

SHARE

JULY 2019



 gano excel

STEP UP YOUR LEARNING, REACH FOR THE MOON AND ACTUALIZE!

TATYANA BAKALCHUK: SCHOOL TEACHER TURNED BILLIONAIRE

ACTUALIZE: WHAT'S A COFFEE BREAK?





.....

Get your Smart Mushroom brochure to SHARE smart facts about Ganoderma and its amazing benefits!

Available now in your Back Office!

.....



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**.*

.....

Promotion ends DECEMBER 29, 2019 (Cycle 577).

CEO MESSAGE



Gano Excel is for empowering people. Our company seeks to improve the health and wealth of everyday people in order to bring more happiness into the world. Education is not something that keeps us from this goal. Instead, Mr. Leow has welcomed the opportunity to further education. He has recently accepted the role of Ambassador for the Vatican's council on global education-focused initiatives. He has also implemented an education incentive in Gano Excel's wealth plan that allows Affiliates to earn a special bonus for higher education.

History has taught us that knowledge holds power. However, a devotion to a life of learning takes humility. It takes admitting to what we do not yet know, and allowing for questions that we may never fully be able to answer. However, I believe the benefit of personal and professional growth greatly outweighs the cost to one's personal pride.

Learning begins with a simple attitude – an open mind. A great example is that of Ganoderma lucidum! There was likely a time in your life when you were not familiar with this amazing mushroom. Along the way you gained an interest in learning more about the health and wealth that Ganoderma could bring to your life. Perhaps you heard an unbelievable testimonial from a friend or at an event. Something sparked your curiosity. Perhaps you visited thesmartmushroom.com or attended a Coffee Break in order to get some questions answered.

Don't let success be a mystery to you. Develop your skills. Come to events like Rise on July 20, and Elévate on August 24. Learn what areas of your lifestyle can become healthier. Discover strategies for becoming wealthier. Then, SHARE your knowledge and discover how sweet empowering others can be!

Sincerely,

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



A Monthly Publication

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Will-Call Hours:
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Tues - Thurs: 9 a.m. - 7:30 p.m.
Friday: 9 a.m. - 5 p.m.
Saturday: 10 a.m. - 3 p.m.
Sunday: Closed

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GanoExcel.us

SCHOOL TEACHER TURNED BILLIONAIRE TATYANA BAKALCHUK

Are you ready to step up how much money you earn each week with Gano Excel? You've fallen in love with the **limitless earning potential of Gano Excel's opportunity**. You've dreamed of becoming your own boss full-time. You want to build a business that will generate income for you for years to come. Take your business to the next level today. **Step up your business, step up your income, and step up your freedom!**

Successful entrepreneurs embrace learning, but success does not require a fancy education or degree. It is an attitude. Anyone can devote his or her mind to learning. You may look at a wealthy person and think that his or her acumen comes from a special background. However, acumen does not proceed success, but develops with success. As you hold 1-on-1s and Coffee Breaks you will gain nuggets of wisdom to pass on to your own downline. As you mentor your Personal Enrollees, you will learn how to duplicate; as you hold team meetings, you will learn how to encourage and inspire. So, don't count yourself out before you start! **Your Gano Excel business opportunity is filled with opportunities to develop and grow.**

One inspiring example is the story of billionaire Tatyana Bakalchuk. Tatyana was a school teacher in Russia. She and her husband became pregnant with their first son in 2004 while Tatyana was 28. They soon realized that their family finances were not going to be enough to provide for the new expenses coming their way. With her newborn at home, Tatyana found it difficult to leave home, let alone find work. So, while Tatyana was on maternity leave in her Moscow apartment, she began to partner with a German retailer to sell colorful children's clothes online. She believed there was a business opportunity in serving other young mothers who found it difficult to leave home to shop. As it turned out, she was onto something.

At first, it was just a matter of retail sales. Tatyana would buy products in bulk for a discounted rate, take some photos, and then sell them at a competitive retail price through her new business and pocket the profit. As Tatyana's e-commerce business grew, she knew that she would need to hire staff, rent a warehouse and advertise more — can we just say how much we love that network marketing businesses don't have to face these types of expenses? Despite the extra costs, Tatyana stepped up her game, and as a result, her business continued to take off.



Tatyana's company, Wildberries, has since expanded to sell more than 15,000 brands of products. The e-commerce website attracts 2 million visitors every day from Russia, Belarus, Kazakhstan, Armenia and Kyrgyzstan. In 2018, the company processed an average of 400,000 orders per day! Now, the business is valued at \$1.2 billion, and with 100% ownership, Tatyana Bakalchuk has become one of only two Russian women to be worth more than \$1 billion.

