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OCTOBER 2015



TRUE LEADERSHIP

THE ACT OF EDIFICATION

SUPER SATURDAYS

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A Monthly Publication

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COMPANY UPDATES

New Promotion

Summer is over, students are back in school, fall is in the air, and winter is soon to follow... So let's go to Hawaii! Gano Excel's newest promotion is All Things Point to Hawaii! You can earn an all-expense paid trip to Hawaii. This promotion is running now until December 31, 2015. You can qualify by achieving the paid rank of Gold, Platinum, or Diamond for the first time between Cycle 352 and Cycle 368. Your eligibility is determined by your paid rank and your performance for the year. You can also earn upgrades and other rewards by developing your team to achieve rank advancement during the same cycle periods.

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All Things Point to HAWAII

Viva Mexico!

On September 21, 2015 Gano Excel got a bit bigger... we have re-opened the doors and are ready for business in Mexico! The re-opening of this magnificent market in the capital city of Mexico D.F. is just another confirmation that the mission to share Ganoderma Lucidum with the world is now!



New ESP Packaging

Brand new and exciting ways to share our products have launched! Check out the new ESP Packaging and newly designed ESP 3 Package containing the Business Kit. The Business Kit is a wonderful tool to share and expose our delicious and healthy products in a convenient and professional manner. It is the best solution for the Affiliate on the go!



Gano Excel – 20 Year Celebration!

The Gano World descended on Malaysia the first week of October! Gano leaders from all over the globe attended a celebration of Gano Excel's 20th Anniversary. In addition to honoring the success of founder Mr. Leow Soon Seng's vision, our Super Star Affiliates and their extraordinary accomplishments were also celebrated. Attendees were able to take tours of the plantation, and witness the manufacturing of our products. These experiences reaffirmed Gano Excel's commitment to sharing Ganoderma lucidum with the world!



TRUE LEADERSHIP



In this industry, there is a lot of emphasis on leadership. Whether it is finding the right leader for your team, developing into or aspiring to be a leader, edifying your leadership, or learning how to lead your organization, it is a topic that always comes up. There are many leadership styles and skills required to become a leader, but the true purpose of leadership should not be lost; that purpose is leading others to success the proper way. Once you understand the purpose, you can focus on true leadership, and Gano Excel will do what we can to help you get there.

Gano Excel's newest promotion encourages this idea. The promotion rewards an Affiliate who achieves the paid rank of Gold or higher with a trip to Hawaii. When an Affiliate works hard to hit the rank of Gold, very often, the leader is also involved. Therefore, we decided to send the leaders on vacation too!

In addition, we're going to help our leaders develop the skills to be a better or more successful leader at Gano Excel. A true leader should know the basics of the business, but some experiences are not so readily available such as hosting a Super Saturday, closing or giving the keynote speech at events, and communication and organization with your Affiliates. So with that, we would like to announce the launch of Gano Excel's Leadership Seminars. These seminars are quarterly seminars offered to select leaders to help develop their leadership skills and exchange ideas with others.

Leadership is a continuing process. You don't hit a rank and automatically become a leader, nor does becoming a leader mean you don't try to improve. Technology changes, businesses evolve, and leaders must grow and adapt. Leaders are a large part of this business and Gano Excel will do everything we can to create and develop great leaders.



THE ACT OF EDIFICATION

Edification is one of the most important concepts in the network marketing business. It is the honest and sincere process of making somebody's positive qualities clear to others. It is the act of speaking or writing highly of someone, and building up his or her credibility. Edification will establish you as a trusted businessperson, and will help you build a strong team.

If you are fairly new to the business, the best way to learn the skill of edification is to tell your prospects about the success of your upline. Complement your upline and communicate their positive qualities and practices. By demonstrating the credibility of your upline, you are also demonstrating your own credibility. You are able to elevate your skills and success simply by association.

Edification also builds a strong team atmosphere. If everyone makes the effort to admire his or her fellow team members, the team becomes more solid. Everyone feels respected and treated as an equal, instead of unappreciated. By edifying each other, your team exudes positivity, and that attracts future prospects and team members.

