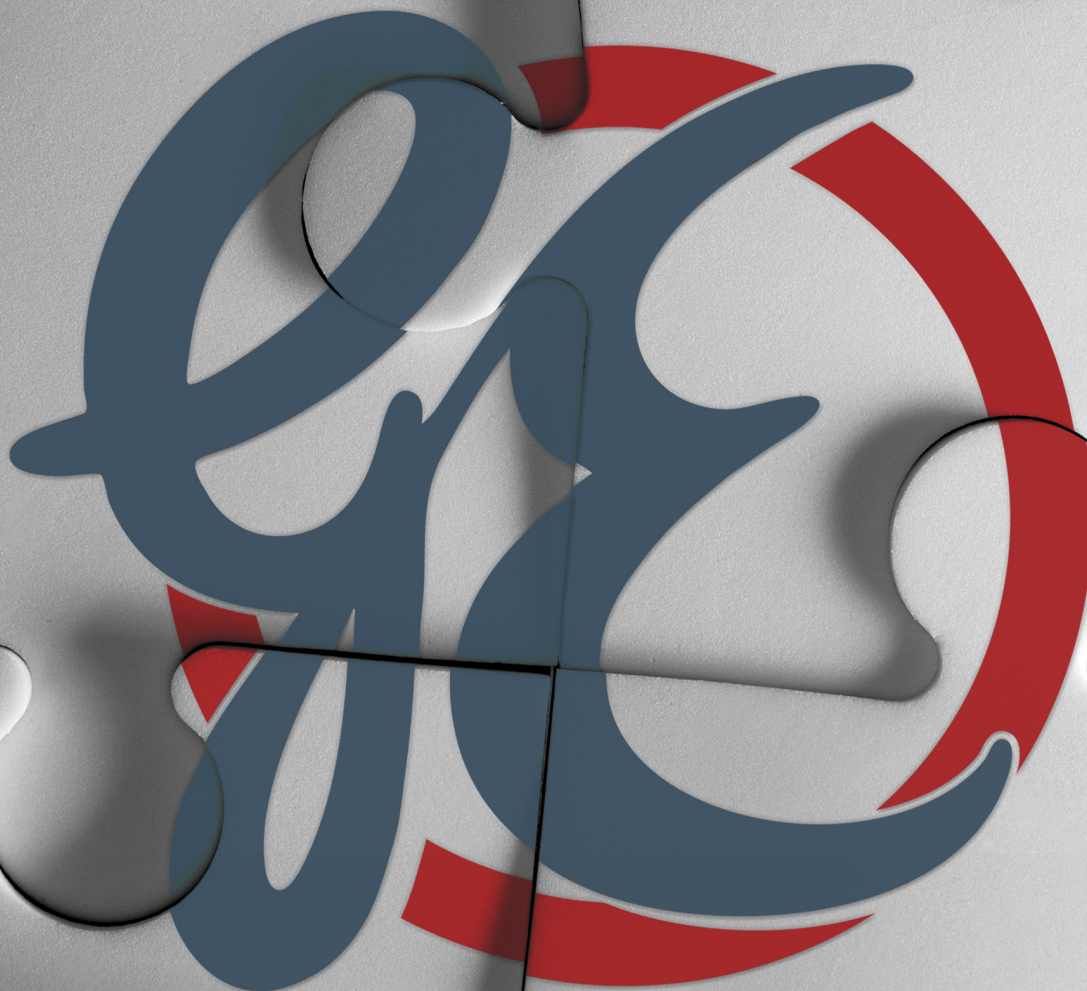


SHARE

NOVEMBER 2017



 gano excel

TRAIN TO WIN!

THREE OF A KIND

ACTUALIZE: THE SECRET OF EFFORTLESS





Dreams come true, in blue Hawaii...

Enjoy a luxury getaway to these breathtaking islands in the Pacific!

