

# SHARE

NOVEMBER 2019



**KEYS TO A HARMONIOUS ARRANGEMENT**

**4 PERFECT PAIRINGS TO START THE DAY**

**HARMONIZE: DELEGATE UP,  
DUPLICATE DOWN**



*Introducing*

**THE NEW**



**ESTIMATOR!**

**Estimating earning potential with your prospect has never been easier!** Is your prospect having a hard time imagining what they could earn with Gano Excel? No need to imagine! Calculate earning potential immediately using our easy and convenient online Estimator tool! It estimates your prospect's first month earnings based on his or her enrollment package, monthly volume AND even personally enrolled prospects.

**It's as easy as sharing a cup of coffee!** Let the GE Estimator do the math for you and close prospects with confidence. Start sharing Gano Excel's earning potential with all your prospects today!

***More updates to come!***



# CEO MESSAGE



As Thanksgiving approaches, I am always impressed with the festive spreads that are put together to celebrate the holiday. I think about how each dish serves up its own flavor and appeal, but they come together and work as a whole to create a delicious feast. This reminds me of network marketing. Affiliates come from such a variety of backgrounds. You all have different strengths, and personalities. You each have a different “why.” But it is amazing to see what happens when you come together in harmony.

Sometimes it takes just some sorting out, some intentional arrangement, to create a beautiful cornucopia of talent. After all, can pumpkin really take the place of cranberry? Is an ear of corn anything like a mashed potato? Sure, we like to invent all sorts of new and exciting combinations of foods, but when it comes down to it, each one plays a part that is unique to its own flavor and texture. It is all about finding the right arrangement and combination that creates a perfect harmony.

First, take some time to learn about yourself. Are you more pumpkin or cranberry? What habits and qualities are you strong in? What tasks are you already comfortable with and confident about? How is your “why” unique? What are some areas where you have an opportunity to learn from others? Next, find ways to create beautiful teamwork with others in your organization. Teaching each other not only helps everyone to improve, it also creates a positive environment that is attractive to others.

When people come together in harmony, amazing things happen. Affiliates advance in rank, businesses grow and excel, and health and wealth are spread across whole communities. New horizons are reached, like the excellent group of Affiliates we are taking to represent the USA to our home in Malaysia this month. I am so proud of each person who won this trip through dedication and teamwork.

A great time for all Affiliates to come together is our BEYOND event on November 23. I look forward to seeing the entire Gano Excel family attend. It will be a great night to celebrate the successes of 2019 and also look beyond into 2020. Please join us in Orange County, California for this great event!

Sincerely,

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



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**GanoExcel.us**



## HOW BEN & JERRY FOUND A PERFECT PARTNERSHIP

It's amazing what you can accomplish when you put your mind to something. Oftentimes, you can push farther than you think when you believe in yourself. However, there is even more to be said when two or more people come together. **Working in harmony can create a synergy that couldn't be achieved alone.** It is incredible to see what happens next.

One famous partnership for the ages is that of legendary luxury ice cream makers Ben Cohen and Jerry Greenfield, founders of Ben & Jerry's ice cream. The childhood friends were born only four days apart in 1951 in Brooklyn, NY. And they both loved ice cream. In fact, neither had a business degree or lengthy experience making ice cream before starting their business in 1978. Ben had driven an ice cream truck in high school, and Jerry had scooped ice cream in his college cafeteria. And that was about the extent of their combined experience when fate brought them back together in Saratoga Springs, NY.

As lifelong friends, both were interested in venturing into the food business together as partners. They toyed with the idea of starting a bagel shop, but the equipment was too expensive. Instead, they decided on ice cream. They decided to take a \$5 correspondence course on ice cream making offered by Penn State, which they completed at home. Next, they found a gas station in Burlington, VT and invested about \$12,000 to convert it into a fully functioning ice cream parlor. And with that, the original Ben & Jerry's scoop shop was born.

Ben and Jerry loved creating new, fun flavors to test out with their customers. They never tested out marketing a new flavor, but simply decided which ones they liked the best. Ben was the ultimate taste test. Since his sense of smell was not very good, his sense of taste wasn't strong as well. He was not able to taste the more subtle flavors that Jerry would add to the

ice cream, and it became a game for Jerry to create a flavor that Ben could taste with his eyes closed. The trick to winning that game was to put large chunks of fruit or chocolate, which led to some of their most popular flavors such as New York Super Fudge Chunk and Cherry Garcia. Working together, using the strengths and weaknesses that each brought to the table, led to tremendously successful results.

