

NOVEMBER 2016

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SHARE



**MLM INDUSTRY:
PRIME TIME**

THE COLD CALL

**SOCIALIZE:
COORDINATE. QUALIFY. CLOSE.**



Do You Need a **Boost?!**



Get Enriched. Get Energized. **Get Tongkat!**

Whether you're crawling out of bed or getting ready for a long night, GanoCafé **Tongkat Ali** gives you the energy to perform at your peak without the crash. Enjoy the potent combo of delicious coffee, Ginseng Longfolia Jack, and Ganoderma lucidum.



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CEO MESSAGE



As the year comes to a close, it's a great time to reflect on what Gano Excel has accomplished this year. This year we have moved the company into a great direction, one that reflects the growing trend in health and wealth. With new designs, packaging and training programs, we're pushing Gano Excel into a position to take advantage of this growing movement.

Of course, all of this is for nothing if we didn't do one thing: produce results. In the end, how many new countries opened up, how many new affiliates joined Gano Excel, joined the ranks of diamonds, earned six figures, and consumed and shared the products are what matters. In this, I'm proud of what we have accomplished this year. It took 20 years for Gano Excel to get to this point. Producing one small result at a time. One country at a time. One Affiliate at a time. Are you happy with the results you produced this year? Will you be recognized for the results you produced at our Night of the Stars event December 10th?

If not, there's still time to finish the year strong. Gano Excel is currently running its Bingo promotion to help you get the results you want and of course, earn some extra cash to finish the year. The promotion is all about producing results, big and small. It's the sum of all of those results that lead you to the prize. This business is the same.

You don't have to hit Diamond right away to get the grand prize. It's a methodical effort. From working your way up to Bronze, to Silver, to Gold, to Platinum, and of course to Diamond. But, once you get the first taste of results and success, you'll have the drive to get to the next level.

Sincerely,

Mr. Ooi Chin Aik,

Chief Executive Officer, Gano Excel | North America



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Will-Call Hours:

Mon - Fri: 9 a.m. - 6 p.m.
Sat: 10 a.m. - 3 p.m.

GanoExcel.us

MLM Industry: Prime Time

Why is November going to be a great time for you to sell enriched GanoCafé products?

Here are four reasons and how to make the most of them.



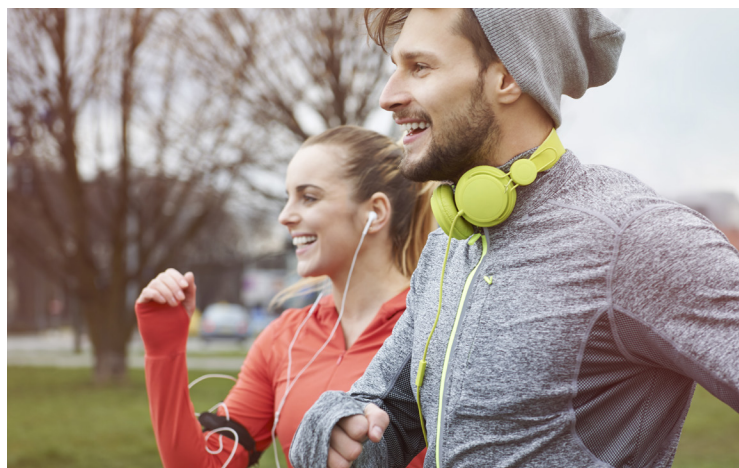
2 **Holidays are approaching!** People are starting to think about gifts, and even though GanoCafé might not replace that big screen tv or diamond necklace, it makes a great suggestion as a small gift for friends, coworkers or even stocking stuffers!



4 **School is in full swing.** Younger students are keeping parents and grandparents busy with homework, sports, plays, recitals and parties, leading to later nights and earlier mornings where they may need an extra boost of wellness and energy. Older students may enjoy a cup themselves while studying for exams.



