

SHARE

OCTOBER 2017



COURAGE IN HONEST WORK

CONFIDENCE IN QUALITY

HARMONIZE: WORKING TOGETHER





 gano excel



***There's ordinary.
Then there's GanoCafé 3-in-1.***

Sometimes you want more than just the ordinary. Yes, there's something charming about your everyday. But a little extra can go a long way. Add some freshly cut flowers, a little extra spice or a rainbow on the horizon, and suddenly your day becomes extraordinary!

GanoCafé 3-in-1 takes things to extraordinary in every cup. We start with delicious, premium coffee and the finest Ganoderma lucidum, then blend it with the perfect pair of sugar and non-dairy creamer. Sweet and creamy, every sip of 3-in-1 brings an extra smile to your day. Making someone's day was never easier!

Yours to enjoy, yours to share!

GanoCafé 3-in-1. Made to be shared.



CEO MESSAGE



Every great tree has beneath it a strong foundation of roots to support it. As autumn comes upon us, many trees shed their beautiful leaves that have absorbed energy and air during the warm summer months. Now, it is up to the roots to sustain these trees through the darker days of the year. The integrity of the root system is vital: they must spread wide and dig deep to collect the water and nutrients that bring it life and growth. Although many roots go unseen, hidden beneath the ground, they are what ultimately determine the quality of fruit, shade and other benefits that the tree produces.

To produce good results in our lives and our business, we must likewise have good habits beneath the surface. It takes more than external efforts that you display in front of others, it takes personal discipline and integrity to build a business that will last, and grow. The habits that you form behind the scenes will make outward-facing disciplines come more naturally, and it will also foster character that is trustworthy in the eyes of your prospects and business partners.

At Gano Excel, we want to see you grow season after season, and bring abundance to your life and the lives around you. There may be seasons of difficulty, but with a commitment to hard and honest work, you will surely also see seasons of celebration. I hope that you participate in our Viva! promotion this fall, and learn how to repeat (and duplicate) success again and again, and again! We look forward to seeing you at our Viva Gala November 18, and hearing about the growth your business has seen this year.

As you continue to develop those habits beneath the surface, through personal development and discipline, I have little doubt you will begin to see quality fruit on the outside as well.

Sincerely,

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



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COURAGE IN HONEST WORK

One extraordinary quality of a leader is their commitment to being truthful to their team and customers. Part of this includes a popular concept called transparency. Transparency has risen over the last decade as a priority for customers and investors at the corporate level. For individual leaders, though, truthfulness becomes a personal quality, not just a corporate one. Honesty in what you say and do takes courage, and it comes from the inside.

Honesty and hard work are two priorities that are often emphasized by tremendously successful entrepreneur and investor Ben Horowitz. Horowitz has a background in computer science and his career from the late 1990s to today has been especially invested in high technology. He cofounded Loudcloud in 1999, which offered infrastructure and application hosting services. Just three years later, Horowitz sold much of the company for \$63.5 million. He then grew the remainder of that company into Opsware, an enterprise software company that he sold in 2007 to Hewlett-Packard for \$1.6 billion.

A recent investment in 2009 into video game software was on the brink of failure. Instead, the developer approached Horowitz with the honest truth, and they decided to change their focus from producing a video game, to packaging up a tool the team had developed to improve workflow. The

endeavor ended up producing Slack, a messaging app that in 2015 was valued at more than \$2.7 billion.



Ben Horowitz has reiterated over the years in interviews and conferences the importance of being honest with himself and with others as a fundamental habit for him as a businessman. For Horowitz, it is the only way to truly succeed. He admits it is more of a skill than a quality; something you have to work at continually. Reflecting on failures and mistakes honestly helps him learn from them, and being honest about shortcomings or setbacks has allowed his team to manage them better. To Horowitz, giving people the honest truth instead of what they want to hear – including yourself – allows you to come up with real solutions. “The next time you say the thing that makes you feel better — you need to check yourself and try to be honest. If you learn to do that, that’s actually an amazing skill,” he says.

Hard work is a form of honesty in action. When you take shortcuts, you are trying to get full results out of less work than what you know the endeavor deserves. Instead, have the courage to commit to giving your endeavors your full effort. When others see your commitment and dedication, it inspires them to work hard too. ***Together, a team can reach higher goals and greater success.***



CONFIDENCE *IN QUALITY*



Your business succeeds when you have confidence – confidence in yourself and in your product.

Knowing and believing in the quality of your product makes sharing it with others a natural habit! Think about other things you share without even thinking about it: great movies, yummy recipes, captivating books you have read, or even beautiful places where you have traveled. When it comes to Ganoderma lucidum in your GanoCafé and GanoDaily products, it is no different.

