

# SHADE

SEPTEMBER 2019



 gano excel

ENERGIZE YOUR LIFESTYLE

5 REASONS TO LOVE BEING YOUR OWN BOSS

ENERGIZE: SHARING SUCCESS WITH OTHERS





GET 40, GET AWAY

# Malaysia TRIP

**ENDS SEPTEMBER 29<sup>TH</sup>  
(CYCLE 564)**



## ***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!***

***For more details visit: [get40.ganoexcel.us](http://get40.ganoexcel.us)***



# CEO MESSAGE



Abraham Lincoln is quoted as saying “In the end, it's not the years in your life that count. It's the life in your years.” It is a good reminder about life that inspires me to embrace the journey. It is a tendency, especially for those of us who are goal-oriented, to focus only on the destination. Our mistake can be in working so tirelessly for a lifelong goal that in the process our life passes by.

I'm happy to hear, every month, of Affiliates advancing to new ranks, achieving goals and reaching closer to each one's “why.” Goals can just be “whats,” or they can be rooted in a true “why.” Are you saving up for a new car? That is a “what.” It is a destination. You cannot really appreciate it until it is done. Instead, what is something motivational that you can stop and embrace no matter where you are on your journey? For instance, perhaps you want to pay all your bills on time. Every time you pay a bill, you can stop and smile – you are living your “why!”

Many of our Affiliates are taking advantage of the opportunity to build a business with Gano Excel. It is especially important as an entrepreneur to energize yourself by embracing the lifestyle you are creating for yourself. What do you love most about being your own boss? For those that love spending more time at home, give yourself permission to spend time focusing solely on your family. For those who love the significance of your work, create moments to celebrate the changes you've seen. You could celebrate simply by writing about it in a journal and reflecting, or you could take your team out for a special occasion.

Our teams are energized by seeing you live out your why in the here and now. It is the best way to show off the authenticity of this amazing opportunity. So, do not just count the quantity of your work, but the quality of life that it produces. Enjoy the simple pleasures of your day, and every now and then it is good to give yourself something extra!

I look forward to seeing you all on the 26th of October, when our founder, Mr. Leow Soon Seng, visits the USA! Please join us at our headquarters in Chino, CA for this very special occasion. Thank you!

Sincerely,

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



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Friday: 9 a.m. - 5 p.m.  
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**GanoExcel.us**



## PAIN-AND-SIP ENTREPRENEURS MAKE LIFESTYLE A BUSINESS

***Gano Excel was started by Mr. Leow Soon Seng to help spread health and wealth with as many people as possible.*** At its roots is a desire to help people by bringing more health and happiness into the world. This desire is shared by Cathy Deano and Renee Maloney, two entrepreneurs here in the United States.

Cathy and Renee were residents of New Orleans, LA when Hurricane Katrina hit in 2005. The storm hit land on August 29 with winds reaching 120 miles per hour, wielding its fury across the city. It caused destruction costing roughly \$108 billion and claimed 1,200 lives. The aftermath of the storm caused dire hardship for those who remained, including political controversy, financial turmoil and broken apart communities. Cathy Deano and Renee Maloney are two moms whose businesses were drastically affected by the storm. They had become friends because of their children, who were in the same class at school, and continued to bond through recovering from the flooding of the storm.

Their joint venture began when a mutual friend suggested the idea of having people come together for a simple painting class. Neither Cathy nor Renee had much faith in their painting skills, but they liked the idea of adding wine to the equation. It changed the entire atmosphere of the experience from an art class to a social event, and did away with the pressure to make the painting perfect. They founded Corks N Canvas in November 2007, and within two years they had opened a total of four locations in the New Orleans area.

They decided to begin sharing their business opportunity with franchisees and renamed the concept Painting with a Twist, now the leading paint-and-sip brand in the USA. There are now 364 locations in 39 states. They have entertained more than 5 million customers who have created more than 10 million paintings. The company has been recognized by Entrepreneur magazine as #163 on its Franchise 500 list.

That's not only good news for Cathy and Renee. Their business supports real artists who personally teach each lesson to the group of amateur painters. Painting with a Twist has also donated \$7 million to local and national charities through their Painting with a Purpose program. However, the goal of Painting with a Twist has always been to lift its guests' spirits and help them to forget the worries of life for a couple of hours. A fun and relaxing experience as a break from today's stressful lifestyle can be invaluable.

