

JULY 2016

# SHARE



**THE NEXT EVOLUTION**

**THE IMPORTANCE OF  
BUSINESS INDEPENDANCE**

**COOL DOWN WITH  
GANOCAFE HAZELNUT**





## The same amazing brew with a look that's all new.

Gano Excel is revealing a whole new look and feel for its premium line of enriched coffeehouse beverages. The new contemporary look will be released over the next several months. Thank you for your continued belief and effort to share health and wealth around the world.

# CEO MESSAGE



It's an exciting time to be a part of Gano Excel. Gano Excel's *Evolution* event far exceeded our expectations and the feedback we received from each and every one of you has been tremendous. We cannot be more thankful for your overwhelming excitement for Gano Excel's latest Evolution.

Now is the time to make Gano Excel's push throughout the United States.

At the event, we launched the stunning redesign of Gano Excel's product boxes. The new designs will allow our current and new customers to better recognize and learn about Gano Excel's great tasting products, as well as the company's mission and values.

We announced the implementation of an \$8 flat rate on Autoship orders between 50PV-160PV for first-time consumers. This will allow Gano Excel Affiliates and customers anywhere in the United States to receive Gano Excel's products at a great price.

We're also excited to help you grow your business throughout the United States with the launch of Gano Excel's *Drive Your Five to Success* program.

It's simple, create a new team of 5 leaders with ranks of Gold or higher in a particular region, from Nevada to New Mexico, Texas to Tennessee, Michigan to Maine and every state in between. Once you do that, Gano Excel will host a Super Saturday Event for your new team. This special event will celebrate you and your Gold team—through local press, guest speakers, live entertainment, videography and more. Super Saturday Events will additionally incorporate the Opportunity Presentation for recruitment and training purposes, but the focal point will be to recognize you and your newly minted regional team—and have fun in the process!

The goal is to create regional teams that will work together to build in their area. Our vision is *to bring health and wealth to every family*—all across our great nation.

Gano Excel has experienced so much success in our immediate area, and it is time to S.H.A.R.E. that success with the rest of the country.

We look forward to supporting your personal development and business growth with *Drive Your Five to Success*. More program details coming soon. Now, let's go for Gold across the U.S.!

Sincerely,

Mr. Ooi Chin Aik,  
CEO, Gano Excel | North America



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**GanoExcel.us**

# ee evolution



The Queen Mary's Grand Salon overflowed with nearly 500 Affiliates who attended our sold out *Evolution* event in Long Beach on June 18. Affiliates hailing from as far as Colorado and even Colombia arrived in cocktail attire to gather together for an evening of entertainment and special corporate announcements including the biggest unveiling in Gano Excel history.

The luxurious 1936 ocean liner was the perfect setting: Rich with history, elegant, iconic. Upon entering, Affiliates were greeted with enthusiasm by our United States corporate team. They stared in awe as they were met by the extraordinary, 360° stage complete with giant silkscreen monitors. Our esteemed, glittering Diamonds lined the stage and led the crowd in cheers for our exciting speakers, live flamenco performances and corporate showcase.

Field Director, Robert Paz and Field Manager, Lucy Melbon kicked off the event with a time travel video that took us all the way back to prehistoric times before fast forwarding to the future—the future of Gano Excel. Popular industry speakers Tomas Rodriguez, Hugo Diaz and Alberto Vera took to the stage at intervals throughout the evening. From defining the evolution of our company to inspiring legacy building and more, speakers left the crowd feeling motivated to take their businesses to the next level and beyond.

When our U.S. corporate team came to the close of the evening, the crowd waited with bated breath for the big reveal, 20 years in the making. To the audience's delight, we brought out new, contemporary packaging across our entire GanoCafé product line, with re-skinned ESP business kit tools to support business growth specific to the U.S. market.

# USHERS **GANO EXCEL** INTO THE FUTURE



Recognition followed, with Gano Excel welcoming new Diamonds and Premier Diamonds. All awardees received beautiful, glass cut awards in celebration of the successes they had achieved in their businesses over the last quarter. Each awardee basked in the glow of the spotlight before posing for a special photo with our CEO, Chin Aik Ooi and Director of Operations, Matthew Nguyen.

