

FEBRUARY 2017

gano excel

SHARE



AN EVOLUTION OF COFFEE

A GREAT PRODUCT MAKES
A DIFFERENCE

REVITALIZE:
REVITALIZING YOUR BUSINESS



RICH AND DELICIOUS **GANOCAFÉ HAZELNUT**

The delicious flavor of **sweet** and **creamy** hazelnut coffee in your hands tastes great when it's cold out. The warm, nutty flavor brings such comfort that you feel you can handle "it all." Each sip delivers **brain-boosting vitamins** found in **hazelnuts** and in **Ganoderma Lucidum** to your body, helping you to stay strong and focused this winter.



CEO MESSAGE



A Monthly Publication

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At Gano Excel, we love hearing stories from our leaders about where they started. We have successful Affiliates from all different walks of life growing and thriving in their Gano Excel business. Whether new to the United States, or a stay at home mom, no matter who you are, you can succeed.

Additionally, all our Affiliates have different dreams they are working hard to achieve. They may have different lifestyles they want to pursue. Some Affiliates may focus on wealth for their family that they did not have growing up. Others may want to opportunity to travel to places they have never seen. Still others start out just needing to pay the bills and now are saving for college tuition. The common element is that they all are willing to put in the work to grow and reach those dreams and live that lifestyle.

Think about your dreams and what you want to achieve. Are you achieving it? Do you need help to grow? No matter who you are or what your talents may be, Gano Excel is here to offer training for you to develop personal skills and tools so that you can grow. It takes work, but it is possible! When the next steps aren't clear to you, reach out to your upline. Attend Super Saturdays. Attend GoExpo III in March. Do whatever it takes to grow and achieve the dreams you have for yourself.

No matter who you are, it can happen. Start today, believe in yourself, and never give up.

Sincerely,

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



GANO EXCEL | USA

4828 Fourth Street
Irwindale, CA 91706

Corporate Office Hours:

Mon - Fri: 8 a.m. - 5 p.m.
Tel: (626) 480 - 7550
Fax: (626) 898 - 9669

Customer Service Hours:

Mon - Fri: 8 a.m. - 5:30 p.m.
Tel: (626) 338 - 8081

Will-Call Hours:

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

GanoExcel.us

Cordelia
4455 S Central Way, Suite C,
Fairfield, CA 94534
(707) 563 - 6262

Denver
4621 Peoria Street, Unit H
Denver, CO 80239
(303) 468 - 8654

Fresno
3632 West Shaw Ave.
Fresno, CA 93711
(559) 892 - 0727

Irwindale 800
4981 Irwindale Ave., Suite 800
Irwindale, CA 91706
New Location

Rialto
223 South Riverside Ave.
Rialto, CA 92376

Vegas
4712 West Sahara Ave., Unit 2
Las Vegas, NV 89102
(702) 800 - 2668



Who doesn't like coffee that automatically shows up at their door!

AN EVOLUTION OF COFFEE

At the center of every business is the belief in the product. At Gano Excel, businesses thrive because of the great product that is **Ganoderma Lucidum**. Each of Gano Excel's signature GanoCafé and GanoDaily products is enhanced by the power of Ganoderma. Since Ganoderma has been associated with increased wellness for ages, we believe that every serving of a GanoCafé product enriches a person's **health and wellbeing**. That makes an amazing product!

Better than your typical health foods, Gano Excel customers most often report it is the taste that gets them hooked – is that you? We often hear the delicious taste of our GanoCafé products is what keeps customers coming back. Why not lead with that in your next 1-on-1 or Coffee Break?

For those of you who love that signature flavor of GanoCafé, but may be hesitant about the words “business” and “entrepreneur,” think about your daily cup of coffee, but don't forget the rest of your **household**. Would you say together, the house drinks three or more cups of its favorite Gano Excel product per day? For some that's easy, for some that may be a stretch. Well, three cups per day qualifies you for **Autoship every month**. Who doesn't like coffee that automatically shows up at their door!

Although running a business may sound like a huge undertaking, think about this: can you name just two other families that would enjoy three or more cups of the delicious flavor of GanoCafé product per day? Consider sharing with them the secret of your wholesale price and **Autoship** option. Remember, affordable coffee that shows up at your door, every month! The three of you combined qualifies you for binary commissions, and you are well on your way from being a Gano Excel fan to a bonafide Gano Excel Affiliate.

