with care for your own well-being, and that of others. In some ways, not taking action of our health, finances, or other areas can leave us and those close to us in bad shape. If you delay taking action on simple habits now, you could face more serious dilemmas down the road. Simple changes such as walking more, or sharing a cup of GanoCafé with a friend, can lead to improved health and wealth.

However, acting with control does not always equate to acting with care. It's possible to become careless about how your ambitions are affecting others, or even yourself! Don't stress yourself or others out with your newfound enthusiasm. That's why we love simple changes, like switching your normal toothpaste for Gano Fresh. It's easy, and chances are that freshening your breath is something everyone will enjoy.

Lastly, a commitment is only as good as your resolve to see it through. So be prepared to have courage. You will need to fight your own excuses on a regular basis. Remind yourself of your "why" often. You are working toward a better, more excellent you.

At Gano Excel, we are so thankful that Ganoderma lucidum provides a safe and responsible way to improve health and wellness today. Not only can you provide your body with the care it needs to thrive this year, but with Gano Excel's wealth opportunity, you could improve your overall lifestyle as well!

Sincerely,

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



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2018 YEAR IN REVIEW

Gano Excel USA is happy to look back at some of the incredible moments that made up 2018. We look forward to exploring new horizons of health and wealth with you in the coming year! That comes from placing our hearts and minds on excellence. That starts today!

At our E:2018 celebration, Robert Paz cast a vision for leadership that manifests character, commitment and selflessness. Sharing the Gano Excel opportunity and product has its heart in helping people. That takes loving people. We are excited to support our Affiliates in the coming year in delivering some of the greatest gifts one can give: **health and wealth.**

March 10 – GREAT TO EXCELLENT IN FRESNO

April 21 – GREAT TO EXCELLENT IN COLORADO



July 1 – G: 2018 EVENT IN LAS VEGAS



July 21 – GREAT TO EXCELLENT IN CHINO

August 18 – GREAT TO EXCELLENT IN DALLAS



October 26 – TOP 1% LEADERSHIP SUMMIT IN BALI, INDONESIA

November 1 – MEET ME IN MALAYSIA IN MALAYSIA & SINGAPORE



December 1 – E: 2018 IN THE O.C.



9 SIMPLE WAYS TO IMPROVE HEALTH IN 2019

Take advantage of your New Years motivation and begin to practice simple habits to improve your health in 2019. When your mind tempts you to skip a step, remind yourself how easy these are and why you are taking responsibility for a better you this year. And if you are prone to making excuses, don't miss #6!



1. WASH THOSE HANDS! How's this for a simple start? Health experts claim that frequent and thorough hand-washing with soap can reduce the spread of illness by up to 58%. That means less absences from school or work, which improves mood and reduces financial stress.



2. REORGANIZE THE REFRIGERATOR. Give your fridge a simple makeover. Place healthy foods like yogurt, fruit and salads at eye level, and toss the junk. You can slowly train your body to pick snacks packed with nutrients, without even thinking about it!



3. SIT UP STRAIGHT. In your car, at a computer or during a meal, take a second to correct your posture. Sitting with good posture helps to prevent damage to your joints and muscles. It also helps with circulation, digestion and even mood! Studies have found sitting up helps us focus on positive memories or thoughts.



4. FLEX THOSE MUSCLES. Add a quick 5-minute stretch to your morning. Nothing extraordinary! You'll be surprised how it helps to energize the mind and body. You can also throw in a simple muscle workout using a hardcover book or gallon of water.



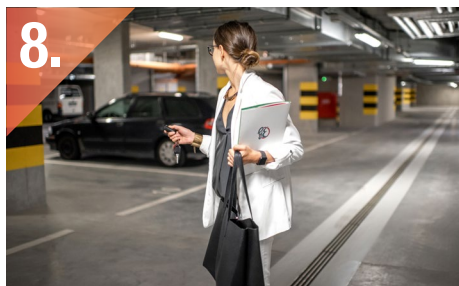
5. WAKE UP 30 MINUTES EARLIER. Or start with 15 minutes. Especially if your household gets crazy in the morning. Take the extra time to enjoy your cup of coffee or a book, and finish waking up before the chaos starts.



