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JANUARY 2016

2016 Goals

1. Bring in affiliates
2. Achieve rank of Gold
3. Go to at least 3 events
4. Hold a Coffee Break every month.

ANOTHER GE
EVOLUTION

GOEXPO
EVENT

EXCELERATE
PROGRAM

A Monthly Publication

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Mon - Fri: 9:00am - 6:00pm
Sat: 10:00am - 3:00pm

www.GanoExcel.us

Excelerate Promotion

Gano Excel is bringing back the car promotion and we have made it better than ever! Gano Excel will help you drive off with your dream car in two ways. First is with a down payment. The second is with monthly payments for the duration of a three year lease. Qualification happens at the Platinum level. Every time you hit the paid rank of Gold or higher, you earn a bonus towards the down payment to your dream car. Once you hit Platinum, you start earning monthly credits to your car payment. Your monthly car allowance is calculated by taking 1% of the U.S. CV generated in your lowest leg.

GoExpo

On February 20th, Gano Excel USA will host an incredibly powerful GoExpo at the beautiful Pacific Palms Convention Center and Hotel. This all-day extravaganza is for the benefit of all Affiliates, whether you are new or a top leader. It is also designed to be educational and motivational for guests interested in business opportunities with Gano Excel.

There will be professional trainings and expert panelists to share information, experiences and provide a road map to your success. This is a perfect opportunity to re-learn, refresh and hear new approaches to your business efforts as well as train with your teams. You can learn while simultaneously exposing and sharing with new prospects the power of Gano Excel. Tickets are available, and seats are filling up fast so order your tickets now!

New Merchandise

Coffee Break Icebreaker Game

This is our newest implementation to our Coffee Break. Upon purchase, you'll receive an Icebreaker Game Holder, Icebreaker Game Board, and 50 questionnaires with the focus of our five pillars. This card game is a light and simple way to get your prospects to know each other, loosen them up, and get to know more about them during the Coffee Break. Available at the store or at will call. Get yours today!

Invitation Card

This is a new and professional way of inviting your prospect or potential business owners to your Coffee Break or Super Saturday. These cards are business card size, easy to store, and great for presentations. Get yours today at the will call store!

Calendar

The GE calendar has so much to offer. It contains valuable information and directions for anyone who is starting the business or is a seasoned veteran. The calendar is everything you're going to need to keep your GE business successful and ready to grow.





ANOTHER GE EVOLUTION

It's a new year, and for most people, a chance for a new beginning. For Gano Excel, the goal isn't to start new, but to continue the evolution of our hard work and success this past year.

2015 was a great year for Gano Excel. We launched a number of new products, a new website and new marketing materials. We had incredible regional events, we welcomed 5 new Diamonds, and we opened up in Panama, Costa Rica and re-launched Mexico.

Gano Excel has a lot of great things coming next year, starting with our ESP3 promotion (more details found in this issue). We also launched a new car promotion, evolving the way the car program has been done by making it easier and accessible to more Affiliates. In February, we will host our first GoExpo convention, which will be the first event of this kind in Gano Excel history. We will also continue to build and evolve our system, as well as marketing and training materials.

We are working to evolve the look and feel of the company. We began last year with the Evolution campaign, and look to build upon that this year. We are also working on improving the GOGANOEXCEL.COM website and improving the way people sign up and purchase products with Gano Excel. There's a lot that needs to be done, and we're working hard around the clock to make this company the best and most attractive company in the industry.

Most importantly, we are looking to build a company that lasts generations. Evolution is natural for any company to stand the test of time, so look for some incredible changes and announcements in the coming months.





EXCELERATE

SHIFT YOUR BUSINESS INTO HIGH GEAR!

Shift your business into high gear with Gano Excel's newest promotion—the Excelerate Car Program! As we begin the New Year, we want to empower you with more equipment and resources so you can continue to expand and grow your business.