Experience a Hawaiian sunrise from atop the famous Haleakala Crater. Snorkel alongside dolphins in the incredible blue waters of Lahaina. Relax ashore the world-famous beaches of Maui!

This spectacular 4-day, 4-night trip is filled with tropical island adventures that will leave you inspired and rejuvenated.

Join Gano Excel for this amazing trip December 3-7. The last day to qualify is November 19 - redeem your Excel Points today!

Hawaii is calling your name!



CEO MESSAGE



Sailing uses both the momentum of the wind and the sea to its advantage. Navigating across the seas takes careful note of the direction and strength of each to determine the most advantageous current on which to ride. With a rudder to steer, the sailor makes intentional adjustments to his vessel to maximize his progress. Without doing so, he may easily find himself back where he started!

Intentionality does not always mean doing more. Having more powerful sails or a more powerful current only serves you if you are headed in the right direction. Being intentional is about doing something with purpose. This is how we achieve, and win. We put in effort with purpose and it gets us where we want to go. Success in network marketing is no accident. It takes a great opportunity, like the one Gano Excel provides, but even then, achieving success is intentional.

Be intentional in how you live, by being a product of the product. Be intentional in how you excel, through applying the seven steps to success. Be intentional in how you grow, through regular training and education about the wonderful benefits of Ganoderma lucidum and getting the most out of your business.

Doing these things with purpose will step you closer to achieving your desired result. Your first million dollar check, for example! With discipline and enthusiasm at your back I look forward to the great things you will discover.

Sincerely,

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



A Monthly Publication

CEO Message	3
Train to Win	4
Three of a Kind	5
Company Updates	6
Actualize: The Secret of Effortless	7
Product Highlight and Recipe	8
Customer Service Corner	9
Time to SHARE	9
Leadership Spotlight: Walter Garcia	10
Emerging Leaders	11
Rank Advancements	12



GANO EXCEL | USA

15439 Dupont Ave
Chino, CA 91710

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

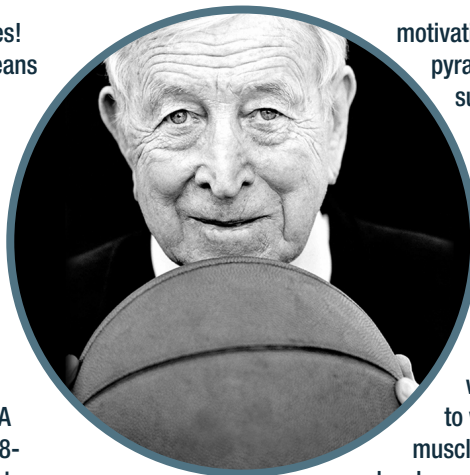


TRAIN TO WIN!

Every coach has one primary goal – to win games! Great coaches know that the road to winning means aiding their players in growing important skills, character and strength. The discipline that a coach provides can help their players have the faith that such growth is possible. Without constantly facing their limits and fears, those players risk losing to those limits and fears on the playing field. **To win, players must train with winning in mind.**

At the top of the list of great coaches is the famous John Wooden. Wooden coached the UCLA men's basketball team for 28 seasons, from 1948-1975. He was no stranger to winning. During his tenure the men's basketball team held a record of 664 wins and only 162 losses, an amazing 80.4% winning percentage. How did he do it? Wooden kept to a strict training program he called the "Pyramid of Success."

His commitment to training his team in fundamental skills and character development proved to work season after season. In 1966, it even led the UCLA team on an unprecedented 88-game winning streak resulting in seven straight national championships. There was no secret formula, only the



motivation to stay disciplined, grow and win. His pyramid included foundational character blocks such as loyalty, cooperation and industriousness. Only upon reaching the summit of the pyramid did he emphasize the competitive greatness that allowed his team to excel.

