

SHARE

DECEMBER 2018



 gano excel

'UPCYCLING' – SUSTAINABLE PRODUCTS THAT SUSTAIN PROFITS

EVERYDAY PEOPLE, EXTRAORDINARY TALES

SOCIALIZE: 2 GREAT TIPS TO ENRICH YOUR SHARING EXPERIENCE!

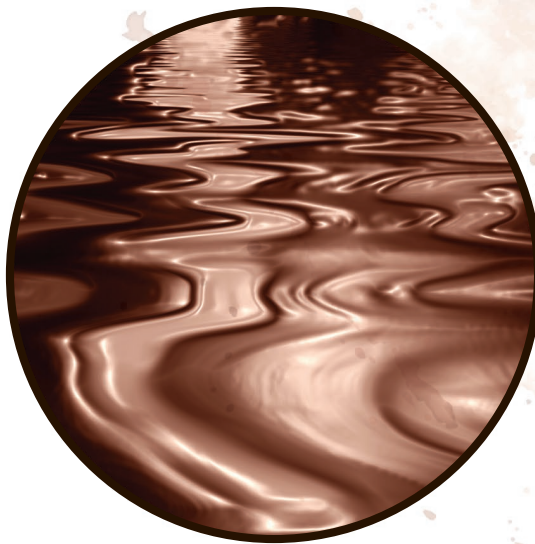




**THE PYRAMIDS
OF GIZA**



**POWDERED
SNOWCAPS
OF THE
HIMALAYAS**



**THE MILKY WATERS OF
THE OKAVANGO DELTA**



**SEMISWEET DOMES
ATOP DAZZLING
MINARETS**



SEEING CHOCOLATE EVERYWHERE?

Time for a cup of delicious GanoCafé Schokolade enriched with *Ganoderma lucidum*. Balance your body, fuel your mind and satisfy those chocolatey cravings.

**GanoCafé Schokolade.
Made to be shared.**



CEO MESSAGE



Happy Holidays!

At Gano Excel, the holiday season is close to our heart. Bringing good to the world is what Gano Excel is all about. I believe that it is too easy to lose sight of that true global vision. Everyday circumstances get in the way. The limitations of your past may keep you anxious. Modern-day consumerism is often at its height during the holidays. These worries prevent millions of people from seeing beyond the next paycheck or bill. We love the adage, “live one day at a time,” but many struggle with simply surviving one day at a time. Gano Excel is here to help.

Gano Excel is proud to have started in a humble community in Malaysia where Mr. Leow Soon Seng had a vision for the good he could do with one simple herb – Ganoderma lucidum. He believed that the nutritional and economic value of the mushroom had the power to bring health and wealth to his community. It did. And when he saw how powerful it was, he sought to deliver it to everyone. What better way than enriching the #2 beverage globally, second only to water?

So it began – the spread of Gano Excel’s global mission to improve lives in every house, in every community, in every country. We’ve seen millions of lives transformed by this opportunity for balanced health and improved income. On top of the millions drinking GanoCafé coffee, tea and hot chocolate are the millions of communities that are blessed as a result of empowering those leaders within them.

We’ve seen Affiliates break free from the insecurity that prevents one from seeing past one’s own needs. They begin to take part in the greater vision of Gano Excel. Once free, you can begin to think about helping others. You spread the health and wealth of Gano Excel, and bring excellence to your community and family.

Earlier this year, we invited the top 1% of Gano Excel producers from around the world to a leadership summit in beautiful Bali, Indonesia. I am so proud of Ruben Cardenas and Olga Loya for representing the United States at the summit. There, we compelled our leaders to carry our vision forward. I was so inspired by this event and I am excited at where we will go in 2019.

Thank you for all that you do, and for making a difference. It is the ultimate blessing to celebrate this time of year.

