

OCTOBER 2016

SHARE



TASTE IT TO BELIEVE IT
SETTING YOUR GOALS
SOCIALIZE:
MAKE THE DIFFERENCE



EVOLUTION SAMPLE PACK

**START THE
CONVERSATION
FOR SUCCESS**

EACH EVOLUTION PACK IS FILLED
WITH **6 SAMPLES** OF OUR FINEST
GANOCAFÉ INFUSIONS



**Taste It To
Believe It**

Have you considered starting your own Gano Excel business, but not sure if you believe in the product yet? **The only way to make a change is to evolve.** Well, welcome to your evolution. The Evolution of Coffee Sample Pack is made for you and your prospects! This pack contains 6 samples of our premium, Ganoderma lucidum-infused beverages including: GanoCafé Classic, Mocha, Hazelnut, 3-in-1, Tongkat Ali and Schokolade.

For only **\$10**, you can try all of them! Simply talk to the person who exposed you to Gano Excel, or call customer service Mon-Fri between 8:00am and 5:30pm at **(626) 338-8081**. Call today, and get started on your journey to Health and Wealth.



CEO MESSAGE



In my many years of experience, I understand that success doesn't happen overnight. It has taken our founder, Mr. Leow Soon Seng, years and years of planting spores of Ganoderma to research the best way to grow a high-quality product. It has taken years and years of Gano Excel spreading into one country after another to get the company's products into more than 70 countries total. These statistics alone prove that true success takes time and perseverance.

The same idea applies when growing your own Gano Excel business. When advancing in rank, you don't just go from Apprentice Elite to Executive Diamond. You progress your way through the business, building a strong base of consumers and business-minded individuals. This journey starts with prospecting, and presenting Gano Excel to those you know and those you meet. You have to hold multiple meetings, like 1-on-1s and Coffee Breaks. Keep in mind that the more you do, the more the door to endless possibilities opens up. Every person you meet, whether it's a positive or negative experience, can expose you to more prospects and more options.

With that in mind, I would like to present a challenge to all of you. Every day for a month, I want you to talk to at least one person about Gano Excel. It might be the delivery person, a server, a flight attendant, or even an acquaintance. They might blow you off, they might be interested, or they might refer you to someone that might be interested. Achieving success in this business requires you to share Gano Excel with as many people as you can every day of the year. You'll soon discover what works and what doesn't with all types of people.

This is your version of "planting the spores" of your business. Some ideas may grow and flourish while others don't. Eventually, you and your business will succeed...all because you took the time and you persevered.

Sincerely,

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



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Mon - Fri: 9 a.m. - 6 p.m.
Sat: 10 a.m. - 3 p.m.

GanoExcel.us

Growing Your Team



The most significant way to **keep up the momentum** for your business is to continue building your team. As your team grows, so does your success. However, in order to continue that growth, you need to make sure you know how to retain your team as well. You will spend a lot of time and energy prospecting to find the right team members, but once you gain those members, then what?

It is important to invest equal time and energy into each team member, educating them on the company and the products, as well as teaching them how to maintain and grow their own success. **You need to teach your team members about self-promotion:** how to brand themselves, develop their own identities within the company and how to leverage a multitude of tools to their advantage. Encourage each of your members to attend training and events, such as Super Saturdays, Regional Events, and most importantly, GoExpos. Luckily, Gano Excel will be hosting two GoExpo events each year, and these are the perfect arenas for your team members to learn to grow their business and success, step by step.

Your team is only as strong as your weakest member, but if you focus your energy on retaining each member and helping them to grow their brand, you will have an incredibly strong team. **So get out there and support your team members, and keep up the momentum!**





SETTING YOUR GOALS

Identify What You Want!

If you want your Gano Excel business to grow, then there's a pretty good chance you attended the GoExpo II training event. You learned all about self-promotion, your duplicatable Y.E.S.S. system and new ways to prospect, close and grow your team. So now what?

You need to set some serious goals... otherwise, how do you know if you're succeeding? Here's what you need to do: Make a list of five things you would like to attain or achieve in the next 10 years. Don't be judgmental, but let your mind run free and write them down.

No matter how far-fetched they may seem at the moment, let your imagination soar. No one is going to see this list, and as you give it more thought you will probably end up changing things several times.