Learn more about the easy ways to present this amazing product at GoExpo III March 11.



A GREAT PRODUCT MAKES A DIFFERENCE

We know you love to savor the taste of our signature GanoCafé line of products. Just in case you couldn't remember how awesome of a product Gano Excel has, here are a few more fun facts that you can share with friends and customers about your favorite product!



Gano Excel is completely committed to delivering a **100% organic product**. Gano Excel owns the world's largest organic Ganoderma Lucidum farm at its headquarters, and its Ganoderma Lucidum is cultivated using a 100% organic mix of rice husks, soybean husks and saw dust in specially designed greenhouses for optimal organic growth.



Ganoderma Lucidum has many research studies that suggest the herb has a **positive impact** on health and wellness. Of all mushrooms in the world, Ganoderma Lucidum has the highest nutritional value; and of the more than 200 species of Ganoderma, Gano Excel has cultivated the six with the greatest nutritional properties. ***This makes our products the best they can possibly be!***



The best part? **Founder Leow Soon Seng** spent years perfecting the combination of Ganoderma Lucidum and coffee, creating a product that tastes delicious and provides all the health benefits the king of herbs has to offer. It's fusion of great coffee (and other beverages) and nutritious Ganoderma provides a confident vitality that the great flavor is indeed also the healthiest cup of coffee you can find.

Want to know more about the amazing products Gano Excel has to offer? Purchase your ticket to GoExpo III today!

COMPANY UPDATES



Go Expo III

GoExpo III is coming soon!

Mark your calendar and purchase your tickets today.

Purchase tickets by February 11 to get \$10 off admission!

March 11, 2017 from 10 a.m. - 4 p.m. at
Pacific Palms Resort
1 Industry Hills Pkwy.
City of Industry, CA 91744

SUPER SATURDAY

Super Saturday

Get excited for our next Super Saturday in dazzling Las Vegas, Nevada!

Saturday, February 11, 2017 at 10 a.m.
English and Spanish events available.

Call Customer Service at (626) 338-8081 or visit your Back Office to purchase tickets for you and your guests today!

Super Saturday

Gano Excel's
Las Vegas Opportunity Center
4712 W Sahara Ave.,
Las Vegas, NV 89102

Free Admission

Will be in English.

Súper Sábado

Spring Hill Suites
Las Vegas Convention Center
2989 Paradise Road,
Las Vegas, NV 89109

\$10 Admission

En español.



"Start by doing what's necessary; then do what's possible; and suddenly you are doing the impossible."

- Francis of Assisi



REVITALIZE

REVITALIZING YOUR BUSINESS

It happens. People take different paths in life. We can't let that get in the way of keeping up a vibrant and successful business. There are times we need to replace members of our team. It can be a wonderful opportunity to bring new insights and energy to the team.

Here are some tips on practicing replacement:

1. Replace with the long-term in mind. It can be hard right after a loss to think positively about people sticking around. But you are making it difficult on yourself if you expect a superstar right out of the gate, and that can cause frustration for both people. Find someone who has the passion, and know that you will train them over time to be that superstar you want on your team.
2. Be welcoming. You may have a very tight-knit team with your downline. Then a new member joins and it can be hard and intimidating for him or her to come into an already established team. Help every member of your team to be as welcoming as possible to the new replacement.
3. Train to no end. You are always training your team, even if you don't think that you are, you are. Think of being a parent. Your children see everything you do, and they learn from it. The same is true of your downline. They see your successes and mistakes and they can learn from them as well – accept it and embrace it! Take every opportunity you can to teach your replacements to help them grow into their businesses. GoExpo III is on March 11 and would be a great time to invite new replacements, and all your “oldtimers” too!

Continue to revitalize your business each week and celebrate each sign of growth and success.



HAZELNUT (SOMETHING SWEET FOR VALENTINES)



Looking for a treat that says, "I love you" this Valentine's Day? Look no further! These toasted hazelnut cookies will put hearts in the eyes of your loved ones. The scrumptious, buttery cookie is filled with finely chopped hazelnuts, and a secret ingredient: *Ganoderma Lucidum*! Use the sweet, nutty flavor of GanoCafé Hazelnut to pack an extra punch of goodness for your taste buds and your health!

