

MARCH 2017

gano excel

# SHARE



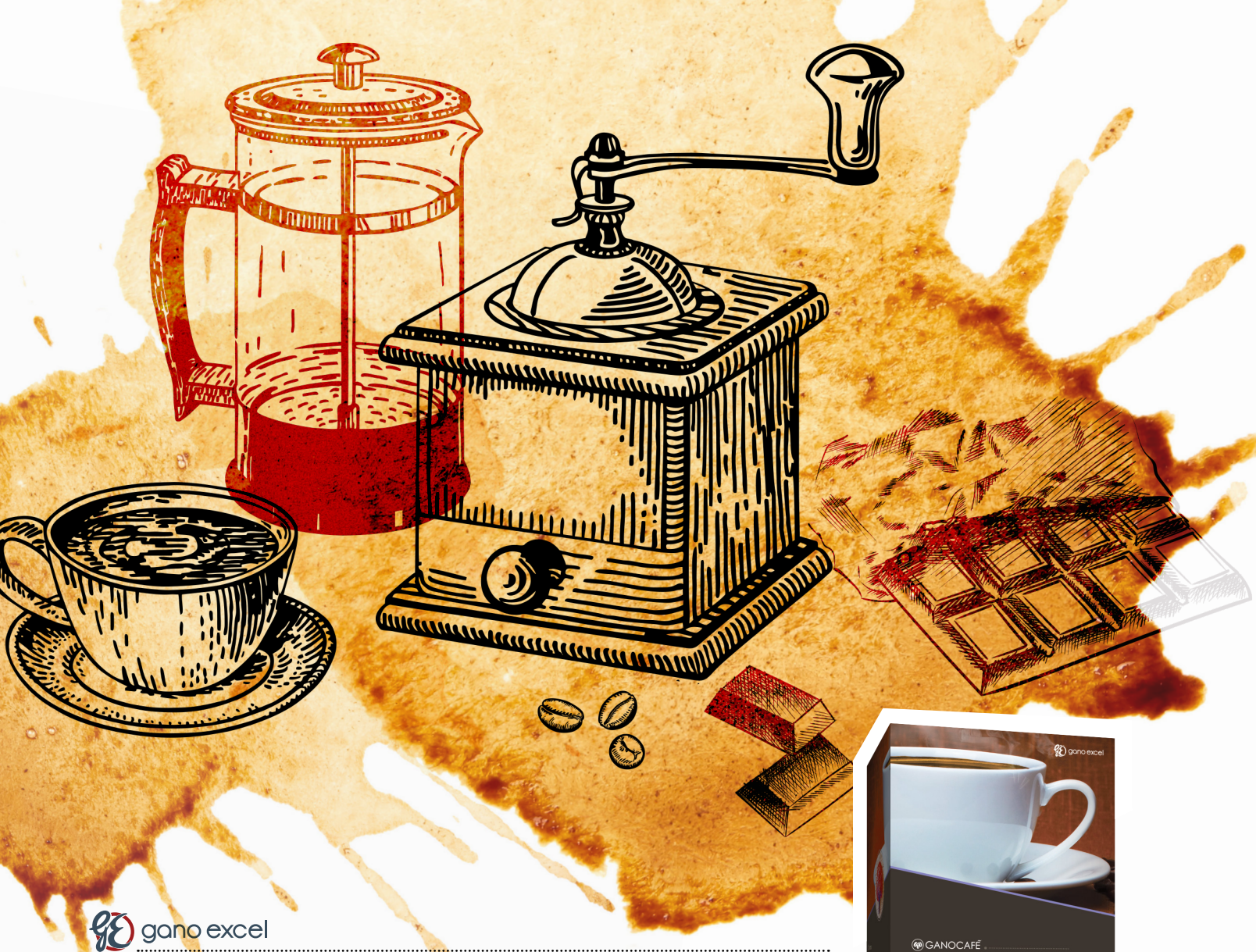
GREAT CHOICES

NEVER STOP LEARNING

ENERGIZE:  
FEELING THE POSITIVE







## COFFEE AND CHOCOLATE CAN'T DECIDE WHICH YOU LIKE MORE?

History changed with the invention of the **GanoCafé Mocha**. At that moment, two of your favorite foods became one: **coffee** and **chocolate**. No longer was Gano Excel's premium enriched coffee just coffee. And it's delicious!

GanoCafé Mocha is not only the perfect companion for a cold morning or night, it is packed with nutrient-rich **Ganoderma Lucidum**, which means this chocolatey beverage also helps give a boost to your health!

