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PUNTA CANA

QUARTERLY Q3 2024



gano excel
NORTH AMERICA

CEO MESSAGE

Mr. Ooi Chin Aik's Message

LEADER HIGHLIGHTS

Hipolita Gonzalez • Victor Lopez • Iliana Castañeda •
Joshua Galvan • Micaela Mercado • Martin Rios



The 6 Benefits of SENSE SOAP

Reishi Mushroom Reduces Premature Aging

Reishi Mushroom Reduces Inflammation & Irritation

Vitamin E is Great for Sensitive Skin

Goat Milk Retains Moisture

Vitamin E Removes Unwanted Dirt & Oils

Goat Milk Soothes Dry & Damaged Skin



CEO MESSAGE



Dear Gano Excel Family,

As we step into the beginning of summer, it's a season that mirrors our journey at Gano Excel—full of growth and new horizons. We are thrilled to witness the expansion into new countries, driven by your dedication and unwavering commitment. Your efforts continue to open doors of opportunity, shaping the future of our global community.

I am delighted to share the resounding success of our recent SHARE events in Los Angeles and Chicago. These regional events not only showcased our exceptional products but also celebrated the spirit of unity and shared achievement that defines Gano Excel. Your participation and enthusiasm have been instrumental in making these events truly memorable.

Furthermore, I am incredibly proud of our Affiliates who have earned the trip to Dubai through the Chasing Stars promotion. Your hard work and determination have not only secured this remarkable opportunity but also exemplified the values of perseverance and excellence that we cherish at Gano Excel. Looking forward, let us continue to push boundaries and embrace innovation. Together, we are not just building a business; we are creating futures filled with health, wealth, and boundless potential.

I extend my heartfelt gratitude to each of you for your passion, resilience, and steadfast belief in our mission. Your dedication is the cornerstone of our success, inspiring us to reach greater heights together. Here's to a summer of growth, achievement, and continued empowerment as we shape brighter futures united as one Gano Excel family.

Warm regards,

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

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Will-Call Hours:

Mon - Fri: 10 a.m. - 6:30 p.m.
Sat: (first and last monthly):
10 a.m. - 3 p.m.

GanoExcel.us





PROMOTION

April 22 - August 18
Cycle 803 - Cycle 819

CHASING STARS

DUBAI



ganoexcel.us/chasingstarsdubai



GE 2024

NORTH AMERICA CONVENTION



ganoexcel.us



June 24 - December 29
Cycle 812 - Cycle 838

PROMOTION



RANKS TO RICHES



ganoexcel.us/rankstoriches



TIME TO SHARE

Gano Excel's Social Media Stars: Gabby Jimenez, Blanka Solorio, Evelyn Gonzalez and sarai_jms!

Congratulations and thank you, Gabby Jimenez, Blanka Solorio, Evelyn Gonzalez and sarai_jms for using social media as an important tool to leverage your Gano Excel business!



facebook: Gabby Jimenez
"A coffee full of benefits, 150 antioxidants, 200 nutrients, and much more!"



Do you want to be next Social Media Star?

Make sure to use **#ganoexcelusa** and **#ganoexcelnorthamerica** and tag us in all of your Facebook, Instagram and Twitter posts!

 /ganoexcel.northamerica

 @ganoexcel

 @ganoexcelusa

 /OfficialGanoExcelUSA



facebook: Blanka Solorio
"A journey filled with unforgettable adventures #PuntaCana. This and more is the Gano Excel lifestyle I love"



Instagram: Evelyn Gonzalez
"#GanoExcelUSA"



WAYS TO CONNECT

It's easy to start a conversation with us! Whether you prefer to use text, email, Facebook, or the good old-fashioned telephone, we are here to help.

 Call Us at (626) 338-8081

 Text Us at (626) 338-8081

 Email Us at support@ganoexcel.us

 Send Us a Message at facebook.com/ganoexcel.northamerica

In the meantime, have you checked out our online tutorials at ganoexcel.us/training? You can learn how to set up your Back Office account, change your password and place your first order!