TOASTED HAZELNUT DAZZLER COOKIES

Ingredients:

¾	cup unsalted butter, softened
½	cup packed brown sugar
1	large egg
1	tsp pure vanilla extract
2	cups all-purpose flour
1	sachet of GanoCafé Hazelnut
1	cup toasted and finely chopped hazelnuts, divided
8	oz milk chocolate for baking, coarsely chopped

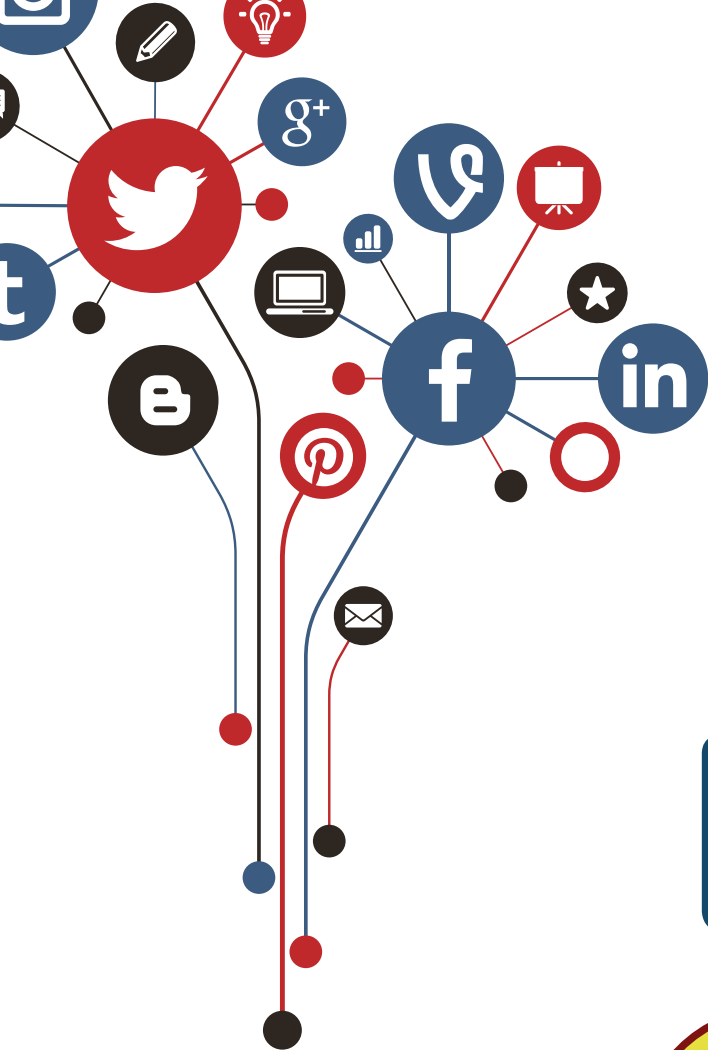
Directions:

- In a large bowl, beat butter using an electric mixer for 1 minute on medium speed until completely smooth and creamy. Add the brown sugar and continue to mix until fluffy and creamy. Turn up speed to high and add egg and vanilla extract until fully combined.
- In a separate bowl, whisk the flour and GanoCafé Hazelnut together until combined. On low speed, slowly mix into the wet ingredients until combined. The cookie dough will be thick and slightly sticky. Switch to high speed and beat in ¾ cup chopped hazelnuts.
- Turn the dough out onto a floured work surface and divide into two 8-inch logs, about 2-1/2 inches in diameter. Tightly wrap the logs in plastic wrap and chill in the refrigerator for at least 4 hours and up to 5 days.
- Preheat oven to 350°F. Line two large baking sheets with parchment paper or silicone baking mats. Set aside.
- Remove logs from the refrigerator and slice each log into 12 equally thick cookies. Place cookies on baking sheets about 2 inches apart. Bake the cookies for 12-14 minutes or until brown around the edges. Allow to cool for 5 minutes on the cookie sheet, then transfer to cooling rack to cool completely.
- Melt the chopped milk chocolate in a double boiler. Dip each completely cooled cookie halfway into the chocolate and place onto a parchment or silicone baking mat-lined baking sheet. Sprinkle with remaining chopped hazelnuts. Let the chocolate set before serving.