When it comes to building your team, you can also take the opportunity to edify your prospects. Let them know what you think their exceptional characteristics are, and how he or she would be a valuable asset to your team.

In addition to your upline and team members, you should also be edifying your company. You want to communicate the success stories of the products and the business. You should express why you enjoy working for the company and why you are so eager to share it with others. Edifying your company also creates momentum and interest. When prospects learn about the success of a company, the positive attributes of its Affiliates, and the promise of its opportunities, they are more likely to trust your business.

There is also a personal aspect in edification. If you are practicing edification at work, that practice can flow into your personal life. Speaking highly of those who are close to you, and sharing their positive qualities with others will strengthen your relationships. You will foster mutual trust and respect.

Practice edification with truth and sincerity, and make sure you truly believe what you are saying. When you do so, it can produce long-term results. If you successfully edify your upline, team members and your company, you will continue to generate interest in your business. People want to be a part of something positive, something real, and something that works.

SUPER Saturday



Super Saturday is a monthly training event hosted by field leaders, usually Diamonds and above, to help fast-start and provide training to team members who have just joined the business. It is meant for those who are ambitious and hungry and want to begin doing business and expanding their network. To some, it is a monthly, must-attend ritual. To others, it is a social gathering that allows them to connect outside of their own network.

This local event brings the leaders and Affiliates together. You can usually expect to see at least 100 to 200 people. Some are leaders, but most are brand new Affiliates who are eager to learn about the ins and outs of this business; many of them are just like you.

A **Super Saturday** event consists of learning new techniques and skills, as well as viewing presentations. There are four main presentations that are always showcased at the event. The first two are aimed at educating new Affiliates about the business. First is our Opportunity Presentation. This is the building block of our business, and the one that all Affiliates should know how to practice. The second presentation is the Compensation Plan. This presentation is important to new Affiliates as it explains how they are compensated and rewarded. New Affiliates should take notes when speakers are presenting, and their goal should be learning how to explain and teach the same concept to their teammates. This process is known as duplication.

In addition to the Opportunity Presentation and Compensation Plan, the two presentations from emerging leaders are also vital to the **Super Saturday** event. Emerging leaders are those who have been in the company for less than six months but are doing extraordinary things for their businesses and themselves. They are asked to speak about their experiences and what has helped them in the process. Everyone has something that he or she is good at, whether it is 1-on-1 presentations, prospecting new leads, inviting guests to weekly meetings, or following-up with existing leads. These skills are also important for new Affiliates to learn.

Super Saturdays are good events to attend to learn about the latest company updates. Gano Excel is always onto something new, whether it is a new promotion to help you advance in ranks, a new tool to assist you in the field, or new trainings to help you accelerate your success in building your team. Coffee is served, and the store is setup so that anyone can purchase products or tools. This is the perfect event to bring anyone who is new to Gano Excel. More importantly, this is the perfect event to bring those who are skeptical about the business or company. So what are you waiting for? Purchase your ticket for October's **Super Saturday** now! We will see you there!

All Things Point to HAWAII

Aloha everyone! Gano Excel wants to send you, yes YOU, on an all-expenses paid trip to Hawaii! Qualify this trip by personally achieving the paid rank of Gold, Platinum, or Diamond for the first time, or help your teammate to achieve the rank of Gold, Platinum, or Diamond, between Cycles 352-Cycle 368. Your eligibility is determined by your paid rank and your performance for the year.

Don't miss this opportunity to win the trip of a lifetime! Grab your sunglasses, sunscreen, and start earning!

GOLD (Eligible for anyone who has not achieve the rank of GOLD or higher at least twice this year.)

	1st	2nd	3rd	4th	5th
Enroller:	0	Hawaii Trip	\$250	1st Class	\$1,000
Affiliate:	\$500	\$1,000	Hawaii Trip	\$1,000	1st Class

PLATINUM (Eligible for anyone who has not achieve the rank of PLATINUM or higher at least twice this year.)