At the end of the night, every Affiliate walked away with one of our newly updated boxes containing GanoCafé Hazelnut Coffee and complementary coffee mug emblazoned with the new Gano Excel local U.S. signature. More than that, Affiliates walked away empowered and equipped to move forward into the next 20 years of Gano Excel's evolution.



## COMPANY UPDATES



### New Shipping Rate!

As of July 1st, 2016, any first-time order, AutoShip, or preferred customer whose order is between 50PV – 160PV will receive an \$8 dollar flat rate for shipping within the U.S.! (Please note that if your current shipping price is under \$8, it will continue to remain at the same rate).



### New Packaging!

The stunning, newly redesigned packaging for our products was unveiled at our Evolution Event, and Hazelnut Coffee is available for immediate purchase. We will be releasing more newly packaged products in the upcoming months, so be on the lookout!



### New Super Saturday Event!

Mark your calendar and join us July 30th for our Super Saturday Event! For the first time, we will be providing Module 1 Training. With guest speakers Elsa O'farrill and Jesus Ruano! See you there!



### New GoExpo II Event!

Join us September 24, 2016 for our upcoming GoExpo II event. New classes and new materials will be available! We are also looking forward to having Module 2 and Module 4 available for purchase. As usual, lunch will be provided, and throughout the day we will have many other giveaways and raffles. Tickets are \$35, on sale soon!

## PROMOTION UPDATES

# RACE TO MADRID

Congratulations to our current qualified Affiliates! But the race isn't over yet! Check the Back Office on your progress; you may only be a few miles away from going to Madrid!



"Entrepreneurship is living a few years of your life like most people won't, so that you can spend the rest of your life like most people can't."

– Jim Rohn

American Entrepreneur, Author and Motivational Speaker



## SOCIALIZE

**This time of year calls attention to the importance of independence. As you celebrate America's Independence Day, you can also appreciate the independence that comes with owning your own business. There must be a reason why over 600,000 people start their own business in the US every year, and why two million people have their own Gano Excel business around the world. Your independence is worth working for... for you and your family. Let's explore the Top 10 reasons why Gano Excel Affiliates prefer to own their own independent Ganoderma business:**

- 1. You're In Control:** GE offers several ways to grow your business, from selling retail, hosting Coffee Breaks, attending events or simply getting to know one new person every day. You control your own schedule, and you can utilize that time in whatever capacity works best for you.
- 2. Work/Life Balance:** When you're part of the GE family, you can enjoy being your own boss. That means, no reporting to anyone but yourself. You can sleep in, take a day off or even a month off if you want. You deserve to enjoy life to the fullest, so if you commit yourself and work hard for YOU, you will be able to achieve your ideal balance.
- 3. Choose Who You Want to Work With:** Have you ever worked with someone who brought your energy down or was rude to you? We all have. One of the great things about owning your own GE business is that you get to develop your own Ganoderma Opportunity Team; you get to pick and choose who you want to work with side-by-side... which makes working a whole lot more fun!
- 4. Enjoy Greater Rewards:** Earning an hourly wage means you have to work more hours to get paid more money. If you earn a salary, that means you work more for no additional money. At GE, you are in control of how much you make... and GE offers 12 ways to earn, so you can get creative. Earn money quickly by selling Retail or enrolling new team members with ESPs; plus you can also earn residual bonuses when the team members or customers you have enrolled into the business continue to buy product and build their teams.
- 5. Challenge and Advance Yourself:** GE believes in the power of people... and they believe in you. This is why they offer a wealth of trainings and tools for you to grow yourself and your business. Be on the lookout in your Back Office and at GanoExcel.us for the latest and greatest trainings to move your business forward.
- 6. Follow Your Passion:** Passion is at the heart of Gano Excel's origin. Mr. Leow's vision to spread health and wealth throughout the world is a shining example of how one person can take their passion and build something that can make a difference. With passion... work simply becomes more rewarding.
- 7. Get Things Done At Your Pace:** Your GE business will succeed at whatever pace you set for yourself. When you have the freedom to control your own schedule, you determine how your success builds. GE gives you the tools, and it's up to you to use them to your greatest advantage.
- 8. Connect with Your Client:** One of GE's greatest qualities are making 1-on-1 connections. This is a personal business, so what better way to grow your business than by meeting new people, hosting meetings, and attending events? Engaging your clients yourself is going to establish the trust you need to maintain your business and build upon it.
- 9. Giving Back:** The core of your Ganoderma business is to truly make a difference in the lives of others. You are not just selling products... you are sharing the benefits of GE's enriched products while simultaneously fulfilling Mr. Leow's vision of spreading health and wealth to the world. When you own a business that not only helps others, but that you can also feel good about, then you have succeeded.
- 10. Feel the Pride of Building Your Legacy:** When you own your own business, you build something that you can truly be proud of. Your business is a direct reflection of you and the impression you want to leave on the world. When you own your own GE business, you can be satisfied in knowing that your success was built on your own terms, while helping others along the way.

