

SHADE

AUGUST 2019



 gano excel

SOAK UP THE SUN IN STYLE

FLYING IN STYLE: HOW PRIVATE JETS ARE MOVING MAINSTREAM

REVITALIZE: TIPS FOR PLANNING YOUR DAY OF PAMPERING





GET 40, GET AWAY

Malaysia TRIP



Your Malaysia Vacation is Calling Your Name! Getting there is as easy as 1 – 2 – 3!

Enroll NEW Affiliates with an ESP-1, ESP-2 or ESP-3 and earn points FAST towards Malaysia. Get to 40 and you're on your way!

ESP1
= 1 Point

ESP2
= 2 Points

ESP3
= 3 Points



40 Points
= Your Malaysia Vacation!

Enjoy the vacation of a lifetime and tour the world-famous Gano Discovery Center. With exclusive views into the cultivation of the world's finest Ganoderma.

The illustrious Gano Excel Global Headquarters includes the world's largest organic Ganoderma lucidum farm!

See firsthand how Gano Excel's premium Ganoderma is cultivated for maximum purity and potency.

Get there FAST! Start Earning Your Malaysia Vacation Today!
Get 40, Get Away ends September 29th (Cycles 552 - 564).

For more details visit: get40.ganoexcel.us



CEO MESSAGE



As we head into August, things are heating up outside and at Gano Excel USA! Americans all across the country are ready to head outdoors to fire up the grill, ride some waves and explore new vistas. We are home to 58 gorgeous national parks. From the peaks of Acadia in Maine to the stunning reefs of Biscayne in Florida, and from the fjords of Glacier Bay in Alaska to the spectacular Hawai'i Volcanoes. I could go on about the majesty of our caverns, lakes, valleys and wetlands that decorate this beautiful country. It is a land primed for greatness, and that greatness is happening in the lives of Gano Excel Affiliates from coast to coast.

As Mount Triumph reaches for the sky in Washington, our Affiliates are also reaching new heights of luxury and rejuvenation. I am thrilled to see so many lives being transformed by the opportunity offered by Gano Excel. We are seeing Affiliates open the door to a new lifestyle, one that is healthier, and yes, wealthier too.

As the Sangre de Cristo Range provides the majestic backbone for beautiful mountains and sand dunes in Colorado, so does network marketing provide a framework for earning and sharing with Gano Excel. I love seeing the spirit of Gano Excel come to life by sharing and duplicating this life-changing opportunity with others.

Finally, as Kilauea erupts in a magnificent display for all of Hawai'i to see, we've had some excitement of our own to announce. We have launched Get 40, Get Away to help you travel with us to Malaysia this fall. We're having our Elévate event this month in Fresno, CA, where you can bring prospects to benefit from seeing the genuine greatness of Ganoderma and Gano Excel with their own eyes. However, the most highly anticipated event may be the visit from Gano Excel Founder, Mr. Leow Soon Seng on October 26th.

Join us at these events and stay inspired this summer. We are excited about what more we can reveal as we "round home" on this phenomenal summer season. I hope to hear your success story very soon!

Sincerely,

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



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Friday: 9 a.m. - 5 p.m.
Saturday: 10 a.m. - 3 p.m.
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GanoExcel.us

FLYING IN STYLE: HOW PRIVATE JETS ARE MOVING MAINSTREAM



There are some amazing entrepreneurs helping to bring the world of privately chartered air travel to a more mainstream American market. Private flights have been around since the beginning of flight. One of the largest private jet firms in the world, NetJets, opened after World War II and is still a successful business to this day. It's not a new invention. Like industries such as wine, fashion and horology, it is not that today's success stories are the ones who invented grapes, clothing or time keeping, but that they have found a new way to make it profitable and popular.