Sincerely,

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



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GanoExcel.us



‘UPCYCLING’ – SUSTAINABLE PRODUCTS THAT SUSTAIN PROFITS

Do you want to make the world a better place? It seems like everyone does. Imagine what could happen if saving the planet could also be a **sustainable form of income!** One change that we see happening is with the perception of reused materials. Generally, people think of reused materials as less valuable than brand new products. Many times, they are right! Recycled products are often less durable, less attractive, and less expensive. Recycled products thus become less profitable and more likely to be thrown away. However, that perception is changing through a trend called upcycling. Thanks to the success of platforms like Etsy and Hipcycle, small business entrepreneurs have crafted new, beautiful products out of reused materials. When a product’s re-incarnated version is as valuable, or even more valuable than their first use, it is considered “**upcycled.**”

While the upcycling trend has grown in the U.S. over the last decade, it is not a new concept. Prior to and during World War II, families often found new uses for materials because of economic necessity. Items were not thrown away until they were no longer usable. Wooden crates became coffee tables, wine bottles became vases and garments became pillow cases. Over the years, consumers have been programmed to accept planned obsolescence as a way of life. Consumers not only want new things, but they also have grown to dislike and discard things that are no longer new. Upcycling returns to the spirit of putting obsolete items to a new, creative use instead of sending them directly to landfill.

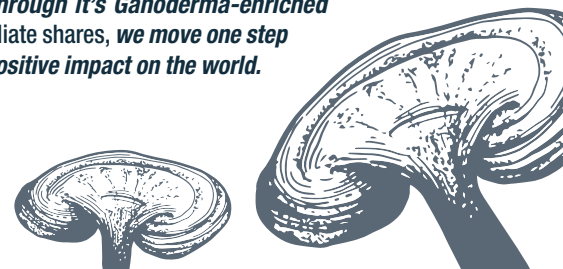
Although the planet-friendly habit of reusing materials may seem like a re-emerging trend in the U.S., it continues to be a way of life in many civilizations around the world. That includes Gano Excel’s home in Malaysia. For example, at **Gano Excel, you could take the medium we use to grow the**

world’s finest Ganoderma lucidum. It uses rice paddy husks, sawdust and other organic materials set aside while harvesting nutritious crops for food. Instead of sending these to landfill, **Gano Excel harnesses the tremendous quality and value these natural materials have for cultivating excellent Ganoderma lucidum.** In essence, they produce Ganoderma lucidum products that are even more valuable than the original crops they came from.

From a consumer’s point of view, upcycling has a compelling value. But is it actually profitable for businesses? Plainly, that is the whole point, according to **Hipcycle CEO Renee Hansen.** With a background in finance for Fortune 500 companies, Hansen was drawn to the eco-friendly e-commerce site for its sustainable business model. The site retails eco-friendly “upcycled” products by acting as a portal for customers to browse and purchase items from small businesses all around the world. Hipcycle curates products that add creative aesthetic and value to the repurposed materials that give them a market value competitive to their mainstream counterparts. That way, it provides profits to the small businesses, beautiful products to the customer and most important to Hansen, saves more usable waste from landfills.

Likewise, **Gano Excel is about improving the world by spreading health and wealth through its Ganoderma-enriched products.** As each Affiliate shares, **we move one step further in making a positive impact on the world.**

Join us!



EVERYDAY PEOPLE, EXTRAORDINARY TALES

*It doesn't take extraordinary power, money or talent to make a difference!
Take it from these three stories of women who made history with courage and integrity.*



Joan of Arc (1412 – 1431) – According to historians, Joan lived in the village of Domrémy, France as the daughter of a tenant farmer Jacques d’Arc. Born to a common peasant family during the Medieval Era, Joan did not learn to read or write. She was raised during the tumultuous Hundred Years War between France and England. Shortly after she was born, England invaded France and usurped rule over her region. At age 16, Joan went disguised and in secret to the dethroned prince of France, the Dauphin Charles VII, urging him to allow her to help expel the English and reunite France under French rule. She defied her role as a peasant girl by dressing in men’s clothes and leading an army across enemy lines, successfully pushing back English forces. She was captured by the English and famously burned at the stake. However, her bravery and piety paid off. Charles VII did retain his crown, Joan’s name was cleared, and she has since become a martyr and national hero. She is canonized as a Catholic saint, and is today the patron saint of France.