All these reasons for owning your own business are captured in Gano Excel's sharing model and company pillar, Socialize. It's time to get out there, claim your independence, and truly make a difference... for others and for yourself.

# CHILL OUT THIS SUMMER WITH GANOCAFÉ HAZELNUT ICE POPS

## **NUTRITIONAL PERKS:**

*Hazelnuts are naturally sweet, high in energy—and nutritious! Gluten free and rich in protein as well as dietary fiber, hazelnuts pack more benefits than you can imagine. They are an excellent source of vitamin E and loaded with minerals including potassium, magnesium, calcium, manganese, iron, zinc and more.*

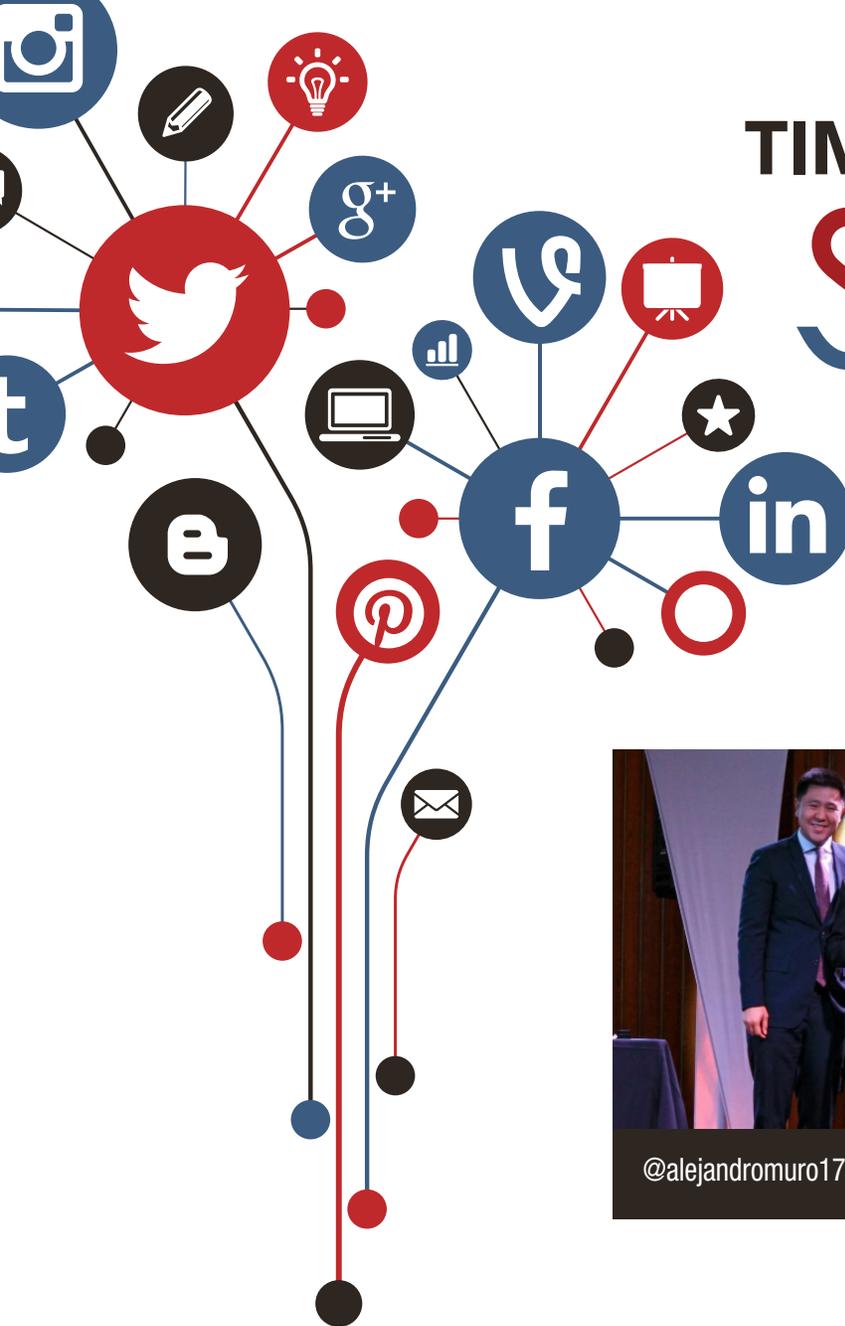
*Summer is well underway and temps are rising. If you think GanoCafé coffee tastes delicious piping hot, wait 'til you get it on ice. The same complex flavors you love are just as refreshing when chilled—with our signature antioxidant boost, of course. Try these summer ice pops featuring rich and nutty GanoCafé Hazelnut Coffee at your next pool party or barbeque for an all-around great time.*