The lifestyle that comes alive in a Painting with a Twist studio is similar to ***Gano Excel's pillars of Socialize, Harmonize, Actualize, Revitalize and Energize.*** However, in order to SHARE the amazing lifestyle of Ganoderma lucidum with others, Affiliates do not need to worry about qualifying with a net worth of more than \$200,000, paying Painting with a Twist's \$25,000 franchise fee along with requiring \$100,000 cash for capital, supplies, rent, staff and other expenses. ***Gano Excel offers its premium Executive Success Package – the ESP-3 – at only \$995!*** Affiliates can even join for as little as \$51 to begin their journey as an independent business owner.



We won't hold that against Cathy and Renee. They are following their "why" and have found a lucrative niche in providing a fun and relaxing activity for friends, strangers, couples and even kids! However, while owning your own Painting with a Twist studio is certainly not for everyone, Mr. Leow Soon Seng has worked hard to make Gano Excel's business opportunity as accessible as he can. ***Together with Mr. Leow, Affiliates are spreading happiness across the USA to wherever people are ready to embrace the health and wealth of Ganoderma lucidum.***

# 5 REASONS TO LOVE BEING YOUR OWN BOSS

There are so many reasons to love owning your own Gano Excel business. Being your own boss is a huge part of the new lifestyle our Affiliates are constantly giving praise. Here are five aspects of the Gano Excel opportunity that bring freedom and flexibility that Affiliates didn't get at a traditional job.

## 1. *Show Me the Money!*

Many Affiliates love to SHARE how amazing it is to see a paycheck that reflects the work they do more than ever before. No more waiting for a raise! The profits and commissions you earn with Gano Excel's Wealth Plan all go directly to you! You earn what you want to earn, it's a simple as that.



**"I'm the one who decides how many zeros are on my paycheck."**

– Rosy Licon, *Diamond*

## 2. *Balance Work and Family*

Never get "stuck at the office" again! One aspect of a home-based business Affiliates love is that it helps them to be home more often to spend time with family. Balancing a healthy family life doesn't need to mean waiting until bedtime to squeeze in a few precious minutes with your spouse or children.



**"I have flexibility with my time so that I can truly dedicate quality time with my family."**

– Marivel Santoyo, *Executive Diamond*

## 3. *Set Your Own Agenda*

One of the best parts of being the boss is having control over what your agenda will look like every day. No longer are your priorities and responsibilities set by someone else. No one telling you what to do, when to do it or where to be!



**"I love not having to clock-in somewhere and be told what to do. I manage my own time."**

– Rocío Peralta, *Executive Diamond*

## 4. *Give Yourself Time Off*

Do you dread when a family member needs you to take a sick day? Have you never been able to take a vacation? Being the boss of your time at work, also means being able to take time off when you want, or when you need – without the stress!



**"I love that I can go on vacation on my kids' schedule and not on my ex-boss's schedule, and when I come back there is a paycheck waiting for me."**

– Maggie Cardenas, *Royal Diamond*

## 5. *Be a Leader*

Perhaps the best part of being your own boss is seeing the leader inside you come to life. You can give yourself the opportunity and responsibility to lead others to success, and lead yourself to a greater you! If you've always felt like you were born to be a boss, why not become one?



**"I have more responsibility now than I ever have before. Gano Excel has tied together everything I've wanted in a career."**

– Johanna Villegas, *Diamond*

Take some time to write down what your ideal lifestyle would look like. What would you do with your time? What would you do with your money? What would you stress less about, and spend more time investing in? As you pursue health and wealth with Gano Excel, begin to put these ideas into practice. You'll soon see your dream lifestyle emerging like a beautiful butterfly.



# IGNITE

October 26, 2019  
with Mr. Leow Soon Seng!

Gano Excel USA  
15439 Dupont Ave., Chino, CA 91710

10 a.m. – 3 p.m.

*Join us for this free event as we welcome Mr. Leow Soon Seng to the USA!*

*His leadership and passion has forged the incredible business opportunity you love to SHARE. Now, hear from Mr. Leow himself and ignite your business to greater success!*

*Bring the whole family to enjoy fun activities and entertainment as we dedicate our new Chino center.*



# BEYOND

November 23, 2019

Hyatt Regency Orange County  
11999 Harbor Blvd., Garden Grove, CA 92840

6:00 p.m. – 12:00 a.m.

