

SHARE

JANUARY 2020



TAKE CONTROL OF YOUR HEALTHY LIFESTYLE

GIVE YOUR BODY THE OXYGEN IT NEEDS!

REVITALIZE: KEEP TOXINS OUT OF YOUR HOME





Introducing the NEW

Let's **go!** Promotion

From Gano Excel

MOVING YOU TOWARD SUCCESS

It's a beautiful day and we are ready to GO far in 2020! So put on your nice shoes, pack your bags and do a little dance... It's time to earn some great prizes with the **Let's GO! Promotion** from Gano Excel.

Do you want to go to **MALAYSIA?**

How about earning an additional **\$10,000** or **\$25,000**?

We are excited to announce Let's GO!

Starting January 6, 2020, earn points by simply building your team and your business. Advance to new ranks. Maintain a paid rank. Help your personal enrollees hit new ranks. Pump up your ESP enrollments. All of these simple ways that help you grow your business can NOW earn you amazing prizes totaling more than \$50,000!

We're here to help move you forward toward greater success. Move your total earned points up the scale and collect every prize you hit along the way! No more redeeming points, simply reach the required points and win!



*A portion of the points earned must come from helping other Affiliates. See Promotion Rules.

Visit letsgo.ganoexcel.us for more information.
Promotion ends August 30 (Cycle 612).



CEO MESSAGE



The beginning of a new year brings hope for change, big and small. If you still haven't selected an area you want to change this year, may I suggest going "all in" on your health? While health resolutions can be a cliché, choosing health is never a decision you will regret. One reason for this is that while making healthy choices may have long-term motivations, they actually give you immediate results. Think about how quickly a good or bad diet will begin to affect your mood and energy. The same can be said for exercise. No matter how small, every healthy choice earns you a positive moment in your life.

What it comes down to is this: health is life. When one talks about being healthy, one is referring to living life at peak performance – not only with a lack of disease, but also able to respond to life's stress with strength and efficiency. Therefore, a healthful lifestyle provides the means to lead a full life. In the words of our founder and president, Mr. Leow Soon Seng, "your health is your greatest asset."

If a wealthy man came to you and asked you to take into your possession something of great worth, would you feel responsible to care for it? Yes, many of us would take measures to keep the gift safe from harm, and in prime condition. You have been given an asset of tremendous wealth. Therefore, you are responsible for your health. Treat it as your most valuable asset. Care for it. Keep it safe from harm, and running in prime condition!

You can take actions for your physical health such as fueling your body with a nutrient-rich diet, exercising, and avoiding harmful toxins. However, don't stop there. To maintain superior health, take a look at other sources of stress in your life. What can you do to revitalize your health in these areas? This is not simply a homework assignment, but a solemn duty to yourself.

This new year, choose life by taking a close look at your healthy lifestyle. What are some things you can adjust in your home, or in your schedule, or on your plate? What actions can you take to make you stronger and more resilient to stress? To become a leader of others, start by taking the lead in your own life. Taking responsibility builds confidence, and it increases your knowledge in order to help others down the line. I look forward to hearing your story of leadership and health very soon.

Sincerely,

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



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GanoExcel.us

DWAYNE JOHNSON GIVES THE USA A HEALTHY ROLE MODEL



You might say the embodiment of a healthy lifestyle could be found in Dwayne “The Rock” Johnson. The professional-wrestler-turned-Hollywood-actor is well known for his commitment to physical fitness. However, he has also gained respect for being both positive and grounded. These are qualities that emulate his commitment to his overall well-being — physical, emotional, mental and spiritual.

What drives a man like Dwayne Johnson to become one of the most-liked as well as the highest-paid actor in recent years? Johnson remembers his “why.” At the age of 14, Johnson was forced to watch his mom pack up their things as they were evicted from their apartment in Hawaii. As the tears ran down his mom’s face, a young Dwayne promised himself he would never see his mother in this position again. As a star athlete, he went on the play for the University of Miami’s champion football team. Being undrafted by the NFL, Johnson went to play for a Canadian pro football team, the Calgary Stampeders. However, before his first season had even started, Johnson was cut from the team. It was then that he found himself at the second major turning point of his life. At age 23, with only \$7 in his pocket, Johnson vowed to work as hard as he possibly could in order to turn his life around.