Tatyana's story shows that success truly does not require a business degree or special background. When the opportunity came, she embraced the journey ahead despite its uncertainties, and with every step of growth she gained greater wisdom and knowledge. Make the same true for your Gano Excel business. **All it takes is a decision to step up, and a commitment to keep stepping up as your business blossoms.**



IGNITE

ENCENDER

IGNITE YOUR SUCCESS

Coming October 2019!

His leadership has forged a global network of people pursuing greater health and greater wealth. Now, **Mr. Leow Soon Seng is coming to the USA** to dedicate our new Chino center to you and your success.

Take this opportunity to hear firsthand from the man who built Gano Excel from its roots. His ingenuity created the products that you love, enriched with his unique blend of Ganoderma lucidum. His passion for creating the world's finest Ganoderma has brought health and wealth to millions of lives around the world.

Now, he is bringing his wisdom and insights to help IGNITE your business like never before.

Energize yourself, your team and your prospects.

Unite with all of Gano Excel USA as we come together for these extraordinary festivities.

More details coming soon!



Great to Excellent Miami
 June 22, 2019
Fort Lauderdale Marriott North
 6650 N Andrews Ave.
 Fort Lauderdale, FL 33309
 3:00 PM - 6:00 PM



Great to Excellent Houston
 June 29, 2019
Hilton Houston Galleria
 6780 Southwest Freeway
 Houston, TX 77074
 1:00 PM - 4:00 PM



RISE
 July, 20 2019
 (English Program)
Doubletree by Hilton
 2001 Point West Way
 Sacramento, CA 95815
 10:00 AM - 2:00 PM



Great to Excellent New York
 August 3, 2019
LaGuardia Plaza Hotel
 104-04 Ditmars Blvd.
 East Elmhurst, NY 11369
 Time TBD



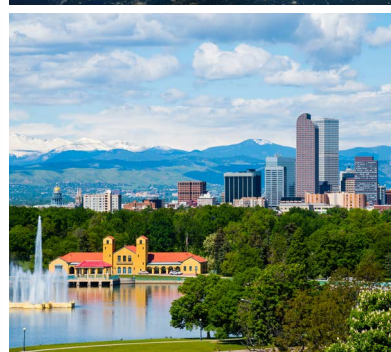
Great to Excellent Miami
 August 10, 2019
 Location TBD
 Time TBD



ELÉVATE
 August 23, 2019
 (Spanish Program)
Radisson Hotel Conference Center
 1055 Van Ness Ave.
 Fresno, CA 93721
 10:00 AM - 2:00 PM



Great to Excellent Dallas
 August 31, 2019
 1735 N Story Rd., Suite 114
 Irving, TX 75061
 Time TBD



Great to Excellent Denver
 September, 2019
 Location TBD
 Time TBD



IGNITE
 October 26, 2019
Gano Excel USA
 15439 Dupont Ave
 Chino, CA 91710
 Time TBD



BEYOND
 November 30, 2019
Hyatt Regency Orange County
 11999 Harbor Blvd.
 Garden Grove, CA 92840
 Time TBD

“Learning is the beginning of wealth. Learning is the beginning of health. Learning is the beginning of spirituality. Searching and learning is where the miracle process all begins.” – Jim Rohn



ACTUALIZE: WHAT'S A COFFEE BREAK?

One of the best ways to introduce people to Gano Excel is through a home Coffee Break. What does that mean? The Coffee Break is Gano Excel's signature in-home party where guests can sample the product and learn more about the company.

Many network marketing companies utilize the in-home party as a great way to show off and demonstrate their product lines. Parties also provide an *opportunity for the host Affiliate to make sales with their network.* It is almost like a mini-trade show, without the competitors and done from the comfort of your own home.

Did you know Gano Excel has a Coffee Break Guide that details the 5 simple steps for a successful Coffee Break? Here are two quick tips from the guide to get you started!

- 1. Keep it Simple.** This isn't a wedding reception. Forget the fancy appetizers and decorations. Going to these lengths is actually counterproductive. It can leave people thinking, "I could never pull this off." So, simply provide the GanoCafé, along with cups, napkins and hot water!
- 2. It's a conversation, not a lecture.** Few people enjoy sitting through lectures. But many people love having conversations! Allow guests to have a good time, ask the questions that are really on their mind and sample the product to their satisfaction. Yes, you should "present" the products and opportunity, but keep it informal and interact as you go.

