

JULY 2017

SHARE



KEEPING YOUR TEAM REFRESHED

REPLENISH YOUR BODY AND MIND

REVITALIZE:
TIPS TO RESTORING YOUR DRIVE

1. How many people do I want to involve?
TIP: Reach 10-20 for success. Many of the people that you invite may not be able to attend.

2. Where can I host my event?
TIP: Consider a conference room and professional setting such as your office, office or a conference hall.

3. What kind of accommodations do I need to make for my guests?
TIP: Consider factors like adequate parking, bathroom facilities, and food and beverage.

4. Do I have the essentials needed to serve my guests?
TIP: Consider snacks, drinks, coffee, water, and proper seating for both you and your guests. Also, be sure to have a first aid kit.

5. Do I have enough promotional collateral for all my guests?
TIP: Take a quality supply of brochures, business cards, samples, and other promotional items for your guests to take home with them.

6. Should I invite my Sponsor to my Coffee Break?
TIP: Consider a date where your Sponsor is available. If your sponsor is not able to attend, be sure to have them someone else to fill potential questions. Also, record the event for archival in case your Sponsor cannot be reached.

7. Do you have enough Gano Excel™ products on hand?
TIP: Be sure to have an excess of product in case your attendees arrive with guests. Be sure to have enough Gano Excel™ products to cover any extra requests such as complimentary products, samples, and other promotional items for your guests.

8 STEP 1: The Plan
8 STEP 2: The Invitation
8 STEP 3: The Meeting
8 STEP 4: The After Party
8 STEP 5: The Follow Up



 gano excel



WOW – IT'S HOT OUT THERE!

While the weather may be setting record highs, you can also be having a record summer... for your health!

*GanoCafé Rooibos Tea combines the power of this rich herbal tea with the amazing benefits of **Ganoderma lucidum** to help you chill out. Seriously. Rooibos tea has shown to **lower blood pressure** and **improves circulation in the body**. The refreshingly tasty red tea helps the body to breathe easier and keep its cool.*

And as you work on your summer look, your *GanoCafé Rooibos Tea is delivering hundreds of nutrients to help your skin and hair look their best too!*

So relax and enjoy your best summer yet.



CEO MESSAGE



Before making history with Gano Excel, Mr. Leow spent years studying the cultivation of orchids. There are many varieties of orchids and each requires a unique balance of water, sunlight, space and soil. Finding the right balance allowed Mr. Leow to give each orchid the fullest life possible. It was the diligent work with these beautiful creatures that provided him wisdom and knowledge enough to later perfect the cultivation of *Ganoderma lucidum*.

We, like these beautiful creatures, must also search for that balance in our lives. It can be easy to be consumed by the pursuit of wealth that we neglect to also pursue our own health. Gano Excel is about pursuing both health and wealth, and if we cannot pursue this in our own lives, how can we be expected to spread it to others? We must strive to achieve a balance of health and wealth in our own lives to better validate the great opportunities of Gano Excel to those around us.

Take time this month to reflect on ways you can improve your health through acts of self-care. Self-care is exactly as it sounds, it is taking care of yourself. Taking care of yourself first is not selfish, it is necessary in order to take on the responsibility for others. Soldiers, medics, therapists, are all instructed to make sure they are well enough to administer care to others so that two are not lost for the sake of one. A healthy leader can then lead his or her team to do the same for themselves, and for others as well. This creates a network of healthy team members who support each other and drive each other toward the wealth of their dreams.

I look forward to seeing the rich fruit that grows with a balance of health and wealth in your life.

Sincerely,

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



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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

Rialto
223 South Riverside Ave.
Rialto, CA 92376

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



KEEPING YOUR TEAM REFRESHED

A great leader is someone who keeps herself and her team from burning out. **Your team needs your help to stay refreshed and on top of their game.** Great CEOs are ones that are noted for caring about their employees and promoting a good work-life balance. Take for example Glassdoor's 2016 Top Rated Small Business CEOs Joe & JB Kellogg, and their company, Madwire. One of the things that their employees say they appreciate about working at Madwire is a culture that supports an excellent work-life balance. The same is said of Zillow's Spencer Rascoff, also one of the highest rated CEOs of 2016.