Grab yourself a cup of rich, satisfying Mocha today with breakfast, lunch or just for dessert!



# CEO MESSAGE



We often hear Affiliates commenting that one of their favorite parts of their Gano Excel business is the opportunity to be your own boss and control your own time. As a result, all the choices you make about your business are exactly that – they are up to you. When you make it to your international vacation on your dream house, you can look back and know that it was your choices and hard work that got you there. The Gano Excel team and your upline are here to provide the support you need to make those choices and do the work, but in the end it is truly in your hands.

That is why it is so important to take advantage of every opportunity to enrich yourself and your business with the knowledge and skills you will need when the time comes. It is that same reason Gano Excel works so hard to provide training such as GoExpo III this month, as well as our weekly webinar series Primeros Pasos and events like Super Saturdays. It is the reason we encourage every Affiliate to both have a mentor and be a mentor to someone else. By sharing in all this knowledge and practicing these skills, you are building good habits that will lead to good choices and help you reach success.

Now is the time, as the year takes off and things get busier than ever, to take a moment and evaluate what you need to enrich your business. What skills do you need help perfecting? What habits do you need to commit to in your everyday? We encourage all Affiliates to attend GoExpo for help answering these questions and meeting these needs, as well as networking with other Affiliates who can share examples of how they have reached success in their business.

We are excited to see each and every Affiliate reach their goals and succeed. Remember that all it takes is good choices and hard work, and that you have the power to succeed in your hands. Go have a great month!

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  
New Location

**Rialto**  
223 South Riverside Ave.  
Rialto, CA 92376

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





So far 2017 has been a great year. For one, we know you've been enjoying delicious coffee at a great price. Some of you have decided just this year to start taking advantage of the Gano Excel business opportunity. Great choices!

It doesn't have to end there. There are great choices to be made around every corner, in every **1-on-1** and **Coffee Break**, and even at **GoExpo III** this month. Your cup of coffee can take you where you want to go, but it takes working hard and making good choices for yourself and your business.

In your 1-on-1s it's good to always remember to ask for referrals, no matter if the answer is a yes or a no. By asking about someone else who loves coffee, you are able to demonstrate that you have accepted your prospect's answer, are still passionate about your product, and may end up with warm leads. When asking for a referral, be sure to let your prospect know they are welcome to call ahead and let the referral know you may be calling. This builds good rapport with your prospect as someone who is genuinely passionate and not just chasing names.

At Coffee Breaks, it is a good idea to have a solid introduction before starting in with your presentation. Give people time to mingle or have an ice breaker, remember it is a social gathering and make sure everyone has tried at least one cup of coffee! Then make sure to remind everyone of the purpose of the event. You aren't trying to pull a fast one! Everyone should know what the Coffee Break is all about already, but it provides a nice segue into the presentation after people are done mingling.

A great choice you can make for yourself is to attend GoExpo events. GoExpo happens twice a year, and we have one on March 11. It is a full day of training and inspiration from company leaders designed to help your business no matter how far along you are. Learning more about the product, self promotion and building a business are always great choices. Taking the time to enrich yourself with knowledge and with the experience of others always benefits you, both now and in the future.

*You are on a great path to success with Gano Excel already. Keep up the good work and continue to look for ways to enrich yourself as you pursue health and wealth for your family.*



# NEVER STOP LEARNING

It's important to never stop learning! Life has so much to teach us that we can constantly be enriching ourselves with new information.

Here are some ways to learn and grow in your Gano Excel business.

1



## ***Attend trainings.***

This may sound obvious, but trainings are a great source of new information for you and your business. Gano Excel dedicates resources through Primeros Pasos, Opens, Super Saturdays and all-day GoExpo training events throughout the year. Reserve your spot early and remember it is a great opportunity to bring prospects!

2

## ***Take advantage of your upline.***

Every person has something to share, including those who enrolled you in the business. Reach out to your upline and set up some time to meet regularly to talk about what each other has learned or is dealing with currently. You may be surprised to walk away with a new perspective on improving your business!



3



## ***Keep a journal of your 1-on-1s and Coffee Breaks.***

After each one, take a moment to write down what went well and what you want to try differently next time. Write down facts you learned about your prospects that will help you in future meetings. Refer back to your journal before your next meeting or event. This will help you practice the habit of learning.

Don't just keep this information to yourself. You will find it is a blessing to pass along your own knowledge and experience to your downline and other Affiliates by participating in events and other team activities. It is yet another way to enrich your life and your business.

