

SHARE

MARCH 2019



 gano excel

IMAGINE YOUR JOURNEY
TO MALAYSIA

REVITALIZE: WORKING UP
A WORK OUT

REFUEL WITH A ROOIBOS
BERRY & PROTEIN SHAKE





UNLEASH THE RED

GanoCafé Red Rooibos Tea brings **an army of antioxidants to fight the battle against harmful free radicals** in your system. Ease your mind, while your tea goes to work protecting and supporting your body. These **powerful bioactives** fuel your system for stronger, healthier performance all day.

*Helping you to fight. Live.
And SHARE.*

**GanoCafé Rooibos Tea.
MADE TO BE SHARED.**



CEO MESSAGE



At Gano Excel, we love to see lives changed for the better. It is why our founder, Mr. Leow Soon Seng, started this company. He saw transformative power in improving the health and wealth of those around him. His vision is for each person to spread that health and wealth, each to more and more, until an entire community or even the whole world, has improved. It is a great vision, and one that we do not approach with compromise.

I want you to think about remodeling a house that has fallen under disrepair. Do you fix up only one room and leave the rest in disarray? No! When you undergo a project of revitalization, what you want is total transformation. Your goal with this house is to make the entire property feel like new. So you do not stop at one room, or another. You work until you see that revitalization permeate the entire property.

Likewise, when we talk about revitalization at Gano Excel, we are not just speaking of improving one part of our well-being. The nutritious and wonderful bioactives found in Ganoderma help our entire body to maintain a better standard of health for ourselves. Beyond health, Gano Excel wants to see its Affiliates living happy, productive and meaningful lives. It is what "enriching" your life is all about. It is leaving behind a life of stress, limitations and poverty. Revitalizing our bodies and our lifestyles helps us to make a greater difference.

So, do not stop at just one limitation you may have. One area of personal growth. One element of a healthy lifestyle. Seek a total turnaround and go the distance. Adopt a healthier diet. Find ways to exercise. Socialize with others that lift you up. Set healthy goals for your business. Do not stop halfway – go all the way. It is from this soil that the greatest life changes will grow and thrive.

I look forward to hearing your story of revitalization very soon.

Sincerely,

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



A Monthly Publication

CEO Message	3
Imagine Your Journey to Malaysia	4 -5
Company Updates	6
Revitalize: Work Up a Workout in Your Spare Time	7
Product Highlight and Recipe	8
Global Corner	9
Time to SHARE	9
Leadership Spotlight <i>Rosy Licon</i>	10
Emerging Leaders	11
Rank Advancements	12



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GanoExcel.us

IMAGINE YOUR JOURNEY TO MALAYSIA

Close your eyes and picture it. You are surrounded by centuries of history, worlds of culture and sight after sight of beautiful landscape. Welcome home. This is where Gano Excel was born. You can join us later this year as we travel to Malaysia in the fall. Yes, it is possible! It is unlike any other journey you may take in your life. While there's no shortage of reasons why Malaysia is a major destination for travelers each year, going with Gano Excel is truly priceless. Take a look at the amazing and unique opportunity you as a Gano Excel Affiliate have to immerse yourself in the history, science, and heart of our Ganoderma-enriched business.

"Malaysia is where the heart of Gano Excel is located globally; we have the best products and unrivaled infrastructure."

– Ana Lorena Aguilar, Royal Diamond

Diversity is the pride of Malaysia. Known for its potpourri of Asian cultures, Malaysia is home to many ethnic groups that bring a rich tapestry of faiths, languages, food and festivals together in one place. The diversity can also be seen in the range of surroundings you can enjoy. From urban adventures in Kuala Lumpur, to sophisticated tours of traditional architecture and gardens, to relaxing at some of the world's most beautiful island beaches, there is no short supply of memorable experiences to be had!



A HISTORY OF GANO EXCEL

In 1983, Leow Soon Seng began an intensive study of fungi used in traditional Chinese medicines for centuries. Mr. Leow found that *Ganoderma lucidum* held the most value for its health benefits and nutrition. He narrowed his research to *Ganoderma* and began developing a method for cultivating the perfect specimen. Gano Excel was born in 1995 using more than a decade of research and development. Mr. Leow used his highly prized *Ganoderma* to enrich the everyday products like coffee and tea that make GanoCafé today. Once perfected, Mr. Leow sought to cultivate his *Ganoderma* on a larger scale. All of the *Ganoderma* used by Gano Excel is exclusively grown at our own 100% organic plantation in Alor Setar, Malaysia, the largest of its kind in the world. All facets of the farm and factory have been engineered especially to help in the ideal cultivation of the world's finest *Ganoderma*.