Annie Besant (1847 – 1933) – With no less courage, but certainly a different philosophy, Annie Besant stood up for social and political change during the height of the Victorian Era. At age five, Annie’s father passed away, leaving her family penniless. Due to the generous sponsorship of a family friend, Annie was allowed an education. She married at age 19 to Frank Besant, an Anglican clergyman who very quickly proved too conservative for her. She was not satisfied with the Victorian mores concerning wives. She was a published author, a vocal lobbyist for worker’s rights, and an open critic of the Christian church. Leaving the Christian faith, she also separated from her husband, which freed her to become more involved with causes that mattered to her. She campaigned for women’s rights, birth control, unions, and the independence of Ireland and India from British rule. Although she had no background or wealth to her name, she is remembered for the extraordinary impact she has had on the United Kingdom, Ireland and India.



Rosa Parks (1913 – 2005) – Rosa Louise McCauley was a native of Tuskegee, Alabama. Growing up in 1930s Alabama, racial segregation was a practice in public schools and other facilities that separated white and black (or non-white) children and adults. Non-white facilities and opportunities were significantly lower quality than white ones. After marrying Raymond Parks, a local barber, the two of them became more involved with defending the rights of black people and preventing injustice. Rosa is known for her act of bravery on December 1, 1955, when she refused to give up her seat in the middle of a public bus for a white passenger. When she boarded the bus, she took a seat in the first row of the “colored” section. However, as the bus traveled, all of the white seats were taken, leaving some white passengers standing. As was customary, the bus driver attempted to create more white seats by moving the “colored” section sign and asking the black passengers in those seats to move. However, Rosa Parks did not stand or move. She said, “I don’t think I should have to stand up.” Consequently, she was arrested. However, report of this event spread like wildfire, and Rosa Parks became a hero of the Civil Rights Movement of the 20th century.

ADVANCE TO GO

CONGRATULATIONS!

We couldn't be happier to award these amazing prizes and more to our incredible Affiliates! We admire your excellence!



**GO
RELAX**



JOE PAGE, JR.,
Gold



**GO
IN STYLE**



ROMINA GILMORE,
Platinum



**GO
FAST**



**MARIVEL SANTOYO
HUIZAR,**
Executive Diamond



**GO
LUXURIOUS**



ROCIO PERALTA,
Executive Diamond

This December, *we're celebrating these BIG winners and all our amazing Affiliates.* Every Advance to GO! player will receive 1 Excel Point for each entry they earned during the contest. We love when everyone wins!

Ganoexcel.us

"In a gentle way, you can shake the world." – Mahatma Gandhi



SOCIALIZE: 2 GREAT TIPS TO ENRICH YOUR SHARING EXPERIENCE!

It's the holiday season and you're bound to get a healthy dose of social interaction! Let's take a moment to talk about the power of cause and effect. We learn the concept of cause and effect at an early age. Child development experts observe that infants just eight months of age will begin to notice the relationship between events that happen. By 18 months, toddlers grasp the idea that performing certain actions can have an impact on changing an outcome. As we grow older, we get used to predicting effects and reflecting on causes. We start to see all of life's complexities and change can become elusive. It often comes as a surprise that something as simple as a *cup of GanoCafé coffee can have such a great impact on a person's well-being.*

It is the impact of health and wealth that drives Gano Excel, and the simplicity of a cup of coffee that has brought it across borders and barriers to households all over the world. When socializing this holiday season, you have the *opportunity to SHARE in two ways: about change, and for change.*

SHARE about change

The holidays are filled with *opportunities to socialize*, and you often meet people that perhaps you have not seen or spoken with in a while. It's a great time to reflect on the cause of the changes you've seen in yourself and your well-being. *How has Gano Excel enriched your life?* Every Affiliate has a story to tell, and it's a *perfect time to share about the change you've experienced.*

SHARE for change

We would be remiss to think that change stops with us. *With Gano Excel, our mission is to spread health and wealth to every household and bring about elevated happiness and well-being all around the world.* There is a global spirit to improving quality of life for all – a huge endeavor! However, this huge outcome does not need a huge cause, it starts with the simplest one: *one cup of coffee.* When you socialize, you are sharing for a great reason, to help spread more health and wealth to others in need.



