

SHARE

FEBRUARY 2021



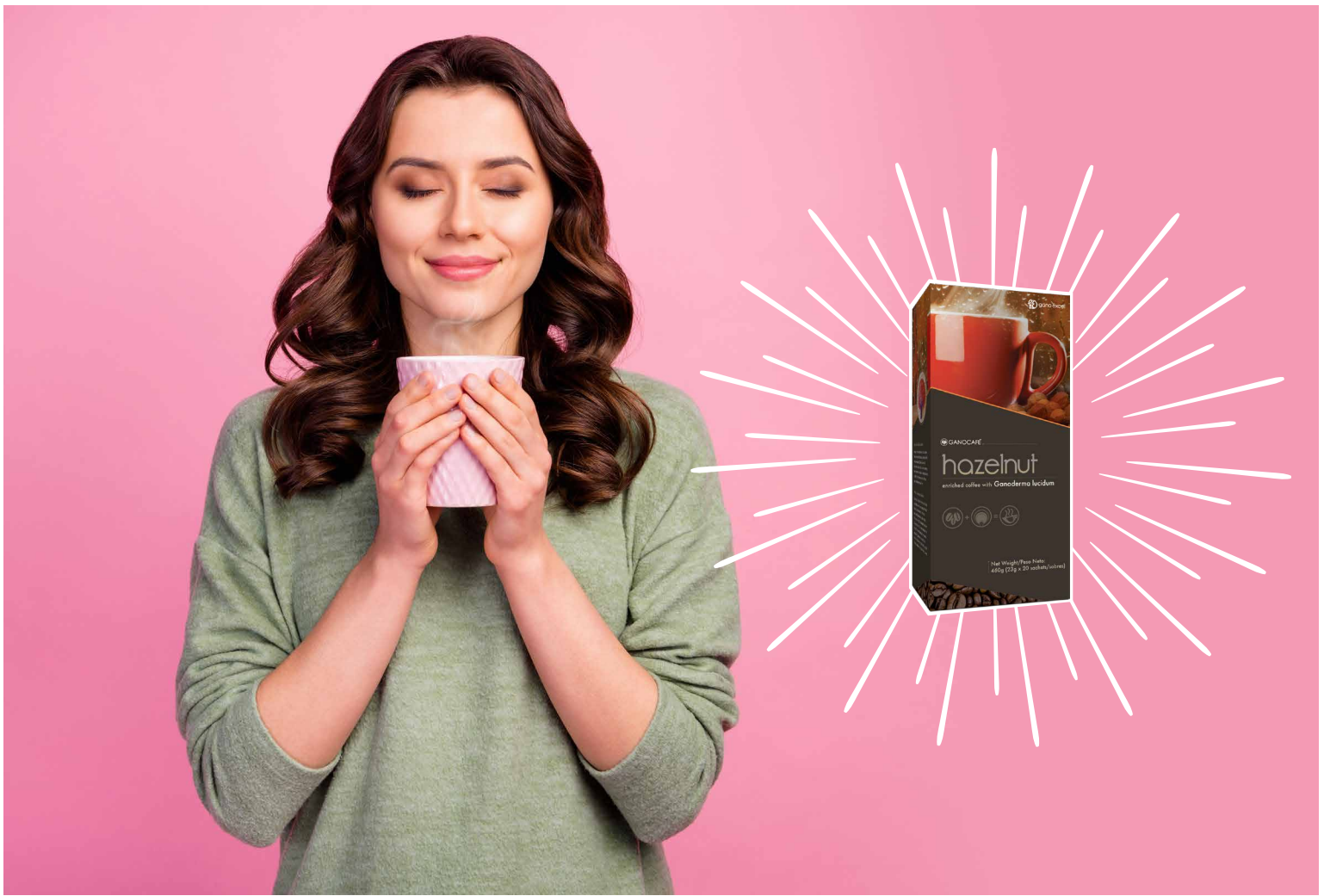
Lead Through
Empathy

Lessons from Toms Shoes:
A Pursuit of Change

It's the "Year of
the Mushroom!"

Harmonize: How a Little
Love Can Help Your Team
to Grow





The **Charming,** **Delightful,** **Unique,** **Nutty Flavor** Of **GanoCafè Hazelnut.**

A delicious latte of roasted coffee mixed with toasted hazelnut flavor and enriched with nutritious Ganoderma lucidum. Now that hits the spot!

GanoCafè Hazelnut. Made to be shared.



CEO MESSAGE



Now is an exciting time for Gano Excel USA. Some have already named 2021 as the year of the mushroom! People across the U.S. are catching on to the amazing functional benefits that mushrooms have to offer. Now is a prime time to SHARE about your delicious Ganoderma-enriched products along with your love for this amazing mushroom!

Some might say that love has no place in business, but I strongly disagree. Sure, romance has its place elsewhere, but love is what drives our concern for sharing health and wealth with every household. It is a love for people that drives you to help them. It is a love for family that works to provide for them. This higher love seeks to understand others and empathize with them. How can you use that kind of love to grow your team and win customers?

Empathy is a valuable quality in a leader. It's not just reserved for saints and psychologists. It is a practical skill that is imperative to every marketer. Understanding the prospect helps to create communication that functions well. It forms dialogue that is efficient because it breaks through to the heart of what your prospect wants and needs. It is a starting point, and at times, it is the end. It can be the very thing a prospect needs – to be understood.

It's the reason at Gano Excel we start with the "Why." Why did you start your Gano Excel business? For many, being your own boss is an expression of freedom. For others, it is affording a lifestyle centered on family. For some, it may simply be the value of enriching your life with high quality wellness products at an excellent price. Sharing this "Why" can be a great testimony to the health and wealth of Gano Excel.