*Join us for this year-end celebration and dedication to all that you will achieve in 2020.*

“Nothing can dim the light that shines from within.” – Maya Angelou



SHARING

SUCCESS

WITH

OTHERS

ENERGIZE:

*At Gano Excel, we love the positive, dynamic energy that comes from using our Ganoderma lucidum-enriched products.* We are proud of the healthy energy and balance this miracle herb delivers through hundreds of phytonutrients in every cup! We work hard to deliver to you the world's finest Ganoderma, cultivated according to Mr. Leow Soon Seng's specifications and prepared with the utmost care. Now, that it is in your hands, all you need to do is **SHARE!**

We love to see our Affiliates embrace their newfound energy and confidence. It is exciting to watch as your inner leader comes alive and inspires others to act in the process. *Enthusiasm is certainly a valuable secret ingredient of success.* What can get in the way of enthusiasm many times are insecurities. You may feel pressure to make a sale or worry about what someone may think about you. Fortunately, insecurities can be fought with belief. Believe that what you have will help someone. You may not know who that person is yet, but it is your mission to find out. So you SHARE to find the right people. Don't focus too much on those who are not ready for the change of lifestyle Ganoderma can bring. They may need more time. *Focus instead on those who are ready for your help!*



The confidence that comes from your new lifestyle exudes happiness and health that is undeniable. Healthy people have a noticeable balance to their life. Happiness makes it contagious! Don't be shy about allowing people to see and notice your lifestyle. In fact, it doesn't hurt to show off a little bit. Allow others to become curious about you. How are you able to spend so much time with your children? How is it you dress so well? *Living your lifestyle outwardly allows people to be attracted to the opportunity you have to SHARE.*

Lastly, don't lose your balance! When you try to do too much, your life becomes weighed down and you begin to lose that life-changing energy. This can happen from having a cluttered lifestyle, including too many relationships to manage. *Gano Excel loves the simplicity of a binary organization because it places your focus on mentoring just two people, one on your left and one on your right.* By pouring most of your energy and enthusiasm into these two people, they can in turn pass it down the line, strengthening your overall organization. When it comes to advertising your lifestyle, the more the merrier. However, when you SHARE your lessons of success, keep it simple. *Teach your next-in-line, help them to achieve success, and mentor them as they teach the next generation to do the same.*



## S'MORES MOCHA FRAPPES

*Summer's ending soon! Time to get in one last s'mores treat that's sure to be a hit. Let GanoCafé Mocha do the heavy lifting with its creamy, chocolatey goodness. Top with s'mores classics like crushed graham crackers, chocolate drizzle and a delicious marshmallow-infused whipped cream!*



### Ingredients:

- 2 sachets GanoCafé Mocha
- 2 cups hot water
- ½ cup heavy cream
- ½ tsp vanilla extract
- 3.5 oz packaged marshmallow fluff (half of a 7oz jar)
- 4 Cups of Ice
- 1 Tbsp Graham cracker crumbs, for topping
- Chocolate Syrup

