

AUGUST 2017

gano excel

SHARE



MAKING IT FUN

THE PRODUCT OF ENTHUSIASM

ENERGIZE:
ACCELERATE YOUR BUSINESS





THE HEIGHT OF SUMMER

Time to heat things up while telling stress to chill out.

The sparks of summer love are flying. Make the most of your time with GanoCafé Tongkat Ali. Now's no time for stress and anxiety – send your worries away with the ebbing tide. **Tongkat Ali has shown to improve the stress hormone profile**, making it easier to let go and enjoy the heat of the moment.

So take it easy and let the good times roll.

GanoCafé Tongkat Ali. Made to be shared.



CEO MESSAGE



Humble springs in the Serra de Baitaca State Park in Southern Brazil are what come together to form the Iguazú River that flows westward toward Argentina. Little by little the river becomes larger and larger as it picks up streams along the way. Eventually when the river reaches the Argentina border, it drops from a plateau forming more than 250 waterfalls that together make up one the greatest and most beautiful falls in the world. What moves these breathtaking waters forward starts out as simple streams coming together more than 700 miles before.

Like the Iguazú River, Gano Excel is on the move. Thanks to the hard work of all our Affiliates, this summer has truly been excellent. Don't let that energy diminish! As we continue to move forward, let's work toward something as great as those beautiful Iguazú Falls. It is as important now as ever to keep our positive spirits and stay strong as we look toward finishing the year.

I hope you will take the opportunity this month to invigorate your team and keep everyone moving with the energy that has gotten us this far, and more. Pass along your enthusiasm. Encourage your team and include them in the fun of pursuing their dreams. Share the opportunities of Gano Excel each day. We are on the move, and together we are achieving great success.

Sincerely,

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



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Leading by example enables you to influence productivity on your team in a natural way. The more you love what you do, the more your Downline will too. One great example of this quality is the legendary innovator and entertainer Jim Henson. The Jim Henson Company was founded in the fall of 1958 and continues on after the founder's unexpected death in 1990. Many of those who had the opportunity to work with Henson personally give credit to his fun-loving and enthusiastic personality.

A longtime colleague of Henson, Jerry Juhl, said in an interview:

“ One of the images that I think we all have of Jim that we've seen repeatedly is Jim standing in the studio with his hand in the air and a puppet and he's laughing uncontrollably. Everything has come to a complete stop, and that kind of infectious enthusiasm kind of spread through all casts and crews, and Jim balanced that with a desire to do the work as well as possible. So you were working at the top of your form, but you were also having as much fun as possible, and I think that was very infectious. ”

Henson was known for being soft-spoken, constructive and completely in love with his work in the most positive way possible. His joyful management style led his team to extend its creativity to new horizons, garnering numerous awards and a very successful business. Some CEOs spend huge budgets to provide fun workplace perks for their employees, but Jim Henson shows that creating a culture of fun doesn't require a massive budget. Instead, it's about loving the work.

What are some ways you can adopt Henson's spirit of making work fun into your business? Henson was known to listen to everyone's ideas, and instead of simply filtering out the bad ones, he would think about how to make them better. He never settled for less than excellent, but he enjoyed every minute of finding his way there.



THE PRODUCT OF **ENTHUSIASM**

You've heard the phrase **"be a product of the product."** One great benefit you'll receive from using the Gano Excel products is the knowledge you will gain about the product itself. However, that's not the only benefit. You are also likely to develop a personalized taste for the products that will add to your **confidence** and **enthusiasm when sharing them with others.**

Enthusiasm can be incredibly important to your business! When prospects see that you love and use the GanoCafé and GanoDaily products that you are sharing, they see your belief in action. And it is contagious! The more confident you are in Gano Excel, the more likely your prospects will be too. As we all know, life and business do not come without setbacks and hard days. That is why enthusiasm must be a habit you practice each day.

One way to encourage a habit of enthusiasm is one we already talked about — by using the product every day. There are lots of ways to work on building up your enthusiasm — **think about what motivates you.** For some this will be reading a motivational book, for others it may be reaching out to a coach or a friend. Don't forget about earning Excel Points towards a trip to Malaysia! Whatever it is, developing that passion will spread across to your team and prospects and create a launchpad for success.

COMPANY UPDATES



Headquarters is moving!

Have no fear. We're still here. But we will be moving a few miles east to the nearby city of Chino, CA.

We've found a wonderful new home that will allow us the space we need for our growing company as we seek to serve you better in your business!

Stay tuned for more details to be released later this year.



Turn Up the Heat!

This summer is going to be HOT and Gano Excel is ready to reward!

Find out more about two ways to earn Excel Points, redeemable toward trips to places like Malaysia! Call Customer Service for more details: (626) 338-8081.

