

# SHARPE

JUNE 2019



 ganoxcel

EARN TODAY, NOT "SOMEDAY!"

SIX APPS TO HELP YOUR PRODUCTIVITY

HARMONIZE: 5 THINGS YOU CAN DO RIGHT NOW



# ONE POWERFUL CUP OF COFFEE



**GANODERMA  
GINSENG  
TONGKAT ALI**

**KEEPS YOU GOING.**

**GanoCafé Tongkat Ali.  
MADE TO BE SHARED.**

# CEO MESSAGE



I am so excited for summer to begin! We have some awesome national events happening this summer that all of our Affiliates, customers and prospects are welcome to attend. I hope that you can make time to join us in Sacramento for our English program on July 20, and in Fresno for our Spanish program on August 24. Both events are open to you, regardless of what language you prefer. Take these two amazing opportunities to invite your prospects to learn more about Ganoderma lucidum and see what an amazing company Gano Excel USA is.

If you are anything like me, summer is a great time to get things done. There are more hours in the day. It's easier to get out of the house. So, you may find yourself putting things off until the summer. Do you have a list already? Well, I'm here to tell you, now is the time to act.

As an independent Gano Excel Affiliate, you have the freedom and flexibility to work on your own schedule. It takes some proactivity, but our Affiliate leaders always say that the trade-off is completely worth it to them. It can be easy to "future log" tasks to a later week, month, or even year. The problem is, that leaves your dreams and accomplishments in "someday" mode. As you probably already know, "someday" never seems to come around. It may be the reason you started your Gano Excel business in the first place – to take control of those dreams and make them happen. Let's make "someday" today!

You have an opportunity every day to take steps toward achieving what you want. With Gano Excel, the opportunity couldn't be simpler: SHARE Gano Excel and start earning income toward your goals immediately. Our compensation plan has 11 ways to earn. Eleven ways to make your dreams come true, starting right now.

Growing your business will take time; it will take a commitment; but it will never happen without taking steps to get there. There's never a better time to start than today!

Sincerely,

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



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**GanoExcel.us**



# HOW INSTANT POT BECAME AN INSTANT SUCCESS

Robert Wang is CEO of Double Insight, the Canada-based company which produces the highly successful Instant Pot multi-cooker. Wang is a software engineer by trade and an entrepreneur at heart, having founded three companies in the telecommunications industry. When he was let go from his mobile messaging startup in 2008, he took it as an opportunity to do something different. He turned his attention to a personal problem that had been bothering him: dinner. “We all had young children at the time and found it rather challenging to fix healthy dinners when we got off of work,” Wang said in a recent NBC interview. “We all knew those are not healthy for the children, and not a good habit.” Evidently, Robert Wang is not one to give up on a challenge. Two years later in 2010, he was ready to introduce his latest invention – the Instant Pot.

Instant Pot became profitable within two years, selling 10,000 units in 2012. Since then, it has doubled its sales every single year and shattered records as an Amazon Prime Day top seller in 2018, when more than 300,000 units sold in just 36 hours’ time. Even more amazing is that for all its success, Instant Pot started with no marketing strategy. Wang and his team decided they would let the product “*speak for itself*,” and focus on customer support and product innovation. “From our experience, cooking is not a solitary event,” Wang said. “You really cook for your family. You cook for your friends. When people try your food and they’re happy about it, you will be bragging about how you used a miracle appliance like Instant Pot to do the cooking.” In other words, Wang believed his customers would SHARE. ***His success is proof of how powerful “word-of-mouth” network marketing can be.***

As his customers talk about his product, Wang listens. He continues to personally read and pay meticulous attention to every customer product review as soon as a new product is launched. He focuses especially on the

most critical reviews, seeing them as valuable opportunities to innovate according to his customers’ needs and wants. “Yes, I really read every single review when a new product is launched,” he said, estimating he’s read 10,000 to 15,000 reviews. Committed to ongoing innovation, each new product launch must be smarter and better than the last. As such, Wang does not wait for sales to dip or for growth to slow; he listens proactively to implement improvements right away. This practice has produced a good product that people love to talk about.



