

SHARE



gano  excel

AUGUST 2015



**TIME AND
RESIDUALS**

**BINARY
COMPENSATION**

**CELEBRATING
20 YEARS**

A Monthly Publication

Once Upon A Time Event	2
Time and Residuals	3
Binary Compensation	4
20 Years of Gano Excel	5
Leadership Spotlight: Shayler Barnes	6
The Importance of Events	7
Living Up to our Full Potential	8



ONCE UPON A TIME IN AUGUST

August 29, 2015 will be no ordinary day for Gano Excel.

Our company history speaks for itself. We could say time is on our side, with over 20 years as a leader in the direct selling industry. Our Evolution continues, and the time to **SHARE** and Celebrate our twenty-year anniversary is NOW. Join us at our Once Upon a Time Regional Event taking place at the California Education and Performing Art Center in Ontario, CA.

The message is clear: Gano Excel has stood the test of time, and we continue to develop new training methods to help our family of Affiliates share Mr. Leow's vision of health and wealth with the world.

Attending this event will be an investment in the future of your Gano Excel business. We all know that in order to have success at anything you do in life, you must invest time.

Our industry is based on duplication, and we have developed new and exciting training techniques to propel you to new levels of success and make your goals a reality. Our speakers are leaders in our industry and the training being offered will be beneficial to you and your team.

What better way to **SHARE** this experience than with other Gano Excel Affiliates who have the same passion? Gano Excel's Once Upon a Time Regional Event will be a must-attend event. Contact your upline for tickets, or our Customer Service department for more information at 626-338-8081.



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Sat: 10:00am - 4:00pm

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TIME AND RESIDUALS

One of the things asked of Gano Excel Affiliates or people interested in this business is “What’s important to you?” There have been a variety of answers over the years. These answers range from family and faith to health, or even pets. However, one answer repeatedly comes up when talking about this subject:

Time.

You need time with your family, time to take care of your health and time to practice your faith. It seems as though time is something you can never have enough of. Typically, time is something that controls us. For example, you work 9-5 Monday through Friday and you get 1 week of vacation.

But if you could control your own time, imagine what you could do with it! You would have the freedom to spend time with your family, focus on your health and practice your faith. When you’re a Gano Excel Affiliate, you are your own business. You control when you have your coffee breaks and 1-on-1s. You control how much you want to put in to your business. You can choose when you take your kids to Disneyland, or when to go to the gym or take a jog. If you already have a great job, you can consider doing this part time.

Wouldn’t you be proud to work at a company that gives people the opportunity to control their own life, time, and of course, their finances? What if someone told you that you could invest \$1,000 in a business and make a 2% return (\$20.00) a month (and that’s thinking small) for the rest of your life? That’s a 24% return a year. That would be a pretty amazing business investment, right? Well, all it takes is to earn \$5 dollars a week, and with the tools and products here at Gano Excel, anyone can do that!

Now imagine earning that for the rest of your life. That would potentially equal \$240 a year, and \$2,400 after 10 years. You can have that lasting business here at Gano Excel. We are proud of our history in this business, and in an industry where flashy companies come in and burn out after a few years, Gano Excel is proud to celebrate its 20-year anniversary. It’s been an amazing journey, and we hope you all join us as we spread health and wealth for another 20 years.

BINARY COMPENSATION

What if we told you that each time someone drinks a cup of coffee, you will get a small percentage of compensation; and that small percentage will keep coming as long as the person continues to drink coffee?

There are several different types of compensation modules in network marketing that make the business attractive, but Binary Compensation is one of the most powerful options. Many people tend to overlook this in the beginning, but this module is one that can build an everlasting income stream to last a lifetime – residual income.

Binary Compensation begins with you and two teammates, one on the left and one on the right. As your left and right teams grow, they begin to accumulate points. The team that accumulates the most points is called the “Bank Leg.” The team that accumulates fewer points is called the “Pay Leg.” It’s a common goal for most new Affiliates to build a solid Bank Leg before growing the Pay Leg.

At Gano Excel, Binary Compensation is awarded every week. Each week, or ‘cycle,’ begins from 12:00am Monday morning to 11:59pm Sunday night. Our system will calculate all of the points that you have accumulated throughout the cycle from product or an ESP that you have helped someone purchase. The points are then multiplied by a percentage, depending on your company rank or the ESP package. After the points are converted to award and pay to you, the system will deduct them from your next cycle.