A great way to break the ice and get your guests talking is the *free SHARE Ice Breaker Game* included with your Coffee Break Guide! Simply stack the cards according to the 5 SHARE categories. Let your guests take turns drawing a card and answering the question on the back. How each guest answers will help you determine what types of opportunities may be attractive to him or her.

Remember that although enrollments may happen, it is often better to meet 1-on-1 after a Coffee Break in order to devote 100% of your attention to answering questions and closing your prospect. So, shake off that pressure! *Make your next Coffee Break a fun-filled way to SHARE.*



RED ROOIBOS STRAWBERRY VINAIGRETTE

Enjoy this light and heavenly strawberry vinaigrette on your favorite salad this summer! Its secret ingredient is a strong brew of GanoCafé Rooibos tea, enriched with Ganoderma lucidum. Rich in antioxidants and natural bioactives to support healthy skin, it's perfect for fun in the sun!



Ingredients:

- 4 oz hot water
- 1 sachet of GanoCafé Rooibos tea
- 2 cups fresh strawberries
- ¼ cup olive oil
- ¼ cup balsamic vinegar (or white wine vinegar)*
- Salt and pepper to taste

*If substituting white wine vinegar, you may want to add 1-2 tsp sugar

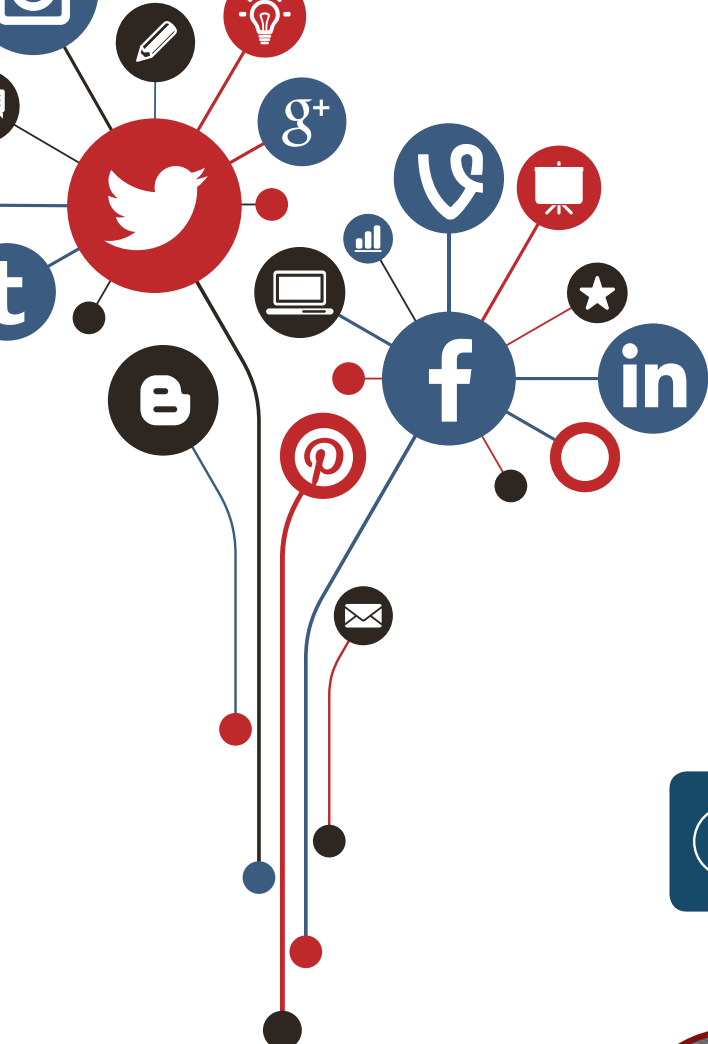
Directions:

1. Steep the GanoCafé Rooibos tea in 4 oz hot water for 5 minutes.
2. Pour the tea and remaining ingredients into a blender and blend on high until smooth and well combined.
3. Transfer your salad dressing to a glass jar and allow to chill for at least 30 minutes before serving.

NUTRITIONAL FACT:

Strawberries are rich in anthocyanins – natural bioactive compounds with antioxidant effects. Anthocyanins have been linked to support heart and skin health. These “flavonoids” are natural pigments that give strawberries their bright red color. So, the brighter the strawberry, the more nutrients it has!





TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Roberto Carlos Torres, Zenon Cruz, Norma S Pantoja and Maria Eugenia!