Once you've done this, fill out this form below:

1. Why am I in this business?
2. What would I like to achieve from my business?
 - Lifetime
 - 3 to 5 Years
 - 1 Year from Now
 - 6 Months from Now
 - In the Next 90 Days
 - In the Next 30 Days
3. Hours per week I'm willing to commit _____
4. What do I think could possibly hold me back from taking full advantage of this tremendous opportunity?
5. List anything else that keeps you from achieving your dreams.

Circle each listing on Points 4 and 5 that you can do something about right away, and begin to make these changes immediately.

Once you have filled out this form, set your goals, and start overcoming your obstacles... you'll be amazed at how your confidence and progress will soar.



SUPER SATURDAY

Super Saturday in Fresno

Join us for the last Super Saturday of the year on October 29th from 10AM-2PM! This event will be full of training and useful information that is sure to help you grow your business. **Meet us at the DoubleTree by Hilton Fresno Convention Center (2233 Ventura Street, Fresno, CA 93721). Tickets are \$10, so call to get yours now!**



PRIMEROS PASOS

Primeros Pasos in October

All of the Primeros Pasos trainings this month will be concentrated on Rank Advancements. We will demonstrate how to get from one rank to another with facts, strategies, etc., so be sure to tune in!*

**Broadcast in Spanish only.*

live.ganoexcel.us



ESP 3 Promotion

During this promotion, you will receive an **18% binary payout** for ESP 3 purchases made between **August 29th and October 23rd (cycle 404 - 411)**. All purchases are non-refundable. See more information in the Customer Service Corner of this issue!

"It's all about people. It's about networking and being nice to people and not burning any bridges."

-Mike Davidson



December Event

Come join us for our Night of the Stars bash on December 10th! We will be celebrating the end of the year like celebrities at the **Hilton Long Beach (701 W Ocean Blvd, Long Beach, CA 90831) from 6-11PM.**

Ticket price is \$65 for pre-sale, and \$75 at the door.

You won't want to miss it!



SOCIALIZE THROUGH PROSPECTING

Prospecting is the art of seeking out and starting new relationships. When you seek out new prospects, you look to those in your “hot” market (people in your inner circle), your “warm” market (people outside your inner circle) and your “cold” market (people you have never met). Regardless of which market you are choosing from, there are three types of prospects that you are looking to identify:

1. Consumer

Someone who is merely interested in consuming the products on a regular basis.

2. Business Producer

Someone who is interested in earning an additional income by consuming and sharing the products.

3. Entrepreneur

Someone who is interested in growing their own Gano Excel business and is ready to commit to developing a team.

Gano Excel provides multiple tools to help you properly identify your prospects, from teaching you how to pitch, to hosting meetings like 1-on-1s and Coffee Breaks. You can learn more details about prospecting from attending training and events, as well as reviewing **Y.E.S.S. — Your Enriched Success System.**





GIMME S'MORE...



Looking for a delicious treat to serve at your Halloween party? Look no further than this sweet twist on traditional S'mores, all compiled in a stylish Mason jar! Mixing a hot beverage with a cool desert is sure to tempt your taste buds, especially if you add in marshmallows and graham crackers. This is a tasty indulgence that both children and adults can enjoy!

MOCHA MASON JAR S'MORES!

Ingredients:

- | | |
|-----|-----------------------------|
| 1 | Sachet of GanoCafé Mocha |
| 1 | cup Hot Water |
| 2 | Scoops of Vanilla Ice Cream |
| | Whipped Cream |
| 1 | Graham Cracker |
| 1/2 | cup of Mini Marshmallows |
| 1 | Mason Jar |

Directions:

1. Mix GanoCafé Mocha into 1 cup of hot water.
2. Put 2 scoops of vanilla ice cream into Mason jar (or more, if desired).
3. Pour hot Mocha into Mason jar over ice cream, cover top of jar and shake to blend.
4. Top with whipped cream and marshmallows. Crumble graham cracker over the top of treat to garnish, and enjoy!

NUTRITIONAL FACT:

One of the ingredients in our delicious GanoCafé Mocha is cocoa powder. There are many health benefits to cocoa powder, as it has been known to lower LDL cholesterol, reduce the risk of blood clots, and provide essential minerals such as calcium and potassium.



TIME TO SHARE

Gano Excel's Social Media Star of the Month: Rosy Licon!