PEPPERMINT HOT CHOCOLATE COCKTAIL

Nothing says the holidays like the flavors of peppermint and chocolate. Consider leaving this beverage out for ol' Saint Nick this year! Combine enriched GanoCafé Schokolade with tasty drops of peppermint and chocolate liquors. Perfect for kicking off your socks and enjoying next to a warm fire.



Ingredients:

- 6 ounces GanoCafé Schokolade
- 1 ½ ounces peppermint schnapps
- ½ ounce dark crème de cacao
- Marshmallows, to garnish
- Chocolate syrup, to garnish

Directions:

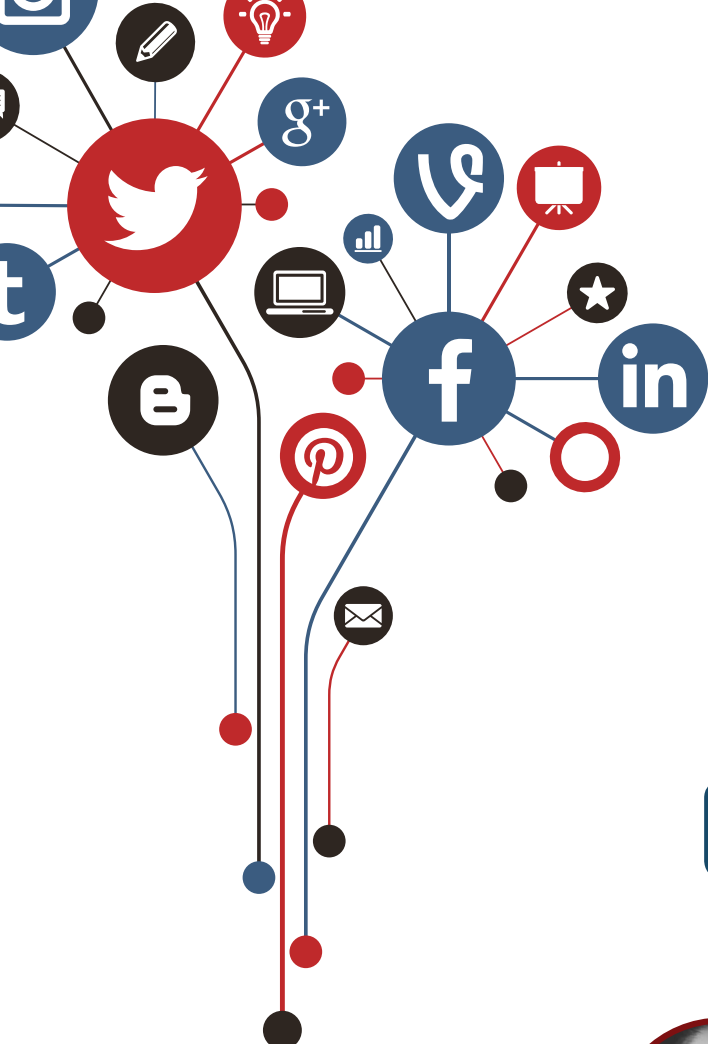
1. Prepare the GanoCafé Schokolade in a coffee mug.
2. Add the peppermint schnapps and dark crème de cacao to combine.
3. Garnish with the marshmallows and chocolate syrup, and serve.

Feeling extra fancy? You can also add a decorative and delicious candy cane rim! Place a candy cane in a re-sealable plastic bag. Squeeze out the extra air and seal, then carefully crush the candy cane into bits using a rolling pin. Prepare two plates: one with a circle of chocolate syrup and one with the candy cane pieces. Dip your mug in the chocolate and then the candy before filling it up with your delicious cocktail!