6. LIST YOUR EXCUSES. Name every reason that you can come up with why you can't live a healthier lifestyle. Don't stop there - examine each one and look for solutions to each one. You'll soon see that excuses like "no time" or "too expensive" aren't really true.



7. EXERCISE YOUR MIND - Add some mentally challenging activities to your day, such as a daily puzzle or even eating with a different hand! It doesn't have to be hard. Keeping your brain active and fit is part of a healthy body.



8. PARK A LITTLE FARTHER AND WALK. And use the stairs! Find little ways to add a few extra steps to your day. They can add up to make a big impact.



9. GANODERMA LUCIDUM! You knew it had to be on our list. Adding all the wonderful health benefits of Ganoderma lucidum to your daily routine is simple with Gano Excel. All it takes is preparing one of our delicious GanoCafé products, packed with Ganoderma lucidum bioactives to balance your body - or our amazing GanoDaily products are simple to use too! For a complete list of coffees and more, visit TheSmartMushroom.com.

**CONGRATULATIONS TO OUR
ADVANCE TO GO WINNERS!**



**GO
LUXURIOUS**



ROCIO PERALTA,
Executive Diamond



**GO
FAST**



**MARIVEL SANTOYO
HUIZAR,**
Executive Diamond



**GO
IN STYLE**



ROMINA GILMORE,
Platinum



**GO
RELAX**



JOE PAGE,
Gold



**GO
BIG**



JAMES WIGGINS,
Gold



**GO
PARTY**



ROSA LILIA GUZMAN,
Gold



**GO
REJUVENATE**



SOLEDAD MORALES,
Gold



**GO
REJUVENATE**



LORENZA ALDACO,
Silver

Stay Tuned! 2019 Event Schedule Coming Soon!

"Your success and happiness lies in you. Resolve to keep happy, and your joy and you shall form an invincible host against difficulties." – Helen Keller



HARMONIZE: DEVELOP A CHARACTER OF HARMONY

As we know, **character is built from decisions we make everyday**. It is said that true character shows when met with adversity. Sure, it's easy to have a cheerful disposition when everything is going your way. However, what values do you hold on to, even when it's hard to do so? At Gano Excel, we are committed to pursuing harmony no matter the circumstance. Focusing on the shared happiness of everyone can be easier said than done when we have insecurities about our own situation. Yet, **harmony pushes us to share health and wealth to every household**. We are not in this alone, and thank goodness for that! So, since it's not all about us (even when we'd like to think it is), how can we improve our character of harmony?

One action to start taking is finding ways to leave your ego out of it. When holding your 1-on-1 or Coffee Break, remember that you are simply there to **SHARE**. Share the amazing Ganoderma-enriched product and what it has done for you. Beyond that, it is all about your prospect. How can you help? Whether you hear “yes” or “no,” focusing on your prospect will emphasize harmony. It will also make any rejections feel less personal.

Another action you can start taking is to **seek to understand others**. Work on awakening your curiosity for others. Take an interest in what motivates your team and customers. Practice placing yourself in another person's shoes and looking at circumstances through a different perspective. You can also practice active listening skills. When you spend more time on understanding than making yourself understood, you build a character of harmony.

Lastly, **you can reflect more**. According to Stanford researcher Fred Luskin, 90% of our thoughts throughout the day are repetitive. Taking time to process what's on our mind will free up space to think about other things. So, if your thoughts are filled with reminders, write down your list. If your thoughts are filled with worrying, take some time to set them at ease. Processing your needs privately means that you can be mentally present when you are with others.

Have your own tips on how to Harmonize? **Share them on social media using #GanoExcelUSA!**



NUTRITIONAL FACT:

Oats are high in the soluble fiber beta-glucan, which has numerous benefits. It helps reduce cholesterol and blood sugar levels, promotes healthy gut bacteria and increases feelings of fullness. Combining it with Ganoderma lucidum helps bring greater balance to your body and a pep to your step!



