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NOVEMBER 2018



7 INSPIRING FACTS ABOUT GANO EXCEL

TIPS TO UPROOT NEGATIVE SELF TALK

ENERGIZE: FUELING OTHERS WITH AFFIRMATION





DELICIOUS, NUTRITIOUS AND DOWNRIGHT SENSATIONAL!

Just imagine the crowd roar as you cozy up with a loved one to watch acrobats fly with the wind, dancers glitter the floor in song and wild animals tamed with fire! The scent of magic arises into the air while this three-ring circus dazzles in a unified precision that brings tingles to your ears. You take a deep breath and open your eyes to the enchanted flavor of GanoCafé 3-in-1. Its perfect blend of coffee, sugar and non-dairy creamer entertains your taste buds with impeccable delight. Enriched with Ganoderma lucidum, you have all you need in one simple cup.

GanoCafé 3-in-1
Made to be shared.



CEO MESSAGE



As we enter the month of November, we draw closer to the season of fall holidays that focus on gratitude. The USA celebrates their national Thanksgiving holiday on November 22nd, but you don't have to wait until then to adopt a thankful attitude. Gratitude, as some may say, is always "in season." Still, I would be remiss to let this opportunity to praise such an excellent virtue pass by.

The truth is, I could never write enough about the strength of gratitude. Certainly as an outlook, it keeps one from arrogance, unhappiness, and acerbity. Thankfulness, though, is not limited to a state of mind. We act out our gratitude in our actions and our speech every day. Although I have found most people to be in agreement about the importance of gratitude, many fail to act on it in practical ways. I've found that there are some common pitfalls. For some, thankfulness is saved for special occasions. It is possible they fail to see the relevance of the expression to daily business. For others, the attitude is so greatly assumed to be happening on the inside that expressing it outwardly is forgotten.

First, to the subject of relevance. I cannot stress how great of an impact expressions of gratitude will have on your business. It is one of the core fundamentals of customer service, and it is important to remember how valuable long-term customer relationships are to your business. We have an excellent compensation plan that rewards and incentivizes long-term, sustainable business. Your residual income depends on it, and it is likely a reason you have chosen our amazing product that is consumed and repurchased on a regular basis.

Secondly, I encourage you to act out your gratitude every day, even if only in small ways. When you provide evidence of your thankfulness, it is more difficult for you to criticize yourself. You will find it easier to believe in your own gratitude and combat negative self-perception. That helps with confidence, but obviously your actions not only benefit you. You are benefiting the other person, and thankful acts can be contagious – your small act may very well end up making a huge difference!

Put into practice some simple habits of expressing your thanks to your Upline, your customers, and also your family and friends who support you in your entrepreneurship. I look forward to ending the year with great energy and enthusiasm at our E:2018 event this December in Orange County, CA. I hope to see you there and extend my thanks for all your excellent work this year.

Sincerely,

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



A Monthly Publication

CEO Message	3
7 Inspiring Facts About Gano Excel	4
Tips to Uproot Negative Self Talk	5
Company Updates	6
Energize: Fueling Others with Affirmation	7
Product Highlight and Recipe	8
Global Corner	9
Time to SHARE	9
Leadership Spotlight Sara Navarro de Diaz	10
Emerging Leaders	11
Rank Advancements	12



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7 INSPIRING FACTS ABOUT GANO EXCEL



Focusing on the positive is important for motivation, and at Gano Excel we have a great company where it is easy to find inspiration. You should feel good about your company! Here are 7 facts about Gano Excel – and some may surprise you!