A GAME CHANGING EXPERIENCE

It's as simple as the saying, "seeing is believing." Your business will come to life by seeing what we have built over the past 24 years – a company sharing Ganoderma lucidum with the world. Speak with confidence during your opportunity presentations. Gain knowledge about Ganoderma lucidum. Discover the dedication your company has to delivering the highest quality products to you and your customers. Connect personally with the vision of Mr. Leow Soon Seng. Enrich your business by experiencing Gano Excel up close and personal. It's an experience that will transform the way you SHARE.

"Going to Malaysia opened my eyes to the outstanding quality of our company. It gave me confidence that I made the right decision in choosing Gano Excel."

– Marivel Santoyo, Executive Diamond

GANO EXCEL INVITES YOU

Gano Excel USA is planning to take a team of Affiliates to visit the Gano Excel Discovery Center in 2019. Many companies hide their production away from customers for various reasons. However, Gano Excel welcomes you. We love to show our Affiliates what makes Gano Excel so special. You have the opportunity to see first-hand the amazing cultivation of our world's finest Ganoderma lucidum. It is an enlightening experience that our Affiliates will never forget. You're not only invited, we want to help you get here. By participating in the Reach for the Stars promotion, you could win a spot on this year's trip to our global headquarters. Tour the farm and factory, meet with company leadership, and take in the natural climate that makes Malaysia the perfect home for Ganoderma lucidum. We want you to visit, really!



Malaysia is filled with ancient rainforest ecosystems that remain intact, protected by national parks and conservation projects. Biodiversity exists all around, from the pitcher plants, lianas and orchids of the humid lowlands, to the conifers and rhododendrons of high-altitude forests. The abundance of natural sites include phenomenal caves, coral reefs, and wildlife reserves ready to be explored. It is this warm, humid climate that is the perfect home for cultivating the elusive Ganoderma mushroom.

"One of the things that impacted me the most of going to Malaysia is meeting Mr. Leow Soon Seng and seeing what a humble person he is, in spite of his success."

– Sara Diaz, Diamond

GANO EXCEL DISCOVERY CENTER

Gano Excel opened its Gano Discovery Center in 2015 to coincide with the company's 20th Anniversary celebrations. The Discovery Center is located at the farm where 100% of the Ganoderma lucidum we use is grown. Visitors are welcomed to tour the center and learn about the history of the mushroom, our company, and the science that allows such a delicate and rare species to be cultivated organically on a global scale. The 23-acre Ganoderma farm makes it the largest in the world with 100 specially designed greenhouses housing up to 3 million Ganoderma mushrooms on any given day. Our green farming concept uses no chemical, pesticide or hormones in the cultivation of our product. Gano Excel is proud to be one of the few MLM companies that allows Affiliates a view into the behind-the-scenes operations that make its world-famous products.





COUNTLESS CHANCES TO SHINE

Get ready to launch your Gano Excel business to higher levels of success with the new Reach for the Stars promotion.

*Complete business objectives to elevate your Star Level. Earn awesome cash prizes starting from **\$250** with a 5-Star prize of **\$10,000**! Enjoy amazing luxury trips to heavenly destinations like **Hawaii** and **Malaysia**. Plus enjoy stellar monthly cash allowances and business perks as you rise to higher levels.*

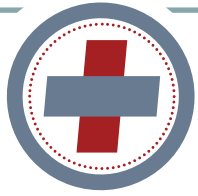
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*Promotion ends **DECEMBER 29, 2019** (Cycle 577).*

For complete promotion details, visit promotion.ganoexcel.us.



"Think little goals and expect little achievements. Think big goals and win big success" – David Joseph Schwartz



REVITALIZE: WORKING UP A WORK OUT

You've heard about the many benefits exercise can do for your healthy lifestyle. And since you love Gano Excel's Ganoderma-enriched products, we know that a **healthy lifestyle is important to you**. However, you may get exhausted by just thinking about adding a strength-building workout into your schedule. Have no fear! If there's anything we at Gano Excel are experts at, it is **building healthy habits into the things that we already do** – like drinking coffee and brushing our teeth! Here are some tips on how to work in a simple workout while at home.

Kick “no time” off your list of workout excuses! Instead, **use the time you already have to change your life**. Even though our modern lifestyles keep us busy, it is surprising to think about how little we move around and use our muscles. We can accomplish so much with just the press of a button. Let these conveniences work in your favor as you look for time to work more movement into your day. Think about some of these great times to get in some extra steps:



RUNNING ERRANDS.