WINTER WONDERLAND GRANOLA WITH GANOCAFÉ HAZELNUT

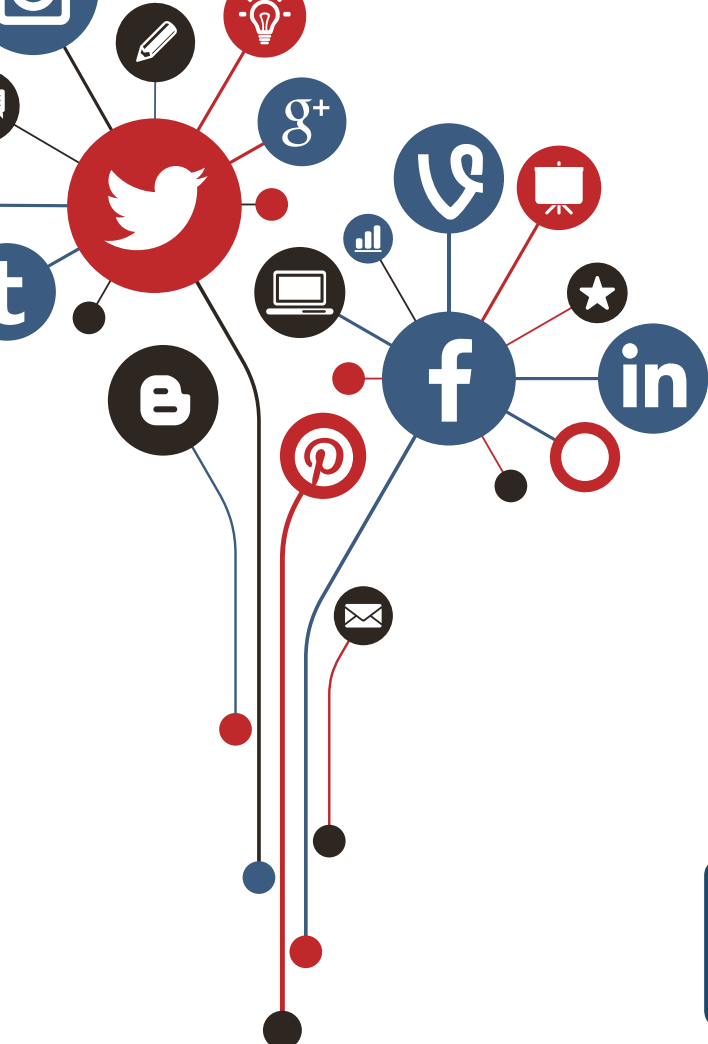
Prepare for your taste buds to be jumping with joy this winter with a healthy snack swimming in warm, soothing spices of ginger, cinnamon and nutmeg! With a touch of sweetness, this homemade granola is perfect for a cozy morning breakfast or a snack on the go. We top it off with GanoCafé Hazelnut to add our premium coffee flavor. It's packed with nutrient-rich Ganoderma lucidum to balance the body and keep you at your finest.

Ingredients:

- 2 cups old fashioned rolled oats
- ½ cup chopped pecans
- ½ cup slivered almonds
- ½ cup chopped walnuts
- 2 Tbsp unsalted butter
- ¼ cup maple syrup
- 2 Tbsp honey
- 2 tsp ground ginger
- ¾ tsp ground cinnamon
- ¼ tsp ground nutmeg
- ¼ tsp ground cardamom
- ¼ tsp sea salt or ½ teaspoon kosher salt
- 1 sachet GanoCafé Hazelnut mixed with 2 Tablespoons hot water

Directions:

1. Preheat oven to 325 F. Line a baking sheet with parchment paper.
2. Combine oats and all the nuts in a large bowl.
3. In a small saucepan, combine butter, maple syrup, honey, ground ginger, cinnamon, nutmeg, cardamom and salt. Heat on low until butter is melted. Mix well. Remove from heat.
4. Add the butter mixture to the oats and nuts. Stir in prepared GanoCafé Hazelnut (it should be somewhat thick) and mix well until everything is completely coated.
5. Spread granola mix on prepared baking sheet evenly. Bake approximately 30 minutes until fragrant and golden. Remove from oven and allow to cool completely.



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Araceli Ornelas Corona, James Wiggins and Chimere Oronzi!

Congratulations and thank you, Araceli, James and Chimere 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: Araceli Ornelas Corona**
"Our Great product - 100% Organic. 200 phytonutrients and of those 150 are Antioxidants, Woww #CompartiendoGanodermaLucidum"



f **Facebook: James Wiggins**
"My Coffee Pays...!!"



GLOBAL CORNER



Gano Excel India opened its doors in 2003 and we couldn't be happier to welcome them to the Gano Excel International family. We are proud to farm and create pure, nutrient-rich foods that bring health to such a diversity of people and their needs around the world. Thank you, Gano Excel India, for 15 years, and many more to come!