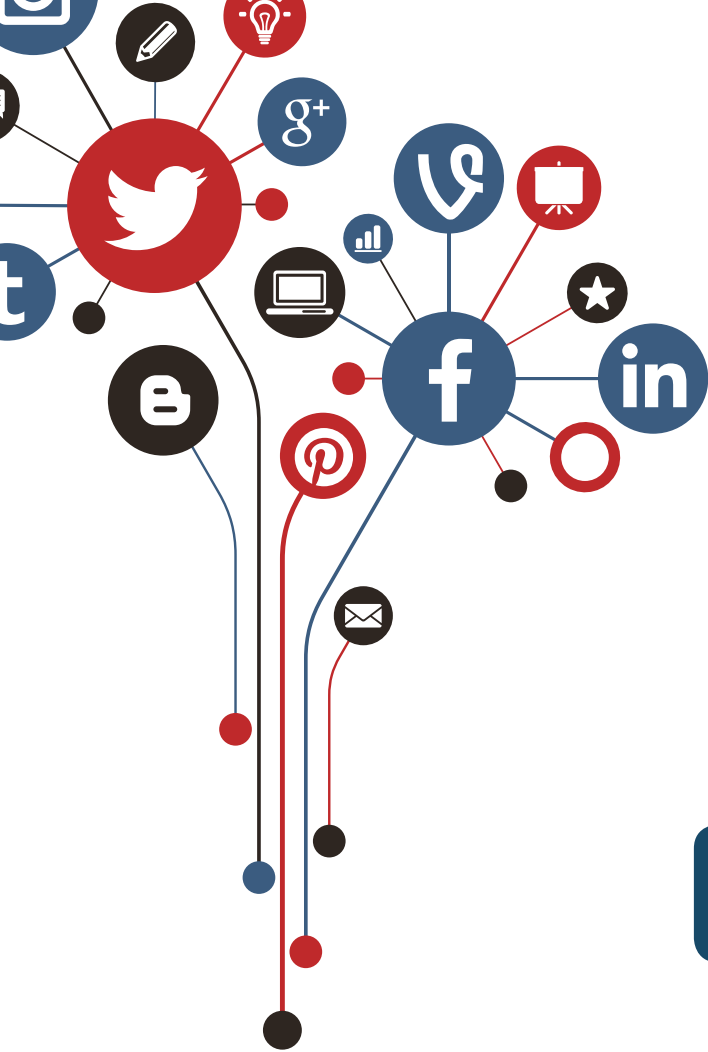
### Directions:

1. Prepare GanoCafé Mocha by combining sachet contents with 16 oz hot water. Stir well until the contents have dissolved. Set aside to cool.
2. Prepare the marshmallow whipped cream. Using a wire whisk, whip the heavy cream and vanilla together until soft peaks form.
3. Add marshmallow fluff and continue to whip until stiff peaks form.
4. Drizzle the bottom of two glasses with chocolate syrup and place a spoonful of marshmallow whipped cream in each.
5. Pour ice and GanoCafé Mocha in a blender and blend until the ice breaks down and is smooth.
6. Pour the blended coffee into each glass, top with additional whipped cream, graham cracker crumbs and chocolate syrup. Serve and enjoy!

Store remaining whipped cream in an airtight container and refrigerate for up to one week.

### NUTRITIONAL FACT:

*To get the most out of your chocolate, use dark chocolate! It's packed with nutrients like iron, copper and manganese for your recommended daily minerals. A moderate amount of dark chocolate can be a nutritious addition to the more than 200 phytonutrients in every serving of GanoCafé.*




# TIME TO SHARE

**Gano Excel's Social Media Stars of the Month: Brayan Herrera Valencia, Alma Delgado and Paola Ortiz!**

*Congratulations and thank you, Brayan, Alma and Paola 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!

 **Instagram: Brayan Herrera Valencia (@Brayan95\_)**  
"Health & Energy."



 **Instagram: Alma Delgado (@almadelgado\_)**  
"Starting my morning with my favorite coffee..."




## GLOBAL CORNER



Whether sailing, surfing or geeking out is more of your style, New Zealand is the perfect location for embracing a lifestyle of

health and wealth. Rich with agriculture, natural beauty and cultural history, Gano Excel Affiliates are looking to add *Ganoderma lucidum* to the list of reasons why New Zealand is so awe-inspiring. Gano Excel is celebrating 15 years on the island this year!

 **Instagram: Paola Ortiz (@mamaintuitiva)**  
"GOOD MORNING!"





# LEADERSHIP SPOTLIGHT MAGGIE CARDENAS



ROYAL DIAMOND

Maggie Cardenas could not be happier with her new lifestyle as a Gano Excel independent Affiliate. Being her own boss is one of the best things she's ever done. Maggie had a full-time career in pharmaceutical sales before enrolling with Gano Excel and waving her boss goodbye. Now, she praises the amount of freedom she has over how she spends her time. She describes the difference as "night and day." Instead of feeling like a prisoner to someone else's priorities and ambition, now she is the one who calls the shots.