- 1. Our tiny start-up blew up into a global multi-million dollar business!** It started 23 years ago, with just a few people in a small Malaysian town. Now, with an international network of more than 60 countries around the globe, Gano Excel is the largest Ganoderma company in the world. We're talking about an international community that spans every continent, and diverse economies from the European Union, Australia, South America, Africa, the Middle East and here in the United States!
- 2. Gano Excel is dedicated to helping people all over the world make greater contributions to their society and community!** That is the "why" to our business and it comes from the top! Mr. Leow leads with the belief that by improving the health and wealth of individuals, we increase their capacity to do good for themselves, their families, their neighborhoods and the world. That is why Gano Excel has created a borderless business opportunity — to allow an international community of people, from all walks of life, to fulfill their dreams.
- 3. We make all our products in-house! Gano Excel is the only Ganoderma Lucidum provider in the world to own all of its own production facilities.** The mushrooms are grown and harvested inside huge, climate-controlled greenhouses where every variable can be carefully controlled and purity guaranteed. In 2001, we expanded our Ganoderma plantation in Malaysia to support the growth of our international operations. This expansion made Gano Excel the owner of the largest Ganoderma lucidum plantation in the world!
- 4. We've dedicated decades researching the best way to enrich your diet.** Mr. Leow Soon Seng began his research on the Ganoderma lucidum tissue cultivation process 35 years ago. From the initial interest in orchid plantation and the medicinal properties of various herbs, Mr. Leow Soon Seng started research on various species of mushrooms in Malaysia in 1983. After conducting countless tests and experiments, he found that Ganoderma lucidum has the highest therapeutic value compared to other types of mushrooms.
- 5. Many of our products were the first of their kind!** Gano Excel invented the world's first 3-in-1 coffee enriched with Ganoderma lucidum extract in 1997 and called it Gano Café. That's not all! In 1999, we developed and launched Gano Soap, the world's first personal care product enriched with Ganoderma lucidum. And, in 2000, we developed and launched Gano Fresh, the world's first toothpaste product with Ganoderma lucidum.
- 6. In 2002, Gano Excel became the first Asian network marketing company to enter the US market.** We were rated the "Best Newcomer in Network Marketing" by the Network Marketing Business Journal of America in 2004. Since then, Network Marketing in the United States has grown tremendously! Just in the last decade, 23% more people are involved with network marketing, and retail sales have grown 18% totaling more than \$34 billion last year.
- 7. Gano Excel has a huge heart for the environment!** Sure, you may know that we've adopted a 100% organic method for the cultivation of Ganoderma. We use recycled paddy husks, brown rice flour and rubber tree scraps as a medium for our plantation, with zero chemicals, pesticides or hormones. In addition to protecting our product, we also find other ways to be environmentally responsible. We are committed to reducing administrative paper usage by 50% through paperless solutions. And we encourage our suppliers to use organic-based ink on our packaging, which protects our land and water resources.

TIPS TO UPROOT NEGATIVE SELF TALK

So many times, *your biggest critic... is you!* You hear encouraging words from others, and you likewise lift others up with kindness and support. However, it is a whole different story inside your head. Inside, you are met with your own desires, hopes, and fears. These thoughts and passions drive you to act and achieve excellence in your life. However, the expectations you have of yourself can also hinder you when it comes to self talk. Is it negative or positive? Do you hear your biggest cheerleader or your biggest skeptic? Our drive in pursuing perfection is not something to ignore. But if you are constantly feeling deflated by your inner voice instead of motivated, try some of these helpful tips to reframe the way you are talking to yourself.

- 1. Identify the positive.** You may tend to focus in on negative events of the day, or the goals you did not accomplish. Your mind filters out all the positives. So, to counteract this habit, take some time to call out positive things that happened, no matter how small.
- 2. Push pause on the blame.** When something negative happens, you may tend to immediately blame yourself. For whatever reason, you have learned the bad habit of automatically accepting all responsibility. That's not to say that you did everything right, but give yourself some time to reflect on what happened. Be as fair to yourself as you would anyone else.