## COMPANY UPDATES



### Go Expo III GoExpo III is this month!

Join us March 11 for Gano Excel's largest training event full of great information for you and your business. Have you reserved your seat? Purchase your ticket today!

March 11, 2017  
Pacific Palms Resort  
1 Industry Hills Pkwy.  
City of Industry, CA 91744

[goexpo.ganoexcel.us](http://goexpo.ganoexcel.us)



Main Speaker: Maria Marin



Guest Speaker: Elsa O'Farrill

### Women's Empowerment & Leadership Conference Gano Excel is hosting a Women's Empowerment & Leadership Conference

Saturday, April 15, 2017  
9 a.m. - 2 p.m.  
Doubletree by Hilton  
924 W Huntington Dr.  
Monrovia, CA 91016

All female Affiliates are invited to attend this conference to learn more about your professional image and becoming a leader in the business.

***Ticket price is \$50.***



### Gano Excel Points Excel Points are Here!

Beginning March 11, Gano Excel will be issuing Excel Points for all promotion prizes, then YOU choose how you want to redeem them. Earn Points for trips to places like New York and Malaysia, or redeem them for cash! Trip point values will be announced in advance, and you can always redeem 10 points to \$1 in cash.

***To find out more call Customer Service at (626) 338-8081.***

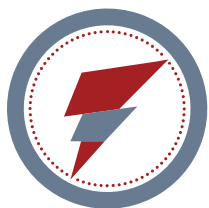
[excelpoints.ganoexcel.us](http://excelpoints.ganoexcel.us)



"Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and most of all, love of what you are doing or learning to do."

- Pele





# ENERGIZE

## FEELING *THE POSITIVE*

Imagine a sports game. Your favorite team against their rivals. Front row seats. They make a play. The crowd goes wild. Isn't that energy infectious? Never underestimate the power positive energy can have on the outcomes of your business. It may be sharing at a 1-on-1 or a Coffee Break, or maybe it's even an exchange with a loyal customer. Doing your best to stay positive and energized will make each interaction that much better. Sometimes it takes some intentional steps to see and take advantage of the positive in each situation.

Here are some ways we came up with for this month:

1. **Remember when you fell in love with your favorite Gano Excel product.** Keeping in mind all the reasons why you personally love the product will make sharing it a breeze! Make sure you bring your favorite product to your 1-on-1s. Make sure to highlight it at your Coffee Break. Let yourself get excited about what you love best!
2. **Remember why you started your Gano Excel business.** Take a look at your goal and keep track of your progress. This will help you to see yourself getting closer and closer to that goal. Or maybe Gano Excel has already helped you reach some of your goals! Remembering each success, whether a small step or one of your life dreams, will help you to stay positive.
3. **Remember you are not alone!** Your upline has all been through it all! Reach out to your upline with questions or for some extra positive motivation before a presentation. They are also great people to remind you of the things you love and the reasons you are in the business. With a team behind you, it is easy to be confident and positive.



## MOCHA

*How do you get a hearty, enriched breakfast packed with nutrients but still sweet to your taste buds? Consider this quick and easy French toast recipe for those who are ready to get down to business. It will fill up your tank with protein as well as all the power of Ganoderma Lucidum. All covered in a sweet, chocolatey flavor!*



### MILLIONAIRE'S MOCHA FRENCH TOAST

#### Ingredients:

2	eggs
1/2	cup milk
1	sachet of GanoCafé Mocha
1	tablespoon butter
6	slices of whole wheat bread

