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DECEMBER 2015



MESSAGE FROM
THE CEO

VISION
OF 2016

MESSAGE FROM
MR. LEOW

A Monthly Publication

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www.GanoExcel.us

New Business Tool – Coffee Break Icebreaker

Gano Excel has created a new tool to help you to better engage and get to know your potential prospect! Introducing the all-new coffee break icebreaker! The icebreaker comes with a game board, fifty unique game cards with multiple questions, and a coffee break booklet. Affiliates can utilize this card game to loosen up, as well as engage with the new prospects that they may not know very well. Each card that the Affiliate draws will have a question related to the business, product or personality. The purpose of the card game is to create a delightful environment where the prospects do not feel like they are obligated to attend or to do certain things. With this icebreaker, we see a great future in your business.

Would you like to find out more about the coffee break icebreaker game? Come to our 20th Celebration on December 5th, 2015. We have prepared some of the most exciting news yet. Tickets are still available, contact us at (626)-338-8081 to purchase your ticket and be a part of the evolution!

Hawaii Trip

Sipping on unlimited mimosas while watching the sunset and dolphins periodically appear in the background may sound like a dream, but that is exactly what some of our Affiliates are going to do in the next couple of months!

Gano Excel recently launched its newest promotion, All Things Point to Hawaii. The qualifiers will enjoy a variety of bonuses ranging from \$500 to \$1,500 with an all-inclusive paid Hawaii trip as the final prize. Every Affiliate has the opportunity to achieve, whether you are new or have been with Gano Excel for some time. It has been only six weeks since we launched the promotion; we have more than ten Affiliates who qualified for the Hawaii trips already, and more than a dozen others have won prizes ranging from \$500 to \$1500. There is still time to qualify!

20th Celebration

Attention beloved Gano Excel Affiliates! For those of you who are planning to attend this event from out of state, Gano Excel has teamed up with Sheraton Fairplex Hotel & Conference Center to provide you the best experience possible. We have negotiated a special rate for hotel accommodation so that our guests can stay conveniently and comfortably while they attend the celebration in Southern California. Be sure to contact us to find out about the hotel rate as well as what you can do while you are in beautiful, sunny California. What are you waiting for? Purchase your ticket now!

GO EXPO

Starting your own business and being your own boss sounds like an amazing concept, but how do you get there? Where do you start? What tools do you need? If you're already a business owner, how do you make it more profitable? Join us on February 20th, 2016 for our GO EXPO: a business seminar to help you Grow a Healthy Business... from start to success! Health and wellness is an emerging billion dollar industry... the GO EXPO is an event that will give you tools and answer your questions about taking advantage of this trend by starting your own healthy business. Topics will include: business assistance, financial and tax training, legal structures for business, benefits of having your own business, and more! You'll also enjoy networking with other healthy business owners, and potentially get your own healthy business started the same day.

This will be an all-day training seminar from 9am-6pm, with English and Spanish trainings. Simply pick and choose which trainings you want to attend. When you are not attending one of the training sessions, feel free to visit all the booths we will have set up with products, tools, vendors and more. This is the perfect event if you are just beginning a new business or need assistance growing your current one.



All Things Point
to **HAWAII**



GO EXPO
grow a healthy business

PLAN 2016

remember

1. HOLD A COFFEE BREAK
2. ATTEND A SUPER SATURDAY
3. NETWORK WITH MORE AFFILIATES
4. BUILD A TEAM
5. ACHIEVE RANK DIAMOND



2016 SUCCESS A MESSAGE FROM THE CEO

As we close out 2015, I just want to say thank you to all of the Gano Excel employees and Affiliates who have worked so hard this year. When I became CEO of Gano Excel in 2013, there was a lot of work that had to be done. And now, almost 3 years later, the company's growth and success has been an incredible accomplishment, not for me but for everyone. 2015 was an incredible step to the future success of Gano Excel, but now is the time to take the next step into 2016.

Everyone has a different idea on what makes a successful year. For some it's to make as much money as possible; for others it may be spending more time with the family, or maybe a healthy year. Whatever

your goals may be, now is the time to look at 2016 and set those goals. What would be a successful year for you?

For Gano Excel, a successful 2016 would be a year where every Affiliate finds success. If Gano Excel's Affiliates are successful, Gano Excel will be successful. We will be working hard to get all of our Affiliates the tools and training they need to grow. In January, Gano Excel will host its first Executive Leadership Conference. The following month, Gano Excel will host its GO Expo. More details regarding the GO Expo can be found in this issue of SHARE but to quickly elaborate on it, it will be our most comprehensive and dynamic training event to date. The event will cover everything from how to start a Gano Excel business, what does it mean to own your own business and how to file your taxes as a business. We will showcase other trainings specific to the Gano Excel business such as training on the compensation plan and how to achieve ranks. In May, we will host a Regional Event where we will have some incredible items to announce.