When was the last time you stopped by the dealership and looked at the car of your dreams? Now you have the opportunity to earn with Gano Excel USA and to drive away in your dream car with style. It doesn't matter if you are brand new to Gano Excel or have been a faithful and existing Affiliate, this promotion is for you.

The Excelerate Program helps you to get into the car of your dreams*. Starting in Cycle 266 and beginning at the rank of Gold, you will start earning an additional bonus on top of your compensation plan to use towards your dream car deposit**. If you qualify and redeem your deposit bonus within the contest period, and as long as you remain qualified for the monthly car allowance, Gano Excel USA will continue to pay your monthly car allowance for three years from the lease/loan date.

When you achieve the rank of Platinum, you are officially qualified for the Excelerate Program and able to use the deposit you have accumulated towards your dream car. You will continue to receive monthly bonuses as payments towards the car for as long as you maintain your paid rank level. The monthly car allowance is paid on the cycle before your car payment is due. The amount is calculated based on 1% of the United States Commissionable

Volume (CV) generated in your lowest leg. For example, if you generated 8,000 CV on your left and 5,000 CV on the right during the contest period, you will receive a \$50.00 credit toward your car allowance.

By maintaining an average of one hundred and fifty (\$150.00) dollars or more for each of the three months, you will continuously receive a monthly car allowance towards your car payment. Your monthly car allowance is calculated by the average of your previous three months' performance. The more points you generate, the more bonus you gain towards your car payment. In other words, the more successful you are in your Gano Excel USA business, the finer the luxuries you get to enjoy.

For more information, please visit our website or Back Office for promotion details. We are excited to see who will be our next super star and qualify for the Excelerate Program!

* Car selection must be within permitted guideline of Gano Excel USA's restriction: the automobile must come from the following brand – Audi, BMW, Jaguar, Land Rover, Lexus, Mercedes-Benz, Porsche, Tesla, Bentley, Maybach, and/or Rolls Royce.

** Any deposit money that is not redeemed by January 1st, 2017 will be forfeited. Gano Excel has no right to pay out those amounts to Affiliates. The amounts are only paid out with proof of purchase or lease of a vehicle according to the payout schedule.



GOEXPO

grow a healthy business

The Gano Excel Opportunity allows you to build your own business from the ground up. You are creating your business to fit your needs. We want to make sure that you are getting the most out of the business you are building because when you are successful, we are successful.

But even though starting your own business and being your own boss sounds like an amazing concept, it's not always easy getting there. Where do you start? What tools do you need? Some of you have successfully started a business, but are in need of expanding and keeping up momentum. How do you make your business more profitable?

On February 20th, 2016 Gano Excel hopes to answer all of these questions and more at our GOEXPO. This event is designed as a business seminar to help you Grow a Healthy Business... from start to success! The GOEXPO will give you tools to help you take advantage of the emerging billion-dollar health and wellness industry by starting your own healthy business.

This will be an all-day training seminar from 9am-3pm, with English and Spanish trainings. Simply pick and choose which trainings you feel will

best benefit you and your current or future business endeavors. Each training is designed to demonstrate the ins and outs of a business, covering a variety of topics. Topics will include: business assistance, financial and tax training, legal structures for business, benefits of having your own business, and more!

During the Expo, when you are not attending one of the training sessions, feel free to visit all the booths we will have set up throughout the venue. The booths will be stocked with products, tools, vendors and more. This will also be a great opportunity to network with other healthy business owners.

Our goal with the GOEXPO is to help you potentially get your own healthy business started the same day! This is the perfect event if you are looking to start a brand new business, or if you are in need of assistance growing and expanding your current one. We look forward to seeing you in February!



LEADERSHIP SPOTLIGHT: SANDRA MORALES

Our newest Executive Diamond is Sandra Morales. On the trip to the Gano Excel 20 Year Celebration in Malaysia, Sandra was the epitome of dignity and professionalism, and she commanded the presence of a focused leader. She was a great ambassador of Gano Excel USA to the world. Sandra said the trip opened her eyes to just how huge Gano Excel has become. She witnessed the impact it had on the world, and it motivated her to move up in the company by building her business in the U.S.A.

