

MAY 2017

SHARE



FACING FEAR
WITH PERSEVERANCE

LEVEL UP

HARMONIZE:
GOOD FOR THE WORLD





 gano excel

CLASSIC

A first-time mother cuddles her tiny newborn in her arms with love in her eyes. Classic. A father fights tears in his eyes as his daughter walks across the graduation stage. Classic. Two proud parents watch as their sweet baby girl prepares to say "I do."

GanoCafé Classic gets you from one classic memory to the next. The **brain-boosting nutrients** of *Ganoderma lucidum* are sure to make for **great memories**, and the **brain-protecting nutrients** of coffee will help those memories to last for a **lifetime**.

Your evolution of coffee sees you through each of life's precious adventures. Classic.



CEO MESSAGE



School years are coming to a close (time goes by so fast!) and graduations are around the corner. You will see at many graduations, honors being given to those who have achieved a higher level of excellence among their peers. My question to you is – what makes these students special? What makes them strive to excel? Let me offer one possible answer by way of Benjamin Franklin: “If better is possible, good is not enough.” These students do not strive to just be “good enough,” they strive to be the best they can possibly be. We can often surprise ourselves with what we can achieve when we commit to doing our possible best.

That doesn’t require us to be superhuman. Success comes to those who accept the challenge of always looking for small ways to do things better. Excellence is not a one-time achievement, true scholars strive to be getting better all the time. They face fear and uncertainty with perseverance. They build each skill one upon the other in pursuit of excellence. The result is not a moment, but a process. As Aristotle put it, “Excellence, then, is not an act, it’s a habit.”

Now is a good time to ask yourself, “how have I improved this year?” Are you doing your possible best? Look at small ways you can adopt new habits into your life. Attend our Excellence event on June 24. See every day as an opportunity to graduate to a new level. I look forward to what you will achieve!

Sincerely,

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



A Monthly Publication

CEO Message	3
Facing Fear with Perseverance	4
Level Up	5
Company Updates	6
Harmonize: Good for the World	7
Product Highlight and Recipe	8
Customer Service Corner	9
Time to SHARE	9
Leadership Spotlight: <i>Ana Lorena Aguilar</i>	10
Emerging Leaders	11
Rank Advancements	12



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

FACING FEAR WITH PERSEVERANCE

One of the *greatest qualities* of a *leader* is the *ability to inspire* their team to *persevere* through fear and change. Leaders look ahead and anticipate challenges that their teams will face. However, even when things do not go according to plan, leaders find a way to help others stand strong amidst the uncertainty.

Take Sir Ernest Shackleton for example. His is one of the greatest stories of perseverance. Shackleton's passion was exploration. Specifically, he was in love with discovering the South Pole. His first two expeditions to Antarctica set records, despite having to turn back each time. When his competitor Roald Amundsen was the first to reach the South Pole in 1911, Shackleton turned to an even greater goal: crossing the Antarctic continent altogether.

In December of 1914, Shackleton and his team of 27 men set off for Antarctica on the ship Endurance.

The ship slowly made its way through the polar waters when weather conditions caused the ship to get trapped in place by surrounding ice. During this time, Shackleton reportedly did everything he could to keep spirits up among the crew. After nine months aboard the stopped ship, it became evident that the Endurance was sinking. But that didn't stop Shackleton's endurance. He ordered his men to abandon the vessel and camp on the ice. For months he used the ice currents to drift back toward

land. When the ice floe on which the team was encamped broke in two, they evacuated into three remaining lifeboats. The exhausted men eventually landed on the uninhabited Elephant Island – the first time they had stood on solid ground for 497 days. Shackleton could see that rescue from such a remote island was improbable, and so he took five men to seek a rescue party at the nearest whaling station. Shackleton endured for four more months and three failed attempts until all the remaining crew members were saved in August of 1916. Despite all of the challenges, Shackleton returned with every single member of his crew.

Thankfully, we all do not face the fear and uncertainty of Ernest Shackleton in our everyday life. However, we can adopt his spirit. Successful entrepreneurs such as Daymond John, founder of FUBU and Beto Perez, founder of Zumba Fitness embodied this determined spirit and built multimillion dollar companies that we all know today. Leaders like these choose to **focus on the possibilities of change rather than the fear of it**. When it seems we are metaphorically stuck, sinking or even breaking in two, Ernest Shackleton's story is an inspiration to persevere and endure. Will you be the next millionaire to bring Gano Excel products to the US market? **Think about how you can encourage yourself and your team to face challenges with a positive, enduring spirit, and watch the possibilities unfold.**





The concept of **“leveling up”** was created by Dave Arneson in collaboration with Gary Gynax in developing role playing games together in the 1970s. The first game to include the concept of “leveling up” in its rule set is Dungeons & Dragons published in 1974. The inspiration came from seeing players reach the end of a game wanting the game to last longer. The new concept allowed players to carry over **“experience points”** from previous games into the next game and across multiple games **reaching higher** and **higher levels** of character. This means you could start every game stronger than you were the time before.