Regular training helps maintain your skills as much as it does provide new ones. No matter how many wins a team has, at no point in the season is it done with training. It's the same with network marketing. You must not just train to win, but train to keep winning. Exercise those muscles, practice those skills, dig into that personal development again and again. This can come in the form of daily phone calls with your mentor, weekly meetings with your team and ongoing discipline with 1-on-1s and Coffee Breaks. Keep up your enthusiasm by attending regional events and experiencing first-hand the wonders of *Ganoderma lucidum*.

Adopting this simple commitment to training strengthens you to overcome all odds. It not only wins, it sets records. In business, it builds million-dollar organizations. Do whatever it takes to keep yourself fresh for the field. Go out there and win!

THREE OF *A KIND*

When taking on the concept of duplication, you may be tempted to replicate everything about your business twice over. This would be a misconception of what makes a great organization. Think about achieving a three of a kind when playing cards. You need three cards with the same number in different suits. Similarly, when preparing to duplicate your business, you are prospecting for people who share some things in common, and are different in others.

Really, what's common between your business and theirs should be very simple. That is, sharing with them the simple and repeatable steps in your business that have resulted in success. As you learned from the trials and errors of your Upline, you too will share your knowledge that will strengthen you and your Downline's businesses. Your common strength is one facet of what bonds you together as an organization.

In all other ways, the more your prospect complements you and your market the better. You aren't looking for three of the exact same card! ***Your different "suits" are what add value to you as an organization.*** Look at your strengths and your demographic, perhaps you have a strong market with a particular age, occupation or lifestyle. It may be tempting to recruit prospects who are strong within these same circles. In this instance, however, differences within your team will make the difference between expansion and stagnation. ***You can introduce complementary skills to your organization, and more importantly, gain ground in different markets all at the same time using your diverse team.***

It is important not to rush into building your organization, but take time to prospect and plan in order to build the best organization possible. With aces in place, you can't lose!



COMPANY UPDATES

¡VIVA! PROMOTION
GET YOUR PIECE OF THE ACTION
ACT NOW!
Promotion ends **NOVEMBER 19.**
Cycle 459 (9/18 to 9/24) through
Cycle 467 (11/13 to 11/19)

**“VIVA LAS VEGAS
VIVA GANO EXCEL!”**

**UP TO
\$25K
IN PRIZES**

¡VIVA! Promotion

The ¡Viva! Promotion is ending soon!

Take advantage of the 7 ways to win and launch your business (and your CASH!) into overdrive. Create lasting returns for your business by creating Golds, MVPs and Apprentice Elites. Reap massive rewards for advancing in rank. Win big for excelling at ESP sales!

Choose your prize with Excel Points! Redeem points for trips to Las Vegas and Hawaii, or even up to \$25,000 in cash!

***Live life to the fullest with Gano Excel! Act now!
Promotion ends November 19.***

***visit promotion.ganoexcel.us for ways to earn and
promotion details!***

Viva Gala – Celebration Event

Join Gano Excel USA for the Viva Gala on November 18, 2017

Come together with Affiliates from all across the U.S. to celebrate a year of tremendous success! The Viva Gala will be filled with unforgettable music, dancing and special messages from your Diamond leaders. It will be the perfect cocktail of elegance, extravagance and fun!

There's still time to reserve your seat! Purchase your tickets today before this amazing event sells out! Visit your back office for a special pre-sale price of \$60.

Then join us November 18 at:

The Pasadena Convention Center
Exhibit Hall C
300 East Green Street
Pasadena, CA 91101

Admission begins 5:00pm
Adults Only – Formal Attire Required

Learn more at event.ganoexcel.us

“Goal-setting and achieving those goals - that's just what I do.”

- Lisa Leslie



ACTUALIZE: SECRET TO **EFFORTLESS**

The secret behind an effortless-looking business, to no surprise, is effort. However, just telling yourself, “more effort!” is likely to burn you out quicker and harder. What you want to achieve is to create a sustainable **business machine that generates residual income** for you long into the future.