1 **Cooler weather.** Although some states are known to stay warm well into fall, by November most places are cool enough that a warm cup of coffee, tea or hot chocolate sounds like a great idea practically every day. And instead of spending \$4 a cup by venturing out to a local coffee shop, why not stay bundled up at home and save those extra dollars.



3 **The battle to stay healthy has begun!** If they haven't already, people tend to take more steps to be health-conscious as the weather gets cooler and stress starts to rise. Nobody wants to go into the holiday season knocked down! The health benefits of Gano Excel products will be music to the ears of someone who is looking to boost their overall wellness during this season.

Bottom line, now is a great time for your business! Time to give all your customers and prospects a call and see how they are doing. Timing is everything!



THE COLD CALL

The cold call can be one of the most difficult disciplines of your business. However, it is important to resist avoiding it altogether. As hockey legend Wayne Gretzky famously said, “You miss 100% of the shots you don’t take.” The only way to have a successful cold call, is to actually make the call!

One of the biggest mistakes in cold calls is trying to make an immediate sale. Don’t see the cold call as a sales call. You are putting too much pressure on yourself, and on your prospect! Instead, look at the cold call simply as an introduction and an invitation. Moving a prospect from “cold” to “warm” is a huge win. Here are some tips that may help you get there.

1. **PLAN AHEAD**

Write down questions ahead of time, but not a script. Nobody likes talking to a script, make the call personal. Make your questions about your prospect, not about you. Make them easy to answer. Take the time to listen, learning about your prospect helps to qualify them which will help you later.

2. **RELAX**

Stay friendly and confident. Don’t focus on sales, focus on your prospect. Let them know how you heard about them, and that you wanted to connect.

3. **INVITE**

Use the cold call to invite this prospect to a Coffee Break or upcoming event. Most people will be more responsive to events where they don’t need to come alone, or will already know others at the event. Keep it fun and as a way to further get to know each other.

The key is to think about each cold call as the beginning of a long-term relationship, not a one-time sale. Take your time and get to know your future customer or business partner. Make sure to follow up with a note or a text to let the person know you were thinking about them and what they said. If they agreed to a meeting or event, follow up with the details. If it’s a “no,” don’t worry! Politely accept the person’s decision, you can always check in later down the road. Most of all, be friendly and show genuine interest.

Burn it up!



Gano Bingo

Have you been playing Gano Bingo? Want in on the fun?

Visit bingo.ganoexcel.us to get your free square and learn about the ways to win!



Night of the Stars

Make sure to get your tickets for our Night of the Stars on December 10! Join us in celebrating like celebrities and dance the night away to Sonora Dinamita.

Hilton Long Beach

(701 W Ocean Blvd, Long Beach, CA 90831)

Registration begins at 5pm, Dinner served at 6pm.

Ticket price is \$65 for pre-sale, and \$75 at the door.

We can't wait to celebrate you!

Visit stars.ganoexcel.us for more information.

"Entrepreneurship is living a few years of your life like most people won't—so that you can spend the rest of your life like most people can't."

- Anonymous



SOCIALIZE

COORDINATE. QUALIFY. CLOSE.

Last month we talked about identifying prospects, but now what?

Let's be real. Not all prospects are equal, and you want to spend your time wisely. That's why any information you have about a prospect can make them a qualified prospect. And really, the more qualified prospects, the better. Time to circle up with your team to share your lists and come up with a plan.

Here are some of the things you may want to discuss:

1. Place yourself in the prospect's shoes. Is there anything he or she has shared with you or a team member about their situation? What is going on at work, or at home that may help you when talking to him or her about Gano Excel? A person that's busy may love the idea of convenience, while it might be a great time for another person to take on a new opportunity.
2. How much does each prospect already know about and/or love Gano... or a similar product? Whether a coffee lover, a health nut, a family man or a downright Gano superfan, sharing these likes and interests will help create conversation when building rapport with the prospect.
3. What is the best way to reach out to each prospect? Based on what you know, think about the best plan for making contact. In some situations, you may realize that bringing along a team member who can relate to what a prospect is going through may help build that relationship. But it is important to not just assign people, if a prospect is your relationship they will want to see you, not a stranger!