In everyday life, we experience small challenges that may leave us feeling victorious or defeated. The secret to improving is not to simply look at the results of one instance, but the **experience we gain from carrying over our skills from one to the next and to the next**. Every time we talk to someone about Gano Excel can be better than the last.

Over time, these small improvements will start to **produce greater and greater results**. You can start today by making a list of the areas you want to gain more experience. Share that list with your upline. Work each week on making those areas better than the week before. Pretty soon you will realize you have reached a new level.



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

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!



FANTASTIC FOUR Fantastic Four
Fantastic Four is ON!

Get in on the action with Gano Excel's latest promotion. Tackle challenges in 4 categories, up to 4 times each, earning more each time! Challenges include rank advancement, Fast Start bonuses, MVP bonuses and valid enrollments. Can you reach the Fantastic Four?

Act now! Promotion ends June 4.

Call to learn more: (626) 338-8081



excel points Gano Excel Points
Excel Points are Here!

Earn yourself Excel Points during Gano Excel promotions, 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

"I do the very best I know how, the very best I can, and I mean to keep on doing so until the end."

- Abraham Lincoln



HARMONIZE:

GOOD FOR THE WORLD

There is a saying that sometimes we cannot see the forest from the trees. Week after week, we can become so overcome by the details of running a business that we lose sight of the great ways we have an effect on others and on our community. Here are a few ways that we see Ganoderma lucidum (and YOU) making a positive difference in the world.

1. Naturally, being a mushroom, Ganoderma lucidum is classified as a fungus. Fungi are very helpful! **They help to break down organic material, eliminating waste from the world.** This makes room that allows new organisms the opportunity to start fresh and grow. Gano Excel Affiliates help give people an opportunity to start fresh and grow too! Plus, instead of letting time go to waste, they make use of every moment to share the transformation they have seen with Gano Excel.
2. **Ganoderma lucidum contains a powerful amount of antioxidants and phytonutrients.** These go to battle against free radicals in your system that can wreak havoc on your body. Awesome! That's not the only power it has. Gano Excel Affiliates enjoy the power of being their own boss and discovering control over their calendar and financial freedom. As leaders, you can instill confidence and discipline in others that will help empower them as well.
3. **Ganoderma is known to tame allergies and boost the immune system, which gives the body the opportunity to regulate and take care of itself.** Gano Excel also gives an opportunity to prosper. By sharing this evolution of coffee with others, you are helping to spread health and wealth to your community! At the same time, it enriches your life with more time and resources to take care of yourself.



HOMEMADE CINNAMON DOLCE ICED LATTE

The secret in this delicious treat is the surprisingly easy, homemade cinnamon dolce syrup! Make it ahead of time and save extra for later. You can add a drop or two to your favorite GanoCafé beverage to add a taste of sweet cinnamon and vanilla. For our classic iced latte, we use GanoCafé Classic, naturally. It's the perfect satisfaction for the sweet tooth in your family.

HOMEMADE CINNAMON DOLCE SYRUP

Ingredients:

- | | |
|---|-----------------|
| 1 | cup water |
| 1 | cup brown sugar |
| 1 | tsp cinnamon |
| 1 | tbsp vanilla |

Directions:

1. Combine water, brown sugar and cinnamon in a small saucepan over medium-high heat.
2. Whisk until sugar dissolves, then reduce heat and simmer until mixture is reduced by half (about 5 minutes). Add vanilla to reduced syrup.
3. Allow to cool for at least 1 hour.
4. Set aside for now or seal and save for later!