Sandra came to Gano Excel after drinking a cup of coffee at a retreat. The effect of that cup of coffee drove her to inquire about the product and attend a Coffee Break the following day. Sandra enrolled immediately, already a believer and consumer of the product. She shared with family and friends, and was very focused on the health part of the business.

Through encouragement and support from her husband, Franki, Sandra approached the business with a new sense of urgency and focus. She was new to business and meeting people was hard, but she overcame this challenge. It took dedication, commitment and work, but it paid off. Sandra says that the key to this was that she was having fun. She said that her inspiration was and always will be her family.

Now, Sandra can expose her children to a life and a way of looking at life that she didn't have as a child. She can pass along life lessons such as confidence, goal setting and success, not just as words but also by her actions. Her children can see her work hard, with a smile, in control of her destiny. She gracefully believes in herself and in Gano Excel as a partner. Sandra's world is in her own hands, and she is doing it her way.

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EMERGING LEADER: SARA DÍAZ

Records are meant to be broken. This month's Emerging Leader, Sara Díaz, is the type of person who strives to break records. Successfully, Sara sold the most ESPs this year to date! She broke the previous record with three weeks left in the year.

Sara has been an Affiliate with Gano Excel for four years. She became serious about the business two years ago after seeing the true results of her efforts and the opportunity to help others realize their dreams. As a consumer herself - specifically of the Classic black coffee - she believed in the product and began to see the power of combining retail customers with others interested in the business. She gained momentum by sharing products, and exposing the opportunity for others to start their own business through the ESP packages. This combination and approach was fueled by the success she began to see. Sara's focus on the health benefits of the product and the customer base she built allowed her to address the business opportunity with equal confidence.

Helping others became her calling and duty to share with as many people as possible. She notes her grandmother as the greatest salesperson she has ever known. However, it clicked that her grandmother wasn't a salesperson but rather a person of conviction, purpose and a mission to help others. Sara's grandmother met people, heard their needs, and helped them to get what they wanted. Objections were simply a momentary hurdle to the finish line: helping people get what they needed.

Sara, congratulations on all of your accomplishments! Your grandmother must be as proud of you as we are.



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EMERGING LEADER



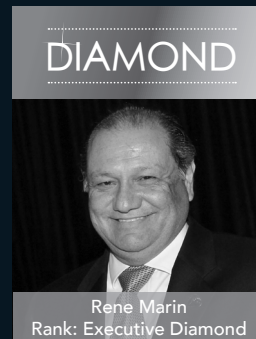
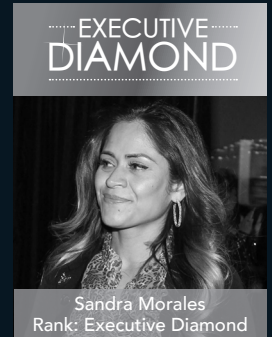
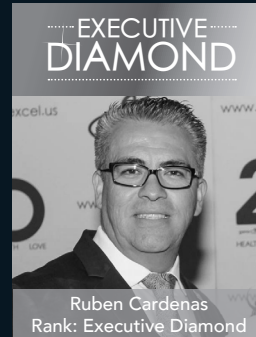
LIVING UP TO OUR FULL POTENTIAL

RANK ADVANCEMENTS

Our "hats are off" to the following Affiliates for their pledge and steadfast efforts in making it to the next rank! As Gano Excel USA Corporate, Up Lines and colleagues, we acknowledge and enthusiastically support them on their journey to the next level. It is always exciting to see each and every new group of Affiliates moving upward in rank and knowing their success affects not only their personal organizations, but all of GE USA growth!

2016 will be the year we reach every corner of the country with health and wealth, promoting the benefits of our Ganoderma Lucidum enhanced products, with the added advantage of reaching financial freedom.

So, let's really make this year count for all of us. Let us vow to reach new heights and open our minds to all the business trainings, motivational presentations and new tools.



GOLD