Instagram: sarai_jms
"Hot days=iced coffee #icedcoffee #hotdays"



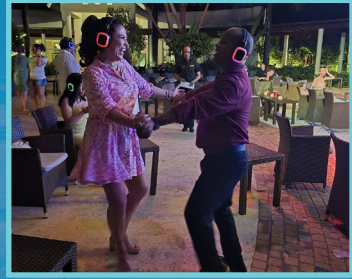


April 20, 2024





May 2024





May 18, 2024





June 22, 2024





Hipolita Gonzalez - Executive Diamond & Victor Lopez - Diamond (California)



Hipolita and Victor have woven their paths together in a journey marked by vision, determination, and a shared commitment to transform their lives through Gano Excel. It all began with Hipolita's introduction to the business, driven by a deep-seated desire for freedom—both financial and personal. She envisioned a future where they could break free from traditional constraints, forging their own path. When Victor joined her, their shared vision solidified, and they embarked on a journey that would redefine their future.

As their Gano Excel journey unfolded, Hipolita and Victor recognized the power of embracing diversity within their network. They saw an opportunity to expand their reach by hosting bilingual events. These gatherings became pivotal, not only in bridging language barriers but also in attracting a more diverse group of Affiliates. Leveraging their son Jonathan's fluency in English, they tapped into a demographic hungry for new opportunities.

Young adults, inspired by Jonathan's journey from student to a Platinum Affiliate, found in Gano Excel a chance to carve out a different path—one that promised both personal growth and financial independence.

For Hipolita and Victor, family involvement isn't just a strategic choice but a deeply held belief that underpins their business philosophy. They believe in starting with family, creating a supportive environment where everyone has the opportunity to thrive. This inclusive approach extends beyond their immediate circle to the broader Gano Excel community, where they encourage every new Affiliate to embrace the journey towards personal and professional growth.

Navigating the challenges of multilevel marketing as a couple, they've discovered that perseverance and mutual support are essential. Their ability to coordinate travel schedules and balance their roles within Gano Excel reflects a commitment not only to their business but also to each other's well-being. They emphasize the importance of maintaining a healthy work-life balance, ensuring that their entrepreneurial pursuits enhance rather than detract from their family life.

Looking forward, Hipolita and Victor envision a future where Gano Excel continues to empower individuals of all ages and backgrounds. They see their son and other young Affiliates as the future leaders of the company, carrying forward the legacy of community, opportunity, and transformative change. Their story is one of passion, resilience, and unwavering belief in the power of dreams—a testament to what can be achieved through dedication and a shared vision.

As they reflect on their journey from humble beginnings to Executive Diamond and Diamond ranks, Hipolita and Victor remain grateful for the opportunities Gano Excel has afforded them. Their advice to others embarking on similar paths is simple yet profound: embrace the journey, believe in the potential of every individual, and never lose sight of the impact a supportive community can have on personal and collective success.

In their world, Gano Excel isn't just a business; it's a gateway to a brighter future, where dreams are realized and lives are transformed, one cup of coffee at a time.



EMERGING LEADERS

Iliana Castañeda - Gold & Joshua Galvan - Gold (Illinois)



Joshua Galvan and Iliana Castañeda's journey with Gano Excel exemplifies dedication, partnership, and the transformative power of entrepreneurial spirit. Their path began with a shared vision to achieve personal success while positively impacting their community through Gano Excel's offerings.

Joshua recalls, "Since starting this project over a year ago, it's been my first serious venture into multilevel marketing." He credits their Premier Diamond leader, Jesús Ruano, for fostering his growth as a leader. This growth has been bolstered by Iliana's unwavering support and their collective commitment to team development.

A pivotal initiative in their journey has been establishing weekly English Opens in Chicago to expand Gano Excel's presence among English-speaking communities. "When we started, I underestimated the challenges of the English-speaking market," Joshua admits. Overcoming initial obstacles, including language nuances and educational gaps, they persevered with dedication and continuous learning. "Continuous education and practice have been key to overcoming these challenges and effectively communicating in English," Joshua explains.

Iliana emphasizes the significance of their bilingual approach in reaching diverse audiences. "We initiated these events because Saraí Jaimes, a Gold Affiliate with English as her primary language, joined us." Their strategy involved tailoring presentations to ensure clarity and impact across different language groups. "Our group, including my husband, Saraí, and myself, has reaped many benefits," Iliana continues. "Many young people feel comfortable expressing themselves in both languages, enhancing our ability to share the benefits of our products widely."