Listening to what customers and future customers needed helped to develop many functions on newer iterations of the Instant Pot. When one customer asked if there was a way to sterilize baby bottles using the appliance, a sterilization function was added to the next model. Another customer complained about the automatic release of steam at the end of the cooking cycle producing disappointing results with rice. This consumer input led to development of two steam controls, one for immediate release and another that delayed release to achieve the perfect sticky rice. Likewise, ***listening to your own prospects can help you present them with the opportunities from Gano Excel that will benefit them the most.***

Since 2012, Wang made it his mission to see an Instant Pot in every kitchen. Still today, Wang says it remains the company’s objective. “We are out to change the world in a positive way.” Like Robert Wang, ***Mr. Leow Soon-Seng has remained committed to his mission of seeing Gano Excel in every home since 1995.*** You can join that vision and earn instant income doing it. ***All you have to do is SHARE.***

# GETTING SMART *WITH YOUR* SMARTPHONE *PART II*

## **SIX APPS TO HELP YOUR PRODUCTIVITY**

It's amazing how much you can accomplish with a little help. Now your smartphone can be your shopping list, your mailing list and your bucket list! There are hundreds of apps out there dedicated to helping you stay on top of your tasks and connections. Whether you are coordinating an upcoming trip to Malaysia or a weekend meet-up with prospects, productivity apps can help you stay organized and accomplish more.

Wondering how you can put your smartphone to better use when getting stuff done for your business? Here we've handpicked six apps to help boost your productivity with network marketing!



### 1. **Cloze**

You can use Cloze to help you close prospects and maintain excellent customer relationships! The app syncs data across multiple apps, such as phone, email and social media, allowing you to see all the interactions you've had with one person in one place. It can even nudge you when you haven't reached out to one of your contacts in a while!



### 2. **Doodle**

Not for doodling! Need to schedule a group meeting like a Coffee Break or conference call? Coordinating everyone's calendars can be a hassle. Doodle allows everyone to input their availability easily and once a time is selected it will automatically add the event to everyone's calendar.



### 3. **RescueTime**

Speaking of availability, ever feel you're not getting the most out of your time? RescueTime will track how you spend your time on your device (and across devices), so that you can identify what is slowing you down or becoming a distraction. The app can also monitor and even block sites that are distracting you the most.



### 4. **Wunderlist**

You can create any list for any reason using Wunderlist. Simply create a list and start adding items. Invite team members to collaborate on lists, delegate tasks to different people, set due dates and reminders, then start checking things off as you accomplish them.



### 5. **Evernote**

Evernote is an app that combines several tools into one place. It acts as a mobile journal for you to keep notes and attach photos, voice memos or other files. You can also share your notes with a friend or team member, without requiring them to have the app.



### 6. **Scanbot**

This app gets you one step further to a fully mobile office! You can "scan" documents into high quality PDF files, just by using your phone's camera. It will also save coupons, barcodes, QR codes and more.



## COMPANY UPDATES

*We had a fantastic turnout for our Great to Excellent events in Florida. Welcome to all our new Affiliates!*



*Join us for more exciting events happening this year!  
Visit [event.ganoexcel.us](http://event.ganoexcel.us) to purchase your ticket today.*

### SUMMER

*All Affiliates welcome to attend both events!*

### FALL



### **REACH FOR THE STARS AND EARN WITH GANO EXCEL!**

*Earn awesome rewards as you complete objectives that build your business...  
More than **\$26,000** in **cash bonuses** and **luxury trips**! For complete promotion  
details, visit [promotion.ganoexcel.us](http://promotion.ganoexcel.us).*

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

*"We must exist right here, right now!" – Shunryu Suzuki*



# HARMONIZE: 5 THINGS YOU CAN DO RIGHT NOW

*Don't think that all good things must wait. Start applying these disciplines in your life today and you could see instant benefits for your team and network! It just takes a commitment to take action.*



**1. Inventory your positive skills and traits.** Building your self-esteem isn't just about feeling good, it's about knowing what you are good at! It will help you to be confident, and know you are valuable. Start right now by listing 3-4 of your best personality traits – these describe how we approach situations and people. Are you great at solving problems, or making someone feel welcome? Are you daring, or perhaps are you meticulous with perfecting details? Doing a quick assessment will also help heighten your awareness of positive traits in others and how you can work together as a team.



**2. Consciously forgive the frustrations others cause you.** Yes, some pain needs more time to heal than others. Start with small stuff. Think of 3 things that happened in the last 24 hours that you can forgive right now. Are your expectations of others what is harboring negativity? That person with more than 10 items in the express lane at checkout; the neighbor with their music up too loud last night. No more trivial grudges! Or perhaps your new nails went unnoticed, or your children didn't appreciate the new recipe you decided to try. Don't let these experiences discourage you from taking risks! Forgive them quickly and keep moving.