One of the greatest benefits of a Gano Excel business is the flexibility of scheduling your hours and work to make room for family and personal life. Your team needs your encouragement in this area. Some may be trying to balance multiple jobs. Some may have great goals but are vulnerable to burnout. As a leader, how can you promote a balance that keeps your team motivated?

Ultimately, everyone is responsible for taking the time they need to achieve balance in their life. What you can do as a leader to encourage this in your team is to **promote flexibility, acknowledge personal goals**

alongside business goals, and keep a positive spirit that instills confidence in your team. Allow each person a voice to share and the opportunity to fail and learn from his or her mistakes. Through encouragement, the lessons learned will become even more valuable to your team.

When one member of the team suffers, it can cause the whole team to suffer. If one or more of your team is experiencing some burnout, remember, we've all been there. Take some time to refresh your team. Spend time to get to know the people on your team more. Know the personal goals of your team by heart, and SHARE these goals as if they were your own. Encourage each one in pursuing their "why." Finally, remember to celebrate when your team has a great week or month.

When flexibility, freedom and a sense of family are abundant in business, your team will have the means to achieve the balance that brings both health and wealth.

REPLENISH YOUR BODY AND MIND

As we work diligently in pursuit of our dreams, it is important to keep our bodies and minds fueled for the tasks at hand. While each person has his or her own specific needs, there are some practices that experts all agree can be of benefit to everyone.

Here are some things you can do for YOU!



Sleep. Perhaps the number one action you can take to feeling replenished is committing yourself to proper sleep. Research upon research has found sleep to play a surprisingly large part in one's sense of wellness, including appetite, mood, productivity, concentration and coping skills.

Drink water. The human body is made up of about 60% water, and we must replenish it in order to stay hydrated. Not only does water improve our physical well-being, but it helps moderate hormones and neurotransmitters in the brain to help stabilize mood and reduce stress!



Fresh air and sunshine. Taking a break to get outdoors can be especially helpful for clearing the mind to achieve greater focus. The vitamin D in sunshine also helps keep our body's immune system healthy and is believed to help prevent anxiety and depression.

Exercise. We all know it's true. Keeping those muscles moving is great for heart health, increasing metabolism and improves our mood! If staying active is a struggle, take it one step at a time and start with daily walking or yoga.



Meditation. Taking time to be still and quiet focuses our mind and allows for greater concentration, creativity and productivity. It also reduces stress and helps the body to stabilize things like blood pressure and our immune system.



Scheduling "me-time." One habit of highly effective entrepreneurs is scheduling time alone for personal interests. Psychologists claim that spending time alone enhances the brain's ability to problem solve and maintain healthy relationships.



Staying organized. Setting daily goals and keeping a manageable calendar aids in productivity and keeping stress manageable. Additionally, keeping your surroundings clean and organized protects against illness and clears your mind of clutter as well!



Now is the perfect time to choose one or more of these to commit to working on this summer! And don't forget our favorite health secret — *Ganoderma lucidum*! All of Gano Excel's products are enriched with *Ganoderma lucidum* which has been valued for ages for promoting wellness in the body and mind.

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!

Which route will you take to become one of Gano Excel's hottest Affiliates of the summer?

**Now's the time to turn it up for an excellent summer!
Promotion ends September 10.**



Pedal to the Metal

Earn Excel Points by achieving Fast Start bonuses. Fast start your enrollees with an ESP-1, ESP-2 or ESP-3 and race your way to rewards.



Pump up the Volume

Reach your highest paid rank to date to unlock tons of Excel Points. SHARE your way to success!

"The way to develop the best that is in a person is by appreciation and encouragement."