	1st	2nd	3rd
Enroller:		Hawaii Trip	1st Class
Affiliate:		\$1,000	Hawaii Trip

DIAMOND (Eligible for anyone who has not achieve the rank of DIAMOND or higher at least twice this year.)

	1st	3rd
Enroller:	1st Class	Bring Guest
Affiliate:	Hawaii Trip	1st Class





EMERGING LEADER: MYRYAM AYALA

Myryam Ayala is this month's Emerging Leader. She was recently the Master of Ceremonies at a Super Saturday event in September. This is a challenging role, which requires connecting with the audience, managing the agenda's time line, introducing guest speakers and doing it all in an entertaining and professional manner. Myryam did just that!

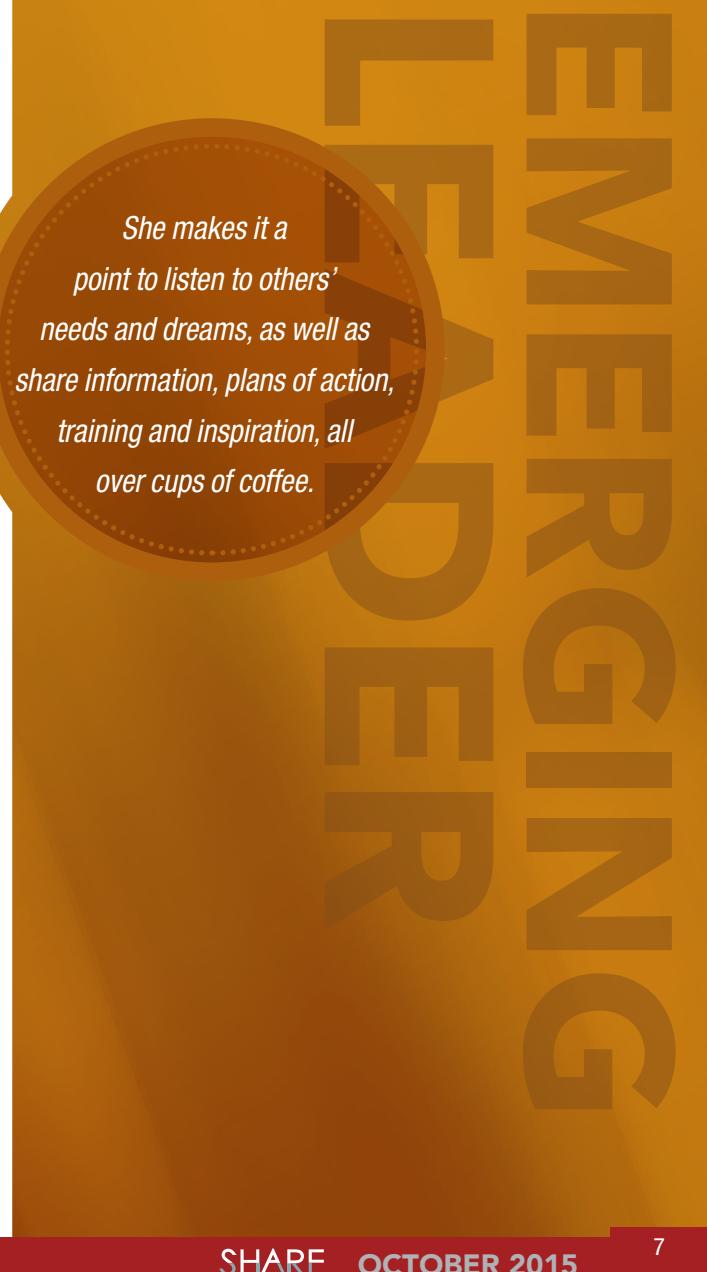
The skills Myryam displayed on stage stem from her drive to inspire others and see them grow. At group meetings, such as her weekly Sunday Coffee Breaks, her philosophy is that it isn't about her... it's about her team. She makes it a point to listen to others' needs and dreams, as well as share information, plans of action, training and inspiration, all over cups of coffee. Myryam describes herself as a coach, putting people in the position to succeed, whether they are together or separated by thousands of miles. She is committed to her team's success! By establishing regular coffee breaks and filling the agenda with training and support, Myryam's weekly meetings can take place even if she is traveling. Her team succeeds as a group because of the system she has put in place.