Johnson made his WWF debut two years later, eventually taking on the name “The Rock.” His film debut came in 2001 as he portrayed the ancient warrior “Scorpion King” in *The Mummy Returns*. It was two years later that audiences saw Johnson take on his first comedic role in *The Rundown*, which helped to solidify his persona as a blend between muscle and heart. His resulting persona reflects an image of a man living life to the fullest: undeniably strong, good-humored and kind, with dreams everyone can relate to. He wants to give back to his parents, be a good father to his children, and work hard. **He is pursuing health and wealth no matter the cost.**



In interviews, Johnson is prone to showing his hands as the reason for his success. He knows that there are undoubtedly forces at work that he cannot control. However, he chooses to focus instead on what he does have control over. His hands are a metaphor for his actions. **He has taken his life into his own hands.** He has accepted responsibility for what he does with his life. His commitment to working hard is evidenced by the physical strength he manifests.

Like others whose brand is based on health or fitness, Johnson is a product of the product. He has adopted a lifestyle that begins with 5 a.m. workouts every day, whether he is training for a role or not. Johnson says that his physical workouts are not just for looking big. Working out provides him with a way to cope with difficulty and negativity. They are also a part of who he is. He can’t imagine his life without the hours he spends in the gym. Therefore, his dedication to his physical health also benefits him mentally and emotionally. It is the source of the positivity and good humor that has become part of his trademark personality.

His two hands that have, over the course of his career, lifted millions of pounds, have brought him farther than he ever imagined he would go. Now, being seen as one of the most influential people in the world, the “big dreams” he once had likely seem small. They were by no means insignificant. **Daring to dream provided the motivation, and his dedication to those dreams made him the man he is today.** Like “The Rock,” you have the opportunity to pursue your dreams of health and wealth. **You have the opportunity to commit to being the product of a healthy lifestyle.** Let your “why” motivate you to do the work, and soon you may **see your success grow even beyond what you had dreamed it could be.**

GIVE YOUR BODY THE OXYGEN IT NEEDS!

Scientists have long known about the importance of oxygen to the human body. However, how the body adapts to changes in oxygen were a mystery for many centuries. In December 2019, three scientists shared the Nobel Prize in Medicine for their discoveries into the mechanisms the human body employs when oxygen levels in the body change. You see, when oxygen in your body is low, it can affect cellular metabolism and physiological function.

Drs. William G. Kaelin Jr., Sir Peter J. Radcliffe and Gregg L. Semenza identified what goes on at a molecular level, even down to your genes, when that happens. It turns out that your body creates special proteins that regulate a hormone called EPO, which increases red blood cell production when oxygen levels are low. These groundbreaking discoveries have paved the way for doctors and scientists to develop new strategies in order to fight abnormalities associated with these mechanics.

While you may not be a groundbreaking Nobel Laureate yourself, there are **actions you can take this year in order to expose your body to the healthy oxygen it needs**. Here are a few tips that health experts recommend.

First, take a look at your home! **Making sure fresh oxygen is circulating through your home is an easy way to improve your body's intake**. Open your windows and let fresh air into your home. Fresh plants will also exchange carbon dioxide in your home with oxygen. Lastly, try to not crowd your air with artificial fragrances from chemical-filled candles and incense. Use all-natural versions in order to maintain a healthier environment.

Second, take a look at your diet. Increasing your water consumption will increase the amount of oxygen in your body. Eating raw green fruits and vegetables are amazing. Not only are they rich in oxygen, they are **full of vitamins and minerals that aid in your body's uptake of oxygen**. You also want to cut back on salt. Lowering your sodium intake will improve oxygen levels in the kidneys and blood.