NUTRITIONAL FACT:

Hazelnuts have all sort of nutritious benefits, such as acting as antioxidants and promoting healthy cholesterol levels, but our favorite? High levels of vitamin E, manganese, thiamine, and fatty acids have made this tasty nut known as "brain food!" Pair that together with our super food *Ganoderma Lucidum* and you are in good shape for improving your overall wellness.



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Lucy Erosa, Maggie Cardenas, Judith Reyes, and Rebeca Sanchez!

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



Facebook: Lucy Erosa

"SUPER GATHERING AT PRIMEROS PASOS.
FIRST GATHERING OF 2017"

"SPECIAL GUEST Olga Janeth Loya
DIAMOND from Denver Colorado.!!!"



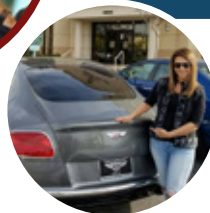
Do you want to be next month's Social Media Star?

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



Facebook: Maggie Cardenas

"Gano Excel and Bentley -- Two premium brands!"



Facebook: Judith Reyes

"My reason why I'm with Gano Excel."



Facebook: Rebeca Sanchez

"Happy because every day I know I'm on the right track."



CUSTOMER SERVICE CORNER

Top Two FAQ from CSR



Two of our most popular customer service inquiries are around flat rate shipping and autoship dates. Here are the FAQs and our answers for you!

1. What are the requirements to qualify for \$8 flat rate shipping?
Answer: \$8 shipping applies to USPS & FedEx – Ground only. The qualification is based on the product's total Personal Volume – it must be between 50PV – 160PV.
2. If my Autoship date fell on Sunday but was charged on Monday, what cycle does it count for?
Answer: Your Autoship date would count for Sunday. We go based off the actual date not on the day it was charged.



EXECUTIVE DIAMOND



BLANCA SOLORIO & ROCIO PERALTA

Blanca and Rocio are the epitome of a team. In fact, they work so closely together that they hit the rank at the same time. Talk about teamwork! Working as a team for the dynamic duo has not been challenging, because they are flexible, communicate well, and most important, they have respect for each other and the way they do business.

They apply the same flexibility with their team. They respect all of the members of their organization and make a commitment to communicate well, be flexible with their time and flexible with the goals of each of their team members. By placing their team members' interest at the highest level, Blanca and Rocio have been able to increase production and reach the rank of Executive Diamond in less than a year. Goal setting for themselves as individuals, as partners and for each individual in their organization is addressed regularly and improved and modified depending on the previous month's productions.

They both stress that a clear and detailed plan for results is the hard work necessary to achieving success. Success doesn't just happen; it has to be planned, assessed, reviewed and put into place. With this practice, the two of them as a team, and the larger team as a whole, succeed. The duo meets weekly to discuss a plan and they always attend events together. This edifies not only each other but the partnership as well.

The strength of the partnership to anyone that comes into contact with them is incredibly evident. Working this closely together could pose a problem to some, but not with these two. They attribute this ease to working hard at separating friendship from business. They never mix the two, and that's where the respect for each other as individuals, the respect as businesswomen and the respect for each other's goals are paramount. Another strong motto and practice of Blanca and Rocio is, "No excuses and no negativity." Their commitment to these two things allows for them to be clear, accountable and transparent. It serves as the business practices for their partnership. Finally, faith is a big part of their lives. They find faith everywhere, all around them; with each other and people they do business with and their families. This faith is ultimately their guiding light.



LUPITA CASTELLON

SAN DIEGO, CA



Lupita has known of Gano Excel for nine years. Her goal for this year is to reach the highest level of rank in the company. She wants to work strongly with housewives and the community to share her testimony to everyone, based off her personal testimony.

As a leader, she trains with her team by utilizing all of the company's resources and tools. She also emphasizes continuing her personal development. "A leader never stops learning," she says. Lupita is continuously training via conference calls and also by joining Opens, taking her team to Super Saturdays and all other events. Her mentor has been Olga Loya. Qualities Lupita has learned from Olga are her persistence and being a transparent person who is always honest. She is focused and dedicated to her business. She is also always transmitting her passion of what her vision is of financial freedom to others.

What attracted her to the business are the results of the compensation plan. Her main attraction was her personal testimony of health, and the financial freedom she sees as tangible with Gano Excel. She sees Gano Excel at the TOP, and stronger than ever!