Next, get curious about what motivates the person you are engaging. Your prospects and team members all have a "Why" that drives them. Seek to find out what it is, and gain understanding into what they value and the decisions they make everyday. You'll find that by empathizing with others, it is easier to SHARE!

Sincerely,

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



A Monthly Publication

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Attention: At this time, Will Call Centers are open for order pick-up only.

GanoExcel.us



LESSONS FROM TOMS SHOES: A PURSUIT OF CHANGE

People love to see harmony. They crave it. They love brands that act to make social change happen, now more than ever before. They love that supporting a business gives them the opportunity to be a part of making the world a better place.

In 2006, Blake Mycoskie was inspired to create one such company. He had traveled to Argentina for a vacation that was meant to be all pleasure and no business. However, Mycoskie is an entrepreneur at heart. He inevitably was moved with passion to help where he saw a need. He met an American woman in a cafe who was collecting shoe donations for local children. He was saddened to hear that even near the well developed capital of Buenos Aires, there were pockets of poverty where children went barefoot.

He traveled with his new friend to the neighborhoods she served, and was moved by what he saw. The lack of shoes led to health problems that added burden on top of burden for these communities. That same year, he founded Toms Shoes with a promise to donate one pair of shoes for every pair purchased by a retail customer.

This brand promise was received extremely well and the shoe brand took off. The most popular shoe was the alpargata, a simple canvas design that was the national shoe of Argentina. Soon, celebrities and trendsetters all over were sporting Toms. Wearing the shoe was not only a fashion statement, but an expression of support for the social cause that each purchase advanced. In seven years, the company reported annual sales topping \$250 million, and by 2014 was valued at \$625 million.

Toms Shoes was considered a leader in a new wave of for-profit social companies that followed. Its “Buy 1, Give 1” model started a trend, which unfortunately came with a suffocating amount of new competition. As the market became saturated with new opportunities for people to make a difference through everyday purchases, sales began to decline for Toms Shoes. The company expanded to other social ventures, but the brand struggled to grow beyond its original canvas shoe.

In 2015, critics of the company’s social impact claimed that the famed “Buy 1, Give 1” model was both unsustainable and not very effective at creating change. As it turned out, the biggest problem with the shoe donations Mycoskie witnessed in Argentina wasn’t the incorrect sizes or unreliable quantities, it was the problem of dependence. Families began to rely on donations to meet their needs instead of

having the means to take care of themselves. And unfortunately, the “Buy 1, Give 1” model didn’t solve this problem.



Toms Shoes has donated more than 10 million pairs of shoes over the years and yet the local communities were facing the same hardships. *What can make a difference in a community is the empowerment to spread health and wealth, which is the vision of Gano Excel around the world.*

Toms Shoes learned from this criticism and has implemented new strategies, including opening factories that would employ local workers in the neighborhoods the company served. In 2019, the company changed its leadership, saying goodbye to the brand’s original founder but not his vision. The giving model evolved to be more sustainable. New investments are being made to revitalize the company for a better tomorrow.

The successes and failures of Toms Shoes give great insight to business owners that have a heart for harmonizing. One is how powerful it can be to have a brand centered around helping others. There’s no doubt that Toms got it right with its vision for social impact. It jump-started a trend of social responsibility that companies of all sizes embrace to this day.

Even before Toms Shoes there was Gano Excel. *For 25 years, Gano Excel has been working to make the world a better place by spreading the health and wealth of Ganoderma lucidum.* It is important to remember that one of the most compelling parts of your business is the real impact you can have on others.

Another lesson learned is the value of having a variety of quality products that people crave. With quality products, you keep people coming back even if there are copycats out there. *This is why Mr. Leow Soon Seng spent decades researching how to develop the world’s finest Ganoderma lucidum.* With an excellent product in your hands, you can focus on providing a quality experience that makes people feel good about purchasing from you.

Lastly, always look for room to grow. Don’t limit yourself. Think about how to expand your contacts, even into new markets. Take advantage of the new products Gano Excel offers. Set new goals. Learn from your Diamond leader. In doing what you can, *you help others to see their own potential for a better future.*

IT'S THE "YEAR OF THE MUSHROOM!"



more
than **200**
phytonutrients

150
antioxidants

You may have heard the buzz. **Health experts are praising the growing popularity of mushrooms in a healthy diet.** In fact, the Today Show has already called 2021 the year of the mushroom. We couldn't agree more!

Although used for thousands of years in traditional Asian cultures, many people across the United States are starting to take note of the functional benefits that mushrooms offer.

Registered Dietician and Certified Personal Trainer Nora Minno touted the mushroom as a **"healthy and balanced"** way to enjoy and celebrate everyday foods. She forecast that using mushrooms to naturally enrich a diet will be a major trend this year. Adding the healthy nutrients from mushrooms to even a beverage, such as enriched coffee, can establish a long-term healthy relationship with food that gives your body everything it needs without the fear or restrictions of being "on a diet."

While there are many varieties of mushrooms that can be beneficial to your diet, rich in antioxidants and vitamins, how could you pass up enriching your diet with the **"King of Herbs" – Ganoderma lucidum? Popularly known as the Reishi mushroom, it is packed with more than 200 phytonutrients including a whopping 150 antioxidants.** It also contains **unique bioactive compounds** that Minno calls **"adaptogens."** She notes that these powerful bioactives can help the body fight its own stress response, making it a great tool in your **"stress management toolkit."**

Gano Excel is proud to produce top-quality Ganoderma lucidum and Cordyceps mushrooms, now for over 25 years. Founder Mr. Leow Soon Seng has ingeniously combined it with everyday products such as coffee and other hot beverages, as well as new smart beverages that can be enjoyed all day long!