- 3. Accept the unknown.** In your effort to be prepared, you may always assume the worst possible scenario. While preparedness is a great skill, it can also lead to worrying. If you cannot stop worrying and all you see is catastrophe, it is time to take a step back. Accept that you do not know what will happen, and be fair about the likelihood of your fears. Be patient with yourself in the way you would with a friend.
- 4. Give permission for grey space.** It is great to give something 100%. However, if anything less than perfection feels like complete failure to you, you may only be seeing black or white. "All or nothing" thinking is extremely stressful! Although this can rub off on other people too, it is easier to see how unrealistic it can be by imagining yourself as a child or good friend. Noticing a theme? When your self talk sounds more like a friendship than a boss, you are headed in a positive direction.

The truth is that changing your mindset is not just about the warm, fuzzy feelings. Scientific research by organizations such as the Mayo Clinic have found that changing our negative thinking into a kinder, more positive voice can have amazing health benefits! Because the reduction in stress levels is so significant, Mayo Clinic lists benefits to positive thinking that include an increased life span, greater resistance to the common cold, better cardiovascular health, as well as improved mood and mental health.

*So start changing how you talk to yourself today,
and enjoy more of your tomorrows!*





**GANO EXCEL PROUDLY PRESENTS E:2018,
WHERE THE E STANDS FOR EXCELLENT!**

Join us for this stylish and exhilarating event to end an amazing year.

Dine with us in the gorgeous ballroom of the Hyatt Regency Orange County as we raise our glasses to toast your success with Affiliates from all across the country.

Listen as Affiliate leaders cast vision for 2019.

Be there as we announce our BIG Advance to Go! Winners, with prizes including 3 amazing trips, 2 incredible cars and more!

Dance the night away with live music provided by Sonora Dinamita!

Reserve your seat today!
Visit event.ganoexcel.us for tickets and information.



Take advantage of this amazing promotion to earn entries toward our **Advance to Go! raffle**.

We have **7 awesome prizes** to give away, including trips to New York, Hawaii, Las Vegas...

And the keys to **2 incredible cars!**



Promotion ends soon,
SO ACT NOW!

Visit promotion.ganoexcel.us for promotion rules and details.

"Be thankful for what you have; you'll end up having more. If you concentrate on what you don't have, you will never, ever have enough." – Oprah Winfrey



ENERGIZE: FUELING OTHERS WITH AFFIRMATION

Words can be very powerful. They move us, for better or for worse. **Energizing your business is about inspiring people to do their very best.** Choosing to lead with positives can prove more motivating than focusing on weaknesses or shortcomings. By focusing on an individual's strengths, it cultivates confidence instead of fear. Affirmation can be more effective than blanket positivity because it affirms something specific about the person. It tells your audience, "I know you can do this, and here is why." We are not relying on the uncontrollable powers of the universe, karma or fate to bring about our goals for us. **Energize others by affirming what is strong and desirable about their character or behavior.** Allow them to lead their own work effort by building upon those positive qualities.

Words of affirmation is one of the five named "love languages" that was published by renowned psychologist Dr. Gary Chapman in 1995 (a great year, if you ask us). That means that some people are thirsty for encouraging words, either spoken or written directly to them. These words should be



heartfelt, kind and focused on motivating the person to accomplish their own goals. Encouragement cannot be about using words to get others to accomplish what *we* want – that is manipulation, and it can be very destructive to a relationship. Affirmations strengthen a relationship. We energize our teams by empowering others. We awaken each other to all that we can achieve.

Drive your team forward by enacting a habit of affirmation. You don't need to praise everything someone does. Doing so can be construed as flattery. Instead, **praise one thing that is truly meaningful to you,** and that you know will be meaningful to that person as well.