Learn more at excelpoints.ganoexcel.us or visit the Gano Excel's corporate promotions page.

Now's the time to turn it up for an excellent summer!

Promotion ends September 10.



Want \$8 Flat Rate Shipping?

Gano Excel offers \$8 shipping for certain orders! AutoShip and initial orders of 60 PV – 160PV qualify for this low rate. Excludes ESP orders. One more great reason to sign up for AutoShip today!



Excelerate – Shift Your Business Into High Gear!

Gano Excel is helping you drive the car of your dreams! Earn a down payment and monthly allowance toward your luxury dream car. Find out more by calling Customer Service today!

"Fun is one of the most important - and underrated - ingredients in any successful venture."

- Richard Branson



ENERGIZE: ACCELERATE YOUR BUSINESS

You've taken this leap and started your very own Gano Excel business — congratulations! Now you may be wondering, how does sharing really work? The best resources for you right now are your Upline and a copy of My Gano System, which is available on your Back Office. These will help you energize your business as you accelerate toward success. We've included a sneak peek to some tips that are included in the My Gano System guide that will help you get your business moving.

Here are some common techniques shared by thousands of Affiliates over the years.



- 1. SHARE Gano Excel Every Day.** Take advantage of those otherwise wasted moments during the day to talk to someone you meet about Gano Excel products. As you use the products each day, think about how well they perform. Keep Gano Excel thoughts in your mind as often as you can and you will always be prepared to SHARE.
- 2. Plan Your Time and Your Work.** A little initial effort and planning now will pay off with big dividends later by increasing your available time, increasing your sales and increasing your income. Prepare, practice and keep a schedule and you just may surprise yourself.
- 3. Cultivate an Attitude of Success.** Nothing succeeds like success. If your potential customer perceives your confidence, then he or she is more apt to say yes. A prospect can tell when you really believe in the products, the company and yourself!

All these tips and more can be found in your My Gano System guide. Your Upline can also connect you with additional resources that have been useful for them. Remember, great students become great teachers; the more you learn now will help you duplicate your business later.



COFFEE AND ANCHO CHILI DRY RUB

Spend some time at the grill this summer with this tasty and versatile dry rub. It is a perfect for chicken, beef brisket, pork chops or ribs! Whether you've pulled out the smoker or opened up the grill, this spicy rub is sure to add dimensions of flavor to your meal. We've used GanoCafé Classic as our coffee powder of choice.



Ingredients:

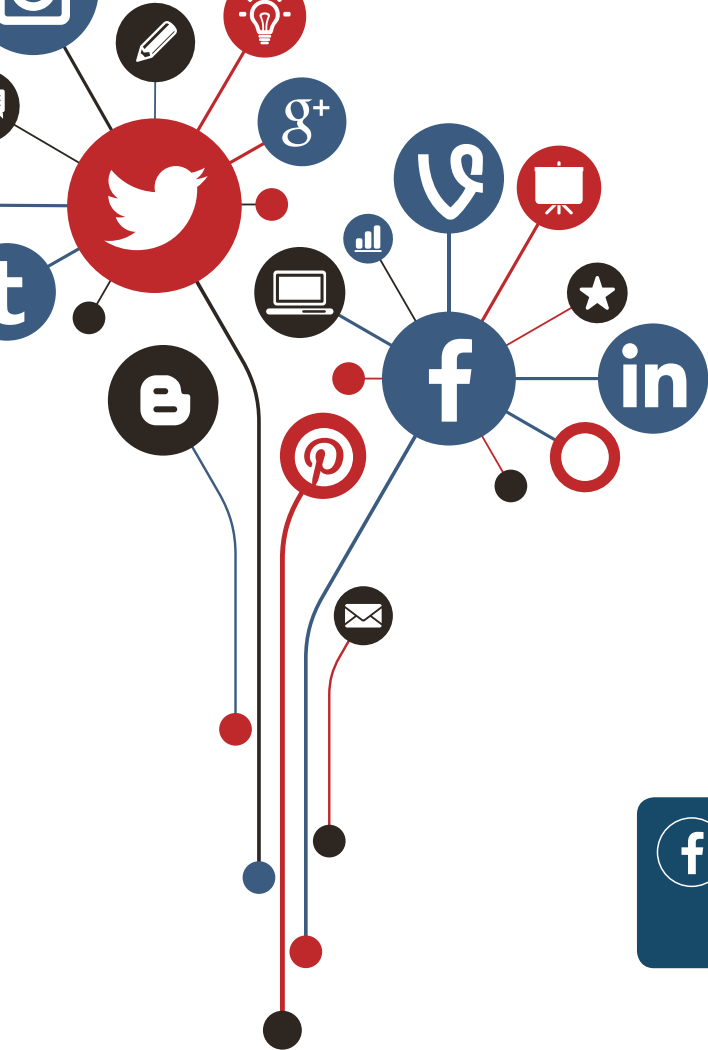
- | | |
|----|---|
| 2 | tbbsp. GanoCafé coffee powder
(about 4 sachets GanoCafé Classic) |
| 2 | tbbsp. dark brown sugar, packed |
| 1½ | tbbsp. ancho chili powder |
| ½ | tbbsp. paprika |
| ½ | tbbsp. black pepper |
| 1 | tbbsp. salt |
| ½ | tbbsp. onion powder |
| ½ | tbbsp. garlic powder |
| ⅛ | tbbsp. turmeric |
| ⅛ | tbbsp. coriander |
| ½ | tbbsp. cayenne pepper (optional) |