Lastly, take a look at your lifestyle. Exercising regularly helps your lungs' ability to absorb oxygen. Even small amounts of exercise will help your breathing. You can also help your body breathe well while at rest. **Practicing meditation and deep breathing is not only proven to reduce stress, it also improves your oxygen intake!**

There's no question, your body needs oxygen in order to function well. As we grow in our understanding of this important relationship, **take some simple steps today to give your body the oxygen it needs!** You'll be better prepared when it's time to GO!

Gano Excel's 2020 U.S. Tour
Starting in March

We'll be visiting these cities in 2020!



MOBILE NUMBER VERIFICATION

Starting January 1, 2020, there will be 3 ways to purchase products from Gano Excel: as an Affiliate, as a Wholesale Customer, or as a Retail Customer.

We believe that if you're serious about doing the business, you can't do it without a mobile number.

Therefore, starting January 1, all new Affiliates will be required to verify their account with a valid mobile phone number in order to enjoy all of the benefits of earning commissions and rewards with Gano Excel.

We understand that many people enroll with Gano Excel simply to purchase our products at the best price possible. If you are unable to verify your account with a mobile number, you will still be able to buy Gano Excel's amazing products at wholesale prices as a Wholesale Customer. However, your account will be restricted from earning commission checks or rewards points.

If you are already an Affiliate with Gano Excel, you will not be required to verify your account with a phone number at this time, but we encourage all of you to do so to protect your accounts.

To verify your account using your mobile phone, visit your Back Office today!



NOW you can **TEXT** our Customer Service!

Place an order, enroll an Affiliate, or receive support simply by sending a text message to (626) 338-8081. Send a message any time at your convenience! Our agents will respond to all text messages between the hours of 8 a.m. - 5 p.m. PST in the order they are received.

"Action springs not from thought, but from a readiness for responsibility." – Dietrich Bonhoeffer



REVITALIZE: KEEP TOXINS OUT OF YOUR HOME

*Gano Excel is here today because of the incredible health benefits of **Ganoderma lucidum**. Thanks to the wonders of Ganoderma, millions of people around the world have improved their health and become products of this amazing product. **More than 200 good, bioactive phytonutrients are delivered to your body through our amazing Ganoderma-enriched products and supplements.** However, toxins and harmful microbes could be lurking all around you, ready to destroy the health that you are building up for yourself! **Keeping your home clean and free of toxins will help to create a healthy environment for you and your family.** Here are 4 easy steps you can take!*



1

Reduce toxic smoke. You probably already know how bad smoke from cigarettes and other tobacco products can be for your health. You may not realize that smoke from a wood- or gas-burning fireplace, scented candles made from paraffin wax, and cheap incense can all release chemicals that are harmful to your body. Opt for all-natural candles, incense or essential oils to scent your home instead.



2

Replace household cleaners. Cleaning products are not required to list ingredients, so the ones that do are often proud of the limited toxic chemicals included. Try to use all-natural cleaners and pesticides whenever possible. Some all-purpose cleaners can even be made with household staples such as vinegar, baking soda and lemons!



3

Retrace your steps. Shoes are responsible for tracking in all sorts of bacteria and chemicals into your home. In addition to pesticides and herbicides, shoes are responsible for 98% of the lead dust found in homes. It's best to take your shoes off at the door! You may also consider replacing carpets with hardwood or tile flooring. Many carpets are made using synthetic petroleum products and treated with loads of chemicals.



4

Reclaim fresh air. Open your windows often to circulate new air into your home. So many household products are used with toxic plastics such as PVC, which release chemical gasses into the air. If you ever notice that "brand new" smell from a new purchase, open up those windows to flush it out. Fresh air will do the job wonderfully, whereas artificial air fresheners just add more chemicals to the mix.