First is founder of JetBlue airlines, Alex Wilcox. In addition to running his successful commercial airline, Alex was interested in the premier experience attached to chartered flights. He saw the business potential in marketing it more broadly. Of course, in order to make it attractive to mainstream markets, he had to tackle the issue of affordability. He founded JetSuite and JetSuiteX to market the value of a private flight. He said in an interview with Inc., "It's like the old beer campaign: everything you want in an airline (namely a fast plane) and LESS – no terminal, no security lines, no crappy food court, no crowds, no surly service." When it comes down to it, not many people need to charter flights because of a demanding schedule. It is about freedom – the freedom to choose where you sit, get up when you need to, ask for more water, recline your seat, all without feeling that you are inconveniencing someone else. By maximizing logistics, Alex is able to provide his JetSuiteX service at about the same fare as a major airline. Other brands, JetSmarter and Surfair work on annual and monthly fees that allow members to book when they need to when there is availability. Larger brands like JetSuite, XOJet and NetJets are traditional charters paid by the hour.

Then there's Magellan Jets. Just over a decade old, Magellan was started by Joshua Hebert and Anthony Tivan to place more passengers in seats and more planes in the air. Unlike other jet companies, Magellan doesn't own aircraft. Rather, it is an aviation broker who networks with hundreds

of jet pilots around the country to arrange private flights for its members. At the company's launch it guaranteed to members that it could book a jet virtually anywhere with just 10 hours' notice. Now, revenue tops \$38 million per year. Magellan puts its money into its relationships with jet operators. A well-qualified scheduling team of former pilots has helped to attract excellent operators with cream-of-the-crop planes. It's no surprise that Magellan's annual membership costs are also positioned for the top customers. Its strategy is not affordability, but relatability. By educating the public about how chartered flights work, customers learn how to maximize membership using timing and location to their advantage. The more people believe they can benefit from the service, the better business opportunity it becomes.

Your Gano Excel business can benefit from one or both of these strategies! We learn from JetSuiteX that many people want a luxury lifestyle without paying the luxury cost. ***One reason we love the Gano Excel business opportunity, is the low initial investment it takes to start building a new lifestyle using our amazing Wealth Plan.*** It was designed by Mr. Leow Soon Seng to spread wealth to households across the globe. To make it more attractive, the rich nutrient profile found in *Ganoderma lucidum*, our valuable signature ingredient, is offered at an affordable price to spread health as well. We also learn from Magellan Jets that ***education is incredibly valuable to winning over prospects and advancing your organization.*** Spending time to teach your Affiliates about the ***Wealth Plan*** as well as ***Ganoderma lucidum*** will increase their confidence about all the ways a Gano Excel business of their own can benefit them. Start sharing the affordable and relatable opportunity with Gano Excel, and you could be chartering your own flight soon enough!



GETTING SMART *WITH YOUR* SMARTPHONE *PART III*

SEVEN APPS TO HELP YOUR PERSONAL DEVELOPMENT!

Kids may be going back to school, but lucky for you, leading a life dedicated to learning can be done on the go. Now you can pick up new skills and know-how using your smartphone! Enrich your knowledge about a variety of topics that will help your Gano Excel business and your lifestyle! For instance, learn a new language that will help you break into a new market; or read articles about personal finance to manage your weekly paychecks.

There are hundreds of apps dedicated to delivering a headful of knowledge directly to your device, through e-books, videos, articles, speeches, and fun facts! Here are seven that we've picked to help compliment your new lifestyle of health and wealth.



1. *YouTube*

We've covered this app before for its great networking potential. When you're not posting your own content, YouTube is great for learning new skills! Simply search the app for something you want to learn, such as "how to dress professionally." You'll get a list of videos to help you out!



2. *TED*

Perhaps it is not a technical skill you want to learn, but personal motivation and discipline. TED talks are short speeches given by industry experts and they focus on ideas to stimulate and inspire your creativity and productivity.



3. *Coursera*

If a traditional format is more your style, Coursera offers online courses covering thousands of subjects. Every course on Coursera is taught by top instructors from the world's best universities and educational institutions. Many courses are offered in multiple languages and are available to complete at your own pace! You can pay per course to access tests and discussions, or audit the course material for free.



4. *Duolingo*

For learning a new language, Duolingo is one of the most popular apps out there. Be it English, Spanish, Japanese or even Swahili, the program is simple and completely free!



5. *Mint*

Intuit's Mint app is a great start to managing your household's money. Learn how to set up a budget, meet financial goals and track spending habits. It's very useful for learning how to pay down debt and build wealth in its place!