Directions:

1. Combine all the ingredients in a bowl and stir them together until blended.
2. Apply a generous coat to the meat, covering all sides.
3. Let it rest for 30 minutes to an hour before cooking.
4. Cook meat as desired.
5. Top with your favorite barbeque sauce and enjoy!

NUTRITIONAL FACT:

Chili powder and Ganoderma lucidum have both shown to be effective at inhibiting proteins in the body that cause inflammation. While many processed foods are targeted as possible sources of increased inflammation in the body, this all natural dry rub actually promotes healthy joints and an overall stronger body.



TIME TO SHARE

**Gano Excel's Social Media Stars of the Month:
Jorge A Lopez, Emma Reynoso and Victor Bautista!**

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



Facebook: Emma Reynoso

"With this much heat, a delicious GanoCafé 3-in-1 on ice, yummy, plus it has antioxidants and phytonutrients."



**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!*



Instagram: Jorge A Lopez

"Paired with a tasty and one-of-a-kind bread from Cocula, Jalisco."



CUSTOMER SERVICE CORNER



Gano Excel wants you to have a smooth and successful customer service experience every time you call. Please help us achieve this by having your Affiliate ID at hand. For security purposes, when you are unable to provide us with your Affiliate ID, you will be asked multiple questions in order to identify the account holder.

We also encourage you to visit the Back Office by going to **us.ganoexcel.com** where you will be able to navigate at your own speed, order, manage autoships, view downline, enroll, and view compensation history.

Let us know how we are doing by emailing your experience at: **gecares@ganoexcel.us**.



Instagram: Victor Bautista

"Some pumpkin Belgium waffles this morning and an iced #GanoCafe for this warm morning."



ERICA REYNA



Erica Reyna is originally from Michoacan, Mexico, and arrived here in the U.S. with her family when she was 16 years old. She is currently a resident of Orosi, California, and has resided there for the past 21 years.

Erica grew up around agriculture and has never been afraid of hard work. So, she followed suit in working the fields from a young age. She found that the work was tedious, difficult in the hot sun, the hours were so long, the work strenuous and ultimately led to poor eating habits and an unhealthy lifestyle. In fact, she almost collapsed and wound up in a hospital while pregnant.

Someone had spoken to her about our product and that fact that it promoted better health and an opportunity for a better lifestyle. That caught her interest immediately. Needless to say, she jumped in and began her business with Gano Excel.

At first she was busy direct selling and making a nice profit, but soon learned the importance of building a solid organization. She was guided by experienced leaders who taught her the importance of respect, loyalty and working with a strong sense of ethics. Erica believes that every Affiliate deserves respect and that a good leader will be an example to her team, working closely with them to help each reach their dreams. Erica has a very clear-cut idea of what qualities a leader should have and among them are: punctuality, respect to all fellow man and humility at all costs. "It is inspiring to me to see someone who sells themselves and is in action every day," she says.

Erica is convinced that these qualities can and should be taught, and hopes to be a good example of those qualities. When asked if she could spot a "leader" within a group of prospects, she replied, "Yes...by the manner in which they express themselves."

Training her team is of the utmost importance because Erica wants — and is achieving — real duplication and creating self-confidence and independence in her team. Once a week, they participate in a business telephone conference followed by a one-hour reunion that focuses on team strategies and progress. They use videos and other tools to learn. Erica and her team leaders are always on the lookout for people who reflect quality and integrity.

When asked about prospecting and Coffee Breaks, Erica stated that she is always doing 1-on-1s wherever she is (her grocer, bank, cleaners, stores, etc.). Erica listens first, then launches into promoting our great products, enticing the prospect to a Coffee Break. Erica believes in the Coffee Breaks and averages about eight per week.