MOCHA PROTEIN BARS

Making delicious and healthy protein bars from scratch has never been easier! Mix naturally nutrient-rich ingredients like cashew nuts and dates with Ganoderma-enriched GanoCafé Mocha and your favorite protein powder. Watch these bars come together like magic in your food processor. Then simply chill, cut and enjoy! Perfect for keeping your life on the go!



NUTRITIONAL FACT:

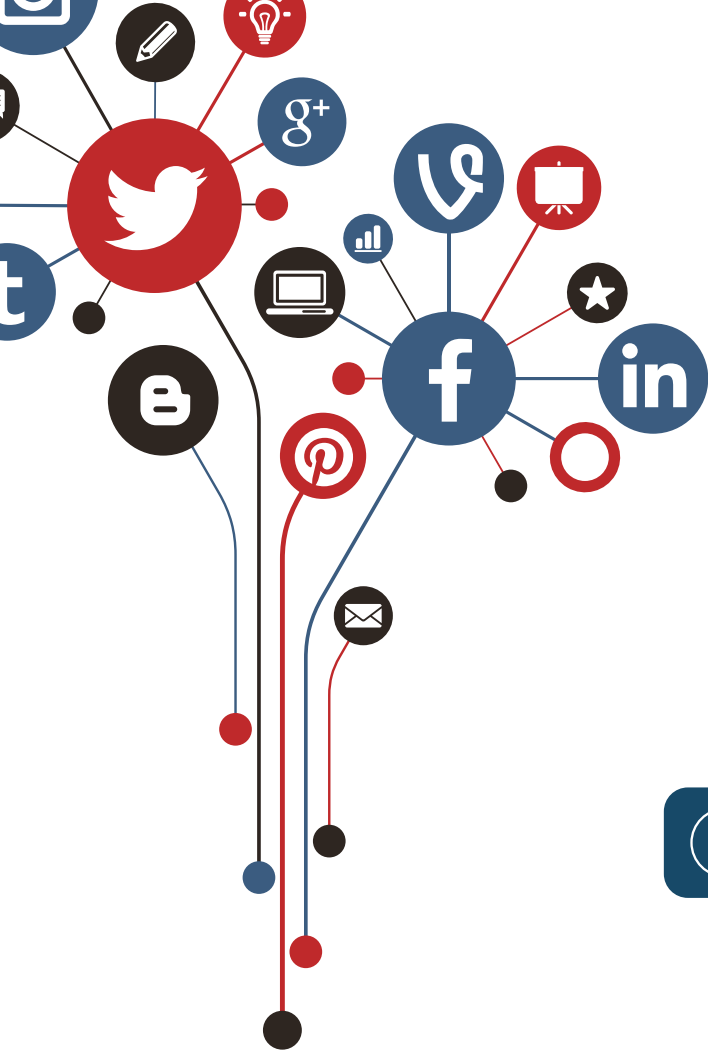
The fiber in dates slows digestion and may help prevent blood sugar levels from spiking too high after eating. For this reason, dates have a low glycemic index, which measures how quickly your blood sugar rises after eating a certain food. That makes it perfect for a snack on the go!

Ingredients:

- 2 cups cashew nuts
- 1 cup protein powder
- ¼ cup cocoa powder
- 1 sachet GanoCafé Mocha
- 18 large Medjool dates, pitted (10 ounces)
- 3-5 Tbsp water, as needed to blend

Instructions:

1. Line an 8"×8" pan with parchment paper; set aside.
2. In the bowl of your food processor, add nuts, protein powder, cocoa powder and GanoCafé Mocha powder. Blend just until nuts have broken down into small pieces.
3. Add in pitted dates and process until combined. With the motor running, add about 1 tablespoon of water at a time until mixture is sticky and everything comes together.
4. Transfer mixture to lined 8×8 pan. Press evenly into pan.
5. Place pan in the fridge for 1 hour, or freezer for 30 minutes. Then, remove from the pan and cut into 12 or 16 squares.
6. Store bars in an airtight container in the fridge for about 2-3 weeks, or wrapped tightly in freezer for longer.