- 3 sachets GanoCafé Hazelnut Coffee
- 5 tbsp chia seeds
- 4 tbsp raw honey OR maple syrup to taste
- 1 cup heavy cream
- 2 cups water

1. Set aside ½ cup cream and sweeten with 1 tablespoon sweetener. Stir until completely dissolved.
2. Pour ½ tablespoon chia seeds into bottom of each mold.
3. Pour sweetened cream into bottom of each mold, approximately ¼ to ½ inch.
4. Freeze mold until cream is solid, approximately 60 minutes.
5. Mix GanoCafé Hazelnut Coffee with water, then combine with cream and sweetener to taste. Refrigerate until chilled.
6. Carefully pour chilled coffee mixture into each mold, filling to top. Cover top of mold with foil and insert popsicle sticks. Freeze until solid, approximately 90 minutes.

# TIME TO SHARE

We want you to *SHARE* your favorite Gano Excel moments with us! Post your experiences and tag us on Facebook, Instagram or Twitter using @GanoExcelUSA and #GanoExcelUSA. Your posts may just end up in a future issue of S.H.A.R.E.!





 gano excel

# OLGA LOYA

DIAMOND



A Diamond out of Denver, Olga Loya has successfully grown her Gano Excel business, reaching thousands of people across the country and spreading our message of health and wealth to everyone she meets.

“I believe that Ganoderma lucidum is the closest thing to nutritional perfection,” says Olga. “I consume our products daily and have experienced powerful results. I love that I’m able to offer people a product and a business opportunity that enrich lives in many ways.”

Olga’s spirit of generosity and positive attitude are what set her business apart. She is very giving with her time and talents, believing that a strong business is founded on training and teambuilding, which begin on day one.

“I wouldn’t be where I am today without the support of my team,” says Olga, adding, “I believe in spending one-to-one time with each new business partner who comes on board. Ramping up quickly is important, but in order to do that successfully, leaders like myself need to spend the time teaching new Affiliates how to speak about the company, about our beneficial products and about our outstanding business opportunity in an inviting way. Our team members’ success is our success.”

What Olga is most proud of as a business owner and Gano Excel leader, is her ability to help others transition from their former, often unfulfilling careers, to enriching and rewarding careers as Gano Excel business owners. Of course, Gano Excel offers a great tasting, nutritionally sound and beneficial product line. But for those with an entrepreneurial mindset, Gano Excel also offers the potential to achieve flexibility and financial freedom while building a legacy for future generations to enjoy.