Did you know there are actually many types of Ganoderma mushrooms? There are hundreds of them! Gano Excel founder Mr. Leow Soon Seng spent years as a mycologist studying the potency of Ganoderma and identified six varieties said to possess the most potent bioactive properties. He also studied the cultivation of Ganoderma lucidum to learn how to grow the mushroom to its optimal potency – the results of those decades of study are the nutritious Ganoderma-enriched products you have today.

Ganoderma lucidum also has 11 different categories of active substances, including polysaccharides, triterpenoids, fats and oils, organic germanium, inorganic ions and sterols. It is rich and complex in its nutritional value! Gano Excel has investigated many different blends of these bioactive superstars to determine its own proprietary blend of the finest Ganoderma lucidum nutrients. All the ingredients are carefully monitored for quality, from the greenhouse to the shipping platform! That's the benefit of being 100% vertically integrated. ***When it comes to a quality product, Gano Excel has no less than absolute pride!***

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

Viva Las Vegas... Viva Gano Excel!

It's time to get your share of the action and live life to the fullest! That's why we are helping you take massive action to crank your business into overdrive this fall. Energize your efforts for huge returns that will launch you into lasting success. Earn prizes as high as \$25,000, an iPad Pro, and even all-expenses paid trips to Hawaii and Las Vegas!

Get started now! Maximize your winnings before this 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!

Reserve your seat 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

"The supreme quality for leadership is unquestionably integrity. Without it, no real success is possible, no matter whether it is on a section gang, a football field, in an army, or in an office."

- Dwight D. Eisenhower



HARMONIZE: WORKING TOGETHER

Inside each person lies great potential to bring harmony to the world around him or her. Peace may be the absence of conflict, but **harmony is the presence of synergistic cooperation**. It is the coming together of different people to provide for each person's need. Where pillars like Actualize help us focus on our own achievements, **Harmonize helps us to focus outward toward how we can benefit others**. This coming together of self and other for the purpose of spreading health and wealth is at the heart of SHARE.

We have tremendous opportunities in today's world to harmonize within our communities. Harmony involves a sincerity of good will that builds trust and makes sharing natural and authentic. What could expressing your good will for your community look like for you?



When you created your hot list, you may have brainstormed through various groups that you are active with. It may have included neighborhood organizations, church groups, children's sports teams, volunteer programs, or simply your local grocery store or hair salon. Whatever those groups are for you, consider ways that you can foster good will with the group, and also partner with the group to provide good will for the larger community.

For instance, you could offer to host a BBQ for the parents of that sports team to allow people to get to know each other and move from being "that parent" to more of a neighbor. Later in the season, you can invite that same group of people to a Coffee Break or to cheer for you at your rank advancement ceremony! You could also talk with your local grocery store about partnering to raise money for a greater cause like a local homeless program, foster care or disaster relief services.

Pouring your good will into the community will create harmony in your life and the life of others. It will create new relationships and new opportunities to share about your business, and it will enrich your life with a personal sense of reward.



Trick or Treat! These Pumpkin Spice Latte Cookies are good to eat! It's the fall season's most popular flavor in a delectable Ganoderma-enriched cookie! Forget just any pumpkin cookie, this delicious goodie brings the latte to cookie form by adding GanoCafé directly into the mix. Top it off with a sweet coffee glaze and enjoy watching your friends and family devour them one by one.



NUTRITIONAL FACT:

Pumpkin puree is rich with Vitamin A, providing well over 100% of your daily need. Vitamin A helps the body with reproduction and immune system health. Match that with Ganoderma lucidum, which has also shown to promote immune system productivity!



PUMPKIN SPICE LATTE COOKIES

Cookies:

½	cup unsalted butter, softened
1	cup packed brown sugar
1	large egg yolk
1	tsp. vanilla
⅓	cup canned pumpkin puree (not pumpkin pie filling)
4	tsp. GanoCafé 3-in-1 (⅔ sachet)
¼	tsp. salt
1	tsp. cinnamon
1	tsp. pumpkin pie spice
¼	tsp. ginger
¼	tsp. clove
¾	tsp. baking soda
1½	cups all-purpose flour
1	tsp. GanoCafé 3-in-1 (remaining ⅓ sachet)
2	tbsp. hot water
2	cups powdered sugar

