

JANUARY 2017

gano excel

SHARE



RESOLUTION: TAKE ACTION

PLAN OF ACTION:
CALENDAR YOUR SUCCESS

ACTUALIZATION :
ACT WITH CONFIDENCE





 gano excel

YOU CAN *WITH* SAKANNO

What part of the day do you need energy most? With Gano Excel's Sakanno herbal supplement, you can have energy all day, without the crash. It's your perfect daily dose of healthy energy. Enjoy the benefits of Ganoderma lucidum extract combined synergistically with powerful Ginseng and **energy-boosting** Tongkat Ali for a superb "pick-me-up" formulation that everyone can enjoy.

CEO MESSAGE



There's an old adage "there's no better time than now."

This should be a guidepost to all entrepreneurs: the ability to see opportunity when others see challenge, obstacle and impossibility. While most people are slowly transitioning out of holiday mode — thinking to themselves, it's the New Year, no one wants to hear about a new opportunity, or recruits aren't ready yet — entrepreneurs are already setting up coffee breaks and 1-on-1s.

If you are already an affiliate and want to grow your Gano Excel business. If you're dying to take the leap from your nine to five. If you're a consumer and always wanted to test the entrepreneurial waters, there's no better time than now.

The resources at your disposal may not be ideal. Money will be tight. Finding clients isn't going to be easy. But, even in these times, affiliates are growing and thriving. This is, of course, for many reasons; but above all it is because they take action. They're willing to take the first step. They're willing to try.

While others are stuck saying, "I can't," entrepreneurs are saying, "I can" and "I will." Rather than allowing the doubt and fear to consume them, successful affiliates use that unknown and uncertainty as motivation. Then they go make it happen.

You have a choice. Whether you are starting a business or waiting tables, don't let anything, or anyone, stop you from making that choice. Let it be yours, and yours alone.

The choice to do more, the choice to do less. The choice to be better, the choice to be best. The choice to live the life you've always imagined.

Today is the new tomorrow. There's no better time than now.

Sincerely,

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



A Monthly Publication

CEO Message	3
Resolution: Take Action	4
Plan of Action: Calendar Your Success	5
Company Updates	6
Actualization: Act with Confidence	7
Product Highlight and Recipe	8
Customer Service Corner	9
Time to SHARE	9
Leadership Spotlight: Maggie Cardenas	10
Emerging Leaders	11
Rank Advancements	12



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Tel: (626) 338 - 8081

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

GanoExcel.us

Identify Goals

Call Nancy
(626) 555-1212



RESOLUTION: **TAKE ACTION**

**“Resolve to perform what you ought;
perform without fail what you resolve.”**

- Benjamin Franklin

It is popular to make resolutions in the New Year, but it is also common to find that most people do not follow through on their resolutions. Creating goals for 2017 is a good measure to perform well, no doubt. However, creating goals is not enough. It is important to take action. Resolve is only good as long as it is accompanied by action, because without action, resolve is meaningless.

Want to get started on making some real changes? Here are three steps to achieving the results you want in the year ahead.

Plan Goals

Buy 15 more
Evolution Packs!

Take Action

Set up coffee
break meeting
Jan 25.

- 1. Identify your goals.** Write out exactly what you want to accomplish, in detail. Then take what you have written and say it aloud to a friend or fellow affiliate. Sometimes saying the goal aloud helps to get a sense for how realistic it is. Of course you should dream big, but the trick is knowing what it will take to get there. Writing out the goals that will help you achieve your dreams will help you take the right actions in accomplishing them.
- 2. Plan for your goals.** Think about those steps to achieving your resolution. What is the first step? Use a calendar. Identify people you will need to help you, resources you need, how much you will invest. Make this a real part of your schedule and budget. This step takes action before the real action begins, but it is important to being prepared and committed when the real action hits.
- 3. All this will come to nothing without: Taking action.** Do it! Start as soon as possible. Be flexible with yourself. Sometimes things we try don't work the way we thought. Don't give up! Stay resolved and take the opportunity to learn and overcome your obstacles.