After several years, Ben and Jerry were so popular that they were able to sell pints of their ice cream to local grocery stores and open up franchise locations. By 1987, sales of Ben & Jerry's ice cream reached \$32 million across 35 states. Since then, they've continued to grow. Despite heavy competition from larger and more wealthy companies, Ben & Jerry's unique flavors and "home-grown" brand helped the company to thrive. By 1997, sales were up to \$174 million. In 2000, Ben and Jerry made the decision to sell their brand to international food giant Unilever for \$326 million. Their small \$12,005 investment had surely paid off.



Finding the perfect partnership can be priceless. For Ben Cohen and Jerry Greenfield, their lifelong friendship helped develop an iconic American business. It didn't take a prestigious background or family connections - just a love of ice cream and the joy of working together. Likewise, success with Gano Excel couldn't be simpler. You certainly do not need \$12,000 or to locate a vacant gas station for sale. **Mr. Leow Soon Seng has spent decades developing products enriched with the world's finest Ganoderma lucidum to bring the herb's amazing health benefits to millions around the world.** Mr. Leow has designed a compensation plan to spread wealth simply through enjoying and sharing his evolutionary products. **You could say that Mr. Leow is the Ben to your Jerry. It's a partnership that could very well go down in history.**

# 4 PERFECT PAIRINGS TO START THE DAY

*Looking for the breakfast of champions? Check out some ideas for the perfect harmony of GanoCafé and some trending eats to get your morning started on the right foot. Making the most of the sweet, nutty, bitter and spicy notes in these GanoCafé favorites can enhance the flavor of your meal and to help get your mind and body jiving together.*



1



## Hazelnut + Nutella Crepes topped with Whipped Cream

Buttery hazelnut flavors in your enriched coffee will sing with the chocolately hazelnut spread on fresh crepes!



2



## 3-in-1 + Greek Yogurt & Strawberries topped with C'Real

Use whole milk Greek yogurt for a sweeter touch, mixed with fresh strawberries and a touch of honey. Top with sweet and nutritious GanoCafé C'Real to seal the deal!

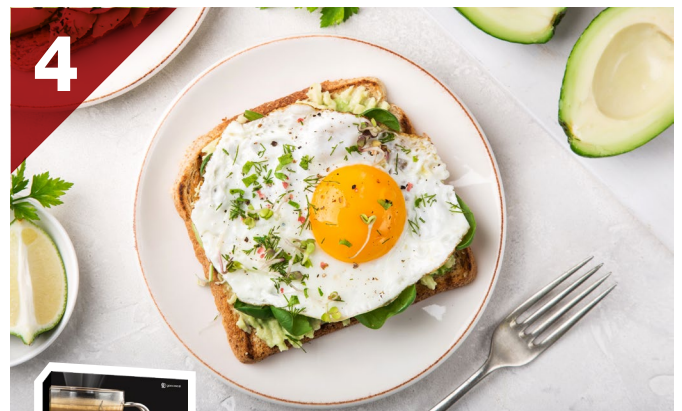


3



## Classic + Blueberry Pancakes topped with Maple Syrup

We prefer dark maple syrup that adds dimensions of flavor to the black coffee in GanoCafé Classic, with the rich texture of classic pancakes.



4



## Tongkat Ali + Avocado Toast topped with a Fried Egg

Tongkat Ali has a signature spice that adds a zing to the coffee that is balanced with healthy fats found in avocado and eggs. Add a dash of hot sauce and you're off to the races!

***One more perfect combination? Gano Excel and YOU! Mr. Leow has created his signature GanoCafé and GanoDaily products, along with a robust global company to support you, and YOU benefit from spreading health and wealth through Gano Excel! Together, you make an unstoppable team!***

## COMPANY UPDATES

Gano Excel USA joined hands on October 26 to IGNITE with Global Founder and President Mr. Leow Soon Seng!