- Charles Schwab

PERSONAL GROWTH



REVITALIZE: TIPS TO RESTORING YOUR DRIVE

What can you do when you start to lose your steam? Perhaps things aren't working out the way you wanted them to. You are hearing "no" a lot more than "yes." Maybe you see other Affiliates succeeding while you only feel stuck. It may be tempting to feel left behind and become discouraged. Don't do it! No matter what the current situation, you can achieve nothing with an attitude of failure. You may be feeling down, but treating yourself like a failure will not get you anywhere! Your goals are not too high — don't give up on them. Furthermore, living a life comparing yourself to others will only bring unhappiness.

Instead of quashing your drive, revitalize it!

- 1. Take a deep breath, and replot your course.** Perhaps it will take longer, or more help than you anticipated. What are habits, resources and people that you can bring onto your journey to help you succeed?
- 2. Teach yourself good self-talk.** This is a super important part of taking care of yourself. Experts point to self-talk as a good indicator of mental and emotional health. Take moments out of your day to encourage yourself, meditate on your situation from a different perspective and also practice gratitude. Surprisingly, practicing contentment opens us up to better achieve new goals.
- 3. Invest in your own enrichment and development.** Take the focus off of other people and use that energy to build yourself up in practical ways. This could look like attending trainings or self-development courses, exploring new avenues for physical fitness, becoming involved in a faith community or working on your relationship with your spouse, a parent or a trusted friend. As you enrich your own life, do not measure your improvement against others, but continue to sow seeds of gratitude.

Keep yourself moving forward, you will get there!



ROOIBOS RASPBERRY TEA GELATIN

Hey there, neighbor! Check out this recipe using GanoCafé Rooibos Tea to create a delicious and nutritious red raspberry gelatin, perfect for summertime. Use refreshing GanoCafé brewed tea in place of regular boiling water to add a new dimension of revitalization to this traditional treat. Red rooibos tea, Ganoderma lucidum and yummy fresh fruit make for an immunity boosting dessert that everyone can enjoy.



Ingredients:

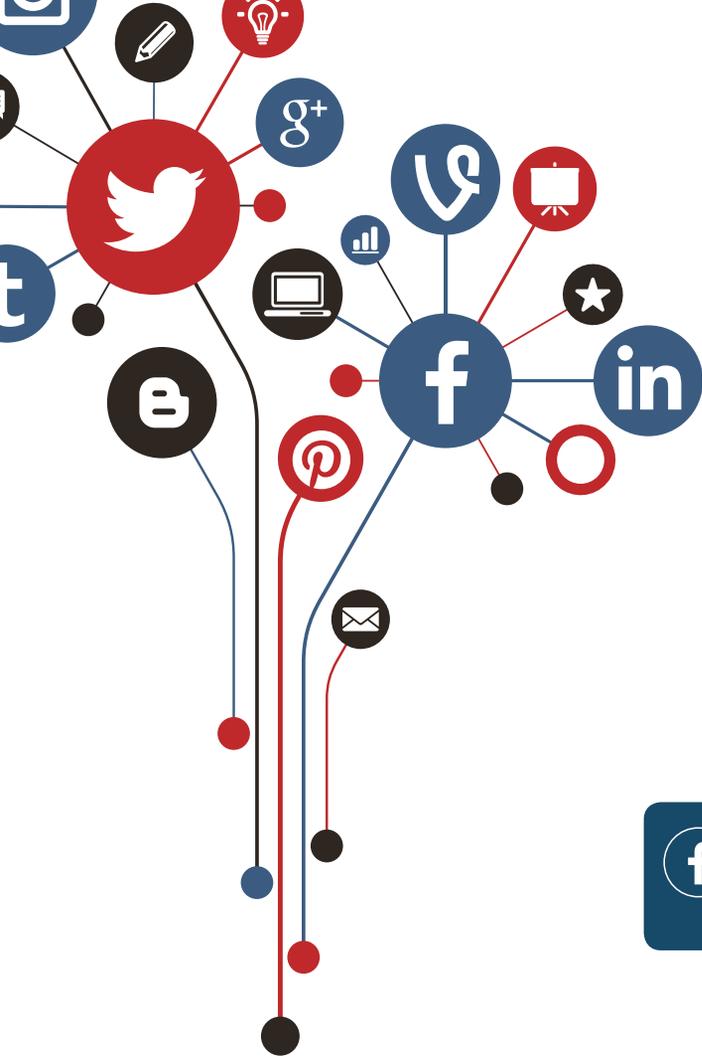
2	envelopes unflavored gelatin
1/3	c. sugar
2	c. cranberry-raspberry juice
2	bags GanoCafé Rooibos Red Tea
1	c. boiling water
1/2	pt. raspberries
1	c. cantaloupe