The more you get together to review and plan qualified prospects, you will find that cultivating them into customers and business partners becomes easier and more fun! That's because you are turning strangers into friends!



TONGKAT ALI ENERGY SHAKE



Get ready for the go, go, go! We've got a tasty shake to get you through the day. Delicious dates combined with creamy almond butter and banana make this shake irresistible! And with GanoCafé Tongkat Ali and C'Real you can be confident it's nutritious, too! Throw it all together in a blender for a quick boost that will make the day breeze by.



NUTRITIONAL FACT:

Tongkat Ali has been known to improve energy, sports performance and weight loss, as well as reduce stress. Plus, C'Real contains Spirulina which helps strengthen immunity and boost energy with omega fatty acids, essential B and other vitamins and minerals, protein, and powerful antioxidants. Combine all of this with Gano Excel's Ganoderma lucidum... and you get a super-powered, start-your-day shake.

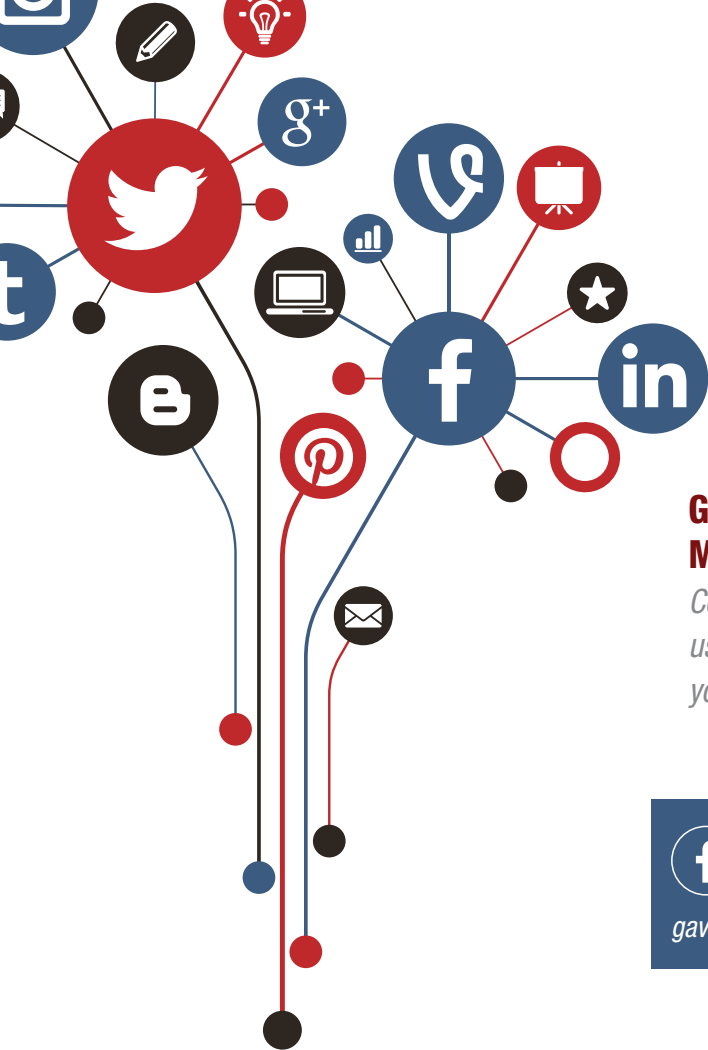
ENERGY SHAKE

Ingredients:

- | | |
|-----|---------------------------------------|
| 1 | banana |
| 8 | oz. brewed GanoCafé Tongkat Ali Latte |
| ¼ | cup unsweetened almond milk |
| 8 | oz. of GanoCafé C'Real |
| 1 | tablespoon almond butter |
| 4-5 | small dates or |
| 2-3 | large dates |

Directions:

1. Peel and quarter one fresh banana and combine with dates in a bowl.
2. Mix GanoCafé Tongkat Ali with hot water and mix until completely dissolved.
3. Pour ¼ cup of unsweetened almond milk into a blender and add the Tongkat Ali Latte and unmixed sachet of GanoCafé C'Real.
4. Start to blend and slowly add your banana and dates mixture.
5. Once the shake looks smooth and frothy, add one tablespoon of almond butter and continue to blend.
6. Pour into a glass and garnish with a slice of banana.