# BEYOND

VE MÁS ALLÁ



EXCELLENCE IS ON THE HORIZON

## BEYOND

November 23, 2019

Hyatt Regency Orange County  
11999 Harbor Blvd., Garden Grove, CA 92840

6:00 p.m. – 11:00 p.m.

*Join us for this year-end celebration and dedication  
to all that you will achieve in 2020!*

*Tickets on sale now!*

[event.ganoexcel.us/beyond](http://event.ganoexcel.us/beyond)

“Team work makes the dream work.” – Anonymous



## DELEGATE UP, DUPLICATE DOWN



## HARMONIZE



***Working in harmony creates efficient and smooth processes that make your Gano Excel business seem effortless.*** Cooperation is a key to achieving the maximum results possible. It is said that one of the best parts of network marketing is that you work for yourself, but not alone! ***Working together is an important ingredient to any profitable organization.*** How does it work with network marketing? Remember to delegate up and duplicate down.

***Your Diamond leadership is an excellent source for answers and guidance on everything from shipping to compensation, and presenting the opportunity to closing a prospect.*** They have spent the effort learning from other industry leaders what leads to a successful business. If you feel frustrated or stuck in your Gano Excel business, perhaps consider “delegating up.” Bringing in a more experienced team member is not a sign of weakness, it is a sign of strength. You may get a better answer to you or your prospect’s question than going about it alone, and it also edifies the leader and gives your prospects a positive and professional impression.

As you continue to learn and grow from your upline, you should also strive to provide a positive example to team members you enrolled with the business, and those newer to the business. Take time to teach principles you have learned and pass along helpful information about Ganoderma lucidum, network marketing or Gano Excel. Always remember that you were new once, and did not have all of the answers. ***Duplicating your business is what creates a strong organization that leads to advancement, and achieving your “why.”*** Your example will help to inspire others and show that success is possible through this amazing opportunity.

The difference between the two is really the difference in your confidence level. The more confident you feel about handling a question or tackling an issue, the more you should include your downline in order to provide a positive example. The less confident you feel, the more you should invite your upline to help be that example for you! ***Working together, you will gain more and more areas you feel confident about and will start to become the leader you want to be.***