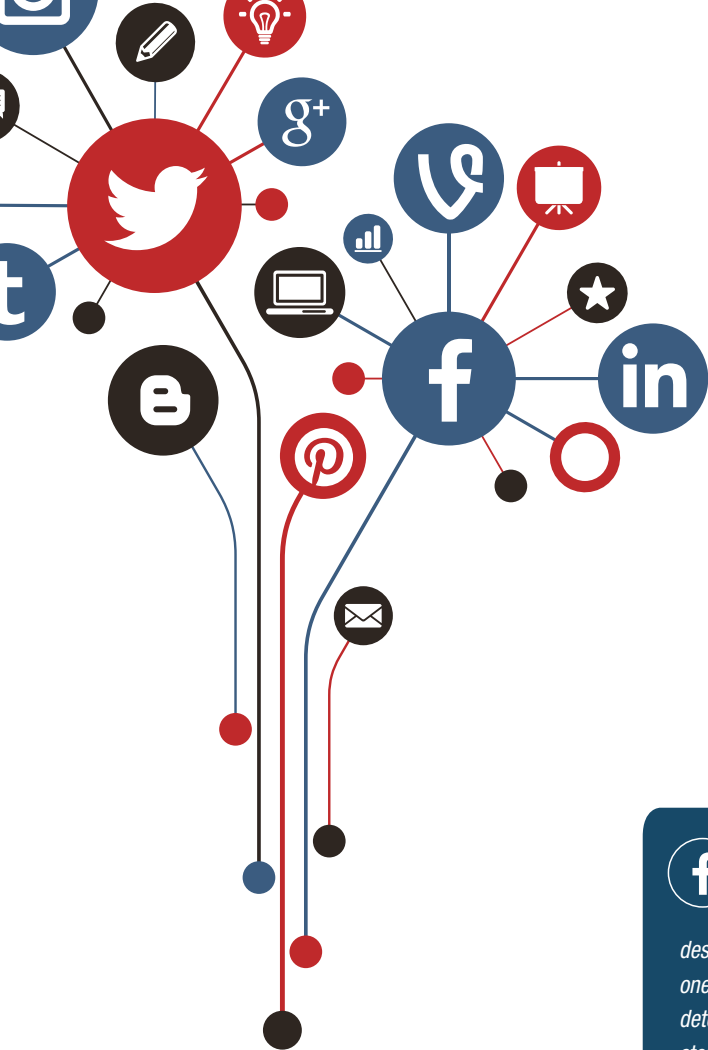
#### Directions:

1. In a medium bowl, whisk together eggs and milk.
2. Open GanoCafé Mocha and pour contents into mixture; continue to whisk until fully combined.
3. Melt butter in a skillet over medium-high heat.
4. One at a time, dip bread slices into mixture and then transfer to skillet; cook until golden brown on each side.
5. Transfer to plate and serve!

#### NUTRITIONAL FACT:

*Did you know cocoa powder is known to lower blood pressure? Ganoderma Lucidum may also have a positive effect on blood pressure, making GanoCafé Mocha a super delicious, super win for those dealing with a high amount of stress.*





# TIME TO SHARE

## Gano Excel's Social Media Stars of the Month: Roberto Carlos Torres and Veronica Carbajal!

*Congratulations and thank you, Roberto and Veronica 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



By enriching yourself your business will grow, here are a few easy steps that will help you get started:

- Identify your prospect as a consumer or builder before enrolling them.
- Learn how Autoship works and how it benefits you and your organization. Then put it to use!
- Daily enrollment goals will help your organization grow — you determine the pace!
- Monitor your growth from the comforts of your home, what do you need next?
- Learn the Gano Excel policies and procedures to ensure good enrollment habits.

**And remember, connect with the customer service department because we hold the answers to help push you to the next level!**



#### Facebook: Roberto Carlos Torres

"Your dedication, hard work and perseverance will take you to unbelievable destinations." "If you are not willing to learn, no one can help you. If you are determined to learn, no one can stop you!"



#### Facebook: Veronica Carbajal

"Here's to enjoying my diet! Do you want to lose weight? Did you know that rooibos red tea has twice the antioxidants of green tea, is diuretic, helps with cholesterol, triglycerides, sugar levels, hormone levels, etc.?"



## LUPITA CASTANEDA



Where is she now!? That's the question most people ask about Executive Diamond Lupita Castaneda. The answer: She's everywhere...literally! In addition to traveling the West Coast from Central California, Washington, Colorado and Oklahoma, Lupita chronicles her travels on social media consistently and effectively. Her team and her organization draw inspiration from her tireless work ethic and ability to be seemingly everywhere all the time. She truly creates a presence and impact everywhere.

Lupita calls Bakersfield, California, home and like many, got started in the business because of the product. Her children serve as an inspiration for her in all things. As such, she sees the Gano Excel opportunity and wealth plan as a way to provide for her family. Through dedication and hard work, she sees the opportunity to create financial independence for them. She has travelled the world to such places as Asia, Europe and many points in between, as a reward for her consistent and high level of production. The world and all that it has to offer has opened up for her and her family when many doors had been closed to her.