Residual income is considered a source of passive income. It takes some work to set it up, but pays you in dividends for the future work other people will do on your behalf. Residual income is a very popular concept, actually. When you invest money in a savings account, the interest you gain each month is also considered residual income. You can also think of investing in rental properties, or receiving royalties for music or other

intellectual property. However, some of these still lack the stability and flexibility that comes from running your own business. Setting it up well is the secret to an effortless-looking stream of income for years.

To create stability in your business, **it is important to put your effort into developing long-lasting relationships with a solid downline.** That means putting your time and energy into things like prospecting, training and edifying the business as a whole. With your **upline, build a solid plan for replicating your business using the duplication method.** When your downline excels, your residual income excels too!

Just like investors and rental owners check in on their investment and provide maintenance and other adjustments, don't just walk away once your business has a solid foundation! **Stay involved and add value to your investment whenever you can. Residual income is not just about wealth now, it is about maintaining it for a lifetime!**



MAPLE WALNUT COFFEE SMOOTHIE

Waking up on a brisk fall morning has you clamoring for the warm comfort flavors of maple and coffee. But don't pack your belly full of unnecessary carbs that will weigh you down! Whip up this delicious and sweet smoothie packed with healthy superfoods like dates, walnuts and Ganoderma lucidum. With a touch of maple and vanilla, this breakfast hits all the right spots for your comfort food fix.



Ingredients:

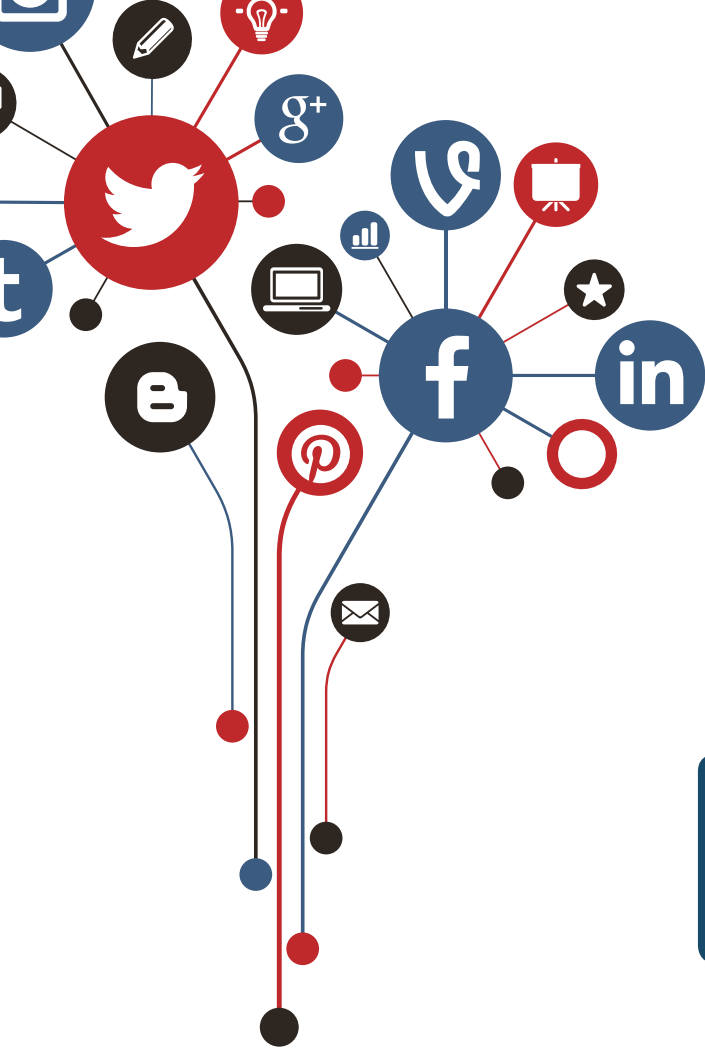
- | | |
|---------------|--|
| 2 | tblsp walnuts |
| 2 | tblsp rolled oats |
| $\frac{3}{4}$ | cup plain, unsweetened almond milk |
| $\frac{1}{2}$ | sachet GanoCafé Classic |
| 1 | pinch sea salt |
| $\frac{1}{2}$ | tsp vanilla extract |
| 1 | tsp maple syrup |
| 2 | Medjool dates, pitted and coarsely chopped |
| 6-8 | ice cubes |