When encouraging someone with a goal you know they can achieve, follow up. It is wonderful to hear, "Wow! I knew you could do it! Great job!" We can easily begin to focus on the next goal, and the next. To someone who thrives on words of affirmation, it can feel as if what they are doing is never enough. **Take time to praise the accomplishments on top of encouraging toward future goals.**



3-IN-1 COFFEE CHEESECAKE

Suddenly, bringing dessert is no small contribution to your next holiday gathering with this phenomenal coffee-infused cheesecake! Get ready to make heads turn with the delectable flavors of premium coffee and luscious cheesecake, enriched with Ganoderma lucidum. We use a blend of cottage cheese and Greek yogurt for that smooth, creamy texture that's much lower in fat than traditional cream cheese. Add in the delicious taste of GanoCafé 3-in-1 and prepare to be amazed! We chose a simple graham cracker crust for convenience, but any cookie, chocolate or wafer crust would be excellent with the versatile coffee and cream flavor.



NUTRITIONAL FACT:

This recipe uses Greek Yogurt in place of cream cheese, which is a great source of iodine. Your body uses iodine as a chemical to help your thyroid function properly. Thyroid health is important for maintaining a healthy weight. In fact, iodine deficiency has been linked to rapid fluctuations in weight because of the effect it has on helping your thyroid to maintain balance in your body. Desserts that use iodine-rich Greek yogurt, and Ganoderma lucidum, could actually help you keep your weight goals!

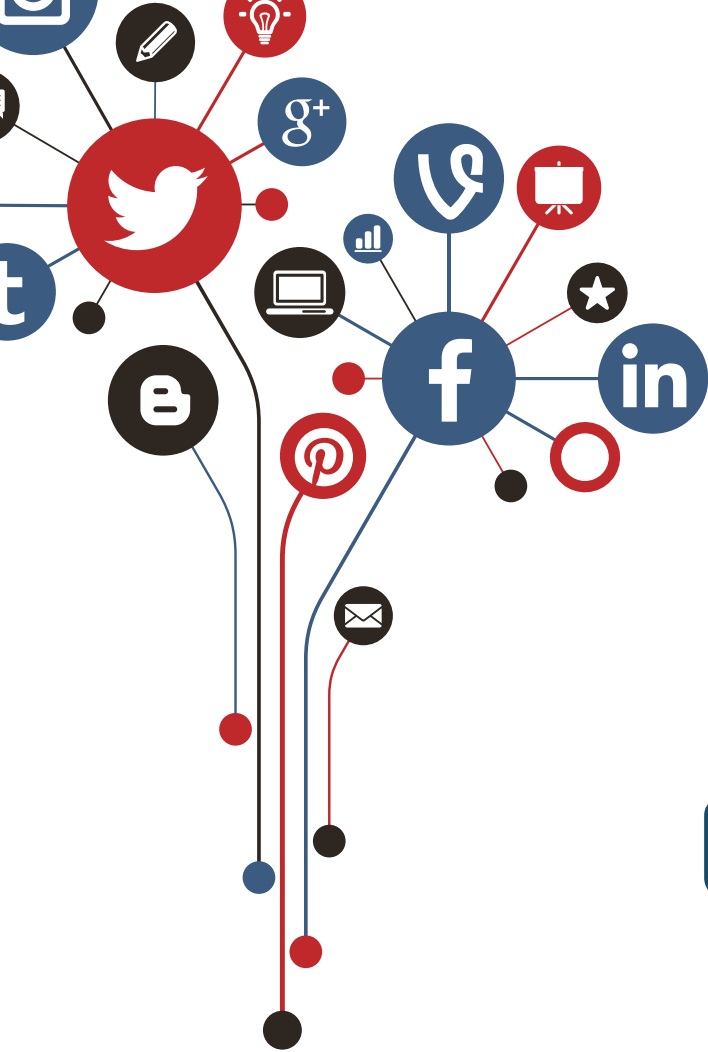
Ingredients:

- 1 pre-made graham cracker crust
- 2 cups low-fat cottage cheese
- 1/3 cup + 1 tbsp plain nonfat greek yogurt
- 2 eggs
- 1 sachet GanoCafé 3-in-1
- 3 Tbsp hot water
- 1 Tbsp vanilla extract
- 3 Tbsp maple syrup
- 1½ Tbsp cornstarch