Park a little farther away from your shopping destination. You'll likely save time searching for an open space, and you can use that time to walk the extra distance.



WAITING FOR THE KIDS.

Do you drop your kids off at practice only to turn around and pick them up less than an hour later? Save time and gas driving back and forth by taking a walk instead.



TELEVISION COMMERCIALS.

You don't have to leave the house, or even leave the room. Breaks built into programming are perfect opportunities to get up, stretch, move, and even do some quick strength-building exercises! See how much you can accomplish before your program returns.

You can also strengthen your muscles without spending a fortune on fancy equipment. Substitute a simple, weighted household item for your favorite strength training exercises. Here's a handy guide to some common items that you can use. Just keep in mind, the weight listed is based on unopened and unused items. As you consume the product, it will weigh less. So, keep a spare one in stock and replace your “workout” one when you need to open it.



2 LBS

Use a quart of liquids such as milk, cream, soy milk, or broth. Make sure it is completely sealed to prevent messes. You can also find small bags of rice sold in 2-lb portions.



5 LBS

Large bags of rice are commonly sold in 5-lb portions. You can also find produce packaged at this weight, such as bags of potatoes, carrots, or apples. A standard bag of flour is also five pounds.



10 LBS

Look for a large container of laundry detergent. You want your package to say 160 ounces, which is equal to 10 pounds.



ROOIBOS & BERRY PROTEIN SHAKE

Get in the groove with a powerful boost of antioxidants and energizing protein. Need a kickstart? Let this delicious blend of GanoCafé Rooibos Tea and mixed berries brighten your day! It's bursting with flavor and great at keeping you going. Brew the tea and blend it together with some of the tastiest superfoods on the planet.



Ingredients:

- 1 GanoCafé Rooibos tea bag
- ½ cup very hot (not boiling) water
- 8 oz frozen mixed berries
- 4 oz silken tofu
- 1 tbsp vanilla protein powder
- 1 tsp liquid honey, optional

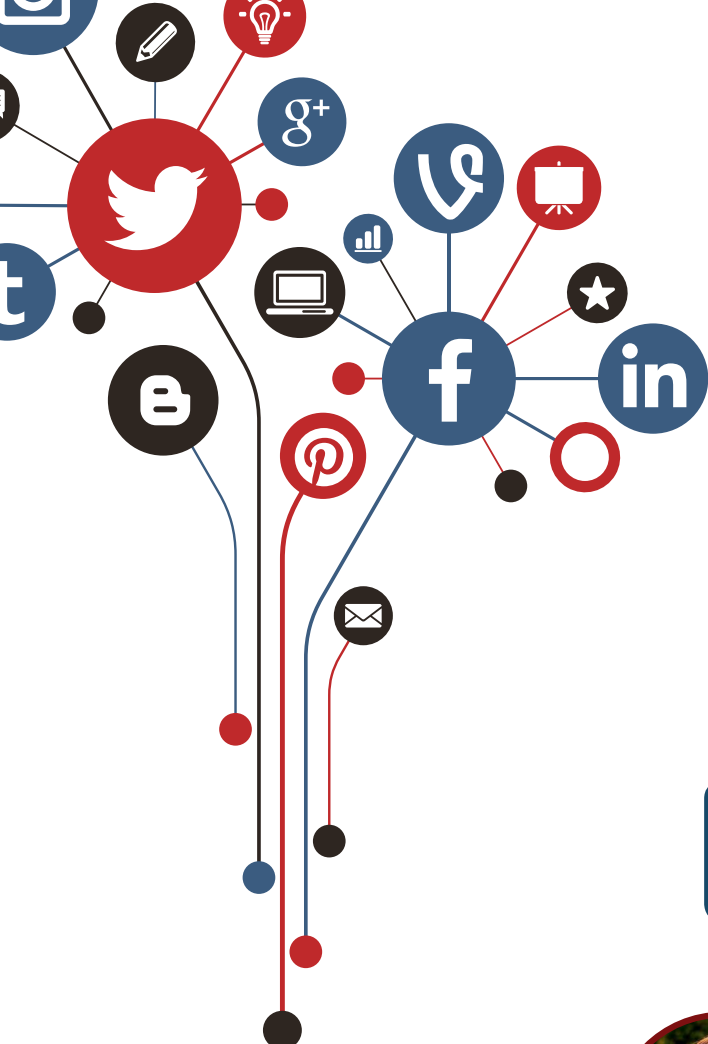
Directions:

1. Put the GanoCafé Rooibos bag in a teapot or heatproof jug and pour over the water.
2. Steep for 8 to 10 minutes, then remove the bag. Leave to cool.
3. Put the tea, berries, tofu and protein powder into a blender and process until smooth.
4. Sweeten to taste with honey and pour into glasses. Serve immediately or transfer to a thermos.

