

# SHARE

DECEMBER 2019



 gano excel



YOUR STRATEGY TO SHARE

A GLOBAL MISSION OF GIVING

3 WAYS TO SHARE GANODERMA THIS HOLIDAY!



# go! Gano



## INTRODUCING... GO GANO BY GANO EXCEL!

Enjoy these healthy beverages ice-cold, thanks to a new blend of 100% water-soluble Ganoderma lucidum extract. Mix into smoothies, sparkling water, juice and more for daily refreshment. With a healthy boost of over 200 phytonutrients you can maximize your body's balance and energy!

Coming  
Summer 2020!



# CEO MESSAGE



When you are thankful for what you have, it gives you a sense of satisfaction, but you may notice it also gives you a healthy sense of dissatisfaction. That dissatisfaction is not out of unhappiness, it is out of a desire to SHARE the happiness you have with others. Something inside you begins to be dissatisfied with keeping your blessings all to yourself. It motivates you to take action. When you are thankful, you begin to see opportunities to uplift others and SHARE your blessings.

Research on gratitude shows that the feeling is associated with higher levels of happiness. Gratitude has also been correlated with improved self-esteem, mental strength, physical health and better sleep. According to psychologists, when looking at a broad range of feelings and emotions, gratitude has the largest effect on peoples' willingness to "give back."

So, this holiday season, in order to inspire yourself to take action in our mission to spread health and wealth to every household in the USA, take a look at gratitude. Count your blessings, perhaps with a simple notepad. Think of the aspects of your own health and wealth, perhaps changes that you have had in your life thanks to Gano Excel. Any source of blessing will do. Then, think of those who could use help turning a stressful lifestyle into a healthier one. Think of those who could use help creating extra income for themselves and their families.

Next, plan for how you will reach out to these people. Allow your gratitude to motivate you to SHARE. It may be a simple gift for the holiday season, or it may be a longer-term commitment. Begin thinking now about your strategy for 2020, and how giving back and helping others is at the center of your Gano Excel business. Mr. Leow Soon Seng certainly sees helping others as the central "why" that has made this company what it is today. So, join us in that mission. Embrace gratitude now, so that soon you will be ready to SHARE.

Sincerely,

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



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**GanoExcel.us**



## A GLOBAL MISSION OF GIVING

Bringing good to the world is what Gano Excel is all about. **More than 30 years ago, Mr. Leow Soon Seng began to research cultivation methods for an herb rich in antioxidants and phytonutrients – Ganoderma lucidum.** He believed that the nutritional and economic value of the mushroom had the power to bring health and wealth to his community. It did. And when he saw how powerful it was to deliver health and wealth, he sought to deliver it to everyone.

So it began – the spread of **Gano Excel's global mission to improve lives in every house in every community, in every country.** Millions of lives have been transformed by this opportunity for balanced health and improved income. On top of the millions drinking GanoCafé coffee, tea and hot chocolate are the millions of communities that are blessed as a result of empowering those leaders within them.

This year, **Mr. Leow has had the opportunity to join forces with Pope Francis as an Ambassador to the Fondazione Gravissimum Educationis, a Vatican-based organization focused on advancing education around the world.** Mr. Leow spoke at IGNITE in October about the vision he shares with Pope Francis to **“meet the needs of the people.”** Mr. Leow met with Pope Francis earlier this year to discuss the global mission to make education accessible to all people around the world. Mr. Leow praised the work of Catholic bishops who have already completed education projects in nations such as Laos, Cambodia and Thailand.

However, Gano Excel Affiliates do not need to travel halfway around the world to make a difference. Mr. Leow spoke to Affiliates here in the USA, saying **“when you share our Ganoderma-enriched products with someone, you are also meeting the needs of the people. You are doing social work.”** In this way, Mr. Leow likened the work that Affiliates do every day to the work of the bishops in faraway countries. Thankfully, spreading health and wealth to those in your own community couldn't be easier.

**Now, Gano Excel USA is poised for even greater growth in 2020, thanks to new products coming next summer.** Mr. Leow developed a new, more potent Ganoderma lucidum extract that is 100% water soluble. That means,

no need for hot water! **Three new cold-water beverages are planned that will pave the road for spreading the goodness of Ganoderma to more households than ever before.** Now, Affiliates will not be limited to coffee drinkers, as the new products can be mixed with a variety of cold beverages, such as milk, sparkling water or juice. The new products are also a great option for households in warmer climates where cool beverages enjoy a longer peak season.