Directions:

1. Preheat your oven to 340F.
2. In a food processor or blender, blend your cottage cheese and yogurt until smooth and no lumps remain.
3. In a separate bowl, mix GanoCafé 3-in-1 with 3 Tbsp hot water. Add to blender along with eggs, vanilla, maple syrup and cornstarch. Mix for 1 minute, scraping down the sides and bottom and mixing again for another minute or until everything is combined.
4. Place prepared graham cracker crust in a springform pan, or if store-bought use the tin provided. Pour your cheesecake filling on top of your graham cracker crust.
5. Bake your cheesecake for 1 hour, keeping an eye on your cheesecake and removing from the oven once set and cooked through. It should have a tiny bit of jiggle in the middle, however, they will be cooked through and your edges will just start to turn golden.
6. Allow to cool completely before chilling in the fridge to prevent cracking. This cheesecake is best served chilled and will last 3 or so days in the fridge.

Inspired by Southern In-Law at Southerninlaw.com



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Lilli Love Joy, Marco Millán Mendez and Roberto Carlos Torres!

Congratulations and thank you, Lilli Love Joy, Marco Millán Mendez and Roberto Carlos Torres for using social media as an important tool to leverage your Gano Excel business!

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!

GLOBAL CORNER



Atop the mountains of South America sits the diverse societies of Bolivia. At 13,615 feet above sea level, El Alto houses a population of more than 1 million residents, making it the highest elevation large city in the world. So, naturally, Gano Excel took an interest in spreading health and wealth to these elevated individuals. They are proud of their independence and creativity, so much that the clock on the National Congress building runs counterclockwise. The country's openness to nontraditional thinking has helped many to run with the opportunity to build their own Gano Excel business.



Instagram: Lilli Love Joy
"Oh yeah, the best breakfast ever."



Facebook: Marco Millán Mendez
"A good start. Good Morning."



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





SARA NAVARRO DE DIAZ

DIAMOND



Sara Navarro de Diaz is one of Gano Excel's newest Diamonds. She lives in Los Angeles, California. Sara has long been a consumer of Gano Excel products, but more recently she decided to look into building a business using her love of the product and Gano Excel's compensation plan. She studied the plan and sought out additional information. Eventually, she says it was a simple choice. She was already using and sharing the product, why not use the opportunity to help achieve the dreams she and her family had.

Sara sees security through her Gano Excel business for the long term, because of the residual income she is building. In the past, she worked selling clothing in open markets and swap meets, which does not provide any long-term financial security. You get paid for the day and that is all. Sara also compares the opportunity to a more traditional job where, if she cannot work one day, she would not get paid. She is grateful that because of the residual income through Gano Excel, she can continue to earn checks each week even if she needs to miss a day. She is focused on building her organization well, and is committed to training and mentoring as she duplicates her business on to future generations.

One leader that inspires her is Royal Diamond Ana Lorena Aguilar. She admires how strong her organization is. She attributes that to the solid foundation Ana Lorena built, and wants to do likewise. Sara also looks up to her mentor, Rebeca Sanchez. Rebeca has supported Sara and helped her in learning all aspects of the business. Rebeca also has a well-built organization that allows her to achieve the goals she has for herself, which is inspiring for Sara. Thanks to Rebeca's leadership, Sara sees herself growing in her listening skills, as well as her teaching skills. She has noticed more patience in herself as a listener and as a teacher, which encourages her all the more. In addition to teaching her team about the business, she seeks to provide an excellent example through her own business. "Following through is huge for integrity, and in this business, people need integrity," she says. One of the most important principles she can teach is to do what you say you will.

The lessons she is learning with Gano Excel are carrying over into the rest of her life. She sees a difference in how she carries herself. She speaks with much more confidence and is less shy with people. She also loves the opportunity Gano Excel has given her to watch people improve their health and well-being. Being a part of someone else's life story in such a meaningful way is a great feeling.