Beyond language proficiency, Joshua and Iliana have focused on building a strong, inclusive community within Gano Excel. "My goal is to expand our message and product benefits to more people, improving their health and financial situations," Joshua affirms. Their efforts have not only attracted new Affiliates but also created a supportive environment where individuals from diverse backgrounds thrive. "One-on-one meetings and coffee breaks have been crucial strategies," Joshua adds. "They allow me to connect personally with people and explain the product benefits effectively."

Looking ahead, Joshua and Iliana envision continued growth and impact for Gano Excel in Chicago. "Our dedication to expanding the English market aims to reach new demographics and share Gano Excel's potential," Iliana explains. Their optimism is fueled by success in engaging young professionals and individuals seeking entrepreneurial opportunities.

Their advice to fellow Affiliates emphasizes persistence, support for bilingual leaders, and community building. "Don't hesitate to approach people, whether in English or Spanish," Iliana advises. "Many are seeking financial opportunities and health-improving products."

In conclusion, Joshua Galvan and Iliana Castañeda's story with Gano Excel embodies resilience, entrepreneurial spirit, and a commitment to making a difference. As they continue their journey, they remain grateful for the opportunities Gano Excel has provided for personal fulfillment and community impact. Their partnership stands as an inspiration for those embracing the transformative potential of multilevel marketing and entrepreneurial endeavors.



EMERGING LEADERS

Micaela Mercado - Gold & Martin Rios - Gold (California)



Martin Rios and Micaela Mercado's journey to success within Gano Excel is marked by dedication, resilience, and a shared commitment to improving lives through their business ventures. Their path began with a profound motivation to secure a better future for their family, leveraging Gano Excel's platform to achieve their aspirations.

Martin reflects on their journey, stating, "I am driven by the dedication I see in Micaela and the exemplary leadership of Royal Diamond Erica Reyna. Their commitment to helping others has inspired me to pursue our goals in this business." Despite challenges balancing his role in construction with business demands, Martin remains steadfast in his pursuit of success. "Time management has been a challenge," he admits, "but I'm focused on laying the groundwork now for a brighter future with my family."

Central to their success has been their collaborative efforts, particularly in supporting Micaela's pursuit of the Chasing Stars: Dubai promotion. "We worked tirelessly, organizing home visits, demonstrations, and engaging with numerous individuals," Martin shares. Their joint efforts reflect a partnership rooted in discipline and perseverance, essential traits in achieving their shared goals.

For Micaela, achieving the Gold rank in Gano Excel has been a transformative experience driven by her passion for health advocacy. "My strategy centered on introducing our healthy coffee to friends, family, and clients," she explains. "I aimed to bring health benefits into every home I visited, leveraging the universal appeal of coffee." This approach not only accelerated her business growth but also fueled her determination to pursue larger goals within the company.

Their partnership has been pivotal in navigating challenges and celebrating milestones together. "Martin's unwavering support has been crucial," Micaela emphasizes. "His belief in my potential has propelled me forward, especially during challenging moments." Their mutual support has fostered a resilient spirit, underscoring their rapid advancement within Gano Excel.

Looking ahead, both Martin and Micaela envision continued growth and impact within Gano Excel. "I aspire to expand our business and provide a better life for our family," Martin asserts. "Our journey has just begun, and I am committed to learning and applying new strategies to achieve our goals together." Micaela echoes this sentiment, expressing her dreams of financial freedom and a fulfilling life for their loved ones.

In conclusion, Martin Rios and Micaela Mercado epitomize the transformative power of perseverance and partnership in attaining success within Gano Excel. Their journey highlights the significance of shared aspirations, resilience amidst adversity, and an unwavering dedication to enhancing lives through entrepreneurial endeavors. As they forge ahead on their path, their narrative stands as a beacon of inspiration for aspiring leaders not only within the Gano Excel community but also for anyone striving to achieve their dreams through hard work and commitment.



THE 5 THINGS YOU NEED TO KNOW



About The Smart Mushroom, *Ganoderma lucidum*

Ganoderma lucidum is considered an **herbal mushroom**, because it is used in traditional medicines for its beneficial properties to human health.

(It is not poisonous or hallucinogenic.)

Ganoderma lucidum is taken **proactively** to promote balance and efficiency within the body. This means it is best taken as part of a healthy lifestyle and it is not meant to treat specific symptoms or diseases.

Ganoderma lucidum contains **bio-active** compounds that help human cells excel at what they do, from important immune system cells down to even skin and hair cells!