These products, unique to the USA and made in the USA, are a sign of the confidence Mr. Leow has for the **future of growth in the American market.** He believes in the future of Gano Excel in the USA because of the universal importance of health. **“No matter who you are, or where you are, health is the greatest asset you have.”**

**“It is our vision to bring health and wealth all over the world,”** Mr. Leow said. **“This is not only my mission. You all are a part of it whenever you SHARE.”** He encouraged Affiliates that when they grow their business here in the U.S., they are contributing to the growth of Gano Excel as a company. Mr. Leow praised this growth because of the impact it has on the lives of people. **“Growth means we are that much closer to achieving our mission.”**



# 3

## WAYS TO SHARE GANODERMA THIS HOLIDAY!

*With all the goodness Ganoderma can bring to someone's life, it's the perfect gift to SHARE with others this holiday season. Wondering how to deliver it to those on your list? Perhaps consider your relationship with the person first. How well you know the person can help you decide the best way to reach out with a sample of the health and wealth of Ganoderma lucidum. Is the person on your Hot, Warm or Cold list? Here are some ideas for all three!*



### **Your HOT List – Make a Coffee Date**

For those you know best, consider scheduling some one-on-one time! Don't settle for a holiday card this year. Get together to catch up on all that's happened this fall, and bring along samples of your coffee to SHARE. It may be as simple as allowing your friend to taste the delicious flavor of GanoCafé. If you decide to share at length about the opportunity, it's best not to spring it on your friend. Let them know ahead of time that you want to catch up and share about your new business.



### **Your WARM List – Send an Evolution Pack**

Those on your Warm list would be delighted to hear from you this holiday season, although they may not be open to a coffee date quite yet. However, a simple gesture can go a long way in building these relationships. Consider wrapping an Evolution Pack so that these prospects can sample a few of the delicious GanoCafé flavors on their own time. You may also want to include a Ganoderma booklet (available in your Back Office) so that your prospect can read more information about the Ganoderma-enriched coffees he or she likes the best.



### **Your COLD List – Set Up a SHARE Stand**

Summer has its lemonade stands, so why not make winter the season of coffee stands! Offering those out in the cold a warm beverage is a kind gesture. Prepare a cooler that is safe for hot beverages, and make sure to have hot beverage cups. Make a friendly sign for your coffee or hot chocolate stand. Be prepared to present information about the product and company to those who stop for a sample. You also want to have a sign-up form in order to follow up with those who show interest.

# COMPANY UPDATES

We had a great year with the most amazing Affiliates in the world! From your Gano Excel Family, thank you and have a wonderful New Year!



“When you learn, teach. When you get, give.” – Maya Angelou



## ACTUALIZE: PLAN YOUR IMPACT

Head into the New Year with a strategy in place to reach as many people as possible. You may consider adopting a business plan to solidify your strategy and goals. After all, just because you are working from your heart, does not mean you need to act without your head! Getting your head and your heart in alignment will better guarantee that the action you want to take will be as fruitful as you wish it to be!

**GET TO KNOW YOUR PRODUCT** – The first part of any business plan is a detailed look at the product. Take time to learn all about *Ganoderma lucidum* and Gano Excel. A great start is to memorize the Napkin Presentation! However, be prepared for prospects to ask you additional questions.

**REFLECT ON YOUR PROSPECTS** – Who do you know that could benefit from Gano Excel? Take some time to think about what matters most to these people. Talk to them. What are some common themes you hear? Everyone is different, but you may start to hear similar hopes or fears.

**CONNECT SOME DOTS BETWEEN YOUR PROSPECT AND YOUR PRODUCT** – What will be the most attractive? What are some objections that you think may come up? Being prepared for objections makes them much easier to overcome!

**REFLECT ON YOURSELF** - Assess your strengths and needs in your business. Thankfully, Mr. Leow Soon Seng has provided you with an excellent product, logistics, compensation and marketing tools. Your biggest variable is your own effort! What aspects of the business will come easiest to you? Also, think about what you need out of the business, especially in terms of time and money. This will direct what goals you set.

**CREATE GOALS** – Considering your strengths, needs and the information you want to SHARE, make a commitment to SHARE with a specific number of people, adding a specific timeframe in which you want to accomplish it. Remember that in order to meet your goals, they should be specific, achievable and measurable!