The best part is the taste! Gano Excel's beverages retain the delicious flavors of coffee, chocolate, tea, cereal, and fruit, making it easy to add the incredible benefits of this rich, complex mushroom to foods and beverages you already enjoy.

We join Nora Minno in proclaiming that the year of the mushroom has already begun! We can't wait to see more of our neighbors, family and friends discover the amazing nutrition and wellness of Ganoderma lucidum during 2021.

Ready to get in on the trend and see what a difference Ganoderma can make in your life?
Visit ganoexcel.us/sample-pack to get your first taste!



Go! Gano is Available NOW!

Order Go! Gano REFRESH and Go! Gano RESTORE today. Start enjoying these new refreshing, smart beverages all day long!

These delicious enriched products designed for enhanced body balance and hydration are available in your Back Office and on your personal Gano Excel retail website! Simply order, enjoy and SHARE!

Plus, our Go! Gano Direct Bonus is now active! Start earning cash on every box you sell within the first three generations of your enrollment organization. Available for all Active Affiliates!



ESP PLUS PACKAGE

Make Your Next ESP Enrollment an ESP+

Your enrollees can start their businesses strong with the market power of new Go! Gano! When enrolling with an ESP, select to add the Plus Package and receive 18 boxes of Go! Gano smart beverages on top of the selections of GanoCafé and Gano Daily products included in the ESP.

The Plus Package adds \$756 of retailable product for only \$505!

It gets better! When your enrollee selects an ESP+, you earn a Go Fast Bonus! Earn this cash bonus every time a new Affiliate enrolls with an ESP+ within the first three generations of your enrollment organization. No ESP Qualification needed. Available for all Active Affiliates!

New Tools Available to SHARE!

Download free tools to promote Go! Gano and the ESP+ with your prospects. PDF and PowerPoint presentations are available in English and Spanish in your Back Office today. These are excellent tools featuring our new products, pricing and bonuses that are available to you.

You'll also want to visit the newly updated gogano.ganoexcel.us for information and videos to SHARE!

Any ESP Package + Go! Gano Products 18 BOXES

ESP3+	ESP2+	ESP1+
Go Fast Bonus	Go Fast Bonus	Go Fast Bonus
GEN 1 - \$200	GEN 1 - \$125	GEN 1 - \$75
GEN 2 - \$20	GEN 2 - \$10	GEN 2 - \$5
GEN 3 - \$40	GEN 3 - \$20	GEN 3 - \$10

Let's GO! Round 2 Ending Soon!

Don't miss out! There's still time to earn points towards the Let's GO! Round 2 Promotion! Earning points can win you cash prizes and a trip to Malaysia with the Gano Excel team! Do you want to GO? Act now!

This promotion ends February 28, 2021 (Cycle 638). For promotion rules and to check your points, visit letsgo.ganoexcel.us.



"If there is any one secret of success, it lies in the ability to get the other person's point of view and see things from his angle as well as your own." – Henry Ford



How a Little Love Can Help Your Team to Grow



Love inspires us. Sure, it has generated countless novels, songs and movies dedicated to the topic. But love is not just a muse for the artist. The truth is, we are all motivated to act when we feel valued. *Knowing you are worth somebody reaching out to you can make it easier when it's your turn to reach out to others and SHARE.* When a leader brings you alongside him or her, it teaches you how to do the same with your own team. This type of love doesn't take two people falling in love. It takes some simple actions that tell someone *"you are worth it."*

Is there a member on your team that needs to be motivated? *Research shows that a positive culture leads people to work harder than putting on the pressure.* This is because when someone feels loved or valued, they are motivated from the inside. By spreading a little love, chances are you can get that person back in the game and make your team even stronger than before. Here are four areas of love that you can use to lead from the heart and harmonize with your team.

Respect

"You are able and capable of success." This is a fundamental act of love. When someone believes in you, and lets you know it, you feel empowered. Your worth is not just an idea. Let your team know that you see them as the independent business owners they are. They have their own goals and dreams and they can achieve them. Encourage them to take action and celebrate when they succeed.

Investment

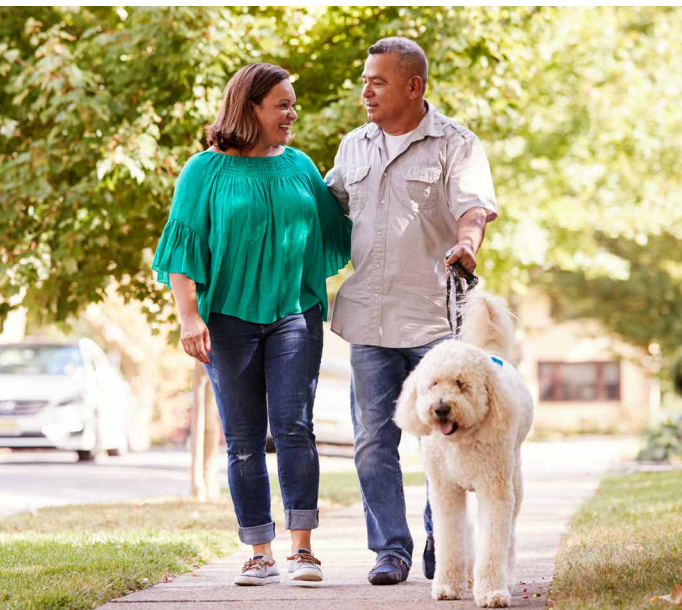
"You are worth my time." Take time to meet with your team members and get to know them on a personal level. Connect and learn their story, their strengths, and how you can help them succeed. Be authentic about it, do not just rush through it to "check the box." Investing in these relationships is a great motivator and will make leading feel easier for you.