CINNAMON DOLCE ICED LATTE

Ingredients:

- | | |
|---|---------------------------|
| 1 | sachet GanoCafé Classic |
| 2 | oz boiling water |
| 2 | tbsp cinnamon dolce syrup |
| 6 | oz milk |
| | Ice |

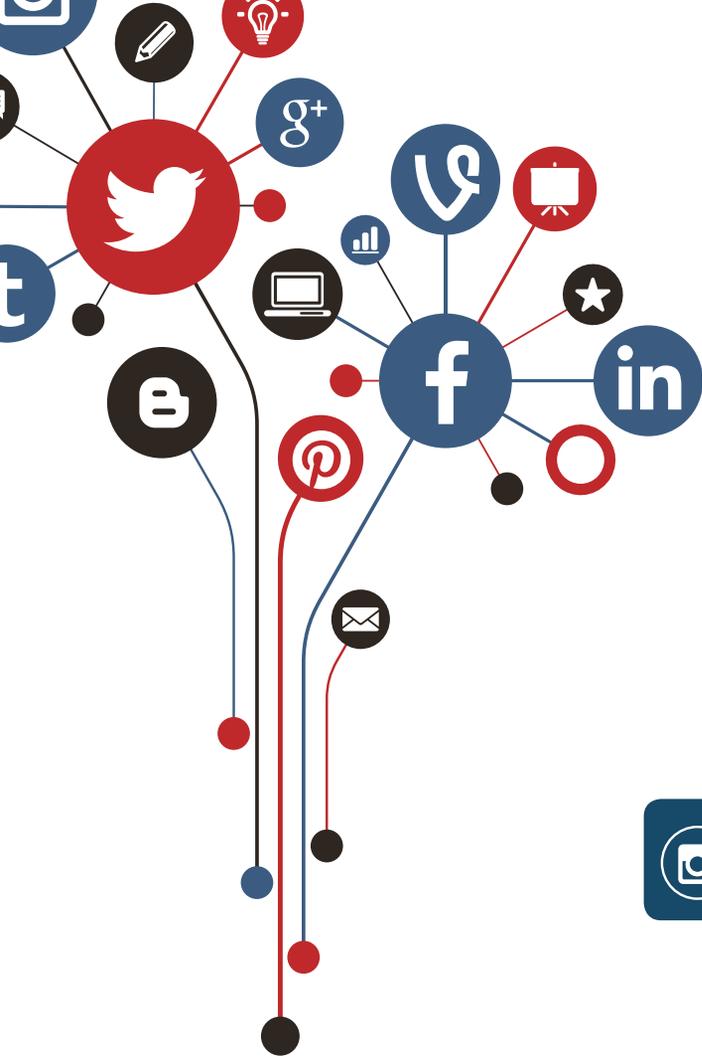
Directions:

1. Add GanoCafé Classic to 2 oz boiling water.
2. In a glass, add cinnamon dolce syrup and prepared coffee; then add milk and stir well. Add ice to fill.
3. Top with whipped cream and a sprinkle of cinnamon, if desired.



NUTRITIONAL FACT:

Cinnamon has shown to reduce insulin resistance, allowing the important hormone to do its job in regulating metabolism and energy use. Ganoderma lucidum is also believed to help optimize energy use in the body, making the combination a great option for a healthy, happy you.



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Hicran Altintas, Lucy Erosa and Gaspar Nava!

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



Instagram: Hicran Altintas (@hicranaltintas)

"Good morning have a blessed Friday"



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



Graduate from Your Comfort Zone to Success!

Most of us are content in staying on familiar grounds because we are creatures of habit. Doing something new can be very uncomfortable. Your habits are your comfort zone. Think about the foods you eat, the places you shop or the route you take to work every day. These all are comfortable because they are familiar.

Your comfort zone can also affect your willingness to talk to prospects and your ability to overcome challenges. Getting past the things that make us uncomfortable is important for success. Fortunately, once you can identify what makes you uncomfortable, you can put a plan into action.

It is always easier to talk about what you know. To that end, work to become more familiar with the product, Gano Excel's newest promotions and how to earn commissions and bonuses to maximize your earning potential. As always, if you have any questions, Customer Service can help!



Facebook: Lucy Erosa

"I invite you to have a cup of our healthy coffee"



Facebook: Navaganoexcel Gaspar Nava

"Gano Excel takes care of us inside and out. Greetings family"





ROYAL
DIAMOND

ANA LORENA AGUILAR



Ana Lorena Aguilar is from Fresno, California. Gano Excel's enriched products and the benefits Ganoderma lucidum offers attracted her to starting her own business. She's always admired successful people and drawn inspiration from them. She tells herself, "If they can do it, I can too!" Some books she has studied include "The Secret" by Rhonda Byrne and "El Poder de Creer en Uno Mismo" by Orison Swett Marden. She loves reading and has a collection of approximately 70 books. Her three daughters and son keep her inspired on a daily basis.