All in all, we have an exciting first half of 2016 ready to help our Affiliates hit their goals. But first we have a few more cycles left in 2015. So let's finish the year strong and I look forward to seeing all of you at our 20th Celebration event on December 5th.

A MESSAGE FROM MR. LEOW



A wise man once said, "If you help enough people to get to where they want to be; ultimately, they will help you to get to where you want to be." This idea is exactly what our founder's mission has been from the very beginning.

For more than 20 years Mr. Leow Soon Seng, along with his trusted board of members, has carved out a successful path that has seen it's fair share of challenges. "Looking back, it's more than just the journey that matters... but who you take the journey with," said Mr. Leow at the Global Achiever's Convention. As an industry leader and pioneer, Mr. Leow recognizes not only the accomplishments that Gano Excel has achieved, but also the challenges that the company has overcome. He says, "I started this journey twenty years ago, and I remember how painful it was at the beginning as it took me more than ten years to accomplish the research and investigate *Ganoderma lucidum*. It is with the same commitment that we are now operating in over sixty countries."

Success comes with great responsibility and sacrifice. Gano Excel has continuously evolved, time after time, to meet the demands, trends, and changes necessary in making a great company. "No business can afford to resist from change. Change is constant and necessary for any big organization to excel into the future. At times, changes might not be what we want and what we like, but it is necessary if we believe in the greater future," say Mr. Leow.

What makes a great and successful company? Is it the people? Is it the product? At Gano Excel, we believe it is all of them together. As Mr. Leow has said before, "We must act together to ensure that we all act in the right matter." This has been a rudimentary concept endorsed by many, even our friends in the animal kingdom. Ever wonder why birds fly together in a V-shape formation? By flying together, it creates a strong bond and dynamic that keeps them moving further and faster. In Gano Excel, you can achieve great things by yourself. But together, we can achieve extraordinary things.

Being a part of Gano Excel is more than just a profession, it's a family. Being a part of a family means doing the right thing, no matter how difficult it may get. As Mr. Leow says, "Network marketing has evolved into a profession – to many of us it is even our life threshold. We recognize that doing the right thing in the business might cost more or take extra time and effort to achieve, but we believe that the extra will repay." Gano Excel believes in doing the right thing by sharing health and wealth with each family, and it is our continuing mission to make it into 100 countries.

On behalf of Mr. Leow, we want to thank everyone for your unconditional support through many years. Your dedication and commitment are what will take us into the future. Twenty years is just a milestone and it simply represents another new start- a start of a new evolution. Will you be a part of the evolution?

..... GANO EXCEL'S VISION OF 2016



As 2015 comes to a close, we can reflect on the successes of Gano Excel this year. Some of our biggest accomplishments were brand new tools and trainings that were unveiled through the course of the year: the Business Kit, the Opportunity Presentation, the Evolution Sample Pack and the new Product Catalog, to name a few.

We organized the successful Revolution Tour earlier this year, had a great turn out at the Once Upon a Time event in August, and we are eagerly anticipating our sold out 20th event this month. We also had the incredible pleasure of attending the Global Achiever's Convention in Malaysia, celebrating Gano Excel's 20th anniversary.

We offered some rewarding promotions, such as our Golden Promotion and our current All things Point to Hawaii promotion that runs until the end of this month. These promotions helped to encourage our current Affiliates to work to their full potential, and they paid off!

In addition to reflecting on the last 12 months, we need to start preparing for the upcoming year as well. Our goal is to make 2016 just as successful, if not more so. In order to keep the momentum going into the New Year, we need to work hard as a team to build our Gano Excel businesses.

In order to do that, Gano Excel has some exciting new developments coming down the pipeline. In 2016, we will be very focused on training and educating our current Affiliates and future prospects. We also want to help our Affiliates develop themselves as strong leaders with strong teams. We will be providing new resources to help you achieve these goals.

In addition to new training, we are also developing new promotions, new industry tools and other aspects of business development that are sure to make the New Year a huge success.

On behalf of Gano Excel, a sincere thank you to everyone who has made 2015 such a great achievement, and we can't wait to see what 2016 has in store!





LEADERSHIP SPOTLIGHT: LUPITA CASTAÑEDA

Oh, that laugh! Spend five minutes with Executive Diamond Lupita Castañeda and you will be greeted with a laugh that is full of emotion, of seeing the brighter side of the world and the best in people. She will greet you with a smile that is infectious and welcoming. It sets the atmosphere for a leader who truly cares about all people, her team, and her community. She is a woman who is humble and of uncompromising service to all in her world. A leader who believes her actions are her example to lead.