PLAN OF ACTION: CALENDAR YOUR SUCCESS

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2017



*We've identified three steps toward taking action this year:
identify, plan and act.*

Let's talk a little more about that second step: how to plan to achieve your goals. A huge tool is your calendar. By plotting success on a calendar you give yourself a timeframe, it helps you set your expectations, it gives you a deadline, it puts things in order, you can see step by step how you are going to get there. All great things!

Here are some things to consider when creating your calendar.

- **Plan ahead.** It takes time to accomplish great things, but with good planning and unshakable resolve, you can get there. Instead of planning for the next few weeks, go ahead and schedule your success goals 6-12 months out. That will allow you time to seek training or advice, generate new leads and cultivate existing relationships.
- **Plan backward.** Sometimes it is easier to see all the details coming together when you start with the end result and work backward on the calendar, scheduling everything that needs to happen first, days and weeks

beforehand. Then take those tasks and ask the same question: what needs to happen for me to get here? Stocking up on product, attending networking events and meeting with your upline are some examples. Continue planning backward until you reach today. This will also give you a sense if you have given yourself enough time to realistically reach your goals. If you realize it is tight, **don't give up on your goal**, just give yourself a little more time.

- **Plan for interruptions.** This includes the good and the bad! You may know that when school starts your kids need your full attention, and you will have a lot less time for 1-on-1s. Plan for that! Take advantage of Opens, or schedule more 1-on-1s before and after the busy season. Likewise, you should plan to take some scheduled breaks as rewards for your hard work - you are your own boss so go ahead and give yourself some vacation time! Just make sure to plan around these interruptions so that you stay on track toward your goals.



Gano Bingo

Join us for BINGO! Game three starts **January 9.**

Register at bingo.ganoexcel.us.



SUPER SATURDAY

Super Saturday

Who's ready for **LAS VEGAS?**

SUPER SATURDAY

February 11, 2017

at 10 a.m. - 2 p.m.

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

Price: \$ 0

**No RSVP required, but make
your plans now!**

Will be in English.

Súper Sábado

¿Quién está listo para Súper

Sábado de **LAS VEGAS?**

11 de febrero de 2017,

a las 10 a.m. - 2 p.m.

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

Precio: \$10.00

**No se requiere confirmar asistencia,
pero ¡haz tus planes ya!**

En español.



GO EXPO III

grow a healthy business

Go Expo III

Go Expo III is coming March 11, 2017

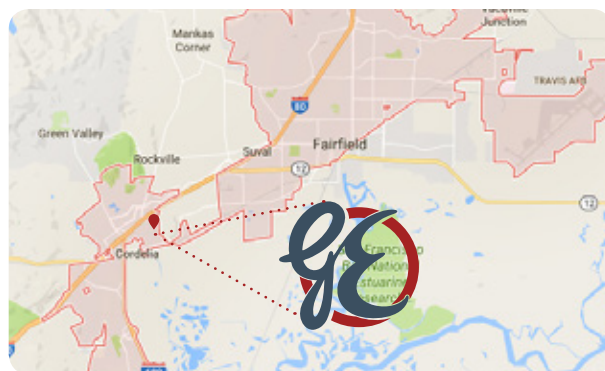
Purchase your tickets today.

Pacific Palms Resort

1 Industry Hills Pkwy, City of Industry, CA 91744

10 a.m. – 4 p.m.

**Register early and get \$10 off the regular ticket
price! \$45 / \$35**



Grand Opening

**Save the date for the Grand Opening of
Gano Excel's Cordelia Opportunity Center!**

January 21, 2017 at 10 a.m.