Directions:

1. In 1-quart saucepan, mix gelatin and sugar. Stir in 1/2 cup cranberry juice; let stand 3 minutes to soften gelatin. Stir over low heat until gelatin completely dissolves, about 3 minutes. Remove from heat.
2. Meanwhile, in 2-cup glass measuring cup, combine tea bags with boiling water; let steep 5 minutes. Remove tea bags and discard.
3. In medium bowl, stir together dissolved gelatin, tea, and remaining 1 1/2 cups juice. Refrigerate juice mixture about 1 3/4 hours or until it has the consistency of unbeaten egg whites, stirring occasionally.
4. Stir raspberries and cantaloupe into thickened gelatin; pour into 5-cup mold. Cover and refrigerate at least 4 hours or until firm. Remove mold and enjoy!

FUN FACT:

Tea can be used as a natural astringent as an alternative to chemical formulas. Place a cool, soaked tea bag on a sunburn, in place of a missing tooth or at the site of an injection to soothe the pain and soreness!



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Ana Barona Sanchez, Solecito Trejo and Fernando Yepes Florez!

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



Facebook: Ana Barona Sanchez

"After God, may I never be without... my GanoCafé"



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: Solecito Trejo

"Enjoying a 3-in-1 coffee."



CUSTOMER SERVICE CORNER



Life can be stressful. Learning to manage your life is a great step towards achieving a healthy state of mind, making time for yourself and for what you love doing will lead to a better outlook in life. You can work a full week and still find yourself in a good spiritual and mental state as long as you manage your time efficiently.

Gano Excel understands the value of your time and has an excellent customer service team specifically trained to deal with any situation in a professional, timely, manner. We take the stress, so you don't have to!

Gano Excel's Customer Service line (626)-338-8081 is available Monday-Friday, 8am-5:30pm PST and only a phone call away!



Instagram: Fernando Yepes Florez

"There are two great days in a person's lifetime: the day they are born, and the day they discover why"





VERONICA CARBAJAL SOLIS



Veronica Carbajal Solis is from Thornton Colorado, but was born in Chihuahua, Mexico. The wonderful results that she experienced from our Gano Excel products are what prompted her to be a product of the product. Veronica suffered from Gastritis and the effects of regular coffee affected her nerves and agitated her Gastritis, so she stayed away from coffee. However, as skeptical as she was, she tried our product and had a totally different experience and was able to enjoy drinking our coffee. Later on, she decided to take advantage of the opportunity and launched her business.

Veronica has always been inspired by Oprah Winfrey. Oprah represents bravery and strength. She lives her life without limits, projecting humility above all. Veronica has been inspired to live her life in the same way. Veronica is also inspired by her team. Being a part of their success means a lot to Veronica. They are the reason she pushed through the day even if she lacks the energy sometimes. Veronica's work week consists of 60% percent on 1-on-1s, and Coffee Breaks, including supporting her team with theirs. She also trains with her team once a week at the Denver Social Center to keep them on task and focused. Mr. Leow's vision of spreading health and wealth is what has kept her diligent and helps her stay focused.

Veronica's goal is to help generate two Diamonds from her team this year and to reach the rank of Executive Diamond. One of her dreams is to reach the rank of Crown Diamond and leave a legacy with the company.

Veronica believes that a great leader should have vision and humility and that a leader should bring out the strengths and potential of their team. She does not focus on their weaknesses but rather their strengths, never forgetting that it is because of their efforts that their mutual goals will be met.