For Maggie, that means fitting work in around being a full-time mom. She loves the time she gets to spend with her children before and after school. And if she ever needed to stay home with one of her children, she can. "I used to get so stressed about staying home from work," Maggie says. "Now, there are no worries." Her kids love watching her work. "You'd be surprised at how much they know about Ganoderma lucidum," she says. Her children have been saying the words "Ganoderma lucidum" since they could talk! As products of the product already, Maggie is proud to report they are all in magnificent health. Plus, they already love to SHARE. She hears them telling friends at school about the health-boost they can get from Ganoderma lucidum. Maggie is also proud to think that one day her children will have the opportunity to own their own Gano Excel business as well!

**Maggie talks about the balance she now has in her life thanks to her Gano Excel business.** "The more my life is balanced, the less I'm stressed." She says that stress was the primary reason she left her career in pharmaceutical sales. The stress was so high it was seriously affecting her body and mind. She began to have health issues. Now that Maggie sets her own agenda, she doesn't stress. **"Mr. Leow has really done all of the heavy lifting in terms of getting your business off the ground,"** she says. She explains that Mr. Leow has spent decades developing and perfecting a product that is amazing and has built a strong company around it. **"Gano Excel provides so much of the logistics of getting the product into your hands, getting you paid, even providing you with marketing materials. I simply administer these great products to people that need them,"** says Maggie. This simplicity is what allows her to spend quality time with her children and husband, and achieve a balanced lifestyle with minimal stress.

**She is excited about Mr. Leow returning to the United States to dedicate the new national headquarters in Chino, CA.** She calls him the world's expert on Ganoderma lucidum. She finds his knowledge and personal stories about Ganoderma incredible. **"He has a way of re-igniting that spark in each of us about the product and the business,"** says Maggie. She is excited to bring her growing team to see and hear Mr. Leow, some for the very first time. She has three new Diamonds on her team, as well as a new Platinum and many new Golds. She says it has been a blessing to help others change their lives and lifestyles. Now, she is excited to see them inspired to go even further, including earning the trip to Malaysia this fall. **"I love how simple it is to go, but what I love even more is what is going to happen when we return."** She is talking about the Get 40, Get Away promotion that allows any Affiliate to earn a ticket to Malaysia by enrolling others using ESP packages. **"Thanks to the work you do to get to Malaysia, you return with a great team of people waiting for you and ready to grow with you,"** Maggie says. "You really are primed from growth." She also talks about the amazing experience of seeing the heart of Gano Excel. **"Everyone who travels there says the same thing: that they returned home more in love with Gano Excel than before they went."**

**Maggie's goals for the remainder of the year are to continue and strengthen her team's production.** She wants to open her third business center and take full advantage of her Royal Diamond rank. However, she wants to establish "rock solid" leaders in her existing business centers first. She says that it's all about being patient and taking the time to build a strong organization. It is important to set short-term goals so that her team does not lose faith. However, she always has her eye on the long-term goal of residual income that will last her for many years to come. She encourages and trains her team constantly. **"We cheer each other on and help each other,"** Maggie says. **"This is the best opportunity in the world to own your own business."**

## MARTHA DIAZ LALONDE

CORONA, CA



Martha Diaz Lalonde has been drinking GanoCafé for 8 years. She recalls the first time she had the Ganoderma-enriched coffee. She had decided to give up her professional career in order to move to the USA, but was shocked at how hard it was for her to adapt. Despite having a Master's degree in Finance, Martha found it difficult to find a job. She became depressed and her physical health suffered as well. Her sister recommended GanoCafé, enriched with Ganoderma lucidum. Although Martha didn't believe it would help, she loved the taste of the delicious coffee! She agreed to start drinking GanoCafé regularly because she like the flavor so much, but was surprised when she started to feel her health improve as well.

She was completely in love with the coffee. Months passed and her nephew finally asked if she knew about the business opportunity with Gano Excel. At this point, Martha had a beautiful newborn at home, so she could not take a full-time job and loved the idea that she could make extra income for her family simply by sharing her favorite coffee. After years of making money by sharing Ganoderma with others, Martha decided she

would try to branch out on her own as a financial coach. She still loved to drink the coffee, but she missed the compensation plan offered by Gano Excel. She also missed sharing. It was hard for her to meet with people in need of better health or financial freedom and keep the information about Ganoderma lucidum to herself.