4455 Central Way Unit C, Fairfield, CA 94534

*"The path to success is to take
massive, determined actions."*

- Tony Robbins



Some things that should make you feel more confident:

- Believe in yourself and surround yourself with people that believe in you. No, it's not all about you, but were made with certain abilities, and you can believe in those abilities! Remember that fear is just in your head. What you need to do is actually very simple, it isn't difficult, it just takes some resolve and some courage, and it takes determination.
- The Gano Excel opportunity truly is a GREAT opportunity. From the low cost to get started, to the phenomenal product in Ganoderma Lucidum, to an excellent comp plan with so many ways to earn, it really is an opportunity that anyone can try. You can be confident in the more than 20 years that Gano Excel has been in business creating opportunities for people like you.
- If you love the product, then there is literally no way you can fail. Maybe you just bought an ESP-3 and are thinking, wow now I have to sell all of this stuff, how in the world am I going to do that? Here's the part that should make things easier — you just bought a ton of coffee that you absolutely love at a wholesale price, and even if you can't convince one other person to try it then the worst of it is that you got great coffee for yourself at a great price and you won't have to waste money at a coffee shop or grocery store. Now that you've got that out of the way, don't you think there are at least a few people you could share your favorite coffee with? Let's start there. When those few people see that not only are you getting great coffee, but you are also making money, don't you think they might want in on that for themselves? Let the product sell itself — **all you have to do is SHARE.**



ACTUALIZATION

ACT WITH CONFIDENCE

Actualization is the process of making yourself what you want yourself to be. There are many factors for success, some may be out of our control, but many are qualities we can work on. One of the biggest secrets is confidence!

Acting with confidence will bring you a sense of positivity, it will motivate you to do a little more than maybe at first you thought you could, and it will inspire you to become the best you can be. So how do you build up that courage that successful affiliates all have in common?



TONGKAT ALI



Keeping yourself moving doesn't mean you have to sacrifice a delicious meal! Take these Tongkat Energy Bars for example. They are loaded with superfoods like dates, walnuts, and of course Ganoderma Lucidum! Load yourself up on a healthy dose of energy, topped off with the power-boost of Tongkat Ali. Sweet, nutty and filling, now you can enjoy a full day – and a full tummy!

TONGKAT ENERGY BARS

Makes 16 small bars

Ingredients:

12	large Medjool dates, pitted
1	cup dried unsweetened cherries
1	cup raw chopped walnuts
1/2	cup finely shredded unsweetened dried coconut
1/4	cup unsalted almond butter
1	tbsp. unsweetened cocoa powder
1	sachet of GanoCafé Tongkat Ali
1/4	tsp. fine sea salt

Directions:

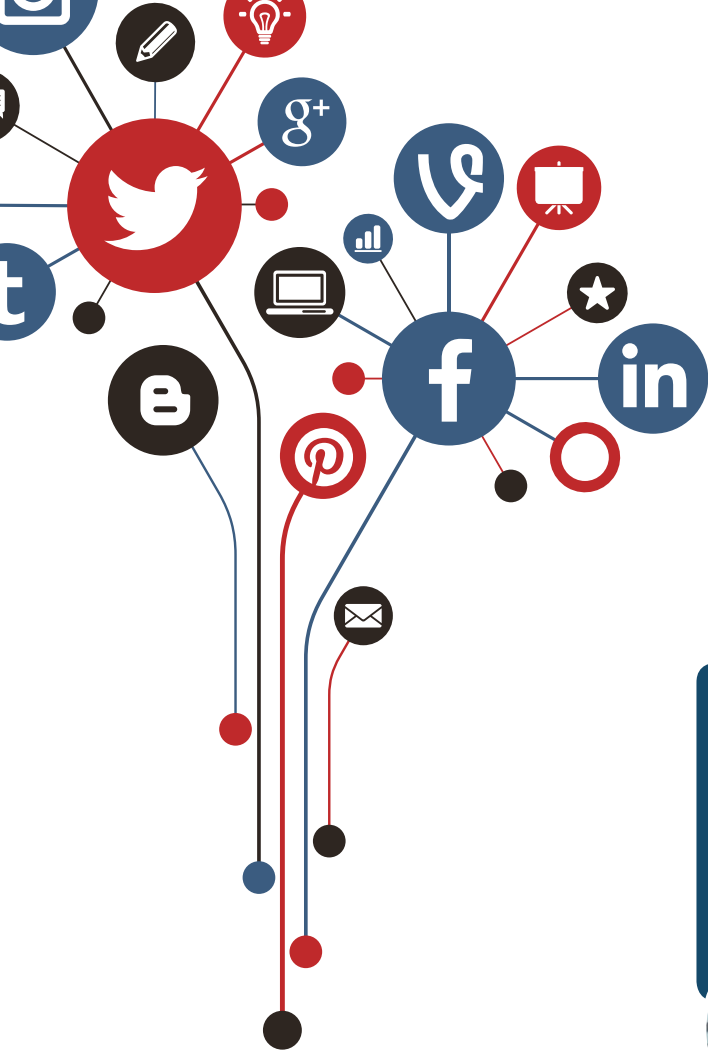
1. Combine all ingredients in a food processor.
2. Pulse a few times to chop, and then process on high speed for 1 minute, stopping once or twice to scrape down the sides of the bowl and beneath the blade with a spatula.
3. Process until ingredients are finely chopped and blended together.
4. Empty the blended mixture onto a 12-inch sheet of parchment paper on your work counter, and use your hands to form into a ball of dough.
5. Use a rolling pin and your hands to shape the ball into an 8-inch square about 1/2 inch thick.
6. Using a sharp knife, cut the square in half, and then cut crosswise to form 16 bars, each about 4 inches long and 1 inch wide.