6. *MyFitnessPal*

Regarding a healthy lifestyle, MyFitnessPal is great for tracking diet and exercise. You can easily set goals, track progress and access thousands of free articles centered on healthy living. Use MyFitnessPal's gigantic nutritional database to learn more about how certain foods or exercises affect your body, allowing you to make better choices!



7. *Insight Timer*

Insight Timer has more than 20,000 free guided meditations in multiple languages that allow you to develop a better habit of relaxation and focus, essential for a healthy lifestyle! Popular topics include meditations for sleep, confidence, and happiness.

GANO EXCEL U.S. TOUR 2019

event.ganoexcel.us



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
3:00 PM - 6:00 PM



Great to Excellent Miami
August 10, 2019
Fort Lauderdale Marriott North
6650 N Andrews Ave.
Fort Lauderdale, FL 33309
3:00 PM - 6:00 PM



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



Great to Excellent Dallas
August 31, 2019
1735 N Story Rd., Suite 114
Irving, TX 75061
4:00 PM - 6:30 PM



IGNITE
with Mr. Leow Soon Seng!
October 26, 2019
Gano Excel USA
15439 Dupont Ave.
Chino, CA 91710
Time TBD



BEYOND
November 23, 2019
Hyatt Regency Orange County
11999 Harbor Blvd.
Garden Grove, CA 92840
Time TBD

“You are not here merely to make a living. You are here in order to enable the world to live more amply, with greater vision, with a finer spirit of hope and achievement.” – President Woodrow Wilson



REVITALIZE: TIPS FOR PLANNING YOUR DAY OF PAMPERING

Revitalization is part physical healing, part mental freedom and part emotional release. Get all three on your next day all about YOU! A full day of pampering should include kicking your feet up, having the luxury of service, escaping from stress and some of your favorite activities.

Here's a few ideas to keep in mind for your next day off, thanks to the income and flexibility you've gained from your Gano Excel business!

1. **Golf for 1** – Nothing says “it’s my day off” like a round of golf! Now that you are in charge of your own schedule, why not pencil in some time to show the green who’s the boss? Not a golf fan? Spend the morning doing something active that allows you to be one with yourself. Think about a ski on the slopes, surfing the waves, or even a scenic bicycle ride. *It is revitalizing to assert ownership over your time by spending it on you and you alone!*
2. **Spa Day** – Is there anything more relaxing than spending a few hours relaxing at a spa? *Scale your experience to your comfort level for maximum revitalization.* Is a Swedish-style massage enough for you to feel brand new? Or perhaps you want to throw in some time in a luxurious hot spring pool? To go all out, get a full package of relaxing treatments for your skin, hands and feet, and wave stress a long goodbye!
3. **Wine and Dine** – Your day of pampering wouldn’t be complete without treating you and a special someone to an above-and-beyond meal. Give yourself permission to choose that restaurant you’ve always dreamed about. Dress yourself up and put on those shoes you’ve been saving for a special occasion. Order what sounds the most delicious, and splurge on a bottle. *Tonight you are living the lifestyle you’ve worked so hard to achieve!*

The best part of a day of pampering yourself is that you walk away with the realization that *the lifestyle you’ve always dreamed of is possible* and you are in the middle of achieving it. It refuels your passion and energy. It gives you the courage to face difficulties and challenges. *It can bring new life to the way you SHARE about Gano Excel.* So, take a day and soak it all up – for YOU!



COLD BREW COFFEE PIE

Time to chill out! This scrumptious Cold Brew Coffee Pie is the perfect answer when the heat of summer makes turning on the oven unspeakable. Not only is this amazing dessert boosted with over 200 plant-based nutrients from GanoCafé's signature Ganoderma lucidum extract, it's 100% vegan!