TIME TO SHARE

Gano Excel's Social Media Star of the Month: Vero Godoy and Olivia Martínez!

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



Facebook: Vero Godoy

"My new cards that Gano Excel gave me, thank you. I'm 100% GanoExcel!"



CUSTOMER SERVICE CORNER

Authorization Forms



Did you know that you could have a friend, family member or someone from your organization pick up your orders, or make purchases on your account while you are away? By filling out an authorization form, you can keep your Gano Excel business moving when you don't have time to stop and rearrange your schedule! Go ahead and take that vacation! Or get all your daily tasks accomplished while maintaining your business without added stress. Authorized users can also redeem accumulated rewards points! Obtain your authorization form by visiting our website at Ganoexcel.us, the back office, or by visiting any of our support centers. The Customer Service Department is eagerly awaiting your call, so contact us at (626) 338-8081 and let us help you with any questions you have.



Facebook: Olivia Martínez

"Sunday Funday!! Sharing with others the benefits of ganoderma enriched coffee made by @ganoexcelusa. Feeling blessed to be part a company where it pays to share!. Thankful for the 1000 free business cards provided by the #1 network marketing company worldwide @ganoexcelusa #ganoexcelusa #ganoexcel #ganodermaalucidum #itpaysoff #wealth #healthy #deliciousness #nutrition #share #dreambigandthendreambigger #dreamteam #entrepreneur #networking #grateful #blessed #moneyteam #productiveday #promo"



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!



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ANTONIA NARVÁEZ

GOLD



Antonia Narvaez, Gold, from Denver, Colorado is our leadership spotlight; born in Jalisco, Mexico. Living and working in Denver, Colorado, she is a leader who is making big strides in the Mile High City. What attracted her to this business was first and foremost the product. When she first heard about it, she was skeptical until she tasted it, and then she fell in love with it. She couldn't keep this secret and she shared it with those close to her, including her mom. Her mom, upon tasting and consuming the product regularly, says she felt like a new person. As you can guess, Tongkat Ali is her favorite because of the energy it gives her throughout her day.

Her motivation, in addition to spreading health to all that she knows and to people that she has not met, is her children. She explains that being a mother is the greatest thing in her life. In addition to the energy she receives from the product, Antonia says that having a very positive attitude, a huge smile and being humble are the attributes that — with her motivation for her family — have led to her success. The success of her team is the primary component to being a leader. To provide training, support, motivation and direction is what she teaches to each one of her team, so that they can replicate that as they build their own organizations. She makes weekly meetings every Saturday to meet with her team.

Her concentration is in the Denver area, and she hosts her weekly meetings at the Gano Excel Denver location. She says that the opportunity to host her meetings at that location, free of cost, has been a huge support, and is so grateful that when people say that “with Gano Excel everything is possible,” it truly is. Her goals are to be Platinum by the end of the year and meeting the needs of her team. Which means being available for them and truly listening. She's confident she can hit her goals. She draws inspiration from another leader, Veronica Carbajal, because of Veronica's humility and positive energy. Working with like-minded people who are interested in building and creating a business is her main focus. She's able to spot leaders the very moment they start to speak, how they present themselves, how they dress, the attention and interest that they show and if they are great listeners.



