

JUNE 2017

gano excel

SHARE



THE PRODUCT... IS MAKING IT HAPPEN

GIVE YOURSELF PROUD MOMENTS

ACTUALIZE:
TELL YOUR STORY





 gano excel

GET OUT AND SCHOKOLADE!



Let's be real. Chocolate is in season every time of the year. There is nothing that can stop a chocolate lover from enjoying the *delicious, creamy flavor* of **GanoCafé Schokolade** wherever she may roam.

Perfect for a day at the beach, a crisp mountain hike or a family picnic in the park, Schokolade makes a tasty break from the action. *Enriched with Ganoderma lucidum*, GanoCafé Schokolade takes every outing and activity to a new peak, fueling body and mind.

So whether it be a duffel bag, diaper bag or picnic basket kind of day, pack yourself the tasty treat that will always make you smile.



CEO MESSAGE



When you look at masterpieces of architecture that have stood the test of time, such as the Coliseum of ancient Rome, Chichen Itza of the Maya or the beautiful Taj Mahal of India, you often find admiration in noticing every precisely laid stone and detail that makes up the big picture. Imagine, though, if these wonders had not been treated with the care that has led to their long-lasting stability. What astonishing dimensions of detail would we miss! It is because these engineers took a vision and carefully built brick upon brick that we end up with a beautiful work of art. Every layer of detail these artists took the time to apply adds a new layer to the story the structure tells. The result is a collection of moments that together form a wonderful story.

In your business, pursuing excellence involves a similar amount of vision and application. You must have a vision for your success, but you accomplish that vision by taking it one step at a time. We can mark our steps with memorable and driving moments that over time will tell a story of achievement. These moments will inspire you and inspire others as well. Every time a new goal is achieved, or a new step is taken, another layer of inspiration is added to your story.

As you look at creating your story of success with Gano Excel, it is important to start with a vision. You often hear this referred to as your "why." Then, take things one moment at a time. Focus on what is in front of you now. Do your very best. Don't let an opportunity pass you by. Each moment will build on the last, and before you know it you will have a wonderful story to share. We look forward to hearing yours very soon.

Sincerely,

Mr. Ooi Chin Aik,

Chief Executive Officer, Gano Excel | North America



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A man in a dark suit, white shirt, and blue patterned tie stands with his hands on his hips, looking upwards and to the right. He is positioned in front of a large, textured wall made of many irregular, broken, light-gray geometric shapes that resemble shattered stone or paper. The lighting is bright, casting soft shadows.

MAKING IT HAPPEN

A great quality that leaders share is the **ability to take a vision and make it happen**. Nothing seems to stop them from accomplishing what they believe is possible. **Leaders will find a way.**

James Dyson had a vision for a bagless vacuum cleaner that would excel at maintaining suction in 1978. It took five years and more than 5,000 prototypes for Dyson to accomplish his vision of engineering that vacuum cleaner, but it took another 10 years for him to convince stores in his home country to sell his product. Market research showed that people did not want the bagless vacuum because they didn't want to see the dirt. Dyson couldn't argue with the research, but he believed that it wasn't about seeing the dirt, it was about seeing that the vacuum was working. He believed in his vision.

For almost a decade, his first vacuum model was only available by mail catalogue in Japan. There it won the 1991 International Design Fair Prize. In 1993, after being turned down by every major manufacturer, Dyson decided to make his vision happen himself. He turned from inventor to entrepreneur and set up his own manufacturing company in the U.K. to produce the product he believed in so much. Within 18 months, his new model, the DC01, was the best-selling vacuum cleaner in the country and by 2015 the company reported over £1.7 billion in annual revenue.

Gano Excel has some of the best Affiliates in the industry because, like Dyson, they **believe in the product**. As an entrepreneur, you have a tremendous opportunity to take your vision for **success** and make it happen. There may be doors closed along the way, but it does not have to be the end of the story. As with Dyson, the more ownership he took over his business, the further he was able to take it. Where will you take your business? How far will you go? A can-do attitude is one of belief and resolve, and one we can all adopt on our road to excellence.



GIVE YOURSELF PROUD MOMENTS

Having a great company history makes it **fun and exciting to share your brand with others**. In your business, you have the opportunity to **create new moments** for yourself every day. Building a history of these moments can foster **confidence** on the part of your team, your prospects, and most importantly, you!

Few companies are more known for leading the way with creating company moments than Coca-Cola. The company prides itself in being threaded through more than a century of American culture and rising to international icon, from mural advertisements, to music, sports and the Olympic Games. In 2016, Coca-Cola launched a new “Taste the feeling” campaign to unify the Coca-Cola brands into one global strategy. Chief Marketing Officer Marcos de Quinto described the strategy as, “We make simple, everyday moments



more special.” By focusing on creating more special memories with the brand, Coca-Cola gives its customers the opportunity to share in their own history with the company.