**3. Practice an attitude of gratitude.** A great long-term goal is to foster an overall attitude that cherishes every part of your life, the good, the bad, the ugly. However, this can be a lifelong process. How do you turn gratitude into an action for today? Take 3 rubber bands to wear on your right wrist (or alternatively you can use coins in your pocket). Now, make a point to say "thank you" for something you usually take for granted. Each time, switch one of your items from your right to your left! You can do it all at once, or throughout the day.



**4. Praise other people's positive attributes and successes.** Yes! Gano Excel Affiliates are all working hard to accomplish the vision Mr. Leow Soon-Seng has for this company – to spread health and wealth to every household across the world. Every Affiliate, then, is on the same team – Mr. Leow's team! When you see someone else succeeding, you may be tempted to respond with jealousy. Instead, make a point to offer praise. It creates happiness and harmony that is more attractive to prospects, and if offered sincerely, can also energize you with positivity as well. Think of at least 1 person to reach out to with praise every day.



**5. Live the example you want others to follow.** This principle harkens back to the Golden Rule. When you find yourself complaining about others, think about how you can apply your advice to your own situation. Take the initiative to improve qualities in yourself you want to see in others. It may be a long-term goal, but it is one of the easiest to begin immediately. Do you wish your team had the courage to ask more questions? Hold a meeting where YOU ask your upline questions about your own obstacles. This reinforces to prospects and new Affiliates the support that is in place to help them succeed with Gano Excel.



## INSTANT HORCHATA SHAKE

*A smooth, delicious shake to enjoy this summer without all the sugar. It's completely vegan-friendly too! GanoExcel's enriched Tongkat Ali coffee also packs more than 200 plant-based nutrients thanks to herbs like Ganoderma lucidum, ginseng and... you guessed it, Tongkat Ali! Simply combine the delicious flavors of almond butter, banana and cinnamon with creamy GanoCafé and ice, and you'll be smiling in no time.*



### Ingredients:

- 1 sachet GanoCafé Tongkat Ali
- 12 oz hot water
- 1 medium banana, peeled
- 1 Tbsp almond butter
- ½ tsp cinnamon
- 1 cup ice

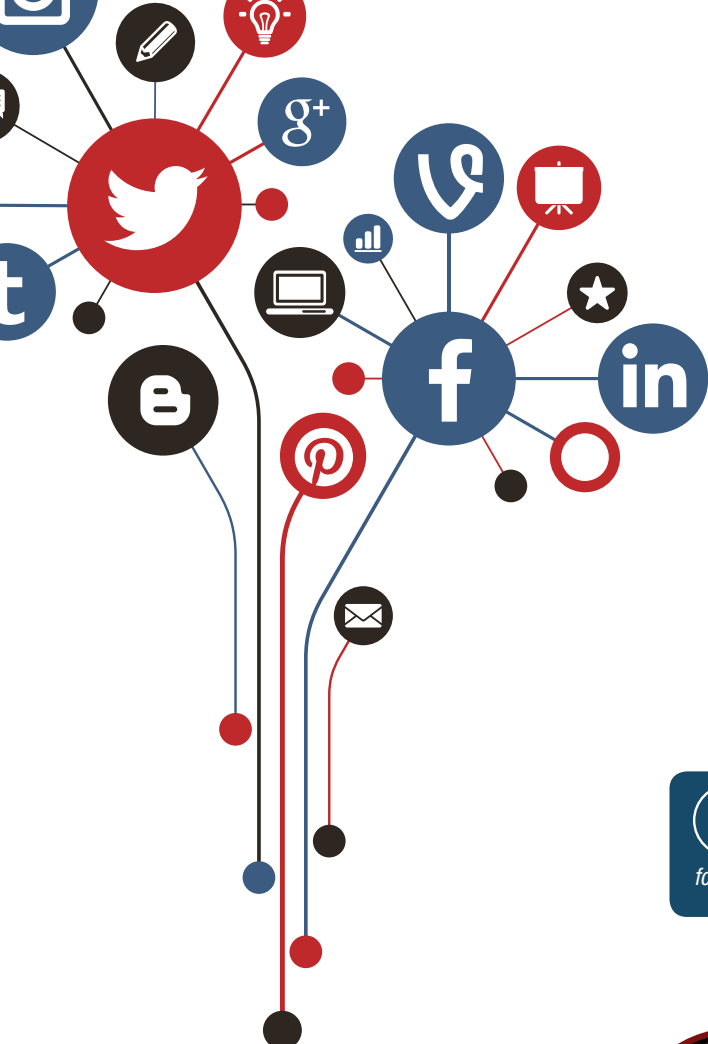
### Directions:

1. Prepare the Tongkat Ali coffee by stirring sachet contents into hot water. Allow mixture to cool.
2. Chop the banana into chunks and insert into blender. Add almond butter and cinnamon. Pour in the cooled Tongkat Ali and blend.
3. Gradually add in ice and continue to blend until your shake reaches the desired consistency.
4. Pour into a glass or tumbler to go!

### NUTRITIONAL FACT:

*Almonds have a tremendous nutrient profile! They contain excellent amounts of Vitamin E, Manganese and Magnesium, among others. However, did you know that it is difficult for the body to absorb some of the nutrients they produce? Thankfully, pairing it with Ganoderma lucidum creates a more bioavailable space in your body. Bioavailability increases your body's ability to absorb nutrients from food!*





# TIME TO SHARE

**Gano Excel's Social Media Stars of the Month: Amber H Mendoza, Rebeca Sanchez, Paola Ortiz and Euloganoexcel!**

*Congratulations and thank you, Amber, Rebeca, Paola and Euloganoexcel 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



Cheers to Gano Excel Affiliates earning income in the great country of Costa Rica! A land of peace and harmony with nature and mankind,

Costa Rica knows the profit that comes from helping one another achieve that which is good and great for all. The health and wealth of Ganoderma lucidum is certainly one of those things!



**Instagram: Amber H Mendoza (@ams8)**

*"I have tried lots of things and have found crafting and coffee to be my calling."*



**Instagram: Rebeca Sanchez (@club\_evolucion\_del\_cafe)**

*"Pampering myself every day."*



**Instagram: Paola Ortiz (@mamaintuitiva)**

*"My must-have EVERY morning is this cup of coffee!"*



**Facebook: Euloganoexcel**

*"Mi Gano cereal!"*





# LEADERSHIP SPOTLIGHT

# JUAN SEBASTIAN PINZON ARJONA



DIAMOND

Juan grew up in Fontana, California, having moved to the United States from Bogotá, Columbia at a young age. He remembers hearing about Gano Excel USA from an Affiliate while he was in high school. His mother had her own career in network marketing, so he asked her about Gano Excel. Together they looked at the compensation plan and did research on the company. Juan was happy to have his mother's advice because of all her experience, and she said that everything looked great. It was a good opportunity. **What Juan loved most was the simplicity of the product.** He was about to start college, and felt that sharing coffee was relatable and achievable for him. Plus, he loved the variety of GanoCafé flavors that Gano Excel offered.

While in college, Juan was able to balance his time studying with making extra income in his Gano Excel business. He loved the flexibility of the work schedule that allowed him to work when he had time available. He graduated in 2017 with his Bachelor's degree and in 2018 he finished his Master's degree!

Gano Excel has been a reliable way for him to make money while in college. However, Juan says his business has given much more than money. For one, running his network marketing business pushed him to get out and socialize with new people. "It can be easy for me to focus on my goals and not branch out," says Juan. **"Network marketing requires that you do branch out and it helped prevent me from getting self-absorbed. Instead, it's my chance to help other people."**

Juan credits his mother with coaching the launch of his business and has been his biggest supporter. She inspires Juan with her own business. Seeing how both his parents worked growing up left a

memorable impression on him. They have taught him the value of patience with his goals. He also has **developed an appreciation for good communication.** He has **learned that in order to build a team and succeed as a team, you have to be willing to open up to others and share what you are thinking.** He says that it sounds like a no-brainer, but surprisingly it takes work. **"My team and I meet and we hear each other's thoughts on how to move forward,"** Juan says. **"I believe in the idea that everyone has something of value to add."**

He has also enjoyed developing his teaching skills. **"People learn at different speeds. They are driven by different things. They see things different ways."** He loves how this **diversity adds value to his team,** but it also means that teaching the business can be a challenge. So, Juan spends more of his training time meeting with team members individually. It allows him to match each person's learning style and it also gives Juan the chance to get to know his team members personally. **"A personal connection is what makes a great teacher. My favorite teachers growing up did that,"** Juan reflected. **"It tells the student that I support them and their goals."**

**The best advice he can give to a new Affiliate is to ask for guidance and be patient with growth.** "It's an amazing opportunity," he says. "Don't give up on it." Juan is looking forward to building his team and seeing other members on his team reach the Diamond rank – most of all his mother. He is also looking forward to purchasing a house later this year.