NUTRITIONAL FACT:

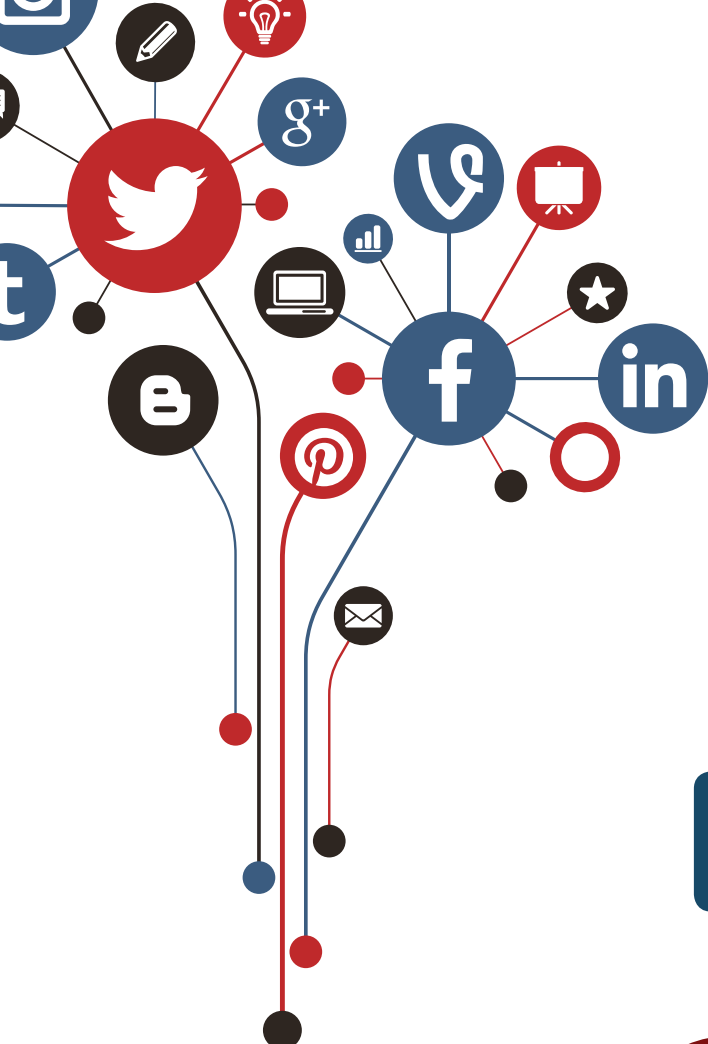
Coffee beans contain health-promoting polyphenols called chlorogenic acid. These powerful antioxidants have shown to combat inflammation and improve glucose and lipid metabolism. This helps to maintain an excellent, bioavailable space in your body for other nutrients and energy!

Ingredients:

- 1 sachet GanoCafé 3-in-1
- 10 oz hot water
- 1 (3.4 oz) box instant vanilla pudding mix
- 1 (8 oz) tub Cool Whip, thawed
- 1 prepared Oreo cookie crust
- Whipped coconut cream, for garnish
- Vegan dark chocolate-covered espresso beans, for garnish

Directions:

1. Prepare the GanoCafé 3-in-1 by opening the sachet and stirring contents into 10 oz hot water. Chill until cold.
2. In a large bowl, whisk together the instant pudding mix with the chilled GanoCafé 3-in-1 until combined and slightly thickened, about 1 minute. Fold in the Cool Whip completely.
3. Pour the mixture into the prepared pie crust, smoothing out the top. Freeze for at least 6 hours, or overnight.
4. Before serving, garnish with piped whipped coconut cream and dark chocolate-covered espresso beans. Cut into wedges and serve!



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Vero Godoy, Hipolita Gonzalez, Claudia Voigt and Diego Javier Pérez!

Congratulations and thank you, Vero, Hipolita, Claudia and Diego 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 operates in more than 65 countries around the world and this month we look at Gano Excel Ecuador! Ecuador is one of 18 countries in the world known for being "megadiverse" containing more than 5,000 species of land plants, not counting its impressive marine ecosystems. Two other countries known for being megadiverse are the United States, and Malaysia!

Facebook: Vero Godoy
"Successful people always drink coffee."



Facebook: Hipolita Gonzalez
"What more can I ask from life..."



Instagram: Claudia Voigt (@voigt166)
"ALWAYS the best choice - Gano Excel"



Instagram: Diego Javier Pérez (@san_diegoperez)
"I Love Coffee."