Directions:

1. Put the walnuts and oats in a blender and pulse until ground to a fine powder.
2. Add all of the remaining ingredients (except for the ice) and process until smooth.
3. Add the ice and pulse until pulverized. Serve immediately.

NUTRITIONAL FACT:

Walnuts are rich in omega-3 oils which are great for a healthy heart! Scientific studies prove that the inclusion of walnuts in any diet helps prevent coronary heart disease by favoring a healthy lipid supply. Studies also suggest that Ganoderma lucidum has a part to play in helping the body's response to blood sugar levels. Not to mention, rolled oats are also recommended for increasing good cholesterol. That makes this smoothie a super booster for your heart!



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Marivel Santoyo, Myrna D and Imran Oztekin!

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



Facebook: Marivel Santoyo

"Good evening; enjoying a delicious Gano Classic and checking out the new BACK OFFICE. Gano Excel, how much do you love your new virtual office?"



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: Myrna D

"Enjoying my work surrounded by my family; a dream come true."



CUSTOMER SERVICE CORNER



In business, it can be a challenge to bring in new customers. Sometimes an even bigger challenge you will face is winning them over again and again. Retention is where the importance of having excellent customer service comes into play. Gano Excel Customer Service cares about developing that long-term relationship with Affiliates. Our customer service departments benefits Affiliates, and prospects by connecting them with the appropriate resources. They help Affiliates reach their goals by providing vital information on achieving higher ranks, or aid in navigating our newly renovated Back Office. The Gano Excel Customer Service team strives on handling every call with quality and making it a one-call resolution. We look forward to hearing from you! Call us at **(626) 338-8081**.



Instagram: Imran Oztekin

"Nothing lacking in our lives or in our minds."



WALTER GARCIA



In society today, and perhaps throughout history, values and ethical principles can easily be tossed to the side for the allure of profit. This is no less true in our wonderful industry of network marketing. Thus, it is a challenge to seek and find genuine leadership that holds to these principles. We must not give up. We must neither give up seeking it, nor give up exemplifying ourselves the genuine leadership we seek. As we see technology and globalization connecting us faster and more frequently than ever before, unfortunately, poor models of leadership can also spread just as easily. That is why I want to share with you, reader, what I've learned over the years about what genuine leadership really means.

The way I comprehend it, true leadership is both loyal and protective. Loyalty is shown when a leader puts first the interests of his organization, before his own. He will not forsake them for profit, and desires to serve with total transparency and honesty. A leader is also protective, watching over the common good of an entire society, system, team or family. She exemplifies the results she expects to see from others and holds them accountable to those standards.

A great leader desires to see his team be a true championship team. He influences his organization in a proactive way, creating real stories of success that will be an engine for continued success, and thus leave a legacy to future generations. True leadership is focused on clear and achievable goals. It develops growth organically, without stepping on anyone or violating any law. The genuine leader works with integrity, holding to her principles personally and with her team. She supports good ideas and creativity of the team, spurring them to achieve success.

Now more than ever, our society calls for this kind of genuine leadership and you and I have a responsibility to take steps forward in that direction. I invite you to be part of that leadership. Together as the Gano Excel family we can continue generating good, sincere leadership, thus improving all our lifestyles.