Cherishing

"I am so happy to have you." Take opportunities to acknowledge and affirm how much you value each person that is a part of your team. Don't be shy. A simple "I'm so glad to have you on my team," will go a long way. Celebrate wins together. Say thank you, and give credit for the support that the team member gives to you personally, and to the team as a whole.

Unity

"We are in this together." You may each have your own "Why," but you also SHARE a common mission: to spread the health and wealth of Ganoderma to the world. Every Affiliate is achieving this through his or her Gano Excel businesses. Your shared commitment to this mission brings you together. Remember this common mission, and do what you can to help each other achieve it. Knowing someone has your back, and you have theirs, will further create feelings of trust and unity.



HAZELNUT LATTE ENERGY BITES

All the flavors of a delicious hazelnut latte come to life in these sweet and crunchy snackable bites. Get ready to fall in love! Roasted hazelnuts bring a toasty crunch to every bite. Roasted coffee and cocoa powder add a dark and luxurious taste. Fresh dates and vanilla sweeten the deal. Plus, each bite is enriched with the wellness of Ganoderma lucidum! These fabulous, healthy treats come together in minutes with the help of your food processor. The finishing touch of some fancy candy cups can give these a true "box of chocolates" feel.

Ingredients:

- 2 cups hazelnuts, dry roasted and shelled
- 1 cup fresh medjool dates, pitted
- 2 Tablespoons GanoCafé Hazelnut (about 1 sachet)
- 1 Tablespoon unsweetened cocoa powder
- 1 teaspoon vanilla extract
- 1-2 teaspoons water
- pinch of sea salt
- Paper candy cups for serving, optional

Directions:

1. Place hazelnuts in a high-speed food processor and process on high for about a minute. This should create fine crumbs.
2. Add in the dates, GanoCafé Hazelnut, cocoa powder, vanilla extract, and salt and process on high for 1 to 2 more minutes, or until the dates have been pulverized into little pieces.
3. Check your dough to see if it is too tough. This could depend on the freshness of your dates. If you need to soften the dough to make it pliable, add in a teaspoon or two of water and combine.
4. Scoop out a heaping tablespoon of dough and roll between your palms to create a ball. Repeat until you have used up all the dough. Place each ball in a paper candy cup, if desired. Refrigerate until ready to eat.



NUTRITIONAL FACT:

Hazelnuts may have a positive impact on your heart! Studies have shown that eating hazelnuts could help to lower LDL cholesterol and total cholesterol levels. One review suggested that eating just 1 to 2 ounces of hazelnuts per day could improve your overall heart health.

hazelnut

The Grand Flavor of Hazelnut

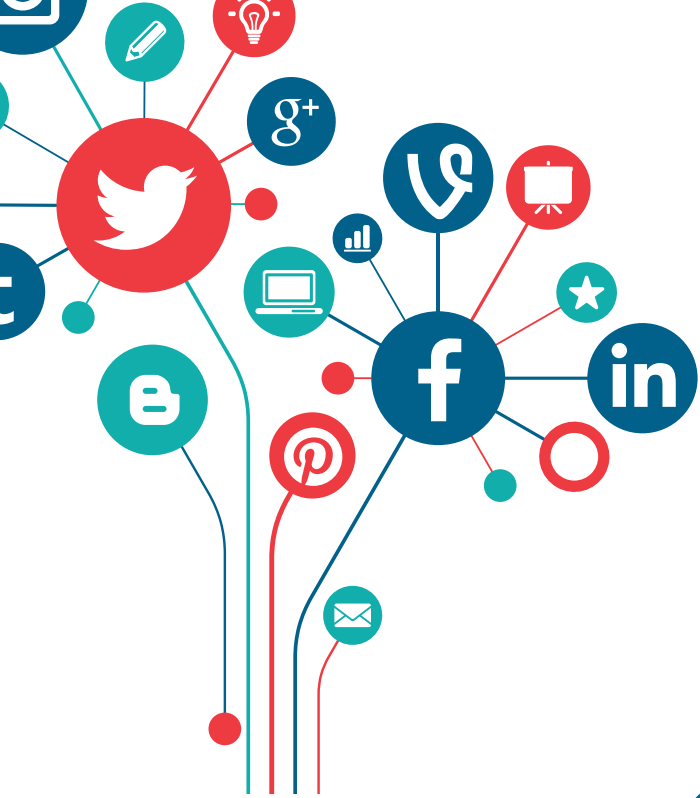
TRY IT AND ADD TO YOUR NEXT AUTOSHIP ORDER!

Retail: **\$34.00**

Wholesale: **\$23.00**

Rewards Points

- Purchase 5.5
- Redeem 33
- #508
- PV/CV 21/18.4



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Blanca Solorio, Benito Farfan, Veronica Alonso, James Wiggins and Veronica Flores!

Congratulations and thank you, Blanca, Benito, Veronica A., James and Veronica F. for using social media as an important tool to leverage your Gano Excel business!

-  /ganoexcel.northamerica
-  @ganoexcel
-  @ganoexcelusa
-  /OfficialGanoExcelUSA

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!



Facebook: Blanca Solorio
"You have to try them!"