NUTRITIONAL FACT:

Stress giving you headaches? The menthol in peppermint oil increases blood flow and provides a cooling sensation. At least two clinical studies have shown these effects to help with tension headaches and migraines. The aroma itself is enough to induce muscle relaxation in some people. Ganoderma lucidum also prepares the body for better quality of sleep, during which the body is able to balance and heal more effectively. Take the holidays head on, without the headache!





TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Hipolita Gonzalez, Dulce Dulce, Ruben Cardenas and Wilbur Salazar!

Congratulations and thank you, Hipolita, Dulce, Ruben and Wilbur 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

We are so proud of our Gano Excel USA and Gano Excel Mexico teams traveling together to Malaysia to represent North America last month! These are just two of the 11 countries that make up the Gano Excel opportunity in the Americas.



f Facebook: Hipolita Gonzalez
"To re-energize."



f Facebook: Dulce Dulce
"Something yummy for your cravings: A delicious and exquisite #Schokolade."



f Facebook: Ruben Cardenas
"Earning money is a result of having a job. Earning more money is a result of working overtime... but make a difference people's lives and you can make a FORTUNE!"



f Facebook: Wilbur Salazar
"Just follow me...change is good."





ERICA REYNA

PREMIER
DIAMOND



Erica Reyna is a leader with Gano Excel, achieving the rank of Premier Diamond with a robust organization based out of northern California. However, she is most proud of the leader she has become with her family. Of the thousands of lives Erica has touched with her Gano Excel business, it's the lives of her four children where Erica feels she has made the most difference.

Prior to her career in network marketing, Erica had worked on farms in California picking fruit. For more than 15 years, Erica went to work in the fields. But no matter how hard she worked, she didn't see her life improving. Instead, she saw her children growing up without her. And despite working long hours, she could still barely provide for her family. Erica describes being at home with Gano Excel as "a whole new life." She is proud to say that she and her oldest daughter, now 21, have a beautiful relationship. They are able to spend time together and have the mother-daughter bond that Erica has always dreamed she could have. She sends her oldest son, 14, to play for a private soccer club and pursue his dream of one day playing professionally. It's an opportunity she never thought she would be able to afford for him. Her youngest two, ages 10 and 8, are spunky kids who love to sing and play. Now Erica feels she has the freedom to dare to dream what they will do with their lives.

"I've always loved my children with my whole heart," says Erica. "But I didn't want to think about their future, because I would feel disappointed by what I couldn't give them. Now, I am inspired by what I can give them." Her Gano Excel business allows her to set her own schedule. She is in charge of her own sales goals. It is the control and flexibility of owning her own business that allows her to be present for her kids. She drives her kids to and from school, fixes them breakfast and spends time with them at the pool. She also loves the opportunity to earn as much as she needs to afford the things she wants to give. "When I have a goal, I can plan for it, rally my team, dedicate my time to it and achieve it," she says. She has treasured taking her family with her to places like Disneyland, and on Gano Excel's Blue Hawaii trip. Ultimately, Erica dreams of reuniting her extended family and travel the world with her mother.

She is a believer in the change that can happen through Gano Excel. She encourages her Affiliates to have faith, learn all you can, and dedicate yourself to the work. Her faith in God, and also believing in herself, helped her when she was tempted to give up on a better future. Instead, she dedicated herself and has become a leader. She feels responsible to learn all that she can in order to pass on good information, wisdom and experience to those who look up to her.

Erica is an inspiration for making a difference. She has re-drawn the future for her children. She's changed how she sees herself. And she's had a lasting impact on thousands of others, simply by sharing about the coffee, and the company, that's transformed her life.

M-JAI SCOTTON

RANCHO CUCAMONGA, CA



M-Jai Scotton first enrolled with Gano Excel in 2009. She saw an immediate improvement in her overall health, and after a decade she is proud to say that she still looks and feels great! M-Jai and her husband Lovell have shared their story and succeeded in spreading health and wealth to thousands of people around the world. This fall, M-Jai launched a new program, Coffee Feeding Kids, designed to give meals to hungry families on a local and global scale.