Arrange the bars between sheets of parchment paper in an airtight container or wrap individually in plastic wrap. These bars will stay fresh in the fridge for up to 3 weeks or in the freezer for up to 3 months.



NUTRITIONAL FACT:

Tongkat Ali is an excellent tool for balancing hormones, including balancing energy and metabolism. The increased energy may also be helpful for supporting endurance during exercise, linking Tongkat Ali to weight loss and maintenance.



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Cesar Sandoval, Victor Bautista and Marie Pleitez!

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

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!

CUSTOMER SERVICE CORNER

Prompt Service



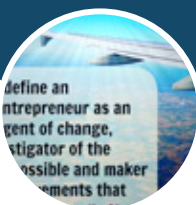
When you call the CSR department and you speak to one of our customer service agents, we do our best to keep each call to three or four minutes.

One way you can help us provide prompt and effective service is by having your **account ID number**, **order information**, and **AS billing information** ready when the agent answers your call. If you are calling on an account that you help manage, please make sure that you are an authorized member on the account you are calling about. The authorization form is available in the back office and can be submitted electronically. By being prepared with your account information every time you call the customer service department, you will help us expedite your call smoothly and successfully with any transaction requests.

.....Happy 2017!

Facebook: Cesar Sandoval

"Be A Different Beast" #GanoJustDolt #GanoExcelUSA
#ReishiCafeGroup #TheDailyBrew #Reishicafe #Pioneers #GanoNation
#GanoCafe #AlkalineCoffee #PassionOverProfits #GanoExcelNorthAmerica
#WorldsFirstHealthyCoffee #TheEvolutionOfCoffee #WaterSolubleGanoderma
#8millionSatisfiedCustomers #thinkdifferent ##freedom #bestcoffeeeever
#entrepreneur #freedom #bedifferent #leavealegacy #beastmode #goodmorning
#energy #health #superfood #reishi #share #social
#thinkdifferent #networking #networkengineer



Instagram: Victor Bautista (@vicbizfit)

Rules, guidelines, and consistency and the endgame...its whats keeping me on my path towards success and leaving my mark.. #entrepreneur #mfceoproject #ganoexcelusa #hardestworkerintheroom #worksmart #dreambigger #motivation #family




Instagram: Marie Pleitez (@5r0s3)