Facebook: Benito Farfan
"New SMART beverages... Only with Gano Excel!"



Facebook: Veronica Alonso
"LET'S GO 2021!"



GLOBAL CORNER



The USA has one very special tropical rainforest that is protected by the U.S. Forest Service. Its name is El Yunque and it is located on the island of Puerto Rico! Puerto Rico's tropical climate is perfect for enjoying the wellness of Ganoderma lucidum, be that with a traditional hot coffee or a refreshing cool smart beverage!



Facebook: James Wiggins
"Wow! Our new Refresh and Restore is amazing!"



Facebook: Veronica Flores
"Go! Gano, our cold beverages"





LEADERSHIP SPOTLIGHT MARIVEL SANTOYO



EXECUTIVE DIAMOND

Marivel Santoyo is an Executive Diamond with Gano Excel USA.

She's had quite the year of success growing her business with an amazing team. She is so thankful for everyone who has joined in spreading health and wealth with her to people across the West and Midwest. Most of all, she attributes this growth to the wonderful products and opportunity of Gano Excel. ***The benefits of Ganoderma and the excellent compensation plan are both extremely relevant to what people need right now.*** She is thankful for a career centered on sharing these things and supporting people as they work to improve their lives.

Leaders have risen within Marivel's team to become pillars for the team and its expansion into new territories. She specifically thanks ***Veronica Flores*** for her leadership in Colorado and ***Fabiola Rodriguez*** for her leadership in Kansas. Her Kansas team includes ***Alvaro Moreno, Karen Rodriguez, Olivia Dosal, Alfredo Rosales, Maricela Hernandez, Sofia Gallego, Eva Cordero, Cindy Soriano*** and ***Sabina Castelli***. She also thanks ***Sabina Castelli*** and ***Rosa Prieto*** for their leadership into Iowa and Minnesota. She is so grateful for finding such fantastic people who share her passion for spreading the health and wealth of Ganoderma lucidum.

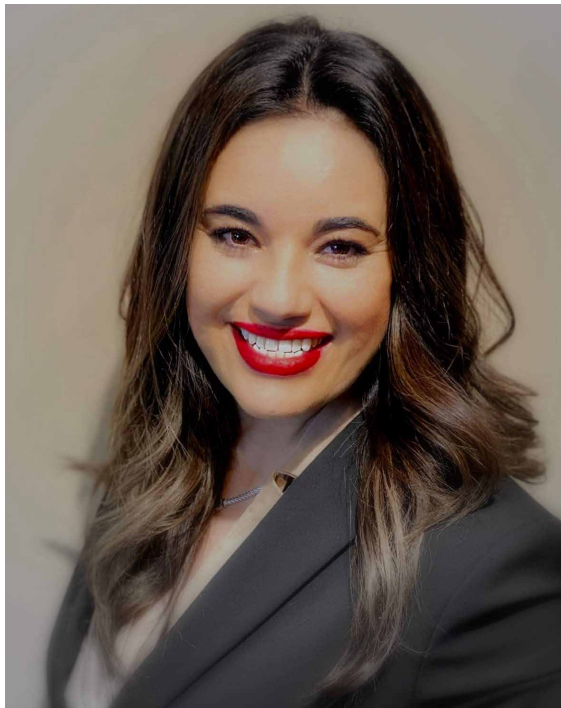
She says she and her team have been blown away with how welcoming the people in these areas have been. They have shared their culture and traditions and been courteous in every way. She says she has been able to create teams in these other states because of the great benefits of our Ganoderma-enriched products. ***"We keep seeing more and more people accept the products because they are exactly what people are looking for to improve their well-being."***

As soon as they taste GanoCafé for the first time even avid coffee drinkers fall in love. They can taste the quality.

She has also seen many people join Gano Excel because of the wonderful opportunity to earn income, which she says is also high on people's minds right now. Many people are seeing how simple the Gano Excel opportunity is. With such a low investment, success truly feels within reach. Signing up is a realistic option and sharing the products comes so naturally; so getting started with your own Gano Excel business feels easy and that is exciting. People love it because it gives them a possibility that they do not have.

Now, new Go! Gano products are ready to make a splash. Marivel has already been sharing all that she can about the new smart beverages enriched with Ganoderma and other healthy ingredients. She is thrilled to offer these new enriched drinks that are perfect for any time of day for a boost to hydration and nutrition. And her customers are just as excited. She's already seen incredible demand for the on-the-go smart beverages and has no doubt they will be a tremendous success.

Marivel sees now as the perfect time to join Gano Excel as a new Affiliate. ***"We are growing like a wildfire and with these new products I am sure we will see more and more people coming into the Gano Excel family."*** She envisions her team continuing to expand to new markets across the United States. ***"People are ready for products like this and an opportunity like this. They are ready to make a change."***



SABINA CASTELLI

DODGE CITY, KS

Sabina Alicia Castelli is a proud Chihuahuan who lives in Dodge City, Kansas with her husband and five children. She loves taking care of her household and for most of her life has made it her full time work. That is, until she discovered she could run a successful Gano Excel business from her home.

What started as a cup of coffee has blossomed into a way to help her family and others find health and wealth, all thanks to the incredible benefits of Ganoderma lucidum.