Events are very important for team growth and motivation, and Erica is always ready to encourage her team to attend GE's Regionals. She does a great job of hosting her own special events to keep her team pumped.

When asked about her goals for 2017, Erica answered saying "The most important goal for me is for my team to be solid and to advance in rank. I am working hard to harvest three new Diamonds from my team and reach the new rank of Premier Diamond for myself."

SERGIO NAVARRO BARBA

FRESNO, CA



Sergio Navarro Barba has been an Affiliate with Gano Excel since 2009. The opportunity for financial independence and his pursuit of better health led Sergio to start his Gano Excel business. Over the years, he has had several mentors that have taught him many lessons. For example, he has learned not to do for others what they can do for themselves. He has also learned that for maximum results you need maximum action. This requires your total focus, energy and resources. "You desire to have what you need, but you should have what you desire," he says.

Sergio trains his team by connecting them with industry-wide resources such as online conferences and books on self-development. He also connects with his team to go over specific areas of improvement on a weekly conference call and in personal meetings with each team member. His goal for 2018 is to reach Executive Diamond.

He is passionate about changing lives and lifestyles for the better through Gano Excel. He is excited to see his team grow even stronger toward accomplishing that mission and to see the company grow as a result.

OLGA PLASCENCIA

WEST COVINA, CA



It was in July of 2016 that Olga Plascencia learned about Gano Excel products, and it was via Facebook! A Facebook friend from Colombia had been following her posts and kept commenting about the product with enough persistence that eventually it lead Olga to reach out and ask her about it.

The friend then disclosed the wonderful product and opportunity to Olga and lead her to a more local active affiliate, Pedro Mesta. The rest is history. Now, Olga is on her way to reaching her goal for this year which is to be a Gold — and a solid Gold at that.

Currently, Olga trains her consumer base using videos and our Gano Excel tools regarding the product. When it comes to her leaders and business-minded Affiliates, she encourages them to attend trainings and events and Olga reaches out to her Upline as well as other successful leaders who are locally available for assistance while she herself learns the ropes of the trade. Pedro Mesta and Rosi Licon (Diamond) have been invaluable in teaching her how to prospect in the cold market and how to speak about the product.

Olga has mastered the napkin presentation and is working hard to build her network. She is a smart lady who has taken this opportunity and is learning everything she can. This includes always being present at GE's Live Show, "Primeros Pasos," setting the example for her team, showing them the importance of the Back Office and how it works and listening and learning from the successful leaders we've interviewed on the show.

There's little doubt that Olga Plascencia will reach her highly desired rank this year!



LIVING UP TO OUR FULL POTENTIAL

Gano Excel USA Inc. is very happy to celebrate and recognize the following rank advancements for their commitment and dedication. As emerging leaders, these Affiliates have demonstrated their ability to motivate others and set positive examples for existing and new Affiliates.

Their self-discipline and personal goals to advance have inspired others to do the same.

To these outstanding leaders and Affiliates, we appreciate and recognize your efforts and journey.

Congratulations!

DIAMOND EXCELLERS

DIAMOND



Ana Lorena Aguilar
Rank: Royal Diamond



Ruben Cardenas
Rank: Royal Diamond



Tomas Rodriguez
Rank: Royal Diamond



Walter Garcia
Rank: Royal Diamond



Milo Sanchez
Rank: Premier Diamond



Olga Yaneth Loya
Rank: Premier Diamond



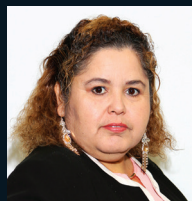
Blanca Solorio
Rank: Executive Diamond



Hipolita Gonzalez
Rank: Executive Diamond



Rene Marin
Rank: Executive Diamond



Rocio Peralta
Rank: Executive Diamond



Sandra Estrada Morale
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



Erica Reyna
Rank: Diamond



Jersis Aparicio Hernandez
Rank: Diamond



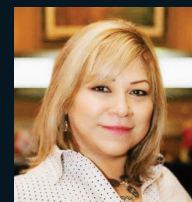
Maggie Cardenas
Rank: Diamond



Rebeca Sanchez
Rank: Diamond



Rosa Licon
Rank: Diamond



Veronica Carbajal Solis
Rank: Diamond



Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

GOLD



Bertha Valdovinos
Rank: Gold



Ma Luisa Rangel
Rank: Gold



Maria S. Trejo Valdovino
Rank: Gold



Michael Gonzalez
Rank: Gold



Andrea Mesa
Rank: Silver

SILVER



M-Jai Jefferson
Rank: Silver



Myriam Osorio
Rank: Silver



Ronny Marty
Rank: Silver



Vanessa Ortiz
Rank: Silver