Sara recognizes that each person she meets may be interested in a different aspect of the business or product, and it is her job to help each person meet his or her individual needs. That requires listening. It's also her number one quality that she looks for in a future leader. By listening, you observe the other's real concerns. Sometimes the other person has a hard time putting it into words, but if you observe closely, you can determine what that person wants and what they are likely to do. It also helps you get to know them, which is great for establishing a working relationship. Her advice to new Affiliates is to know the product inside and out. "We have to prepare ourselves to give correct information, because that is what makes [our company] grow," she says.

Sara has had two dreams for 2018, and she is so happy to say she's achieved both! Her first goal was to reach Diamond, and the second was to go to Meet Me in Malaysia. Her goal for the remainder of the year is to continue supporting her team, and she is thinking about what the next step will be for her next year. She says, thanks to God, she has in her hands right now the dreams that she had at the beginning of the year. She wants to continue dreaming, and to continue helping others achieve their dreams as well.

CESAR SANDOVAL

SAN GABRIEL, CA



Cesar Sandoval was introduced to Gano Excel about seven years ago now. For a long time, he simply enjoyed the product. As a coffee lover, Cesar was introduced to GanoCafé 3-in-1. He loved the flavor of 3-in-1, and was happy to replace his old coffee with this new healthy cup enriched with Ganoderma lucidum. In fact, he was surprised at how healthy the coffee was, considering it tasted so good. Add that to how affordable the coffee was for Cesar, it was a no-brainer.

He was pleased to see that replacing his daily coffee with GanoCafé was helping bring balance to his body. He felt more rejuvenated and others even commented on how good he looked. He began sharing with friends and family about GanoCafé and the difference he felt. At that point he was not looking to build a business. However, one day his Upline spoke to Cesar, saying, “you are basically doing the business, but you’re not getting paid!” He presented the compensation plan and more information about Mr. Leow’s mission for Gano Excel. Cesar was amazed. It was so simple. He felt at home with Mr. Leow’s vision for sharing health and wealth, with friends, family and however many others would welcome it.

Cesar knew that owning his own business would still require work. However, the simplicity of the product along with all of the freedom he saw with Gano Excel’s flexible and multi-faceted compensation plan made it a realistic opportunity for him. The best part is that through something so simple, he has the opportunity to help others change their lives. Cesar looks forward to transitioning to his Gano Excel business full-time, which will open up his capacity to reach more and more people.

Through his business, Cesar says the greatest gift he has received is the courage and skills of a leadership role. Prior to Gano Excel, Cesar would steer away from leading because he feared the spotlight. His Gano Excel business has allowed him to move out from his comfort zone and, to his surprise, he has been encouraged every step of the way. It is not as scary as he initially thought. That adds to his confidence week after week. Leaders he looks up to are his mentor Jesus Hernandez, as well as James Wiggins. He sees a balance of perseverance and humility, which Cesar says are inestimable qualities for leaders to have.

His goal is to help 10 people reach the rank of Gold within the next year. He is confident that by helping others, he will also advance in rank and it will be a success story for everyone involved. He looks forward to spreading the health and wealth of Gano Excel to new areas across the USA. He wants Gano Excel to be more widely recognized, and is committed to introducing the company and its products to as many as he can. “What Gano Excel stands for is not just a way to earn income, it’s a comprehensive way to improve your life.”



LIVING UP TO OUR FULL POTENTIAL

Gano Excel is very happy to recognize and celebrate the following rank advancements for their commitment and dedication. As emerging leaders, these Affiliates have demonstrated their ability to motivate others and set positive examples for existing and new Affiliates. These Affiliates act, they make it happen. It takes courage and discipline to advance and inspire others to do the same.

To these outstanding leaders and Affiliates, we appreciate and recognize your efforts and journey.