It all started when Sabina received her first box of GanoCafé from **Fabiola Rodriguez**. She fell in love with the delicious taste of GanoCafé Mocha. She decided to replace her usual morning coffee with a cup of the creamy, chocolatey, enriched latte. She noticed that by making this small change, her mind felt sharper and ready for the day. Her children enjoy drinking GanoCafé Schokolade, the caffeine-free hot chocolate enriched with Ganoderma lucidum. *She has seen the benefits of Ganoderma support healthy growth in all her children, including her oldest daughter who has special needs.*

She was so happy with the difference she was seeing, Sabina couldn't help but begin to SHARE. **A Gano Excel Affiliate, Sofia Gallegos, saw leadership potential in Sabina.** Sofia sat down with Sabina and explained how she could earn money by sharing the products that she was so passionate about. Sabina decided to enroll and start her Gano Excel business.

Now, Sabina loves that she has a way to spread health and support her family. She is able to lead a successful business while working from home. She says it is the perfect opportunity for housewives like her who do not want to give up their role in the home while also wanting to contribute economically. She earns money simply by sharing her favorite healthy products with others and teaching them to do the same. Best of all, she works on her own schedule, which allows her to give her children all the attention they need.

She is thankful for Executive Diamond Marivel Santoyo and her leadership. Marivel trains her entire team on how to use technology, like social media and videoconferencing, to SHARE Gano Excel with others. That has been particularly useful during the last year. By utilizing social media, Sabina has met people in other states that have enrolled in the business. She has then been able to follow up with messages and calls. She has even traveled to make presentations to her new team in Minnesota.

Networking in this way has helped to spread the health and wealth of Ganoderma in new areas. When it is possible, she still loves to meet customers and team members face-to-face. There is something special about it. She loves the human connection at the heart of network marketing. Helping another person to discover a new lifestyle that is available to him or her. And helping women like her to discover they can bring success to their families in more ways than one. She looks forward to the year ahead, which she says is filled with continued growth, health and positive change.



LIVING UP TO OUR FULL POTENTIAL

We are proud to see Gano Excel Affiliates answer the call for personal growth that helps them achieve success in their businesses. Building a better life is not simply a dream. With responsibility, commitment and effort, the life they want for themselves is becoming a reality. It extends beyond them to their families and communities, building a more harmonious world, one home at a time, one cup at a time.

These Affiliates have grown to let go of negativity, embrace communication and action, and adopt a lifestyle of sharing. These simple, powerful commitments have led their teams to success. *We celebrate the following Affiliates that have embraced the learning process and have achieved new ranks while embracing personal growth!*

DIAMOND EXCELLERS

DIAMOND



Ruben Cardenas
Rank: Royal Diamond



Ana Lorena Aguilar
Rank: Royal Diamond



Walter Garcia
Rank: Royal Diamond



Tomas Rodriguez
Rank: Royal Diamond



Maggie Cardenas
Rank: Royal Diamond



Blanca Solorio
Rank: Premier Diamond



Erica Reyna
Rank: Premier Diamond



Rocio Peralta
Rank: Premier Diamond



Cecilia Villegas
Rank: Executive Diamond



Hipolita Gonzalez
Rank: Executive Diamond



Jersis Aparicio Hernandez
Rank: Executive Diamond



Marivel Santoyo Huizar
Rank: Executive Diamond



Rebeca Sanchez
Rank: Executive Diamond



Rene Marin
Rank: Executive Diamond



Sandra Estrada Morales
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



Benito Farfan Jimenez
Rank: Diamond



Claudia Voigt
Rank: Diamond



Felipe Aviles Arellano
Rank: Diamond



Isabel Rodriguez
Rank: Diamond



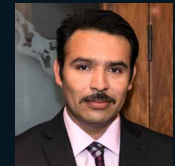
Johanna Villegas
Rank: Diamond



Juan Sebastian Pinzon Arjona
Rank: Diamond



Maria Casteneda
Rank: Diamond



Norberto Montero
Rank: Diamond



Romina C. Gilmore
Rank: Diamond



Rosa Licon
Rank: Diamond



Rosa Linares
Rank: Diamond



Sara Diaz
Rank: Diamond



Sergio Navarro Barba
Rank: Diamond



Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

PLATINUM

Paola Sanchez

GOLD


Rigoberto Quevedo
Maria Siddall

SILVER

Nelly Raquel Balao Trigo, Christina Baltazar, Rhonda Banks, Maria Bautista, Julie Beach, Randy Burt, Rita Campos, Wesley Case, Alejandra Castillo, Rosita Castillo, Maria Castrellon, Veronica Contreras, Erica Juliet Cordova, Maria Correa, Fernando Del Valle, Antonio Dominguez, Asije Enterprice Inc, Letizia Espinoza Garcia, Raul Garcia, Ma Lizet Gomez Flores, Odilia Herrera Guox, David Juarez, Antonia Limas, Gabriela Lopez, Maria Lopez, Concepcion Magallon, Claudia Martinez, Luz Martinez, Maria Martinez, Orlando Martinez, Mary Martinez Avila, Amanda Mazariegos, Carlos Morales, Arlette Moreno, Maria Olano, Maria Ortiz Romo, Alan Pando, Edith Pando, Rosa Pando, Tomas Pando, Juliana Patino Rojas, Diana Rivera, Jose Rojas, Carmen Romo, Lucina Sandoval, Alma Santiago, Justin Siddall, Aldo Sierra, Erika Sierra, Luz Sierra, Leticia Silva, Ana Maria Silva Abarca, Yuli Toro, Justin Torres, Sonia Valdez, Maria Varona, Toni Vega, Elena Velasquez, Patricia Velázquez, Agustín Villalon, Saul Zagal

BRONZE

Jennifer Scarlet Aparicio Romero
Maria Chavez De Molina
Elin Escobar
Guadalupe Matías
Ana Patricia Nava
Saturnino Peralta Urena
Eli Perez Escudero
Maria Torres



GANODERMA PRODUCTS



Love is in the air! Whether you are meeting someone for the first time or celebrating many years together, you want to look and feel your absolute best. If there's one thing that is great for feeling at the top of your game, it just might be the goodness of Ganoderma lucidum.