Buen dia :) enriquecido y con mucha energia! / Starting a beautiful day with love & such great energy that brings health & wealth to my life. #ganoexcel #ganoexcelusa #tongkatali





 gano excel

MAGGIE CARDENAS

DIAMOND

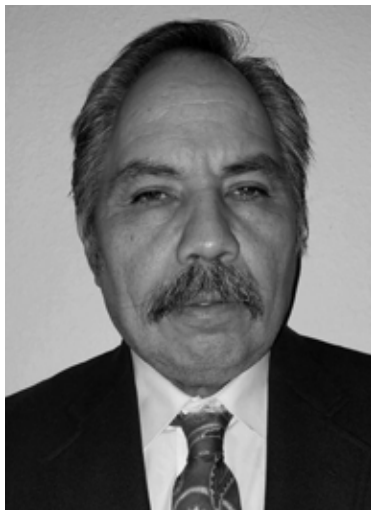


Our newest Diamond, Maggie Cardenas was interviewed on video at last year's December Celebration and asked her goal for 2016; she simply said I will be a Diamond. Well she did it! She achieved her goal with a lot of hard work and a total re-commitment to her business and herself. As a wife and mother of five children, her family is her priority and she realized that to achieve her goal she would have to re-organize and work with efficiency as she had never done before. She would need to improve in areas within her business and personal development to balance the needs of her family with the needs of her business. Maggie was inspired by the incredible number of women who shared her same challenge. The challenge to be a great wife, mother and family, while being great at her business was what so many other women face daily. She knew that with Gano Excel, the opportunity to own her own business gave her the freedom and flexibility to set her schedule that a regular job working for someone else never could. She also knew the financial rewards were hers to set and accomplish. She wouldn't be chained to a salary with someone else determining her raises.

To accomplish all of this she had to work and work hard. But she had to work smart and become the best she could be at every aspect of the business. From prospecting, to presenting, to closing the prospects. She had decided to commit to this business as her career. As such it all begins with the Sharing component. Learning to share the product and opportunity was the most vital part of her business and that's where she began. But she prepared! She read and studied and observed and role played over and over again. Just like an athlete working out before a game or a musician practicing before a performance, she trained and practiced and perfected her skills. With each success she gained more confidence and cut out unnecessary steps or actions and concentrated on the steps that were and had proven to be successful.

Along the way she worked with her leaders, her team and developed those same traits and habits in them. She believes that there are many emerging leaders within her organization and is committed to helping them achieve the rank of Diamond. She believes that leaders are born, but in addition, leaders can be developed. They can be directed and developed into maximizing their leadership potential that she believes resides in all humans!

Her advice to all women out there is you can have it all. The question is what are you willing to do for it?



LUIS RODARTE

MONTCLAIR, CA

A new Emerging Leader for Gano Excel is Luis Rodarte. Although only with GE for five months, through determination and hard work he's achieved the rank of Gold. And he says he's not stopping there. His goal for next year is to become a Diamond. As part of his secret to success, he develops his training skills by assisting trainings given by Royal Diamond Ruben Cardenas. This allows Luis to focus and emphasize the basic building blocks of the business and thoroughly understanding what it means to duplicate successful efforts.

His focus on the trainings and his specialty is the wealth/compensation plan. His goal and his strategy are simply to make sure his team understands and is comfortable with the compensation plan. His mentor, Ruben Cardenas, though him some valuable lessons, which he has taken to heart and in turn thought his team. They are, keep things simple, always be humble and persevere no matter what the circumstances.

He was originally attracted to the business because of the qualities of the products and the excellent compensation plan. Luis also believes that the company will continue to grow and prosper in 2017. And through the development of his team and their success and the sharing of our product and opportunity he will be Diamond.



MARIA SOLEDAD MORALES

DELANO, CA

Maria is not one to wait. Her path to success can be called the road to Gold. Gold is the rank she achieved in just four months of hard work. Her goal for 2017 is to reach the rank of Diamond and plans to accomplish this by helping people to have a life filled with health and prosperity. The rank of Gold was hard fought and required hard work. She is a strong believer in professional development. She and her team study a personal development book and then meet as a team to discuss, and reflect on their summations from each book. They also watch and review training videos from other industry leaders and professionals. She also is a loyal follower of Primeros Pasos every Monday.