Congratulations and thank you, Roberto, Zenon, Norma and Maria 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



Enjoying a delicious cup of coffee is a tradition not limited to cooler climates! This year, Gano Excel celebrates 15 years of enriching coffee and more for Affiliates in the Gulf Cooperation Council countries, including Saudi Arabia, Qatar, United Arab Emirates, Oman, Bahrain, Kuwait and Yemen. Here, the only thing hotter than the temperature, is the amazing business opportunity with Gano Excel!

Instagram: Roberto Carlos Torres
 (@roberto1carlos)
 "It's #gameday"



Instagram: Zenon Cruz
 (@myganosystem)
 "New day, new opportunity...
 Learn the plan, teach the plan"



Facebook: Norma S Pantoja
 "Happy afternoon"



Facebook: Maria Eugenia
 "Enjoying a nice cup of Rooibos Tea."





LEADERSHIP SPOTLIGHT CECILIA VILLEGAS



EXECUTIVE DIAMOND

Cecilia Villegas was born in Zacatecas, Mexico and currently resides in Norco, California. ***She considers her discovery of Ganoderma lucidum to be the single greatest improvement to her life.*** She has Gano Excel to thank for that. She was introduced to Ganoderma through Gano Excel's signature Ganoderma-enriched coffee. She was delighted to learn about the tremendous ***health benefits attributed to Ganoderma*** by centuries of tradition in Malaysia, China and other Asian countries. ***"I feel good about standing behind such a great product that can improve people's health,"*** says Cecilia.

Cecilia was a small business owner prior to starting her Gano Excel business. She was excited to learn about network marketing and expand her horizons. ***"Exposing yourself to new things is necessary for growth,"*** she says. Cecilia looks to her family for inspiration. She is blessed with a family that is very collaborative. They encourage and educate one another as a team, she says. Seeing how much passion her family has for working and improving helps to keep her positive and motivated. "It is important to stay positive and persevere," Cecilia says. ***"You must keep going in order to succeed."*** She also has learned how to be a better teacher as part of her personal development with Gano Excel. ***"We have to be patient with those who grow at different rates,"*** she says.

When she looks back on all she has accomplished since starting her Gano Excel business, she is amazed at the level of professional development that has taken place. It gives her confidence to continue refining her skills. At present, she wants to excel with public speaking. It's an area that her previous business experience didn't require, but will make her a stronger leader in network marketing. Likewise, she encourages her team to identify skills that they want to cultivate and learn what they can do to improve.

Cecilia loves to spend time with her team to focus on growth. She encourages them to learn something new each day, and also to continue meeting new people in order to broaden their networks. ***"All leaders start out as people like you or me,"*** she says. She believes in allowing each person to fully develop his or her abilities. Therefore, prospects that show a strong interest in the company catch her attention as potential leaders for her business. She advises all her personal enrollees to find a pace that works for them. ***"It's a beautiful aspect of this business,"*** Cecilia says. ***"I make sure each of my Affiliates knows that no matter what their pace, I will stay committed to helping them grow and succeed."***

MIGUELA ESCOBAR

SANTA ANA, CA



Miguela Escobar has been with Gano Excel for about a year and a half. It all began when a girlfriend shared a cup of GanoCafé coffee with her. At that time, she did not drink coffee. However, after **tasting a delicious and nutritious cup of GanoCafé, she loved it!** Her friend continued to share the coffee with her. “I realized that I liked it more and more, especially the Hazelnut,” said Miguela. Together, they started to share with more people. When she realized how many others liked it too, **she saw her future with Gano Excel.** Miguela was especially attracted to the low cost of the product. It was affordable and would actually help many people save on how much they spend on coffee. Because of this economical benefit, she anticipated many people would not just make a one-time purchase, but develop into long-time customers.

Enrolling with Gano Excel was the right decision for Miguela. She is able to earn extra money, buy her new favorite coffee at a wholesale price and help to improve the health of friends and family. She also loves the social interaction that comes with network marketing. **“I love meeting and talking to new people,”** she says. She loves sharing a conversation and a cup of coffee at the same time. She sees it as the perfect way to introduce her product.

Being **“a product of the product”** is essential to Miguela. Her first step for every new enrollee is to start by tasting each Ganoderma-enriched coffee, tea, chocolate — every product. That equips every enrollee to speak about his or her personal testimony. **“Your testimony does not have to be dramatic; it needs only to be your own,”** says Miguela. It is important to Miguela that her team experience the flavor, health benefits and financial benefits themselves so that they can share from the heart.