You may not have the rich history of companies like Coca-Cola, but you can start to build proud moments for your business and invite others to share in them. These moments, like reaching new ranks, attending regional events and expanding your team, will become **points of pride** that make up your **own history** with **Gano Excel**. **They make it even easier to SHARE!**



Excellence

Excellence

At Gano Excel, we want you to Excel in all you do. We want you to Excel in your business, Excel in your life, and Excel in yourself.

On June 24, we will be sharing the secrets on how to Excel in each of these ways. You will hear from Affiliates and guest speakers about what it means to Excel, how to do it and how to inspire it in others. This event is not just for you! It is the perfect opportunity to bring 2 prospects and let them see what is really possible with Gano Excel. Every Affiliate ticket comes with 2 non-Affiliate admissions for free. It will be a time of life-changing testimonials and inspiring insight into the heart of Gano Excel. Begin to inspire Excellence in others by inviting them to attend this stellar event.

Seats are limited, so purchase your ticket – and receive your 2 free prospect tickets – today. See you on June 24!

Pasadena Convention Center
300 E Green St
Pasadena, CA 91101

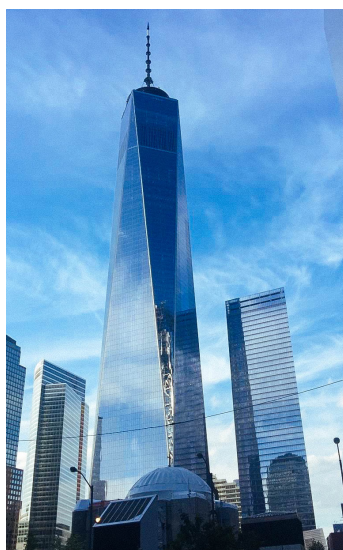
English event 10 a.m. - 1 p.m.
Spanish event 3 p.m. - 7 p.m.

Excellence.GanoExcel.us



GANO EXCEL IN THE *BIG APPLE*

Photos from Gano Excel's Affiliate trip to New York City in May.



"Don't count the days, make the days count."

- Muhammad Ali



ACTUALIZE: TELL YOUR *STORY*

There are many reasons why our Affiliates start their Gano Excel business. You must know why you started your own. However, that is just the beginning of the story. Sometimes we forget that. It becomes a habit to rehearse over and over the reasons why it all started, with every 1-on-1 and Coffee Break. Take time to also practice how your story has grown and changed with every important moment. These moments show progress, and it shares hope with your prospects and your team. Sometimes it takes a little help. Here are few tips to get you started.

1. **Chapters** — Think about what chapter of your success you are currently in. How does that play a part in your overall story? Recognize the chapters you have passed through in order to get here, and recognize that there will still be more to come.
2. **Calendars** — Like we do for our little ones, keep track of all your “firsts.” Your first Coffee Break. Your first ESP3. Your first trip earned with Excel Points. What others can you come up with?
3. **Celebrations** — Milestones are also often marked with moments of celebration. What have been your biggest wins? And remember to do something good for yourself when it happens!

Allow all these moments to inspire new ones! Now that you can tell your story of success, where will you go from here?

Share your most memorable Gano Excel moments on social media using #GanoExcelUSA.



SCHOKOLADE KRISPIE TREATS

Who says hot chocolate is just for winter time? Check out these marshmallow chocolate krispie squares that make for a fun picnic or house party, no matter what the weather! Combine the fun of GanoCafé Schokolade and marshmallows into a crispy, yummy treat for kids and grown-ups alike. For an extra spin, try substituting another one of your favorite cereals for a variety of treats.



Ingredients:

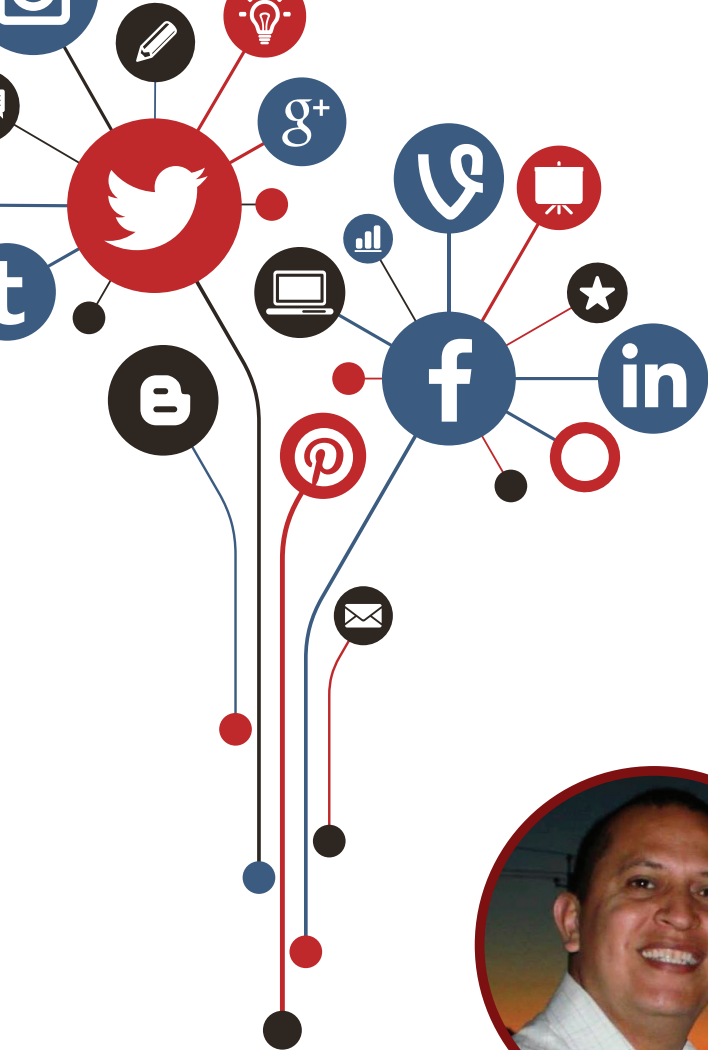
3	tbsp butter
10	oz marshmallows
2	sachets GanoCafé Schokolade
6	cups crispy rice cereal
½	cup dehydrated marshmallow bits
½	cup mini chocolate chips

Directions:

1. Line a 9"x13" pan with foil and spray it with cooking spray. Measure out cereal into a large bowl and set aside.
2. Place butter and marshmallows in a large, microwave safe bowl. Melt for 1 1/2 to 2 minutes on high power. Stir together with a spatula every 30 seconds until they are melted. Stir in the hot chocolate packets. Stir in the cereal and pour into prepared pan.
3. Working quickly, press the treats into the pan with a spatula. (Be careful — the mixture will be hot.) Sprinkle immediately with marshmallow bits and mini chocolate chips and use spatula to lightly press them to the top of the treats to secure.
4. Let cool completely before cutting into squares.

NUTRITIONAL FACT:

Bioactive compounds found in cocoa, called flavanols, can protect against sun-induced damage to your skin, improve blood flow and increase skin density and hydration. Ganoderma lucidum can also help to tame allergies, making this treat a perfect companion to a day exploring outdoors.



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Roberto Carlos!

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



Instagram: Roberto Carlos
(@roberto1carlos)

*"I'd invite you a cup o' joe with a gordita
pasty and cream, but you're on a diet."*



CUSTOMER SERVICE CORNER



Stay Ahead of the Game!

Please remember to notify Gano excel of the following changes:

- Residence address
- Credit card information
- Telephone number

By doing this, you will be helping prevent the loss or misplacement of your shipment and any irreversible changes to your account status.

For further information, please contact **customer service** at **(626) 338-8081**. We are glad to serve you.

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!*

OLGA LOYA



Olga is originally from Chihuahua, Mexico and currently resides in Colorado. What attracted her to the business is the coffee. She's always been a coffee lover. Enriching coffee with Ganoderma lucidum was genius to her. She envisions spreading the product and opening new markets to expand health and wealth throughout the U.S. Seeing others succeed with Gano Excel inspires Olga — to see them reach their dreams knowing she had a part in that. Her children inspire her to keep reaching her goals.

Always having the best interest in your team is one of the most important qualities in a leader to Olga. Wisdom is also incredibly important. Olga describes wisdom as having the ability to guide and support her team in making the correct decisions. Training is essential to continue to excel in the business and applying what one learns gives experience. That experience is what creates a leader and in turn makes someone an expert in his or her business. She trains with her team twice a week. She trains in person for local team members and via telephone with those out of the state. Her goal this year is to create Diamonds in her organization.

Olga considers her mother to be an example of a great leader in her life. Her mother has been her teacher and an example of leadership and the importance of discipline. She demonstrates commitment, results and always doing things with love. Her mother continues to be an inspiration in her life to this day. Her father also has been an example of excellence in the workplace. She can spot a leader while prospecting by their confidence and the way they express themselves and their demeanor.

“If we are leaders that walk with God, we are on the right path and we will get to the top.”

ROMINA GILMORE

VAN NUYS, CA



Romina has been with Gano Excel for three months. Her goal is to reach Diamond in six months. She's marked November to be the month she accomplishes her goal. The greater goal she has for her team is to raise up six solid Gold Affiliates and for one to reach Diamond. She plans on ending the year with a bang so that all her team gets recognized with her at the year-end event. She wants to start 2018 big!