There are several factors that make Binary Compensation attractive and lucrative. First, it is relatively easy to create momentum within the organization because of the points that accumulate on each side of your team. Each time a new Affiliate signs up, they are positioned at the bottom of each team. Your upline will help you to build your team. The amount of points that are generated through the sign-up will benefit everyone on the same leg. Second, each team has an infinite amount of positions, meaning you can have as many teammates as you wish. The more sign-ups you have, the higher your compensation.

There are many more benefits and tricks on how to maximize your pay with Binary Compensation. If you have a question regarding your Binary Compensation percentage, make sure to speak to your leaders so they can further explain the difference of each ESP package and the benefits of purchasing an ESP3.



20 YEARS of GANO EXCEL



502-536 AD

The *Supplement to Classic of Materia Medica* is considered to be the first pharmacopoeia in China (1590 AD; Ming dynasty), the mushroom was attributed with therapeutic properties



1980's

Through his years of research, Mr. Leow was able to create a way to produce Ganoderma Lucidum for the masses.



1995

After years of studying and researching, Mr. Leow was able to open his first store and Gano Excel was born.



1999

Gano Excel was able to expand globally and bring Mr. Leow's dream of health and wellness to the world.



2015

Today Gano Excel strives to bring the best product to the world by sharing health and wealth with everyone.

Over 4,000 years ago, many different cultures were cultivating *Ganoderma lucidum*, which was considered one of the best and most beneficial herbal health remedies. Its antioxidants and phytonutrients were attributed with therapeutic properties. Fast-forward to the 1980s when a young man, Mr. Leow Soon Seng, was intent on finding a beneficial way to bring health and happiness to others.

Mr. Leow's mother loved orchids. Because of this, he made an effort to plant them for her so she would always have them close. In doing so, he also began to plant and harvest *Ganoderma lucidum*. He had heard about the health benefits that came from this herb, and wanted to learn more. He began to distribute his mushrooms to anyone he came in contact with that had an illness. As his findings became more successful, he realized that distributing his product all by himself was becoming more difficult. Some friends brought him to a multi-level marketing conference, and it was there where Mr. Leow began to see a bright future in bringing *Ganoderma lucidum* to the rest of the world.

Finally in 1995, after years of research and perfecting his manufacturing and extract process, Mr. Leow founded Gano Excel and officially opened the doors to the public in his small store in Malaysia. He prided himself on the fact that Gano Excel was the only provider of *Ganoderma lucidum* to have its own production facilities where every variable could be carefully controlled, and the purity guaranteed.

By 1999, Gano Excel had expanded globally. Mr. Leow's dream of bringing premium infused beverages and products to the world had finally become a reality, thanks to his persistence, his dedication, and his team who believed as strongly as he did in the benefits of *Ganoderma lucidum*.

Gano Excel effectively found a home in the United States and North America by 2002, where it continues to be a leader in the marketplace. This is mainly due to a successful business system and opportunity that pays you, the consumer, to share the company's premium enriched products. The Evolution of Coffee Campaign (introduced in 2010) has been one of Gano Excel's most successful campaigns, launching the core pillars and causing sales to soar.

20 years have passed since the humble beginnings of Mr. Leow's Malaysian store, and Gano Excel is thriving more than ever. Today the company has become so profitable that we have been able to open multiple distribution centers across the United States. Gano Excel has spread into 65 different countries, and has 500,000+ Affiliates worldwide.

We are proud to fulfill Mr. Leow's dream of sharing health and wealth with everyone. We look forward to the growth and success of the company and our Affiliates in the years to come. Happy 20th Anniversary, Gano Excel!

LEADERSHIP SPOTLIGHT: SHAYLER BARNES

Shayler Barnes is a shining example of leadership and persistence in network marketing. Mr. Barnes got started in the network marketing industry in 1996 when a friend of his introduced him to Amway. Mr. Barnes says, “I got involved because I wanted to earn a few hundred dollars a month part-time, because we were expecting our first child. Once I plugged into their system, I fell in love with the possibility of earning unlimited leveraged residual income.”