TIME TO SHARE

Gano Excel's Social Media Stars of the Month: Patricia Day, Caesar Sandoval and Victor Antonio!

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



Facebook: Patricia Day

"...Enriched with Ganoderma lucidum!"



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: Caesar Sandoval

"It's no secret... other people like myself are getting paid to promote something we already do... drink coffee and tea!"



GLOBAL CORNER



Gano Excel is proud to operate in the nation of Mongolia, home to the world's coldest capital

city, Ulaanbaatar! The annual average temperature is a freezing 29°F, where a hot cup of Ganoderma-enriched coffee is always a great idea!



Facebook: Victor Antonio

"Enjoying a #GanoExcel coffee with my sister and my mom..."





LEADERSHIP SPOTLIGHT ROMINA GILMORE



PLATINUM

Romina Gilmore was raised in Arequipa, Peru. She remembers her childhood in Peru fondly. Moving to the United States was a big change. She remembers it took time to adapt to her new situation. She had lived in relative comfort, and was now starting from scratch. However, she remembered the values that her parents and her schooling instilled in her as a child. When situations are difficult, Romina looks for ways to grow through the difficulty. She knows that such experiences only add to her perspective and her character. She spent many years as a housewife before enrolling with Gano Excel. At that time she had no business experience. However, she has learned to see how everything she has been through has gradually built the character that has allowed her to become the leader she is today.

Romina had the pleasure of hosting events in Fresno and Chino last year for Gano Excel, and traveling with the Gano Excel team to Malaysia in both 2018 and 2019. She looks forward to the upcoming 2020 trip for the company's 25th anniversary. Not only were both trips fabulous vacations for her that she is proud to count as her rewards for all of her hard work throughout the years, she has been blown away by visiting Gano Excel headquarters and seeing the world's largest Ganoderma lucidum farm. She and the team were treated to world-class education on the science behind the healthy herb. She is humbled by Mr. Leow's dedication to health. It inspires her to remember the meaningfulness of the business. ***"It reminds me of the humanity behind what we do, and to put that first, more than the money,"*** Romina says.

She has found that personal development is a process where natural instincts are replaced with a new mentality and sense of purpose. She thinks about qualities like respect, loyalty or positivity. These go against self-interest and self-indulgence. However, they are a sign to her of maturity and leadership. ***"What makes a leader is not a particular skill,"*** Romina says. "It is a mentality." She sees that leaders take initiative and they also commit. ***Success comes to those who take an opportunity "by the horns."***

They also reap rewards for their hard work! ***Sometimes that comes from others, and sometimes it is necessary to reward yourself.*** The success that Romina has seen from her commitment to her business has allowed her to give her family the best Christmas they've ever had. She's also been able to take her dad on his dream vacation to the Amazon. She's currently planning a second trip for him. She sees herself moving closer to her dream of a life of complete economic freedom. It's a dream she has for herself and her whole team.

She is looking forward to a great year in 2020. She is excited about the new GanoPlus products coming this summer, which can be mixed without hot water. She believes the new beverages will appeal to a new group of people. She is also looking forward to expanding her team to new regions, including Kansas and Nevada. Finally, she must reach the rank of Diamond! She is confident that 2020 will be a year for the record books. She encourages others to be brave and fight for their dreams. ***"Know that if you commit to your business with belief in the change that can happen, that you will see that change come to fruition."***

LUZ OTERO

VAN NUYS, CA



Luz Otero was introduced to Gano Excel by Romina Gilmore in March 2019. However, it wasn't until May that she finally decided to enroll as an Affiliate. For Luz, it was a meaningful decision. It represented courage, strength and independence. As a full-time housewife, Luz's life revolved around taking care of her family. There was little that Luz did independently of her husband and family. ***However, after seeing how simple sharing Ganoderma-enriched products can be, she realized that she had the time and the capability to run a business all on her own!***

"Romina explained everything to me," said Luz. Romina shared details about the products, their benefits, the compensation plan and all Luz could earn while doing this business. ***"I loved how, as a mother, I could generate additional income without neglecting my family."*** It was something she knew that she wanted to share with every other mom out there. ***"When it is as simple as having a cup of coffee, it doesn't take you away from your responsibilities in the home,"*** Luz explained. By sharing the goodness of Ganoderma with other moms, she feels even more responsible, not less.