Romina attends all company events and loves networking with those who are successful. She listens to training audios, at least one hour every day. In fact, she doesn't even listen to the radio. Instead, she's constantly listening to motivating and transformational speeches and courses. She believes you teach by example. She gets together with her team five days a week for a team conference call. They read books as a group and analyze the literature. On Thursdays, the team meets together to introduce the opportunity presentation to their prospects. Also, the team meets weekly to regroup regarding their experiences in the field. As leaders, they introduce tips, share their experiences and go over how to best handle different situations based on great results. They are a very interactive group. Romina learns from everyone; she believes there's always something to learn. Two of the most important lessons she's learned so far are the importance of self-development and to apply all that you learn. Without action, all you have is wasted knowledge.

What attracted her to Gano Excel is the stability of the company. The quality of the product is also very important to her; she believes a great product helps you retain your customers. She sees Gano Excel evolving in the industry by introducing new products, new ideas and rapidly growing. She looks forward to seeing Gano Excel expand in the U.S.

PATRICIA MUNOZ

TULSA, OK



Patricia has been with Gano Excel for three months. Her goal for the end of this year is to reach Diamond and expand her network to other states such as New Mexico and Texas. She studies the Opportunity Presentation and Napkin Presentation, and applies them during Coffee Breaks and 1-on-1s. She utilizes the marketing materials the company offers, which she loves and knows by heart. She also has a weekly leadership training session with Olga Loya via telephone. Patricia also meets with her own team once a week for an hour to look at results and discuss what is working, so that the team can apply those strategies in the field. Her method of teaching is treating others the way you would like to be treated.

Patricia considers Olga Loya one of her mentors and she's learned from Olga that by working with passion and love for your team, you will reap good fruit and in return your team will give the same. Another lesson she has learned is to prioritize your life by putting God first, always make time for family and dedicate the best to your business. She thanks her team; her husband and her children for their unconditional support.

What attracted Patricia to the business was the product. Her health testimony is powerful and people that know her became interested because of it. That is when she saw the great business opportunity and she initiated the business. She has experienced great results ever since. She sees Gano Excel expanding globally in other countries and in the United States.



LIVING UP TO OUR FULL POTENTIAL

RANK ADVANCEMENTS

MEET THE GANO 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



Lupita Castaneda
Rank: Executive Diamond



Rene Marin
Rank: Executive Diamond



Rocio Peralta
Rank: Executive Diamond



Sandra Estrada Morale
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



Jersis Aparicio Hernandez
Rank: Diamond



Maggie Cardenas
Rank: Diamond



Rebeca Sanchez
Rank: Diamond



Rosa Licon
Rank: Diamond

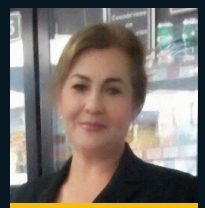


Veronica Carbajal Solis
Rank: Diamond



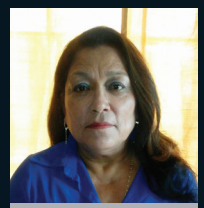
Victor Lopez
Rank: Diamond

GOLD

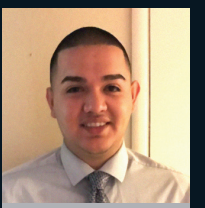


Nora Loya
Rank: Gold

SILVER



Elia Garcia
Rank: Silver



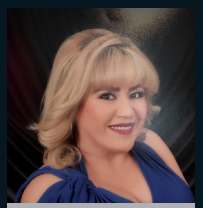
Javier Leon Lara
Rank: Silver



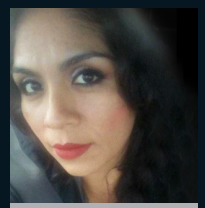
Maria Elena Zamora
Rank: Silver



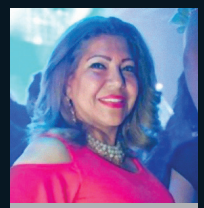
Maria Pina Morales
Rank: Silver



Maria Rosario
Rank: Silver



Maria Sandoval
Rank: Silver



Maria Venegas
Rank: Silver

Working hard to achieve something substantial is difficult to do alone.

Each time you reach a new rank, it is because of your commitment and hard work, the support of your leaders and uplines, and your corporate team that works diligently to support you with new tools.

Other factors also play a big part in your success, such as following the Gano Excel System. The system plans it all out for you: meeting people one-on-one, attending events, doing your Coffee Breaks, and providing trainings for your organizations. You also have a great marketing team working for you to drive promotions, new tools, and promote your business... promoting YOU! We are all in this together.

So congratulations! It gives us a great pleasure to see you strive and reach new ranks. Let's take a look at some of our newest achievers....and remember, you are all very valuable to us. How fortunate to be surrounded by people and a company that help you reach your goals!