Congratulations and thank you, Rosy, for using social media as an important tool to leverage your Gano Excel business!



f Facebook: Rosy Licon

"Now ready to give our First Steps, Primeros Pasos, with our Gano Excel business. Listen Through the Voice of Experience to our Diamond, Ana Lorena Aguilar"

CUSTOMER SERVICE CORNER

ESP 3 Promotion



Our ESP 3 Promotion is back by popular demand! What does this mean? If you purchase an ESP 3 from August 29, 2016 - October 23, 2016, you will earn an 18% Binary benefit! And guess what? Both first-time purchases and re-purchases qualify! So call our Gano Excel Customer Service now to get your ESP 3, and hurry! This promotion is for a limited time only. Our agents are waiting to hear from you!

f Facebook: Rosy Licon

"Don't miss the Opportunity to grow and multiply. Bring all your Team of Leaders and take part in this Evolution."

Do you want to be next month's Social Media Star?

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



BLANCA SOLORIO

PLATINUM



Blanca Solorio was born in Jalisco, Mexico, and currently resides in Visalia, CA. Being a huge coffee lover, Blanca was first attracted to Gano Excel because of the premium, enriched products. After learning about Gano Excel's business opportunity, she was inspired by the thought of having her own business and not having to work for anyone else. With the love and support of her husband and three children, Blanca quit her traditional job and became a Gano Excel business owner.

Blanca has set up a business based on discipline, daily training and teamwork. Most importantly, the success of her business relies on her faith and belief in herself — and for that she is forever grateful.

Blanca is a strong role model for her team, and constantly strives to help create leaders, not followers. She accomplishes this by holding meetings twice a week, as well as video conferences and business opportunity presentations three times a week. Her philosophy for her team is that as long as they continue to learn and train, they will continue to develop and progress their skills for success.

Blanca is striving to become a Diamond, and dreams to own a new Mercedes Benz through the GE Excelerate program. She is inspired to keep reaching for her goals by her mother, who is the epitome of energy, perseverance and a “never give up” attitude.



LOURDES HERNANDEZ

NAPA VALLEY, CA



Lourdes Hernandez currently resides in Napa Valley, CA, and has been a Gano Excel business owner for four years. Her first Upline was her mentor and taught her that, with consistency and patience, women are capable of achieving their goals and accomplishing whatever they put their mind to. Lourdes keeps her momentum by attending all events and presentations, and her goal is to continue building her team and gaining success on her way to becoming a Diamond.

“I joined Gano Excel because I saw the beauty in sharing these amazing products, while also getting paid. You can better your health and make money in the process.”

ROSA MARIA SMITH

WEST PALM BEACH, FL



Rosa Maria Smith was born in Huacho, Peru, and she currently resides in West Palm Beach, FL. In the beginning, Rosa was skeptical of the Gano Excel business opportunity, but her skepticism disappeared after she experienced the benefits of the enriched products first-hand. Now, sharing products comes naturally, and she credits her mentor, Hipolita Gonzalez, for showing her that anyone can do the business and achieve their goals with her motto “Vamos con Todos.” Rosa looks forward to the future, to share with more people and see Gano Excel grow a stronger presence in other countries.



“Gano Excel is the road to freedom.”



YESICA JUAREZ

LAS VEGAS, NV



Yesica Juarez currently resides in Las Vegas, NV, and has been a Gano Excel business owner for three months. She was attracted to the company by the opportunity to enrich lives with our premium, Ganoderma-infused products. She trains regularly via conference call with her mentor, Olga Loya, who has taught her the power of results. Yesica’s goal is to achieve Diamond status within the next year.

“I believe that with great effort, Gano Excel can have an even stronger presence in the USA.”



LIVING UP TO OUR FULL POTENTIAL RANK ADVANCEMENTS

The seeds of success are in your attitudes and beliefs. You observe, imitate and internalize the lifestyles of significant role models and heroes. In this business, those role models may be your Uplines or other distributors you've seen rise up through the ranks, achieving their "Why" and inspiring you to do the same.

Armed with that affirmation, you will venture forth to sow and reap your own legacy in life. There is a saying: "If you're hoping to harvest a life of great deeds, Remember you first have to plant some great seeds."

Please join us in applauding the efforts, attitudes and beliefs of those who've risen in rank and are in the process of achieving their "Whys" and inspiring others to achieve theirs.

GOLD



Ingrid Molina
Rank: Gold

SILVER



Ana Gutierrez
Rank: Silver



Juan Carlos Jaramillo
Rank: Silver



Juan Donado
Rank: Silver



Maria Monje
Rank: Silver



Nicol Karina Rodriguez
Rank: Silver