GET 40, GET AWAY

# Malaysia TRIP



## CONGRATULATIONS

*to all our Affiliate winners of the Get 40, Get Away promotion!*



Jersis Aparicio  
Hernandez



Fernando Ariza



Maria Cruz de Tachiquin



Edwin Estrada



Reyna Esmeralda  
Flores Escalante



Romina Gilmore



Alisonth Gonzales



Leslie Jimenez Lopez



Erica Reyna



Ma Lourdes Rivera



Paola Sanchez



Blanca Solorio



Areli Tovar Rodriguez

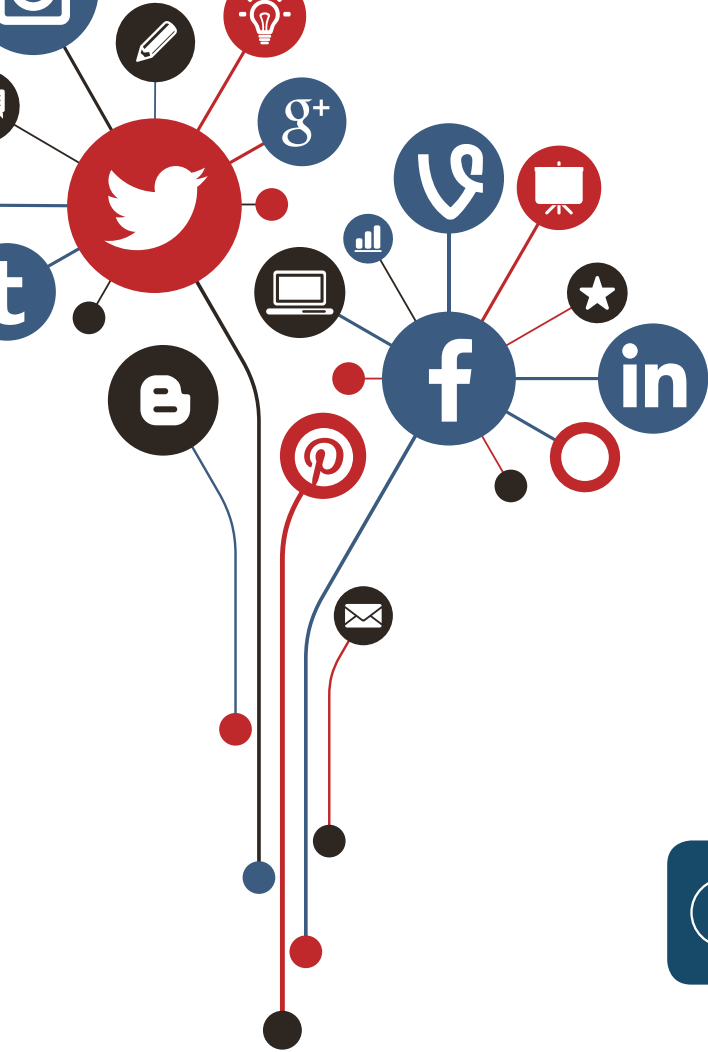


Claudia Voigt



*You are going to Malaysia!*





# TIME TO SHARE

## Gano Excel's Social Media Stars of the Month: Esmeralda Menjivar, John C Maxwell and Ganoderma!

*Congratulations and thank you, Esmeralda, John and Ganoderma 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!



**Facebook: Esmeralda Menjivar**

*"Time for my ROOIBOS TEA. Now that my day is over, it's time to chill."*



**Instagram: John C Maxwell (@johncmaxwell)**

*"Change doesn't always have to be drastic to be effective."*



### GLOBAL CORNER



The only lions in the Lion City are in the hearts of Gano Excel Affiliates! One of three remaining city-states in the

world, Singapore is a small, but strong nation of people passionate about spreading health and wealth. It's commitment to brotherhood and virtue are admirable the world round!



**Instagram: Ganoderma (@ganodermaflorida)**

*"The only GANODERMA in the world with 30 years of research behind it."*





# LEADERSHIP SPOTLIGHT BLANCA SOLORIO



## EXECUTIVE DIAMOND

Blanca Solorio, Executive Diamond, is passionate about learning. She remembers loving to learn and study even as a little girl. One of the best days of her life, she says, was the day she learned about Gano Excel. She first heard about it from a girlfriend. She remembers her friend first made her a cup of GanoCafé and immediately she loved the aroma. Blanca was already a coffee drinker, but she loved the taste of GanoCafé more than anything she had found in stores. As they sat and drank their coffee, her friend presented the Gano Excel business to her. She remembers at the end of the presentation, her friend revealed that the coffee she had been describing was the very coffee they were drinking, and Blanca was impressed. ***She loved the idea of drinking the delicious coffee every day and at the same time offering it to people and giving them the chance to transform their health.***

What also made an impression on Blanca was the opportunity to start her own business, become a businesswoman and be in complete control of her work and success. For a long time she had been talking to her husband about a change. Now, she had the opportunity. So, she enrolled with Gano Excel. Since then, ***she has had more time with her family, is happy and grateful to support her parents, and also enjoys having control over her own schedule.***

***She finds great inspiration as a leader from Mr. Leow Soon Seng.*** The Gano Excel founder and president always refuels her passion for what Ganoderma lucidum can do to change the world. ***She loves to learn from his immense knowledge about Ganoderma, and the fundamentals of Gano Excel,*** such as how its products are manufactured and what goes into making the world's finest

Ganoderma. She was thrilled to bring her team and prospects to IGNITE in October so they could hear firsthand from Mr. Leow. It was important for her team to realize what excellent leadership and support are found in Gano Excel. She hopes they are just as inspired as she has been.

***Blanca sees listening as the most important skill to refine in her development as a leader.*** She has grown personally in this area, and it has been instrumental in her business. Many times she finds that what her prospect wants is different from what Blanca thinks. She has learned that everyone is different, which is why listening becomes so important. Listening also helps her learn how her team likes to be motivated. She wants to continue to grow in helping different people stay encouraged and motivated in order to strengthen her team. ***She loves when her team shows the same passion for learning and listening, because it is a sign of leadership potential.***

***She and her business partner, Rocio Peralta, work together to create team promotions in tandem with the corporate promotions that are underway.*** They develop strategies that help their team to make steps toward larger and larger rewards. They also are able to tailor their own promotions to their specific team, by considering the “why” of the team members involved. Together, Blanca and Rocio are planning their advancement to Premiere Diamond. ***“Rocio has been an invaluable support to me. When my battery is low, she recharges me,”*** says Blanca. She is optimistic that achievement is right around the corner. She is also looking forward to traveling to Malaysia this month and all she will learn while she is there. She plans to return fully charged and ready to expand her business like never before.