### OLGA PLASENCIA

WEST COVINA, CA



Olga Plasencia joined Gano Excel about two years ago. Olga moved to the United States almost 30 years ago from Mexico. Being from Tamazula originally, she knows when she has come across something sweet. Gano Excel's opportunity was exactly that. Now, ***she's reached the rank of Gold and has plans to continue growing her team, helping each one to reach Gold as well.***

It all started in 2017 when she was introduced to Gano Excel through a friend on Facebook. At the time, Olga was going through a health problem and was overwhelmed with expenses. It was a mountain of stress and anxiety for her. She was skeptical of Ganoderma lucidum at first, because nothing she had tried had worked for her. To her surprise, Gano Excel's Ganoderma-enriched products started helping her feel better. ***She could feel her body getting stronger and healthier every day.***

What made Gano Excel's opportunity so sweet was ***knowing that her business could help others to find the relief and health that she experienced.*** The compensation plan was excellent, but it was also money that she could feel good about, knowing that it came by helping others. Olga knew right away that this type of opportunity was rare. She told herself, ***"It's now or never. I can't let this opportunity go."***

She began sharing Gano Excel with as many people as possible, and she began to earn income immediately, which helped with the extra expenses that had popped up. Additionally, she was able to pay off her car. Next, she has her eyes set on purchasing a home in San Felipe, Baja California, complete with an ocean view. "We've been making arrangements and hope to make it happen soon," Olga says. ***"All thanks to the opportunity that Gano Excel has given me."***

She feels like a completely new person. She is in good health, her financial situation has turned around, and she has grown personally. Her mentors, ***Andrés Albarrán*** and ***Rosy Lincon***, ***have been immensely supportive. She loves how the skills she has learned through her Gano Excel business have had both immediate and long-term benefits.*** Skills like dressing and speaking professionally, teaching others and mentoring. ***"These things impact my business instantly, but they are things that I will continue to develop and draw from for the rest of my life!"***

She is excited to continue growing her team here in the United States. ***She loves Mr. Leow's vision to bring health and wealth to every corner of the world.*** She is thankful she's had the opportunity to talk and share Gano Excel with so many people. ***"I want everyone to know about the amazing benefits of Ganoderma, with no side effects. Not only that, here they can achieve their dreams and goals for themselves and their family as well as I have achieved mine."***



# 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



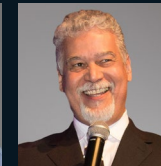
Olga Yaneth Loya  
Rank: Royal Diamond



Ana Lorena Aguilar  
Rank: Royal Diamond



Walter Garcia  
Rank: Royal Diamond



Tomas Rodriguez  
Rank: Royal Diamond



Maggie Cardenas  
Rank: Royal Diamond



Erica Reyna  
Rank: Premier Diamond



Milo Sanchez  
Rank: Premier Diamond



Blanca Solorio  
Rank: Executive Diamond



Cecilia Villegas  
Rank: Executive Diamond



Hipolita Gonzalez  
Rank: Executive Diamond



Marivel Santoyo Huizar  
Rank: Executive Diamond



Rebeca Sanchez  
Rank: Executive Diamond



Rene Marin  
Rank: Executive Diamond



Rocío Peralta  
Rank: Executive Diamond



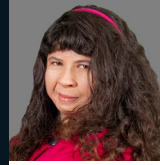
Sandra Estrada Morales  
Rank: Executive Diamond



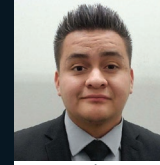
Susana Caballos  
Rank: Executive Diamond



Isabel Rodriguez  
Rank: Diamond



Jersis Aparicio Hernandez  
Rank: Diamond



Juan Sebastian Pinzon Arjona  
Rank: Diamond



Maria Casteneda  
Rank: Diamond



Rosa Licon  
Rank: Diamond



Sara Diaz  
Rank: Diamond



Victor Lopez  
Rank: Diamond

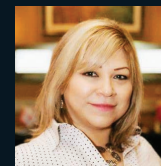
## RANK ADVANCEMENTS

### GOLD

Jaime Enriquez  
María Lopez  
Eva Martinez  
Juan Perez Ojeda  
Luis R Pineda  
Olga Plascencia  
Adela Ramirez