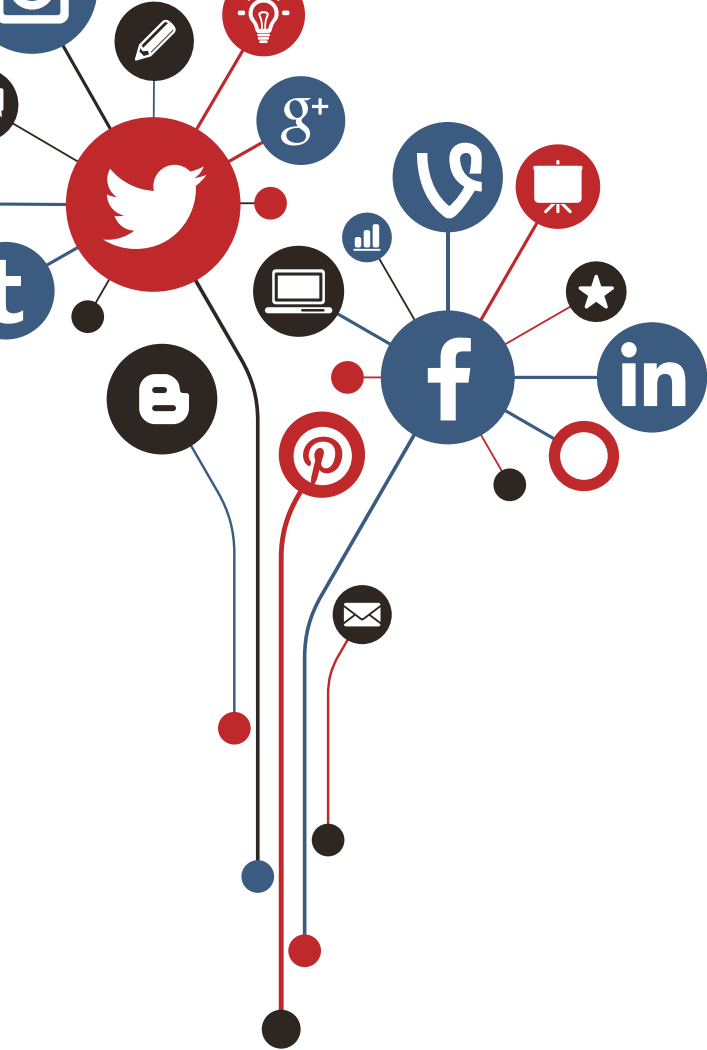
Directions:

1. In a large bowl, whisk together butter, brown sugar, egg yolk, vanilla, pumpkin, and ⅔ sachet of GanoCafé 3-in-1.
2. In a medium bowl, whisk together salt, cinnamon, pumpkin pie spice, ginger, clove, baking soda, and flour.
3. Gradually add the dry ingredients to the wet ingredients and stir until combined.
4. Chill cookie dough in the refrigerator for at least 2-3 hours, or overnight if desired.
5. Scoop the dough into even portions (about 1 tbsp) onto a cookie sheet.
6. Bake at 350 degrees for 10-12 minutes, or until edges are golden.
7. Remove from heat, and allow to cool for 2-3 minutes on the cookie sheet before moving to wire racks to cool completely. They will continue to cook a bit while on the cookie sheets.
8. Once cool, drizzle with coffee glaze.

For coffee glaze:

1. In a medium bowl, combine remaining ⅓ sachet of GanoCafé 3-in-1 and hot water.
2. Add 2 cups powdered sugar, whisking until smooth. If needed, add more water or powdered sugar to achieve desired consistency.
3. Drizzle glaze over cooled cookies, and allow to cool for 15-20 minutes.

Inspired by TheGoldLiningGirl.com



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Nazli Koc, Rosezavien Carter and Roberto Carlos Torres!

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



Instagram: Nazli Koc
"Coffee Addict!"



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: Rosezavien Carter
"Coffee, the world's most traded commodity
only 2nd to oil..."



CUSTOMER SERVICE CORNER



Gano Excel has so much going on
this fall, and your customer service
team is here to help! During such
a busy season, details can easily
slip through the cracks. In fact,
sometimes it seems as if they are running away
from you! Don't compromise the quality of your
business and your customer service. When
questions arise, give us a call. We are here to
help find solutions for you and save your time.
Call us at **(626) 338-8081**.



Instagram: Roberto Carlos Torres
"Scary good coffee, you'll love it!"





gano excel •

ROCIO PERALTA

EXECUTIVE
DIAMOND

Rocio Peralta, Executive Diamond, writes that leadership is not a question of title or position. Instead, it is a matter of making things happen. Do you demonstrate influence over others, are you creative and can you resolve problems? Leading a team requires these skills.

Ask yourself, "Who follows me?" We cannot force anyone to follow us. It is of their own free will that they do so. And, if they do, it is because you are someone worthy of following. You are viewed as a leader. This is proof of your leadership abilities. When people allow you to influence them, how they work, and how they solve problems, you are helping to lead them to achieve their goals.

Are you a fountain of inspiration? No matter what else you do, you must be able to inspire others and have them follow your instructions. Your team must trust your creativity and your experience. It takes a quality of personal charisma to have such infectious inspiration with others, but it doesn't just come from one personality type or another. Every person can develop their own version of charisma in the way that they inspire others.