LEADERSHIP SPOTLIGHT JOHANNA VILLEGAS



DIAMOND

Johanna Villegas is Gano Excel's newest Diamond. She was first introduced to Gano Excel by her mother, Cecilia Villegas (Executive Diamond), back in 2018. In fact, Johanna believes that Cecilia had her in mind when she joined Gano Excel. Johanna had been experiencing some health issues that prevented her from doing many things that she loved. It was hard to get out and enjoy life. But all of that changed when she started drinking GanoCafé, filled with the hundreds of bioactive compounds found in *Ganoderma lucidum*. She knew immediately that she was leaving her past life behind her and entering a new season of health. However, she could not have imagined all of the ways in which her life would transform.

Gano Excel quickly found a place in her heart. ***She was ecstatic about her health and she relished the opportunity to help others improve their health as well.*** She and her mother became very passionate about the wonder herb. She began to feel they were crusaders on a mission to improve the well-being of everyone around them. Cecilia began digging into her new passion project and began to see the financial benefits of sharing as a Gano Excel Affiliate. This opened Johanna's eyes to a whole new dimension of benefits that were possible. Not only was she giving the gift of health, but making a difference in her new team's financial future as well.

Johanna is thankful that her parents have always been excellent providers. She has been able to go to school for business and is in the process of completing her program. She's always dreamed of owning her own business, but never imagined a business opportunity like Gano Excel. Now, she says she gets more out of her Gano Excel business than any other job she's had before. ***"I have the opportunity to gain unique experience because of the responsibility that I have for my team,"*** she says. "I've never had the responsibility I have now." She says that as a millennial, many people see her as savvy with technology, so she is able to help her team learn and navigate the free Back Office features the company offers. ***She loves how perfectly Gano Excel has tied together everything she's looking for: passion, ownership, making a real difference and becoming successful; all in one.***

As a leader, she has learned the importance of teamwork. "It is important to constantly empower and encourage each other," she says. ***"We all face challenges, and everyone needs someone in her corner giving the positivity she needs to keep going."*** Johanna is learning to be patient and how to assess her Affiliates' needs. She says that even though working with people can be challenging, it is ultimately rewarding. She strives to see her team members achieve their own goals. ***"It's fulfilling to help these other people and watch as they prosper, and I believe life will reward you later. You are where you are because of them."***

The most important advice she gives to new Affiliates is to connect with their organizations. She says that when you find someone you work well with, ***success will come so much easier and faster.*** If you go at it alone, you will get there, absolutely, but it will be harder, it will be slower. With a team, a network, you compound your efforts and compound your success. That is part of the magic of network marketing. Secondly, she encourages her new Affiliates to learn about Gano Excel's compensation plan, products and company. ***"We have a great product, a great comp plan, and a great company, and it is what we are sharing!"*** The more you learn and know about these things, the more effective you will be at sharing it with others.

Speaking of sharing, it's her ultimate mission to see Gano Excel shared all across the USA. ***"I want to see and hear thousands of success stories with Gano Excel,"*** says Johanna. ***"An abundance of positive stories!"*** She is excited to follow in her mother's footsteps, ***sharing the health and wealth of Gano Excel with as many people as possible.*** She quotes Earl Nightingale, "Our rewards in life are in direct proportion to our service."



JOSE JAIME ENRIQUEZ LAMA

NORCO, CA



Jose Jaime Enriquez Lama enrolled with Gano Excel about 18 months ago. He began simply as a consumer of GanoCafé products and was immediately impressed with the improved feelings of health and energy. Since the beginning, he has always seen ***Gano Excel primarily as a way to improve his health.*** However, he's come to see how it has improved his wealth as well!

Jaime sees Gano Excel as a company full of opportunity. He describes it as "complete." ***"Gano Excel can benefit you in so many aspects of your life, economically, socially, exploring new places, new relationships,"*** he says. He's found an abundance of satisfaction on his journey to sharing greater health and wealth with others who need it. ***"Not only has this been the right decision, I've grown so much from it. I spend my time interacting with people, helping others, and earning money for my own family doing it."*** He is amazed at how fast and simple earning and helping others has been with Gano Excel.