**PREPARE YOURSELF** – What do you need to do in order to succeed? Make a list and work on gaining any skills or materials you need in order to meet your goals! This may include educational guides, or it may include meeting with your mentor to practice.

Now that you have a business plan for yourself – act on it! Turning the dream that is in your heart into a reality is one of the greatest achievements of all!



## C'REAL STREUSEL TOPPED SWEET POTATOES

*Delicious sweet potatoes and a delectable streusel made with GanoCafé C'Real makes this comfort food a nutritious one! GanoCafé C'Real made with spirulina creates a healthier version of the traditional sweet streusel topping. It's a perfect side to your holiday meal and packed with vitamins, nutrients and the amazing bioactives of Ganoderma lucidum.*



### **NUTRITIONAL FACT:**

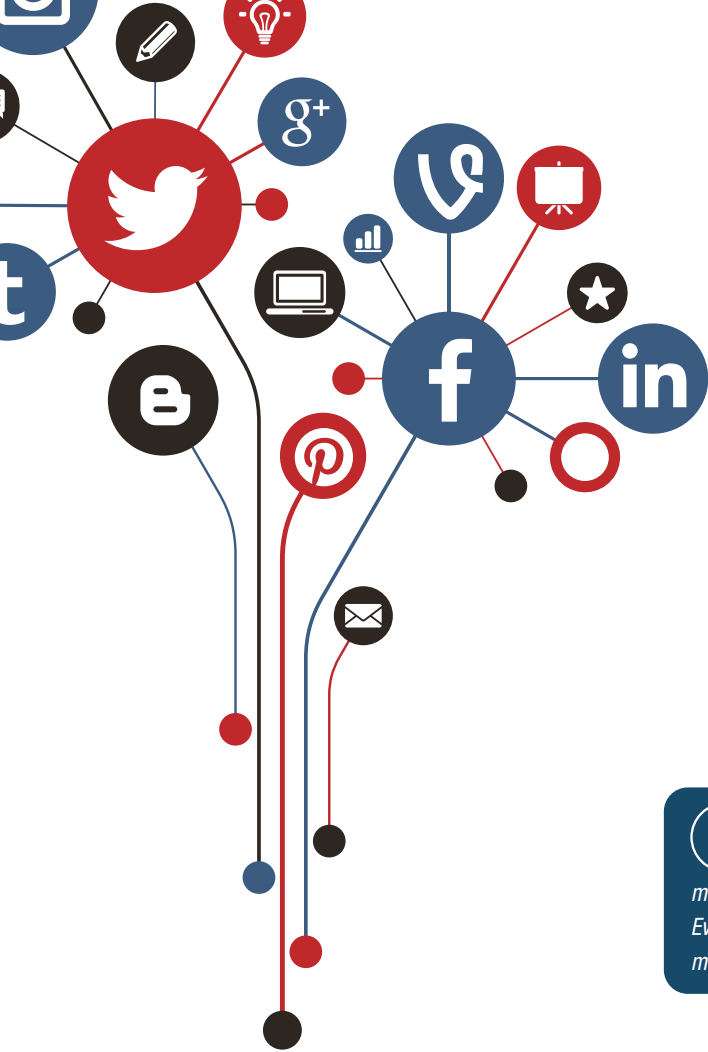
*Sweet Potatoes contain seven times your recommended daily intake of Vitamin A! It's also rich in other nutrients like Vitamin C and Manganese. Combined with superfoods like Spirulina and Ganoderma lucidum, sweet potatoes are an excellent treat for a healthy body.*

#### **Ingredients:**

8	small yams
2	large eggs
¾	cup granulated sugar
½	cup evaporated milk
½	cup brown sugar
1	sachet GanoCafé C'Real
½	cup chopped pecans
¼	cup cold butter
1	teaspoon vanilla extract

#### **Directions:**

1. Preheat the oven to 350 degrees.
2. Peel the sweet potatoes and cut them into chunks. Boil them in water over medium heat until they are soft (about 10-15 minutes). Drain and mash them with a potato masher or a mixer. You should have about 3 cups. Store any excess for later use.
3. In a medium-sized bowl, use a mixer to whip together the mashed potatoes and eggs until completely blended. Stir in the sugar and milk.
4. Pour this mixture into a pie plate or an 8x8 pan that has been sprayed with cooking spray.
5. In a small bowl, mix together the brown sugar and GanoCafé C'Real.
6. Cut the butter into small chunks. Use a food processor to cut the butter into the sugar mixture until it is coarse crumbs (you can also do this by hand using a pastry blender). Mix the vanilla and chopped pecans into the streusel topping.
7. Sprinkle the streusel over the sweet potato mixture. Bake for 35 minutes or until the top is golden brown.