Myryam's inspiration comes from several sources. She draws strength from her mother and each person she knows and meets. Their stories, their actions and their spirit motivate her. She takes that inspiration and creates goals, and then focuses her time and energy on accomplishing those goals. For Myryam, persistence is key.

Bravo Myryam!



She makes it a point to listen to others' needs and dreams, as well as share information, plans of action, training and inspiration, all over cups of coffee.



LIVING UP TO OUR FULL POTENTIAL RANK ADVANCEMENTS

In this business, it is always difficult when an Affiliate decides to leave. We all start with so much enthusiasm and excitement...and then somewhere down the line we experience resistance, and the "No's" begin to add up. It becomes difficult to stay motivated in these situations, especially if money is tight. You may find yourself questioning your decision and your "WHY."

If you're in that place right now or know someone who is, just take a look at the people who are being recognized in this issue. They are with YOU! They get it, and they are not giving up! Never let someone else's words of criticism talk you out of your "WHY!"

NEVER GIVE UP!

Remember this poem. It's perfect for all of us!

When things go wrong, as they sometimes will,
When the road you're trudging seems all uphill,
When the funds are low and the debts are high,
And you want to smile, but you have to sigh,
When care is pressing you down a bit,
Rest, if you must, but don't you quit.
Life is queer with its twists and turns,
As every one of us sometimes learns,
And many a failure turns about,
When he might have won had he stuck it out;
Don't give up though the pace seems slow--
You may succeed with another blow.
Often the goal is nearer than,
It seems to a faint and faltering man,
Often the struggler has given up,



When he might have captured the victor's cup,
And he learned too late when the night
slipped down, How close he was to the golden
crown. Success is failure turned inside out--
The silver tint of the clouds of doubt,
And you never can tell how close you are,
It may be near when it seems so far,
So stick to the fight when you're hardest hit--
It's when things seem worst that you must
not quit.

- Author Unknown –

DIAMOND



Tomas Rodriguez
Rank: Executive Diamond

GOLD

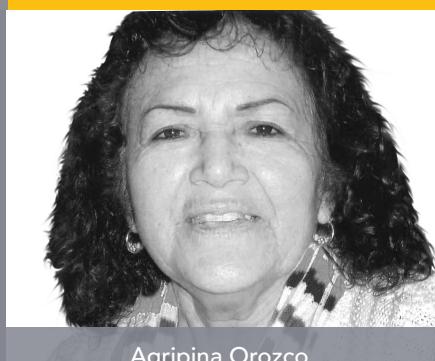


Cesar Vargas
Rank: Gold

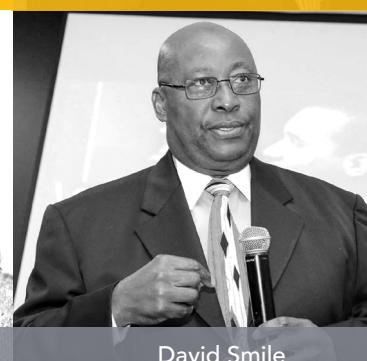


Myryam Ayala
Rank: Gold

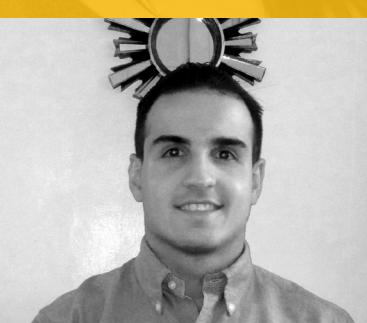
SILVER



Agripina Orozco
Rank: Silver



David Smile
Rank: Silver



Ramiro Palacio
Rank: Silver



Sandra Velandia
Rank: Silver



Teresa Parada
Rank: Silver



Dale Costa
Rank: Silver