NUTRITIONAL FACT:

Rooibos Tea delivers great antioxidants to your body, but it doesn't stop there. Rooibos is naturally caffeine free, and has lower levels of tannins and oxalic acid than black or green tea. Tannins and oxalic acid are both natural compounds that can prevent your body from absorbing important mineral nutrients like iron, calcium and magnesium.





TIME TO SHARE

Gano Excel's Social Media Stars of the Month: myworldpgworld, Natalie Godinez, Bridget Lynn and Claudia Voigt!

Congratulations and thank you, myworldpgworld, Natalie, Bridget and Claudia 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 is proud to celebrate its 15th year in Australia! Not too far from our home in Malaysia, the "land down under" has been an excellent addition to our Gano Excel family. Unlike the native koalas that sleep for about 20 hours per day, our Affiliates love the energy they get from our signature line of GanoCafé products!



Instagram: @myworldpgworld
"Forever young, drinking my favorite coffee!!!"



Instagram: Natalie Godinez (@ngodinezphotography)
"Enjoying a yummy cup of Gano Schokolade."



Instagram: Bridget Lynn (@bridgetlynnsjourney)
"So this was my breakfast for today, GanoCafé C'Real. I eat this everyday to help me stay full until lunch time."



Instagram: Claudia Voigt (@voigt166)
"Happy Valentine's Day."





LEADERSHIP SPOTLIGHT ROSY LICON



DIAMOND

Rosy Licon is a Diamond with Gano Excel USA, operating out of Southern California. She lives in Baldwin Park and does business around the San Gabriel Valley as well as San Diego. Prior to Gano Excel, Rosy had a job as a cosmetologist. She also organized catering for banquets and parties. She looks back on those experiences fondly. “They were very good jobs that I loved,” she said. Nevertheless, she loves the free time and the career she has now with Gano Excel. She still works hard at her growing her business, but the pressure to “always be working” is gone. She feels freer and more in control than she ever has before. It is a positive element that propels her forward and encourages her to **pursue growth and further success.**

When Rosy was first introduced to Gano Excel, it was for the delicious GanoCafé products. “I remember I was asked to replace my daily cup of coffee for this new enriched coffee that is better for you.” Just one taste made it an easy decision. “It tasted great, so to add that it is also healthy for me, I thought, yes, that is worth the change.” When Rosy learned how she could also earn income by sharing the coffee with others, she began to see the financial freedom that she could achieve. “Now, not only do I have more freedom with my money and my time, I am helping others have more freedom in these areas too.” She says that being part of Gano Excel is not only sharing an opportunity, but also **helping many families to change their lives.**

She finds the vision of Gano Excel’s founder, Mr. Leow Soon Seng to be greatly inspiring. By sharing Ganoderma lucidum with others, **she carries out his mission to benefit more and more families in every home all around the world.** “It is a simple mission, and

I greatly admire Mr. Leow’s humility and sincerity.” She believes these qualities are excellent for a leader. She desires to emulate the same qualities to her own organization. She emphasizes that by refining her own character, she is able to be a more effective leader, teacher and guide when it comes to others. Over the years, she has seen herself grow and mature as a person. **“I’ve been able to take the focus off of myself and pay more attention to the needs of others, which is such a meaningful way to live,”** said Rosy.

Rosy spends the majority of her time talking with her team on the phone. She encourages them, answers questions they have, and shares news from the corporate team such as the new Reach for the Stars promotion. It is very important to her that her team receives positive encouragement. “We all meet challenges, obstacles and rejections,” said Rosy. “In those moments you need someone in your corner to keep you going.” She energizes her team with team activities and workshops to improve communication and presentation skills. She knows that **success can often come down to a positive attitude and a good communication.**

She is optimistic about 2019. **Her goals are to become Executive Diamond and finding her dream house.** She is also enthusiastic about helping her team achieve their goals and wants to see them each advance in rank this year. She wants every Apprentice Elite to hit Silver. She wants every Silver to hit Gold. **She is excited about the potential this has to bring unrivaled energy to Gano Excel in the U.S. that will do Mr. Leow proud.**

TERRY HUNSUCKER, JR.