### SILVER

María Adriano, Cecilia Agredano, Manuel Aguilar, Santiago Aguilar, María Alvarado, Robinson Alzate, Gloria Andrade, Jeyson Arboleda, Jose Ayala, Isabel Baez, Damnia Buitrago, Juan Bustos, Sonia Caballero, Yemney Cabrera Quintana, Genoveva Carillo, Margarita Castillo, Luis Cervantes, Marvin Geovany Colindres, Lorena Contreras, Ruben Contreras, Olivia Contreras, Beatriz Adriana Correa Aguado, Sonia Curiel, Teresita De La Cruz, Edy De La Hoz Zarate, Jael Diaz, Marcela Elias, Javier Elizalde, Guillermina Enriquez, Norma Enriquez, Susana Enriquez, María Espejel Garcia, Isaias Espitia, Alfredo Fernandez, María Fernandez Briceno, Juana Ferruffino, Imelda Flores, María Flores, Ana Franco, Ruben Franco, Ana Fuentes, Jose Fuentes, Rosa Fuentes, Jesus Garcia, Josue Garcia, Rene Garcia, Rut Garcia, María C Garcia, Cristina Garduno, Isabel Gonzalez, Gabriel Granados, Jesus Guerrero, Pilar Gutierrez, Eliseth Hernandez, Patricia Hernandez, Rosa Hernandez, Nora Jacobo, María Jaimes, Ana Jimenez, I & J Maintanace & Landscaping, Edger Lepe, Savannah Emily Lepe, Alejandra Lerma, Margarita Lima, Francisca Janeth Linares, Guillermo Lopez, Hídalia Lopez, Margarita Lopez, Joaquín Lopez, Jorge Marengo, Isabel Marquez, Fatima Martinez, Lucy Martinez, Magdalena Martinez, Martha Patricia Martinez, Rosa Martinez, Claudia Medina, Ismael J Menjivar, Jose Morales, Rosa Mulgado, Neyla Murcia Hernandez, Cleotilde Naranjo, Elvira Naranjo, Enrique Naranjo, Patricia Navarro, Erika Neri, El Defensor Hispano LLC, Edwin Olivas, Lorena Pamo, Humberto Penagos, Camilo Peralta, Juan Perez, Veronica Perez, Leticia Portillo, Hector Portocarrero, Salvador Portocarrero, Ana Puentes, Jose Ramirez, Felix Ramos, Rosa Reyes, Miriam Rivas, Beria Rivera, Gustavo Rodriguez, María Rodriguez, Teresa Rodriguez, Nubia Roman, Baudelio Romero, Fabiola Romero, Gloria Romero, María C Rosales, Isaias A Roso Morales, Jesus Ruano, Rafaela Rueda, Araceli Sabais, Ana Sabias, Aracell Sanchez, Arnold Sanchez, Fortino Sanchez, Jessica Sanchez, Eloisa Santamaria, Santa Santana, Liliána Santiago, Juan R. Sarría Jr., Richard Scalza, Francisco Serna, Juan Serna, Antonieta Sierra, Aura Milena Silva Ruiz, María Tafolla, Johanna Tapia, Georgina Tecaxco, Luz M Tobon, Angelica Torrez, Irma Valerio, Porfirio Vargas, Israel Vazquez, Juana Vazquez, Mabel Paulina Vergara, Salvador Villegas, Virginia Villegas, Alexander Vivas Granada, Cande Zabaiz, Hermelinda Zaragoza, Andrea Zuniga M



Veronica Carbajal Solis  
Rank: Diamond

### BRONZE

Gerardo Alanis, Emma Aparicio, Miriam Arita, Patricia Castillo, María Catalano, Linda Cruz, Paulina Galeano Jimenez, Leonora Gonzalez Tetflecte, Santiago Guerrero, Luna Gutierrez, Wolfgang Arturo Guzman, Ronald E Humburd, Veronica Mireles, Edith Ovando, Thania Quintanilla, Alma Renteria, Imelda Salinas, María Camila Usma Uribe, Elda Vargas, Irma Pedraza Vazquez