Coffee Feeding Kids brings an added value to her already successful Gano Excel business. M-Jai designed the program so that a portion of her profit from retail sales of Gano Excel products will go to two hunger-fighting non-profit organizations based in Southern California. One is the Children's Hunger Fund, which delivers weekly packages of food for families internationally; the second is the Los Angeles Regional Food Bank which feeds an estimate of 350,000 people each month. Preferred customers need only sign up for the program and meet an AutoShip minimum order of \$34. There is no additional donation or fee required to participate. At least \$2 of that order will go to Coffee Feeding Kids, and provide enough meals to feed 8 children, every month.

The program provides a heartfelt incentive for customers, but it also provides a tangible impact on fighting world hunger. M-Jai conveyed grim statistics about food insecurity, including that more than 12% of households here in the United States do not have consistent access to quality food. According to L.A. County statistics, food insecurity affects 1 in every 7 people. Coffee Feeding Kids not only allows customers to have a positive impact on their own health, but also the health of many more, still through the simple act of drinking their daily coffee. "Every cup of coffee you drink now can feed a hungry child," says M-Jai.

She has established Coffee Feeding Kids as an official operation and is committed to publishing results of the funds raised and donated to the two charities. Her goal is to feed 1 million children every month. You can find out more by visiting CoffeeFeedingKids.com.

"God has blessed us with the resources we need to get this started," says M-Jai. "He's our CFO." She sees her Gano Excel business as a blessing that has allowed her the health and financial freedom to make a difference in her community and for the world. Ten years ago, she wouldn't have been able to start such an amazing program. "I was sick, I was broke, I wasn't helping anybody. Now, I feel alive, we are in a good place and I'm so excited to give back." It is a testament to the vision of Gano Excel Founder Mr. Leow Soon Seng, that by spreading health and wealth, he gives more people the power to do more good.

Thank you for your passion and commitment to the Gano Excel vision!



We want to wish M-Jai a very happy birthday this December!



LIVING UP TO OUR FULL POTENTIAL

We are so incredibly proud of each of these individuals who are making a difference through the simple, but powerful, act of sharing. We are happy to share in the excitement of their success! Watching each person grow, achieve and discover a new definition of what is possible for them is a fulfilling experience. We love to watch as an Affiliate's belief in a dream becomes a dream come true. With that achievement comes honor, and such honor is due for each person advancing in rank this month.

Join us in offering our sincere congratulations to the following Affiliates who have made it a priority to SHARE. From everyone at Gano Excel, congratulations!

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



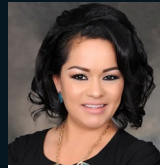
Blanca Solorio
Rank: Executive Diamond



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

Adriana Flores
Oralia Rodriguez
Maria Celia Sandate

SILVER

Dolly Acuna, Tyrone Adkins, Elvia Alvarez, Juanita Araujo, Aurelio Arzola, Maria Campos, Francisco Cardenas, Herminia Correa, Virginia Cruz Flores, Bernice Delgado, Roselia Diego, Abundio Flores, Yohanna Garcia, Nelson Gonzalez, Rosa Hipolito, Janette Hurtado, Catarino Juarez, Edith Lauje, Juan Lopez, Maria Lopez (WA), Maria Lopez (CA), Camilo López Hernandez, Daniela Love, Jorge Martin, Maria Martinez, Sergio Martinez, Clara Mata, Jenifer Mendez, Teresa Nuñez, Heriberto Olvera, Balvin Pastor, Lorena Puerta, Eva Ramirez, Guadalupe Ramirez, Minerva Reyes, Maria Rios, Teresa Sanches, Patricia Santos, Christopher Soto, Guadalupe Soto, Luis Soto, Alfonso Valadez, Arioc Valadez, Hector Vargas, Rosa Velarde, Manuela Velazquez, Maximo Villareal

BRONZE

Carlos Cordova Orellana
Hector Corral
Estela Hernandez
Maria Jurado
Maria Lourdes
Teodoro Perez
Francisca Quintana
Ramon Tapia
Liliana Torres
Olianeth Gregoran Uzcategui Rondon
Jessica Natividad Vasquez