She says the opportunity also allows her to share what she sees in Gano Excel as a company. She has worked for other companies in the past that didn't deliver on what they promised. With Gano Excel, Luz saw the results that Romina talked about. To Luz, ***Gano Excel has become a family, a company with a big heart that welcomes everyone.*** Most importantly, her success with the company has given her the confidence to dream. ***"This opportunity came at a critical moment in my life and I am so glad I accepted,"*** she said.

Now, Luz is learning from her mentors Romina Gilmore and Erica Reyna on how to be a quality leader. She is inspired by their perseverance and energy. No matter what difficulties arise, Romina and Erica show Luz that she can be strong and overcome them. Luz is striving to be that inspiration for others as well. She takes the time to encourage her team, walk through the business with them and stay true to Mr. Leow Soon Seng's mission. ***She wants to be a part of spreading health and wealth to hundreds of families in 2020. "We can give them the opportunity to have health and to have financial freedom. It is an opportunity we all must take."***



LIVING UP TO OUR FULL POTENTIAL

At Gano Excel, we love to watch our Affiliates reach new milestones, grow their businesses and achieve the success that catapults them from one rank to the next. Seeing such transformation invigorates everyone around them. It shows that change is possible and paints an excellent picture of what a revitalized life can look like.

We recognize these wonderful Affiliates for their achievements, focus and dedication is a privilege for us. We know that when we focus on the positive and rewarding aspects of our business, we are working together as a team for the company and for each person's "why."

Please help us express our gratitude for their hard work!

DIAMOND EXCELLERS

DIAMOND



Ruben Cardenas
Rank: Royal Diamond



Olga Yaneth Loya
Rank: Royal Diamond



Ana Lorena Aguilar
Rank: Royal Diamond



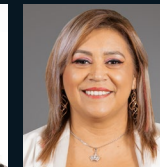
Walter Garcia
Rank: Royal Diamond



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 Caballos
Rank: Executive Diamond



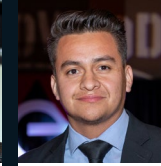
Isabel Rodriguez
Rank: Diamond



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



Victor Lopez
Rank: Diamond

RANK ADVANCEMENTS

GOLD

Rosalinda Alvarado
Erika Andrade
María G Andrade
Leticia De la Torre
Cristina Garduno
Emilio Uziel Lopez Zavala
Belen Meza
Joel Perez
Rosa Ventura de Cortez
Bertha Villarreal

SILVER

Alma Rosa Aguirre Limon, Rene Alonso, Veronica Alonso, Maria Alvarado, Aide Cantoral, Yesenia Cantoral, Victor M. Carrillo, Blanca Castro, Christina Cervantes, Teresa Cisneros, Gloria Fuentes, Rosario Garcia, Ernestina Gomez, Julia Hernandez, Robert M. Homer, Ofelia Ibarra, Celina Jimenez, Yolanda Lopez, Emilio Lopez Navarrete, Luis M. Galviz, Clara Mejia, Yesenia Navarrete P, David Onofre Guerrero, Angel Orozco Cuevas, Jose Padilla, Eugenio Perez, Claudia Brillid Quintero Rodriguez, Mayra Reyes, Micerata Vanezuel, Maria Elena Vang, Alexander Vivas

BRONZE

Rosy Carrizales de Font, Mariana Chavez, Lucy A. Lammers, Willy Lopez, Armando Mazin, Guillermina Mederos, Margarita Mejia, Maria Guadalupe Ramos Varela, Gricelday Reyes, Estela Rodriguez Abundez, Carmen Michel Rosales, Irma Sanchez, Marielos Velasco