Being simple, honest, with vision and ambition, with compassion and the ability to be sympathetic are the basis of a good leader. One of Veronica's favorite teachers is Veronica Montoya, a current GE Affiliate, because she has those qualities and has maintained transparency. Also, she taught her to always give quality of self, the importance of professionalism and to do everything with a purpose. Veronica says she can spot a leader within five minutes when prospecting. She owes that to the teachings and faith that Veronica Montoya always had in her.

Veronica believes that training is indispensable for advancement and duplication and reaching one's goals. She is very active in the Denver Social Center and hosts weekly Opens on Saturdays. The company regionals are events she plans on attending and makes every effort to attend.

LOVELL SCOTTON

RANCHO CUCAMONGA, CA



Lovell Scotton had been with Gano Excel for about four and a half years, recently returning in April 2017. Back then, Lovell hit the rank of Premier Diamond. With his experience, he sees this time around reaching rank sooner and stronger than when he initially started with Gano Excel.

The results of the product are what attracted him to the business. The product worked immediately for him and his wife. They were going through a lot of hardship at that time; they both were very stressed and became ill. Within three hours of having multiple cups of coffee, both he and his wife began to feel better. It was then they knew they were customers for life. After six months of reaping the health benefits of the coffee, he focused on the business 100% percent. "Facts tell, but stories sell," he says.

As a leader, he utilizes webinars, conference calls, 1-on-1s, but above all personal development (he believes that is key). He teaches on the "10 core commitments" in network marketing. He also consistently reads books and listens to audios. The authors are like mentors to him. Two of his favorites are Jim Rohn and Mapoleon Hill. His first mentor was Steve Cunninham. The first lesson he learned was, "Don't miss anything: sit up front, take notes, be prepared to a student." Secondly, he learned to be a product of the product. "The business isn't hard; you just have to do it," he says. Lovell's goal is to be proactive in recapturing the English market.

VILMA APARICIO

RIO VISTA, CA



Vilma has been with Gano Excel since March of 2017 and hopes to reach Diamond by the December of this year. As the leader of her team, she trains by being consistent in attending all meetings every Friday, making sure to always be part of conference calls with her Upline and rest of her team. Vilma learns from her Upline and filters that education and training to her team.

Her mentor has been her sister, Jersis Hernandez, and is the one who introduced her to Gano Excel. She will always be very grateful to her for that. The most important lessons she has learned thus far have been self-discipline and dedication to her team and Gano Excel; plus unconditional support to her team.

What most attracted her to this business were the results she experienced with the product. She felt she was at about 20% health and now is 100%. She looks forward to the day when she will meet Mr. Leow to thank him personally for creating such a wonderful product.

Vilma's dream is for our product to be in every home. She dreams to act as ambassador in sharing and exposing our product to the less fortunate. She cherishes the moment she was introduced to the product and will continue to drink it for the rest of her life.



LIVING UP TO OUR FULL POTENTIAL

Walking our Affiliates hand in hand as they reach each new rank is as important to us as it is to our Affiliates.

At Gano Excel we rejoice in watching them reach new milestones and growing their businesses and achieving the success that catapults them from one rank to the other.

Recognizing them for their achievements and their focus and dedication is a privilege for us. We know that when we focus on the positive and

rewarding aspects of our business, recognize them for theirs, we are working together as a team for the company and for their "Why"s. We are achieving greatness together! We are achieving EXCELLENCE!

Please help us express our gratitude for their hard work. It communicates our satisfaction and approval of one another. The recognition we provide sets the stage for our future growth, professional development and success.

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



Rocío 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



Jose Gilberto Gonzalez Esparza
Rank: Gold



Manuel Pantojo
Rank: Gold

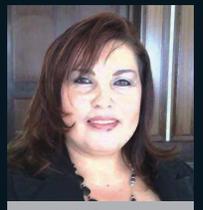


Mariana Flores
Rank: Gold

SILVER



Felipe Vasquez
Rank: Silver



Lidia Sanchez
Rank: Silver