Talk about a fresh, new, beautiful you! *Ganoderma lucidum has shown to support clearer skin.* Our *Ganoderma-enriched soap*, infused with goat's milk, will give you a silky smooth touch that is clean and radiant. Not to mention, our *Ganoderma-enriched toothpaste* brightens your smile and freshens your breath!

Ganoderma lucidum has also shown to improve energy and vigor, and paired with powerful tongkat ali can support a healthy libido. Our Tongkat Ali latte is perfect for when you want to get ready for a long night. Staying hydrated is important too! Our Go! Gano smart beverages are filled with important electrolytes to keep your system running smoothly.

Gano Excel grows 100% of all its Ganoderma lucidum on its private farm in Malaysia - the largest Ganoderma lucidum farm in the world! We carefully cultivate each mushroom using our proprietary agronomic technology so that you can enjoy the pure and potent benefits of Ganoderma with all of our enriched products.

Owning all our own land, facilities and equipment provides a vertical integration that saves you money. On top of that, we sell directly to you without spending millions on expensive advertising. Sharing these products through you, our customers, allows us to provide excellent prices as well as an excellent compensation plan.

Not only are we convinced you will save money, but you can actually make money by taking advantage of Gano Excel's business opportunity! Are you ready to start having your coffee pay YOU? *Enroll as a Gano Excel Affiliate today!*

Introducing new Go! Gano



GoGano.GanoExcel.us

**Enjoy
our new smart
beverage in three delicious
flavors. Each flavor provides
a unique boost to your day.
Plus, all three are enriched
with the world's finest
Ganoderma lucidum. Perfect
for your healthy lifestyle!**



Go! Gano Revive



Get up and GO with this energy-infused drink! REVIVE is a mix of all your needed daily vitamins, as well as your needed daily dose of calcium and potassium. Boost your immune system with vitamin C, and jumpstart your energy with caffeine and ginseng extract. All of this together with your daily Ganoderma lucidum will surely get you going, whether it's to work, school or the gym!

Contains:

Ganoderma lucidum
Magnesium
Potassium
L-Theanine
Alpha Lipoic Acid
Caffeine (Natural)
Panax Ginseng Extract

Item Code 522

Go! Gano Restore



Find your focus and balance throughout the day with RESTORE! Not only will you be getting a healthy mix of aloe vera, turmeric, spinach and spirulina, but it tastes great too! With the flavors of blueberry, acai, goji and other delicious berries, this smart beverage is rich in antioxidants and powerful superfoods to keep the body performing at its best. Combined with all-natural Ganoderma, this drink will keep you balanced all day long!

Contains:

Ganoderma lucidum
Spirulina
Aloe Vera
Ashwaganda Root
Acai Berry
Turmeric
Goji Berry Powder
Quercetin
Spinach Powder

Item Code 521

Go! Gano Refresh



After working hard, it's time to REFRESH! This boost of hydration includes the replenishment of important electrolytes for whole-body health. Plus, it's enriched with beet juice powder, ginger root, and Ganoderma lucidum. With delicious lemon flavor, this citrus beverage will leave you feeling fresh and hydrated. There's no better team than Ganoderma and electrolytes to reboot your system!

Contains:

Ganoderma lucidum
Cordyceps
Beet Juice Powder
Ginger Root Extract
Calcium
Magnesium
Potassium
Chloride
Sodium

Item Code 520

Our retail brand of comfort beverages, from premium tasting wellness coffee and tea to silky enriched hot chocolate, each chockfull of 150+ antioxidants, 200+ phytonutrients and the power of Ganoderma lucidum.



3-in-1

When everything is done on-the-go, grab a beverage that is both convenient and, simply... better! Start the day with an antioxidant boost produced by premium roasted coffee, non-dairy creamer, and Ganoderma lucidum. Be proactive about your health and make the choice that is quick, easy and delicious!

Retail:	Wholesale:	Rewards Points
\$27.00	\$19.00	<ul style="list-style-type: none"> • Purchase 4.5 • Redeem 27 • #501 • PV/CV 17/15.2



classic

No gimmicks, no frills... this beverage is for the coffee purist. A potent and consistent boost of energy, this instant black coffee enriched with the Smart Mushroom, Ganoderma lucidum, balances the immune system with every savory sip. Start your mornings with the smart choice, Ganoderma!

Retail:	Wholesale:	Rewards Points
\$27.00	\$19.00	<ul style="list-style-type: none"> • Purchase 4.5 • Redeem 27 • #505 • PV/CV 17/15.2



tongkat ali

Experience the "G" force of this endurance-building beverage! By combining ginseng and Ganoderma lucidum, it's hard to deny the herbal healing properties that promote physical stamina and mental agility. The purity of these ingredients, when mixed with premium roasted coffee and Tongkat Ali, ensure that everything entering your body is working for you and not against you.

Retail:	Wholesale:	Rewards Points
\$27.00	\$19.00	<ul style="list-style-type: none"> • Purchase 4.5 • Redeem 27 • #506 • PV/CV 17/15.2



schokolade

Encouraging kids to start maintaining a balanced lifestyle is important, but not always easy to do. But with this chocolatey beverage, it is much easier to be proactive! By blending ground roasted cocoa beans with non-dairy creamer, skim milk and Ganoderma lucidum, this enriched, hot chocolate beverage delivers an antioxidant boost for kids and adults alike.