FILOMENA REYNOSO

MONTEBELLO, CA



Filomena is a Silver from Montebello, California and has been with Gano Excel for four years. Her immediate goal is to hit the rank of Gold, with consistency for the remainder of 2016. She concentrates on the basic building blocks of building an organization by focusing and teaching the napkin presentation; along with all the other tools, provided by corporate. Her emphasis is to focus on the wealth plan and the opportunity to create financial independence for those she knows and continues to prospect in Southern California. Education and personal development are important to her because she believes a leader leads by example and gives the path for her team to follow on the road to their success. She draws her inspiration from Rebeca Sanchez which teaches them to use the company tools and trainings and attend all meetings, trainings, and events to learn from others, and show her team that they can count on her to be there for them.

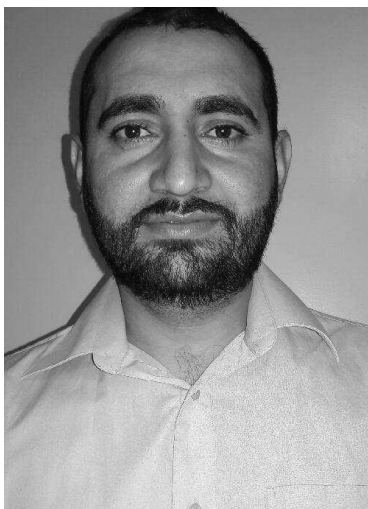
Gano Excel gives her two ways to succeed in her dreams: Through the coffee and the opportunity. With this simple combination, financial freedom for herself and family and for everyone she comes in contact with is there for her. This is a lucrative business with the combination of health and wealth. Her goal for 2017 is to expand her area, including other countries.

EVANGELINA MEDINA

NATIONAL CITY, CA



- She's been enrolled 6-7 months in Gano Excel.
- To excel in the company with this new experience and gain the most for her and her family.
- Personally, she watches a lot of videos by Brown Bear for motivation for her personal development, she always participates in the meetings with her leaders to practice and by giving all her attention to grow and learn from her leaders. She teaches her team by meeting with her team and train, always explaining our tools (Napkin Presentation etc.).
- Joe Page is her mentor. 1st lesson: Help others; always be supportive with your team. 2nd: To always uplift and make others feel special, by believing in them.
- She has always been interested in being part of a network marketing company – She saw her dreams (vision) in the company (imagined her dreams coming true with GE).
- She sees GE growing in Southern California and opening a new distribution center in San Diego.



MIGUEL ÁNGEL ALBARRÁN

MONTEBELLO, CA



- He's been with Gano Excel for three months.
- His goals for next year are to continue prospecting and sharing the product with others, and to keep growing his team.
- He trains with his team on the Napkin Presentation, always motivating them. He always reaches out to his up-line (Rebeca Sanchez, Filomena Sanchez) for support, and to help him with training due to his full-time job and lack of time.
- His brother is his mentor. 1st lesson: He taught him with his experience of success to look at other opportunities for money that don't require so much hard work (labor) on his part; that he has the ability to be his own boss and overcome the restrictions of a traditional job. Also, to always move forward and not backwards.
- What attracted him to the business was the possibility to reach financial liberty without being overwhelmed by the process.
- Continued growth and expanding to other countries is what he wants to see with his Gano Excel business in the upcoming year.



LIVING UP TO OUR FULL POTENTIAL RANK ADVANCEMENTS

It's always a pleasure to work with our Affiliates because you all know how to make the workplace into a friendly and inspiring business environment. As Gano Excel Affiliates, you are pros at using and leveraging all the tools provided, and we're so happy to see you constantly taking steps forward in achieving your next rank and getting closer to making your dreams come true.

If Oscars were given for a job well done, we'd nominate all of you! Your dedication, enthusiasm and insights are really inspiring. We wish all our Affiliates many years of great achievements! Congratulations on your success!

SILVER



Germán Peña Palafox
Rank: Silver



Kheyla Mathis
Rank: Silver

BRONZE



Ana Mayett Vega
Rank: Bronze



Beatriz González
Rank: Bronze