Her mentor in this journey is Blanca Solorio an Executive Diamond who taught Maria three basic requirements, the importance and need for efficiency within her team, the importance of professionalism and punctuality, and perseverance and a positive attitude regardless of the situation.

Maria was originally attracted to the business because of the products and the corresponding health benefits she received from her daily use. Her favorite beverage is the 3-in-1.

Maria believes that the future for Gano Excel USA is very strong because of the strength of the product and the loyalty of its consumers after the first use. This belief allows her to share the products and opportunities with as many people as she comes across on a daily basis.



IRMA CHAVEZ

LAS VEGAS, NV



Irma is out of Las Vegas, Nevada which is very appropriate being from from the Silver State because she is a rank of Silver. However her immediate goal is to reign Gold in Nevada very soon. Irma is a firm believer in trainings and development of herself and her team. Trainings always consist of the building blocks, the basics over and over until they are perfected.

Irma acknowledges that her mentor is Irene Estrada, who she has learned so much from, especially perseverance, faith in the process and always giving maximum effort.

She was attracted to the business because her dream was to have her own business. To set her own path and be the only person to place a limit on herself rather than be subjected to someone else's idea of her capabilities and potential.



LIVING UP TO OUR FULL POTENTIAL RANK ADVANCEMENTS

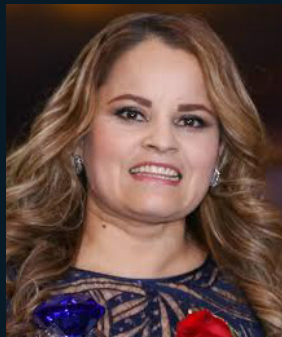
Think about your business goals for 2017. What rank do you have in mind to reach next?

What about your personal development goals? Your personal development is so important for your business. Our business can truly flourish by enhancing and embracing a new attitude. Gratitude is one of the best ways to shift your attitude. On those days when getting up and getting charged to work on your business feels like the last thing you want to do, have a cup of our great product, sit down and write down five things you appreciate about being a Gano Excel affiliate, about your team, about the product, about the numerous ways Gano Excel provides you with the opportunity to enhance your life and the lives of others. Practicing gratitude has so many benefits, including flooding your brain with positive emotions — and who doesn't want that first thing in the morning? Gratitude is a positive and healthy habit to have.

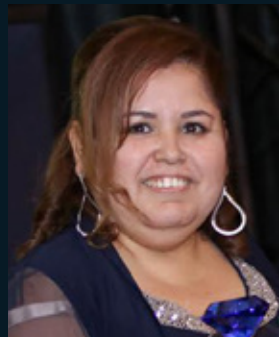
Seize this special time to ease into the morning to be grateful for this great opportunity, the friends and associates you've made; plan your day, make the appointments for your 1-on-1s and schedule your Coffee Breaks, you'll discover you've already been very productive. And, the best part is, you've enjoyed your favorite coffee to start the day!

Let's **CONGRATULATE** all those affiliates that have successfully acquired this wonderful habit and reached new ranks in their business!

DIAMOND

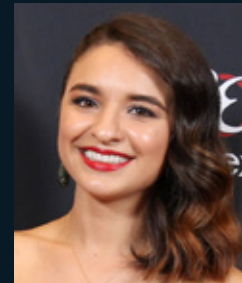


Blanca Solorio
Rank: Diamond



Rocío Peralta
Rank: Diamond

GOLD



Adalith Cabrera
Rank: Gold

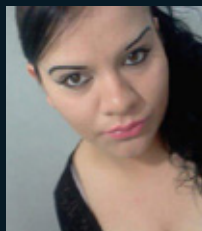


Norma Araceli Cisneros
Rank: Gold

SILVER



Austreberto Morales
Rank: Silver



Brianda Torres
Rank: Silver



Daniel Sierra Botero
Rank: Silver



Irma Mercado
Rank: Silver



Moises Diaz
Rank: Silver