Instagram: Chimere Oronzi
"Today is one of those days that I only woke up to drink #coffee"



RUBEN CARDENAS



Ruben Cardenas was recognized as Gano Excel USA's top producer for 2018 in December. He also represented the USA at Gano Excel International's Top 1% Leadership Summit in Bali Indonesia in October. Having been with Gano Excel for a long time now, he still finds himself blown away by how great Gano Excel is on a global level. He describes that greatness not just in terms of its massive size, but through seeing how well-loved and important the company is to so many people around the world. It came through brilliantly at the Leadership Summit. Mr. Leow and the leadership of the company inspired Ruben with how much Gano Excel truly cares about its Affiliates and their success. He is so proud to be a part of this company and inspired to keep believing in what he and his team are doing every day.

When asked about his success in 2018, Ruben says it is an accumulation of three years of work. "When you think of all of the work we've done, day after day, for the last three years, we are finally seeing that work come to fruition." He says it's been excellent for his team to see that results of his work over a longer period of time really pay off. It sets Gano Excel apart as an opportunity where results can be lasting rather than fleeting. "They believe more strongly now – in the process and in the results that are possible from this business." Ruben also likens it to a painting. "When we first started, it didn't look like much, but as the team grows and develops, now we are seeing it come together."

Ruben's focus is on helping his team meet individual goals. They get together every January for a goal-setting meeting. They set short and mid-term goals. Ruben then spends the year helping his team to reach those goals, and in turn, he is able to generate the volume he needs to meet his own goals. "I don't worry too much about reaching my own goals," he says. "You really are rewarded for helping others in this business. When others succeed, you succeed. It's completely a team effort." When an Affiliate comes to him with their big dream goal, he helps his Affiliate formulate a plan on how to create smaller steps toward that goal. For 2019, Ruben continues to set his focus on growth. He wants to see all of Gano Excel's teams grow over the coming year. He believes it is going to be an excellent year for Gano Excel. "Really, we're all on Mr. Leow's team," Ruben says. "And he is such an excellent leader, what we have to do is simple."

Ruben described his admiration of the work Mr. Leow has done to set Affiliates up for success. "Mr. Leow has given us a product that is highly consumable, highly effective and so affordable," says Ruben. "That's what makes it such an excellent opportunity, one that is ripe for success, simple and available for pretty much everyone." Ruben also loves how the opportunity works with the needs of every Affiliate. Those that share a little, make a little. Those that share more, make more. Those that share with everyone and can make a whole lot.

When he's tempted to make excuses, he looks at the bigger picture. Knowing that he can make a tangible difference in someone else's life helps him to stay motivated. He also understands that it's easier to make excuses after experiencing rejection. Someone saying no can send someone into a negative attitude. But it doesn't have to be that way. For Ruben, he comes back to how simple his part is. Mr. Leow has done most of the work. He has given us a great product. He has built a great company. He has developed a great compensation plan. "My part is so simple – sharing our great product," Ruben says. He has confidence in that, and remembering how simple it is to keep sharing – especially sharing a product that he absolutely loves and believes in. It helps him not to take rejection personally. "My entire being doesn't rest on that one person saying yes. I just keep on sharing and the product really sells itself. It is such a great product and company we have."

CECILIA VILLEGAS

NORCO, CA



Cecilia Villegas has been falling in love with Ganoderma for about two years now. She loves how simple it is to enrich her life with Ganoderma lucidum, thanks to Gano Excel. She has been so happy with how alive and well she feels thanks to the body-balancing nutrients of Ganoderma lucidum – and not only her, but her whole family as well! It's brought such wonderful changes to her health that she couldn't help but sharing how she felt. It was not long before she made it official and became a Gano Excel independent Affiliate.

She loves that sharing about Ganoderma and Gano Excel product comes so naturally to her. It is so simple and natural that she can hardly believe how successful of a business it has been for her. She's now reached the rank of Platinum. She believes that if she can run a Gano Excel business, then anyone can. It's that simple. She had no prior experience with network marketing, just a love of the product and her testimony of what it has done for her and her family. And with that has come tremendous growth.