Retail:	Wholesale:	Rewards Points
\$28.00	\$20.00	<ul style="list-style-type: none"> • Purchase 5 • Redeem 30 • #502 • PV/CV 20/16



mocha

Who can resist indulging in chocolate... especially when it's enriched? When desire strikes, reach for the beverage that naturally detoxifies AND tastes delicious! A simple blend of premium roasted coffee, cocoa powder, and Ganoderma lucidum is just the trick to boosting the immune system while satisfying those chocolate cravings at the same time!

Retail:	Wholesale:	Rewards Points
\$34.00	\$23.00	<ul style="list-style-type: none"> • Purchase 5.5 • Redeem 33 • #503 • PV/CV 21/18.4



rooibos tea

As an alternative to the delicious coffee products, this caffeine-free herbal tea will heal with each sip. High in iron, calcium, potassium and other nutrients, this Ganoderma-infused beverage cleanses and balances the body. With an intoxicating floral aroma and naturally sweet taste, this will definitely be your cup of tea!

Retail:	Wholesale:	Rewards Points
\$27.00	\$19.00	<ul style="list-style-type: none"> • Purchase 4.5 • Redeem 27 • #504 • PV/CV 17/15.2



hazelnut

Hazelnuts are known to be high in essential nutrients. While consuming a tub of Nutella may not quite be the best dieting choice, mixing hazelnut with dark coffee and infusing it with Ganoderma lucidum is! With the antioxidants in Ganoderma plus the natural proteins in hazelnuts, this beverage is guaranteed to create a perfect balance in body, mind and taste buds!

Retail:	Wholesale:	Rewards Points
\$34.00	\$23.00	<ul style="list-style-type: none"> • Purchase 5.5 • Redeem 33 • #508 • PV/CV 21/18.4



c'real

This breakfast favorite is formulated to boost energy and strengthen the immune system before ever leaving the house! With a power-packed combo of Ganoderma lucidum, Spirulina, and non-dairy creamer, C'Real serves as a simple, delicious way to get the body balanced and on track for a smart start to the day.

Retail:	Wholesale:	Rewards Points
\$27.00	\$19.00	<ul style="list-style-type: none"> • Purchase 4.5 • Redeem 27 • #507 • PV/CV 17/15.2



Our daily-use line of enriched products include personal care products such as toothpaste and soap, and are complimented by a wide range of legendary body balance supplements.

Gano Fresh



Smart smile, smart you! This all-natural, non-abrasive toothpaste is fluoride free, with the added benefit of Ganoderma lucidum. Maintain healthy gums and strong teeth with this refreshing, enriched toothpaste.

Retail: \$18.00 **Wholesale:** \$13.00 **Rewards Points**
 • Purchase 3 • Redeem 18
 • #302 • PV/CV 11/10.4

Gano Soap



Smart habits aren't exclusive to what's happening inside the body, but outside as well. Achieve full-body revitalization with this Ganoderma infused soap. With the addition of goat's milk and vitamin E, it is perfect for sensitive skin. It will leave you feeling refreshed, revitalized and silky-soft.

Retail: \$16.00 **Wholesale:** \$12.00 **Rewards Points**
 • Purchase 3 • Redeem 18
 • #301 • PV/CV 10/9.6

Ganoderma



Get going with Ganoderma! This supplement is a great way to support the immune system, boost antioxidants, and nurture the body's natural defenses. Take daily as a proactive approach to general well being.

Retail: \$58.00 **Wholesale:** \$38.00

Rewards Points
 • Purchase 9 • Redeem 54
 • #801 • PV/CV 36/30.4

Cordyceps



Two mushrooms are better than one! Combining the Smart Mushroom with Cordyceps Sinensis is a double dose of potent energy. Great for reducing stress and slowing down the aging process, this daily supplement strengthens both body and mind. For maximum rejuvenation.

Retail: \$57.00 **Wholesale:** \$40.00

Rewards Points
 • Purchase 9.5 • Redeem 54
 • #808 • PV/CV 30/32

Excellium



The only Ganoderma supplement produced with your brain in mind! Prepared from thought-enhancing Mycellium, Excellium capsules promote healthier brain function. Gano Excel's Excellium makes getting through the day a breeze!

Retail: \$58.00 **Wholesale:** \$38.00

Rewards Points
 • Purchase 9 • Redeem 54
 • #803 • PV/CV 36/30.4

Gano Excel's line of Go! Gano smart beverages provide all-day solutions that quench your thirst and provide functional benefits! Go! Gano comes in three delicious blends of our signature Ganoderma lucidum and specially selected superfoods that each bring a unique boost to your body.

refresh



Recover from your day! This promotional drink will hydrate and rejuvenate after a long day of working, and it's also a great replenisher after a workout session. The citrus flavors taste great, while all the electrolytes and hydration rush in to reboot your system!

Retail: \$42.00 **Wholesale:** \$30.00 • #520
 • PV/CV 24/15

restore



Power through your day! This seasonal drink will give you the superfoods you need to stay healthy, focused and balanced all day long. The sweet berry flavor combined with all the right ingredients to give you your daily dose of greens has never tasted (or made you feel) better!

Retail: \$42.00 **Wholesale:** \$30.00 • #521
 • PV/CV 24/15

revive



Start your day off right! This new promotional drink is optimized to hydrate and caffeinate instantly, flavored with real fruit juice and a refreshing taste. Get an extra boost in a fun and easy way to jumpstart your day!

Retail: \$42.00 **Wholesale:** \$30.00 • #522
 Coming Soon!