# TIME TO SHARE

## Gano Excel's Social Media Stars of the Month: Ofelia Bonilla, Isadora Varela and Paola Ortiz!

*Congratulations and thank you, Ofelia, Isadora and Paola for using social media as an important tool to leverage your Gano Excel business!*



**Facebook: Ofelia Bonilla**

*"My favorite time of day. Thank God for one more day, and enjoying a delicious enriched coffee. Every day it improves my health and gives me more energy."*



### 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: Isadora Varela (@isadora\_varela\_)**

*"😊"*



### GLOBAL CORNER



Gano Excel is proud to spread health and wealth through the goodness of Ganoderma-enriched

coffee to the people of Colombia! This year, Gano Excel celebrated 10 years in the coffee-loving country.



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

*"IN LIFE THERE'S NO BETTER INVESTMENT THAN: strengthening our minds and gaining tools through reading, while enjoying a good cup of coffee."*





*We are proud of all our Diamond Leaders for their commitment to excellence! Thank you for taking the Diamond's Pledge and your dedication to the generous vision of Mr. Leow Soon Seng.*

## Purpose

As Diamonds of Gano Excel USA, we solemnly agree to defend, maintain and contribute to the future of Gano Excel USA. We will strive to provide direction that will ensure the success of Company and all of its Affiliates.

## Integrity

We pledge to conduct ourselves and our business practices with the highest standard of moral principles, honesty and deliberation.

## Loyalty

We solemnly swear to adhere to the ideal of loyalty, which is paramount to the success of all of our efforts. This loyalty is not limited to Gano Excel USA as a company but also extends to each other. We will maintain a sense of honor for the past; and the work done by those who came first. We will profess the importance of loyalty to those who have not yet joined the Company.

## Fidelity

We pledge to be faithful and respectful in our dealings, conversations and references to each other, and also to the mission, message, practices and future of Gano Excel USA.

## Decorum

We promise to conduct ourselves with impeccable business practices. As leaders, all eyes are upon us and we must serve as an inspiration. We must serve as models to be duplicated and beacons of light to those searching for direction on the path to success.

## Legacy

We solemnly swear that with our every effort and action we will observe the reason behind the existence of Gano Excel USA, to create a legacy that will ensure the success of each team member and their loved ones. This legacy is the reason we are together and the reason why we need each other.

## Governance

We pledge to adhere to the practices set forth in our Policies and Procedures at all times. It is our responsibility to foster a culture in which business is conducted with full compliance of these Policies and Procedures. We also commit to enforcing and reporting violations of compliance.

## Health

We solemnly swear to adhere to the guiding principles shared by Gano Excel's Founder Leow Soon Seng to share with the world the healthy benefits provided by the natural delivery system of Ganoderma lucidum. This is the mission that must be at the root of all our efforts.

## Happiness

We promise that we will remember what a unique opportunity that we have here with Gano Excel USA. We will always remember that we are here for those we love. We will always remember to smile and share that love with the world.

# MARVIN COLINDRES

RANCHO CUCAMONGA, CA



Marvin has been with Gano Excel since February of 2019. **He thanks his upline, Martha Diaz Lalonde for sharing the Gano Excel opportunity with him.** Marvin has known about Ganoderma lucidum for years. He discovered the benefits the mushroom had on supporting the immune system after losing his spleen due to an accident. The loss meant he needed all of the extra support he could get, and so he became interested in Ganoderma as a healthy supplement.

**Marvin decided to enroll because he believes Gano Excel has the world's best Ganoderma lucidum products.** He believes the 25-year history of the company led by Mr. Leow are further evidence of the strength of the company. What attracted Marvin the most was starting a business that was all about helping people. **He shares the same vision of Mr. Leow in placing the needs of the person first.** He says that once you know what Ganoderma can do for you, you also realize what it can do for others. He says that although he started small, the growth his team has seen has been outstanding.

His team is growing beyond the U.S. to people in other cities, like Chicago, Las Vegas and Bakersfield, as well as other countries including Mexico and Costa Rica. **He is happy to see that his work is helping more and more people see the benefits of Ganoderma lucidum and the benefits of network marketing.** Believe it or not, Marvin did not know anything about network marketing prior to enrolling with Gano Excel. Everything he knows he has learned from his upline and from reading books. His favorite industry author is Eric Worre, who wrote the best-selling book *Go Pro: 7 Steps to Becoming a Network Marketing Professional*.