“We can only achieve that freedom with action,” Olga says, “Every person on my team who is training to become a leader holds multiple Coffee Breaks each day. We attend weekly meetings, participate in leadership training and professional development and are always present at regional and corporate events.” Undoubtedly, Olga’s success has inspired her downline, but as a high profile leader in the company, Olga’s mission to help others achieve personal and professional goals has also inspired Gano Excel Affiliates across the globe.



## FILOMENA GUTIERREZ

LA PUENTE, CA



Born in Guadalajara, Jalisco, Filomena immigrated to the United States in 1982. She arrived alone, with only her dreams to guide her. Filomena worked tirelessly in the grapevines in Madera, California for four years before she'd saved enough money to start her own linens business. She pursued this business for a year before deciding the industry wasn't the right fit. Soon she met her husband, had four, beautiful children and was ready for a change. She fell in love with network marketing. Filomena joined Gano Excel and has since seen her business thrive due to her prior business experience, sales background and entrepreneurial mindset.

*"Everything about running my Gano Excel business comes naturally. I drink up to three cups of our delicious and beneficial coffee each day—I'm a product of the product!"*

## ISA L. SOLIS

SAN DIEGO, CA



For Isa, it all started when she tried Gano Excel products for the first time. She was surprised to find a product that was not only delicious and healthy, but also had immediate results. Convinced that these Ganoderma lucidum enriched products were the real deal, Isa immediately found someone willing to train her and guide her first steps in the business. Working for Gano Excel has given her the opportunity to live her passion: to share love, health and financial benefits with others. This passion has inspired her to seek leadership and create a team that works together to accomplish their goals. Isa credits her daughters with giving her the motivation to keep going.



*"I would define 'leadership' in five words: consistency, loyalty, gratitude, humility and transparency. These characteristics make an excellent leader, and if we can live these five words every day, we can live and love in a peaceful world."*



## TOMASA QUINTERO

CARBONDALE, CO



Tomasa was born in Chihuahua, Mexico, and moved to the United States in 1980, where she started work as a hotel housekeeper and dishwasher. By 1995, Tomasa had ambitiously started her own business, a retail-clothing store. It wasn't until 2011 that Tomasa met Olga Loya, who introduced her to Gano Excel's premium products and business opportunity. After experiencing the healthy benefits of GanoCafé 3-in-1, Tomasa was sold and signed up with an ESP-3. She has currently reached the paid rank of Gold.

*"The Wealth Plan is easy to understand, and I see a bright future ahead as I continue to share the product with others. I didn't drink coffee before, but now I'm a loyal coffee drinker."*



# LIVING UP TO OUR FULL POTENTIAL RANK ADVANCEMENTS

## DIAMOND



Victor Lopez  
Rank: Diamond



Olga Loya  
Rank: Diamond

Our Gano Excel Affiliates are never satisfied with the status quo and are always looking to improve themselves and their environment. They are the first to come up with ideas on how to advance their business and take the initiative in making it happen. Our exceptional Affiliates strive to reach new heights while getting closer to achieving their "WHY." It is an honor to showcase the following Affiliates for their continued hard work and success in reaching a higher rank.

## PLATINUM



Blanca Solorio  
Rank: Platinum



Marivel Huizar  
Rank: Platinum



Celedonia Martinez  
Rank: Platinum

## GOLD



Filomena Gutierrez  
Rank: Gold



Isa Solis  
Rank: Gold



Jorge Acosta  
Rank: Gold



Lilia Rodriguez  
Rank: Gold



Manuel Acosta  
Rank: Gold



Maria Elena Razo  
Rank: Gold



Tomasa Quintero  
Rank: Gold



Veronica Gonzalez  
Rank: Gold



Walter Garcia  
Rank: Gold

## SILVER



Sandra Elizabeth  
Rank: Silver



Virginia Reyes Barrita  
Rank: Silver



Domingo Garcia  
Rank: Silver



Jose Flores  
Rank: Silver