Her goal this year is to build 7 Diamonds by the end of year. Her dream for Gano Excel is to become stronger as a company. She wants to see Gano Excel be a top performer in the industry with everyone knowing who we are and consuming our products. She dedicates 80% of her time to Coffee Breaks in order to meet the most people. She always has a front row seat at Gano Excel events because she believes it's part of her leadership and a learning experience for her and her team. Supporting the company is very important to her. She finds it informative and a way to stay connected to the company.

Ana Lorena considers a great leader to be someone who is 100% committed to themselves, their team and the company. A great leader acts as a pioneer so that all will follow by his or her example. She is perseverant and believes there are no limits or obstacles, only challenges. She believes those qualities can be taught and transmitted to your team. She believes being honest, sincere and transparent as a person are also great qualities a leader should possess. Furthermore, leaders have a perpetual drive to support their team and build up new leaders. One of her rules when new Affiliates join her team is that they train and educate themselves. It's crucial to the growth of her team. Her team trains every week on Mondays. She and her team get together weekly to watch Primeros Pasos at the Fresno location as part of the training. Her approach is instructional and interactive.

She will always remember an English teacher she had during her first years in the United States. He was always patient and would go out of his way to teach his students. He taught her to be dedicated and have passion in what you do. That left an imprint in her life. Now, Ana Lorena says she is able to spot a leader from the moment they greet her, by how they greet her. She believes that speaks volumes.

JERSIS APARICIO HERNANDEZ

OLIVEHURST, CA



Jersis Aparicio Hernandez has been with Gano Excel for 1 month. She's starting this year strong and plans on building 10 Diamonds by the end of year. She trains by following the system Gano Excel has in place. She's acquired her training by presenting 4-5 Coffee Breaks each day. She teaches her team by bringing them with her out in the field. She believes in hands-on training, but is also constantly communicating with her team when out in the field. There's no better teacher than experience. She guides her team to trust their instincts. She believes you can learn from everyone and considers Rocio Peralta as a mentor to her when starting her business with Gano Excel. One of the most important lessons she has learned is that in order to succeed you must be disciplined and have passion in your work. Also, take action and apply what you learn. Her motto is "Celebrate what you do daily." What attracted her to Gano Excel in spite of not having any experience in network marketing is the business opportunity. It represented financial freedom to Jersis. She believes Gano Excel will be at the top of the industry because she is creating business warriors and plans on taking the the company there.

ERICA REYNA

OROSI, CA



Erica Reyna recently reinstated her Gano Excel business 1 month ago. Her goal for the end of this year is to reach Executive Diamond. Training and applying what she learns in the field is crucial to her business growth. She listens to audios, reads books and enters weekly conferences to make sure she's constantly developing herself as a person. Two of her favorite books are: "Piense y Hágase Rico" and "The Go Pro." She teaches her team to work together and utilize each other's strengths. She teaches her team by leading with an example of integrity and a great work ethic. She considers Olga Loya a mentor and she admires her perseverance. Olga has taught Erica to work with integrity and to always be supportive to her team. What attracted Erica to the business was the possibility to live a different lifestyle. She had faith in the opportunity and decided to share it with everyone she came across. She sees Gano Excel expanding globally in other countries and in the United States.



LIVING UP TO OUR FULL POTENTIAL RANK ADVANCEMENTS

Becoming successful encompasses many important factors. With Gano Excel, you have an opportunity for personal growth that helps you achieve success in your business.

You learn to be a dynamic communicator because of all the 1-on-1s, Coffee Breaks and trainings you do with your teams. You learn to cope and handle rejection and conflicting schedules while building a successful team. You find partnerships within your organization and with corporate. Learning to have a better image and appearance as the leader of your organization and learning to manage finances are also all a part of this great industry.

WE celebrate the following affiliates that have embraced the learning process and have achieved new ranks while embracing personal growth!

DIAMOND



Jersis Aparicio Hernandez
Rank: Diamond

GOLD



Abigail Perez
Rank: Gold



Benito Farfan Jimenez
Rank: Gold



Erica Reyna
Rank: Gold



Norberto Montero
Rank: Gold



Sergio Navarro Barba
Rank: Gold



Vilma Aparicio
Rank: Gold

SILVER



Agripina Romero
Rank: Silver



Antonia Garcia
Rank: Silver



Bogarin Ortega
Rank: Silver



Rosa Linares
Rank: Silver



Rosiela Mendoza
Rank: Silver



Victor Zuniga
Rank: Silver