Marvin works together within his organization which has grown to more than 500 people. The team holds a weekly meeting on Thursdays and a weekly conference call to plan. At the meeting, Marvin and his team dedicate time to teaching about Ganoderma, the Gano System and also technical skills such as how to operate a microphone and stand on stage. He encourages members of the team to take turns presenting on various topics, which helps each person learn and grow in their ability to run their own meeting. **By taking the time to teach and train his team, Marvin is duplicating his business and creating future leaders.**

Gano Excel has helped Marvin to find a new purpose for his life. Although he is happy with the opportunity to earn money with Gano Excel, this has never been his primary focus. As a man of faith, he is inspired by the life of Jesus. **Marvin says that Jesus exemplified a life of service in helping the people with whom he came into contact.** Likewise, **Marvin wants to dedicate his life of service toward others.** Once he saw how Ganoderma helped him and his family, he knew he had found a way to fulfill his calling and practice what he believes.



# LIVING UP TO OUR FULL POTENTIAL

We congratulate all those who advance in rank this month! It takes hard work to achieve such a substantial change. Thankfully Gano Excel Affiliates don't have to do it alone. Their commitment is met with the support of great leaders, who journey with each one in pursuit of actualizing his or her dream.

*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 at Gano Excel. How lucky to be surrounded by people and a company that help you reach your goals!*

## DIAMOND EXCELLERS

### DIAMOND



Ruben Cardenas  
Rank: Royal Diamond



Olga Yaneth Loya  
Rank: Royal Diamond



Ana Lorena Aguilar  
Rank: Royal Diamond



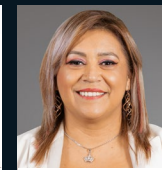
Walter Garcia  
Rank: Royal Diamond



Tomas Rodriguez  
Rank: Royal Diamond



Maggie Cardenas  
Rank: Royal Diamond



Erica Reyna  
Rank: Premier Diamond



Milo Sanchez  
Rank: Premier Diamond



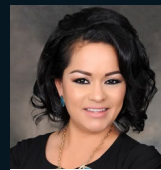
Blanca Solorio  
Rank: Executive Diamond



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



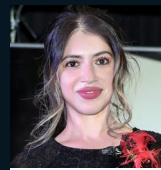
Susana Ceballos  
Rank: Executive Diamond



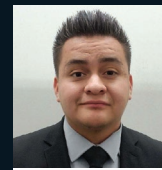
Isabel Rodriguez  
Rank: Diamond



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

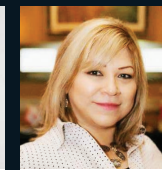
Maria Campos  
Candelaria  
Carrillo  
Martha Diaz  
Lalonde  
Evangelina Farias  
Lupe Ruiz

### SILVER

Magaly Aldana Obrian, Maria Alfonso Carrillo, Rey Amaya, Angelica Arciga, Norma Barrientos, Edwin Bernardo-Aquino, Hector Cabrera, Arturo Calvillo, Gloria Cano, Joshua And Leanne Conaway, Carmen Cruz, Vinencio Cruz, Evelia Estrada, Irma Fernandez, Rosa M Gonzalez, Jose A Guevara, Maria Trinidad Guillen, Soledad Hansen, Diana Henao, Miguel Angel Marrero, Johana Melo, Celso Modesto, Daniel Mogollon, Manuel Morales, Windy Munoz Contreras, Luz Maria Noriega, Pedro Fernando Ortega Jacobo, Steven Vladimir Pacheco, Arturo Perez, Elfer Ramos, Bertha E Rodriguez, Julio O Rodriguez, Yanira Rodriguez, Lesbia Rodriguez De Sorto, Hugo Rojas, Adriana Santiago



Victor Lopez  
Rank: Diamond



Veronica Carbajal Solis  
Rank: Diamond

### BRONZE

Luisa Aguila, Hender Ayala, Irvin Castro, Christian Diaz, Abdul Fejleh, Yaman Fejleh, Nora Flores, Roberto Godoy, Lina Londono, Berenice Luis, Karissa Navarro, Aurea Payan, Benjamin Orlando Tovar, Laura Urdiana Rios, Sara Vargas