Throughout all of this transformation, she has remained humble. In fact, humility is the most important factor in a leader to Lupita. The foundation of a leader is humility, being trustworthy, empathy for others and a great work ethic. Her view on her team and organization is that a leader must want her team to do better than she has and even quicker. She's able to parlay this into the trainings that literally start the day after someone has enrolled to daily, weekly, monthly webinars and meetings. Her commitment to constant travel and being on the road, allows her to give that personal and face-to-face time with her team to supplement her webinars and phone calls. In addition to training her organization, 50% of her time is spent on 1-on-1s and Coffee Breaks. Lupita is a firm believer in regional events as a way to recharge, maintain contact with those in the business and the company and stay motivated throughout her personal growth as a person and Affiliate. Lupita's goal for 2017 is to create eight solid Golds and four Diamonds to help her reach Premier Diamond. So next time you are in an airport and you hear the most infectious and spirited laugh, you'll see our own Lupita on her travels to reaching Premier Diamond.





### MIGUEL NAVARRO

VISALIA, CA



Have you ever heard the term “Get ready for the thunder!” That’s the question when our next Emerging Leader takes the stage. With a booming voice, confidence of an expert and personality of the best showman, Miguel Navarro from Visalia, California, can bring a crowd to its feet. He can deliver the Wealth Plan and Opportunity Presentation that inspires an audience and is a call to action, like the best of them. Miguel has been with Gano Excel nine months and his goal is to reach Diamond in 2017. He developed his craft and wonderful presentation skills by training, training and training. Miguel spends so much time listening to professional audios, watching the best perform online and he also watches virtual conferences that include the top motivational speakers and business pathfinders. He works with his team weekly to set goals and strategize as a team and inspires his team to train and practice and ultimately “Do!”

Helios Herrera is an inspiration to Miguel and learned two valuable lessons:

1. Keep it simple, practical, easy to duplicate and execute.
2. Keep your vision strong and maintain focus.

He was attracted to the business by the opportunity to create income in a non-traditional way, the MLM way. He was skeptical at first, but witnessed first-hand his wife Blanca Solorio’s success and her rise to Executive Diamond. The sky is the limit with the company, with emerging leaders who are committed to success and the success within their organizations like Miguel Navarro.



### MIGUEL PERALTA

TULARE, CA



With a smile that lights up a room, and a handshake that welcomes anyone to the Gano family, Miguel Peralta has reached the rank of Gold. He works primarily in Central California and resides in Tulare, California. He’s been with the company nine months and his goal is to reach Diamond in 2017.

As a leader, he’s committed to constant training personally and for his team. It sounds simple and obvious but a true understanding of network marketing is step one. He studied not only presentations and videos from Gano Excel, but has sought out expert trainers and speakers as well, to sharpen his tools and skills so that he can in turn do the same for his organization. Duplication is the key to success in this business. With a firm belief that his financial success is attainable he still marvels at the fact that this attainable level of success is all up to him.

The opportunity to reach his financial goals had never been present prior to joining Gano Excel. As a result, his commitment to Gano Excel is equal to his financial success and the success of his organization and serves as a great partnership. So next time you are at an event and this gentleman greets you warmly and welcomes you into the fold, he will smile at you, wish you a great day and believe in you and your success just as he’s convinced of his.



# LIVING UP TO OUR FULL POTENTIAL RANK ADVANCEMENTS

Have you set your goals for 2017? Gano Excel encourages you all to set goals with a clear plan. For example, create a weekly Coffee Break or 1-on-1 plan and stick to it. Also, set your calendars for events coming up. The people who set goals show a the greatest success rate.

Understand the "Why" of goal-setting. Knowing what drives us to set goals, and why they're important, may affect how we structure our goal-setting process. The first key is to make sure our goals and values align.

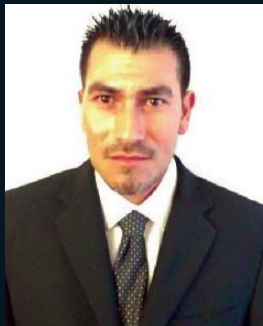
It is certain that the following Affiliates have done just that. With persistence, dedication and a well set plan, they have reached their goals.

**Let us learn from them. Let us congratulate them. Let us CELEBRATE with them for reaching that next step towards greater achievements!**

## GOLD



Betzaida Peralta  
Rank: Gold



Jose Domingo Cruz  
Rank: Gold



Adela Cruz  
Rank: Silver

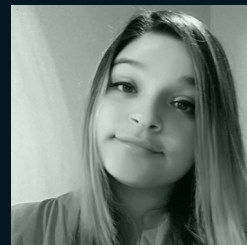


Gabriel Aldana  
Rank: Silver

## BRONZE



Maria Alcaraz  
Rank: Bronze



Leslie Rangel  
Rank: Bronze