He has committed to learning all he can about the company, the products and the compensation plan. When he is out speaking with someone, it makes a huge difference to have the knowledge his prospect needs to answer his or her questions. Jaime has also grown with setting goals for himself and achieving them. ***"I've learned to set short achievable goals for myself and with our team that get us to our long-term goals,"*** he says. ***"It's been an incredible skill that's improved my life."***

Jaime passes these lessons on to his own team through regular training and goal-setting meetings. ***"We share ideas; we share strategies on how to work and how to improve ourselves on a daily basis."*** He sees the team making significant progress by sharing and supporting each other. He also takes inspiration from his sister who introduced him to Gano Excel. "Now that I'm here, I realize that she wasn't exaggerating about the greatness of this opportunity," says Jaime. "She loves Gano Excel, but more importantly, it was because she loves me that she was so passionate about sharing it with me." ***He says that his sister's passion has motivated him to pursue a happier lifestyle, enjoying life and fulfilling his dreams.***



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.

It's our privilege to recognize these wonderful Affiliates for their achievements, focus and dedication. 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



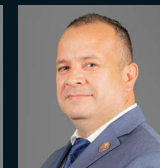
Ruben Cardenas
Rank: Royal Diamond



Olga Yaneth Loya
Rank: Royal Diamond



Ana Lorena Aguilar
Rank: Royal Diamond



Walter Garcia
Rank: Royal Diamond



Tomas Rodriguez
Rank: Royal Diamond



Maggie Cardenas
Rank: Royal Diamond



Erica Reyna
Rank: Premier Diamond



Milo Sanchez
Rank: Premier Diamond



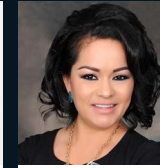
Blanca Solorio
Rank: Executive Diamond



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



Rocio Peralta
Rank: Executive Diamond



Sandra Estrada Morales
Rank: Executive Diamond



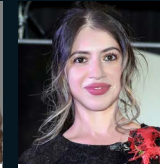
Susana Ceballos
Rank: Executive Diamond



Isabel Rodriguez
Rank: Diamond



Jersis Aparicio Hernandez
Rank: Diamond



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

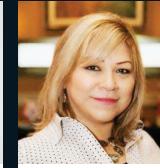
Reyna Lopez Rodriguez
Wendy Maldonado
Evangelina Quezada

SILVER

Juanita Araujo, Maria Alejandra Azar Devis, Peter Burgos, Fransisco Bustos, Shauri Keren Castillo Llamas, Jose Diaz, Veronica Flores, Aleyda Obivia Flores Pena, Mabel Franco, Santiago Gil Marquez, Alexandra Gutierrez, Florina Guzman, Cesar Luciano Hernandez, Edith Janira Molina, Maria Leal, Paola Letona, Fanny Lezama, Elisa Lola, Jefferson Londono, Micaela Lopez, Ithamar Lopez Martinez, Omaira Martinez, Jesus Matamoros, Betiy Mejias Umana, Audelia Meza, Nicolas Montano Varon, Brijida Mora, Gerardo Moreno, Marisol Niebla, Nancy Otero, Raul Preciado Jr, Rocio Ramirez, Nury Restrepo, Silvia Reyes, Lourdes Rivera, Maria Rivera, Carina Salas, Dora Sanchez, Cardona Sergio, Yulieth Sheller, Manuel Tamayo, Jessica Tellez, Oscar David Toro Alvarez, Hennio Torrado, Porfirio Vargas, Maria Vazquez, Yvette Velazco, Maria Villada



Victor Lopez
Rank: Diamond



Veronica Carbajal Solis
Rank: Diamond

BRONZE

Rosa Reyna Andrade, Hidayet Beasley, Vilma Elizabeth Benitez, Paz Castelan, Irma Chávez, Iris Colindres, Oscar Gonzalez, Sigifredo Herrada, Urvicio Ibarra, Sandra Marin, Romelia Ochoa, Maria Parra, Jaime Perez, Jonathan Ramirez, Ana Maria Suarez, Gabriela Vazquez