Her leader, Cecilia Villegas, has been an inspiration to Miguela. “I thank God for placing me with the right people,” she says. “I admire Cecilia a lot. She never tires of promoting Ganoderma.” **Miguela is happy to learn and duplicate her business under Cecilia’s leadership.** Miguela loves Cecilia’s passion and gift for helping others. **“She is humble and very generous, and I have learned a lot from her.”** Miguela also aspires to reach the rank of Diamond with Gano Excel, and own property in Mexico. She dreams of the day she can retire to Mexico and say it was **thanks to the great opportunity with Gano Excel.**



LIVING UP TO OUR FULL POTENTIAL

This month we celebrate all of our Affiliates that have worked hard to achieve a new rank with Gano Excel. We applaud your commitment to your goals. You are making a difference, not only in your own life, but in many others.

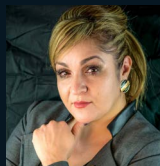
So, congratulations! It gives us a great pleasure to see you strive and reach new ranks. Let's take a look at some of our newest achievers... and remember, you are all very valuable to us. **How fortunate to be surrounded by people and a company that help you learn, earn and grow!**

DIAMOND EXCELLERS

DIAMOND



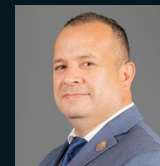
Ruben Cardenas
Rank: Royal Diamond



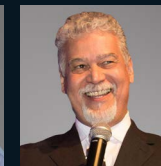
Olga Yaneth Loya
Rank: Royal Diamond



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



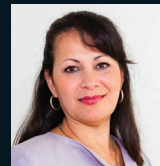
Milo Sanchez
Rank: Premier Diamond



Blanca Solorio
Rank: Executive Diamond



Cecilia Villegas
Rank: Executive Diamond



Hipolita Gonzalez
Rank: Executive Diamond



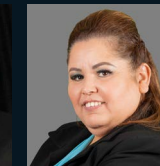
Marivel Santoyo Huizar
Rank: Executive Diamond



Rebeca Sanchez
Rank: Executive Diamond



Rene Marin
Rank: Executive Diamond



Rocío Peralta
Rank: Executive Diamond



Sandra Estrada Morales
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



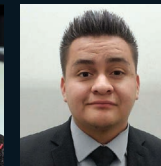
Isabel Rodriguez
Rank: Diamond



Jersis Aparicio Hernandez
Rank: Diamond



Johanna Villegas
Rank: Diamond



Juan Sebastian Pinzon Arjona
Rank: Diamond



Maria Casteneda
Rank: Diamond



Rosa Licon
Rank: Diamond



Sara Diaz
Rank: Diamond

RANK ADVANCEMENTS

GOLD

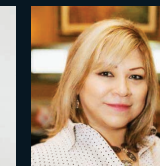
Alisonth Gonzales
Rosisela Mendoza
Andres Nazario Lozano

SILVER

Mohamed Ali, Carmen Alvarez, Brenda Anaya Sanchez, Lazara Bustos, Roger Cabrera Ramos, Melissa Camacho, Luis Mateo Castaño Osorio, Enrique Castillo Rodarte, Nathan Corona, Veronica Corral, Josefina De La Torre, Federico Feria Ortiz, Reyna Flores, Cesar Ivan Garcia, Jazmin Garcia Carrillo, Rebeca Garcias, Jesse Gonzales, Diego Fernando Gonzalez, Maria Del Carmen Llamas Gomez, Rosa Elvira Llamas Gomez, Gabriel Lopez Cruz, Ana Lucia Vasquez, Fernando Luna, Jesus Majano, Claudia Marin, Maria Martinez, Margoth Aracely Mata, Francisco Medrano, John Melo, Mario Mendosa, Hermelinda Modesto, Norma Molina, Cesar Augusto Montaña Socadagui, Silvia Ortega, Luz Yasbeth Otero, Maria Piedad Mejia, Eva Ramirez, Margarita Ramirez, Enis A Reyes Cabrera, Noel Reyes Cabrera, Jose Efraim Reyes Granado, Santos Reynaldo Molina, Alfonso Rivas Jr, Janet Rodríguez, Erik Sanchez, Monica Sandoval, Rama Singh Khalsa, Nelson Sosa, Luis Horacio Suarez, Elizabeth Suarez, Jenny Umana, Luke Valenzuela, Jorge Vasquez, Jesus Agustin Zuniga Aragon



Victor Lopez
Rank: Diamond



Veronica Carbajal Solis
Rank: Diamond

BRONZE

Jacqueline Alfaro
Luz Castano
Quinnisha Clay
Sara Collantes
Yda Guerrero
Edith Maldonado