### EDWIN ESTRADA

MONTEBELLO, CA



Edwin Estrada is our emerging leader this month from Montebello, CA. He has reached the rank of Gold and is one of the winners of this month's Malaysia Trip. He is very excited to travel overseas. Visiting new cultures inspires him, and seeing the birthplace of Gano Excel only adds to the inspiration. Winning the trip gives him confidence in himself as an Affiliate, but it also gives him confidence in Gano Excel as a company. He is proud to be with a company where winning a trip to Malaysia is a real possibility. ***"It is great to be a part of a company that delivers what it promises."***

His journey with Gano Excel began in 2015 when he was presented with Gano Excel's business opportunity. He had already chosen a career path in business, and so the thought of owning his own Ganoderma business intrigued him. He was looking for a product that would be consumed every day, and the enriched GanoCafé and GanoDaily products were perfect. He loved that coffee is the second most traded commodity in the world after oil, and the second most consumed beverage after water. What made the business opportunity even more attractive was the low initial investment. Being familiar with business,

Edwin expected he would be looking at thousands of dollars to start his own coffee company. ***He was astounded when he learned he could start his Gano Excel business for as little as three boxes of coffee, about \$50.***

This low investment meant that there was more room for potential earnings. Instead of paying for a lot of traditional expenses and debts, Edwin could pocket his profits and commissions for himself. He was also impressed with the meaningful impact he could have on other people's lives. ***His own enrichment would lead to the enrichment of others as well.*** After enrolling with Gano Excel he began to see this change come to life. ***He felt healthier and stronger than he did before, with more energy and balance in his body.*** He also began to see change in the lives of those with whom he shared Gano Excel.

Edwin gleaned much from his Gano Excel mentor, Rosy Licon. She taught him about the company and network marketing. She also was an inspiration to Edwin, as she taught him by her example to never give up. ***"She taught me to believe in myself and not give up on the dreams I have for my life,"*** says Edwin. He has decided to focus on the amazing Rewards Points system through Gano Excel's AutoShip program to help his retail sales. He finds that Points are a concept that many people are familiar with and have come to expect. Edwin shows his customers how ***Gano Excel has the best Rewards Points program*** out there. As a result, his retail sales continue to grow stronger and stronger. He loves to pass this sales method on to his team.

It's working. Edwin is living his dream of being his own boss, and now traveling to Malaysia. He makes his own schedule. He is able to spend plenty of time with his family and enjoys life. ***"It is quite the life of freedom and I wish more people would enjoy it too."*** He is looking forward to growing his team and pushing himself farther in his business, in order to make that vision come true.



# LIVING UP TO OUR FULL POTENTIAL

We are proud to see Gano Excel Affiliates answer the call for personal growth that helps them achieve success in their businesses. They take responsibility for the life they want to build for themselves. It includes letting go of negativity, embracing communication and action, and adopting a lifestyle of sharing. With these simple, powerful commitments, they are building and leading their team to success.

*We celebrate the following Affiliates that have embraced the learning process and have achieved new ranks while embracing personal growth!*

## DIAMOND EXCELLERS

### DIAMOND



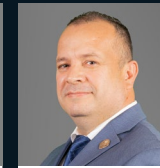
Ruben Cardenas  
Rank: Royal Diamond



Olga Yaneth Loya  
Rank: Royal Diamond



Ana Lorena Aguilar  
Rank: Royal Diamond



Walter Garcia  
Rank: Royal Diamond



Tomas Rodriguez  
Rank: Royal Diamond



Maggie Cardenas  
Rank: Royal Diamond



Erica Reyna  
Rank: Premier Diamond



Milo Sanchez  
Rank: Premier Diamond



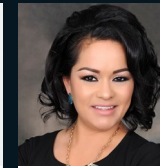
Blanca Solorio  
Rank: Executive Diamond