ARCELIA LOPEZ PADILLA

SAN JOSE, CA



Arcelia has been with Gano Excel for one year. Her goal for next year is to reach Diamond. She is going to do all in her power to hit that rank. A short term goal she has to get there is to be a solid Platinum in rank.

Arcelia leans greatly on her upline Olga Loya. She has a weekly conference call with Olga, and invites her team to get the same training. Olga Loya has been her mentor. She has taught her to work with dedication in order to obtain results, always work with passion and love what you do. To be perseverant in this business and keep consistency in this industry is the key to success. She has learned to always be transparent in who you are, and honest with your team.

What attracted her to the business is the product. It helped her health immensely and she finds it fascinating that by sharing her personal testimony, her team grows and in turn gets paid for doing so. She sees Gano Excel as a powerful moving ship headed to a larger scale of success, this upcoming year.



FRANCISCA SANTACRUZ

LOS ANGELES, CA



Francisca has been with Gano Excel for three years. Her goal for next year is to advance in rank and grow her team. She also wants to be more comfortable financially than she is now.

She trains as a leader by assisting her weekly meetings with her leader, Filomena Reynoso. They meet at a local diner and learn about the company, the compensation plan, etc. Francisca also listens to audio discs for personal growth and is always looking for opportunities to grow. She considers Cesar Vargas as a mentor and an exemplary leader. One of the lessons she's learned from him is to always give people the opportunity and never deny anyone the opportunity based on our own judgements.

What attracted her to the business was the great compensation plan. She saw the great opportunity the plan offers with the Fast Start bonuses and all the other forms of payout that Gano Excel offers. She sees Gano Excel growing in the industry and being "#1." She's proud to be part of Gano Excel.



LIVING UP TO OUR FULL POTENTIAL RANK ADVANCEMENTS

Is your situation reaching a point where you need to make a change? Do you want to live a different lifestyle? Today can be the day you commit to changing it. Don't stop until you get there. Change doesn't come on its own, it takes commitment. It comes with a price attached. You can't shortchange it or you will get shortchanged results. But you can do it! Believe in yourself and the results that you can produce. Change IS possible. The people moving up in rank are doing it, and so can you.

Let's really take off this 2017. Join us in celebrating those that have gotten started. See you here soon!

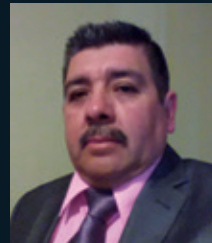
GOLD



Arturo Monje
Rank: Gold



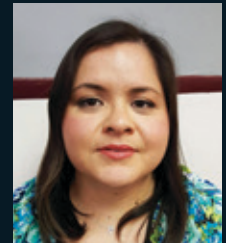
Carlos Andrade
Rank: Gold



Conrado Cardenas
Rank: Gold



Felicitas Ocampo
Rank: Gold

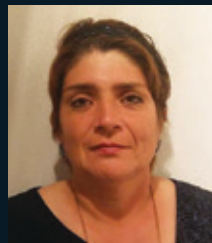


Leticia Carmona
Rank: Gold

SILVER



Miguel Navarro
Rank: Gold



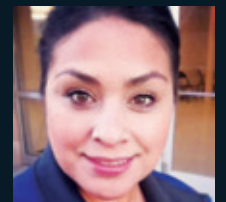
Seida Rangel
Rank: Gold



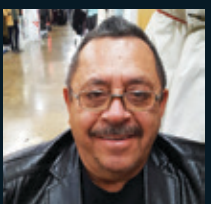
Abelardo Paz
Rank: Silver



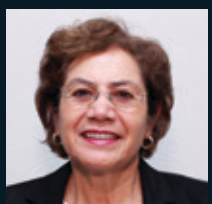
Evilia Gonzalez
Rank: Silver



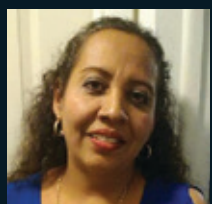
Griselda Horta
Rank: Silver



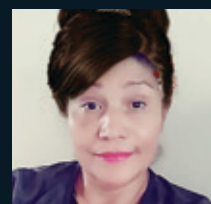
Jose Correa
Rank: Silver



Maria Velasco
Rank: Silver



Olga Flores
Rank: Silver



Rosadelia Mencias
Rank: Silver

BRONZE



Angelica M Gonzalez
Rank: Bronze



Araceli Corona
Rank: Bronze