Part of earning influence with others is giving credit to others for their part in your success. You must be honest with yourself that you wouldn't be where you are without the help of others. Putting that gratitude into words is the heart of edification. By edifying the company, the product, our Upline, and our corporate and overall leadership, you provide further proof why your leadership is trustworthy.

When you construct your organization on solid leadership, you create a solid base that will last a very long time. Wherever you find great leadership, you can be assured that new, strong leaders will rise from within that organization. This is because good leaders work by setting the example and in the efforts and results they produce.

CAROLINA ROMO GALLARDO

SACRAMENTO, CA



Carolina Romo Gallardo joined Gano Excel about six months ago. She was attracted to Gano Excel after hearing from Affiliates about the change in their life that Gano Excel was affording them. Carolina has wanted to see an improvement in her health for some time, and she was amazed at the difference Gano Excel has made in her well-being. She wants to continue to have better health, as well as afford a better lifestyle for herself and her family. Gano Excel provides her the opportunity to do just that.

Carolina joined Gano Excel under the leadership of Erica Reyna, an active Diamond with the company. Erica has become Carolina's greatest mentor. Carolina has learned some great lessons such as to never hold back and to always be coachable. She expects to continue to learn and grow from the wisdom of her leader. Erica has also taught Carolina how to train her own team through attending every training opportunity, as well as recommending books and audios that focus on success and self-improvement.

Her goal is to reach the rank of Platinum before 2017 comes to a close, and to achieve Diamond in 2018. With the help of her leader and her team, she has 100% faith that those goals are possible. She believes in the future of Gano Excel and wants to be a part of it. She believes Gano Excel will continue to prosper and grow as health and wealth are spread across the U.S. Being a part of that success will help her achieve the lifestyle she is working toward. She says, "Being persistent, working the Gano System and holding tight to your dreams are what will see you through and allow you to reach all your dreams."

MA. "LUPITA" PADILLA VALENCIA

OXNARD, CA



Lupita has earned her way to Gold in just less than three months of being with Gano Excel. She has been a consumer of Gano Excel products for a long time, and couldn't imagine her life now without it. She wants to see Gano Excel in every home across the USA, and believes the company is on the way to making that happen. She has recently seen the opportunity to be a part of that growth, and acted on it by starting her own Gano Excel business.

Her husband, Rogelio Padilla, is her mentor with Gano Excel. He and her children are her biggest inspirations. She's learned that it doesn't matter where someone comes from to take full advantage of this opportunity. No matter what social, economic or academic status you are, you can change lives and accomplish great things. That is what Lupita wants for herself and her family. She has learned that perseverance is everything. Fixing your focus on reaching your goals is what allows you to accomplish them.

Lupita is working to reach the rank of Diamond in the next year, and is focused on raising up leaders on her team. She transmits her vision for spreading health and wealth, along with the opportunity that it brings, to all her prospects. She trains her team weekly, including watching Primeros Pasos, especially with her newest recruits. The interviews with the Diamonds and other leaders bring great insight that she learns from and applies to her own leadership. She values unity on her team, and encourages everyone to work together to achieve their respective goals. Lupita is preparing a "Leadership" training program and hopes to launch it with her team before the end of this year.



LIVING UP TO OUR FULL POTENTIAL

Please join us in celebrating the achievement of the following Affiliates in their rank advancement. Advancing in rank is an honor for us to bestow, because it acknowledges the hard work and dedication of people like you, who strive to succeed in their business.

Each Affiliate you see below has made their "why" a solid foundation, from which they grow and thrive inside and out. Their motivations are their own, their dreams and inspirations are rooted personally in each individual. **We applaud you for reaching the next step toward a new future.**

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



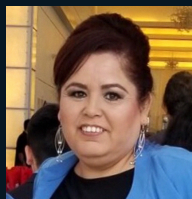
Blanca Solorio
Rank: Executive Diamond



Hipolita Gonzalez
Rank: Executive Diamond



Rene Marin
Rank: Executive Diamond



Rocio Peralta
Rank: Executive Diamond



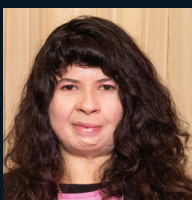
Sandra Estrada Morales
Rank: Executive Diamond



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

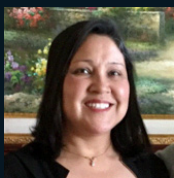


Carlos Cortez
Rank: Gold

SILVER



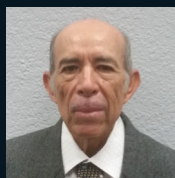
Elvis Ambriz
Rank: Silver



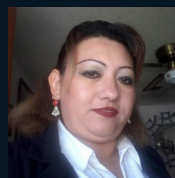
Hortencia Soria
Rank: Silver



Jorge Sagastume
Rank: Silver



Lucio Gonzalez
Rank: Silver



Rosa Ventura de Cortez
Rank: Silver