MONTEREY PARK, CA



Terry Hunsucker, Jr. enrolled with Gano Excel in 2015. He was “flipping” houses in the real estate industry when he made friends with Cesar Sandoval, an Affiliate with Gano Excel. Terry remembers noticing a positive change in Cesar’s health and asking him about it. Having worked in the medical field, Terry was especially curious. Cesar shared about GanoCafé, enriched with Ganoderma lucidum. After years of poor lifestyle choices, Terry had health issues of his own that needed improvement. He wanted to lose weight and **move his health in a more positive direction**. Naturally, Terry began to think to himself, “I can see how it helped Cesar, I wonder what it will do for me?”

Since including GanoCafé and GanoDaily as a part of his healthier lifestyle, he has seen a great improvement in his health. **He’s been able to lose some weight, improve his sleep and feel more energized throughout the day. “I’m happier,”** he said. “My work and my health used to keep me really stressed out.” Now, thanks to Gano Excel, his health and work situations have both turned around. He is eating healthier, and is able to work on his own schedule. **“I love the financial freedom I have now,”** said Terry.

Cesar Sandoval continues to be a mentor for Terry in his Gano Excel business. They meet regularly to train on how to present the opportunity to others. Terry thanks Cesar for inspiring him to get out and network. He used to be quite shy, but seeing Cesar break out of his shell has inspired him to do the same. **He is excited to be a part of spreading health in wealth in the United States.** His goal in 2019 is to reach the rank of Diamond, and would love to visit Gano Excel’s international headquarters in Malaysia.





LIVING UP TO OUR FULL POTENTIAL

At Gano Excel, we love to watch our Affiliates reach new milestones, grow their businesses and achieve the success that catapults them from one rank to the next. Seeing such transformation invigorates everyone around them. It shows that change is possible and paints an excellent picture of what a revitalized life can look like.

We recognize these wonderful Affiliates for their achievements, focus and dedication is a privilege for us. We know that when we focus on the positive and rewarding aspects of our business, we are working together as a team for the company and for each person's "why."

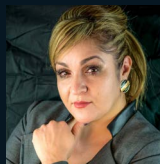
Please help us express our gratitude for their hard work!

DIAMOND EXCELLERS

DIAMOND



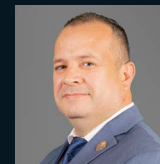
Ruben Cardenas
Rank: Royal Diamond



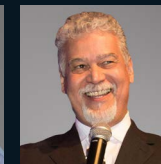
Olga Yaneth Loya
Rank: Royal Diamond



Ana Lorena Aguilar
Rank: Royal Diamond



Walter Garcia
Rank: Royal Diamond



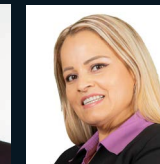
Tomas Rodriguez
Rank: Royal Diamond



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



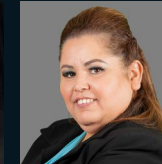
Marivel Santoyo Huizar
Rank: Executive Diamond



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



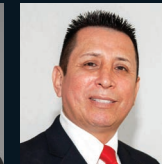
Maria Casteneda
Rank: Diamond



Rosa Licon
Rank: Diamond



Sara Diaz
Rank: Diamond



Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

SILVER

Mari Amezcuita
 Marcial Arias Mendez
 Maribel Avila
 Jordan Christopher Berra Martinez
 Yeny P Betancur
 Silveria Borquez Castro
 Juan Bravo
 Robeiro Castillo
 Rosa Cifuentes
 Rocio Palacio De Rivera

Angelica Farias
 Adriana Gallegos
 Maria Guido
 Jose Manuel Hernandez
 Martha Lopez
 Jorge Molina
 Maria Morales
 Luz Moreno
 Jaime Perez
 Yolanda Perez

Norma Reyes
 Maria Santos
 Sandra Severiche
 Carla Sion
 Keith Smith Jr
 Luis Soto
 Marceya Soto
 Hernan D Taborda Herrera
 Samuel Villa Alzate
 Vanessa Zaine

BRONZE

Edith Dias
 Sofia Gauna
 Manuel Lozano
 Roxana Moran
 Maria Palacios
 Martha Palacios
 Benita Pasillas
 Jacqueline Pena
 Heriberto Rodriguez

Miriam Saavedra
 Mario Sosa
 Sonia Valencia
 Jose Vázquez