In 2019, Martha began to meet with a group of people that were thinking about enrolling with Gano Excel. She toured the new national headquarters in Chino, California and loved the facilities. ***She realized that Gano Excel had the product she loved, the compensation she wanted and the support she needed for her to succeed in her own business.*** It was all perfect. She began to see her future with Gano Excel, duplicating her business, growing her organization and her paychecks week after week. She and her new team all decided to enroll. Now, she meets weekly at the new Chino Enrichment Center with her team and is developing leads in Chicago, Las Vegas, Texas and California all at the same time. As a financial coach, her business was limited to where she was located. However, ***using the Gano System, she can grow her business in other parts of the country without having to physically be there!*** She has enjoyed working with her team tremendously. She also feels good about her work, because she knows she is helping people feel better and improve their finances using Gano Excel's opportunity.

Martha is looking forward to earning a retirement for her and her husband. They have a dream to retire early, and are well on their way to achieving that goal thanks to the money she makes in her Gano Excel business. Her goal for 2020 is to reach the rank of Diamond and to have a great, full and hardworking organization. ***"I am very fortunate to have amazing people working with me who are committed to this company and this work. I couldn't do this on my own. They have the experience, heart and energy and they are working patiently with me to grow our business the right way."***



# LIVING UP TO OUR FULL POTENTIAL

Gano Excel is so incredibly proud of each of these individuals who are making a difference through the simple, but powerful, act of sharing. We are happy to share in the excitement of their success! Watching each person grow, achieve and discover a new definition of what is possible for them is a fulfilling experience. We love to watch as an Affiliate's belief in a dream becomes a dream come true. With that achievement comes honor, and such honor is due for each person advancing in rank this month.

Join us in offering our sincere congratulations to the following Affiliates who have made it a priority to SHARE. **From everyone at Gano Excel, congratulations!**

## DIAMOND EXCELLERS

### DIAMOND



Ruben Cardenas  
Rank: Royal Diamond



Olga Yaneth Loya  
Rank: Royal Diamond



Ana Lorena Aguilar  
Rank: Royal Diamond



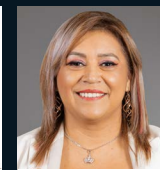
Walter Garcia  
Rank: Royal Diamond



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

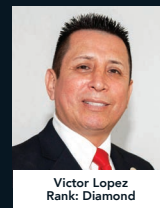
## RANK ADVANCEMENTS

### GOLD

Pedro Arellano Madrigal  
Ana Maria Cuellar  
Patricia Guadalupe Cuellar De Ramirez  
Miguel Dias  
Guadalupe Diaz  
Leslie Jimenez Lopez  
Maria Vazquez  
Ignacio Zuniga

### SILVER

M Magdalena Angel, Amilca Antonio, Vicenta Arellano Barrios, Adriana Barajas, Daniela Betancur Rodriguez, Camilo Bonifacio, Laura Botero, Gilberto Cardenas, Damaysis Carmona, Yanneli Carrillo, Veronica Contreras, Maria Cruz De Tachiquin, Grabiela Del Rio, Alexandra Diaz, Ruth Diaz, Eleuterio Echeverria Ocampo, Araceli Fuentes, Sally Garces, Andres Felipe Garcia, Victor Gutierrez, Jesus Hernandez, Marcel Imery, Rosa Julieta, Rosa Lara, Maria Guadalupe Lares, Abigail A. Lizarraga Fernandez, Milton Lopez, Maria Luna, Juana Marquez, Raquel Martinez, Clarena Martinez Salcedo, Alvaro Matamoros, Maria V. Matehuala, Jose Carlos Mesa, Angelina Muñoz, Denice Orduno Mancillas, Norma Orona, Victorina Orozco, Laura Ortiz De Medina, Abigail Pantoja, Juan J Parra, Maria Perez, Sandra Rodriguez, Paola Sanchez, Ana Rut Santos, Candelaria Soriano, Sara Torres, Areli Tovar Rodriguez, Sonia Trevizo, Gloria Valderrama, Flor Vásquez, Guadalupe Vera, Julia Zaragos



Victor Lopez  
Rank: Diamond



Veronica Carbajal Solis  
Rank: Diamond

### BRONZE

Francisca Aguilar  
Jose Aguilar  
Bertha Lucia Caro  
Lorina Gullart  
Maria Nicolas Manuel  
Ruth Rodas Gallardo  
Gloria Rodgers  
Blanca Rodriguez