CLAUDIA VOIGHT

JUSTIN, TX



Claudia Voight joined Gano Excel in the spring of 2015 after drinking GanoCafé had such a positive impact on her quality of life. "I could feel the difference throughout my entire being," she said. She could feel the power of Ganoderma lucidum at work in her, and she decided to take a look at Gano Excel as a business. She was so impressed by Gano Excel's presence in more than 60 countries, and its stellar product! It was then that she recalls she could truly visualize herself in the business. "Without a doubt, it's been the best decision of my life – to be a part of a powerhouse international company like Gano Excel," said Voight. With such a great product, she is inspired by the opportunity that exists in the United States, the #1 importer of coffee in the world.

Over the next year, Voight is determined to grow her organization with complete focus. She will be intentional in cultivating leadership on her team, creating multiple ranks of Golds, and Diamonds. With a strong and diverse team in place, her goal is to carry Mr. Leow's vision throughout the United States and beyond. Primeros Pasos has been an excellent tool for her to introduce new recruits to the profession of network marketing. She has also worked with her mentor on developing personal character and attitude that gives her mental strength in times of difficulty. She believes those traits are important in order to succeed in this industry.

The most effective way to teach, Voight says, is by example. She sees every day as an opportunity to grow and she does that by dressing for success, prospecting, sharing the product and introducing the company to all the people who need to know about Gano Excel. She does this with all confidence and certainty that by teaching her team leadership skills, she is on the way to financial freedom. Voight has no doubt that by expanding into new markets in the U.S. and other countries around the world, Gano Excel will become the most successful company in network marketing.

"It is amazing with so many people drinking coffee, the tremendous opportunity Gano Excel has to introduce this wonderful product that changed my life," explains Voight. "It's an honor to be part of this giant of a company and be able to carry on Mr. Leow Soon Seng's vision for health and wealth."

ROSA LILIA GUZMAN

SACRAMENTO, CA



Rosa Lilia Guzman saw amazing changes in her health after bringing Gano Excel into her home. Her testimony of the product drew her to make Gano Excel an even bigger part of her life by joining as a Gano Excel Affiliate. She connected with Erica Reyna, a Diamond with Gano Excel who exposed her to the wonderful opportunity. She has taken off from there, advancing to Gold in a matter of months.

Erica Reyna has remained Guzman's mentor and has taught her several lessons that have become her keys to running a successful business. Honesty and transparency are at the top of that list. Guzman also has learned how to be an inspiration to her team. She pours herself into encouraging them at their weekly meetings and trainings. Her team is working on breaking into smaller teams and expanding those trainings as part of the duplication process. She loves finding new leaders that will be the seeds from which new businesses will grow and flourish. Finally, Reyna has taught Guzman to edify the product, company and leaders whenever possible.

The future for Guzman includes reaching Diamond in 2018. She sees Gano Excel growing tremendously in the upcoming year. This is the right time to join in the opportunity, she says. With so many GE "warriors" out there, she has no doubt the amazing products that helped her change her life will be in every home very soon.



LIVING UP TO OUR FULL POTENTIAL

Let's hear it for this month's big winners! We are very proud of the leadership all of our Diamonds provide for their respective organizations each month. Additionally, this month we applaud all those who have risen in their own leadership by advancing in rank. Each of you provides a shining example for your organization of what achieving looks like.

Please join us in recognizing these Affiliates! It is a pleasure to see each success story at Gano Excel, every step of the way. We encourage you to reach out and offer your personal congratulations.

DIAMOND EXCELLERS

DIAMOND



Ana Lorena Aguilar
Rank: Royal Diamond



Ruben Cardenas
Rank: Royal Diamond



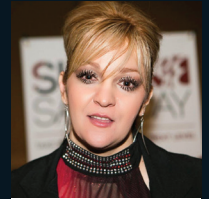
Tomas Rodriguez
Rank: Royal Diamond



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



Rocio Peralta
Rank: Executive Diamond



Sandra Estrada Morales
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



Cesar Carreon
Rank: Gold

SILVER



Francisco Garcia Jr.
Rank: Silver

BRONZE



Maria Santana
Rank: Silver



Sofia Vasquez Martinez
Rank: Silver