Ganoderma lucidum helps the body become **bio-available** for vitamins and nutrients from other foods that you eat, which on top of its own nutrients makes it a super supplier!

Ganoderma lucidum has a very bitter taste, so it isn't found often in cooking. Instead, extract is used to **enrich** everyday products such as coffee, tea, and cereal.

THE BENEFITS OF GANODERMA LUCIDUM

Ganoderma's nutritious fruiting body and mycellium have shown to have a positive impact on health! Regularly and proactively ingesting the **Smart Mushroom** can help achieve positive balance within the body. This allows for optimum performance and prepares the body to deal with stress.

These positive benefits include:

- Helps support the immune system
- Oxygenates the body
- Increases energy levels
- Detoxifies and cleanses the body
- Helps fight inflammation
- Supports circulation
- Naturally balances blood sugar levels
- Promotes cellular rejuvenation
- Promotes sexual stamina
- Tames allergies
- Enhances sleep
- And much more...

PRODUCT PRICE LIST



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.

*Prices subject to change without notice.



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
\$30.00	\$22.00	<ul style="list-style-type: none"> • Purchase 4.5 • #501 • Redeem 27 • PV/CV 17/17.6



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
\$30.00	\$22.00	<ul style="list-style-type: none"> • Purchase 4.5 • #505 • Redeem 27 • PV/CV 17/17.6



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
\$30.00	\$22.00	<ul style="list-style-type: none"> • Purchase 4.5 • #506 • Redeem 27 • PV/CV 17/17.6



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
\$31.00	\$23.00	<ul style="list-style-type: none"> • Purchase 5 • #502 • Redeem 30 • PV/CV 18/18.4



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
\$37.00	\$26.00	<ul style="list-style-type: none"> • Purchase 5.5 • #503 • Redeem 33 • PV/CV 21/20.8



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
\$30.00	\$22.00	<ul style="list-style-type: none"> • Purchase 4.5 • #504 • Redeem 27 • PV/CV 17/17.6



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
\$31.00	\$23.00	<ul style="list-style-type: none"> • Purchase 4.5 • #507 • Redeem 27 • PV/CV 17/18.4



SHARE

PRODUCT PRICE LIST



GANODAILY



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.

*Prices subject to change without notice.



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: \$21.00 **Wholesale:** \$16.00

Rewards Points

- Purchase 3
- Redeem 18
- #302
- PV/CV 11/12.8



Sense

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: \$20.00 **Wholesale:** \$16.00

Rewards Points

- Purchase 3
- Redeem 18
- #301
- PV/CV 10/12.8



Ganoderma

Ganoderma's beta-glucans and antioxidants provide core cellular support that helps you feel your best. Experience the powerful benefits of Ganoderma for holistic balance, natural energy and rejuvenation.

Retail: \$61.00 **Wholesale:** \$41.00

Rewards Points

- Purchase 9
- Redeem 54
- #801
- PV/CV 36/32.8



Cordyceps

Cordyceps militaris is one of the most valued mushrooms in Chinese medicine, and one of the most potent. Give your body the extra support it needs to feel strong and replenished. Experience whole body rejuvenation on a daily basis.

Retail: \$63.00 **Wholesale:** \$43.00

Rewards Points

- Purchase 9.5
- Redeem 54
- #808
- PV/CV 38/34.4



Excellium

The only Ganoderma supplement produced with your brain in mind! Natural Ganoderma mycelium supports mental alertness and clarity, promotes effective brain function and provides the mental stamina you need to get through the day.

Retail: \$61.00 **Wholesale:** \$41.00

Rewards Points

- Purchase 9
- Redeem 54
- #803
- PV/CV 36/32.8

GANOPLUS

Live Better. Look Younger. Feel Healthier.

Elevate Your Wellness 10X



RESKINE

The perfect product for a healthier, more vibrant you! These natural ingredients help boost your energy, reduce inflammation, and improve collagen production!

Retail: \$58.00 **Wholesale:** \$42.00

• #530
• PV/CV 28/33.6



Gano Plus

Elevate your daily wellness journey with the enhanced strength of Gano Plus, our latest innovation in nutritional supplements. Delivering an unparalleled potency that's 10x stronger due to a double-extraction process.

Retail: \$225.00 **Wholesale:** \$165.00

• #820
• PV/CV 70/132