Cecilia Villegas  
Rank: Executive Diamond



Hipolita Gonzalez  
Rank: Executive Diamond



Marivel Santoyo Huizar  
Rank: Executive Diamond



Rebeca Sanchez  
Rank: Executive Diamond



Rene Marin  
Rank: Executive Diamond



Rocío Peralta  
Rank: Executive Diamond



Sandra Estrada Morales  
Rank: Executive Diamond



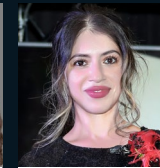
Susana Ceballos  
Rank: Executive Diamond



Isabel Rodriguez  
Rank: Diamond



Jersis Aparicio Hernandez  
Rank: Diamond



Johanna Villegas  
Rank: Diamond



Juan Sebastian Pinzon Arjona  
Rank: Diamond



Maria Casteneda  
Rank: Diamond



Rosa Licon  
Rank: Diamond



Sara Diaz  
Rank: Diamond

## RANK ADVANCEMENTS

### GOLD

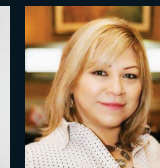
Luis A. Perez  
Jeannette Cuellar  
Edwin Estrada  
Maria Guzman  
Luz Yasbeth Otero  
Irina Rutledge

### SILVER

German Acosta, Alfredo F. Aguirre, Diana Alonso, Jessica Alonso, Irma Alvarado, Rosario Anaya, Juan Arbelaez, Rodrigo Arevalo, Ana Arteaga, Jerry Avila Cardenas, Martina Barajas, Rosa Barrera, Julie Beach, Eva C. Degarcia, Romana Cabrera, Gabriel Canon, Jasmine Cardenas, Rosi Cardenas, Maria Angel Carroz, Erika Castro, Omar Chavez Lopez, Juan Contreras, Karen Cruz, Araceli Cruz Fuentes, Ingrid Diaz Salcedo, Isabel Duran De Gallegos, Alicia Flores Landry, Maria Foster, Arlette Garcia, Jacey Garcia, Ponciano Garcia, Lidia Garibay, Nancy Patricia Garzon, Erika Gaviria, Jaime Gomez, Luis Gomez, Yulia Henao, J. Luz Hernandez, Marcos A. Hernandez, Jacobo Huizar, Maria Isabel Hurtado, Jhon Jairo Cadena, Irina Jensen, Judy Johnson, Lenny Jones, Juan Juarez, Rosalia Juarez, Carolina Lopez, Gloria Lopez, Isabel Lopez, Johana Luna, David Alonso Marin Uribe, Claudia Martinez, Elida Martinez, Iris Mellado Rincon, Fabiola Mendoza, Clara Montoya, Galia Morales, Sofia Morales, Dulce Maria Munos, Sandra Munoz, Monica Munoz Alzate, Carolina Olavarrieta, William Oliveros Ramirez, Alexander Ospina, Liliana Paz, Bernard Perez, Gabino Perez, Alba Quemba, Maria Quezada, Graciela Ramirez, Ana Gloria Rodriguez, Claudia Rodriguez, Diana Rodriguez, Gabriel Rodriguez, Judith Rodriguez, John Rojas, Daniel Rojas, Silvia Sanchez, Jose Servellon, Maria Siddall, Julia Teran, Gustavo Tesorero Gomez, Jose Valencia Navarro, Ana Yvette Valenzuela Heman, Maria Vargas, Inacia Vazquez, Maricela Villagran, Rodrigo Vivas, Jane Voigt, Larry Voigt, Mario Zamora



Victor Lopez  
Rank: Diamond



Veronica Carbajal Solis  
Rank: Diamond

### BRONZE

Angela Alvarado, Maira Campos, Rebeca Cesena, Tomas Cisneros, Alejandra Galindo, Ernesto Gallardo, Maria Genoveva, Consuelo Gomez, Karina Andrea Herazo Marquez, Maria Leticia Herrera, Eddie Lezama, Gloria Montoya Marin, Marisol Ramirez, Eusebia Rios, Consuelo Salazar, Imelda Salcido, Jean Claude Sam, Martha Sanchez, Mirtha Santos