She is so humbled by the advancement she has experienced. Her team now looks to her for training and guidance. So, she dedicates herself to learning more and more. She gleans much from her mentor Ruben Cardenas and his passion for the product and opportunity. She asks questions and she encourages her team to do the same. The growth she has seen by going step by step and learning more every day has been a huge encouragement to her. It reinforces to Cecilia that the opportunity is truly for everyone, and anyone that she has the opportunity to share with could soon be in her same shoes of success.

Over the next year, Cecilia would love to see more growth in practically every way. She would love to share Ganoderma with more people, help more people start their very own Gano Excel businesses, further develop herself as a leader, reach new ranks and achieve personal goals that she has for herself. She is excited to be on this journey with Gano Excel. She looks forward to seeing the company grow and looks forward to working with other leaders to promote the unified vision of the health and wealth for all.



Congratulations

**Congratulations Cecilia for
advancing to Platinum!**



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. They take responsibility for the life they want to build for themselves. It includes letting go of negativity, embracing communication and action, and adopting a lifestyle of sharing. With these simple, powerful commitments, they are building and leading their team to success.

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

DIAMOND EXCELLERS

DIAMOND



Ruben Cardenas
Rank: Royal Diamond



Olga Yaneth Loya
Rank: Royal Diamond



Ana Lorena Aguilar
Rank: Royal Diamond



Walter Garcia
Rank: Royal Diamond



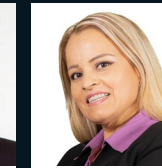
Tomas Rodriguez
Rank: Royal Diamond



Erica Reyna
Rank: Premier Diamond



Milo Sanchez
Rank: Premier Diamond



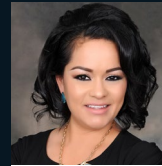
Blanca Solorio
Rank: Executive Diamond



Hipolita Gonzalez
Rank: Executive Diamond



Maggie Cardenas
Rank: Executive Diamond



Marivel Santoyo Huizar
Rank: Executive Diamond



Rebeca Sanchez
Rank: Executive Diamond



Rene Marin
Rank: Executive Diamond



Rocio Peralta
Rank: Executive Diamond



Sandra Estrada Morales
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



Isabel Rodriguez
Rank: Diamond



Jersis Aparicio Hernandez
Rank: Diamond



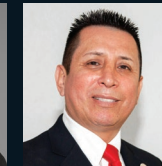
Maria Casteneda
Rank: Diamond



Rosa Licon
Rank: Diamond



Sara Diaz
Rank: Diamond



Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

PLATINUM



Cecilia Villegas
Rank: Platinum

GOLD



Adriana Flores
Rank: Gold

Clara Arjona
Maria Guzman
Claudia Ortíz
Juan Manuel Ramos
Teresa Vasquez

SILVER

Carlos Mario Acosta Estrada, Maria De Lourdes Anguiano, Andres Carlos, Ruben Carlos, Tere Carlos Cardenas, Brenda Cervantes, Sean Clark, Reina Coria, Joel Cortez, Giovanni E Diaz Maldonado, Antonio Esquibel, Antonio Esquivel, Arnulfo Flores, Christopher Flores, Rosa Cecilia Frias, Adela Garcia, Gustavo Garcia, Margarita Gastelum, Art Gaxiola, Ana Gonzalez, Irma Gutierrez, M Estela Hernandez Raya, Bertha Herrera, Carlos Herrera, Martha Hurtado, Alejandrina Jarquin, Lilia Jimenez, Blanca Lopez, Maria Cecilia Mendez Rueda, Belen Meza, Maria Morejon, Maria Luisa Palomino, Delfina Rebolgar, Gil Rivera, Lourdes Saucedo, Gerd Stanzus, Esperanza Trujillo Lozano, Daniel Alejandro Useche Ontiveros, Paz Valdez, Victor Valencia, Lorena Virgen Ceja, Anita Zaragoza

BRONZE

Elena Cardenas Avila
Jose Orlando Chinchilla Paredes
Esther Cuautle
Maira Garcia
Janet Heredia
Francisco Lopez
María Lopez
Lorraine Mares
Maria Medina
Jose Braulio Orellana
Paola Andrea Ortiz Arroyave
Antonietta Pedroza T
Francisco Ernesto Ramirez Diaz
Debora Rodriguez
Noelia Varela
Inez Yalacki