Lupita considers humility to be a strong characteristic of a great leader and says a true leader is set apart as one who can direct actions and missions with grace and dignity. She cites Cesar Chavez as a leader she admired greatly. Lupita said that Chavez gave the best of himself and devoted all that he had to a specific cause: the organization of a voiceless people. He negotiated a better life peacefully against all odds. He proved there is strength in numbers and in being united. How perfect is his approach for this business? “Si se Puede!”

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Leaders face many challenges and Lupita handles those challenges by identifying the problem first and foremost. Secondly, she does not focus on the problem but rather on the solution(s), and putting the solution into action. This approach has allowed Lupita to build an organization that was recently recognized by Gano Excel International in Malaysia. She was called on stage in front of thousands of Gano Excel's top leaders, and she received recognition as a top leader in the Americas.

As a child, Lupita always wanted to help others and give everyone her best. She likes helping her team to succeed and being of service to others. Seeing and being a part of success in others fulfills her and makes her happy; their success is her success.

Lupita's goals for 2016 are to work and lead her team to achieve the rank of Diamond, have financial freedom and achieve dreams. Her message to all is to have humility, leave ego at the door, have and demonstrate a desire and passion to help. She wants to stay motivated and work to motivate others. Lupita encourages others to have faith, courage and love for what they do. She suggests having a healthy mindset of knowing what you want and being in a personal place to give the best of you to others.



EMERGING LEADER: LIZETH SEBALLON

The phrase “hit the ground running” is apropos for our new Affiliate, Lizeth Seballon. Three days after enrolling, Lizeth brought in prospects to the corporate office to tour the facility and conduct meetings with corporate staff. She utilized and leveraged the tools and opportunities available to her immediately. Her motivation? With three children, her family’s love and dreams are her passions that fuel her drive; those aspects are her “WHY.”

Lizeth knows that meeting people, becoming interested in their dreams and sharing the opportunity to accomplish those dreams is her business. It is her passion. Showing those new people that their dreams may be attained through their hard work on their timeline is the “How” to make their “Why” possible. This isn’t Lizeth’s first rodeo. She is a seasoned networker, a former affiliate and professional with Gano Excel. She returned to Gano Excel after attending the Once Upon A Time event. She listened to the message and saw that the time was right for her to return to the company to build a new team and leverage the commitment Gano Excel has made to the Affiliates in the United States.

Upon meeting a new prospect, Lizeth can tell who will be a leader and who will be a consumer. This is important to best serve that person’s needs and desire. By putting that first, she has the ability to help others and benefit from their content and sustained relationship with her and Gano Excel.

The importance of leadership for Lizeth and her team is the simple understanding that there are no leaders without a team. Leadership is essential to any effort, organization or direction. The challenges of a leader are creating harmony and organization amidst skepticism and fear due to past experiences. She overcomes these challenges by addressing them head on with facts and transparency in being a woman of her word.

Lizeth’s goal for 2016 is to become a Crown Diamond.



Lizeth knows that meeting people, becoming interested in their dreams and sharing the opportunity to accomplish those dreams is her business. It is her passion.

EMERGING LEADER

LIVING UP TO OUR FULL POTENTIAL

RANK ADVANCEMENTS

DIAMOND



Veronica Carbajal Solis
Rank: Diamond

Some of the most delightful words we receive – right up there with “I love you” – are any phrases that begin with “Congratulations!” Acknowledging someone’s achievements and successes has a sweetness all its own, and the recipient will long remember the thoughtfulness.

We would not be the company we are today if it were not for the continued growth of our Affiliates! Your success ensures our company’s success, and we are so proud to be associated with all of you.

We congratulate our most recent Rank Advancement Affiliates for their efforts in reaching a higher rank, and for their commitment to self-growth and motivation. You all are truly our leaders of tomorrow!



GOLD



Adela Ramirez
Rank: Gold



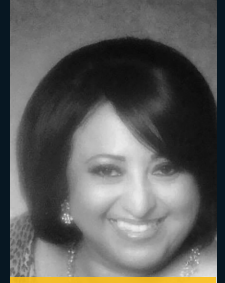
Arturo Perez
Rank: Gold



Ignacio Castro Juarez
Rank: Gold



Sonia Rivas
Rank: Gold



Lizeth Seballon
Rank: Gold

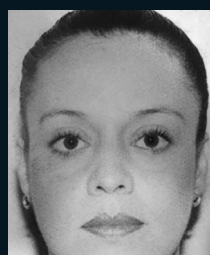
SILVER



Lourdes Anaya
Rank: Silver



Maria Delgado
Rank: Silver



Patricia Trejo
Rank: Silver