However, Mr. Barnes was only with Amway for a few short months. “Five months into the business, my wife and I went to our first major Amway event in Anaheim, CA. My wife was very pregnant at the time and she went into labor at the end of the the event. Of course, our upline had insisted on bringing us to the event and was therefore forced to drive us to the hospital, which was over 40 miles back to our hometown. I told my upline to give us a couple of weeks to adjust to life with a newborn and then we would be ready to get back to work.” Unfortunately, Mr. Barnes never heard from his upline again.

Before coming to Gano Excel, Mr. Barnes worked as an independent affiliate in multiple network marketing companies. “Every company I was a part of after my short experience with Amway were startups that ultimately never lasted more than 3 years. I was so tired of searching for a real opportunity. When I found Gano Excel, I knew I was home,” he says.

We asked Mr. Barnes how he was able to hit the rank of Gold in only a few short weeks. He responded, “I simply plugged into the Gano System. I already had my dreams mapped out, so I made my list, scheduled my coffee launch parties, and then I used the approach in Eric Worre’s book, *Go Pro*, and began inviting people via text messages and social media messaging. For those who weren’t able to attend my coffee parties, I scheduled time to meet with them 1-on-1. During the coffee parties and 1-on-1’s, I used the tools and followed the instructions in the Gano System. Then, with those who joined my team, **I simply did the same thing with them, and now we are simply continuing to duplicate by following the system.**”



LEADERSHIP SPOTLIGHT

“I got involved because I wanted to earn a few hundred dollars a month part-time, because we were expecting our first child. Once I plugged into their system, I fell in love with the possibility of earning unlimited leveraged residual income.”

The..... **IMPORTANCE** of **EVENTS**

The background of the entire page is a blurred photograph of a large crowd of people at an event. In the foreground, two silver mesh microphones are mounted on a black stand, angled towards the right. The lighting is bright, suggesting an indoor or well-lit outdoor event.

Spotlights, awards, laughter, training and motivation: these are just some of the highlights of our big events. Attending events is inevitably an important and integral part of the direct selling business, especially for Gano Excel Affiliates.

In Gano Excel, your success in the business is dependent on how often you attend big events. When you first join the business, your attendance is important so you can learn the necessary steps of operation. Big events, such as Super Saturdays and regional events, are packed with personal stories, training and tips, as well as unbelievable prizes, giveaways, and raffles that reward our hard working Affiliates. Gano Excel puts an enormous amount of effort and time designing and executing these events to provide the best environment for both new Affiliates and leaders. It is beneficiary to attend these events, and we encourage you to bring your new Affiliates as well.

Bringing new people to these types of events is critical to the success of your team. It is in our nature to feel somewhat skeptical when we first join a new group, a new class, or a new team. By bringing friends or new acquaintances to an event, we have the opportunity to give them more confidence knowing that they are with the right group, the right team, and the right company.

The more events you attend, the more likely you are to build a bigger team. If you haven't already attended one of our big events, Gano Excel is hosting "Once Upon a Time" on August 29th, 2015. There will be light training, great stories, and awesome prizes to give away. This is your chance, register now!

LIVING UP TO OUR FULL POTENTIAL

RANK ADVANCEMENTS

Hooray! You have the chance to do what you do best every day! Take a moment and think about it...every day! Not just now and again. Not even just most days. But each and every day!

There is greatness to be found in each of us, but sometimes we live below our potential. The future of our families relies on us to choose to wake up each morning and do what we do best – for the good of others and ourselves. Find the confidence and energy to do your best every day! Developing your strengths—those things you're good at

and enjoy doing—helps you feel more confident, energized and happy in reaching out to new people and reconnecting with your teams. So figure out what your strengths are and don't be afraid to use them. Remember "Health and Wealth" for all, one cup at a time!

Gano Excel is happy to celebrate the following rank advancements:



Yasmin Mendoza
Rank: Gold



Celedonia Martinez
Rank: Gold



Joann Margarita Ontiveros
Rank: Gold



Blanca Hernandez
Rank: Gold



Maria Arevalo
Rank: Gold



Maria Garcia
Rank: Gold



Mercedes Lopez
Rank: Silver



Art Gaxlola
Rank: Silver



Alexis Tovar
Rank: Silver



Ricardo Ojeda Martinez
Rank: Silver



Leticia Cid
Rank: Bronze