DIAMOND EXCELLERS

DIAMOND



Ruben Cardenas
Rank: Royal Diamond



Olga Yaneth Loya
Rank: Royal Diamond



Ana Lorena Aguilar
Rank: Royal Diamond



Walter Garcia
Rank: Royal Diamond



Tomas Rodriguez
Rank: Royal Diamond



Erica Reyna
Rank: Premier Diamond



Milo Sanchez
Rank: Premier Diamond



Blanca Solorio
Rank: Executive Diamond



Hipolita Gonzalez
Rank: Executive Diamond



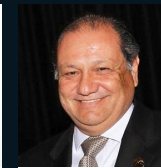
Maggie Cardenas
Rank: Executive Diamond



Marivel Santoyo Huizar
Rank: Executive Diamond



Rebeca Sanchez
Rank: Executive Diamond



Rene Marin
Rank: Executive Diamond



Rocio Peralta
Rank: Executive Diamond



Sandra Estrada Morales
Rank: Executive Diamond



Susana Ceballos
Rank: Executive Diamond



Isabel Rodriguez
Rank: Diamond



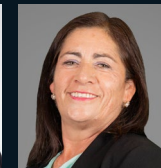
Jersis Aparicio Hernandez
Rank: Diamond



Maria Casteneda
Rank: Diamond



Rosa Licon
Rank: Diamond



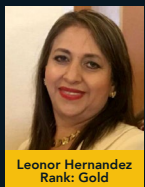
Sara Diaz
Rank: Diamond



Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

GOLD



Leonor Hernandez
Rank: Gold

Jose Luis Gonzalez
Victor R Gonzalez Gonzalez

SILVER

Lorenza Aldaco, Carlos Alegria, Cande Alvarez, Maria G Andrade, Gabildo Angulo, Hermis Angulo, Lionel Angulo, Ofelia Angulo, Topazio Angulo, Norma Avila, Maria Avina, Gudelia Barbosa, Javier Bernasani, Scott Brown, Veronica Carbajal Solis, Norma Cardenas, Ayda Castano Monsalve, Maria Chale, Ana Chocoteco, Juan Ruben Diaz, Gabriela Duque, Manuel Duran, Erminia Escalante, Rosalba Florez, Celia Garcia, Dolores Garrido, Maria Giraldo, Yolanda Gomez, Miguel Gonzales, Maria Gonzalez, CA, Maria Gonzalez, NY, Maria Guzman, Sandra Hernandez, Maria Huecias, Marciano Juarez, Octavio Lomas Gallardo, Sandra Lopez, Kevin Lotero Valencia, Dalila Espindola Madrigal, David Manzo Garcia, Eva Martinez, Ana Maria Mendez, Lourdes Morales, Jesus Wheimar Naranjo Lopez, Auria Nava, Maria Nieves De Alfaro, Monica Nunez, Guillermo Ochoa Beltran, Andrea Ortiz, Herminia Piedra, Maria Pinto, Griselda Ramirez, Manuel Jiovani Ramirez Diaz, Juan Manuel Ramos, Maria Teresa Reyes Arevalo, Rosario Rivera, Edwin Rodriguez, Ricardo Romero, Florencia Rosales, Virginia Ruiz, Isolda Saldarriaga, Graciela Sanchez, Irma Sanchez, Manuela Sanchez, Maria Sanchez, Martina Santana, Martina Sierra, Olga Sierra, Jeniffer Tadrus, Maria Trejo, Daniel Useche Rangel, Jose Miguel Valencia, Maria Vazquez, Jessica Velasco, Octaviano Villanueva

BRONZE

Maria Chavez
Naydu Corredor
Carla Esparza
Elia Herrejon
Micaela Morales Loera
Dina Ostorga
Guadalupe Plascencia
Veronica Plascencia
Lazaro Rubio
Javier Salazar
Raquel Sanchez
Maria Mirella Wood